

Town of Trumbull  
Tax Partnership Screen Committee

**Meeting Agenda**  
**Tuesday, April 1, 2025 – 7:00 P.M.**  
**Trumbull Town Hall – **Council Chambers****

- I.** Election of Committee Chairman
- II.** Presentation on Application
- III.** Overview of Ordinance & Proposed Changes
- IV.** New Business
- V.** Next Meeting

## **75 Merritt Boulevard- Business Retention/Expansion -Kubtech**

### **Background:**

- 75 Merritt Boulevard is in the Trumbull Corporate Park and has been largely vacant since 2013 -2014 when Unilever downsized its presence in Trumbull and moth balled the building. The building is approximately 115,000 SF.
- In 2018 (checking this date) the building was sold and several years later the building sold again. Both subsequent owners had great difficulty teninting the building. The major reasons for these challenges are the office market in general is soft, and the building was constructed for a single user (elevators, floor plates, facilities, etc.).
- It is very difficult to successfully transition this building to a multi-tenant model. There are two first floor tenants that have or are in the process of relocating in Trumbull. Kyber Security has moved next door to 55 Merritt Boulevard, and a catering company is working with Rina Bakalar and Jeanette Politano, a commercial broker to relocate.
- The building is in foreclosure currently. Sachem Capital in Branford holds the debt. The current owner appears very cooperative in giving back the property to Sachem.
- Sachem has been marketing the property. Multiple potential purchasers have explored the property over the past several months including a large church, a significant non-profit, a housing developer (the zone does not allow housing at this time), and Kubtech.
- Kubtech is a significant R&D/technology/Medical Devices Manufacturer. This company is the best opportunity for Trumbull and the State of Connecticut. Kubtech is currently located in Stratford.
- Kubtech has outgrown their space in Statford (20,000 SF). They own some adjacent land. They have contemplated building an additional facility on that land in Stratford (30,000 SF). This property is in an Opportunity Zone, which provides significant tax relief. This site can accommodate short and mid-term growth.
- Kubtech is also exploring a potential opportunity to move to Houston, Texas with some significant incentives from Texas.
- The Trumbull property is an opportunity for Kubtech to stay in Connecticut for the long-term. The building at 115,000 SF, can accommodate significant growth. The building will be improved, good jobs retained (42 existing jobs) and brought to Trumbull, and 30 jobs added over 5-7 years. The company will add to our growing R&D/Tech/Manufacturing ecosystem. It is a for-profit, single user company, that is difficult to find for such a building.
- One challenge to securing this company in Connecticut is the cost. Between the purchase price and the need to renovate the building which has been extremely neglected and requires significant improvements, the project has a gap.
- Trumbull is exploring a tax incentive which only fixes the assessment. This has value in

**REAL ESTATE TAX BILL 2024****TAXPAYER COPY**

Make checks payable to:



TOWN OF TRUMBULL  
5866 MAIN ST PO BOX 110326  
TRUMBULL, CT 06611  
203-452-5024

75 MERRITT BOULEVARD  
K0900040000  
1804-271

LIST NUMBER	DIST	BANK	ON GRAND LIST		TOTAL TAX DUE	PAYMENT DUE	PAYMENT DUE
2023 01 0010534	N		OCTOBER 1, 2023		127,298.48	July 1, 2024 31,824.62 <small>DELINQUENT AFTER AUG 1, 2024</small>	OCT 2024-31,824.62 JAN 2025-31,824.62 APR 2025-31,824.62 4 INSTS BILL
MILL RATE	GROSS ASSESSMENT		EXEMPTION	NET ASSESSMENT			
34.6800	3,670,660		0	3,670,660			

01079600

**BACK TAXES ALSO DUE**

SEYMOUR-AR LLC SEYMOUR-MZ LLC  
SEYMOUR-VZ LLC & 75 MB LLC

**REAL ESTATE TAX BILL 2024****RETURN WITH 2nd PAYMENT B**

Make checks payable to:



