

EXECUTIVE DIRECTOR'S REPORT OCTOBER 2016 Ginny Kozlowski



Business Recruitment, Retention

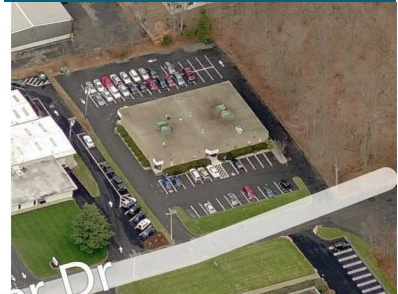
Business Assistance

- Liberty Bank micro-lending classes starting November 1
- Connected manufacturing company in Milford to CCAT to purchase new manufacturing equipment

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.
- Responded to hotel developer inquiry
- Hosted Irish-based biotech company and connected them with Protein Sciences in Meriden and Achillion in New Haven
- 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
- Upcoming meeting at International Economic Development Forum at Yale University

Featured Development Site



19 Lunar Drive
Woodbridge, CT

- 1 acre
- Office space
- 9120 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

powered by
Google for Entrepreneurs

NEW HAVEN

11/14

Michael Duda

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

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

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

- Provided CEDS update to Connecticut Legislature's Commission on Economic Competitiveness on 9/27
- Human Trafficking Compliance Meetings (in conjunction with legislation passed last session)
- Connecticut Legislature's Tourism Caucus Meetings
- US Department of Labor webinar
- Attended GNHCC Candidate Forum for legislators

Regional Collaboration

- 12/1 Shoreline Economic Outlook at Stony Creek Brewery
- 11/30 CERC Celebrate CT—selected regional projects are downtown Madison and Meriden 2020
- Attended Mayors Fall Economic Forum for the Knowledge Corridor

Entrepreneurs & Startups

- SB1 Planning Grant submitted to CT Next
- Promoted New Haven Hackathon 10/14-16
- Yale Entrepreneurial Institute program presentation
- 10/20 Venture Clash final competition

REDFO

October 28
Richard Guha
Entrepreneur in Residence for CT
Next



Visitor Newsletter Features

- Yale University Art Gallery
- Halloween Events
- Amistad Homecoming
- Theatre Season
- SCSU Jazz Series
- Hamden Restaurant Week

Media

Inquiries:

- Travel with Kal
- WTNH

Hits:

- Expedia Viewfinder/
Roaming Hunger

Community Outreach

- West Haven Chamber
- CERC/GNHCC
Wallingford presentation
- Marketing Boot Camp
- Regional Alliance
- Connecticut Main
Streets presentation

Align Education to Business Growth

- American Hotel and Lodging Association Education Institute looking to expanding programming statewide to meet growing hospitality sector

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

- 9/27 CLA Annual Meeting and Awards - Saybrook Point Inn
- 9/29 - Aer Lingus Media Fam, 10 guests from the UK - in partnership with CTCSCB
- 10/3 - Aer Lingus Business Fam, 10 guests from the UK - in partnership with CTCSCB
- 10/15 - Amistad Welcoming Event
- 10/18 - Tourism Caucus, Beardsley Zoo, Bridgeport
- 10/23 - MEGA Fam - Brand USA, China, 14 guests - in partnership with Discover New England and CTCSCB
- Booked Imagine Talent 2017 New Haven, East Haven & North Haven, 75 room nights in May 4, 2017
- Booked Craft Brew Races 2017, 8/5/17, New Haven
- Meeting with AAA regarding regional tourism

Upcoming Groups:

- Sunshine Tours Group, 25 visitors Milford - 10/19, 10/28
- Titan Travel, UK - 2017 dates: 4/29, 5/13, 9/30, 10/21

Upcoming Events:

- CLA Trivago Marketing Seminar 10/26 1-3 p.m. Madison Beach Hotel
- CLA American Society for Asset Protection Seminar, 10/27 Mystic Marriott Hotel
- CEDIA Tech Forum, 100 attendees - 10/27 Omni Hotel

Implementation Funding

- \$70,000 EDA Capacity Building Grant Approved

REX Development
545 Long Wharf Drive
4th Floor
New Haven, CT 06511

P 203-821-3682
F 203-785-9900
www.rexdevelopment.com

