

WEBVTT

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00:00:09.150 --> 00:00:15.630

Guilford Host1: Okay, we are live will call to order at 805.

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00:00:18.300 --> 00:00:28.320

Guilford Host1: The morning everyone welcome we're going to go right into our agenda with item one communication public forum I don't have anything if anybody else has anything.

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00:00:29.670 --> 00:00:30.270

Guilford Host1: Let me know.

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00:00:32.520 --> 00:00:36.420

Guilford Host1: All right, we will go right into.

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00:00:40.080 --> 00:00:47.520

Guilford Host1: we'll go right into your presentation I get speak at this morning's Barber Melbourne from REX development Good morning, Barbara and thank you for being here with us.

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00:00:48.000 --> 00:00:54.870

Barbara Malmberg: Good morning i'm here with ginny kozlowski our executive director to say hello.

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00:00:55.500 --> 00:00:56.040

Guilford Host1: hi Jenny.

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00:00:56.760 --> 00:01:09.960

Ginny Kozlowski: hi Good morning, and thank you for your time on this early cloudy grey Tuesday morning and so so again we're delighted to be here and I know you have a very tight agenda so we'll kick it right over to Barbara.

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00:01:11.400 --> 00:01:21.660

Barbara Malmberg: Okay, we saw that there's a lot of new faces on the Commission since the last time we presented so i'm going to give a little bit of background and then we'll move right into.

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00:01:22.050 --> 00:01:30.330

Barbara Malmberg: How different this year saids is from previous years, the comprehensive economic development strategy is used to.

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00:01:30.990 --> 00:01:38.970

Barbara Malmberg: define a pathway forward for the entire region which stretches from Milford Samaritan to Madison in terms of economic growth.

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00:01:39.510 --> 00:01:46.860

Barbara Malmberg: And it's also required for us to maintain our funding opportunities with the economic development administration.

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00:01:47.460 --> 00:01:57.600

Barbara Malmberg: and, needless to say, this year is going to be very different than it's been in previous years, last year we had finished all of our research and data collection.

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00:01:58.020 --> 00:02:12.390

Barbara Malmberg: by February 28 so you can imagine what was in our said it was like quickly let's penned a preface because this is all no longer true so um this year, we have a new.

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00:02:13.170 --> 00:02:24.270

Barbara Malmberg: representative from usc da she's excellent and every time we talked to her, her her question is about resilience and what we would have done in advance.

16

00:02:25.230 --> 00:02:35.250

Barbara Malmberg: If we had known the pandemic is coming so sort of keep that in mind, I know we sent the presentation early i'm not sure if everybody had a chance to look at it.

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00:02:35.640 --> 00:02:45.570

Barbara Malmberg: But essentially it's going to come down to that type of recovery that type of planning and then how it relates to our longer term goals and objectives.

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00:02:49.590 --> 00:02:59.700

Barbara Malmberg: So, in terms of the pandemic impact, I think we all know that that things are still not great, but we're definitely seeing light at the end of the tunnel.

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00:03:00.840 --> 00:03:12.180

Barbara Malmberg: With 69% of the adults in Connecticut having received their first dose and we are the first State to have over 50% of our adult population fully vaccinated.

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00:03:12.630 --> 00:03:28.920

Barbara Malmberg: So I think that's really where the opportunity comes for us in terms of building consumer confidence, we have definitely have to get that under control that people feel comfortable going out spending their money, and all of those types of things, making investments in businesses.

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00:03:29.970 --> 00:03:32.760

Barbara Malmberg: Before we can anticipate a full recovery.

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00:03:36.270 --> 00:03:51.510

Barbara Malmberg: In terms of unemployment, we did better than many of the other states, because in the initial wave, we did not have a complete shutdown um we had manufacturing open we had.

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00:03:52.560 --> 00:04:08.820

Barbara Malmberg: Essential businesses, which was a very broad category, and we also have a lot of jobs where people can work from home, so the people who are truly impacted the most for the people who are forward facing in the public sector, who had to go to work.

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00:04:10.230 --> 00:04:24.840

Barbara Malmberg: And what we've seen is really the area that's been hardest hit is hospitality and leisure and at this point they're not anticipating the travel industry to reach levels until.

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00:04:28.020 --> 00:04:43.020

Barbara Malmberg: So that's going to be a big issue for this region moving forward what we're seeing now is in those industries, particularly that they are unable to fill open positions, I think.

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00:04:44.880 --> 00:04:49.050

Barbara Malmberg: There is a concern about.

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00:04:50.130 --> 00:04:54.000

Barbara Malmberg: Going back into those particular types of jobs.

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00:04:55.200 --> 00:04:55.650

So.

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00:04:58.050 --> 00:05:23.190

Barbara Malmberg: One of the interesting pieces that we found when doing this is that many of our municipalities have gotten, to the point where um there's a there's a much larger percentage of people living below the poverty level the items highlighted in blue are the towns that have had the pre pandemic.

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00:05:24.390 --> 00:05:45.600

Barbara Malmberg: And below poverty level increased by 25% or more Meriden is the only town in the region that has actually improved and what's a little concerning about this is that you know this was pre pandemic we're really not sure what we're going to see with the 2020 numbers.

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00:05:49.230 --> 00:05:55.890

Barbara Malmberg: i'm throughout this this process we i'm sure all of you have seen this i've seen emails come out of.

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00:05:56.910 --> 00:06:06.090

Barbara Malmberg: Your town, these are the programs that have been out there we've done rather well in terms of obtaining federal funding.

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00:06:07.710 --> 00:06:24.990

Barbara Malmberg: 2.9 billion in the first round of PPP so um that's for the state, I think we've done, you know a great job getting all of that that information out, and when I say you know we've done it's been the chamber's it's been REX it's been the town's.

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00:06:26.100 --> 00:06:29.040

Barbara Malmberg: I think a lot of people have really move forward.

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00:06:30.180 --> 00:06:43.350

Barbara Malmberg: in getting that information out, I would say that, for the people who are connected previously either to government or chambers or racks or any of those things.

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00:06:44.460 --> 00:06:45.060

Barbara Malmberg: um.

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00:06:47.490 --> 00:06:55.650

Barbara Malmberg: you've got a good connection there for the people who don't have that connection that's where we've struggled getting the information out to.

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00:06:55.950 --> 00:07:07.200

Barbara Malmberg: So that's definitely one of those things that we want to look at moving forward is engaging more of the Community inside that communication circle.

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00:07:08.460 --> 00:07:10.530

Barbara Malmberg: So, looking at it at the region.

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00:07:12.030 --> 00:07:23.340

Barbara Malmberg: We can see that, in the first round of PPP we actually ended up with \$1.3 billion and PPP loan slash grants.

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00:07:24.060 --> 00:07:35.250

Barbara Malmberg: I don't know the number that have actually transitioned over to grants, but I suspect it's very high, because just our participation levels have have been great.

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00:07:36.090 --> 00:07:44.670

Barbara Malmberg: um when we talk about funding this funding obviously was open to everyone, but when there's Ada funding on the line.

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00:07:45.210 --> 00:07:55.590

Barbara Malmberg: We need to be eligible for that and we are because REX is in economic development district so that's another reason why we do the said I think i'm.

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00:07:56.340 --> 00:08:08.730

Barbara Malmberg: This is going to be very important moving forward if there are projects, particularly infrastructure projects that you really want to see done, this is the time to get all your ducks in a row.

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00:08:09.600 --> 00:08:26.010

Barbara Malmberg: If there are brownfields or any other project that would go through Ada there's going to be money obviously there's the American rescue plan money but there's going to be additional money, besides, so I think that's something to keep in mind when you're coming up with your your plans.

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00:08:30.480 --> 00:08:48.570

Barbara Malmberg: In terms of the the ETA update the sets focus for them has changed, we got a memo and, last year we were really focusing on opportunities zones where we had those in merit in new haven West haven.

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00:08:50.070 --> 00:08:57.870

Barbara Malmberg: And ham did and that so only four of the 15 towns and jenny's laughing at me because I had to look up to remember the fourth one.

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00:08:59.010 --> 00:09:05.820

Barbara Malmberg: But this year we're really looking at equity recovery and resilience workforce development manufacturing.

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00:09:06.420 --> 00:09:12.750

Barbara Malmberg: Technology based economic development, environmentally sustainable export and foreign direct investment.

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00:09:13.650 --> 00:09:20.880

Barbara Malmberg: Those are you know clearly some of those are some things that we've been working on since the beginning of our doing the sets.

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00:09:21.210 --> 00:09:39.840

Barbara Malmberg: But this, this is just a huge shift for the ETA to go from opportunity zones to a more global equitable plan so um I think we're in good shape in terms of putting that together, but um different things for for people to focus on.

