

EXECUTIVE DIRECTOR'S REPORT FEBRUARY 2016 Ginny Kozlowski



Business Recruitment, Retention

Business Assistance

On-going work with businesses in region .

Business Recruitment

Collaborating with the Community Foundation for Greater New Haven on exploring a Bioscience Conference in Spring 2017

Business Development

Follow up on prospects from the ICSC show

Follow up on American Bus Association show

Entrepreneurs & Startups

Sponsored Startup Grind event

Expand Global Opportunities

Site visit scheduled for February 25 to Montréal, Canada to explore opportunities with:

- Notman House, Montréal's Technology Hub and home of the web (notman.org)

(continued)

Featured Development Site

Upjohn
41 Stiles Lane
North Haven

Market opportunities include light industrial, warehouse, flex space and other commercial uses.



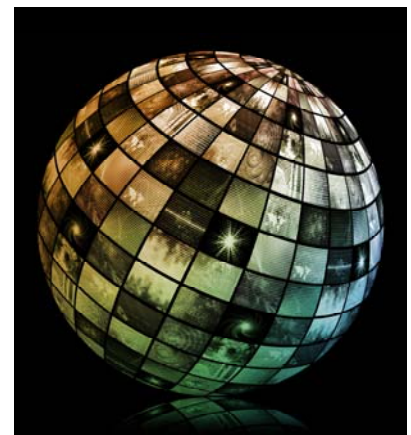
February 4

Four Flours Ribbon-cutting



January 20

GNHCC Legislative Breakfast



February 10

CERC's Statewide Economic Development Quarterly Meeting

- Meet with Global Cultural Districts Network (GCDN), a federation of global centers of arts and culture that fosters co-operation and knowledge-sharing among those responsible for conceiving, funding, building, and operating cultural districts and/or clusters with a significant cultural element.
- Meeting with the Mayor of Montréal
- Presentation of the City of Montréal Economic Development Strategic Plan (major projects)
- Meeting with The Life and Health Technology Cluster (Montréal-invivo.com)
- Meeting with Montréal Urban Development Director and Work Live and Play (discussion about cities new urban development projects)
- Visit of the Environmental Complex of Saint-Michel (formerly a quarry and is now the home of an indoor soccer complex and trails)

Integrate Arts, Culture & Preservation with Economic Development

Tourism

Tradeshows:

- **ABA Marketplace:**
January 9-12, 2016. Visit New Haven attended and held meetings in partnership with the Central Regional Tourism District and CT Office of Tourism.
 - 35 meetings were held by the Central Regional Tourism District/Visit New Haven and over 65 held in CT state meetings.
 - Direct booking: 290 room nights in Milford, CT, bus over night with over 11 dates.
 - Leads: Working on 2 new operators to the region with intent for 2017 groups.
- **Discover New England Summit**, 4/3-4/6, 2016, Newport RI
- **Getaway Day at Grand Central Station**, June 2016
Will be looking for partners to join us in NYC. Promotion for getaways by train from NYC. Previously partnered with Milford, Guilford, Branford, PEZ, Yale, Clinton Crossings, Powder Ridge, Shoreline Trolley, Renaissance Faire, Madison Beach Hotel, Clarion Hamden, The Study, Fairfield Inn Milford, and Fairfield Inn Wallingford.

Booked Meetings:

HPH Conference, 6/7 - 6/11, 2016 at Yale University—International Hospital Conference, first time in the U.S. with over 700 prospected room nights in Greater New Haven. (continued)



February 4

Sponsored Start Up Grind with
Austin McChord of Datto



February 16

The Governor's 2016 Economic
Development Forum

NEDA Summit (Regional Economic Development Conference), 9/11-9/13, 2016 in New Haven with 300 attendees, 150 room nights prospected

CEDIA Tech Forum, 10/27 in New Haven with 100 attendees

Regional Collaboration

GNHCC Annual Legislative Breakfast on January 20

CERC Quarterly Statewide Marketing Meeting scheduled for February 10

The Governor's Economic Development Forum February 16

Infrastructure

Rail Service

Collaborated with regional stakeholder to comment on the proposed NEC Future route, requesting the dismissal of the proposed inland route in favor of routes that would include the existing rail service along the shoreline.

Brownfield Program

Approved a Brownfield Assessment Grant for a Phase III study for expansion of NeighborWorks New Horizons

Education & Training

Align Education to Business Growth

2/26 BioPath Advisory Committee Meeting at Southern Connecticut State University

Retain & Attract Young Professionals

Developing and Implementing a regional intern program

Advocacy

NEC Future comments submitted.

Testimony submitted in support of continued statewide marketing funding on behalf of Visit New Haven and the Connecticut Lodging Association.

Provided testimony supporting in support of the Regional Tourism District Funding and CT Tourism Marketing Funding to the Appropriations Committee on February 8, 2016.

Met with Representative Jeff Berger, Chair of the Finance, Revenue and Bonding Committee to discuss lodging hotel tax issues.

Grant Submissions

Submitted additional information for a Regional Performance Incentive Grant regarding the Market Study related to the Food-Based Business Incubator Project.

REDFO

January 29, 2016

Knowledge Corridor Presentation
by Tim Bannon

Additional information can be
found at:

www.sustainableknowledgecorridor.org

Visitor Newsletter Features

- Yale University Art Gallery:
Everything is Dada
- Regional breweries
- Yale Symphony Orchestra's
50th Anniversary
- Valentine's Day regional
accommodations, dining and
shopping suggestions
- 2016 CT Coast & Country
Winter Wine Trail: Bishop's
Orchards, Paradise Hills &
Gouveia

Media

Inquiries:

- Business New Haven: Innovator of the Year

Press Conferences:

- Four Flours
- Rite Aid Pharmacy
- mActivity

Community Outreach

- See table
- March 11, Regional Economic Development Forum 7:45 a.m.— Frontier Communications, 310 Orange Street
- March 28— Senator Ted Kennedy's Shoreline Economic Development Summit
- On March 17, Connecticut Lodging Association will present on the impact of short-term rentals, such as Air BnB, to the Connecticut Federation of Planning and Zoning Agencies

Marketing & Communications

Submitted content for the 2016-2017 Greater New Haven Cultural & Visitors Guide

Municipal CEDS Update Meetings

Town	Date	New Haven	Completed
Milford	2/24	North Branford	Completed
Orange	3/1	West Haven	Completed
Meriden	Completed	Woodbridge	Completed
Wallingford	Completed	North Haven	Completed
Hamden	Completed	East Haven	Completed
Guilford	Completed	Madison	Completed

Unemployment Data

The Connecticut Department of Labor's Office of Research website has been down for over one month. We have reported the outage and the main website states they are working on restoring the functionality.

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