

Town of Guilford
Economic Development Commission
Regular Meeting
Tuesday, February 6, 2018
5:00 PM
Guilford Town Hall-First Selectman's Meeting Room, 2nd Floor

Please note: Minutes are not final until approved at subsequent meeting.

Members Present: Mr. Robert Cuzzo, Ms. Wendy Dockray, Mr. Damian Gunningsmith, Mr. Michael Orce, Mr. Fran Paranto, Mr. Theodore Sands, Vice-Chair and Mr. Mark Wasserman, Chair.

Absent: Mr. Michael DeMeo, Mr. David Egan and Mr. Michael Meisel.

Others: Ms. Sheri Cote, Chamber of Commerce Liaison.
Ms. Barbara Malmberg, REX Development.

Town Staff: Mr. Matthew T. Hoey III, First Selectman, Town of Guilford.
Mr. George Kral, Town Planner.
Mr. Brian McGlone, Economic Development Coordinator.
Ms. Katherine DeBurra, Recording Secretary.

Mr. Wasserman asked the Commission and Staff to introduce themselves. He introduced Ms. Barbara Malmberg from REX Development who was presenting the Comprehensive Economic Development Strategy. (CEDS) (@ 5:05 PM). Ms. Malmberg explained the regional study with discussion and input from the Commission, Town Staff and Guests. Discussion included opportunities and "next steps". Ms. Dockray suggested that in addition to attracting business to Town that a focus to attract people would be a positive impact for the Town of Guilford. Discussion. (Visitors Guide and a Re-location Guide). The presentation and discussion ended at 6:25 PM.

Mr. Wasserman called the meeting to order at 6:29 PM.

1. Communications & Public Forum (Limited to 5 minutes).

None.

2. Approval of the January 9, 2018 minutes.

Motion: Upon a motion by Mr. Cuzzo and seconded by Mr. Paranto the Economic Development Commission voted to approve the minutes of the Regular Meeting of Tuesday, January 9, 2018 with the following corrections. Ms. Dockray should be marked as **Abstained** from the motions of approval to the November 7th and December 5th 2017 minutes.

In favor: Cuzzo, Dockray, Gunningsmith, Orce, Paranto, Sands, Wasserman.

Opposed: None.

Abstained: None.

3. Economic Development Coordinator's Report. (Brian)

Mr. McGlone, Economic Development Coordinator reviewed his report as submitted to the Commission in email. (Inserted)

Business Update –

- Carson's Restaurant - has been sold to another restaurant group, will be known as "Armone's". I have yet to meet the new principal, who is operating the business. As I understand it, a transition will occur soon with some minor interior changes expected.
- Whitfield's space – nothing new to report, several people looking at it but no serious discussions with a new tenant / lease.
- Cate's Sewing – moved from Madison and opened in former space where Blue Moon Artisan's operated. She sells all sorts of sewing material, supplies, etc.
- Navtec site – Rothberg start-ups are occupying about 15K sf of former Navtec site, following Navtec's bankruptcy. They may have an interest in more office space.
- Arrow Paving – under contract with Horton / Gaudio, going through due diligence at the moment, expect to close by end of Q1. While the Arrow site has been approved for condo/apartments, alternate uses are being explored as well.
- Page's Lane (Town Owned Parcel) – Shoreline Arts Alliance has shown an interest in this property for their shoreline headquarters. Very preliminary discussions initiated along with design concepts. Assuming their interest continues, a formal RFP/RFQ process will be initiated.
- Defibtech Visit – Matt Hoey and I visited on 1/19, meeting their new President/CEO – Bob Reinhardt, Eric Blauvelt – VP Operations and Donna Grajakas – Special Projects Manager. Defibtech started in Guilford in 1999 with 3 people. Their Concept Park headquarters now houses 70 people, with the expectation to hire an additional 8-10 this year. They have a manufacturing operation in Branford that houses about 40 people, having moved it from Seymour CT in the past 2 years. They looked in Guilford but didn't find the proper space.

Defibtech is owned by a Japanese firm who promotes “CSR” – Corporate Social Responsibility. As such, they want to do more for our communities and are exploring ideas.

- Apartment Complex – corner of Rt. 1 / Moose Hill, 10, 1 bedroom apartments, approved, ground breaking as soon as weather breaks. Former house has been demolished and cleared and lot has had some work done to it.

- Guilford Yacht Club – is seeking a Zoning Amendment that will allow Restaurants by Special Permit in the M R 1 Zone. GYC is considering operating a small restaurant open to the public within their site. First Public Hearing was held 1/17 with no objections from the Public. Second hearing is 2/7.

Projects;

- Parking Update, St George’s Church – a follow up meeting is scheduled with Fr. Stephen on 2/8.

- Signage – revised proposals are being prepared to review with CT DOT. At that time, we’ll get an update as to where DOT is with the I 95 Guilford signs as well.

