



**Town of Trumbull
Economic Development Commission Meeting**

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

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| 1. | Approval of Meeting Minutes for July | J. Abraham |
| 2. | Guest Appearance: Westfield | Westfield Representatives |
| 3. | Director's Report | D. Cox |
| 4. | Charter Revision Discussion | J. Abraham |
| 5. | Business Advisory Council | J. Abraham |
| 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 Abraham.

In Attendance: The following Commissioners were in attendance:

Jim Abraham Ralph Sather Karl Mizak Patricia Connelly, Beryl Kaufman
Dave Rutigliano

and Deborah Cox, Director of Economic Development

Absent: Tom Ginis and Jack Berg

The meeting was opened by Commissioner James Abraham who explained that Chairman Tom Ginis has stepped down from the Chairmanship, due to some time constraints. Commissioner Abraham has assumed the role as Chairman from his role as Vice-Chairman.

1. Meeting Minutes:

A motion to accept the meetings minutes of July 15, 2010 was made by Commissioner Kaufman and seconded by Commissioner Mizak.

The meeting minutes of July 15, 2010 were unanimously approved.

It should be noted that since the August meeting was canceled, there are no meeting minutes.

2. Westfield Shopping Park Status Update:

Mr. George Giaquinto and Mr. Bryan Gaus gave a presentation showing the latest renderings of the renovated mall, and a preview of the grand opening. The opening is scheduled for November 19 and a series of events will be held the entire weekend. New stores are expected to follow, including a new Asian restaurant.

3. Director's Report

The Director of Economic Development provided highlights of the activities for the month. The full Director's Report is attached. Highlights included the following:

- Grand Openings included Sephora at Westfield, and Sepore Deli at Trumbull Center.
- The director utilized a number of marketing channels, such as social media, press releases, ads, and articles to spread the buzz about Trumbull business.
- The director has been actively involved in supporting various projects as they move along the approval processes (see projects status below).
- The survey is in the works and being fine-tuned with input from the Commission and Business Advisory Council.

3. Charter Revision

- Deborah Cox noted that the Charter Revision committee will be meeting and that The Department of Economic and Community Development may be discussed. As agendas and minutes become available, Deborah will forward them to Jim Abraham and Tom Ginis.

4. Business Advisory Council

- Jim Abraham has spoken with Paul McNeil, and he is still interested in being involved in the Advisory Council. Both feel the Council should take on more of an advisory role, rather than an active role in pursuing projects.

5. Other Business:

- None reported

Meeting Adjourned at 8:45 pm

Respectfully Submitted By:

Deborah Cox
Director, Economic Development
August/September 2010 Director's Report Attached

**Town of Trumbull
Economic Development
August/September, 2010 Report**

Director's Report

Business Recruitment:

- New Businesses this Month:
 - Sapore Deli Ribbon Cutting

- New Prospects:
 - Restaurant (to replace Long Hill Deli) (numerous barriers due to neighborhood location)
 - New building for existing data center business (also looking in other towns)

- Status of Previously Open or Pending Prospects:
 - Dead - Energy related company currently in negotiations with Trumbull building owner. (The deal did not go through due to inadequacies on both the buyer's side and the building).
 - Oh Hold - Deli (wants to buy property – no vacant options at the moment)
 - Open - Restaurant (has a restaurant in Milford)
 - On Hold - Restaurant referral from Mario Coppolo (gave referral to Trumbull Center)
 - Open - Bob Scinto to apply to P&Z for new development (went to ZBA in August, now going to P&Z in October).
 - On Hold – Dentist looking for small office building to purchase (no suitable building available at this time)
 - Physical Therapist looking at various locations in Trumbull (already a Trumbull business)

- Tax Abatement Program: This has become much needed as two prospects may be potential candidates. We are awaiting the appointment of Town Council members to the Committee. Once the committee is established, the EDC can present their proposal for a new Abatement Program.

Business Retention & Expansion

- Met or had discussions with the following organizations:
 - Affinion Group - Gartner - Westfield - Trumbull Center
 - Poricelli's - Frame Creations - Trumbull Music
 - Dr. Patrignelli - Luigi's
 - **BNI Leads Group** - **Chamber of Commerce**

- Attended P&Z Meetings to support:

- Mixed Use Zone
P&Z approved changes to the zoning map in August.
Econ. Dev. provided research regarding benefits of mixed use.
 - Trumbull Center
Medical Building on Quarry Road: ZBA approved the setback variances
- Met with Poricelli's and the First Selectman to discuss potential of creating Trumbull Center traffic and events. We will be establishing a Trumbull Center Association.
 - Took advantage of an invitation from the Trumbull Rotary to meet with management of Helicopter Support. They are doing well and we will help promote some of their programs and marketing efforts.

Marketing/PR

- Participated in U.I. Site Selectors Tour
- Helped Marie's Sandwich Shop get additional PR by encouraging a story in the Trumbull Times.
- Working on Town Website Committee for the total redesign of the Town Website. We are currently analyzing the finalists of the RFP, and interviewed each one in September
- Sent press releases regarding Sephora and Sapore Ribbon Cuttings. Both resulted in articles in the Trumbull Times and the CT Post. This is always good PR for Trumbull as a town.
- Facilitated attendance and PR at the Trumbull Center Arts Event (which benefited the community and the Trumbull Center Businesses)
- Utilized Social Media (Facebook and Twitter) to announce concert, ribbon cuttings, business announcements. We are using this more and more as a tool. Once we have a more sophisticated Town Website, we will incorporate an official Town Facebook page and announce it in the media)
- Attended Fairfield County Brokers Lunch

Community Development:

- Worked with Rotary and Community Women for participation in the TRAIN Concert
- **Community Grants:**
 - Submitted Neighborhood Assistance Grant
 - Submitted STEAP Grants

Status of Commercial Development Projects, Proposals, and Targeted Properties:

Westfield Revitalization	Work on revitalization is underway. New leases include Panera, Teavana, Sephora, Metropark, LA Fitness. More to be announced soon.
Design District	1) Dr. Patrignelli will be going to P&Z for a preapplication hearing to expand and convert the former Bank of America Building on Church Hill Road in October 2010
Long Hill Green (Luigi's)	The owner will come in with an application in October.

Proposal	They will also be going to the Police Commission to try to get Broadway closed off
Park Avenue	Norma Pfriem Breast Cancer Treatment Center – approved by P&Z. Construction not yet started (originally May.) The delay is due to changes in machines being used
Mixed Use Zone	Regulation is now in place.
Trumbull Center Revitalization	Work on Phase One doing well. Phases 2, 3, and 4 expected to start in September
Reservoir Avenue (Henderson Property)	1) No current inquiries regarding this property. However, they are more aggressively marketing the building
Reservoir Avenue (E-lite and Guida Property)	2) Owners of Guidas property are exploring industrial alternatives as well as apartment rentals.
Home Depot	The building shell is up. Interior and site work to be done. Expected opening continues to be Spring, 2011
Retail Site next to Home Depot	The landlord has started the process of applying for building permits to construct a 16,000 s/f building
Marisa's	Expect site work for a one-story building will begin this fall?
Bridgeport Realtors	Approved by P&Z. Negotiations with the owners not yet complete.
Scan Tools	Work has begun for 11,600 s/f expansion
New building on Quarry Road	ZBA hearing for 80,000 s/f medical approved setback variances. P&Z hearing to approve the building is expected in October

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

- Mixed use zone has been approved in the regulations.
- Design District expanded t Bridgeport border from the Merritt Parkway

Other

- Looking into options for Nature Center and Ranger Station.

Respectfully Submitted By,
Deborah Evans Cox
Director, Economic Development