TOWN OF TRUMBULL  
5866 MAIN ST PO BOX 110326  
TRUMBULL, CT 06611  
203-452-5024

75 MERRITT BOULEVARD  
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MILL RATE	GROSS ASSESSMENT		EXEMPTION	NET ASSESSMENT			
34.6800	3,670,660		0	3,670,660			

01079600

**BACK TAXES ALSO DUE**

127,298.48  
0.00

SEYMOUR-AR LLC SEYMOUR-MZ LLC  
SEYMOUR-VZ LLC & 75 MB LLC

**REAL ESTATE TAX BILL 2024****RETURN WITH 1st PAYMENT A**

Make checks payable to:



TOWN OF TRUMBULL  
5866 MAIN ST PO BOX 110326  
TRUMBULL, CT 06611  
203-452-5024

75 MERRITT BOULEVARD  
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34.6800	3,670,660		0	3,670,660			

01079600

**BACK TAXES ALSO DUE**

SEYMOUR-AR LLC SEYMOUR-MZ LLC  
SEYMOUR-VZ LLC & 75 MB LLC

State Use 402  
Print Date 12-27-2024 11:03:29

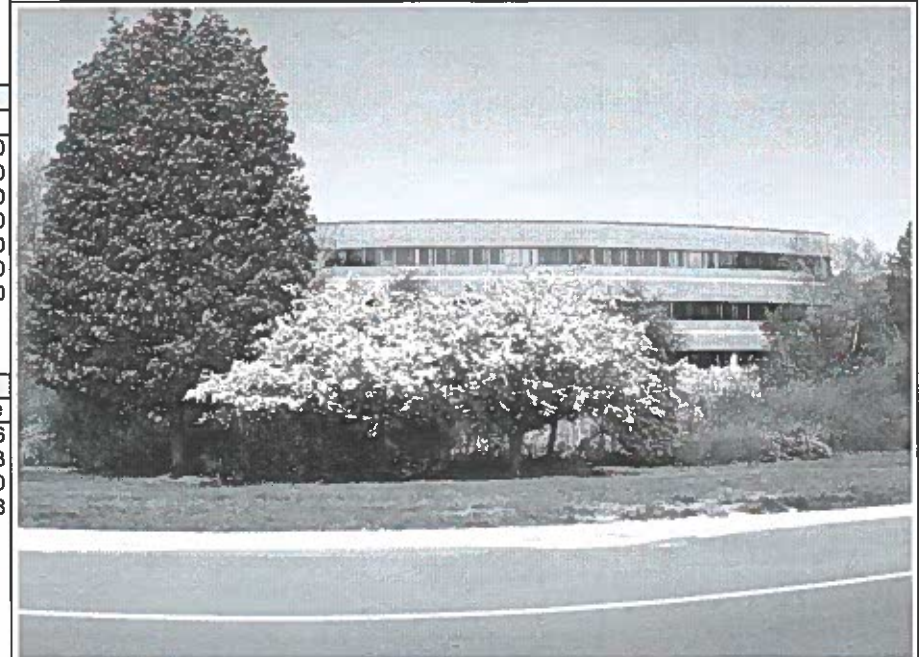
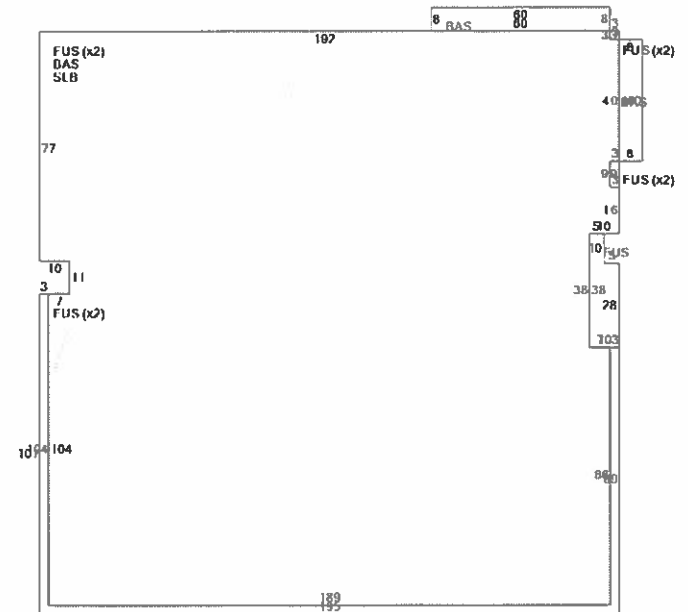
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CONSTRUCTION DETAIL			CONSTRUCTION DETAIL (CONTINUED)		
Element	Cd	Description	Element	Cd	Description
Style:	37	Office Bldg			
Model	94	Commercial			
Grade	14	B			
Stories:	3	3 Stories			
Occupancy	1.00				
Exterior Wall 1	20	Brick Masonry			
Exterior Wall 2					
Roof Structure	01	Flat			
Roof Cover	04	Tar & Gravel			
Interior Wall 1	05	Drywall			
Interior Wall 2					
Interior Floor 1	14	Carpet			
Interior Floor 2	05	Vinyl			
Heating Fuel	03	Gas			
Heating Type	05	Hot Water			
AC Type	03	Central			
Bldg Use	340	Office			
Heat/AC	02	Heat/AC Split			
Frame Type	06	Fireprf Steel			
Baths/Plumbing	02	Average			
Ceiling/Walls	06	Ceil & Walls			
Rooms/Prtns	02	Average			
Wall Height	12.00				
% Comn Wall					
1st Floor Use:					

