

GUILFORD
Economic Development Commission
MINUTES
May 7, 2019
8:00 A.M.

Town Hall, Selectmen's Meeting Room, second floor

DRAFT

Commissioners: Chair Mark Wasserman, Vice Chair Theodore Sands, Wendy Dockray, Amy Earls, Damian Gunningsmith, Fran Paranto, Michael Meisel, Dave Egan (Alt)
Absent: Tracy Brent Calafiore (Alt)
Town Officials: Brian McGlone, Economic Development Coordinator
Guests: Sheri Cote, Chamber of Commerce president
J.P. Sullivan, potential member

1. Communication and Public Forum (limited to 5 minutes) / Call to Order

At 8:06 am, Chair Mark Wasserman called to order the regular meeting. There were no comments for communication or public forum.

The Chair and six regular members were present and eligible to vote.

2. Approval of April 2, 2019 Minutes

Upon review,

Motion: Ted Sands moved to approve the April 2, 2019 minutes as amended, page3, "...ribbon cutting occurred...", seconded by Wendy Dockray.

Vote: Carried - Wendy Dockray, Ted Sands, Amy Earls, Damian Gunningsmith, Fran Paranto, Michael Meisel

4. Economic Development Coordinator's Report

Econ. Dev. Coor. Brian McGlone had emailed EDC commissioners his monthly report. He added to the below report that the Shoreline Chamber of Commerce Regional and Visitor guide had an advertisement for the May 16, 2019 event at the Statue of Liberty and the new Liberty Island New York City Museum. Stony Creek Quarry will be recognized for the granite used as the base of statue. The Town of Guilford has been presented with a plaque of recognition. A local commemoration event will be held on May 18, 2019 at the Quarry.

Plumbing Supply has a new owner Plimpkin and Hills. Clinton also has one of these franchised supply companies. There is a company looking at the former Royal Printing building.

The North Branford EDC held a town-wide event branding their Town with a sunflower logo, created by

a third grade student in a contest. Sunflower farms have been in North Branford for many years. Sunflower seed packets were donated by a local nursery. At the libraries, volunteers including school children gave the seeds to the public. Town agencies and Police and Fire Departments participated.

April Report

"Business Update :

Red Rooster, after 5 years at this location closed April 23. The owner was ready for a new opportunity as hours were long, obtaining qualified help was difficult, and location was very limited for parking impacting volume. However, the location will soon be the home of a new donut shop.

Yale New Haven Hospital - Guilford had a ribbon cutting on April 23 to celebrate their major renovation at Goose Lane. Effectively, they remodeled patient initial treatment areas and added operating rooms so more services can be provided local; ENT Specialization, includes laser assisted cataract surgery, plastic and reconstructive surgery, radiology and biomedical imaging (X-ray, CT, MRI, Ultrasound) Smilow Cancer Care services expanded and more. Yale New Haven Hospital is very proud to be a part of the Guilford community and please that so many along the shoreline can be cared for without the need to go to New Haven.

SBA Forum/ Four Town Collaboration (No. Branford, Branford, Guilford, Madison) occurred on April 24 at the Guilford Community Center. The SBA (Small Business Association) reviewed all of their services and capabilities to a strong audience of approximately 50 people. Many positive comments from the audience about becoming aware of the SBA programs.

Five Town Mini Region Project Following this seminar, individuals from each of the above towns, plus Durham, including First Selectman, participated in a discussion to see if opportunities to work collaboratively might be possible to identify each of our assets, like natural resources, existing and proposed facilities, zoning regulations, incentives programs, etc. to create a package to showcase our comprehensive areas to attract new, targeted businesses. The primary assumption is if we can "win over" the key decision makers, owners, CEO's, with our CT Region lifestyle, they might locate and grow their business here. A smaller working group is beginning to define this strategy in more detail and will "test" some of the assumptions with existing leading companies. Assuming all is well received, a more comprehensive marketing campaign will be developed all sharing in the costs. This effort will be done in cooperation with our REX Region 15 member towns.

Projects

EDC Annual Report for 2017-2018 Fiscal Year in draft. Mark Wasserman and I will review and complete this week so it can be submitted to the Selectmen's Office no later than Friday, May 10.

EDC Forum May 15 - general information flyer was sent to ALL contacts within my listing. A reminder blast will go out Thursday. It was also published on the Town website, Town facebook page, and Matt Hoey's facebook page. RSVP's are being directed to Mark Wasserman. Final operational details will need to be completed this week with Parks & Rec. (ex.) food/refreshments, room set-up (panel tables, microphones, podium, etc.)

Welcome to Guilford signage - CTDOT, per our representative, has not formally approved our location easement requests. Changes in management have altered some of their thinking for "Ramp Utilization /Maintenance", however, our rep is still working on our behalf to get them approved as we expected. We had submitted a \$10K Grant Request to the Guilford Foundation, however,

we were advised last week that our request was denied. We have been and will continue seeking other sources of funding.

St. George Parking Lot - not much has moved forward during the month due to my time away from the office. However, back on the "top burner" I plan to set a meeting with the 4 primary property owners within the next two weeks to review our ideas and agreements, insuring they will support the idea that their employees will utilize the St. George lot, freeing up space for their customers. Additionally, we need to review and define the longer term maintenance plan of the shop parking lot and responsibilities for all concerned parties.

