



## Economic Development Commission Meeting

Long Hill Room  
5866 Main Street  
Trumbull, CT 06611  
January 21, 2010 7:15 pm

- |    |                                |          |
|----|--------------------------------|----------|
| 1. | Approval of Meeting Minutes    | T. Ginis |
| 2. | Welcome New Commissioners      | T. Ginis |
| 3. | Director's Report              | D. Cox   |
|    | - Update on Projects           |          |
|    | - Overview of Activities       |          |
| 4. | 2011 Budget                    | D. Cox   |
| 5. | Discussion on Youth Activities | T. Ginis |
| 6. | Other Business                 | All      |

**Call to Order:** The meeting of the Town of Trumbull Economic Development Commission was called to order at 7:20 p.m. by Chairman Tom Ginis.

**In Attendance:** In attendance were the following Commissioners:

Jim Abraham	Jack Berg	Beryl Kaufman
Tom Ginis	Karl Mizak	Ralph Sather

and Deborah Cox, Director of Economic Development

**Absent:** Patricia Connelly

- Meeting Minutes:**

A motion to accept the meetings minutes of December 17, 2009 was made by Commissioner Kaufman and seconded by Commissioner Mizak.  
The meeting minutes of December 17, 2009, were unanimously approved.
- New Commissioners:**

Chairman Ginis welcomed new EDC Commissioners Jack Berg and Ralph (Skip) Sather. Additional Commissioners will be announced when they are appointed.
- Director's Report:**

Deborah Cox provided the following highlights from the director's report. (Note that the full report is attached):

  - The Jewish Home is considering other sites both in Trumbull as well as other towns
  - Sidewalk work have stopped during snow months, light plan has been developed, and lights are expected to be installed in the spring
  - Upon analysis and consultation with an engineer, one of the food processing companies has determined that the Henderson property is not suitable for their expansion plans. Another food processing company is still a valid prospect, but movement is slow. In addition, an energy

company continues to be a prospect for the Corporate Park.

4. **2011 Budget:**

The EDC budget has been submitted to the First Selectman. As requested of all Departments, we have submitted a budget that is approximately 2.4% below last year's budget for a total of \$97,400.

5. **Youth Activities:**

Chairman Ginis initiated the discussion and concern about the recent issues with youth activities at the mall and the movie theatre. This is unhealthy for economic development. The First Selectman, in partnership with the mall and our police department are working on solutions to foster a more secure atmosphere at our public retail centers. Director Cox explained that while most of the security measures must remain confidential, there will be some announcements made regarding actions taken in the next few months.

5. **Other Business:**

- Commissioners Berg and Sather agreed to work on the Tax Abatement program for the next meeting.

Meeting Adjourned at 9:00 pm

Respectfully Submitted By:

Deborah Cox  
Director, Economic Development

January, 2010 Director's Report Attached

Town of Trumbull  
Economic Development  
January, 2010 Report

**Director's Report**

**Recruitment Activities**

- New Businesses:
  - Doctor's Office in Trumbull Center
  - Greater Bridgeport Board of Realtors (under contract)
  
- New Prospects:
  - Office user looking to purchase 4,000 s/f
  - Small office user looking to lease approximately 550 s/f
  - Brick oven pizza business
  - Jewish Home exploring alternative sites
  
- Status of Previously Open or Pending Prospects:
  - Open -- Data Center Company looking for approx. 20,000 s/f. Broker reports that the company has not made any moves.
  - Open -- Fitness Center: (still in discussions).
  - Open -- Existing Trumbull company looking to relocate their data center (4,000 sf). However, they are also exploring relocation options.
  - Open -- Energy related company currently in negotiations with Trumbull building owner.
  - Open -- Food processing company considering Trumbull. Their lease in another town will be due in several years, but they are beginning their search now. We have connected them with an engineer to help them survey and explore the land to determine whether it will accommodate their needs.
  - Open -- Power Company: Have expressed interest in finding a building in Trumbull. Some options have been provided.
  - Dead -- Health Products Company – looking at Trumbull Land provided by Econ. Dev. Office, as well as other towns – no action.
  - Dead -- Food Processing Company is considering sites in several states, but will eventually select one. We continue to supply them with information as requested (eg., salaries, bus routes, etc.).
  - Dead - Software Company looking for approx 2,000 s/f – Waiting for business to improve before making a move. Therefore, no action at this time.
  