OB - OUTBUILDING & YARD ITEMS(L) / XF - BUILDING EXTRA FEATURES(B)											
Code	Description	L/B	Units	Unit Price	Yr Blt	Cond.	Cd	% Good	Grade	Grade Adj	Appr. Value
PAV1	Paving Asph	L	120,00	3.25	1988	A		50		0.00	195,000
LT1	Light - 1	L	9	2050.00	2005	E		90		0.00	16,600
LT2	Light - 2	L	4	3020.00	2005	E		90		0.00	10,900
ELV	Elev Pass	B	1	80000.00	1996			25		0.00	20,000
ELV	Elev Frght	B	1	85000.00	1996			25		0.00	21,300
LDL2	Load Leveler M	B	2	1499.00	1996			25		0.00	700
ELV	Elev Frght	B	112,54	3.40	1996			25		0.00	95,700

BUILDING SUB-AREA SUMMARY SECTION						
Code	Description	Living Area	Floor Area	Eff Area	Unit Cost	Undeprec Value
BAS	First Floor	37,144	37,144	37,144	114.81	4,264,596
FUS	Finished Upper Story	75,400	75,400	75,400	114.81	8,656,863
SLB	Slab	0	36,344	0	0.00	0
UST	Utility Storage	0	10,000	3,000	34.44	344,438
Ttl Gross Liv / Lease Area		112,544	158,888	115,544		13,265,897

UST  
 (10,000 sq)



K09-40 05/08/2015

The image features the KUBTEC logo in a bold, white, sans-serif font, centered horizontally. The logo is set against a dark blue background. The bottom portion of the image contains a perspective view of a grid of small, light blue rectangular elements that recede into the distance, creating a sense of depth and technology. The overall aesthetic is modern and professional.

**KUBTEC<sup>®</sup>**



## Key KUBTEC Facts

- Founded in 2005
- Headquarters in Stratford, CT, USA
- ~100 Associates
- Minority woman-owned company
- 100% owned by co-founders: Preeti & Vikram Butani
- 2 Business Units: Clinical and Scientific
- Sales in ~30 countries
- Research, develop, design, manufacture, and commercialize medical technology



## **Our Mission**

### ***Why We Exist***

*To make a life-changing difference  
for cancer patients*





# Our Values

*What we believe in and How we will behave*

## Driven By Excellence

We believe in **giving surgeons and scientists the power to act decisively in the moment.** It's what drives us to improve our science, our service, and ourselves.

## Reach Higher

We are a team of like-minded technologists who embrace a **spirit of originality and imagination to push the boundaries of what is possible.** We don't look at this as a job, it's a calling, our lives' work.

