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5 **Economic Development Commission**
6 **Special Meeting Minutes**
7 **October 8, 2019**
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9 **Present:** Joe Mirra, Chair
10 Jim Wolfe, Vice-Chair
11 Hank Baum, Commissioner
12 Patricia Cymbala, Commissioner
13 Gary Fappiano, Commissioner
14 Mark Gingras, Commissioner
15 Rosemarie Preneta, Commissioner
16 Anthony Bracale, Alternate
17

18 **Absent:** Rob Fritz, Alternate
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20 **Others Present:** Tim Ryan, Economic Development Specialist
21 Lynn Wolff, Secretary
22 Robert DeMaio
23 Ed Hohmann
24 Robert Vaughn
25 Jessica Wysocki
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27 Chair Joe Mirra called the special meeting of the Economic Development Commission to order at 6:31 p.m.
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- 29 **1. Discussion and Possible Action on Regular Meeting Minutes dated September 9, 2019** – Jim Wolfe
30 asked if the Commission wanted to consider starting the meeting earlier than 6:30; some of those present
31 said starting earlier would be difficult. **Jim Wolfe made a motion to approve the minutes as drafted;**
32 **Patricia Cymbala seconded the motion. By a vote of 6-0, the motion carried.**
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34 *Gary Fappiano arrived at 6:33 p.m.
35

- 36 **2. Review of Monthly Expenditure Report** – There were no questions or comments.
37

38 **3. Committee Reports**

39 • **Marketing –**

- 40 ➤ **Update on October 3 meeting:** Patricia Cymbala said the Committee discussed the exit
41 interviews, which will be done by the Retention/Incentive (R/I) Committee; draft talking points; and
42 developing a presence on LinkedIn.

43 Regarding the exit interviews, Tim reminded members that when a mid-sized or large
44 company considers leaving Wallingford, staff is already actively engaged in efforts to retain these

45 businesses. Based on an electric disconnect list the office receives monthly, the R/I Committee
46 will start contacting the smaller companies and conduct an exit interview. Anthony Bracale said
47 the most important question that should be asked is, "Is there anything the EDC could have
48 done".

49 Hank Baum asked who would manage a LinkedIn account – it has to be well maintained.
50 Mark Gingras said this topic is in the discussion stage right now; no decision was made either
51 way. Anthony Bracale thought a LinkedIn page could be useful – it's the Facebook for
52 businesses and a direct link to the individuals within a company.

53 Mark said the talking points were updated, as a result of a few suggestions. The latest draft
54 of the talking points was distributed to the EDC; this draft was also posted on the EDC portion of
55 the web site. Mark plans to use this document when he speaks at Rotary in January, which was
56 the earliest time available. Joe Mirra mentioned that Tim Ryan will be speaking on a local TV
57 show next week.

58 ➤ **Next meeting:**

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60 Since some of the items from the Retention/Incentive Committee meeting overlapped with Marketing, Chair Mirra
61 suggested that Retention/Incentive make their report before P&Z Liaison.

62 ● **Retention/Incentives –**

63 ➤ **Update on Committee activities:** Gary Fappiano said the Committee met September 26; the
64 minutes as attached to the agenda were reviewed with the EDC. The discussion about local
65 incentives included possibly hosting a brokers' meeting.

66 ➤ **Next meeting:**

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68 ● **P&Z Liaison –**

69 ➤ **Update on Committee activities:** Jim Wolfe reported the P&Z Liaison (PZL) Committee
70 attended the PZC workshop held on Oct. 7 to listen to PZC discuss initiatives agreed to in the
71 POCD. The possible establishment of a TOD district and open space requirements/land use
72 categories in the IX and I-5 zones were the subject of the discussion. The PZL Committee would
73 prefer that the IX and I-5 opportunities be worked on first and Jim Wolfe suggested that a letter be
74 written to PZC stating this. Joe Mirra feels that the potential changes to the IX and I-5 zones
75 would lend to additional development opportunities and would result in a quicker return to the
76 Town. Jim Wolfe said Kacie Hand has looked at the requirement for open space in other towns
77 and Wallingford's current requirement is much more restrictive. It was mentioned that one
78 business owner has to pay \$40,000/year to cut his lawn, due to present open space
79 requirements. The current regulations restrict potential grand list growth. Mark Gingras agreed
80 that we should send a letter and include some of our reasons why we feel PZC should deal with
81 regulations in the IX and I-5 zones first. Tim Ryan said we can also include some examples of