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00:09:43.380 --> 00:09:51.720

Barbara Malmberg: Okay, so here here's the magic question and we can certainly talk about it now, but if people want to send information to us later.

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00:09:52.170 --> 00:10:08.220

Barbara Malmberg: After they've pondered it for a bit, the idea is, if you knew, six months ago now, it would be more than that 18 months ago, before the first wave of the pandemic that this was coming What would you have done in advance in planning.

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00:10:09.480 --> 00:10:19.200

Barbara Malmberg: Some of the things we've heard our hba systems in the schools clearly better access to broadband and technology um.

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00:10:20.430 --> 00:10:33.900

Barbara Malmberg: We had another one this morning um oh Tele health things like that we, you know that was all there were many issues address in that that we had to kick off in the middle of the pandemic.

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00:10:34.290 --> 00:10:48.030

Barbara Malmberg: So in thinking ahead what What would we have done differently and i'm not going to put anyone on the spot unless they'd like to speak, but it is something that we would love your input on either now or through email.

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00:10:49.050 --> 00:11:11.190

Guilford Host1: Jenny or Barbara sorry Jenny and Barbara actually the number one thing from my point of view, is when the pandemic hit, we had

an extraordinary transformation of the workforce from being in an office to working at home and Connecticut in general Guilford in particular has.

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00:11:12.210 --> 00:11:28.350

Guilford Host1: is very lacking in broadband alternatives to companies like Comcast, for example, which is really the only high speed internet as much as Frontier claims to have it in the speech just aren't there to be as productive as people want.

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00:11:29.880 --> 00:11:42.240

Guilford Host1: And 5g and all these things aren't in place yet so for infrastructure, we need to concentrate on the fiber optic network and bringing fiber into the homes and providing.

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00:11:43.200 --> 00:11:58.860

Guilford Host1: Truly high speed internet at reasonable costs without gimmicks I think would be the number one concern, and I don't see this changing I see, I see a lot of companies transitioning to.

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00:11:59.790 --> 00:12:11.310

Guilford Host1: Having their employees work from home, which is only going to further increase the need for reliable high speed internet services at reasonable prices, because the.

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00:12:12.390 --> 00:12:33.510

Guilford Host1: cost per square foot to keep an employee in an office, especially in we have a lot of employees that work in Manhattan that are living in Connecticut and that that leasing space for that employees very high compared to providing them with Internet access and working from home.

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00:12:36.090 --> 00:12:41.730

Barbara Malmberg: and honestly one I knew, you were going to talk to me about this before I logged on.

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00:12:43.020 --> 00:12:46.230

Barbara Malmberg: consistently appropriately been on your wish list.

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00:12:46.380 --> 00:12:47.130

Guilford Host1: Yes, um.

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00:12:47.160 --> 00:12:59.370

Barbara Malmberg: And I think now more than ever there's there's definitely more support, as people have struggled with, as we saw earlier your Internet connection is unstable at that point i'm like.

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00:13:00.390 --> 00:13:17.070

Barbara Malmberg: everything's good I come to an absolute and and I start switching to my phone as a hotspot which is not a great solution, I think you're right about work from home there definitely seems to be some measure of people that will continue to do that.

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00:13:18.270 --> 00:13:30.060

Barbara Malmberg: Post pandemic what that exact number is we don't know, but it is certainly something that people will want already do want in their homes, I think, also in terms of.

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00:13:30.510 --> 00:13:42.390

Barbara Malmberg: Some of our longer term economic development initiatives, we really need that, for example, Tele health, there is a huge opportunity there, given our.

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00:13:44.130 --> 00:13:51.150

Barbara Malmberg: Our major groups in terms of yellow haven health some of the bio science industries.

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00:13:51.870 --> 00:14:01.410

Barbara Malmberg: Like they're the semaphore I mean they have their own dedicated line to transfer their their data, because they can't use what we currently have.

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00:14:01.950 --> 00:14:12.420

Barbara Malmberg: And I think if we want to grow in terms of both research and providing care, I mean you, you guys know about all the portable devices that are coming out of butterfly.

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00:14:12.990 --> 00:14:21.180

Barbara Malmberg: And if those are distributed around the world where there are people who don't know how to read the results of those technologies.

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00:14:21.810 --> 00:14:29.190

Barbara Malmberg: If it comes back to us then that's, something that would be a great tool in democratizing medicine so.

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00:14:29.700 --> 00:14:38.040

Barbara Malmberg: No argument from us, and we want to come at it from multiple directions, because I mean we've always agreed with you in all fairness.

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00:14:38.790 --> 00:14:50.220

Barbara Malmberg: But I think now that there's there are definitely more people who are on board, because they do recognize that it could save them money and make employees more productive so.

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00:14:52.890 --> 00:15:01.890

Barbara Malmberg: This is like your chance, especially since the money that's coming out of the American rescue plan can be used for for infrastructure, including broadband.

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00:15:02.610 --> 00:15:14.970

Barbara Malmberg: that's definitely one of the items that's going to be on our wish list and I don't think that that's going to be any different at the State level, so we, we can hope more than we ever could.

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00:15:16.650 --> 00:15:24.420

Guilford Host1: Right areas like fairfield county are much better prepared for it than we are anywhere else in the state.

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00:15:25.500 --> 00:15:25.980

Barbara Malmberg: Right.

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00:15:26.280 --> 00:15:42.120

Guilford Host1: And i'll see if I can find the article that I was reading the other day on it, where it was talking about the transition rate from office to work from home was 40 to 50% was the estimate i'll see if I can find the article and send it out is.

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00:15:42.780 --> 00:15:47.670

Barbara Malmberg: That means moving forward for completely working at home or some kind of hybrid.

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00:15:48.660 --> 00:15:52.710

Guilford Host1: It would be more of a hybrid it was also using co op spaces.

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00:15:53.160 --> 00:16:04.950

Guilford Host1: Okay, as well as just having a good portion of the workforce just working from home they don't need to be in the office anymore.

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00:16:06.060 --> 00:16:06.360

Right.

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00:16:07.530 --> 00:16:13.410

Barbara Malmberg: um and that's sort of what we've heard, we had a presentation by crisfield and.

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00:16:14.100 --> 00:16:14.550

Guilford Host1: Wake up.

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00:16:14.640 --> 00:16:28.050

Barbara Malmberg: Wake me up Wakefield cushman whichever way it goes um and they were you know they were definitely saying that there was going to be a shift towards people working from home, whether it was permanently or a hybrid situation.

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00:16:29.010 --> 00:16:32.820

Barbara Malmberg: There were just sort of waiting for the dust dust settles is to see how that.

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00:16:33.990 --> 00:16:46.710

Barbara Malmberg: plays out there's also the idea that either companies will shrink their their office footprint or they're going to reconfigure it so that there's more space per employee.

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00:16:47.190 --> 00:16:54.630

Barbara Malmberg: And so, even if they maintain the space they have it they're still not going to be enough room for further current employees.

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00:16:55.860 --> 00:17:03.210

Barbara Malmberg: And again as anything associated with the pandemic it's it's sort of a wait and see type of situation.

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00:17:04.230 --> 00:17:10.260

Barbara Malmberg: And you know I do think that certainly work from home is going to be a major part of it.

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00:17:11.730 --> 00:17:26.130

Barbara Malmberg: um The next piece on this as an add is that our goals and objectives and everything that we talked about in the sets has to come out of our SWOT analysis.

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00:17:27.840 --> 00:17:42.870

Barbara Malmberg: And this again goes along with the previous questions if you have something you'd like to share now we'd love to hear it, if you think of something after please feel free to send it to us we've definitely heard.

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00:17:43.920 --> 00:17:49.830

Barbara Malmberg: For example, newer exacerbated issues you know the wealth gap access to healthcare.

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00:17:50.940 --> 00:17:55.170

Barbara Malmberg: Access to transportation, these are things that have definitely.

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00:17:56.190 --> 00:18:09.120

Barbara Malmberg: we've known about there's there's nothing like particularly new there, but the impact has changed, I think people who haven't had access to health care, who have had co-morbidities.

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00:18:10.170 --> 00:18:21.030

Barbara Malmberg: Aside from you know the obvious tragic ends i'm there there's been a much greater demand on resources at you know, hospitals and other care facilities.

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00:18:21.420 --> 00:18:29.760

Barbara Malmberg: And that may be an opportunity for us to start addressing that issue so that there's more equitable access to health care.

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00:18:30.330 --> 00:18:45.180

Barbara Malmberg: um and again the other questions that are there you're welcome to send us comments on at any time I don't know Jenny wants to put in the chat box our email addresses, I think that would you know be helpful.

