



THESE MINUTES ARE SUBJECT TO APPROVAL BY THE ECONOMIC DEVELOPMENT COMMISSION

MINUTES

The Newtown Development Commission held at regular meeting on July 19, 2016 in Meeting Room 3 at 7:00pm at the Newtown Municipal Center, 3 Primrose Street, Newtown, CT 06470

Members Present: Bob Rau, Wes Thompson, Mike Boyle, Amy Dent, Bill May, Matt Mihalcik, Al Roznicki

Members Absent: Paul Fadus, Dana Trado

Others Present: Director of Public Works, Fred Hurley and one member of the press.

Mr. Rau called the meeting to order at 7:04pm. There was no public participation.

Fred Hurley was present to talk about the Hawleyville Sewer project saying that there is adequate capacity (150,000 gallons) for everything currently in that area and for anything that may be projected in the future including development of the 100 acre parcel (10 Hawleyville Rd.) and the 30 acre parcel (90 Mt. Pleasant Rd.) The town can purchase additional capacity, if justified. The town is a 1% user of the plant and 1% responsible for any plant upgrades. Once the capital buys in are complete, the actual system users are the ones who pick up the cost. Property adjacent to the pump station has already been blasted in case there is a future need to put a tank in the ground. Mr. Hurley reviewed the Borough sewers; they do not go very far down South Main Street. There have been very preliminary discussions on what to do with Batchelder and what to do with the south end of town in terms of sewers. Mr. Hurley warned the town has to be careful with industrial customers; there has to be pre-treatment and proper handling before going into the sewer line. There is capacity within Fairfield Hills for development.

Ms. Dent moved to accept the minutes as presented for the June 21, 2016 regular meeting. Mr. May seconded. The motion to accept the minutes unanimously passed.

Reports:

Mr. Thompson told the commission about a tenant that wanted to get into the Lexington Gardens development. The timing was right, in that Mr. Thompson and Mr. Rau were both involved. It was a collaborative effort which included the members of the EDC, the Land Use dept., the building dept., the developer and the Borough attorney. The situation ended with a positive result for the tenant. Mr. Thompson stressed that Mr. Benson, Land Use Director, is willing to speak to developers and help in any way he can. Walking the property, meeting the developers, builders, and business owners is helpful in relationship building. Ms. Paynter has a list of lessee's from developers.

Rec'd. for Record 7-21-2016
Town Clerk of Newtown 2:30pm
Debbie Aurelia Halstead

2016 EDC Subcommittee review:

Business Support & Development – (Business outreach) Ms. Dent discussed the districts of various businesses in town. There are many businesses in homes and garages, not in commercial districts. In October Ms. Paynter is holding a meeting with the Borough and would like to have as many borough businesses contacted before then.

Chamber – Mr. Mihalcik said the Chamber of Commerce has been very busy; they are working on a new website for the fall and doing outreach in the meantime. The new website will be consumer to business as well as business to business.

SHOP – Mr. Boyle reported the removal of 7 Glen Road is going through the various boards for approval. Upon approval it may be removed by the end of August.

Cultural Arts – Mr. Rau said the Cultural Arts Festival is coming up soon. There have been several state level conferences on the value of arts and economic development. Mr. Fadus will report on these at a future meeting.

New Business Development:

Mr. Rau spoke about contributing ideas for the budget. Mr. Roznicki shared the 2016/2017 EDC budget analysis (att.). He doesn't think the strategic plan was considered. Mr. Roznicki asked the commission to review and make possible revisions with the strategic plan in mind. Mr. Rau said the budget is a collaborative effort between the commission and the Land Use department. Mr. Thompson suggested looking long term, possibly presenting projects for the CIP, such as rehabbing a duplex to rent out for use. The commission will contact Bob Tait, Finance Director, to find out budget timing and what needs to be done relative to the budget. Budget review will continue at the next meeting.

Lexington Gardens – The traffic light continues to be a stumbling block.

Tractor Supply – The design district was created for this type of business and Tractor Supply complies with the design district regulations. Having this business in town makes financial sense. Inland Wetlands approved the project; it is currently being discussed by Planning and Zoning. The next P&Z meeting is July 21.

Real Estate agents – Ms. Dent distributed information on commercial realtors (att.)

Mr. Thompson shared news articles relative to tax incentives.

Adjournment: With no additional business, Amy Dent made a motion to adjourn at 9:07pm, Mr. Mihalcik seconded. All were in favor.

