

TRUMBULL BUSINESS NEWS

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Trumbull Economic Development Office, 5866 Main Street, Trumbull, CT 06611

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Spotlight on UnitedHealthcare

One of the largest health care companies in the country, Minneapolis-based UnitedHealthcare, has nearly 4,000 employees in the state of Connecticut with over 700 right here in Trumbull.

UnitedHealthcare offers a wide variety of healthcare plans that encompass every recent innovation in healthcare insurance, including health savings accounts, health reimbursement accounts, electronic medical records, out-of-network options preventive care and wellness programs.

In total, UnitedHealthcare provides health care insurance to more than 500,000 people across the state with a network of more than 8,000 physicians and 33 hospitals. Participants in any UnitedHealthcare health insurance plan have access not only to its Connecticut network of health care providers, but also to the company's national network of more than 560,000



UHC Joins Team to Tidy Up Trumbull

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healthcare professionals and 4,800 hospitals.

UnitedHealthcare serves both the large-group and small-group and individual market, and associated companies also offer individual insurance, Medicare and Medicaid products, and specialized health care information services. The company has long been a leader in introducing innovations into healthcare insurance in the areas of benefits, claims processing, application of new technology and customer service.

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A Vision for Trumbull

By First Selectman Timothy M. Herbst

As First Selectman, my vision for Trumbull is to be a recognized community of choice for individuals, families and businesses. We can achieve this through a strong school system, excellent public health and safety, recreational activities for our residents, responsive and responsible government, a strong business climate, and a demonstrable sense of unity, pride, and quality of life.

The mission of this administration is to act as stewards and leaders to protect and strengthen Trumbull's community and environment;

provide uncompromising public health and safety; offer high quality and efficient services; ensure excellence in our educational system; respond to our citizens' needs and interests; exercise fiscal responsibility; build and support our local business economy; and implement and uphold open, innovative, and ethical practices.

Supporting and expanding our business is essential to the health of our community. Economic Development plays a key role in this and is a priority for me and my administration.

First
Selectman

Timothy M.
Herbst

Economic
Development
Commission

Tom Ginis,
Chairman

Jim Abraham

Jack Berg

Patricia Connelly

Beryl Kaufman

Karl Mizak

Ralph Sather

Economic
Development
Director

Deborah Cox

2010 Economic Development Outlook

The Economic Development Commission is focused on developing, revitalizing, and filling vacancies. This is key to Trumbull's economic health and grand list growth. Our greatest opportunities for growth lie in the primary retail centers, Reservoir Avenue, Trumbull Corporate Park, and the Rte. 111 Corridor.

Westfield Mall's \$40 Million exciting renovation project will be completed this fall. The result will be unique family-friendly destination that promises to bring pride and expanded retail and dining choices to our community and the region.

Five homes on Main Street across from Westfield Mall

Sun Shines In Trumbull

"What we do here is simple: We research and develop products that can help make people's lives a little better," said Neil DeFeo, Sun Products CEO at the dedication ceremony of Sun Products' new 46,000 square foot Technology Center on Trefoil Drive in January.

The event included state and local government officials, including Lt. Gov. Michael Fedele, U.S. Rep. Jim Himes, Economic Development and Community Development Commissioner Joan McDonald.

The facility currently houses approximately 70 employees, but that number is expected to grow over time to up to 120 employees. Trumbull was selected for the facility because of the available skilled workforce

*"What we do is simple: We research and develop products that can help make people's lives a little better."
-- Neil DeFeo, CEO of Sun Products*



have become part of a new Design District Zone. Two homes are already being considered for conversion into small professional offices.

Changes in Trumbull Center will emerge this spring. That's when the installation of brick sidewalks and decorative lighting will be completed, and Phase One of building façade changes will begin. Phase Two of façade improvements is also expected this year.

Please see *Outlook* on page 4

needed for the business.

In the short weeks that it has been opened, Sun Products has already applied for 10 patents on research done at the new facility.

In addition to being innovative, Sun has established itself as an excellent corporate citizen. In the fall they donated an environmentally friendly playground to the Trumbull Nature Center, and 75 of their employees joined 75 Trumbull citizens to assemble the playground at the center. The event marked the beginning of a great partnership, and the opening of the Center is an excellent development for Trumbull.



