

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS

PUBLIC UTILITIES COMMISSION

Review of Proposed Town of New Shoreham

DOCKET NO. 4185

Project Pursuant to RI General Laws, 39-26. 1-7

DIRECT TESTIMONY OF EDWARD M. MAZZE, Ph.D.

ON BEHALF OF

TORAY PLASTICS (AMERICA), INC. and POLYTOP CORPORATION

July 19, 2010

1 **Q. PLEASE STATE YOUR NAME, POSITION AND OFFICE ADDRESS**

2

3 A. My name is Edward M. Mazze. My current position is Distinguished University
4 Professor of Business Administration at the University of Rhode Island. From
5 1998 to 2006, I served as Dean of the College of Business Administration of the
6 University of Rhode Island. My office address is 304 Ballentine Hall, Kingston,
7 Rhode Island 02881.

8

9 **Q. DO YOU HOLD ANY OTHER POSITIONS?**

10

11 A. I am a member of the Board of Directors of Washington Trust Bancorp
12 (NASDAQ), Technitrol, Inc. (NYSE) and Ocean State Business Development
13 Authority. I serve as Co-Manager, Rhode Island Economic Forecast for the New
14 England Economic Partnership. I also serve as a consultant to businesses and
15 federal, state and local government agencies in the areas of economic
16 development and business site selection. I chair the Economic Development
17 Committee of the Town of Narragansett, and serve as a Member of the
18 Governor's Insurance Council.

19

1 **Q. PLEASE SUMMARIZE YOUR EDUCATIONAL AND PROFESSIONAL**
2 **BACKGROUND**

3
4 A. I received my B.B.A. and M.B.A. from the City University of New York in
5 business administration and economics and Ph.D. in business administration
6 and economics from The Pennsylvania State University. I have been involved in
7 economic development and business site location consulting since 1963. I served
8 as Project Director of the Electricity Cost Commission, and Project Director of the
9 Industrial Facilities Financing Study Commission in the Commonwealth of
10 Virginia.

11 I have served as a consultant to Duke Power, Keyspan and other public utility
12 companies. I have served as Chairman of Governor Almond's Tax
13 Competitiveness Council. I served as Dean of the W. Paul Stillman School of
14 Business of Seton Hall University, Dean of the School of Management of Temple
15 University and Dean of the Belk College of Business Administration and Co-
16 Director of the Frank Hawkins Kenan Institute of Private Enterprise at the
17 University of North Carolina at Charlotte. In each of these positions, I worked
18 with state and local economic development agencies. I have also served as
19 Chairman of the Board and Chief Executive Officer of
20 The William Penn Bank in Philadelphia. A copy of my curriculum vitae is
21 attached.

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Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY IN THIS PROCEEDING?

A. I am providing testimony on Section (c) (iii) of the Amended Act relating to R.I.G.L. Section 39-26. 1-7, the Town of Shoreham Project. My testimony is limited to the negative economic impact that the project will have on commercial and industrial businesses located in Rhode Island, and on those businesses that may be considering Rhode Island as a site for their operations. I am not testifying on the negative economic impact this project will have on the residential customers of National Grid who live in Rhode Island and will be paying higher energy costs as a result of offshore wind power or on building the transmission cable. The only benefit of this project is to residential customers who reside in the Town of New Shoreham.

I am also testifying that this project is not likely to provide economic development benefits, including: facilitating new and existing business expansion and the creation new renewable energy jobs, the further development of Quonset Business Park; and increasing the training and preparedness of the Rhode Island workforce to support renewable energy projects. I am testifying on the impact of high energy costs on commercial and industrial business attraction and expansion in Rhode Island. I am testifying that the economic benefits to Rhode Island as stated in testimony filed to date are speculative, not supported by economic impact studies, cost-benefit analysis or any other research, and are

1 not likely to occur. I have seen no testimony from any party that assures the
2 State that these economic development events will happen, and I am of the
3 opinion that they will not happen. Moreover, there are no financial
4 consequences to Deepwater if these economic development events do not take
5 place.