Attachments: 2016-2017 EDC Budget analysis; Information on Commercial Realtors

Respectfully submitted: *Susan Marcinek, clerk pro-tem*

2016/2017 EDC BUDGET ANALYSIS

Advertisements/Marketing

NEREJ Ad (3) 1/2PG with editorial @ \$425/ec
 Chamber of Commerce of Newtown -
 CERC Showcase @ \$250 each/credit (Tech Park)
 CERC Site Finder Annual Membership with Local Edition
 Loop Net (\$140/month)
 Newtown Phone Book Ad
 Constant Contact annual fee
 Restaurant Week prep (logo & website space)
 Direction signage @ exits
 Events/tickets
 Food sponsor events

Advertisements/Marketing Sub Total

Annual Business/Service Event

Entrepreneur Works:top series/Business Seminars
 April Manufacturers Breakfast
 Focus: Group for Developer's/entertaining potential clients
 Buy Local Campaign

Annual Business/Service Event Sub Total

Services

Website wordpress transfer & updating
 Annual Web Hosting for Newtown.org
 Annual web site maintenance for Newtown.org (4/quarterly@\$225)
 Enews development, distribution & reporting (6 @ \$200)
 Misc. Design & Marketing Serv. (social media, printed materials, etc)
 Printing of Materials

Service Sub Total

Misc. Expenses

Tech Park Engineering
 Commission Training/Meetings etc.
 EDC Membership in CEDAS, SHCP, Chamber, NBN, WWF, SF:4C
Misc Sub Total

TOTALS

Future expenditures
 Financial support for new ideas
 EDC logo redesign

	FISCAL YEAR 15/16			YR 16/17	VARIANCE
	PLANNED	ACTUALS	VARIANCE	BUDGET	15/16 ACTUAL vs 16/17 BUD.
	\$1,275	\$850	\$425	\$1,275	(\$425)
	\$400	\$0	\$400	\$400	(\$400)
	\$900	\$550	\$350	\$550	
	\$1,700	\$1,700		\$1,700	
	\$400	\$400		\$400	
	\$380	\$380		\$380	
	\$1,500	\$1,500		\$1,200	\$300
	\$0	\$0		\$4,000	(\$4,000)
	\$600	\$870	(\$270)	\$1,000	(\$130)
	\$300	\$250	\$50	\$250	
	\$7,455	\$6,500	\$955	\$11,155	(\$4,655)
	\$200	\$0	\$200	\$0	
	\$500	\$200	\$300	\$500	(\$300)
	\$2,000	\$570	\$1,430	\$600	(\$30)
	\$500	\$455	\$45	\$300	\$155
	\$3,200	\$1,225	\$1,975	\$1,400	(\$175)
	\$1,300	\$1,265	\$35	\$0	\$1,265
	\$200	\$108	\$92	\$108	
	\$900	\$1,000	(\$100)	0	\$1,000
	\$1,200	\$1,200	\$0	\$1,200	
	\$1,000	\$150	\$850	\$150	
	\$200	\$0	\$200	\$0	
	\$4,800	\$3,723	\$1,077	\$1,458	\$2,265
	\$0	\$2,550	(\$2,550)	\$0	\$2,550
	\$345	\$0	\$345	\$0	
	\$200	\$0		\$0	
	\$545	\$2,550	(\$2,005)	\$0	\$2,550
	\$16,000	\$13,998	\$2,002	\$14,013	(\$15)
				\$2,000	
				\$500	

Information on Commercial Realtors

Local commercial realtors are what one would call a traditional real estate agency. They match sellers with buyers in the Western Connecticut. Of these only the Goodfellow Agency and Ryer Associates in Danbury are recognized as “Office Specialists” by SIOR, the Society of Industrial and Office Realtors, a nationwide organization recognized as *the* group for professional, typically independent, agents. The list of all the Connecticut members of this organization can be found at www.siorct.com/Members Caldwell Banker Commercial –Scalzo is also well respected locally, but they don’t have a membership in this organization.

The larger national real estate companies are more full service consultancies than what one would call a realtor. They work more like investment banks do when putting together a merger or an acquisition package: advising on locations, relocation issues, financing packages and investors. Sometimes they’re also investors or developers. Many of them are part of NAIOP the national organization for this type of real estate professional and developers.

Of the groups that I located in this category several would be worth taking a closer look and perhaps worth introducing ourselves. I’d like someone who’s worked in a large corporate environment to look at their websites and help decide where we should expend our limited resources. Agencies to evaluate include:

- Cushman and Wakefield (www.cushmanandwakefield.com) ;
- CBRE (formerly CB Richard Ellis) in Stamford a partnership with Whittier Partners, which covers Westchester, Tri-State, Fairfield County, and Lower Fairfield County. CBRE also has offices in Hartford and New Haven;
- Sperry Van Ness, (SVN) a franchised broker advisory network;
- NAI Global, an owner operated network of commercial brokerages;
- Colliers, which focuses on healthcare and life sciences (www.colliers.com);

- Marcus and Millichap, which has a New Haven office and provides market research and investment advisory.

I didn't include any in this category that don't have a Connecticut presence.

I don't know if we subscribe to the "New England Real Estate Journal", but if we don't, it's only to see what the competition looks like we should. I also discovered something called "The News Funnel", but don't yet know how legitimate it is for us to use to see what's happening.

Finally, I would like to have an in depth conversation with someone at the State level to see what they're doing to help repair the precipitous slide that Connecticut is in vis-à-vis its business climate. We don't exist in a vacuum and can't market ourselves in this climate without knowing the continuing liabilities placed upon us by being in Connecticut.