102

00:18:47.820 --> 00:19:09.240

Barbara Malmberg: Our one of our biggest issues is and we'll start on the good side if your House is one of your major investments it's a good time to have had a house, especially if you want to sell, as you can see that many of our communities have had double digit increases in median home value.

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00:19:10.380 --> 00:19:21.330

Barbara Malmberg: we've certainly heard and seen firsthand that are second and that people are able to you know put their homes, on the market and get multiple offers on the first day.

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00:19:22.140 --> 00:19:36.810

Barbara Malmberg: One of my friends had a their home on on the market, it was the second home and they had multiple offers and the one they

accepted was from someone who had never seen the House and was living in Pittsburgh.

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00:19:37.320 --> 00:19:46.770

Barbara Malmberg: So I think that gives us all an idea of what the demand is the negative side of that is that people who are.

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00:19:47.310 --> 00:19:53.040

Barbara Malmberg: Trying to buy their first time homes, whether they're single or you know families.

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00:19:53.730 --> 00:20:02.550

Barbara Malmberg: Were pricing ourselves out of that market we've always had that issue in terms of keeping younger people in our region it's certainly becoming.

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00:20:03.000 --> 00:20:13.380

Barbara Malmberg: more problematic so that's definitely something we need to keep in mind in terms of providing houses housing across the spectrum of income.

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00:20:14.070 --> 00:20:23.130

Barbara Malmberg: And I know you are all aware of this and are working on it it's the affordable housing availability within the region.

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00:20:24.090 --> 00:20:36.150

Barbara Malmberg: i'm not sure if you all know, but the south central, regional council of governments is working with all 15 towns to develop an affordable housing plan it's actually a full blown housing plan, but.

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00:20:36.510 --> 00:20:48.870

Barbara Malmberg: Affordable is is the most critical component, because the housing plan is required by the state of Connecticut by July of 2022 so what they're doing is.

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00:20:49.530 --> 00:21:02.610

Barbara Malmberg: convening group and coming up with a regional plan for housing, however, they know that one size does not fit all so every town will have their own particular section.

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00:21:02.970 --> 00:21:09.930

Barbara Malmberg: That will support how how regional housing works for affordable housing and I know that.

114

00:21:10.800 --> 00:21:16.290

Barbara Malmberg: There have been George George the one that's been on the call so is that the right person okay.

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00:21:16.710 --> 00:21:28.530

Barbara Malmberg: um has been representing you and come in and actually he's the person who came up with the idea of doing a major regional thing and then having the town supplemented to give credit where credit is due.

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00:21:29.100 --> 00:21:40.320

Barbara Malmberg: So, as you can see from the chart the distribution among the towns, is clearly skewed towards the cities and that's one of the things that.

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00:21:40.560 --> 00:21:50.130

Barbara Malmberg: You know they're trying to work on in some places, it may be accessory dwellings aka the granny pods but you would also be able to.

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00:21:51.540 --> 00:22:03.000

Barbara Malmberg: rent those out to non family members and there, there is a wide array of options, you know from to family for family buildings, not everything has to be a dense.

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00:22:03.870 --> 00:22:14.310

Barbara Malmberg: affordable housing project and the more that are planning and zoning laws support of regulation support having a variety of housing, the less likely we are.

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00:22:15.060 --> 00:22:31.650

Barbara Malmberg: going to see really dense housing projects because they don't have to plan on having huge dense projects because there will be fewer legal fees in trying to fight and get exemptions from the existing planning and zoning regulations.

121

00:22:35.310 --> 00:22:41.760

Barbara Malmberg: and resilience is something we've been talking about since we did the five year giant plan in.

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00:22:43.290 --> 00:22:56.070

Barbara Malmberg: I think we've always looked at that, as a okay we're on the shore, so we need to be ready for hurricane i'm just looking around at what's happened across the country.

123

00:22:56.580 --> 00:23:07.950

Barbara Malmberg: In the past year or so, there are a lot of issues that we are very vulnerable to and instead of looking at the cause what we're looking at now.

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00:23:09.510 --> 00:23:26.280

Barbara Malmberg: Are the possible outcomes, you know, regardless of the source of the issue, I think we've seen in flint and Florida, the possibility and reality of contaminated water in Texas, we saw that the damage power grid.

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00:23:26.850 --> 00:23:33.180

Barbara Malmberg: The supply chain interruptions we saw across the board, I mean I waited five weeks for a stove.

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00:23:34.560 --> 00:23:38.340

Barbara Malmberg: And certainly manufacturing we're waiting for component pieces.

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00:23:40.530 --> 00:23:43.350

Barbara Malmberg: The opportunity for network hat hacking.

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00:23:44.670 --> 00:23:52.800

Barbara Malmberg: it's just it's all there, and certainly we're not going to resolve this on a regional level, but we do need to know that.

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00:23:53.130 --> 00:24:03.960

Barbara Malmberg: How we would manage some of these things in a short term way and the state and the feds will be you know, obviously, working on these as a broader issue because.

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00:24:04.350 --> 00:24:15.450

Barbara Malmberg: they've certainly you know basically coming you know smack this on the nose and the last couple years so we're definitely expanding the definition of resilience that will be doing in the.

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00:24:16.020 --> 00:24:29.850

Barbara Malmberg: Sets but we're not going to have the ability to implement the full the full solution, but again we're thinking about if you have things to add to this list happy to do so um.

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00:24:30.450 --> 00:24:40.890

Barbara Malmberg: This this is definitely one of the areas where we know that there's a huge ability for us to improve the content of the development strategy.

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00:24:42.420 --> 00:24:56.730

Barbara Malmberg: And, as I said just now, we are going to align our said's with the state's plan, we always try to do that, but with the way the money is flowing and the fact of you know the actual.

134

00:24:57.660 --> 00:25:23.220

Barbara Malmberg: status of the State right now we are going to be basically building our sets around this plan, this outline because it just makes sense um, certainly if we go to ETA and are our goals and objectives don't support this it doesn't really make sense and really the entire.

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00:25:24.300 --> 00:25:32.760

Barbara Malmberg: State has the same SWOT analysis, so we will be doing it for region, but we certainly expect there to be parallels with the state.

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00:25:38.040 --> 00:25:44.970

Barbara Malmberg: And now it's your turn we would welcome any questions or comments that you would have.

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00:25:46.740 --> 00:25:54.480

Barbara Malmberg: Generally, you guys have been very helpful in determining what we need to work on, so the floor is yours.

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00:25:56.700 --> 00:25:59.040

Stop sharing, so I can see everybody.

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00:26:04.440 --> 00:26:08.370

Barbara Malmberg: And that's the fastest i've ever done this because I know you have a lot on your agenda.

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00:26:11.010 --> 00:26:11.490

Barbara Malmberg: Wendy.

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00:26:11.970 --> 00:26:18.630

Wendy Dockray: yeah just quickly going back to what we would do if we knew that pandemic was coming I think one of the.

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00:26:19.290 --> 00:26:31.830

Wendy Dockray: things we all observed was many of the small businesses would just not ready, and subsequently they got their websites up the guy you know much more in terms of time to admission or whatever and that's a long time.

143

00:26:33.240 --> 00:26:45.030

Wendy Dockray: And I think that is one thing that should be focused on God forbid, we have another pandemic, but any crisis that the tools are out there for the small businesses on and.

144

00:26:46.950 --> 00:26:52.080

Barbara Malmberg: I think it was a shock to us to find out how many businesses did not have an online presence.

145

00:26:53.520 --> 00:27:11.910

Barbara Malmberg: With no ability to purchase goods or schedule services directly through the website, the restaurants that didn't have the ability to order online definitely suffered I think that's why we saw the transition to so many third party services like door dash and grub hub.

146

00:27:13.140 --> 00:27:22.080

Barbara Malmberg: But those eat into the profit, so I think you're absolutely right, and that is on our list, thank you.

147

00:27:24.360 --> 00:27:27.240

Guilford Host1: Barbara is there an opportunity for.

148

00:27:29.280 --> 00:27:36.450

Guilford Host1: Any solar initiatives to either businesses or Homeowners as part of the plan.

149

00:27:37.800 --> 00:27:48.390

Barbara Malmberg: I think there is, and we were talking last night with North branford and um there are some critical pieces of infrastructure that are reliant on power.

150

00:27:48.810 --> 00:28:02.040

Barbara Malmberg: And it would absolutely make sense to have solar micro grids located in those areas to support those because they're the critical nature of them if they if they were to go down.

151

00:28:02.550 --> 00:28:20.130

Barbara Malmberg: It would be catastrophic for the region there they're related to water i'll i'll tell you that much so obviously water is one of those things we need for everyone so that's going to be on our list of things to that could potentially be addressed as part of the infrastructure spend.

152

00:28:21.570 --> 00:28:26.100
date is also looking to invest in when a significant investment and when.

