

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
26
27
28
29
30
31
32
33
34
35
36
37
38
39
40
41
42
43
44
45
46

**Economic Development Commission
Special Meeting Minutes
December 9, 2013**

Members Present: Joseph Mirra, Chairman
Richard Nunn, Vice-Chair
Tom Collette
Gary Fappiano
Rosemarie Preneta
Jim Wolfe

Members Absent: Mark Gingras

Others Present: Doreen DeSarro, Bus. Recruiter
Don Roe, Ec. Dev. Coordinator
Lynn Wolff, Secretary
Bob Winston, Winston Hospitality
Jay Davies, Winston Hospitality
John LeTourneau, Town Councilor
Mike Brodinsky

Chairman Joe Mirra called the special meeting of the Economic Development Commission to order at 6:30 p.m.

2. Discussion and Possible Action on Special Meeting Minutes dated November 18, 2013 – Tom Collette made a motion to approve the November 18, 2013 special meeting minutes as drafted; Jim Wolfe seconded the motion. The minutes were approved by unanimous vote.

1. Presentation by Bob Winston, Winston Hospitality – At the Chair’s request, Mr. Bob Winston introduced himself as Chief Executive Officer of Winston Hospitality and Mr. Jay Davies as Head of Acquisitions.

Dick Nunn arrived at 6:32 p.m.

Mr. Winston and Mr. Davies gave a brief PowerPoint presentation regarding the company and the hotel project (including background, current status and their needs). The property was first purchased in 2006, construction began in 2008, foreclosure proceedings started in 2009, and the property was abandoned in 2010. It has taken Winston Hospitality several years to finally acquire title to the property in May 2013. However, since 2010 the property has continued to deteriorate; elevators were sold, steel was sold, and it continues to be vandalized. This hotel, if completed, will be the only hotel in the area offering full service (3 meals/day) and will have 4,000 sf of meeting space within 93,000+ sf of gross building space. Their estimated construction budget is \$15,300,000 involving an estimated 300 jobs, using local hires. Once

47 completed, the hotel should create 48 permanent jobs. Winston Hospitality is proposing the Town agree to a
48 Tax Fixing Agreement that would keep the taxes as they are today (\$45,000 in real taxes property taxes plus
49 personal property taxes) for 7 years. In turn, Winston Hospitality proposes finishing the hotel and then
50 purchasing the adjoining property fronting on Route 68 and then work with DOT to build a road that would
51 connect to the rear parcels, allowing for their development as well. Gary Fappiano asked Mr. Winston to
52 send the EDC a copy of this presentation; Mr. Winston said he would e-mail it on Tuesday. The EDC thanked
53 Mr. Winston and Mr. Davies for their presentation.

54

55 3. **Staff Reports** - Doreen DeSarro read to the EDC a letter from APS Technology, dated December 4, 2013,
56 acknowledging the efforts of both Doreen DeSarro and the EDC in their expansion efforts (*copy attached*).

57 Doreen reviewed the November "Marketing Report" (*copy attached*). Highlights include:

- 58 • The Downtown Stroll was well attended, despite the weather;
- 59 • An article was placed in the CCAED December Newsletter;
- 60 • The staff is beginning an e-mail outreach to the site location consultants;
- 61 • Attended the Greater New Haven Chamber of Commerce Business Expo with Don Roe;
- 62 • Cushman & Wakefield is trying to market 29 Research Parkway and staff is working to
63 organize a broker breakfast at the site early next year;
- 64 • Attended two company visits in November; both successful. Jim Wolfe said, in fact, at the
65 visit with ATS it was discovered that ATS was working on a project that another Wallingford
66 company had some expertise with. These two companies now have plans to meet and
67 hopefully collaborate.

68 Don Roe briefed the EDC on the staffing situation, which is still unresolved. Don said that Doreen has
69 agreed to continue working until a replacement is found.

70

71 4. **Committee Reports**

- 72 • **Marketing** – Tom Collette said the Committee will meet on December 16 at 10:45 a.m. Tom also said he
73 and Don Roe looked at a possible site for the highway sign along the Merritt; a letter has been sent to the
74 property owner.
- 75 • **P&Z Liaison** – Jim Wolfe said the discussion with the Planning & Zoning Commission (PZC) and the
76 concrete products company has been continued. Also, the Water Division is looking to put in an
77 interconnecting valve between North Haven and Wallingford. The Committee feels that, from an
78 economic development point of view, the EDC should support this proposal which will probably be
79 discussed at the next PZC meeting. Does the EDC agree? After some discussion, **Gary Fappiano**
80 **made a motion that the P&Z Liaison Committee support the Water Division's request for an**
81 **interconnect valve when it goes before the Planning & Zoning Commission meeting; Rosemarie**
82 **Preneta seconded the motion. By unanimous vote, the motion passed.**
- 83 • **Retention/Incentives** – Gary Fappiano said the Committee will go before the Town Council on Tuesday
84 night regarding the incentive programs.

85 Dick Nunn said there is a meeting coming up to discuss changing the source of power from CMEEC
86 to a Massachusetts company.

87 Gary said they are still finalizing the details for the Key Account Program.
88

89 **5. Regional Matters (CCAED, GNHCofC, NHMA, QCofC, REX, WA** – Joe Mirra asked Doreen DeSarro to get
90 him information on the companies attending the Mayor’s State of the Town in January as soon as possible;
91 *Doreen agreed.*
92

93 **6. Community Involvement** – No comments.
94

95 Regarding the subject of the pump station discussed earlier, John LeTourneau said he is against the
96 pump station proposed by the Water Division because of its location in proximity to residential properties. He
97 feels it will be noisy, among other things. Doreen DeSarro suggested that Jim Wolfe just say that we are in
98 favor of the concept. The EDC agreed and Jim said that’s how he will say it at the PZC meeting.

99 The EDC discussed the Winston Hospitality presentation. Jim Wolfe asked what our process should be?
100 Don Roe said the EDC would make a recommendation to the Mayor to support, not support or to ask that
101 further negotiations be done. Gary Fappiano asked what the road will cost? Don Roe said he thought \$1.5-2
102 million. The EDC wants to look more closely at the Power Point presentation once it is e-mailed to us. It was
103 agreed that the Retention/Incentive Committee should review the proposal and come back to the EDC with its
104 recommendation. Jim Wolfe asked Don Roe to get a cost/foot for a road; *Don said he will try to get a better*
105 *ballpark figure*
106

107 **There being no further business, Tom Collette made a motion to adjourn the meeting at 8:10 p.m.; Jim**
108 **Wolfe seconded the motion. By unanimous vote, the motion carried.**

109
110 Sincerely,
111

112
113
114 Lynn M. Wolff, Secretary
115

116 Attachments
117
118
119