6

7 **Q. PLEASE SUMMARIZE YOUR TESTIMONY**

8

9 A. I am testifying that the Amended Power Purchase Agreement, in and of itself, is
10 not likely to provide any net economic benefits to Rhode Island's commercial
11 and industrial businesses, but will have negative consequences to commercial
12 and industrial businesses that rely heavily on purchased energy. I am also
13 testifying that the negative consequences will make it difficult for the State to
14 attract new businesses and retain existing businesses that rely heavily on
15 purchased energy.

16

17 **Q. WHAT IS THE BASIS OF YOUR TESTIMONY?**

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19 A. In preparing my testimony, I read materials including the direct testimony of
20 Shigeru Osada (Toray Plastics (America) Inc.), Thomas A. D'Amato (Polytop
21 Corporation), the testimony of other parties in this matter submitted to date,
22 and filings and pleadings and other documents listed in PUC Dockets 4111 and

1 4185 to date. My testimony is also based on my education, training, and
2 experience as a consultant to businesses and government agencies on economic
3 development matters and business site location, government appointments in
4 the economic development area, corporate board memberships and
5 independent research.

6

7 I have no present or contemplated future interest in the outcome of this matter
8 that prevents me from giving unbiased testimony. My compensation in
9 providing this testimony is not contingent upon the outcome of this matter.

10

11 **Q. WHY IS THE AMENDED POWER PURCHASE AGREEMENT A DETRIMENT TO**
12 **ECONOMIC DEVELOPMENT IN RHODE ISLAND, IN YOUR OPINION?**

13

14 **A.** With higher than market costs for a kWh for electricity , commercial and
15 industrial businesses in Rhode Island that use large amounts of energy are at a
16 disadvantage with their competitors in other states who pay lower energy costs.
17 A higher cost is not commercially reasonable in today's competitive marketplace
18 where an increase in energy or other costs may cause a company to increase its
19 prices to customers or cut expenses such as personnel. According to testimony,
20 if the Amended Agreement is approved, Toray Plastics (America) Inc., will pay
21 approximately an additional \$287,000 in the first year and over twenty years
22 more than \$7 million and Polytop Corporation will pay approximately an

1 additional \$40,000 to \$45,000 in the first year and over twenty years, more than
2 \$880,000. These businesses may be forced to consider whether or not they want
3 to continue operating in Rhode Island.

4
5 **Q. WHAT IMPACT WILL HIGHER ENERGY COSTS HAVE ON ATTRACTING AND**
6 **KEEPING INDUSTRY IN RHODE ISLAND AND QUONSET BUSINESS PARK?**

7
8 A. Industrial and commercial companies that are heavy users of electricity will be
9 difficult to attract and keep. Companies with industrial and commercial facilities
10 in the State and Quonset Business Park will operate with higher energy costs if
11 they use electricity.

12
13 States compete for industrial activity. Low electric rates are an important factor
14 in attracting and retaining manufacturing facilities. With Rhode Island's poor
15 track record in being business friendly, the State needs to do everything it can to
16 reduce the costs of operating a business in Rhode Island. The Governor in his
17 letter of October 29, 2009 supporting the Town of New Shoreham project said, "I
18 too believe that the energy price contained in the proposal before the
19 Commission is excessive. I have always stated that I support cost-effective
20 energy, not renewable energy at any cost."

21 An above market price has a negative effect on attracting and keeping industry in
22 Rhode Island.

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Q. DEEPWATER PLANS TO LOCATE THEIR CORPORATE MANUFACTURING HEADQUARTERS AND REGIONAL DEVELOPMENT HEADQUARTERS TO THE QUONSET BUSINESS PARK, AND CLAIMS THAT ONCE FULLY OPERATIONAL, THESE TWO FACILITIES WILL CREATE 800 JOBS. BASED ON YOUR KNOWLEDGE OF JOB CREATION IN RHODE ISLAND, IS THIS LIKELY TO OCCUR?

A. No. Deepwater’s plan is speculative, lacks specific information on financing and is dependent on a large number of internal and external factors beyond their control. The major investors in this project are First Wind in Newton, Massachusetts and the New York based capital investment firm, D. E. Shaw & Company. These firms will play a significant role in Deepwater decision-making in Rhode Island.