153

00:28:27.600 --> 00:28:29.730
Ginny Kozlowski: Obviously it's at the very early stages.

154

00:28:37.020 --> 00:28:38.580
Barbara Malmberg: Anything else.

155

00:28:38.910 --> 00:28:42.660
Ginny Kozlowski: This is what happens when we do the meetings there's still warming up.

156

00:28:45.120 --> 00:28:49.080
Ginny Kozlowski: The six o'clock meeting in North Branford they were warmed up.

157

00:28:50.190 --> 00:28:57.990
Barbara Malmberg: To us, sometimes the night PD meetings they're like truly eager to get off, but this was not one that was not one of those yeah.

158

00:28:58.980 --> 00:29:07.290
Shoreline Chamber of Commerce- Ellen Carucci: I have a question I'm Alan from the Shoreline Chamber of Commerce, you know I think it's going to be a little bit of an issue to get consumer confidence back to go.

159

00:29:08.010 --> 00:29:16.380
Shoreline Chamber of Commerce- Ellen Carucci: out and enjoy the restrictions that have been lifted and I know even on a little reticent to go enjoy things, even though I'm fully vaccinated.

160

00:29:17.280 --> 00:29:31.470
Shoreline Chamber of Commerce- Ellen Carucci: I know that David Lemon just send out the you know, have a drink if you're to have a drink on us if you're vaccinated which I think is a really, really fun idea, but are there anything else in the works to what people feel like it's okay to.

161

00:29:32.670 --> 00:29:33.510
Shoreline Chamber of Commerce- Ellen Carucci: go out and about.

162

00:29:34.470 --> 00:29:39.390
Barbara Malmberg: There are other things in the work they haven't been very specific on the details.

163

00:29:40.320 --> 00:29:48.030

Barbara Malmberg: We do work with the Connecticut lodging association and obviously they have restaurants and there's an overlap between them and the restaurants.

164

00:29:48.390 --> 00:29:55.080

Barbara Malmberg: They are definitely looking at creative solutions to deal with that, but I think part of it is going to be.

165

00:29:55.650 --> 00:30:02.250

Barbara Malmberg: sort of what we saw last summer, where people will begin to feel comfortable starting outside.

166

00:30:02.850 --> 00:30:07.800

Barbara Malmberg: In terms of dining and things like that, and then slowly move into the indoor.

167

00:30:08.160 --> 00:30:20.940

Barbara Malmberg: A lot of restaurants, are not making any changes to their setup right now, if they have plexiglas they're keeping it they're maintaining the distance between the tables because they know.

168

00:30:21.510 --> 00:30:32.640

Barbara Malmberg: May 1 may 19 that if there's not going to be a sudden influx of people shopping and dining and all of that, yes, there's pent up demand, but again that's tempered by.

169

00:30:33.210 --> 00:30:47.040

Barbara Malmberg: People just being cognizant of the fact that you know you've got these huge Spikes in South America and India and the potential for variance is there, and you know all of us who you know are separate over these things at night.

170

00:30:47.640 --> 00:30:56.250

Barbara Malmberg: Definitely, are going to need a little more time see some evidence that this is all going to be safe, and you know it's.

171

00:30:57.090 --> 00:31:08.850

Barbara Malmberg: it's just the way it is I I wish there was a magic solution, but I don't think there is, but I think probably the best thing is to continue to see our vaccination numbers increase.

172

00:31:09.780 --> 00:31:20.190

Barbara Malmberg: Certainly don't want to you know, do the shame thing for the people who don't want to get the vaccine, but I think anytime that we can encourage people, we should take that opportunity.

173

00:31:20.850 --> 00:31:34.710

Ginny Kozlowski: we're also seeing increased air travel is a signal that people are starting to gain more consumer confidence and people are influenced by behavior of their of their circle.

174

00:31:35.130 --> 00:31:45.000

Ginny Kozlowski: And I think it was on Sunday, we had the highest air employment since March of 2021 it was just under 1.7 million.

175

00:31:45.480 --> 00:32:02.940

Ginny Kozlowski: And we're also tracking hotel occupancy, and that is continuing to increase and it's really the leisure traveler it's the person who making that decision solely based on what they want to do and where they want to go we're not seeing business travel come back.

176

00:32:03.630 --> 00:32:16.830

Ginny Kozlowski: At any significant lead level, and we are also starting to see some businesses start to bring their their people back into the office i'm sure over the weekend, you heard that New York City was reopening its.

177

00:32:17.220 --> 00:32:26.880

Ginny Kozlowski: Town Hall, so they all and I think if it's a slow progression, and it goes well to your point that will continue to build consumer confidence.

178

00:32:27.240 --> 00:32:37.800

Ginny Kozlowski: And I think in your shoreline towns on weekends, and particularly in you know Madison Guilford Clinton Westbrook Old Saybrook you're going to start to see.

179

00:32:38.280 --> 00:32:48.600

Ginny Kozlowski: Many, many out of state cars coming into your community and we understand there's so much pent up demand that right now, if you haven't bought a.

180

00:32:48.900 --> 00:33:06.150

Ginny Kozlowski: house for the full summer there's very little inventory left and we're also seeing hotel weekend prices increased dramatically, and I think what this is leading to as a new challenge which last summer we had struggled not last summer before.

181

00:33:07.260 --> 00:33:22.050

Ginny Kozlowski: With being able to have enough employment, and right now we're that's going to push down our growth because many employers cannot find people to work and it's up and down the whole sector and it's all Oscar levels.

182

00:33:23.280 --> 00:33:27.510

Ginny Kozlowski: So workforce participation is is still going to be an issue.

183

00:33:33.510 --> 00:33:34.320

Guilford Host1: there's also.

184

00:33:35.460 --> 00:33:46.440

Guilford Host1: Some mitigating circumstances that are going on to last night on the news, they were talking about the wood shortage and how hard it is to find materials.

185

00:33:47.100 --> 00:33:57.990

Guilford Host1: As well as gasoline prices have been on the rise again and all of these are, in my opinion, contributing factors to those who have been affected by the past.

186

00:33:58.440 --> 00:34:12.780

Guilford Host1: that's just making the situation worse, so we have to, in my opinion, people aren't going to have as much free cash to go out and dime because they have to pay more for gas, have to pay more for.

187

00:34:14.160 --> 00:34:21.870

Guilford Host1: You know materials, products, services that they can't find so entertainment timing.

188

00:34:22.890 --> 00:34:27.690

Guilford Host1: seems to be at the bottom of the list, I hope, i'm wrong on that, but it's just the feeling that I get.

189

00:34:29.190 --> 00:34:34.170

Barbara Malmberg: And I think you're right I think people are being very aware of their discretionary spending.

190

00:34:34.590 --> 00:34:41.520

Barbara Malmberg: And I don't remember the exact statistics but lots of people who were in the position where they could.

191

00:34:41.850 --> 00:34:54.120

Barbara Malmberg: use their stimulus tech whatever amount they got to pay down credit cards other debt they weren't using that necessarily to go out and find services buy goods.

192

00:34:54.480 --> 00:35:06.240

Barbara Malmberg: It was really a matter of positioning themselves in case there's another bump in the road and that could definitely happen from something like gas prices because that that affects everything across the board.

193

00:35:08.310 --> 00:35:13.650

Guilford Host1: Although, in the first round of stimulus checks came out I heard a lottery ticket sales were very high.

194

00:35:16.500 --> 00:35:17.670

Beth Brause: that's a good investment.

195

00:35:18.630 --> 00:35:20.910

Barbara Malmberg: will be able to do that online so it'll be great.

196

00:35:22.680 --> 00:35:23.190

Guilford Host1: Michael.

197

00:35:23.640 --> 00:35:39.240

tobie/mike meisel: On the other hand, I heard a staggering figure on the news within the last couple of days that Google reported sales in the first quarter of over 100 billion dollars.

198

00:35:41.190 --> 00:35:52.410

tobie/mike meisel: Over 100 billion dollars and apples sales are something in the neighborhood of a billion dollars a day so there's there's a lot of there's a lot of.

199

00:35:53.190 --> 00:36:13.200

tobie/mike meisel: Money on it's kind of a mixed you know mixed situation there is a lot of money and i'm just wondering, Barbara what creative ideas have people come up with to get people to come into stores and restaurants in a place like gopher.

200

00:36:15.180 --> 00:36:22.710

Barbara Malmberg: i'm saying Jenny may be also able to help on this one, I think there's definitely been.

201

00:36:24.060 --> 00:36:35.400

Barbara Malmberg: sort of organized events so that you've got you know some sort of packaging going on we're looking at hotel dining experiential types of things.

202

00:36:37.650 --> 00:36:38.700

Barbara Malmberg: We know the shop.

203

00:36:38.700 --> 00:36:39.120

Ginny Kozlowski: at you.