Officials get a Tour through Sun

Picture by Capture Photography

Trumbull Economic Development Successes

In the past year, Economic Development has focused on marketing the town to attract new businesses, as well as supporting existing businesses. Here are some of our successes:

- Received national recognition for Trumbull from *CNN Money Magazine*, *Relocate America*, and *CT Magazine* as a Top Place to Live, Work, and Play
- Increased press coverage through articles, press releases, and advertisements submitted to area newspapers, magazines, and business journals
- Expanded online presence and visibility
- Fifty-five new prospects called our office
- Seventeen new leases in 2009, (eg, Sun Prod., Peco Pallet, O Bar, Integrative Family Medical)
- Participated in Site Selectors Tour and various commercial broker and Business Functions
- Co-managed Sun Products' Playground project
- Expanded Trumbull Business and Career Resource Center at the Library and online at www.trumbullresource.com, in partnership with



Marie's Sandwich Shop Now Open for Dinner Thursdays – Saturdays.

- the Library, and Trumbull Chamber of Commerce
- Established Business Advisory Council & Trumbull Corporate Park Association
- Trumbull Center streetscape project was started
- First Trumbull Restaurant Week held in October
- Local businesses were kept informed through newsletters, email blasts, and social media
- Published Online Trumbull Businesses Directory: www.trumbulleconomicdevelopment.com
- Over 100 people attended business breakfast
- Assisted, visited and communicated with hundreds of Trumbull businesses throughout the year
- Revitalization plans were announced by Trumbull Center & Westfield

Announcements

Welcome to Trumbull!

Trumbull would like to welcome the following companies who have recently moved to Trumbull:

- Marriage & Family Therapy of Trumbull – Corporate Drive
- Verizon Wireless – White Plains Road
- Trumbull Cleaners – White Plains Road
- Digital Real Estate – Merritt Boulevard
- United Sample, LLC – Technology Drive

1. Job Posting Websites:

- US CENSUS Temporary Jobs: www.2010censusjobs.com
- The CT Small Business Innovation Research Office, new program, "Careers for Engineers" matches job openings with technology professionals: www.ctinnovations.com/funding/sbir/match.php

2. High School Intern Program:

Contact JoAnn O'Connell at Trumbull High School for information on High School Interns: 203.452.4510

3. Special Office Help:

Give Special Needs Students at Trumbull High an opportunity to gain valuable work skills while you get your labeling, stuffing, collating, or copying done for free. Contact John Wrobel, 452-4217

4. Look for Score Workshops: www.scorect.org

5. At the Library: March 29: Government Contracting – You're not Too Small 6:00 – 8:00

6. BRBC Events: Visit www.brbc.org for numerous business networking and learning opportunities

Outlook from page 2

The Reservoir Avenue corridor houses one of Trumbull's critical industrial parks, and is the home to such companies as Océ North America, Affinion Group, and the Kennedy Center. The area also holds vacant developable parcels of commercially-zoned land, including a 17-acre, 8-acre, and a 3-acre parcel that we are actively marketing.

Trumbull Corporate Office Park, located off Rte. 8, provides a highly sophisticated infrastructure to companies such as Unilever and Gartner who operate data centers and research facilities. We are giving this area a strong marketing and business retention focus in

UnitedHealthcare from page 1

Besides a business presence that represents a financial investment of about \$512 million with seven offices statewide, UnitedHealthcare also supports programs that promote healthy communities. For example, the company's mentoring work won an award from the Connecticut Governor. Trumbull based employees cleaned up the corner of Routes 111 and 25 as part of *Tidy Up Trumbull Day*, and have also helped to clean up and landscape Read Elementary School in Bridgeport. UnitedHealthcare participates in the annual Trumbull Food Drive and also supports the Trumbull High School marching band.

UnitedHealthcare says that its Trumbull offices serve it well as the company continues to grow and serve employers, employees and individuals across the state of Connecticut and nationwide.

"Trumbull Corporate Office Park, located off Rte. 8, provides a highly sophisticated infrastructure"

order to leverage its potential and to fill vacancies.

The new Norma Pfriem Cancer Center on Park Avenue will hopefully begin construction in the spring. If approved for construction by Planning & Zoning, the Center will offer innovative services and technology and greater convenience in cancer treatment.

New developments along Main Street near Long Hill Green are expected, as well as on Route 111 where Home Depot is slated to begin construction later this year.

Although the economy remains challenging for commercial development, we are aggressively pursuing opportunities and the EDC is confident we will see new businesses and developments in Trumbull throughout the year.

Trumbull Economic Development

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We're on the Web!

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