



**Town of Trumbull
Economic Development Commission Meeting**

Long Hill Room
5866 Main Street
Trumbull, CT 06611
Thursday, September 18, 2008
7:15 p.m.

AGENDA

- | | | |
|----|-----------------------------------------------|-----------------|
| 1. | Review and Approval of August Meeting Minutes | B. Matthews |
| 2. | United Illuminating perspective on Econ. Dev. | G. Sheehan, UI |
| 3. | Introduction of new EDC Member | B. Matthews |
| 4. | Director's Report | D. Cox |
| 5. | Update on Director's Position | B. Matthews |
| 6. | New Business | B. Matthews/All |

CALL TO ORDER: The meeting of the Town of Trumbull Economic Development Commission was called to order at 07:19 p.m. by Chairperson Bob Matthews.

IN ATTENDANCE: In attendance were the following Commissioners:
Jim Abraham Martin Arnold Tom Ginis Beryl Kaufman
Bob Matthews Kark Mizak

and Deborah Cox, Director of Economic Development

Absent: John Malfettone, Susan Kohn

MEETING MINUTES:

1. Approval of August 21, 2008 Meeting Minutes

A **motion** was made to approve the August 21, 2008 meeting minutes by Commissioner Arnold, and seconded by Commissioner Ginis.

VOTE: A vote to approve the August 21, 2008 meeting minutes was passed unanimously

2. United Illuminating Perspective from United Illuminating.

Garrett Sheehan, of the United Illuminating Company, engaged the EDC in an informal discussion on the trends in economic development in the region based on his experience with the 17 towns that are covered by U.I. U.I. has an economic development division that focuses on marketing the towns as a region at trade shows. Specific observations Mr. Sheehan shared included:

- Not a lot of large companies are moving into New England. Therefore, it is best to conduct regional marketing targeted at New England, New York, and New Jersey companies
- Connecticut may be seen as advantages to companies in the northeast because it is conveniently located between New York and Boston; the state offers numerous energy incentives and programs; and the costs of doing business are often less than some of the states in the northeast.
- Connecticut’s marketing and communication budget is much less than many other aggressive states. This hurts the state’s ability to attract major companies.
- Towns such as Shelton, Hamden, and Orange, operate as a Private/Public Partnership. Garrett encouraged the Trumbull EDC to explore this as an option, particularly since the town’s economic development budget is significantly smaller than most other towns of its size.

3. **EDC Commissioners Update**

Chairman Matthews introduced and welcomed our newest EDC member, Mrs. Patricia Connelly. Mrs. Connelly has lived in Trumbull for 42 years and is employed at Fairfield County Bank. Commissioner Arnold will write the press release to announce Commissioner Connelly’s appointment.

4. **Director’s Report**

Director Cox provided highlights of the past month’s activities. (The director’s report is attached). Of note is the partnership with the Trumbull Library to institute a Business Resource Center. The first meeting took place this month, and the “Center” is expected to be launched in December.

5. **Economic Development Director’s Position Update:**

Commissioner Matthews reported that after looking into various options, there will be no opportunity to change the Director’s position from part-time to full-time in this budget year. The Commissioner suggested, and the rest of the EDC concurred, that he and Commissioner Mizak would explore how other towns have implemented public/private partnerships.

6. **New Business**

Director Cox presented a draft of the first newsletter. The Commission was asked to provide feedback to Commissioner Arnold, and then Mrs. Cox and Mr. Arnold will edit and finalize and distribute to area business people, commissions, and commercial brokers.

Meeting adjourned at 9:20 p.m.

Respectfully submitted by,
Deborah Evans Cox, Director

2008 Meeting Dates:

01 – 17	02 – 21	03 – 20	04 – 17
05 – 15	06 – 19	07 – 17- cancelled	08 – 21
09 – 18	10 – 16	11 – 20	12 – 18



Town of Trumbull
Economic Development
September 18, 2008

Director's Report

Recruitment Efforts

- Gathered PDF files with specifications and pictures for commercial property inventory. Will be putting those files on the CERC website, and possibly link to CERC from the Town Website
- Supported Hyatt Extended Stay Hotel (helped to resolve landscape concerns). Project was approved by PZC on August 17
- Responded to an inquiry from a broker regarding an industrial building
- Working on CERC's EDDI site to provide detailed information regarding some of our Trumbull Businesses. This site is used by site selectors
- Met with property owner of site of a property owner in the Corporate Park to discuss prospect possibilities

Retention & Expansion Efforts

- Initiated discussions with a Trumbull business who has an approved expansion effort, but has delayed the expansion, mostly due to financial conditions. I facilitated an initial meeting with the Connecticut Development Authority to discuss possible funding resources and state incentives. Further exploration of resources will take place over the next 30 days. If the project does take place and becomes fully operational, the value would be \$1 million in tax revenue
- Supported Newtown Savings move and renovation on White Plains Road – now approved by PZC. Project approved by PZC on August 5
- Met with Westfield Mall for monthly meeting. National retail industry is a bit fragile at the moment, so expansion and renovations may be slower than originally anticipated

Marketing/PR

- Finalized draft of Newsletter.
- Prepared and participated in Channel 17 "Interview with Econ. Dev. Director."
- Interviewed with CT Post regarding Target Opening of October 12th
- Interviewed with Trumbull Times regarding "Green Skills" in the region
- Advertised in Fairfield County and Westchester County Business Journals

Community & Business Development Projects:

- Beautification:
 - Marriott has adopted two Beautification islands
 - Continued work with Engineering and DECD on logistics for the Grant for revitalizing Town Center. In addition, I met with the Orange Economic Development Director to learn more
 - Began lobbying for STEAP grant for Corporate Park

- Facilitated the first of three work sessions with the Trumbull library and a committee to establish a Business Resource Center. Economic Development has been attempting to have this center established in the library, and it is great to be able to partner with the library on this effort at this time.

- Arranged Ribbon Cutting for Dr. Cremin
- Supported and attended SFA Open House
- Attended meetings with BEI, One Coast, and BRBC

Respectfully Submitted By,

Deborah Evans Cox
Director, Economic Development