204

00:36:39.330 --> 00:36:55.230

Barbara Malmberg: Are partnering with the restaurants, if you spend X amount of money, and you have a receipt you can get and they've been doing this, since the winter, you could get a hot chocolate, you could get a smoothie whatever it is to try and try and move people just.

205

00:36:55.590 --> 00:36:58.980

Barbara Malmberg: For walking traffic through the downtown I.

206

00:36:59.400 --> 00:37:09.060

Ginny Kozlowski: Can I get restaurant association has been very, very active in the last 15 months because of how hard hit that sector has been and.

207

00:37:09.570 --> 00:37:26.400

Ginny Kozlowski: They are partnering to state with a free drink with an entree, but I think local efforts among chambers and merchant districts have been really, really leading the local effort within communities and a number of towns have.

208

00:37:27.900 --> 00:37:35.880

Ginny Kozlowski: supported dining dining to go, we know that mulford has done something new haven has done something similar.

209

00:37:36.390 --> 00:37:42.870

Ginny Kozlowski: But now that we're open and i'm not a big proponent of giving something free.

210

00:37:43.260 --> 00:37:54.000

Ginny Kozlowski: Because that's only going to eat into their profit I think you'll see restaurant we've come back in a bigger scale, although they'll be more positioned to be outdoors and I think.

211

00:37:54.450 --> 00:38:12.120

Ginny Kozlowski: restaurants, are very, very, very fragile at this moment, so they would want to be very careful that if they're going to spend any marketing dollars that they know they're going to get a return on it, so I think in terms of the support local that's going to continue as.

212

00:38:13.560 --> 00:38:25.740

Ginny Kozlowski: we've continued to come out of the pandemic and as hard hit, has restaurants, have been local retail has probably been harder hit and I heard i'm a woman.

213

00:38:27.690 --> 00:38:36.870

Ginny Kozlowski: complaining that she needed a dress for a formal event that she was going to and when she went shopping there wasn't inventory there wasn't any inventory.

214

00:38:37.410 --> 00:38:44.550

Ginny Kozlowski: And she did comment that the only thing she could find what crop tops and that was not appropriate for the event, in which she was going.

215

00:38:44.970 --> 00:38:51.510

Ginny Kozlowski: So I think right now that there's not as much inventory, and that is due to some of the interruptions of.

216

00:38:52.110 --> 00:39:01.170

Ginny Kozlowski: goods and services and other countries that manufacturer clothing i've been hard hit with the pandemic so it's not always easy to get new inventory here.

217

00:39:01.590 --> 00:39:06.330

Ginny Kozlowski: And then, not knowing what the fashion world is going to look like and we're going to be.

218

00:39:06.900 --> 00:39:12.900

Ginny Kozlowski: You know, still at home or we're actually going to start to ellen's question about getting more back to normal.

219

00:39:13.170 --> 00:39:24.120

Ginny Kozlowski: and doing some of the things that we've done in the past, I think we have probably about an 18 month window as things start to smooth out and that also means that there's not a major setback.

220

00:39:30.930 --> 00:39:41.250

Beth Brause: as well, I can say that I went out Friday and Saturday night and Guilford and every restaurant, we went to was absolutely packed so I was thrilled to see that people are definitely out and about in this town.

221

00:39:42.150 --> 00:39:52.200

Beth Brause: But there was an interesting article in USA today about how we are not heading towards herd immunity, with the lack of the amount of people getting vaccinated.

222

00:39:52.530 --> 00:40:01.410

Beth Brause: And that, while this summer may look like we're getting back to some sort of normalcy if we don't reach a certain level of immunization.

223

00:40:01.950 --> 00:40:14.100

Beth Brause: We could be back where we were next winter with variants causing increased demand for new vaccines have we seen any employee mandates employer mandates or.

224

00:40:14.550 --> 00:40:21.000

Beth Brause: Even town state mandates on if you're going to work here, you need to get vaccinated I just feel like.

225

00:40:21.330 --> 00:40:35.490

Beth Brause: If we're going in the long term to restore any kind of economic development, we have to do whatever we can to try to mandate as many vaccines, as we can, for the sake of all of us so I'm wondering if you if people are starting to implement that.

226

00:40:36.690 --> 00:40:38.970

Ginny Kozlowski: Then Wesleyan and Southern have all.

227

00:40:38.970 --> 00:40:58.170

Ginny Kozlowski: implemented for next fall that all students must be vaccinated upon returning to campus I have not and I looked at Matt I'm not aware of any city or town that has mandated that for their staff and we haven't heard that any business as men get up our goal.

228

00:40:58.980 --> 00:41:09.300

Barbara Malmberg: Yes, Sarah I'm because they go into homes, where people are at high risk they are mandating it they haven't.

229

00:41:09.780 --> 00:41:17.580

Barbara Malmberg: gotten, to the point where, if people haven't done it that they haven't terminated anyone they're still in the process of trying to.

230

00:41:17.910 --> 00:41:35.100

Barbara Malmberg: You know, reassure people about the safety and efficacy of the vaccine, but at some point, they are, they are going to you know, make it a hard line, and they will be terminating people if they can't simply because of the the population, they serve.

231

00:41:36.210 --> 00:41:48.300

Ginny Kozlowski: Remember we're still under emergency youth authorization this hasn't been given the full FDA approval, and I think that is making some businesses President to make it mandatory.

232

00:41:51.240 --> 00:41:51.510

Matthew Hoey: Any.

233

00:41:51.840 --> 00:41:52.320

Ginny Kozlowski: question.

234

00:41:52.800 --> 00:42:01.950

Matthew Hoey: Sure, take your question, we have not i'm not aware of any municipalities that have been mandated the vaccine it traditionally would fly and against the.

235

00:42:02.610 --> 00:42:05.130

Matthew Hoey: Large Labor Labor contracts that we have.

236

00:42:06.300 --> 00:42:06.630

Ginny Kozlowski: Right.

237

00:42:10.470 --> 00:42:13.770

tracy Brent: Speak to a couple of issues here I mean I have employees who.

238

00:42:14.940 --> 00:42:17.310

tracy Brent: do not want to get vaccinated.

239

00:42:19.500 --> 00:42:25.560

tracy Brent: Whether its political or just being an Anti vax or which is concerned, as I have retail.

240

00:42:26.850 --> 00:42:35.040

tracy Brent: position and I, you know i'm concerned, mostly for that that person who's working with the public that they're not going to get sick.

241

00:42:36.570 --> 00:42:47.910

tracy Brent: But, obviously we need to have some kind of a federal mandate or state mandate in order to feel that we don't have the liability as an employer to.

242

00:42:49.080 --> 00:42:56.280

tracy Brent: To ask that person to get vaccinated you know you can tiptoe around it, but you have to be careful, obviously, of how you approach the person.

243

00:42:58.140 --> 00:43:05.760

tracy Brent: Also, speaking, going back to speaking about retail I you know, sadly, as a women's clothing retailer.

244

00:43:06.870 --> 00:43:09.720

tracy Brent: All of the topics that you brought up are very true.

245

00:43:10.860 --> 00:43:16.320

tracy Brent: And we have only come back to 50% of our business pre covet business.

246

00:43:17.520 --> 00:43:26.460

tracy Brent: So we've got a long way to go, we're definitely seeing positive steps moving forward, people are traveling they're going.

247

00:43:27.810 --> 00:43:37.560

tracy Brent: Not only within the US but they're going down to the islands, which is all good, because they will shop and buy, but the big question and, until that question is answered.

248

00:43:38.550 --> 00:43:47.670

tracy Brent: Will people be going back to work, and what percentage it actually is a disservice to my industry when you're not going back to work, he just don't need as much clothing.

249

00:43:49.110 --> 00:43:58.170

tracy Brent: And it's difficult for us to make fiscal decisions about what to buy where to invest our our.

250

00:44:00.600 --> 00:44:09.330

tracy Brent: Our money, so these people who are looking we're having these voids in the market like dresses we are selling dresses.

251

00:44:10.800 --> 00:44:14.790

tracy Brent: relatively quickly, right now, for those who are going out.

252

00:44:16.140 --> 00:44:20.490

tracy Brent: and anticipate the small weddings and these smaller events where they need them.

253

00:44:22.740 --> 00:44:34.500

tracy Brent: but very few that are needing them to go back to work so obviously you're not gonna invest your dollars in that area until you know what's going to happen so big decisions still need to be made about the future.

254

00:44:36.090 --> 00:44:38.550

tracy Brent: Before, many of us can make decisions.

255

00:44:40.260 --> 00:44:43.350

tracy Brent: in that direction, and obviously true for most industries.