The plan is dependent on Deepwater obtaining a long-term agreement with National Grid in order for investors to obtain a return on their investments. Debt and equity costs and terms are generally more restrictive and costly for projects financed by wind farm developers than utilities since there are significant market risks in wind power development. Their proposed facility in Quonset will be successful only if it can compete effectively with other facilities that manufacture and assemble wind turbines located in other states and overseas. The creation of 800 new jobs will depend on the number of orders

1 received and Deepwater's ability to manage a manufacturing and assembling
2 facility with no prior experience.

3

4 **Q. DEEPWATER WIND HAS AGREED THAT THE COMPANY SHALL CONTRACT FOR**
5 **THE MANUFACTURING OR ASSEMBLY OF ANY REQUIRED VESSEL(S) TO**
6 **SUPPORT THE PROJECT FROM ONE OR MORE VENDORS IN RHODE ISLAND? DO**
7 **YOU BELIEVE THIS IS LIKELY TO OCCUR?**

8

9 A. No. Deepwater's Joint Development Agreement of January 2, 2009 with the
10 State commits Deepwater to specific economic development activities in Rhode
11 Island. Section VIII of the agreement (p. 14) states: "DWW shall be entitled to
12 utilize a manufacturer, assembler or other provider of vessels to support the
13 Project located outside Rhode Island if such supply of manufacturing, assembly
14 or other product is not reasonably available in Rhode Island." Deepwater's
15 obligation to its investors is to make a profit and if Deepwater finds it impossible
16 to make a profit because Rhode Island vendors have higher labor costs, vendors
17 in other states or in foreign countries will be selected. It is doubtful that
18 Deepwater, with little experience, will be able to manufacture or assemble
19 vessel(s) to support this project in Rhode Island at a lower cost than other states
20 or foreign countries.

21

1 Q. SOME SUPPORTERS OF THE DEMONSTRATION PROJECT HAVE STATED THAT
2 THERE IS AN ECONOMIC ADVANTAGE IN BEING A 'FIRST MOVER' IN OFFSHORE
3 WIND FARM ENERGY BY APPROVING THE PROJECT. DO YOU AGREE?
4

5 A. No, I do not. With the high cost of electricity resulting from the demonstration
6 project for commercial and industrial customers, there is little advantage to
7 being a "first mover" in off-shore wind energy particularly if heavy users have to
8 cut back their operations or consider relocating to another state with low
9 electricity rates. With Rhode Island's poor business reputation, it is unlikely that
10 the State will be positioned to be the leader in the development of off-shore
11 renewable energy. Fred S. Hashway in his testimony on January 19, 2010
12 (Docket No. 4111, p. 7) on behalf of The Economic Development Corporation of
13 Rhode Island stated, "While there is no guarantee that investment will lead to
14 the development of a large scale renewable energy sector, there are reliable
15 indications that investment capital, boosted by public investment, is an
16 important first step in the development of any new industry, including the
17 renewable energy industry." This industry requires substantial federal dollars
18 and investment capital from the private sector. Rhode Island, with its own
19 serious economic problems, is not well positioned to support or invest in this
20 industry sector.

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22

1 **Q. DEEPWATER HAS STATED THAT THE BLOCK ISLAND AND UTILITY SCALE**
2 **PROJECTS ARE EXPECTED TO CREATE THE EQUIVALENT OF APPROXIMATELY**
3 **600 OR MORE DIRECT JOBS, AND MANY MORE INDIRECT JOBS WITH THE**
4 **BLOCK ISLAND PROJECT ALONE EXPECTED TO GENERATE BETWEEN 35 AND 50**
5 **DIRECT LOCAL CONSTRUCTION PERIOD JOBS, AND POSSIBLY MORE IF**
6 **ASSEMBLY OPERATIONS ARE PERFORMED AT QUONSET.**
7 **THEY ALSO ESTIMATE THAT POST-CONSTRUCTION, OPERATION AND**
8 **MAINTENANCE OF EIGHT TURBINES MAKING UP THE FACILITY WILL REQUIRE**
9 **APPROXIMATELY 6 PERMANENT FULL TIME EQUIVALENT JOBS. WHAT IS YOUR**
10 **REACTION TO THESE STATEMENTS?**

11

12 A. Any project of this nature will have direct and indirect economic benefits
13 including the creation of some new jobs. Testimony by Fred S. Hashway on
14 January 19, 2010 (Docket No. 4111, p. 11) of behalf of the Economic
15 Development Corporation stated:
16 “The establishment of the Block Island project and the production of the facilities
17 required to establish the wind turbines both in Block Island and for the larger
18 utility scale project have the potential to serve as a magnet to other companies
19 seeking to develop a renewable energy presence in the region. Jobs will be
20 created in a number of different employment sectors.”