- North Branford EDC Breakfast Meeting – I was invited to attend subject event on 1/23. They featured Christine Reardon from Workforce Alliance, explaining how WFA can help the businesses find and train potential employees, including what financial assistance WFA might be able to provide. Sheri Cote and a few other Shoreline Chamber of Commerce members were in attendance as well. Approximately 30 people attended in total, representing a broad range of local businesses.

- HGTV – has been in town for 3 days, filming an episode highlighting “Log Cabin Living”. They wouldn’t share the specific location(s) of the homes being included but they did film around the Green, the Marina and Jacobs Beach. I’ll get the date of when this program will run.

He added that the U-Haul Project will go back to Planning & Zoning on Wednesday, February 10, 2018. Discussion. He presented the Commission with a brochure from North Branford EDC Breakfast that they had created about their Town. It will be clerked with the minutes at the Town Clerks Office by the Recording Secretary.

4. Chamber of Commerce Report. (Ms. Sheri Cote)

Ms. Cote reviewed her submitted report to the Commission.
January 2018 activities:

- Net 90 – held at Evergreen Woods with 55 attendees
- Women’s Networking Event – held at Café Fiore approx. 50 women in attendance
- Annual Dinner – held at the Woodwinds approx. 120 attendees
 - Awards given to:
- Volunteer of the Year – Thomas Vorio
- Community Service – Don Herzog, East River Energy

- Small Business of the Year – Mix Design
- New Business of the Year – Elements Massage
- Chamber Partner of the Year – Shore Publishing
- Val Karlawish Award – Chris Hauman

· New Board members:

- Tammy Becker - Stony Creek Urgent Care
- Amy Gravers - Elements Design
- Garrett Sullivan - Comfort Keepers
- Brian Toman - Guilford Savings Bank
- Cindy Wright - The Spice and Tea Exchange

· 2018 Officers:

- Camille Murphy – Chair
- Rich Sgueglia – Vice Chair
- Kim Spanier – Secretary
- Chris Hauman – Treasurer
- Ian Perry – Past Chair

Upcoming February activities:

Business After Hours 2-27 @Guilford Mooring with Primary Residential Mortgage

Net 90 2-15 @ Guilford Mooring

SCYPE 2-15 @ Donovan's Reef

Women's Luncheon with Success Genie - 2-21 @ Consign and Design

Other upcoming events:

Chili Challenge - 4/7

Branford Festival - 6/16

She added that the Chamber will be at the Hartford Boat Show and offered free admission to any Commission Member who wished to attend and volunteer a few hours of time at the table.

Representation of the Shoreline with possible water boating connections and pleasure activities on the Shoreline will be represented at the table at the show.

5. Chairman's Report. (Mark)

Mr. Wasserman remarked that he had shopped and visited the business *Hen & Heifer* in Town. He was pleased to report that the Owner and he had a very positive discussion about their business climate as of late.

6. Sub-Committee/Board Liaison Reports.

- Town Forum (Gunningsmith, Paranto)

Mr. Gunningsmith had sent a draft invitation to the Commission in email prior to the Meeting asking for input. He opened discussion of plans for the Forum with a possible date to occur in the late spring, maybe April or May depending on location availability. Discussion included possible attendees and agenda.

Focus will be given to asking attendees to respond to the following:

- 1. What is working well for businesses in Guilford?**
- 2. What could be improved?**
- 3. What does our business need from the EDC Commission?**

- Town Profile on State Film site (Meisel)

No Report.

- Land Acquisition Committee (Paranto)

No Report. Executive Session only.

- Signage (Meisel, Egan)

Mr. McGlone stated that the Committee met and has revised proposals and will meet with the State Representative in the near future.

- Parking (Sands, Paranto, Orce)

Still in discussion.

7. New Business

- 2018 Awards.

Mr. Wasserman asked that this item be *Tabled* until the March Meeting.

8. Old Business.

None.

9. Approval of bill (s).

Motion: Upon a motion by Mr. Sands and seconded by Mr. Paranto the Economic Development Commission voted to approve the invoice for Secretarial Services for the month of January for the Regular Meeting for \$68.00 for Ms. Katherine DeBurra, Recording Secretary.

In favor: Cuozzo, Dockray, Gunningsmith, Orce, Paranto, Sands, Wasserman.

Opposed: None.

Abstained: None.

10. Adjourn

Motion: Upon a motion by Mr. Sands and seconded by Mr. Gunningsmith, the Economic Development Commission voted to adjourn the Regular Meeting of February 6, 2018 at 7:15 PM.

In favor: Cuozzo, Dockray, Gunningsmith, Orce, Paranto, Sands, Wasserman.

Opposed: None.

Abstained: None.

Next Meeting; Tuesday, March 6, 2018 @ 5:00 PM.

Respectively Submitted;

Katherine DeBurra

Recording Secretary