256

00:44:45.120 --> 00:44:55.020

Barbara Malmberg: i'm looking because I have the information um but downtown new haven, that obviously has a lot more resources and organizations who work on this.

257

00:44:55.440 --> 00:45:18.390

Barbara Malmberg: Their pedestrian traffic is so reliant on businesses being downtown and the students and certainly this semester students have been urged to you know shop online order food in they've really i'm not been pushing them out into the community and, hopefully, I can see this i'm.

258

00:45:20.280 --> 00:45:39.300

Barbara Malmberg: I can't um but there's been a huge decline in the foot traffic in downtown, so I think anyone who's in a an area that a combination of retail and businesses who was you know counting on you know the foot traffic they've definitely suffered through this.

259

00:45:41.070 --> 00:45:49.440

tracy Brent: For sure, and I mean honestly all we've heard this i'm not going anywhere i've got nothing to do, but for the last year.

260

00:45:49.890 --> 00:46:08.220

tracy Brent: And now we are hearing a percentage, and this 50% is is coming back to you it's been pretty dire and but you know we've we've pivoted to a degree, so we're still here and we're Okay, but you know it's very hard to plan and.

261

00:46:09.420 --> 00:46:16.710

tracy Brent: You know the good news is all the clubs are opening soon and the local clubs are a main source of our business.

262

00:46:17.640 --> 00:46:37.830

tracy Brent: And we really depend on the activities within those venues to drive new clothing purchases, but we also really depend on people going out of their homes and back into the workforce in order to buy clothing you just don't need as many pairs of sweatpants.

263

00:46:39.870 --> 00:46:43.500

tracy Brent: pajamas to really keep a business like mine afloat.

264

00:46:44.430 --> 00:47:00.870

Barbara Malmberg: Well, one of the interesting things i've heard from economists, is that there is the belief that truly when people start to feel confident we're going to see something like the roaring 20s where people just burst out.

265

00:47:02.520 --> 00:47:22.260

Barbara Malmberg: At you know they after they did with the 1918 pandemic okay it didn't end well with you know the giant crash, but that period in between people were you know purchasing a lot of of clothing and going out all the time, so it will be interesting to see if that comes to fruition.

266

00:47:22.830 --> 00:47:24.900

Guilford Host1: So, Barbara, what do you feel like it when you're out.

267

00:47:26.430 --> 00:47:29.610

Guilford Host1: So, Barbara what you're saying is moonshine it's gonna make a comeback, but.

268

00:47:31.320 --> 00:47:31.770

Barbara Malmberg: you'd be.

269

00:47:32.970 --> 00:47:35.160

Barbara Malmberg: Open I am to going out when i'm loading.

270

00:47:39.060 --> 00:47:40.140

Guilford Host1: Well, Barbara xenia want to.

271

00:47:40.140 --> 00:47:40.530

Guilford Host1: Thank you.

272

00:47:40.980 --> 00:47:42.540

Ginny Kozlowski: I think Wendy has one question.

273

00:47:43.050 --> 00:47:43.560

Barbara Malmberg: So it is.

274

00:47:44.160 --> 00:47:45.600

Guilford Host1: diane okay.

275

00:47:45.750 --> 00:47:52.320

Wendy Dockray: i'll go really quickly, I know that instance where an employer is paying the employees to be vaccinated.

276

00:47:53.940 --> 00:47:55.980

Barbara Malmberg: They came up with a lot of resistance and hope.

277

00:47:55.980 --> 00:48:06.780

Wendy Dockray: That that would happen, the second thing as a shopper I called the store first I say i'm vaccinated and they say i'm vaccinated too, and I feel confident and I go there if they say nothing, maybe I won't go.

278

00:48:07.110 --> 00:48:08.490

Wendy Dockray: Right now, so.

279

00:48:08.700 --> 00:48:09.600

Beth Brause: that's where we're headed.

280

00:48:10.140 --> 00:48:12.060

Wendy Dockray: People are going to be making decisions that way.

281

00:48:13.620 --> 00:48:21.060

Wendy Dockray: i'm a little conservative on this stuff but um I think will be interesting to see what happens in terms of those of us who are vaccinated and the impact.

282

00:48:21.690 --> 00:48:33.630

tracy Brent: I think also that would that the enemy will be wearing masks inside for quite some time, whatever that will look like, but I don't know if you're not vaccinated if you're ever going to be able to take that mask off inside that might accept them.

283

00:48:37.170 --> 00:48:42.450

Diane Petra: So I just wanted to comment on my business world construction to real estate.

284

00:48:43.560 --> 00:48:53.850

Diane Petra: We are out and about i'm not in the office today because i've got Guilford in trolling meetings but i'm a vendor tomorrow at two roads for.

285

00:48:54.480 --> 00:49:08.040

Diane Petra: fairfield county women in construction networking group meeting on Thursday at blue jays in Middletown and everybody, I know that I work with and I network with his back of the office so.

286

00:49:09.090 --> 00:49:15.810

Diane Petra: You know, in our world it's very competitive and if you're not out there, where everybody else is.

287

00:49:16.380 --> 00:49:22.650

Diane Petra: you're going to lose your client you're gonna lose your customers, so the world is quickly going back to the office and very quickly.

288

00:49:23.340 --> 00:49:34.800

Diane Petra: Working together in person meetings I had three in person meetings last week we're careful we're all vaccinated but we're still careful, so I don't know, maybe Guilford isn't moving this fast, but.

289

00:49:35.880 --> 00:49:37.920

Diane Petra: You know meetings in Hartford Berlin.

290

00:49:39.150 --> 00:49:43.890

Diane Petra: Farmington so I don't know Tracy you might get really busy very quickly.

291

00:49:45.150 --> 00:49:53.310

Ginny Kozlowski: And I think to date Diane in your business we've seen that same activity but we're not seeing it across other sectors.

292

00:49:53.850 --> 00:50:05.130

Ginny Kozlowski: It really depends on which sector like insurance offices we're not seeing people come back to office tax accountants, they haven't seen the inside of their office and they get all them all the.

293

00:50:05.940 --> 00:50:13.560

Ginny Kozlowski: Documents all scanned and sent over and they're still working from home, so I do think it depends on what the business is.

294

00:50:14.340 --> 00:50:15.120

Ginny Kozlowski: able to come back.

295

00:50:15.960 --> 00:50:16.680

Absolutely.

296

00:50:21.330 --> 00:50:21.780

Guilford Host1: Okay.

297

00:50:22.320 --> 00:50:23.430

Ginny Kozlowski: Thank you so much.

298

00:50:23.790 --> 00:50:26.070

Guilford Host1: Thank you, Barbara and Jenny for.

299

00:50:27.180 --> 00:50:41.880

Guilford Host1: Coming out this morning and being with us, we we always appreciate your presentations your insight into the region and the work that you do it's it's very, very well for works very well for all of us.

300

00:50:42.390 --> 00:50:43.110

Ginny Kozlowski: Thank you.

301

00:50:43.650 --> 00:50:50.880

Barbara Malmberg: Thank you and we're happy to be here and if at some point between now and the next said you, you want to check in we'd be happy to join you.

302

00:50:51.480 --> 00:50:54.030

Ginny Kozlowski: I didn't put our emails into the chat box.

303

00:50:56.100 --> 00:51:01.260

Guilford Host1: I did have them and i'm going to send them to everybody via email as well.

304

00:51:02.190 --> 00:51:05.310

Ginny Kozlowski: Can we see your first selectman at least once a month, so.

305

00:51:06.480 --> 00:51:07.650

Ginny Kozlowski: He can carry the message.

306

00:51:09.930 --> 00:51:10.920

Ginny Kozlowski: Thank you.

307

00:51:11.190 --> 00:51:12.240

Barbara Malmberg: Thank you so much.

308

00:51:12.330 --> 00:51:13.050

Guilford Host1: Thank you.

309

00:51:17.490 --> 00:51:17.760

Very.

310

00:51:18.780 --> 00:51:21.780

Guilford Host1: Alright, so we will move into our.

311

00:51:26.190 --> 00:51:32.310

Guilford Host1: next agenda item which is the approval of the previous meetings minutes.

312

00:51:33.840 --> 00:51:38.730

Guilford Host1: isn't the essence of time i'm going to go through things quickly, I know that we only had one.

313

00:51:39.780 --> 00:51:44.940

Guilford Host1: Change so, are there any other changes corrections or omissions.

314

00:51:47.880 --> 00:51:49.770

Guilford Host1: Okay, I need a motion to approve.

315

00:51:51.570 --> 00:51:52.530

Guilford Host1: OK Wendy hi.

316

00:51:52.920 --> 00:51:57.720

Wendy Dockray: hi sorry I didn't look at it too early this morning in the section on signage.

