

NOTES FROM THE MEETING
BETWEEN THE PRESIDENT OF THE ASCOLI PICENO PROVINCE MASSIMO ROSSI
AND THE PRESIDENT OF THE COMMERCE CHAMBER OF RESTON PENNY POMPEI
MEETING DATE: 16th October 2008

On Thursday 16th October 2008 at 4.15 P.M., there was a meeting between the President of the Ascoli Piceno province Massimo Rossi and the President of the Commerce Chamber of Reston Penny Pompei. After the visit, at the end of May, of the Vice-President of the Commerce Chamber of Reston, Mrs. Valerie Romano Novak, the purpose of this meeting is the prosecution of the relationship between the Reston Chamber represented by the American Delegation and the Ascoli Piceno Province with some representatives of the different economic sectors.

Presents:

- Massimo Rossi, President of the Provincial Administration of Ascoli Piceno,
- Giampaolo Emidio Paoletti, Officer of the EU Policy and Internationalization Service,
- Avelio Marini, Councillor Responsible for the Tourism, Parks, Agriculture and Manufacturing Activities Service,
- Penny Pompei, President of the Commerce Chamber of Reston,
- Carl Pompei, of the Commerce Chamber of Reston and Vice-president of the robotics Company AnthroTronix,
- Umberto Pascali, contact with the Reston Chamber,
- Elisabeth Pascali, of the Reston Chamber and manager of the Company of the management products and services Compusearch Software Systems,
- Bonnie Bass, of the Reston Chamber and President of the consulting Company for enterprises Expertise,
- Frank Lesieur, Officer of the Defence Department (in non-official visit),
- Umberto Alesi, President of the Company TecnoMarche,
- Algeo Marcozzi, President of the Company Piceno Promozione (Promotion of the Piceno Territory),
- Laura Melloni, Technical Manager of the Company Piceno Promozione (Promotion of the Piceno Territory),
- Giorgio Rocchi, Manager of the Company Piceno Sviluppo, (Development of the Piceno Territory),
- Marisa Celani, of the EU Policy and Internationalization Service,
- Alessandra Cipollini, of the EU Policy and Internationalization Service,

The meeting is presided by the President Massimo Rossi.

Verbalizing Secretary: Mrs. Marisa Celani.

The President Massimo Rossi opens the session greeting the American delegation members on behalf of the Provincial Administration of Ascoli Piceno.

He continues describing to the delegation the economic territory reality which is going through some difficulties; however, he points out that, in the same time, there are some important elements of dynamism. He thinks the presence in our territory of this delegation serves to make understand that we can look ahead and even result interesting to the foreigner people.

In support of his point, he explains that – in the same hall where they are meeting – later there will be another very important session: a Provincial Co-ordination Table with industrials, territory universities, trade unions and the Ascoli Piceno Mayor for the start-up of a very courageous project: a Scientific and Technological pole.

After stressing the importance and even the particularity of this project that, if it is successful, it will be thanks to the high State financings, Mr. Rossi asks to Mrs. Pompei which could be, in her opinion, the concrete collaboration fields.

Mrs. Penny Pompei returns the Ascoli Piceno reality looks very interesting, but she cannot detect the common interest fields.

She continues her intervention by the description of their local reality which is very young; in fact, their territory has a very recent urbanization.

Then, she explains in detail their experience on incubators.

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Deepening the subject, Mr. Pascali adds that, in order to start up a programme of incubators, we need a first great company which serves as an anchor for the other ones which will come.

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Mrs. Pompei takes the floor again explaining incubator normally works in close contact with universities. In addition, companies must contribute to the expenses even if they do not cover all the costs, while incubators receive some financings on behalf of the community.

Mrs. Melloni asks if the part of the public investment is meaningful within incubators.

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Mr. Pascali stresses incubator is a very useful tool in order to make grow the productive territory reality. Mr. Rossi agrees because he thinks it favours the exchange of experiences and creates a dynamic and stimulating environment.

Mrs. Pompei explains that, on the contrary, they have directed much on young people, their enthusiasm and entrepreneurial capacity. Mr. President takes the floor again insisting on the necessity to recover the sense of a common project with a high aim; in this way, we can involve our young people so as they are not motivated by the ambition to excel only, but by a true, deep commitment, a stimulation to compete meanly with themselves, in order to get better day after day.

Then, he does some considerations at this purpose and talks again about the ambitious project represented by the Scientific and Technological pole where the public contribution will have a considerable and meaningful weight.

On the previous days, the delegation members had the possibility to visit the Ascoli territory with its companies, its productions, its model and life style, such as the caves and the “Wine Street” with its finest wines. After this knowledge deepened enough of our local reality, the President asks which impression they have had and if they think there can be some exchanges of commercial kind as concerns our typical productions too.

Mrs. Pompei answers that, for an American, it is difficult to reach Ascoli Piceno because it is badly linked: after a travel by plane until Rome, one must still face some hours of route on uncomfortable roads.

However, she points out many Americans are interested in visiting our land just called the “bel Paese” for its ancient history too. In addition, many Americans have Italian origins and for this Italy constitutes one of the destinations preferred by them.

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Mrs. Pompei introduces her husband, Mr. Carl Pompei who talks to the assembly about his company and how it is developed within an incubator.

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Then, Mr. Marcozzi takes the floor; he points out our territorial reality is complex enough: in fact, it is unchanging and extraordinarily dynamic at the same time. He talks at length about the subject.

At the session conclusion, Mr. President expresses his intention to develop the signs of this meeting with the Commerce Chamber of Reston. Therefore, he invites the two parts – the Ascoli Piceno province and the Reston Chamber – so as they elaborate, at the end of this visit, their own reflection and detect the concrete collaboration fields, formalizing their own intentions through an agreement protocol too.

During her visit, Penny Pompei has had the possibility to meet the University, different organizations and professional associations. Therefore, expressing her satisfaction and interest in our territory, she intends to continue a relationship with the Ascoli Piceno Province.

The meeting with the American delegation concludes by the President Rossi gift of some publications concerning our territory with its places, feasts and traditions.

The American Delegation reciprocates with some presents.

The meeting concludes at 5.15 P.M..

THE PRESIDENT OF THE PROVINCE
(Mr. Massimo Rossi)

VERBALIZING SECRETARY
(Mrs. Marisa Celani)