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Trumbull Business Report

APRIL, 2009

Oh Boy! "O" Bar and Grill!

It's official! The lease has been fully executed, and Trumbull resident Patrick Jean plans to open the "O" Bar and Grill in Trumbull Center. Remodeling is currently underway. Pending permits and approvals, Jean hopes to be welcoming patrons by mid to late June.

Jean feels, "Trumbull people are looking for something different — something that hasn't been here before. We intend to offer that."

The menu will be American fare, with a wide choice of burgers, pasta, seafood, salads, and meats. "There will be something for everyone, and we will also have a children's menu. We want to make sure we cater to the

families in town, as well as the business people and sen-



Restaurant Coming to Trumbull Center

iors," Jean states. The bar will serve a full range of beer, wines, and specialty drinks, including a large variety of martinis.

Trumbull Center owners are also excited about the restaurant. "We think this is an

excellent choice for Trumbull, and it will be very good for the center." says Leonard DiNardo.

Jean currently owns the popular Saint Tropez Bistro Francais Restaurant as well as the "O" Bar in Fairfield. The "O" Bar was voted the best martini bar in Fairfield County."

Patrick Jean lives in Trumbull with his wife, Daiana, and their son, Tristan. He has wanted to have a restaurant in Trumbull for some time, and is excited to have the opportunity to open in Trumbull Center.

Watch for announcements of the official opening. Then, make reservations and enjoy!

Trumbull Business & Career Resources

When Linda Almonte Bartolo approached Trumbull's Economic Development Office about networking opportunities and prospect leads for her sales team, she was directed to a number of resources that can easily be found in the new Business and Career Resource Center. The Center is both a physical

place located at the Library, as well as a virtual place located at

www.trumbullresource.com

The Center offers businesses and job seekers resources to help them be successful, save time, and even save or make money. Linda says she fre-

quently visits the Center online. With the id code printed on her Trumbull Library Card, she accesses online databases that the Library subscribes to from her office. She researches companies and then identifies prospects for her sales team. The Connecticut Digital Library, Reference USA, and the D&B Million Dollar Directories.

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SUN Products

Sun Products Corporation, a leading North American provider of laundry detergent and household cleaning products including such well known brands as 'all', Wisk, Snuggle and Sun, will be establishing its North American Technology Center on Trefoil Drive. The company will initially employ approximately 50 employees and is expected to take occupancy of the space this fall. Employment levels are pro-

jected to double over time. Craig Slavtcheff, Senior Vice President, Research & Development stated, "We have designed the facility to focus on interactions with consumers. In addition to laboratories and package design facilities, we will have facilities where test panelists can come in to do laundry and use other household products, sharing their thoughts on how the product designs work best for

them, which will steer our design work."



YOUR PURCHASE MATTERS
Support Our Trumbull Businesses

To view available commercial properties in Trumbull, go to the business section of

www.trumbull-ct.gov

Business & Career Resource Center (continued from page 1)



Linda Almonte Bartolo of Preferred Printing

allow her to obtain data about companies and industries, including sales volume, types of expenditures, and contact information. From her office, she can print up to five companies per inquiry from the Reference USA database. She can also go to the Trumbull Library and print or a large mailing list, free of charge. Linda says that Preferred Printing has saved several hundred dollars and many hours of time.

The Center has seen a lot

of activity since its launch in January. For example a new Day Care Center owner, recently came in to find information regarding state licensing, marketing, and zoning. A video production company also recently found out about the comprehensive databases they could use as a marketing tool.

More and more job seekers are catching on to the usefulness of the Business & Career Resource Center. They've taken workshops from career experts, and have directed to focused material from helpful Librarians. The physical materials and online links help job seekers retool their skills, write better resumes and cover letters, and find recruitment agencies and job posting sites that are focused specifically to their job interests.

The Business and Career Resource Center was initiated and will be maintained through a partnership between Trumbull's Economic Development, Trumbull Library, Chamber of Commerce, Business Education Initiative, and SCORE. A three-month task force helped formulate the structure. Members of the task force included the above organizations as well as representatives from Preferred Printing, People's United Bank, SFA Marketing, Healthnet, Weinstein & Anastasio, as well as Arthur Weissman and Mike Metzker.

Visit the Center at www.trumbullresource.com or at the Trumbull Library.



Business & Career Resource Center Online

Welcome to Trumbull



This quarter, Trumbull's new businesses include the following:
Triple Play: A baseball training facility
Omega Financial: Group and Individual Insurance Coverage

Attorney's Title Search Ribbon Cutting

Super Coups: coupon redemption and fulfillment
Attorney's Title Search: Providing title search services for attorneys.
Conn. Special Olympics: This is the state headquarters for the Special Olympics.