- Tax Abatement Program: Although the draft has been completed, after meeting with CCM, and speaking some neighboring towns, a closer review by the EDC is required before presenting the Abatement Program to the Town Council.
  
- Worked with applicant and Planning and Zoning to propose a change in the zoning regulations to allow three properties which are located on Church Hill Road to be included

in the Design District Regulations. The hearing for this application was postponed to the February meeting because of technicalities with the application.

- Met with Jewish Home and developer to explore alternatives for site location. They are also exploring other towns.
- Met with property owners on Reservoir Avenue regarding proposed use of property
- Met with property owners and prospects for development of one or more of the five parcels on lower Main Street
- Had discussions with developer interested in taking over a particular building in town

### **Retention & Expansion Activities**

- Met with the following companies:
  - Business Advisory Council
  - Trumbull Center
  - Westfield
  - TD Bank
  - Marie's
  - Frame Shop
  - Gartner
  - Select Business
  - Demolition Services
  - Mobile Veterinarian
  - Luigi's
- Business Losses:
  - Tech Depot Announced the closing of their office in Trumbull which will result in the loss of 168 jobs
  - Electric Company moved to Shelton for nicer space. Four jobs lost.
  - Gen Re consolidated and moved most of its Trumbull facility to their new Stamford location. A few data center operations people remain

### **Marketing/PR**

- Marketing & Advertising:
  - Modified new ad for New England Real Estate Journal
  - Fairfield County Book of Lists, and New Haven Bus. Journal Book of Facts
  - Wrote Article in New England Real Estate Journal
  - Working with the Business Advisory Council on a booklet & online resources that contains information, facts, and benefits awards for being a business in Trumbull
  - Arranging display of Trumbull Center renovation plans to be placed in storefront in the next few weeks to keep the public informed
  - Arranging artist display in storefronts with the Arts Commission
  - Redesigning front page of website to align Informational Package being developed through the Business Advisory Council

### **Community Development Activities and Projects:**

- Beautification and Revitalization:
  - Construction of brick sidewalks in Trumbull Center continues.
  - Lighting Plan has been approved by the state.
  - Accompanied Beautification Committee on tour to identify possible sites for adoption
  - Working with the Chief of Staff, Dan Nelson, on identifying grant opportunities for the town.

- Working on organizing community Haiti Relief Effort
- Organizing annual United Way Campaign for Town Hall employees

**Status of Commercial Development Projects:**

- Westfield Revitalization: Permits are being issued this week, and work to begin immediately. The project has grown from \$25 Million to \$40 Million. Westfield is appealing the P&Z decision to deny their digital signs.
- Hotel in Corporate Park: On hold for this year.
- Route 111/Trefoil: On hold for financial reasons – lost potential tenants
- Park Avenue: Wetlands approval for Norma Friem Breast Cancer Treatment Center has been approved. P&Z application expected in February.
- Sentinel Expansion: On hold – seeking anchor tenant
- Luigi’s Expansion: Application for new zone denied without prejudice. P&Z will propose new zone code for a Neighborhood District in the next few months.
- Sidewalks: Work is underway
- Home Depot: Site work is underway with an expected opening of May, 2011
- Trumbull Center: Plans have been submitted to Building Department. Construction to begin by end of January
- CooperSurgical CO granted. 20 – 30 new jobs as a result.
- Sun Products Permanent CO issued, and they have moved in.
- Marisa’s Parcel Wetlands granted extension. The Marini’s are expected to come to P&Z for Special Permit for a new building in February.
- Duncan Donuts They are relocating next to Marisa’s in January.
- Bridgeport realtors Zoning approved for expanded driveway

**Updates on P&Z Activities as they pertain to Economic Development**

- Long Hill Development (Luigi’s) coming to P&Z in December in order to await the RPA decision on the new zone proposal.
- Jewish Home for the Elderly has not returned for application, but it is anticipated that they still are considering Trumbull.