21

1 There was no economic analysis to support the estimated number of new jobs
2 created by this project.

3
4 Economic benefits are often determined by regional input-output models such as
5 those created by the Bureau of Economic Analysis of the United States
6 Department of Commerce (RIMSII – Regional Input/Output Modeling System),
7 MIG, Inc. (IMPLAN) and Regional Economic Models, Inc. (REMI.) These models
8 trace the multiplier effect of each dollar of spending as it ripples through other
9 industry sectors and translates the allocation of spending across sectors into
10 estimates of employment. The models measure employment impacts in the
11 number of full-time equivalent jobs estimated. By the use of these models, you
12 can measure four distinct economic impacts: employment, income, revenue and
13 Tax. Deepwater has not presented this type of analysis nor have they conducted
14 or reported on any studies that have measured the economic benefits of this
15 project to Rhode Island.

16
17 There is no doubt that construction jobs would be created during the building of
18 an off-shore wind farm and that there would be a need for operations and
19 maintenance personnel if an off-shore wind farm becomes operational.

20 However, at this stage of the proceedings, the number of construction workers
21 and operations and maintenance personnel and their wages is purely
22 speculative.

1

2 **Q. DO THE MULTIPLIERS HAVE LIMITATIONS?**

3

4 A. Yes, and these limitations have not been considered. For example, multipliers do
5 not consider jobs that are lost in the energy industry due to the introduction of a
6 new type of renewable energy, and as a result of an increase in the cost of
7 energy that forces a company to reduce its workforce or leave the State. The
8 most common means of measuring the economic impact of this type of project is
9 the multiplier effect from expenditures.

10

11 Models using multipliers often make the following assumptions, which all limit
12 the effectiveness of using multipliers: (1) all firms in a given industry segment
13 employ the same technology and produce similar products or services; (2) the
14 model is linear, i.e., if you double one input it doubles another; (3) the model
15 only represents activity for one year at a time; (4) the computation for induced
16 impacts assumes that jobs created by additional spending are new jobs that will
17 result in new households in the area, and there is a linear change in household
18 spending with changes in income; (5) the job measure does not identify the
19 number of hours worked in each job or the proportion of jobs that are full-time,
20 part-time or seasonal, and (6) the earnings spent by households will be less than
21 the wages paid because earnings will also be used for household expenditures
22 such as rent, mortgage payments and taxes.

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In this situation a multiplier will not capture the true, total effect of Deepwater’s direct dollar and employment impact on Rhode Island because the model does not take into consideration the negative consequences of high energy costs such as job losses in industrial and commercial businesses and those that may result in other energy sectors as a result of the new technology.

Q. WHAT IS YOUR OPINION OF THE IMPACT THE NEW SHOREHAM PROJECT WILL HAVE ON ECONOMIC DEVELOPMENT IN THE STATE?

A. The project will result in higher costs of electricity to commercial and industrial businesses and will serve as a negative factor in retaining and attracting businesses. Energy is an important cost factor to many businesses. Increased energy costs for Rhode Island businesses will cause companies to postpone decisions to expand and create jobs. To businesses, there are no economic benefits from this project. Rhode Island could realize greater economic benefit by investing in energy efficiency which could support lower cost renewable energy at a reasonable price.

1 **Q. BASED ON YOUR EXPERIENCE, WHAT FACTORS ARE CONSIDERED BY**
2 **COMMERCIAL AND INDUSTRIAL COMPANIES WHEN SELECTING A SITE FOR**
3 **EXPANSION OR RELOCATION?**

4
5 A. Companies will look at the following factors: the cost of business which would
6 include energy costs, the availability of a workforce, quality of life such as
7 housing affordability, the state's economy, transportation facilities, business
8 friendliness, access to capital, cost of living, technology and innovation, taxes
9 and education. In a study conducted by CNBC and reported on July 13, 2010,
10 Rhode Island ranked as the second worst state in the nation for business. In
11 virtually every survey in the last four years, Rhode Island was near the bottom of
12 the list when comparing factors needed to retain and attract businesses.

