

MINUTES
ECONOMIC DEVELOPMENT COMMISSION
January 11, 2022

PRESENT: Chairman J. Allen, Commissioners R. Werner, R. Juel, P. Sengle, R. Acampora, J. May, J. Hussaini

Also present: N. Dakis, R. Murdock, D. Lofgren, T. Hollinger and P. Orsini

Guest: State Representative C. Goupil

The meeting was called to order 6:30 p.m.

Minutes of December 14, 2022:

- A motion was made by R. Werner, seconded by R. Juel to approve the minutes of December 14, 2022 as submitted. The motion carried unanimously.

Correspondence: None

Old Business:

CMC Report:

- See R. Werner's report attached
- Difficult getting people back into the workforce
- COVID is affecting productivity
 - Companies are having a difficult time getting COVID tests
- Three engineering courses will be added to the school's curriculum
 - The Haas CNC machine will be delivered this month
- R. Werner will be attending the North Branford Economic Development Commission meeting on January 25th
 - This is a good partnership for small towns to share information

STEAP Façade Improvement Grant Status:

- Working with the state regarding the requirements for businesses to get approval for the STEAP Grant funds
 - Lessen the number of bids required from three to two
 - Allow businesses to utilize contractors used by the town
- Malone's Chiropractor submitted an STEAP application and has one formalized bid to date

ARPA Economic Development:

- A motion was made by R. Juel, seconded by P. Sengle to approve submission of the letter to the Town Council dated January 12, 2022 as written. The motion carried unanimously. (See attached letter)
- This subcommittee, consisting of J. Allen, H. Teskey, R. Acampora, N. Dakis, R. Murdock and P. Orsini, will meet every two weeks to discuss "shelf ready projects"
 - Plans showcasing what Clinton has to offer need to be developed with specific objectives and estimated prices
 - The committee will speak with both the Middlesex Chamber of Commerce and the Madison Chamber of Commerce so there is no duplication of efforts

New Business:

Clinton Videography Project:

- T. Foster continues to interview people in all walks of life
 - Interview some of the manufacturers in town to help promote manufacturing
- 600 families have moved into town since COVID C
 - Consider interviewing some of them to find out why they chose Clinton as their home
- T. Foster has content, but need an avenue for distribution (marketing and/or PR firm)

2022-2023 Economic Development Commission Budget:

- The part time position has not been filled to date
- Included in the budget is \$10,400 for the part time EDC liaison employee
\$ 2,000 for office costs, advertising, miscellaneous

Clinton Business Development Forum Planning: State Representative Christine Goupil presented

- Invite representatives from all aspects of businesses, retail and manufacturing to a seminar/workshop to educate and explain the services available to them
 - It provides businesses an opportunity to be educated and ask questions
- They have contacted SBA, Middlesex Chamber of Commerce, Score, Clinton Chamber of Commerce and Women Business Development Council to date
- C. Goupil will report on and explain the legislative bills
- The date of this event, sponsored by the EDC and C. Goupil, is Wednesday, February 2, 2022 beginning at 8 a.m. at the Town Hall
 - Letters/invitations will be mailed out to existing and new/future businesses in Clinton, Killingworth and Westbrook

The meeting was adjourned at 7:16 p.m.

Respectfully submitted,

Wendy McDermott
Clerk

CMC: Advanced Manufacturing Partnership Meeting - December 14, 2021

Brief company updates, key points: Most experiencing 20% growth in 2021 and projected into 2022.

Challenges:

- Finding skilled, professional and unskilled employees is the number one hurdle for all companies (work force development)
- Real Estate available for expansion is needed as companies are growing (See Ted Fisher AdvancedCT below).
- Warehouse and industrial spaces are difficult to find. (See Ted Fisher AdvancedCT below).
- Companies are tasked with reducing their carbon footprint.
- Trade schools are needed.
- The supply chain is a major issue for a number of companies.
- Work with the school administrators to hold a career fair at their schools.
- Discussed some programs and grants the state offers. Working with Eileen Candles (Participated in CMC meeting), Advanced Technology Outreach Coordinator, Connecticut Center for Advanced Technology, Inc.
- The school system has included a set of academic skills comprised of verbal, math, tech tools, communication, collaboration skills and STEM education:
 - Discussed the Morgan School's partnership with Goodwin University.
 - Some high school students are competing in the Electrathon America. They are designing, fabricating, constructing an electric car which they will race at Lime Rock Park Race Track in May.
- Need to bring manufacturing awareness to the town/ students – this is key to promoting manufacturing.
- Communication is KEY to making townspeople and Connecticut aware of what Clinton is doing

Post meeting actions/results:

- Colin Cooper, States Chief Manufacturing Officer (Participated in CMC meeting) arranged for Kenyon to visit Whitcraft, Eastford CT end of the month (Colin started the business & Former CEO). The purpose, show Kenyon how Lean/Continuous Improvement saved them from having to add on to their building. Kenyon is land bound, growing at 20%/yr. and being pressured to move to Florida. Lean manufacturing would help address these challenges.
- Ted Fisher, Director of Business Development, AdvanceCT meeting with Kenyon the week of 1/10. Ted has helped many manufacturers find sites to support their businesses.
- Goodwin College worked with Larry Chapman and Marco before break to craft course descriptions, outline and the materials presented to the Board the end of December (They articulate with Goodwin) Goodwin plans to do additional professional development when the Haas CNC machine arrives to help Larry feel comfortable and be able to teach CNC programming, machining and measurement.



Clinton Town Council

January 12, 2022

RE: ARPA Allocation Public Hearing

The Clinton EDC unanimously endorses the Town Council's recommended ARPA fund distribution plan.

While the comprehensive plan addresses many areas in need of rapid relief, our focus is on the specific allocations that are critical to our town's economic health. The proposed funding for Small Business Economic Assistance includes additional funding for façade improvements as well as small business rent rebates, vacant storefront activation, economic recovery and business support grants. All are critical to first stabilize and then grow, increasing our commercial base and lessening the tax burden on residents.

Providing funds that mitigate the severe--and continuing--damage done is our first priority. We are well aware of the devastation done to our local businesses: closures, reduced hours, fewer customers and the chronic shortage of staff and supplies. Their revenue has been slammed yet they still have the same monthly overhead costs, putting many on the brink of shutting down. Every business that closes leads to an increase in our property taxes. They must get healthy again...and grow.

In addition, we must begin the long-neglected task of marketing Clinton to visitors, businesses and investment. We must communicate Clinton's many assets: our location, our hospitality businesses, our rich cultural and entertainment offerings. This plan provides basic resources to start competing with other towns to attract families, visitors, shoppers, development and overall investment.

Prior to Covid we were beginning to see the results of smart planning, proactive thinking and a lot of hard work to improve economic development: growing local manufacturing and commercial businesses, the Shops at Indian River development, the transformation of West Main Street and the initial work on renovating downtown. This momentum must continue if we are to rise out of the hole Covid has dug for us. Too often, we seem, to take one step forward only to then take two or even three steps back. We cannot let this happen now. Approving the recommended ARPA allocation is crucial to ensure that we don't

Respectfully submitted,

John V Allen

Chair, Clinton Economic Development Commission