Sun Products: Home Detergent Products.
Recovery Planner: Provides software for data back up and



Grand Opening for Triple Play on Lindeman Drive

Recovery.
Bpt 1 2 3 Construction: A local construction company.
"O" Bar and Grill: A New Family Restaurant.

Subscribe to The Economic Development Newsletter.

Send an email with your name, email address, company, and address to dcox@trumbull-ct.org

Student Interns and Student Services — Free

Need a job done on time?
 Give a Special Needs Trumbull High School student the opportunity to gain valuable employability skills. Services include:

- Stapling
- Labeling
- Stuffing Envelopes
- Collating
- Shredding
- Holiday Mailings
- Copying (please supply your own paper)

All services are free of charge and quality controlled for complete satisfaction. Please contact: John Wrobel, 452-4217 at the Trumbull High School Career Center.

Need a summer intern?
 The YouthWorks 2009 Earn & Learn Summer Youth Employ-

ment Program will pay youth for 20-25 hours per week, up to 7 weeks to work for you. Summer youth cannot replace laid-off employees. Site exclusions: swimming pools, golf courses, aquariums, zoos, and casinos. Eligibility requirements apply. Please contact Nestor Leon, at The WorkPlace, Inc. (203) 610-8556 or nleon@workplace.org

Trumbull Center Update

Last year, the Connecticut Department of Economic and Community Development (DECD) awarded the town \$150,000 to help revitalize our downtown center. Streetscape improvements such as this serve as a seed for upgrading a town's image and attracting pedestrian traffic to area merchants. Our Town Engineering

Department created technical specifications and drawings that were incorporated into our RFP. Nine contractors submitted proposals for brick sidewalk pavers that will line White Plains Road along Trumbull Center. The bid proposals were reviewed by the town's Purchasing Agent for completion and references, and then

the DECD approved the Agent's recommendation to go with the lowest bid.

Work is expected to begin in late spring, pending acceptance and availability of the contractor.



Brick Pavers similar to those planned for Trumbull Center



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Trumbull...Open for Business

Located in prestigious Fairfield County, Trumbull, Connecticut is an excellent business location. The town is uniquely designed for convenience and accessibility. Commercially developed areas are primarily found near the exterior borders of town, and adjacent to major highways, including Routes 95, 15, 8, 25, and 137. The location is particularly convenient for commuters, business travelers, customers, and at the same time, commercial zones are fairly segregated from residential zones. The region's workforce is well trained, and excellent educational and career development resources are plentiful. Infrastructure in the corporate parks is sophisticated — ideal for technology-intensive and back-office businesses. Retail resources are numerous. Trumbull values and strongly supports its businesses and works to help them thrive.



Commercial and Labor Markets at a Glance

Trumbull's direct office vacancy rate is around 7.3% while Fairfield County's direct vacancy rate is around 11.8%. Direct vacancy rates include empty space that is currently available, but not space that's on the market but currently occupied or under construction. Businesses may look for new space as leases expire in order to leverage financial savings.

The Connecticut Department of Labor reports U.S. unemployment rate at 8.1%, Connecticut's unemployment rate is at 7.9%, and Trumbull is at 6.1%. According to region's workforce investment board, The Workplace, more than \$2 million per year will be provided to the region through the American Recovery Reinvestment Act (economic stimulus) to better serve the unemployed in our region. Eligible job seekers can utilize

training and career preparation services offered through Workplace Services. Job preservation and small businesses are key to turn around the state's economy.

State Economist, Don Klepper-Smith states that the net number of Connecticut business formations has increased over last year, but business failure rate is up by 18%.

Unemployment rates impact retailers as consumers tighten spending. Value stores and grocery stores are at an advantage during these times. Retailers are employing efficiencies and strategies to curtail expenses to help weather the storm, while we can expect more store closings in 2009.

In a recent presentation, Klepper-Smith highlighted four positive points to keep in mind during this period of recession: 1) inflationary pressures have retreated, 2) oil prices have dropped, 3) recessions provide a cleansing mechanism and new opportunities, and 4) "Tough times don't last, tough people do."

| | |
|-------------------|-------|
| Fairfield County | 11.8% |
| Trumbull | 7.3% |
| Bridgeport | 5.5% |
| Fairfield | 1.2% |
| Shelton/Stratford | 10.7% |

Office Vacancy Rates
source:
Cushman & Wakefield