13
14 **Q. HOW IMPORTANT ARE ENERGY COSTS IN MAKING A SITE SELECTION DECISION**
15 **FOR COMMERCIAL AND INDUSTRIAL COMPANIES?**

16
17 A. Energy costs are important in making a site selection decision.

18
19 When the price of energy is above market, businesses will look at energy
20 resources that are cheaper and provide the same environmental protection. It is
21 important to distinguish energy costs for existing locations and for a new
22 location. Businesses already at a location that are sizable energy users can plan

1 and budget for energy due in many cases to the certainty of the rates. Once that
2 certainty disappears, as it would if this project is approved, the company could
3 look at alternatives, including relocating to a lower energy cost state.

4
5 When considering a new location, businesses examine both the reliability of the
6 existing infrastructure and the electrical rates for future cost savings and are
7 hesitant to move to locations with higher rates that are not competitive to other
8 sites for their businesses.

9
10 According to the U. S. Energy Information Administration, the average retail price
11 of electricity to commercial users in the United States in 2009 was 10.21 cents
12 per kWh and 6.84 cents to industrial users (see Electric Power Monthly with data
13 for March 2010, Report Released June 16, 2010.) For commercial and industrial
14 users with heavy electrical demands, rate differentials will result in significant
15 annual cost impacts on their operations and affect the company's growth and
16 hiring of additional employees. Increased costs of energy may also be passed on
17 to the end customer by charging higher prices which is difficult in highly
18 competitive industries.

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1 **Q. WHAT IS YOUR OPINION ABOUT THE IMPACT OF THE NEW SHOREHAM**
2 **PROJECT ON TORAY PLASTICS (AMERICA) and POLYTOP CORPORATION?**

3

4 A. The New Shoreham project will result in higher energy prices for them, which
5 will cause the companies to look for savings in other areas such as personnel,
6 namely, not hire new employees or replace employees who leave as well as
7 eliminate operational expenses such as replacing equipment and postpone
8 decisions for expansion. Higher energy costs could also lead to moving the
9 businesses to a more energy cost-friendly state.

10

11 **Q. DOES THIS COMPLETE YOUR TESTIMONY?**

12

13 A. Yes.

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ACADEMIC POSITIONS

- 1998-Present **THE UNIVERSITY OF RHODE ISLAND**
Distinguished University Professor of Business Administration (2006-Present);
Dean, College of Business Administration and Alfred J. Verrecchia-Hasbro Inc.
Leadership Chair in Business (1998-2006)
- 1993-1998 **THE UNIVERSITY OF NORTH CAROLINA AT CHARLOTTE**
Dean, The Belk College of Business Administration and Professor of Marketing; Co-
Director, The Frank Hawkins Kenan Institute of Private Enterprise-Charlotte (1997-1998)
- 1979-1993 **TEMPLE UNIVERSITY**
Professor of Marketing and International Business; Dean, School of Business and
Management (1979-1986)
- 1975-1979 **SETON HALL UNIVERSITY**
Dean, W. Paul Stillman School of Business and Professor of Marketing; Acting Vice
President for Administrative Services (1977-1979)
- 1970-1975 **VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY**
Coordinator of the Marketing Program and Professor of Business Administration; Director,
Business Extension (1973-1974)
- 1968-1970 **WEST VIRGINIA UNIVERSITY**
Associate Professor of Marketing; Director, Special Programs in Business (1969-1970)
- 1966-1968 **UNIVERSITY OF DETROIT**
Associate Professor of Marketing

CURRENT BOARDS OF DIRECTORS/TRUSTEES

- 2004-Present **OCEAN STATE BUSINESS DEVELOPMENT AUTHORITY**
(A Small Business Administration Certified Development Corporation)
- 2000-Present **WASHINGTON TRUST BANCORP, INC.**
Member, Audit Committee (2000-Present); Compensation and Human Resources
Committee (2000-Present)
- 1985-Present **TECHNITROL INCORPORATED**
Member, Audit Committee (1985-1988; 1996-Present); Executive Compensation Committee
(1988-1997; 2000-2002); Governance Committee (2005-Present); Chair, Governance
Committee (2010-Present)