Respectfully Submitted By,  
 Deborah Evans Cox  
 Director, Economic Development

## ARTICLE IN NEW ENGLAND BUSINESS JOURNAL

JANUARY 15, 2010

### Trumbull, Connecticut . . . "Open for Business".

Looking back to 2009, the Town of Trumbull experienced several shining moments. This year, we're focused on building on what we've started, and expanding our opportunities.

Officials were elated when the town won esteemed recognition from Money Magazine and Relocate America by making their *Top 100 Best Places* lists. They were also very pleased to be included in Connecticut Magazine's *Top 10 Best Mid-sized Towns* in the state.

Sun Products, provider of laundry detergent and household cleaning products such as 'all', Wisk, Snuggle and Sun, signed a long-term lease on Trefoil Drive for a new Research and Development facility. The deal involved a significant investment to create an advanced Technology Research Center. With the laundry market increasingly more competitive, Sun incorporated the highest available technology into their facility which is designed to focus on interactions with consumers and development of better performing products. A grand opening of the new Technology Center will take place this month,

CooperSurgical's new North American Headquarters has just been completed by RD Scinto. The building is an impressive modern glass structure nested among boulders and trees atop Corporate Drive with an impressive panoramic view. The company now occupies three buildings in Trumbull, and they are positioned for expected growth in the women's health, diagnostic and treatment equipment industry.

Westfield Mall began construction on their \$35 Million renovation project. The project scope expanded from the original \$25 Million proposal and entails a complete head-to-toe makeover with technology-based enhancements, upscale façade improvements, new dining venue and choices, and luxury retail. The designs are unique and feature a more upscale and family-friendly focus. The grand reopening is expected in November of 2010.

Trumbull Center's revitalization efforts started in October. Brick sidewalks now pave the way to frame the shopping district. Decorative street lights will be installed this spring, and visitors will notice new building facades appearing in phases beginning this winter. The Center boasts some new stores and a restaurant, and others are currently being courted. The owners plan additional revitalization phases in 2010 and beyond.

In 2010, the town is putting a strong emphasis on developing, revitalizing, and filling vacancies. The main areas of focus are the primary retail centers, Reservoir Avenue's Industrial Park, Trumbull Corporate Park, and the Route 111 Corridor.

Westfield Mall and Trumbull Center are critical projects involving major investments. They will not only involve work on the centers themselves, but also neighboring properties. Homes located across from Westfield Mall have recently become part of a new Design District Zone and are currently being considered for conversion into small professional offices.

Trumbull Corporate Park, located off Route 8, provides a highly sophisticated infrastructure to companies such as Unilever and Sentinel Data Centers who operate their technology and data centers there. This year, Trumbull's Economic Development will help form a Trumbull Industrial Park Association to bring tenants and building owners together to network and share ideas.

The Reservoir Avenue Corridor houses one of Trumbull's critical industrial parks, and is the home of Cannon's newly acquired Oce North America, along with companies like Affinion Group, Kennedy Center, and Avery

Abrasives. The area also holds developable parcels of commercially-zoned land, including a 17 acre, an 8 acre, and a 3 acre lot which will be marketed aggressively.

The Route 111 Corridor, often referred to as the healthcare corridor, is home to numerous healthcare related professionals and businesses, including CooperSurgical, United Healthcare, the Medical Arts Building, Scan Tool, and Connecticut Children's Medical. A six acre and five acre parcel of land are available for build-to-suit development in this area.

In addition to office space, Route 111 also provides for some interesting retail development. In fact, Home Depot has begun site work atop an 11 acre hill on Route 111. The store expects to open in early 2011.

