



Town of Trumbull
Economic Development
July, 2009 Report

Director's Report

Recruitment Activities

- New Businesses:
 - Naturopathic Family Medicine – Madison Avenue – August 1 move-in date
 - Jao Tech – Computer Company Monroe Turnpike – Move in Date – August 1
 - Higgins Real Estate – Grand Opening July 23
- New Prospects:
 - Business owner looking to buy or set up a liquor store in Trumbull. Some potential sites were provided.
 - Broker looking for space for pizza restaurant (after looking at several, no spaces met their needs)
 - 3 restaurants looking for space (2 through R. Groves, and 1 through M. Murphy)
At the moment, no space was suitable
- **Status of Previous Open or Pending Prospects:**
 - Dead --Broker has a prospect with data center site needs (Prospect not moving at this time)
 - Dead --Software Company. I showed them around Trumbull, but they are also looking at other towns in hopes of finding a very low rent.
 - Open -- Fitness Center: (Econ. Dev. provided more information to them in June).
 - Open -- Large Manufacturing Firm: Looking at two places in Trumbull, two in Shelton, and Ansonia. (Econ. Dev. provided additional information in June).
 - Unknown -- Trumbull Doctor exploring other office space in Trumbull
 - Pending -- Traveling Vet looking for space in White Plains Road area. She found a location, but is currently looking to get a text change from zoning in order to
 - Unknown -- Several businesses are looking at Bank of America Branch location, and we have helped a number of them. The bank temporarily withdrew their bid request in order to submit reports to a third party.
 - Open -- Sleep Center: Have given them a few options in Trumbull to explore
 - Dead -- 2 Banks - I took them around to explore a few sites in Trumbull (Trumbull sites do not meet their needs).
 - Closed – Naturopathic Family Medicine – I connected her with her new location.
- Other:
 - Pursuing Bank for mixed use area.



- Initiated discussions with developers and brokers regarding available commercial space.
- Followed up with pending developments (hotel, Rte 111 project, and Park Avenue project). All are affected by the economy and are either looking for new financing, or new tenants.

Retention & Expansion Activities

- Conducted Business Breakfast – 104 attendees
- Partnered with TCC on Business In Bloom Award & Ceremony
- Met with Unilever, and I am currently working with Public works to fix some traffic light issues and to explore developing an emergency exit in the Park.
- Attended a BNI meeting (20 businesses) and spoke for 10 minutes on Trumbull Economic Development
- Brought broker around to 5 locations to look at potential space for sleep center. Also had discussions with him regarding retail space in Trumbull Center
- Met with CooperSurgical
- Met with the Marriott
- Facilitated some business tax issues so that two businesses were able to renew their Health Permit instead of being closed down. Food businesses can only renew their annual health permit if they are current in their taxes.
- Worked with Westfield on their Fireworks/Expansion Announcement Event
- Pilot Pen will be totally vacating the building after the tennis tournament. This has been a three-year process of migrating to their Florida office.

Marketing/PR

- Marketing & Advertising:
 - Provided Trumbull Times with various community and business activities
 - Advertised in New England Real Estate Journal and the Fairfield County Business Journal
 - Continuous online advertising of properties on the CERC website, and have the town listed on several websites
 - Updated news pages on the EDC website
- Media and Press Releases:
 - Wrote and submitted articles on the first six months of 2009 to New England Real Estate Journal and the Fairfield County Business Journal.
 - Sent press releases regarding being in Money Magazine's Top 100 List, and Higgins Real Estate Opening
 - Wrote Press Release announcing Peco Pallet Opening
 - Participated in and presented at the First Selectmen Forum on Economic Development
 - Facilitated public relations for Westfield Community Event



Community Development Activities and Projects:

- Beautification and Revitalization:
 - Working with DECD and our Engineering and Purchasing Departments on finalizing the issues blocking the start of the brick pavers.

- Environment & Energy Programs
 - Facilitating a new project called “Full Circle” that was initiated by Sun Products. The project entails a one-day community event to build a playground at the Trumbull Nature & Arts Center, which will be made of recycled materials. Some materials will be recycled containers used in Sun’s products. Participants will include the schools, businesses, and the community.
 - Met with Junior Achievement about getting business sponsors and volunteers for their programs.

Respectfully Submitted By,

Deborah Evans Cox
Director, Economic Development