## Do the Right Thing

We believe in doing things **honestly. Personally. Thoughtfully.** We take **responsibility for our actions and treat others with dignity and respect.**

## Make An Impact

**We strive to make a life-changing difference for cancer patients.** Every point on the cancer continuum is an opportunity to improve someone's life.

## Create Social Change

We champion our role as good corporate citizens. We are driven to make a difference by **supporting initiatives that reduce inequality and improve the health and well-being of those around us.**



## **Our Vision**

***What we want to be***

*To be a recognized global leader  
in transforming cancer treatment  
and research*



## Our Brand Voice... ....Aligned to our Strategy

Our brand voice reflects trust and thought leadership with the following traits:

- **Open & Accessible:** We encourage open and honest dialog that leads to productive conversations. Whether it be through social media or in-person.
- **Passionate & Empathic:** We understand the sensitivity of the landscape that we operate within; our quest is for better outcomes for patients & surgeons.
- **Dedicated & Trustworthy:** We deliver rich information in a clear, concise, and professional language

Town of Trumbull, Connecticut

Tax Abatement Application

KUB Technologies, Inc.

111 research Drive

Stratford, CT 06615

Dear Vicki Tesoro, Rina Bakalar, and the Town Council,

KUBTEC is a privately held organization. The company and its co-founders are highly interested in acquiring the property located at 75 Merritt Blvd. We are contemplating building a new facility on a parcel of land we own in Stratford or moving our HQ and production to Trumbull. If we acquire the 75 Merritt building, we will relocate from Stratford, moving our headquarters and 42 employees to Trumbull, encompassing our manufacturing, R&D, service and administrative activities.

KUBTEC is engaged in vital X-ray R&D and product manufacturing that improves patient health outcomes in breast cancer. We also manufacture cutting edge equipment for scientific research. All of our manufacturing is based in Connecticut. We have consistently increased our employee count year over year, as our domestic and international sales have increased. KUBTEC employees are mostly individuals with high technical skills. We project that over the next 5-7 years we would hire at least 25-30 new employees in our Engineering, R&D, Quality, Service and Administrative functions.

We are looking for an assessment freeze, and an abatement for the next 7 years on capital improvements and equipment additions. The total investment KUBTEC will make by moving the headquarters is estimated to be \$3.5m-4m. 75 Merritt building is currently in foreclosure and is in need of much repair. As part of our total investment over the next 7 years, we are ready to invest \$1.5m-2m in building capital improvements before we move in. The abatement will make the move feasible while we are focused on our growth runway.

## Application

1. (All Applicants) Please disclose the names, addresses and contact information of all principals.

Founder: Preeti Butani  
Address: 480 Old Post Road Fairfield, CT 06824  
Email: vbutani@kubtec.com

Co-Founder: Vikram Butani  
Address: 480 Old Post Road Fairfield, CT 06824  
Email: pbutani@kubtec.com

2. (All Applicants) Provide written confirmation from all relevant Town Departments that the applicant and principals are in good standing and are not in violation with any of the Town's Zoning Regulations, Building Code, or any other ordinance.

### New to the Town

3. (All Applicants) Provide written documentation that the applicant and all principals are in good standing for all real property, personal property, or motor vehicle taxes due and payable by the applicant or the principal.

KUBTEC would be new to the Town.

Preeti and Vikram Butani are the co-founders of KUBTEC, sole owners and principals of the company. No property (no real estate or no motor vehicle) is currently owned by Preeti or Vikram in the Town of Trumbull.

4. (All Applicants) Provide an explicit statement as to where your project is in the approval and development process. Council approval under this ordinance must be obtained prior to the initial application for a Building Permit for the project.

Status: We are contemplating whether to build on the parcel of land we own in Stratford, or to move to Trumbull as part of our long-term growth strategy. In the process, we came across the building on 75 Meritt Boulevard and placed a bid in 2024. Most recently a purchase agreement has been negotiated, and is conditional on receiving tax abatement



and an assessment freeze. 75 Meritt Boulevard is in foreclosure and is in declining condition. We need the abatement and the assessment freeze to heavily invest into the property and to rejuvenate it.