The town consistently proves to be an excellent location for businesses. Commercially developed areas are primarily found adjacent to major highways near the exterior borders of town, making it particularly convenient for commuters, business travelers, and customers. Trumbull's infrastructure is sophisticated and well suited to support the needs of all types of business, and Trumbull is particularly noted for its high quality of life standards.

As noted by Relocate America, *Connecticut Magazine* and *Money Magazine*, Trumbull is a great place to live, work and grow a business, and vacancies and development opportunities are available.

For more information, contact Deborah Evans Cox, 203.452.5043 or [dcox@trumbull-ct.gov](mailto:dcox@trumbull-ct.gov).

**A Message about Haiti Relief Efforts**

**from First Selectman Timothy M. Herbst**

Dear Trumbull Residents,

My prayers and thoughts go out to the people of Haiti and to all who have been affected by the catastrophic earthquake that has left nearly three million people in need of assistance. Haiti's capital city is in ruins. Approximately 3 million people have been affected by the disaster. Most of the buildings have collapsed. Families have been separated. Estimates of the dead range from 50,000-200,000, and many more have lost their homes.

Organizations are working quickly and around the clock to meet the overwhelming need for clean water, medical aid and supplies, food, blood, shelter, and order among ruins and chaos.

**The need for help is great, and the need is urgent.**

Many of you have talked about making a financial contribution to the humanitarian operations taking place in Haiti. Clearly, Trumbull cares and wants to take action, so I wanted to facilitate the interest by providing information on a few organizations involved in the Haiti relief efforts. Your contribution will make a difference in aiding the people of Haiti.

My heartfelt thanks to those who are serving or supporting the Haiti relief and recovery efforts.

Sincerely,

**Timothy M. Herbst**

## **Partial List of Organizations Needing Financial Assistance for Haiti Relief Efforts**

**The American Red Cross** is providing a wide-range of support, including food, water, blood, equipment, field hospitals, emotional support and sanitation services. They are also helping to reconnect families.

**Phone:** 1-800-REDCROSS (1-800-733-2767)      **Website:** [www.redcross.org](http://www.redcross.org)  
**Mail:** American Red Cross, Haiti Relief & Development, PO Box 4002018, Des Moines, IA 50340-2018

**Mobile Giving:** Text the word “**HAITI**” to **90999** to donate \$10 to Red Cross relief efforts. The charge will appear on your cell phone bill.

**UNICEF** is deploying clean water and sanitation supplies, therapeutic foods, medical supplies and temporary shelter. UNICEF will also be focusing on children who have become separated from their families to protect them from harm or exploitation.

**Phone:** 1-800-4UNICEF      **Website:** [www.unicef.org](http://www.unicef.org)  
**Mail:** UNICEF, 125 Maiden Lane, New York, NY 10038

**CARE** is distributing water purification tables, primarily to hospitals and health care providers. Initially, CARE intends to focus on food, water and shelter, with an initial goal of reaching at least 50,000-75,000 people. Plans include distribution of basic items for water and sanitation, food and temporary shelter, including water purification tablets, buckets with covers, jerry cans and other water containers, hygiene kits, high-energy biscuits, plastic sheeting and cooking kits.

**Phone:** 1-800-521-CARE      **Website:** [www.care.org](http://www.care.org)  
**Mail:** CARE Gift Center, PO Box 1871, Merrifield, VA 22116-9753

**Clinton Bush Haiti Fund:** The two former Presidents have established the Clinton Bush Haiti Fund (CBHF) to identify and fulfill unmet needs in the region, foster economic opportunity, improve the quality of life of those affected over the long term, and assist the people of Haiti as they rebuild their lives and country. Presidents Clinton and Bush oversee the CBHF through their respective nonprofit organizations, the William J. Clinton Foundation and Communities Foundation of Texas

**Website:** <http://www.clintonbushhaitifund.org>

**Mobile Giving:** Text the word “**QUAKE**” to **20222** to donate \$10 to the Clinton Bush Haiti Fund. The charge will appear on your cell phone bill