82 companies recently who were granted variances – the PZC/ZBA understand there is a need for
83 regulation review or they would not have supported these variances. Gary Fappiano asked when
84 the PZC will hold its next workshop/meeting. Jim said no next meeting date was set but the P&Z
85 Liaison Committee plan to attend once one is scheduled. *Joe Mirra said the Retention/Incentive
86 and P&Z Liaison Committees should sign off on a letter to PZC and felt the letter should be
87 issued sooner rather than later. Staff will draft the letter.*

88
89 **4. Chair's remarks** – Joe Mirra brought the EDC up to date on the HUBCAP employment pipelines – the
90 healthcare pipeline is underway and in March 2020 HUBCAP plans to do another manufacturing pipeline.
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92 **5. Staff reports/regional matters** – Tim Ryan reviewed the September 2019 Activities Report as attached to
93 the agenda. Some of the items highlighted include:

94 The building at 4 Center Street is under contract. The Bank of America building is now on the market.

95 A Manufacturing Business Expo, presented jointly by Wallingford EDC, North Haven EDC, the Quinnipiac
96 CofC and UCONN, is being planned for January 28, 7:30-10 a.m. with a snow date of February 4. BYK USA
97 is hosting the event and plans are that five (5) presenters will speak for 15 minutes each. More information
98 will be shared as plans progress.

99 Tim, responding to an inquiry, shared that Proton Beam International is working with Yale New Haven
100 and Hartford Hospitals to build a cancer treatment facility in Wallingford. The company has filed a Certificate
101 of Need with the State; if granted, Proton Beam plans to build a 20+ sf facility on Northrop Road. Town
102 Officials will meet with project leaders this week.
103

104 **6. Dates to Remember** – The Big Connect Trade Show is scheduled for November 21; a sign-up sheet to help
105 with the EDC booth was distributed. Tim reminded members that the show this year will be held at the Omni
106 New Haven and he plans to market Class A office space, perhaps with graphics designed by a commercial
107 realtor.
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109 **7. Other Community Business** – Jim Wolfe said that veterans and disabled veterans travel to either
110 Newington or West Haven for care. Since both of those roads will be subject to tolls, if the proposal passes,
111 Jim wondered if there is a way that the veterans/disabled veterans could get to these two facilities without
112 having to pay the tolls, possibly through a sticker. He wondered if this was an issue the EDC should be
113 involved with. Mark Gingras suggested talking to our legislators since this would be a State issue. Joe Mirra
114 suggested Jim talk to our Wallingford Veterans Office too. Jim will do more research and report back again.

115 Mark Gingras said that the Wallingford 350th Jubilee Committee is planning to have a Business Day on
116 Wednesday, June 24, 2020, and the Committee asked Mark to showcase Town businesses. Mark asked the
117 EDC to think about some ideas on how best to do this. One idea was to do open houses that day but it was
118 recognized that, logistically, this might be difficult. Another idea was to create a video that could be run on a
119 loop all day by any business that has monitors, e.g. banks, the library, etc. Joe Mirra said that a lot of

120 businesses already have their own videos – perhaps those could be edited and used in this new video. After
121 brainstorming on the video idea, Mark asked that the Commissioners contact him if they think of any
122 additional ideas.

123

124 **There being no further business, Mark Gingras made a motion to adjourn the meeting at 7:30 p.m.; Hank**
125 **Baum seconded the motion. By unanimous vote, the motion carried.**

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Sincerely,

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Lynn M. Wolff, Secretary

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