5. (For Business Commercial/Industrial/Mixed Use Developments) Document new, permanent job jobs that will be located in Trumbull in years 1-5 of your project. Detail how you arrived at the job numbers and estimate the types of jobs and average salary. If the business currently operates in Trumbull, document the existing full time jobs as of the date of application. Any job location must be in addition to the current job totals and must be sustained for the duration of the abatement period. Please document any temporary jobs in Trumbull directly attributable to the project.

We will be moving 42 jobs currently located in Stratford, CT. Over the next 5-7 years, we will be adding 25-30 jobs in the following functions:

<b>Function</b>	<b>Min</b>	<b>Max</b>	<b>Avg. Annual Salary (from '24)</b>
ADMIN	2	2	100,000
ENGINEERING	5	6	110,000
MANUFACTURI	5	6	85,000
MARKETING	3	4	93,000
QUALITY	2	3	85,000
R & D	3	3	90,000
SERVICE	5	6	95,000
<b>Total</b>	<b>25</b>	<b>30</b>	

6. (For Business Commercial/Industrial/Mixed Use Developments) Document the level of capital investment in the project including new building or buildings, building rehabilitation excluding property acquisition costs.

KUBTEC is ready to invest \$3.5m – 4m in addition to the purchase price of 75 Meritt Boulevard building.

Immediate investment - in its current state the building needs an estimated \$1.5m – 2m of investment to make it move in ready. We have the capital to start the renovations right after the building acquisition.

Over the next 5-7 years, KUBTEC will invest an additional \$2m in equipment purchases and building upgrades.

7. (For Business Commercial/Industrial/Mixed Use Developments) Provide a detailed description of how the project will create new or substantially rehabilitated space for private business activities, which for the purposes of this Ordinance will include: office use, retail use, manufacturing use, warehousing use, storage use, distribution use, space for information technology equipment, space for telecommunications equipment, mixed-use development as defined by State Statute in section 8-13m, or use by or on behalf of a health system, as defined in section 19a-508c or any combination of the above uses that may be allowed to co-exist pursuant the Town's Zoning Regulations. For mixed use projects document the number of housing units, the number of bedrooms in each unit and rental rates.

KUBTEC is engaged in vital X-ray R&D and product manufacturing that improves patient health outcomes in breast cancer. We also manufacture cutting edge equipment for scientific research. We are highly innovative in both medical and scientific fields, holding many patents and unique software technology. Our new headquarters will house our R&D, manufacturing, storage, distribution, service and administrative functions. If we move to Trumbull, we will contribute to further development of the tech industry ecosystem, adding to a great mix of businesses in the corporate park.

As mentioned in the cover letter and in Section 5, KUBTEC employs highly skilled and technical people at our Stratford headquarters. By moving our headquarters to Trumbull, we would also move all the CT based jobs to 75 Merritt Blvd. To align with our growth plans, we will continue adding well-paying jobs over time as estimated in Section 5.

8. (For Business Commercial/Industrial/Mixed Use Developments) Describe how the property is currently being utilized. Detail how your project meets the objective of boosting underperforming properties in Trumbull.

History of Merritt Blvd building:

The original owner, Unilever, vacated the property in 2014. Since 2014 the building has been sold twice and is now in foreclosure. The building was built for a single occupant. Multitenant attempts had failed. The building is currently nearly vacant. The one tenant, a security company, occupying a part of the first floor, has moved to 55 Merritt Blvd.

Given the condition and the size of the building, it would be difficult to find a single occupant in today's market. KUBTEC has a strong desire to acquire the building, vs. building on a parcel of land we currently own. We can revitalize this declining asset that is currently in foreclosure, in disrepair, requires significant heating and cooling upgrades, and needs an update to its dated interior.

9. (For Business Commercial/Industrial/Mixed Use Developments) Describe the anticipated use of Town resources as a result of this project (i.e. Impact on Schools, Fire, Police, Roads, etc...) Provide available data to support this usage.