317

00:51:58.890 --> 00:52:10.680

Wendy Dockray: The deal for preservation alliance is not the fiduciary for the adc it's the fiduciary for the joint committee and I think that needs to be clarified in the Minutes, if you could do that.

318

00:52:16.320 --> 00:52:17.250

Guilford Host1: journey with us.

319

00:52:18.480 --> 00:52:22.440

Wendy Dockray: I think Julius with us that's it if that's clarify that would be very helpful.

320

00:52:23.790 --> 00:52:27.090

Judy Castellano: Can you were broken up on my end can you just repeat what you said.

321

00:52:27.480 --> 00:52:47.250

Wendy Dockray: Sure um the Guilford preservation alliance is not the fiduciary for the EDC, it is the fiduciary for the joint committee so that section should read the bill for preservation alliance is the fiduciary for the joint committee on Guilford welcome signs.

322

00:52:48.690 --> 00:52:50.760

Judy Castellano: So, as you said, the Joint Committee.

323

00:52:51.240 --> 00:52:51.720

Wendy Dockray: mm hmm.

324

00:52:52.440 --> 00:52:53.790

Wendy Dockray: If you want I'll send you an email.

325

00:52:53.790 --> 00:52:56.520

Wendy Dockray: With the actual title of the committee, it gets awkward once.

326

00:52:57.300 --> 00:52:59.850

Judy Castellano: Right I didn't I haven't heard that yet so it was.

327

00:53:00.000 --> 00:53:03.870

Wendy Dockray: Telling i'll get that to you i'll send you an email to clarify the name of the committee.

328

00:53:06.030 --> 00:53:06.450

Thanks.

329

00:53:12.210 --> 00:53:14.880

Guilford Host1: Okay, so I need a motion to approve.

330

00:53:21.600 --> 00:53:23.490

Guilford Host1: Mike mozelle need a second.

331

00:53:30.810 --> 00:53:32.400

Judy Castellano: No second I didn't hear.

332

00:53:32.580 --> 00:53:34.080

Guilford Host1: Nobody has second did yeah.

333

00:53:35.790 --> 00:53:37.590

tracy Brent: I did I just started giving me.

334

00:53:38.520 --> 00:53:40.740

Guilford Host1: All those and any extensions.

335

00:53:43.980 --> 00:53:45.540

Guilford Host1: Okay, all those who favor.

336

00:53:48.480 --> 00:53:55.290

Guilford Host1: passes Thank you all right we'll move into coordinators report good morning sherry.

337

00:53:55.710 --> 00:54:01.800

Sheri Cote: Good morning, everyone and i'm just letting you know that I do have to jump off at nine o'clock for another meeting.

338

00:54:02.430 --> 00:54:03.150

Matthew Hoey: that's the lie.

339

00:54:04.020 --> 00:54:15.510

Sheri Cote: Yes, matt matt matt as well, so I did email you my report yesterday, so if you have any questions, let me know the one thing that I will mention because it's relevant to our conversation.

340

00:54:15.540 --> 00:54:16.980

Diane Petra: A few minutes ago with me.

341

00:54:18.180 --> 00:54:23.400

Sheri Cote: Is that I issued a survey out to our business community, a week ago yesterday.

342

00:54:24.360 --> 00:54:36.900

Sheri Cote: At least to the emails that I have access to and it's to address questions about recovery resiliency and opportunities from the pandemic so that information once we.

343

00:54:37.410 --> 00:54:53.880

Sheri Cote: You know, get enough participation should give us some insight into what our business community is thinking a little bit more, you know as we move forward so with relevant information I can share that with with ginny and Barbara to help them with their sense initiative.

344

00:54:57.150 --> 00:54:59.100

Sheri Cote: Any questions on on my report.

345

00:55:01.590 --> 00:55:02.790

Guilford Host1: Can you make the type bigger.

346

00:55:05.010 --> 00:55:07.620

Sheri Cote: I think it was a word document so you could probably do that.

347

00:55:08.700 --> 00:55:09.660

Guilford Host1: I don't know how to do that.

348

00:55:12.150 --> 00:55:14.550

Guilford Host1: Thank you, sherry really appreciate it sure.

349

00:55:15.600 --> 00:55:16.920

Guilford Host1: See you soon all right.

350

00:55:18.270 --> 00:55:22.200

Guilford Host1: All right, we'll move into the Chamber of Commerce report good morning Ellen.

351

00:55:22.560 --> 00:55:26.340

Shoreline Chamber of Commerce- Ellen Carucci: And running everyone i'll make this really quick, because I know we're a slam for time but.

352

00:55:27.420 --> 00:55:33.750

Shoreline Chamber of Commerce- Ellen Carucci: it's a good timing, that the chamber's Tourism Committee ad campaign is just about to launch within the next couple of weeks.

353

00:55:34.320 --> 00:55:41.910

Shoreline Chamber of Commerce- Ellen Carucci: Of the campaign is titled come to the Connecticut shoreline with the tagline your New England experiences waiting so we'll be targeting.

354

00:55:42.600 --> 00:55:49.800

Shoreline Chamber of Commerce- Ellen Carucci: You know, as Barber reference local and Connecticut state residents, as well as those from surrounding states westchester county New York.

355

00:55:50.490 --> 00:55:56.970

Shoreline Chamber of Commerce- Ellen Carucci: to visit the shoreline area using social media and the visit Connecticut shoreline Connecticut web page, which will drive to the.

356

00:55:57.630 --> 00:56:07.620

Shoreline Chamber of Commerce- Ellen Carucci: chamber's page so there's going to be some very affordable add opportunities shoreline Member businesses can get exposure to the web page and social media for as little as \$25.

357

00:56:07.950 --> 00:56:14.610

Shoreline Chamber of Commerce- Ellen Carucci: We \$50 for non members and there's some more robust campaign sponsorships for 500 where they get a lot of bells and whistles but.

358

00:56:14.940 --> 00:56:31.740

Shoreline Chamber of Commerce- Ellen Carucci: we're also doing sample itineraries like there might be a gourmet thing that highlights exceptional restaurants and farms and we bought wine and beer fiction auto that targets, you know breweries and wineries so we're hoping that a lot of those out of state plates will be in presence.

359

00:56:33.150 --> 00:56:44.580

Shoreline Chamber of Commerce- Ellen Carucci: i'm going to just one the Chamber wellness challenge we got a number of people to sign up it's a lot of fun I know it's a 90 day challenge but on day three the Chamber was in third place among nine Chamber so that's good.

360

00:56:45.150 --> 00:56:53.100

Shoreline Chamber of Commerce- Ellen Carucci: And we're actually in the whole wellness thing because some people were still a little leery about getting together in an enclosed room.

361

00:56:53.580 --> 00:57:07.470

Shoreline Chamber of Commerce- Ellen Carucci: we're actually going to have a networking event on may 26 at noon and it's not on our calendar, yet, but it will be at the chamber's offices, thank you mark for that idea at the gatehouse West on 26 to 2614 Boston post road.

362

00:57:08.700 --> 00:57:14.400

Shoreline Chamber of Commerce- Ellen Carucci: ribbon cutting for DNS hot dogs on may 14 at 11:30am of the guilford green and.

363

00:57:15.240 --> 00:57:32.730

Shoreline Chamber of Commerce- Ellen Carucci: Jim Rochford who chairs our legislative committee is talking to matt to get a state of the town on our calendar sometime in June we've got Jamie cars drove from brand for it first selectman branford scheduled for May 19 and we'll do North branford after that and that's it Thank you.

364

00:57:33.090 --> 00:57:34.830

Guilford Host1: Great Thank you all appreciate the.

365

00:57:36.210 --> 00:57:44.040

Guilford Host1: channel moving into the chairman's report, the only thing that I really have the big news is that the guilford fair will be on this year.

366

00:57:44.730 --> 00:57:59.340

Guilford Host1: Not quite sure how they're going to do, social distancing and things like that, but they have announced that the fair will go on, however, the citizens day parade which usually proceeds the fair will not go on.

367

00:58:00.420 --> 00:58:12.810

Guilford Host1: So we, we will have at least the fair, I also believe that the fireworks are scheduled to go on in this year as well, so those are two big events that we're we're glad to see returning this year.

368

00:58:15.390 --> 00:58:27.900

Guilford Host1: Moving on to I want to be aware of people's times, so I want to go through our next two items fairly quickly, I know, everybody has a bunch of things to do so we'll go to subcommittees and we'll go to signage Mike.

369

00:58:28.500 --> 00:58:36.660

tobie/mike meisel: Great try to make this process a lot happening, since the last report in terms of money received.

370

00:58:38.280 --> 00:58:47.940

tobie/mike meisel: When I last reported, we were at about \$19,500 and in donations receive by the end of this last month.

