

# EXECUTIVE DIRECTOR'S REPORT SEPTEMBER 2016 Ginny Kozlowski



## Business Recruitment, Retention

### Business Assistance

- Submitted OneSource database review finding to SCRCOG
- SeeClickFix User Conference 9/14 & 9/15
- Attended International Manufacturing and Technology Show in Chicago (largest manufacturing show in North America), 9/14 & 15
- Hosted Venture Clash participants

### Business Recruitment & Retention

- Distributed North Branford business survey to economic development staff/commissions
- 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 of additional space within 60 days and immediately begin production. We've been working with this company for two years and helped them secure their current R&D space.
- Working with an ice cream startup to locate in New Haven
- New Venture Clash group from Ireland coming in for site visit

## Featured Development Site



80 & 90 North Main Street  
(Route 1), Branford, CT  
06405

- 1.27 acres for sale - 2 parcels
- 4,500 SF commercial/mixed use building on 0.58 acre parcel



New Haven hosted NEDA Annual  
Conference

September 11-13



Aer Lingus Fam Tour

September 28



9/26 Michelle Peluso  
VC @ Technology Crossover  
Ventures, Board Member: Nike, Exco:  
Gilt, Exco: Travelocity, Excmo: Citi

- NEDA Conference planning and event execution, September 11-13
- Hosted two international healthcare startups participating in CT Venture Clash

**REDFO**

September 23  
Usha Pillai

## Transit Oriented Development & Smart Growth

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



Bio Strategist

Connecticut's Bioscience Outlook  
and Update

## Brownfields

- Providing assistance to a former dry cleaning site for possible housing development on Dixwell Ave.

## Advocacy/New Legislation

- Scheduled to provide CEDS update to Commission on Economic Competitiveness on 9/27
- Human Trafficking Meeting (in conjunction with legislation passed last session)

## Regional Collaboration

- Partnering with the Greater New Haven Chamber of Commerce on CERC Celebrate CT program with the Hartford Business Journal. Will include a profile of the region, written by an HBJ reporter, to be distributed to attendees of Celebrate CT, 10,000 copies of the Hartford Business Journal Book of Lists and provided to REX as a single page PDF for ongoing use. Event to be held 11/30.
- 12/1 Shoreline Economic Outlook at Stony Creek Brewery

## Visitor Newsletter Features

- Guilford Fair
- New Haven Grand Prix
- Hamden Restaurant Week
- Regional Fairs & Festivals
- Odyssey
- New Haven Road Race
- New Haven Jazz Festival
- Local Visitors Centers

## Entrepreneurs & Startups

- Evening with Entrepreneurs with Governor Malloy and Commissioner Catherine Smith at the Connecticut Open (sponsored by UI), 8/24
- SB1 Planning Grant submitted to CT Next

## Align Education to Business Growth

- Internship update—5 candidates have been placed
- Meeting with Connecticut Innovations and Southern Connecticut State University on Technology Talent Bridge opportunities for the region
- Submitted support letter for CHAMP Workforce Alliance Grant

## Media

### Inquiries:

- AAA Journeys: Annual Update
- Group Tour Media: Itineraries
- AAA World: Burgers & Brews

### Hits:

- Travel with Kal WLIS/WMRD: Guilford Fair

## Community Outreach

- Milford Progress Inc.
- GNHCC: Governmental Affairs Committee
- RLC/CEO event at Connecticut Open
- Mayor's Luncheon at Connecticut Open
- DECD event at Connecticut Open
- Town Green Board of Commissioners Meeting
- GNHCC: Economic Development Council

## Tourism

- 8/23 - Yale Graduate Fair, Yale University
- 8/26 - CT Tourism Coalition Meeting
- 8/30 - Regional Tourism Discussion, at SCRCOG- attending Branford, New Haven, North Branford, North Haven, Orange, West Haven
- 9/6 - 9/9 - NEDA goody bag participation from regional partners: 3 Branford breweries, Subway, IT Ropes Course, PEZ, CT Open, Shoreline Trolley, Tweed, UIL, Comcast
- 9/7 - CT Human Trafficking Council Meeting
- 9/8 - Visit New Haven Brochure Swap, at SCRCOG
- 9/11 - 9/13 Northeastern Economic Developer Association Annual Meeting, Omni - 150 overnights
- 9/14 - See Click Fix User Summit Luncheon, New Haven - 50 overnights
- 9/15 - CT Human Trafficking Council Meeting
- 9/16 - New Haven Grand Prix, downtown New Haven
- 9/19 Milford Sunshine Bus Group - 25 overnights
- Elimination of Central Regional Tourism District completed
- 10/15—Amistad Homecoming

## Implementation Funding

- Agreement with SCRCOG to provide tourism services for the region
- Contract with the City of New Haven for website consulting services
- EDA Capacity Building Grant Submitted

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

P 203-821-3682  
F 203-785-9900  
[www.rexdevelopment.com](http://www.rexdevelopment.com)

