



CITY OF NEW BEDFORD
JONATHAN F. MITCHELL, MAYOR

November 13, 2018

City Council President Linda M. Morad
Honorable Members of the City Council
City of New Bedford
133 William Street
New Bedford, MA 02740

Dear Council President Morad and Honorable Members of the City Council:

I am submitting for your approval the **APPOINTMENT** of Paul Chasse of 25 James Street, New Bedford, MA to the **Redevelopment Authority**. Mr. Chasse will be replacing Attorney Peter Paull, Jr. who has resigned. This term will expire in July 2021.

Sincerely,

Jonathan F. Mitchell
Mayor

JFM/sds

cc: Paul Chasse
Redevelopment Authority



CITY OF NEW BEDFORD BOARD & COMMISSION APPLICATION

The Mayor is seeking citizens who wish to serve on City Boards and Commissions established to assist and advise the City on specific matters. Please complete this application in full (attach a resume and other information which may assist the Mayor and the City Council in making its selection) and file it with the Personnel Office. The Mayor reserves the right to reject any application. Some appointments are subject to confirmation by the City Council.

Board/Commission applying for: (see reverse side) Redevelopment Authority

Name: Paul Chasse Email: _____

Home Telephone: _____ Work Telephone: _____

Residence Address: 25 James Street, New Bedford, MA Zip: 02740

Present Occupation & Place of Employment: CEO, Realtor Association of Southeastern Massachusetts

Educational Background: University of Massachusetts, Dartmouth - 2 years

Memberships in Community Organizations or Professional Groups:

Rail-to-Boston Coalition Chairperson
South Coast Chamber of Commerce - Government Affairs Committee Vice Chairperson
New Bedford High School Marching Band Boosters - Vice President

City Boards and/or Commissions on which you have previously served:

The reasons why you wish to be considered for appointment by the Mayor:

I am interested in becoming more involved with New Bedford and its efforts to move forward in growth and opportunity.

Please detail specific areas of expertise:

Real estate, business development, strategic planning, association/committee governance

Please detail specific areas of interest:

Development, zoning, permitting, creating business and real estate opportunities for the city

Available for meetings in the daytime ☐ evenings ☐ both ☒ (check one)

Resident of the City since what year: 1971-2003, 2006-Present

Appointees and incumbents may be required to file a Statement of Economic Interest, as required by the City Council Rules or the Mayor. The statement may require a declaration that you have no interest in conflict with the City of New Bedford. Please return your completed application to the Personnel Department, 133 William St., Room 212, New Bedford, MA 02740.

Applications will be kept on file for two years.

**I DECLARE UNDER PENALTY OF PERJURY THAT THE FOREGOING
INFORMATION IS TRUE AND CORRECT.**

Signature of Applicant: 

Date: 11/13/18

SUMMARY OF QUALIFICATIONS

- ❑ Experienced in real estate professional development
- ❑ Trained in areas of management, marketing, public relations & government affairs
- ❑ Proficient with budgets
- ❑ Supervised multiple staff and departments
- ❑ Skilled in Microsoft Office, social media and various additional technologies
- ❑ Excellent verbal and communication skills

PROFESSIONAL BACKGROUND

2013 -- Present **REALTOR® Association of Southeastern Massachusetts**, New Bedford, MA

Chief Executive Officer

- Oversee all areas of the association's operations and budgets
- Responsible for the implementation of new technology initiatives such as a member database, website and social media campaigns
- Work with staff and committees on the creation of new education programs
- Chairperson and Fiscal Agent for the Rail-to-Boston Coalition, with responsibilities that include grant writing for political contributions from MAR and NAR, managing the coalition's budget, lobbying, chairing meetings and involvement in the general operations of the coalition
- Managing an MAR Secretary/Treasurer candidate campaign

2006 – 2013 **Massachusetts Association of REALTORS®**, Waltham, MA

Executive Program Director

- Responsible for the creation of Professional Development Courses
- Supervise staff responsible for REALTOR® education and events
- Staff Liaison to the Board of Directors, Executive Committee and Leadership Team
- Work with association staff in all areas of association governance
- Manage the MAR Leadership Academy
- Experienced with Bylaws and Policy Manual
- Assisted in the successful campaigns for several NAR Distinguished Service Award Recipients and New England Regional Vice-Presidents

