

EXECUTIVE DIRECTOR'S REPORT

SEPTEMBER 2015

Ginny Kozlowski



The new format of the REX Executive Director's Report is designed to highlight the activities that directly support the goals and objectives identified in the 2013 Comprehensive Economic Development Strategy.

Business Recruitment, Retention

Business Assistance

- Participated in the Step Up Program at Gateway Community College to educate small business owners about available assistance programs
- Met with AE Herman regarding personality software to align employees with the correct jobs with appropriate support

Business Development

- See Education & Training
- Buy Local Event with Yale University event being planned

Entrepreneurs & Startups

- Regus—New coworking space at 157 Church St., New Haven. www.regus.com
- Guilford Coworking—New coworking space opens at 14 Water St., Guilford, www.guilfordcoworking.com

Expand Global Opportunities

- Hosted meetings with site selectors in partnership with UIL Holdings

Grant Applications/Awards

Grants

- EPA Revolving Brownfield Loan Supplemental Award of \$250,000

Infrastructure

Tweed New Haven Regional Airport

- REX Development and the City of New Haven are working with a consultant to assess the viability of a scheduled charter service from Tweed New Haven Regional Airport to Dulles International Airport (Washington, D.C.).

Featured Development Site

409-415 Washington Ave. in North Haven

CT Industrial/
Warehouse Build To
Suit 50,000 - 1,500,000
SF

The site is strategically located just 10 miles from the Port of New Haven and Tweed New Haven Airport, 45 miles to Bradley International Airport, 90 miles from New York City and 128 miles from Boston, MA. It has immediate access to multiple exits of I-91 and Route 15. It is directly adjacent to a main rail line. The site offers high power and major natural gas lines.



- The issue regarding the paving of the safety areas is unresolved. By paving the safety areas, the runway would be 6100 feet, allowing the use of 737 jets. A meeting was held on September 10th with the Mayor of New Haven, the Greater New Haven Chamber of Commerce's Governmental Affairs and Economic Development Committees and Tim Larson and Diane Jackson of Tweed Airport. The business community reiterated their support for additional service and the paving of the runway safety areas. Several proposals for next steps are being reviewed.
- In addition, there is the possibility of Tweed being included in the Connecticut Airport Authority.

Rail Service

- The program to upgrade all New Haven Line Metro-North cars to M-8 cars was completed in July 2015 at a cost of \$1.2 billion.

Roadways & Bridges

- 9/19 I-95 New Haven Harbor Crossing Corridor Improvement Program Community Celebration

Education & Training

Incumbent Worker Training

- Promoted Connecticut's Subsidized Training and Employment Program (Step Up) through e-blasts, personal contacts and social media

Align Education to Business Growth

- The first advisory group meeting on the Bioscience Career Ladder at SCSU will be held on September 18

Support Community Colleges & High School Technical Programs

- 9/15 Employer Step Up Conference at Gateway Community College
- Tech Certification program at Gateway Community College expected to launch in November

Workforce Housing

- Initiating Regional Relocation Guide for use by local businesses and realtors to attract new companies and employees, as well provide assistance to new residents

Brownfields & Redevelopment Fund

- August 31-September 4: G. Kozlowski attended a mandatory National Brownfield Training Conference in Chicago
- Assessment underway at 43/53 Atwater St., Bethany

REDFO

September 25, 2015 at noon

at SCRCOG

Presenter: Denise Graziano

**Growth without the Churn:
Ensuring your Customer
Experience Keeps Pace with
Rising Revenue**



Denise Graziano

Transit-Oriented Development & Smart Growth

- September 13-16: M. Piscitelli and G. Kozlowski attended the Northeast Economic Development Association meeting in Syracuse. New Haven has been selected as the host for the 2016 NEDA conference where the theme will be Transportation
- Supporting CT Rideworks GoNHGo initiative to encourage workers and residents to “think outside of the car”