SELECTED PREVIOUS BOARDS OF DIRECTORS/TRUSTEES

SMALL BUSINESS AND TECHNOLOGY DEVELOPMENT CENTER, THE UNIVERSITY OF NORTH CAROLINA, Member, Statewide Advisory Board, 1994-1998

THE BEN CRAIG CENTER, THE UNIVERSITY OF NORTH CAROLINA AT CHARLOTTE, Member, Entrepreneurial Program Advisory Committee 1993-1998

DELAWARE VALLEY COLLEGE OF SCIENCE AND AGRICULTURE, 1991-1997, Honorary Board Member (1997-Present)

WILLIAM PENN BANK, 1984-1987, Chairman of the Board and Chief Executive Officer (1985-1987)

BARRETT GROWTH FUND, 2001-2010, Board of Trustees, Chair, Audit Committee

SELECTED GOVERNMENT APPOINTMENTS

2009-Present CHAIR, ECONOMIC DEVELOPMENT COMMITTEE
Town of Narragansett, Rhode Island

2005 **PANEL OF CHAPTER 7 TRUSTEES, UNITED STATES DEPARTMENT OF JUSTICE**
District of Rhode Island

2002-Present **STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS**
Governor's Insurance Council

2000-2007 **STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS**
Public Member, Rhode Island Automobile Insurance Service Plan's Governing Board

1984-1997 **PANEL OF CHAPTER 7 TRUSTEES, UNITED STATES DEPARTMENT OF JUSTICE**
Eastern District of Pennsylvania

1983-1993 **UNITED STATES DEPARTMENT OF COMMERCE**
Delaware/Eastern Pennsylvania Export Council

1977-1979 **UNITED STATES DEPARTMENT OF COMMERCE**
District Export Council of New Jersey

SELECTED PROFESSIONAL AND ACCREDITATION POSITIONS

2006-Present **FAIRLEIGH DICKINSON UNIVERSITY, SILBERMAN COLLEGE OF BUSINESS**
Member, Business Board of Advisors

2005-Present **NEW ENGLAND ECONOMIC PARTNERSHIP**
Forecast Manager, State of Rhode Island (2005-2008); Co-Forecast Manager, State of Rhode Island (2008-Present)

2005-2008 **BUSINESS INNOVATION FACTORY**
Member, Research Advisory Council

- 2001-2002 **RHODE ISLAND ECONOMIC POLICY COUNCIL**
Chair, Tax Competitiveness Committee
- 1985-1988 **PHILADELPHIA BAR ASSOCIATION**
Commission on Judicial Selection and Retention
- 1981-1998 **MIDDLE STATES ASSOCIATION OF COLLEGES AND SECONDARY SCHOOLS**
Accreditation Panel, Commission on Higher Education
- 1980-2008 **AACSB INTERNATIONAL-THE ASSOCIATION TO ADVANCE COLLEGIATE SCHOOLS OF BUSINESS**
International Affairs Committee (1984-1986); Initial Accreditation Committee (1980-1985); Accreditation Visitation Teams, Chair and Member (1980-2004)

VISITING PROFESSORSHIPS AND DISTINGUISHED LECTURESHIPS

- 2003, 2006-7 **HARVARD UNIVERSITY**
Faculty, Master of Liberal Arts in Management Program
- 1987 **UNIVERSITY OF LOWELL (MA)**
Commencement Speaker, College of Management Sciences
- 1981 **BALDWIN WALLACE COLLEGE (OH)**
Kamm Distinguished Lecturer
- 1974 **UNIVERSITY OF PUERTO RICO, GRADUATE SCHOOL OF BUSINESS**
Visiting Professor
- 1970 **UNIVERSITY OF PITTSBURGH, GRADUATE SCHOOL OF BUSINESS**
Visiting Associate Professor

REPRESENTATIVE CONSULTING ASSIGNMENTS

<p>Commonwealth of Virginia—Industrial Facilities Financing Study Commission, and Electricity Costs Commission Philadelphia Bar Association National Association of Home Builders AT&T Communications of Pennsylvania Lehigh Press, Inc. Dechert, Price & Rhoads Fidelity Investments Ross & Hardies Fulbright & Jaworski</p>	<p>Coca-Cola, Inc. General Motors Corporation Schnader, Harrison, Segal & Lewis Blank, Rome, Comisky & McCauley Morgan, Lewis & Bockius Duke Power Company Concord Telephone Company Radiator Specialty Company Beacon Mutual Insurance Company Cox Communications—New England</p>
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EXECUTIVE DEVELOPMENT PROGRAMS

