



Economic Development Commission Meeting

Long Hill Room
5866 Main Street
Trumbull, CT 06611
February 17, 2010 7:15 pm

Town of Trumbull Economic Development Commission Meeting

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Trumbull, CT 06611
February 18, 2010 7:15 pm

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|----|-----------------------------------|--------------------|
| 1. | Approval of Meeting Minutes | T. Ginis |
| 2. | Discussion about Reservoir Avenue | All |
| 3. | Director's Report | D. Cox |
| | - Highlights of Activities | |
| | - Marketing | |
| | - Retention | |
| | - Update on Projects | |
| | - Community Destination Areas | |
| | - Budget | |
| | - Grants | |
| 4. | Tax Abatement Project | R. Sather, J. Berg |
| 5. | BAC | T. Ginis |
| 6. | Other Business | All |

Call to Order: The meeting of the Town of Trumbull Economic Development Commission was called to order at 7:25 p.m. by Chairman Tom Ginis.

In Attendance: In attendance were the following Commissioners:

Jim Abraham Jack Berg Patricia Connelly Beryl Kaufman
Tom Ginis Ralph Sather

and Deborah Cox, Director of Economic Development

Absent: Karl Mizak

1. **Meeting Minutes:**

A motion to accept the meetings minutes of January 21, 2010 was made by Commissioner Kaufman and seconded by Commissioner Mizak.
The meeting minutes of January 21, 2010, were unanimously approved.

2. **Reservoir Avenue Proposal:**

Chairman Ginis opened the discussion regarding the proposed apartment complex project on Reservoir Avenue. The general consensus is as follows:

The property owners have put significant thought into the planning process and their concept would have considerable merit if that is what the town wants in that location. However, as attractive as this apartment complex will be, the EDC believes it would be better to wait until the market turns and give them some assistance in attracting clean manufacturing or office space for that location. Having more reasonably affordable housing in town should be a goal but not at the expense of eliminating land that can support employment opportunities and our grand list without burdening our town's operating expenses

3. **Director's Report:**

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

- a) Much time was spent on marketing activities, such as writing and submitting press releases, constructing new advertisements, the newsletter, and putting together the Trumbull Business Directory.
- b) Working with BAC to design a resource package that will ultimately go to town businesses and their employees, and will also be put on our website.
- c) Coordinating Trumbull Corporate Park Association meeting.
- d) Began gathering information for new "Trumbull Destination" Brochure
- e) The EDC proposed budget was accepted by the First Selectman and will be presented on February 22 to the Board of Finance
- f) The appropriations grant for a regional emergency dispatch center was submitted to Congressman Himes and Senator's Dodd and Lieberman. A meeting with Himes will take place in March.
- g) P&Z will be hearing the Norma Pfriem Application to build a 16,000 sf building on Park Ave. In addition, P&Z is expected to continue discussions on the zone changes needed for a neighborhood zone which will help the Luigi's expansion.

4. **Tax Abatement Program:**

Ralph Sather and Jack Berg presented the strategy for the tax abatement program. Commissioners were in agreement with the strategy. Commissioner Sather will fine tune a grid to make it easier to present the strategy. Once First Selectman Herbst has appointed a Tax Abatement Committee, the EDC can move this project forward. A Finance Director will need to be officially appointed before this can happen. Deborah Cox will keep the EDC apprised of the progress of this committee.

5. **BAC:**

Chairman Ginis met with First Selectman Herbst regarding the Business Advisory Council. The First Selectman is supportive and appreciative of the efforts of the BAC and advised the EDC to continue to work with and expand the BAC, and continue to pursue a 501C3.

6. **Other Business:**

Deborah Cox suggested that the EDC start planning the Annual Business Breakfast.

Meeting Adjourned at 9:00 pm

Respectfully Submitted By:

Deborah Cox
Director, Economic Development
February, 2010 Director's Report Attached

Town of Trumbull
Economic Development
February, 2010 Report

Director's Report

Recruitment Activities

- New Businesses:
 - United Sample, LLC – Technology Drive
 - Digital Real Estate – Merritt Boulevard
- New Prospects:
 - Small Business looking for 600 s/f
 - Restaurant
- 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.
 - Open – Jewish Home for the Elderly
- Tax Abatement Program: Worked with Commissioners Sather and Berg on strategy to go forward. This will be presented at February EDC meeting.
- Had discussions with developer interested in taking over a particular building in town

Retention & Expansion Activities

- Met with the following companies:
 - Special Olympics
 - Trumbull Center
 - Westfield
 - Mobile Veterinarian
 - United Healthcare
 - Bridgeport Hospital/Norma Pfriem Ctr
 - Gartner
 - Marie's
 - Luigi's

- Met with EDC and property owners on Reservoir Avenue regarding proposed use of property.
- Met with Tim Herbst and PC Net (Trumbull Business) to talk about technology assessment for municipality
- Met with Westfield and Trumbull Day Commission to discuss possibility of holding Trumbull Day on Westfield Property. Further discussions are still taking place.
- Met with Special Olympics and owners of building located at 101 Merritt Blvd to begin planning for meeting to 1) establish the Trumbull Corporate Park, and 2) June Special Olympics Corporate Park Walk-A-Thon. Invitations have gone out, and first meeting of Corporate Park Association will take place on February 26.