Integrate Arts, Culture & Preservation with Economic Development

- The Greater New Haven Chamber of Commerce Governmental Affairs Committee to propose the phasing out of the hospital tax is expected to be endorsed by many of the large Arts organizations as they are some of the recipients of YNHHS' philanthropy

Tourism

- All regional arts and tourism entities were invited to share brochures with visitors to the Connecticut Building at the Big E (Fair runs 9/18-10/4, Connecticut Day is Wednesday, 9/23)
- The State Office of Tourism Announced:
 - New VISION Attraction Index that will serve as a benchmark of 23 tourism activities. This is a significant increase over the 6 initial panel. Of the expanded panel, one REX regional attraction is included, the Yale University Art Gallery. More information is available at www.cultureandtourism.org
 - Fall Online Storytelling Co-op
 - The State Office of Tourism will attend six domestic tradeshows and four international tradeshows
 - The 2016 Connecticut Conference on Tourism will be held on April 27
- The Town Green Special Services District, Market New Haven, Yale University Properties and EDC of New Haven are collaborating on an updated Downtown Guide, last published in 2007
- S. Washburn has been instrumental in organizing the New Haven Grand Prix Cycling Race around downtown New Haven on September 18
- Visit New Haven hosted travel writer Stan and Sandra Posner on their annual trip to gain new insights for the Drive I-95 Travel Guide
- August 14-15, VNH hosted Condor Air/Travel to promote service from Frankfurt to Providence to South Central Connecticut
- Soft launch of VNH Instagram account
- September 19, VNH hosting FAM Tour for 30 members of National Association of Career Association with Brand USA

ED Celebrations

- Ribbon-cutting at the new headquarters of the Bilco Company at 370 James St., New Haven.
- 40th Anniversary of Claire's Corner Copia



Ribbon-cutting at Total Wines & More in Milford. 10% of Beer and Wine Sales over the first 5 weekends will be donated to local charities, including the Milford Fine Arts, Council, the Connecticut Audubon Society Coastal Center and the Arts Council of Greater New Haven.

Visitor Newsletter Features

- The New Haven Grand Prix
- North Haven Fair
- Odyssey 2015
- Connecticut Open
- Summer's Last Roar at the Yale Peabody Museum
- Shoreline Wine Festival
- Milford Oyster Festival
- North Branford Potato & Corn Festival
- Shoreline Jewish Festival
- Craft Brew Race
- Shore Line Trolley Museum: WTC PATH Subway Car Arrival

Media

Hits:

- Travel with Kal: Guilford Craft Expo
- Travel with Kal: Craft Brew Race
- Travel with Kal: CT Open
- New Haven Register: Craft Brew Race

Inquiries:

- Sports Events Magazine
- Brand USA
- Tidewater Family Magazine (VA)
- Craft Beer Race Press Release
- Travel with Kal
- Northeast Real Estate Business Magazine
- Visit New England
- Independent Radio
- Fodors.com
- AAA Tour Book

Community Outreach

- 7/30 Presented at the Woodbridge Economic Development Commission Meeting
- With the completion of the 2015 Comprehensive Economic Development Strategy will be offering to present to each municipality's economic development staff/ commission
- Working with local colleges and universities on multiple student welcome events

Marketing & Communications

- 8/27 NHMA Legislative Wrap Up at Ulbrich Stainless Steels and Special Metals, Inc., North Haven.
- Regional Alliance Meeting with representatives of SCRCOG, Arts Council of GNH, Valley United Way, UIL Holdings, GNHCC, Greater New Haven United Way, International Festival of Arts & Ideas

Advocacy/Improve Regulatory Environment

The Greater New Haven Chamber of Commerce Governmental Affairs Committee proposed limiting the annual legislative agenda to two items:

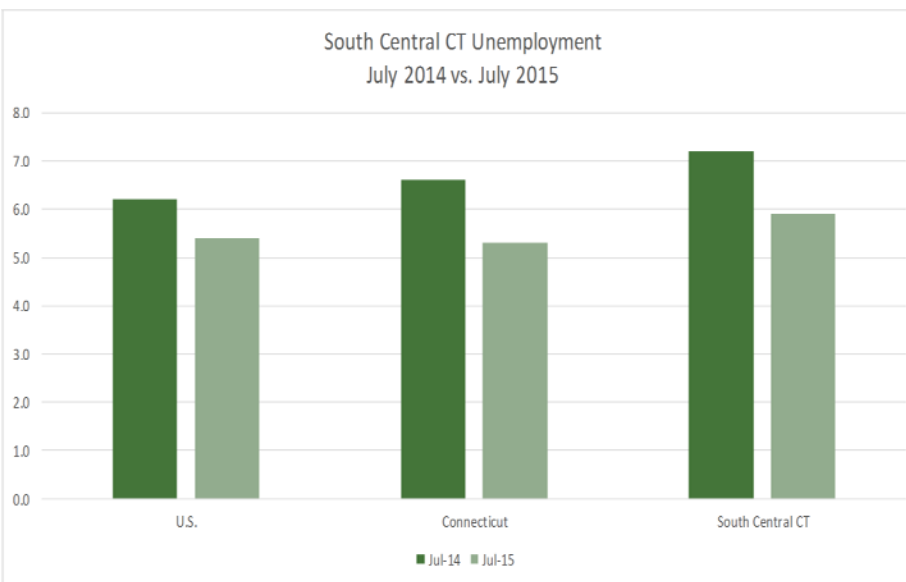
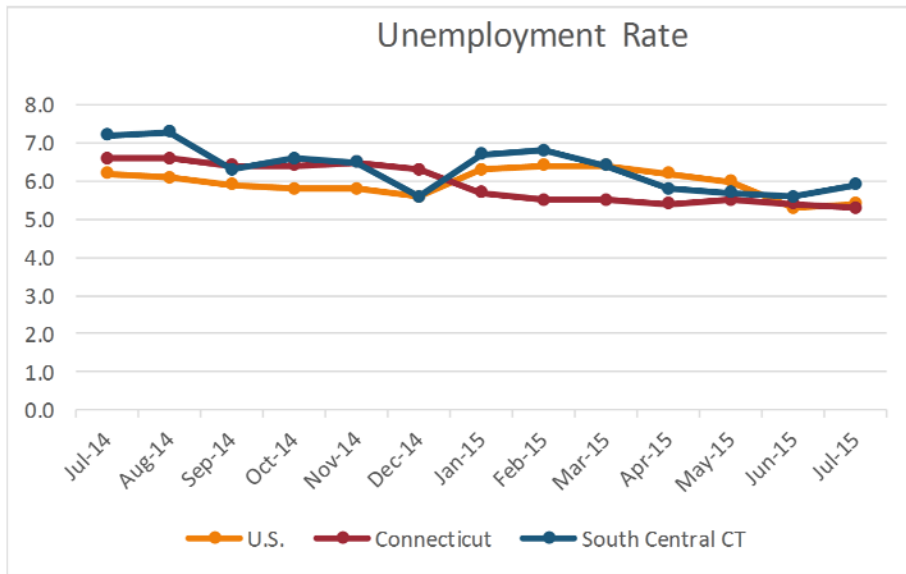
- Phasing out the hospital tax (estimated to be \$119 million). As the second largest employer in the region and the fourth largest in the region, layoffs would be detrimental to the regional economy.
- Modernization of Tweed New Haven Regional Airport by paving the runway safety areas.

As the meeting was held in August, many members were not present for the discussion, so there is potential for adjustments.

PRIORITY PROJECTS

Comprehensive Economic Development Strategy 2015 Annual Update

Final call for updates for team leaders for each objective. Update to be completed and submitted to the US Economic Development Administration by xxxx 2015.



Job Fairs & Opportunities

- The Haven
- Jordan's Furniture Store
- Fresh Market
- Guilford Commons
- Madison Travel Center
- Alexion

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