371

00:58:49.050 --> 00:58:59.730

tobie/mike meisel: or most recent report were up \$3,000 in the month, which was thanks to the efforts of people like Dave Egan and Damien.

372

00:59:00.420 --> 00:59:13.290

tobie/mike meisel: who've done a great job in bringing in money from some of their contacts and, especially, thanks to Wendy who put in a huge effort for the grant applications and.

373

00:59:13.770 --> 00:59:25.230

tobie/mike meisel: The one that we received from the Guilford Foundation well why let Wendy report very briefly on that and then we'll move to the remaining items.

374

00:59:27.510 --> 00:59:28.740

tobie/mike meisel: On view windy.

375

00:59:28.860 --> 00:59:37.290

Wendy Dockray: i'm hitting it okay um actually we only receive 1500 dollars, which was a bit of a disappointment to me, since we'd asked for 60 \$500.

376

00:59:37.740 --> 00:59:47.220

Wendy Dockray: But the last time on the bill for preservation alliance had requested money for this project I got nothing so you know we're just glad to see the 1500 dollars and.

377

00:59:48.420 --> 00:59:50.160

Wendy Dockray: keep going we'll keep going.

378

00:59:51.090 --> 01:00:07.290

tobie/mike meisel: Great Wendy thanks on national TV yeah very good news and great news department, the do T gave us its final approval of the design and installation of our stick signs.

379

01:00:07.980 --> 01:00:17.910

tobie/mike meisel: that's the combination of probably a four or five year effort we started with Brian mcglone and it's thanks to some good detective work by.

380

01:00:18.420 --> 01:00:31.950

tobie/mike meisel: sherry and Brian to locate the initial application and some of the attachments which included aerial view or aerial maps to pinpoint the locations so.

381

01:00:32.760 --> 01:00:50.670

tobie/mike meisel: that's good news, or very good news and the great news is that the D O T has approved on allowing us to trade our design for a 10 by 10 or escaping below each sign.

382

01:00:51.660 --> 01:01:04.380

tobie/mike meisel: For the do T requirement that we maintain a large part of the ramp this was a huge issue for us and that concession on the part of the D O T.

383

01:01:05.100 --> 01:01:18.120

tobie/mike meisel: Is a grand slam home home run it's going to cost us a little bit more for the heart scaping below the signs but it's going to relieve us of a tremendous ongoing obligation.

384

01:01:18.570 --> 01:01:26.460

tobie/mike meisel: So that's goes into the excellent news department next we have placed an order with all the graphics.

385

01:01:26.970 --> 01:01:50.100

tobie/mike meisel: For the manufacturer and installation of the first two signs we don't have a firm delivery date yet, but sherry, and I met yesterday and we're starting to plan for ribbon cutting cutting event and, finally, my usual plate, that we need everybody's efforts, including.

386

01:01:52.110 --> 01:01:53.790

tobie/mike meisel: All of our Commissioners and.

387

01:01:54.960 --> 01:02:15.060

tobie/mike meisel: People who are willing to step forward and reach out for some donations, whether it's for a business that you're associated with or and say a lawyer, if you do business with or an accounting firm or an insurance agency or a financial planner these have been our most productive.

388

01:02:16.740 --> 01:02:29.910

tobie/mike meisel: sources of donations, aside from the institutional ones that we've mentioned last time I send everybody a form of solicitation letter on if you can't find it or you want me to resend it.

389

01:02:31.050 --> 01:02:43.770

tobie/mike meisel: i'll be happy to do so on the bits and pieces are starting to add up we're going to get to our goal, but we're not going to get to Oracle without a lot of people reaching out and asking for donations.

390

01:02:44.280 --> 01:02:51.420

tobie/mike meisel: Most people are really happy to donate and they're going to be thrilled when they see the beautiful signs, as we begin to install them.

391

01:02:52.620 --> 01:02:53.340

Guilford Host1: Like where those.

392

01:02:53.700 --> 01:02:55.050

Guilford Host1: ones being installed.

393

01:02:55.560 --> 01:03:01.860

tobie/mike meisel: The first two signs are going to be at 57 and 58 North okay good.

394

01:03:02.820 --> 01:03:05.490

Guilford Host1: All right, thank you very much that's good news on all fronts.

395

01:03:07.140 --> 01:03:11.430

Guilford Host1: we're going to move into right into unless does anybody have any questions sorry.

396

01:03:13.200 --> 01:03:30.300

Guilford Host1: No okay good all right we'll move right into new business, as you all know, Ted is no longer on the Commission and that

was due to term limitations, he reached his twofold terms, so we need to elect the vice chair.

397

01:03:31.530 --> 01:03:39.090

Guilford Host1: Wendy has volunteered for that. Is there anyone else who would like to be considered for vice chair.

398

01:03:41.040 --> 01:03:46.020

Guilford Host1: Unfortunately, I have no way of doing this anonymously at this time.

399

01:03:47.070 --> 01:03:50.040

Guilford Host1: So I need.

400

01:03:53.160 --> 01:03:58.560

Guilford Host1: I don't even know if I make a motion for this, I think it's a motion I think it's just a straight.

401

01:03:59.550 --> 01:04:02.790

tobie/mike meisel: i'd be happy to move when these nomination.

402

01:04:04.020 --> 01:04:21.150

tobie/mike meisel: Even without opposition on she has done such an outstanding job in the two projects where i've worked with her, I can't think of a better person to serve as vice chairman or chairperson, not a chair a chair person.

403

01:04:24.120 --> 01:04:24.930

Wendy Dockray: Thank you Mike.

404

01:04:27.450 --> 01:04:36.150

Guilford Host1: Okay, so let's just show hands for event windy as vice, Chair of the Guilford Economic Development, Commission.

405

01:04:39.570 --> 01:04:40.050

Guilford Host1: Anybody.

406

01:04:40.350 --> 01:04:40.920

Yes.

407

01:04:44.760 --> 01:04:46.380

Guilford Host1: David was that for or against.

408

01:04:51.330 --> 01:04:52.830

Guilford Host1: he's for yes.

409

01:04:53.190 --> 01:04:53.550

Guilford Host1: you're on.

410

01:04:55.710 --> 01:04:57.090

Guilford Host1: Okay, yes he's for okay good I.

411

01:04:58.770 --> 01:05:05.160

Guilford Host1: just wanted to be sure they're okay so Wendy do you accept this extraordinary honor.

412

01:05:05.280 --> 01:05:06.510

Wendy Dockray: I certainly do.

413

01:05:06.810 --> 01:05:10.530

Guilford Host1: and congratulations I will let Tracy know.

414

01:05:11.760 --> 01:05:16.530

Guilford Host1: Absolutely nothing in in your responsibilities change.

415

01:05:21.030 --> 01:05:28.770

Guilford Host1: Thank you for volunteering though it's always good to have support all right well move any other new business.

416

01:05:30.840 --> 01:05:32.550

Guilford Host1: Any old business.

417

01:05:34.380 --> 01:05:38.670

Guilford Host1: Okay, we have we're going to move them to build one bill.

418

01:05:40.020 --> 01:05:41.520

find it here it is.

419

01:05:42.990 --> 01:05:57.180

Guilford Host1: It is for recording services for the month of April five hours at \$17 and 75 cents per hour for a total of \$8 and 75 cents, I mean a motion to approve.

420

01:05:59.640 --> 01:05:59.940

David Egan: Pro.

421

01:06:01.230 --> 01:06:01.740

David Egan: Second.

422

01:06:02.610 --> 01:06:08.370

Guilford Host1: It was approved by Wendy second invite David Egan thank you both very much all those in favor.

423

01:06:10.590 --> 01:06:14.310

Guilford Host1: Great judy's buying pizza for us is next month all right.

424

01:06:15.840 --> 01:06:17.220

Judy Castellano: just send me your flavors.

425

01:06:21.000 --> 01:06:24.900

Guilford Host1: All right, any other business, if not i'll proceed to close.

426

01:06:26.430 --> 01:06:28.620

Guilford Host1: All right, need a motion to adjourn.

427

01:06:30.390 --> 01:06:31.050

David Egan: So bow.

428

01:06:31.590 --> 01:06:32.880

Guilford Host1: Thank you, David need a second.

429

01:06:34.800 --> 01:06:36.900

Guilford Host1: we'll take care, and on the second she raised her hand.

430

01:06:38.430 --> 01:06:40.470

Guilford Host1: All right, all those in favor.

431

01:06:42.090 --> 01:06:48.180

Guilford Host1: Thank you all very much have a wonderful week ahead, I hope, you're all stay healthy and.

432

01:06:49.290 --> 01:06:50.790

sunshine and if you need me.

433

01:06:55.980 --> 01:06:56.880
tracy Brent: Thank you bye everyone.

434
01:07:00.240 --> 01:07:00.840
iPhone: Have a good day.