<p>University of Cincinnati University of Connecticut Georgia State University University of Maryland Michigan State University Tsinghua University CEO US Training Program (Harvard University)</p>	<p>Perkins-Elmer Corporation University of Pittsburgh San Francisco State College Washington University College of William and Mary</p>
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PROFESSIONAL ASSOCIATION MEMBERSHIPS

Academy of Marketing Science
National Association of Corporate Directors

EDITORIAL ASSIGNMENTS

Contributing Columnist – The Job Outlook and Advice for Job Hunters (ProJo.Jobs)
Providence Journal (2006-2009)

Contributing Author -- Sections on Advertising and Consumer Affairs;
Encyclopedia Britannica Book of the Year (1976-1993)

Associate Editor --*Mahon's Industrial Guides for Accountants and Auditors*;
Warren, Gorham & Lamont (1979-1981)

Editorial Staff -- "Marketing Abstracts Section"; *Journal of Marketing* (1971-1978)

General Editor -- *Basic Management Series*, Holt, Rinehart and Winston (1964-1969)

EDITORIAL BOARD MEMBERSHIPS

Advisory Board, *The International Business Press*, The Hawthorn Press, Inc. (1991- 1998)

Journal of Global Marketing (1987-2006)

Journal of Marketing Education (1985-1994)

Journal of the Academy of Marketing Science (1980-1991)

Journal of International Business Studies (1978-1982)

Industrial Marketing Management (1977-2006)

Journal of Economics and Business (1976-1979)

PUBLICATIONS

BOOKS

Alexander, Milton and Edward M. Mazze (eds.). *Case Histories in Sales Management*. New York: Pitman Publishing Co., 1965. 145pp.

Alexander, Milton and Edward M. Mazze. *Sales Management: Theory and Practice*. New York: Pitman Publishing, 1965. 550pp.

Madeheim, Huxley, Edward M. Mazze, and Charles S. Stein (eds.). *Readings in Organization and Management*. New York: Holt, Rinehart and Winston, 1963. 486pp.

- Madeheim, Huxley, Edward M. Mazze, and Charles S. Stein (eds.). *International Business: Articles and Essays*. New York: Holt, Rinehart and Winston, 1963. 229pp.
- Mazze, Edward M. *International Marketing Administration*. San Francisco: Chandler Publishing, 1967. 147pp.
- Mazze, Edward M. *Introduction to Marketing: Readings in the Discipline*. San Francisco: Chandler Publishing, 1970. 362pp.
- Mazze, Edward M. *Personal Selling: Choice Against Chance*. St. Paul: West Publishing, 1976. 331pp.
- Michman, Ronald D., Edward M. Mazze and Alan J. Greco, *Lifestyle Marketing: Reaching the New American Consumer*. Westport, Connecticut: Praeger Books, 2003. 241 pp.
- Michman, Ronald D. and Edward M. Mazze. *Specialty Retailers: Marketing Triumphs and Blunders*. Westport, Connecticut: Quorum Books, 2001. 261pp.
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- Shultz, William J. and Edward M. Mazze (eds.). *Marketing in Action: Readings*. Belmont, California: Wadsworth Publishing, 1963. 486pp.; Abridged Edition. New York: The Benjamin Company, 1968. 244pp.

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MONOGRAPH

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CHAPTERS IN BOOKS, MONOGRAPHS AND PROCEEDINGS

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- Mazze, Edward M. "Rhode Island Economic Forecast" in *Reinventing the New England Economy: What Role for Higher Education?* Walpole, MA: New England Economic Partnership-Fall Outlook Conference, November 9, 2005, pp. 77-90.
- Mazze, Edward M. "The Rhode Island Economic Forecast: A Tough Ride Ahead" in *New England's Power Puzzle: Price, Supply, Infrastructure and Regulation.* Walpole, MA: New England Economic Partnership-Spring Outlook Conference, May 11, 2006, pp. 84-96.
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