- Business Losses:
 - ITT Flygt downsized and moved to Shelton. They needed 12,000 s/f and we did not have appropriate size space to accommodate their needs.

Marketing/PR

- Marketing & Advertising:
 - Submitted articles for Town Guide
 - Submitted Press Releases for Marie's After Dark, Marriott Sous Chef, and Trumbull Directory
 - Interviewed with journalist for Resource Center Article and Volunteerism Article
 - Continue to arrange for 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 – slow process getting artists together with Trumbull Center
 - Redesigning front page of website to align Informational Package being developed through the Business Advisory Council

Community Development Activities and Projects:

- Beautification and Revitalization:
 - Brick Sidewalks on hold until warmer weather
 - Lights for Trumbull Center on order
 - Connected UnitedHealthcare with Beautification for Adopt-A-Spot Program

- Community Grants:
 - Working with the Chief of Staff, Dan Nelson, on identifying grant opportunities for the town.
 - Working with Department Heads to identify other areas for Grant Needs
 - Worked on Federal Appropriations Grant Application with Dan Nelson, Rina Bakalar, Police Chiefs of Monroe and Trumbull to request funding for a Regional Emergency Dispatch Center which will cover Trumbull, Monroe, and Easton. The grant application is due February 19, 2010

 - Met with Youth Commission regarding need for corporate sponsorships for their programs

- Organizing annual United Way Campaign for Town Hall employees

Status of Commercial Development Projects:

- Westfield Revitalization: Work on revitalization is underway.
- Hotel in Corporate Park: On hold for this year.
- Route 111/Trefoil: On hold for financial reasons – lost potential tenants
- Park Avenue: Norma Friem Breast Cancer Treatment Center will be going before P&Z for Special Permit February 24.
- Sentinel Expansion: Dead. Sentinel sold building to Digital Real Estate
- Luigi’s Expansion: P&Z is working on zoning changes. This must be done before Luigi’s can reapply to zoning.
- Trumbull Center Rev.: Work is due to begin in April.
- 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 Completed with official opening Jan. 22.
- Marisa’s Parcel Expected to come to P&Z for Special Permit for a new building in March.
- Duncan Donuts Now opened next to Marisa’s.
- Bridgeport realtors In negotiations.

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

- P&Z working on zoning changes that will eventually accommodate some potential mixed use projects.
- Design District application for Church Hill area across from Town Hall scheduled for P&Z Hearing on February 24

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.



Trumbull chef has recipe for success in competition

By Meg Barone, Correspondent

Published: 05:00 p.m., Wednesday, February 10, 2010 Gallery



TRUMBULL -- It's a real mouthful, and an award-winning one at that.

Patrons of [J. Porter](#)'s restaurant in the Trumbull Marriott will get a chance to feast on an award-winning recipe of apple cider brined, wood grilled Hatfield flat iron pork sirloin with maple glazed pork ribs, acorn squash and marscapone cheese risotto.

The foods are the inspiration of the restaurant's senior sous chef, [Michael Dunton](#), who placed first in the 6th annual Chef Showdown at last month's Sun Winefest, the state's largest food and wine show at

Mohegan Sun casino. The competition was sponsored by the [CT Restaurant Association](#) and pitted Dunton against [Matthew Howe](#), owner of Langdon's Catering in Manchester. Both were selected as finalists from a field of more than 50 entries, according to [Vicky Cirilli](#), Winefest's event director.

In a format that combined the [Food Network](#)'s popular "Chopped" and "Iron Chef" shows, Dunton and Howe cooked before a panel of three celebrity judges -- Floyd Cardoz, executive chef/partner of Tabla, a new Indian cuisine restaurant in New York City; [Betty Fraser](#), a contestant on season two of Bravo's "Top Chef," and cookbook author [Christina Pirello](#), an Emmy Award-winning host of the national public television series "[Christina Cooks Naturally](#)." There also was an audience of 150 people for the contest, which was shown on jumbo television screens in the Mohegan Sun conference center.

"We had 30 minutes on stage to prepare the three meals for the judges. Once the 30 minutes was up it had to be plated and then it was presented to the judges," said Dunton, 28. "Everything that I've worked for came down to that moment. To do it and be recognized for it was great," he said of winning his first culinary award.

The award-winning foods will be featured on the J. Porter's menu for a limited time.