#### Standard commercial use case

10. (For Business Commercial/Industrial/Mixed Use Developments) Document the current property tax for the development site. For investments under \$15,000,000, provide a clear analysis of the property tax revenue for the project in each of the seven years of the abatement in accordance with the percentages laid out in the ordinance. In order to qualify, property tax revenues must exceed the current tax revenue for the property in each year of the abatement. For investments in excess of \$15,000,000, please demonstrate the same in accordance with the schedule set forth in the ordinance or the alternative abatement schedule being proposed. Be sure to clearly document any alternative schedule being proposed with number of years, percentages, etc... In order to qualify, property tax revenues must exceed the current tax revenue for the property in each year of the abatement period.

The following represents estimates grounded in long-term projections and extrapolated from past performance. Actual results may vary based on economic factors.

			Min Est. Capital Investment*	Cumulative Capital Investment	Assessment Level	Net Assessment	Projected Abatement	Mill Rate	Annual Adjustment	Property Tax Current Level	Additional Property Tax	Net Property Tax
Year	Year	Assesment	'24									
	2024	3,670,660		-		3,670,660	-	34.68		127,298	-	127,298
1	2025	3,670,660	1,500,000	1,500,000	70%	4,720,660	26,254	34.68	3%	131,117	11,252	142,369
2	2026	3,670,660	500,000	2,000,000	70%	5,070,660	30,005	34.68	3%	135,051	20,003	155,054
3	2027	3,670,660	500,000	2,500,000	70%	5,420,660	31,255	34.68	3%	139,102	31,255	170,358
4	2028	3,670,660	350,000	2,850,000	70%	5,665,660	28,505	34.68	3%	143,276	42,757	186,033
5	2029	3,670,660	250,000	3,100,000	70%	5,840,660	23,254	34.68	3%	147,574	54,259	201,833
6	2030	3,670,660	200,000	3,300,000	70%	5,980,660	16,503	34.68	3%	152,001	66,011	218,012
7	2031	3,670,660	200,000	3,500,000	70%	6,120,660	8,751	34.68	3%	156,561	78,763	235,325
8	2032	3,670,660	100,000	3,600,000	70%	6,190,660	-	34.68	3%	161,258	90,015	251,273

11. (For Business Commercial/Industrial/Mixed Use Developments) Please narrate how the project is compatible with Trumbull's Plan of Conservation and Development.

KUBTEC's acquisition of 75 Merritt Blvd is supported by Trumbull's plan of conservation and development. From Trumbull's goals: "Attract, encourage and support high quality business development to build the tax base..." KUBTEC represents that and aligns perfectly with Make-A-Wish's desire to "attract high quality investment in our industrial zones."

12. (For Business Commercial/Industrial/Mixed Use Developments) Document that the applicant is the current owner of the property or offer definitive evidence that the applicant has entered into an agreement to purchase the real property to be developed.

See purchase agreement with an estimated close between 04/30/2025-05/31/2025

13. (For Business Commercial/Industrial/Mixed Use Developments) Provide a construction timeline documenting that the construction will commence within twelve (12) months of the Council's approval and shall be completed within twenty four (24) months of the Council's approval. If the construction timeline is due to exceed (24) months, the timeline would have had to be in place at the time of approval.

Construction will begin post close. \$1.5m-2m to bring the building up to date. 3-7yr investment. The anticipated move-in timeline is Summer of 2025, post the estimate close time in February.

14. (For Business Commercial/Industrial/Mixed Use Developments) Please detail why an abatement is necessary for this project at this time. Include financial or comparative information from other projects or communities that demonstrates need.

KUBTEC is currently housed in Stratford's opportunity zone. We have secured a tax abatement on the land we own to build a new building. We could initiate our plan to build a building in Stratford as our new headquarters or acquire 75 Merritt Blvd for the same purpose. There are pros and cons in each scenario, and predictability of tax burden is essential. If we acquire the building in Trumbull, over the 7-year period, we would be investing more in the 75 Merritt Blvd property as our headquarters.

15. (For Business Commercial/Industrial/Mixed Use Developments) Please attach any letters of support for the project.

See attached letters.

16. (For Business Commercial/Industrial/Mixed Use Developments) Please attach testimonials and/or references for other completed projects if you have not done development work in Trumbull prior to application. Please provide a copy of your business plan if available.

See letters from Lindy Gold and Paul Lavoie