2003 – 2006 **K & M Family Foods**, Florence, SC

Director of Operations for an independently franchised fast food restaurant

- Maintained the daily operations of 7 units within a 75 mile radius
- Responsible for all areas of the P&L
- Performed many Human Resource tasks including recruitment, employee handbook revisions, management evaluations, unemployment hearings, conflict resolution and risk management
- Implemented various employee incentive programs
- Developed relationships with many local and national vendors
- Assisted with the development of individual unit and company marketing strategies
- Submitted budget and expense reports
- Increased company sales by 6%, mystery shop scores by 5.2% and corporate inspection scores by 4.9%

- 2000 – 2003 **Practical Computing Consultants**, New Bedford, MA
Owner of a small business coaching and consulting firm which specialized in technology
- Consulted with Broker/Owners, Managers and Sales Associates on cost cutting and/or time saving marketing techniques utilizing technology and software
 - Seminar trainings include Windows 98/XP, Microsoft Word, eNeighborhoods, Paragon/Voyager MLS Systems, MLS PIN, Effective Website Development, Marketing through Email, Digital Imaging, Personal Marketing and Sales Associate Orientation
- 2000 – 2003 **Pelletier Realty**, New Bedford, MA
REALTOR®
- 1998 – 2000 **Coldwell Banker Hayes Associates**, New Bedford, MA
Director of Company Operations for 2 independently franchised real estate offices which serviced the South Coast Massachusetts area
- Increased Gross Commission Income by 40% over 18 month period
 - Recruited, managed and trained staff
 - Researched, analyzed and implemented new computer system and trained staff on computer usage and new computer programs
 - Planned and implemented office move to New Bedford and negotiated lease for new facility
 - Prepared budget and income projections
 - Prepared business advertising and property marketing advertising
 - Worked with independent agents on business plans and goal setting
 - Worked with the corporate Vice-President and business consultant

ASSOCIATION EXPERIENCE

National Association of REALTORS

- 2018-2019 Federal Financing and Housing Policy Committee AEC Representative
- 2016-2017 Leadership Academy Advisory Workgroup Member
- 2015-2016 Public Policy Coordinating Committee Member
- 2015 AEC REALTOR® Party Resources Workgroup Member
- 2014 NRDS Policy Work Group Member
- 2014 State and Local Issues Committee Member
- 2011-2104 Professional Development Committee Member
- 2013 AEC Liaison to Professional Development
- 2013 GRI Steering Group Member
- 2013 AEC RCE Advisory Board Member
- 2012 AEC RCE Certification Subcommittee Member
- 2012 State and Local Issues Committee Regional Representative
- 2011 AEC NRDS Policy Work Group Member
- 2011 State and Local Issues Committee Regional Representative
- 2010 AEC Volunteer Leadership Resources Member
- 2010 State and Local Issues Committee Regional Representative
- 2009 AEC NRDS Policy Work Group Member
- 2009 Risk Management Committee Member

Massachusetts Association of REALTORS®

- 2014-2018 Government Affairs Committee Member
- 2018 Association Executives Committee Chairperson
- 2018 Leadership Development Committee Member
- 2018 Governance Workgroup Member
- 2013-2017 Association Executives Committee Member
- 2016 Private Property Protection Fund Subcommittee Member
- 2015-2016 Leadership Academy Committee Member
- 2003 Executive Committee / Southeast Regional Vice-President
- 2003 Strategic Planning Committee Member
- 2002 – 2003 Southeastern Massachusetts RPAC Trustee
- 2000 – 2003 State Director
- 2002 – 2003 Forms Software Committee Chairperson
- 2001 - 2003 Government Affairs Grassroots Committee Chairperson

Greater New Bedford Association of REALTORS®

- 2002 REALTOR® of the Year
- 1999 – 2003 Treasurer
- 2000 – 2002 Public Relations Chairperson
- 2002 – 2003 Government Affairs Chairperson

New England Society of Association Executives

- 2016-2019 Finance Committee Member
- 2013-2016 Investment Committee Founding Member
- 2008 – 2016 Member

Chamber of Commerce

- 2014-2018 South Coast Chamber of Commerce Government Affairs Committee Member
- 2013-2019 South Coast Chamber of Commerce Member

Real Estate Education Association

- 2009 – 2013 Member

PROFESSIONAL DESIGNATIONS

- REALTOR® Certified Executive
- Instructor Training Institute Graduate
- E-Pro Designee

EDUCATION

University of Massachusetts, Dartmouth (*attended 2 years*)

Major Study: *Business*

- **References are available upon request**