The staff at the Trumbull Marriott, where Dunton has worked since last July, is pleased that he wrote and submitted a recipe to the competition.

"We were super excited that he even came up with the idea to enter. It's nice to have a local celebrity in the house," said [Mark Mazzeo](#), the manager of J. Porter's. "He's very talented and he comes up with some great specials for the restaurant. He likes to work with fresh ingredients."

"We're obviously very proud of him. I think it was a great honor that he was even selected for the competition. He's a great culinarian. It means a great deal to have someone as talented as him to win a competition like that," said Executive Chef [Thomas Szymanowicz](#).

Dunton, a native of Billerica, Mass., said he learned to cook at a young age.

"Nobody was a chef in my family, but for family dinners I liked helping around the kitchen with my mom and my grandmother and making people happy with food," Dunton said.

He was formally educated at Johnson and Wales University and [Fisher College](#), becoming a pastry chef before choosing another culinary route.

"Being a pastry chef everything is so methodical. You have to follow a recipe exactly. It's always somebody else's creation. In cooking, if something doesn't taste right you can throw a little bit of this in and a little bit of that and you make it yours," he said.

Dunton started his career in an Italian restaurant but enjoys working in a hotel setting.

"Especially in a hotel and a hotel restaurant, you have to be as diverse as you can. That's my favorite part about being a chef is to learn about all these different cultures, buy their food and learn to cook them correctly," he said.

For Immediate Release

Date: January, 2010

Contact: Deborah Evans Cox

203.452.5043 dcox@trumbull-ct.gov

Find Trumbull Businesses

(Trumbull, Connecticut) Where would you look if you wanted to find a real estate appraiser? How would you find Trumbull companies in a certain industry to partner with on a specialized program? Who could provide pastries and coffee at our next business meeting? “Funny you should ask,” says Deborah Cox, Trumbull Economic Development director, because we now have a new online business directory that helps individuals and business people locate lists of Trumbull-only businesses by category of business.

“On three separate occasions over the last two days, people have asked me to help them find or connect to Trumbull businesses. It’s easy to just point them to the Trumbull Business Directory, which we just added to the Town website at www.trumbulleconomicdevelopment.com. One gentleman was looking for a list of companies in a specific industry for potential partnerships. When I showed one business person how easy it was to find the information he was looking for, he said he didn’t realize something like this existed. It was very gratifying to see how useful the directory has already been,” stated Cox.

Cox anticipates that changes will need to be made to the directory frequently as new information about contacts and websites will be acquired over time. Trumbull businesses may request changes or be added to the directory by emailing the Economic Development Office at dcox@trumbull-ct.gov or calling 203.452.5043.

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

The Town of Trumbull experienced several shining moments last year, and now we're building on what we've started and expanding our opportunities.

In 2009, the town won recognition from Money Magazine and Relocate America by making their *Top 100 Best Places* lists as well as being included in Connecticut Magazine's *Top 10 Best Mid-sized Towns* in the state. Perhaps that's why Sun Products and CooperSurgical committed to being in Trumbull. Sun Products leased and completely transformed a 45,000 s/f building into a highly advanced R&D Technology Center. Close by, an impressive modern glass structure nestled among boulders and trees and offering a lovely panoramic view was built for CooperSurgical. Both companies officially moved into their buildings in January and combined, they are expected to bring approximately 100 new jobs to town.

In 2010, we continue to focus on marketing the town and its commercial space while revitalizing and supporting our existing businesses.

This is the year of major makeovers. Westfield's \$35 Million head-to-toe renovation project has begun. The designs are unique, upscale and family-friendly. Their grand reopening is scheduled this fall.

Trumbull Center is also a point of focus with installation of brick sidewalks and decorative street lights to be completed this spring. New facades on some of the buildings will be constructed in phases, with Phase 1 on the "O" Bar side beginning this spring.

Each of our commercial areas provide opportunities for new business. The Reservoir Avenue Corridor houses one of Trumbull's critical industrial parks, and is the home of companies like Affinion Group, Kennedy Center, Oce North America, and Avery Abrasives. The area also holds several vacant parcels of commercially-zoned land.

Companies such as CooperSurgical, United Healthcare, and numerous medical offices are part of Trumbull's solid base of healthcare related businesses. This year, a new advanced cancer treatment center is expected to break ground and will provide comprehensive treatment services to the region, which will further strengthen Trumbull's healthcare offering.

Partnerships and initiatives are in place to actively support Trumbull businesses and career seekers. For example, new links, resources, databases, and programs are being added to the Business & Career Center located at www.trumbullresource.com and the Library. A business directory of town businesses is now available on the website. The Business Advisory Council is developing a resource package that will be available to business owners and their employees as a benefit of being a Trumbull Business.

The town consistently proves to be an excellent location for business. 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.

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