

# EXECUTIVE DIRECTOR'S REPORT NOVEMBER 2016 Ginny Kozlowski



## Business Recruitment, Retention

### Business Assistance

- NYC/Boston Talent Attraction meeting with EMI (consulting firm specializing in economic development marketing services)
- Hosted trivago presentation for lodging properties to maximize web visibility and sales

### Business Recruitment & Retention

- We continue to work with an industrial manufacturer as they move from R&D to production. The company will be securing at least 10,000 sq. feet of additional space. Company has not made final decision.
- Awaiting final decision from Irish clinical support information systems company on temporary location in New Haven with 3 employees. They will be looking for a permanent location for a total of 35 employees.
- Connecting another Irish company specializing in bio system process automation to a venture capitalist
- Attended meeting at International Economic Development Forum at Yale University
- Call with Blane Canada as part of the Regional Water Authority Economic Development project

## Featured Development Site

546 South Broad St.  
Meriden



- Birchwood Office Condos
- 43,200 sq. ft.



Connecticut  
Economic  
Resource Center

### Collaboration at Work

CERC Celebrate CT

11/30 at The Bushnell



Shoreline Economic Outlook

12/1 at Stony Creek Brewery

# Startup GRIND

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Google for Entrepreneurs

NEW HAVEN

11/14

Michael Duda, VC: Warby Parker,  
Casper, Birchbox, Harry's, Peloton

12/5

Christene Barberich: Refinery29

- 12/5 & 6 ICSC Conference: New York National Deal Making (Retail)
- Technical Assistance—Small Business Financing
- Identify possible sites for new hotel development
- 11/13-15 HX: The Hotel Experience & BDNY Show—Hotel Business Assistance

## Transit Oriented Development & Smart Growth

- Initiated a project with Tweed New Haven Airport, City of New Haven and a consultant to update the Air Service Development plan
- DMAI Webinar: Air Service Development

## Brownfields

- Providing assistance to a former dry cleaning site for possible housing development on Dixwell Ave.
- Identifying brownfield assessment funding for two properties in North Haven

## Utilities

- Planning community outreach on energy assistance programs with Johnson Controls and the Connecticut Green Bank

## Advocacy/New Legislation

- AH&LA Partner State Conference Call
- Legislative Tourism Caucus

## Regional Collaboration

- 11/30 CERC Celebrate CT—selected regional projects are downtown Madison and Meriden 2020
- 12/1 Shoreline Economic Outlook at Stony Creek Brewery

## Entrepreneurs & Startups

- CT Next SB1 Planning Grant review

## Marketing

- Facebook ad campaign

## Visitor Newsletter Features

- Yale Peabody Museum
- Carly Simon book signing
- Yale University Art Gallery
- Halloween Events
- New Haven Restaurant Week

## Media

### Inquiries:

- Travel with Kal
- Meriden Journal

### Hits:

- Group Tour Magazine
- Travel with Kal

## Community Outreach

- Branford Chamber
- West Haven Chamber
- GNHCC Mayor's Roundtable: Real Estate
- North Haven Economic Development Commission Fall Breakfast
- CERC Quarterly Meeting
- GNHCC Economic Development Committee
- Milford Progress
- Regional Leadership Council
- GNHCC Board of Directors Meeting

## Align Education to Business Growth

- Presentation at University of New Haven Hospitality class

## Workforce

- Reminder: DOL Overtime Ruling goes into effect on December 1, 2016
- Development of strategy to recruit talent from Boston and NYC with EMI Strategy

## Tourism

- 10/23 - MEGA Fam - Brand USA, China, 14 guests - in partnership with Discover New England and CTC SB
- Attending ISHAE Conference 11/30-12/2
- DMAI Webinar—Tourism Master Planning: A Living Case Study
- New Haven Grand Prix debrief
- NEDA Conference debrief
- Promoted Connecticut Office of Tourism Listening Tours

## CEDS 2017 Annual Update

- We will be scheduling meetings with each of the municipalities for an update on the 2016 CEDS and information gathering for the 2017 CEDS

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