Ribbon Cutting and Grand Opening

Thursday, May 9, 1 pm at Studio 317 (Hair Salon) - 35 Boston Street. All EDC members are invited to attend this Town sponsored event. This business is not yet a Chamber member so participation will be welcomed from town folks.

Saturday, May 18, 11 am to 12:30 pm Stony Creek Quarry, 99 Quarry Road, will be celebrating their role in the Statue of Liberty and the Statue of Liberty Museum, which will be opening to the public May 16th. If any EDC members would like to attend, please advise.

Channel 3 "Twenty Towns in Twenty Days" promotion is featuring Guilford on May 10th. Nicole Nalepa - News Anchor, will be on the Green from 5 pm to 6:30 pm, where she will be filming, hoping residents and businesses come out and talk about Guilford. I am trying to clarification on her expectations to insure Guilford looks great ! She came to town on April 24th to do some pre-filming and I believe she stopped at Cilantro's, Ballou's, Breakwater Books, and visited the marina area and possible more.

Wednesday May 8, State of CT Tourism Office is hosting an all-day seminar at the Hartford Convention Center, reviewing their plans for tourism and defining how towns can be part of their effort. I will be attending along with other members of the Chamber Tourism Committee."

5. Chamber of Commerce Report

Chamber of Commerce president, Sheri Cote reported on several Chamber activities, including yet not limited to :

- Ribbon Cutting was held at "BATTER UP", a batting cage facility owned by a former White Sox team member.
- State Comptroller, Kevin Lembo, had been a speaker at a Chamber event.
- Research is being done to update health insurance options for Chamber members.
- WFSB- Channel 3 will be visiting twenty towns in twenty days this month. A Reporter will be on the Guilford Green, Friday, May 10 from 5:00 to 6:30 pm, to hear comments from the public.
- The Chamber "Government Affairs Committee" held a discussion on advocacy.
- Sheri handed out "Core Principles for Business Advocacy - Guidelines" and a Chamber activity list.

6. Chairman's Report

Chair Mark Wasserman sadly reported that the butcher at Fresh Market had suddenly passed away. Mark and other EDC had been regular customers.

Guilford Riding School is highly recommended for lessons. Twelve year olds and older can volunteer to assist in the stables.

7. Subcommittees/Board Liaison Reports

- **Town Forum - (Gunningsmith, Paranto)**

Discussion took place on the agenda and preparation for the May 15, 2019, EDC Town Department Forum, at the Community Center, 8:00 am to 10:00 am. Fran Paranto and Brian McGlone will contact the Community Center staff. Town department staff, First Selectman Matt Hoey and local businesses have been invited. Discussion will include a review of opportunities for economic growth.

Brian McGlone will send email reminders and post on the Town facebook page and website. He will also email commercial realtors again and local banks. Wendy Dockray will organize the attendance sign-in. Attendee information can be used as database. Amy Earls will take notes during the Forum. EDC expressed appreciation to Brian for his work on this event.

- **Land Acquisition Committee (LAC) (Paranto)**

Fran Paranto reported that the LAC had discussed new open space from developer Alex Vigliotti on Long Hill Road. The Town requires developers to donate a portion of their land when constructing new homes. Much of this parcel has wetlands and eventually connects to Bittner Park and Baldwin School properties.

- **Signage (Meisel, Egan)**

(Also, see McGlone report)

Discussion noted that local businesses pay the DOT to install their logo signs on state roads. The Guilford Foundation has denied the Town grant application toward the cost of the new sign design due to too many applications. The Town can reapply for next year.

Chair Wasserman will contact the Towns of North Haven and Milford regarding the DOT process for them to install signs at exit ramps.

Brian McGlone will alert the Yale Clinic at exit 59 to change their hours of operation sign to 24 hours from 7-11 pm.

- **Parking (Sands, Paranto, Orce)**

Ted Sands reported that Coordinator McGlone's report gave an update on the parking issues.

8. New Business

Fran Paranto reported that the Connecticut Water Company has plans to remove the existing water tower on Boston Post Road (Route 1). Fran suggested that it could be used to place a "Welcome to Guilford" sign on it. It has been an iconic Guilford structure for over 100 years. Other suggestions include a potential project for the Guilford Preservation Alliance or a historical society to maintain.

Brian McGlone advised that First Selectman Matt Hoey requested to attend an EDC meeting to discuss using tax incentives for local business. Brian will email further information to EDC for the June meeting.

Ted Sands advised that the Town of North Branford is increasing economic development with biotech companies.

9. Old Business

Wendy Dockray reported that the Inland Wetlands Chairperson Kevin Clark will be the EDC June meeting speaker.

10. Approval of Bills

Motion: Ted Sands moved to approve payment of the Recording Secretary April invoice for \$129.38, seconded by Fran Paranto.

Vote: Carried - Unanimously

10. Adjournment

Motion: At 9:24 a.m., Fran Paranto moved to adjourn the meeting, seconded by Ted Sands.

Vote: Carried - Unanimously

Respectfully Submitted,

Judith Anderson Castellano
Recording Secretary