

Town of Wallingford
Economic Development Commission
45 South Main Street, Room 311
Wallingford, CT 06492

February 26, 2021

TO: Members of the Economic Development Commission
FROM: Tim Ryan, Economic Development Specialist *T. Ryan*
SUBJECT: Regular **VIRTUAL** Meeting Agenda – Monday, March 1, 2021, 6:30 p.m.

Link to meeting from your computer, tablet or smartphone.

<https://global.gotomeeting.com/join/522509357>

You can also dial in using your phone.

United States (Toll Free): 1 866 899 4679

United States: +1 (571) 317-3116

Access Code: 522-509-357

1. Pledge of Allegiance
2. Discussion/possible action on Regular Virtual Meeting Minutes dated February 1, 2021 (**Attach.**) (**VOTE**)
3. Review of monthly Expenditure Report (**Attach.**)
4. Committee remarks
 - Marketing
 - Update on committee activities
 - **Next meeting:**
 - P&Z Liaison
 - Update on committee activities
 - **Next meeting:**
 - Retention/Incentives
 - Update on committee activities
 - **Next meeting:**
5. Chair's remarks
 - Discussion and possible action on FY2021-22 Budget (**Attach.**)
6. Staff report/regional matters – February (**Attach.**)
7. Other community business

Dates to Remember:

c: William W. Dickinson, Jr., Mayor
Town Clerk's Office (for posting)

April 5 - EDC Reg. Virtual Mtg, 6:30

ec: EDC Members
Town Council (via T. Clerk)
Tom Talbot, P&Z

Maribel Carrion, QCC
Kathleen Lilley, WCI
GovMedia

NH Reg., Htfd. Courant, R-J
Website
Jessica Wysocki

Individuals in need of auxiliary aids for effective communication in programs and services of the Town of Wallingford are invited to make their needs and preferences known to the ADA Compliance Coordinator at 203-294-2070 five days prior to meeting date.

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**Economic Development Commission
Regular Virtual Meeting Minutes
February 1, 2021**

Present: Joe Mirra, Chair
Hank Baum, Commissioner
Patricia Cymbala, Commissioner
Gary Fappiano, Commissioner
Rosemarie Preneta, Commissioner *
Jim Wolfe, Commissioner
Rob Fritz, Alternate/Voting Member

Absent: Mark Gingras, Vice-Chair
Anthony Bracale, Alternate

Others Present: Tim Ryan, Economic Development Specialist
Lynn Wolff, Secretary
Kathy Lilley, Exec. Dir., WCI

Chair Joe Mirra called the regular virtual meeting of the Economic Development Commission to order at 6:32 p.m. and asked Alternate Fritz to serve as a voting member. Chair Mirra explained how the EDC would conduct the virtual meeting.

1. **Pledge of Allegiance** – Chair Mirra led the EDC in the Pledge of Allegiance.
2. **Discussion and Possible Action on Regular Virtual Meeting Minutes dated January 4, 2021**
– Jim Wolfe made a motion to approve the minutes as drafted; Rob Fritz seconded the motion. By a unanimous vote, the motion carried.
3. **Review of monthly Expenditure Report** – No questions on the December report.
4. **Committee remarks**
 - **Marketing**
 - **Update on committee activities** – Patricia Cymbala reported that the Quinnipiac Student Marketing Teams (SMT) are working hard to launch the digital marketing program, which includes social media campaigns and reworking the EDC landing

43 page on the website to mesh with Social Media. Patricia feels we've gotten more
44 than our money's worth as they've all done a great job.

45 Rob Fritz agreed, saying they've put in a tremendous amount of effort and
46 have far exceed any expectations we had.

47 Tim Ryan told the EDC that the LinkedIn page is now live and encouraged
48 EDC members to connect to it. The target areas are New England, New York,
49 New Jersey and Pennsylvania and we're now working to build a somewhat
50 targeted audience through LinkedIn's Site Navigator tool. Regarding the email
51 campaign, one e-blast has been sent out already. The Facebook page has been
52 put on hold, until further research is done. Tim is concerned, if comments must be
53 allowed, will we be able to properly monitor and deal with them. Joe Mirra said
54 that if people have a comment to make they should do so at our monthly
55 meetings; he would like to keep it that way. Joe told the Marketing Committee
56 that they are doing a great job with this new marketing initiative. Tim has a
57 meeting on Tuesday with the QU students working on this area of the campaign
58 and will report back next month. In addition, the College Outreach "channel"
59 (whose focus is on connecting businesses to College Placement offices) has sent
60 out two messages to date; the updates to the EDC webpage should be completed
61 soon; and after other Social Media channels are up and running, the Instagram
62 channel will be worked on. Although some messages are already planned, Tim
63 asked the EDC to let him know if they have any ideas to post.

64 Gary Fapianno said he's looked at the LinkedIn EDC page and was
65 impressed. He suggested linking to the two videos since they are so well done.

66 ➤ **Next meeting:** None scheduled.

67 • **P&Z Liaison**

68 ➤ **Update on committee activities** – Jim Wolfe thanked the Commissioners and
69 staff who participated in the last Town Council meeting, especially since
70 discussion on the item on Town Center parking lot improvements was involved
71 and the meeting long.

72 Hank Baum informed the Commissioners not able to attend the Council
73 meeting that funding was approved for improvements to both the Wallace Avenue
74 parking lot and the rear Simpson Court parking lot.

75 Joe Mirra feels that improving those lots will be a great addition to our Town
76 Center and improve the perception that people who live outside our area and

77 state have of our Town. He complimented the Downtown Group and WCI for the
78 great presentation. Kathleen Lilley said it was a team effort.

79 Tim Ryan agreed that perception of our Town is important. He related a story
80 about a West Coast investor who came to Wallingford because his child was
81 attending Choate. The investor liked the Town so much that he has now
82 purchased a building at 135 North Plains Industrial Road.

83 ➤ **Next meeting:** No meeting set.

84 • **Retention/Incentives**

85 ➤ **Report on committee activities** – Gary Fappiano said the Committee met at the
86 end of January. At the meeting, Tim reported on some “uptown” projects that are
87 still in the works and on some State business relief programs that the Committee
88 found enlightening. Right now work on the exit interviews is curtailed but the
89 Committee will get back to those at a later date.

90 ➤ **Next meeting:** February 25 at 9 a.m.

91

92 * **Rosemarie Preneta entered the meeting via telephone at approximately 6:50 p.m.**

93

94 **5. Chair’s remarks** – Joe Mirra reported there will be a limited reopening of HUBCAP. The
95 exploratory pipeline will be the first pipeline to be offered sometime in March. This pipeline is
96 important for the community and especially for any graduating high school students who are
97 thinking about future employment. There will be 4-5 occupations represented. Also, Joe hopes
98 to revive the Small Business Council. HUBCAP is looking for donations to run some newspaper
99 ads to try to reach business owners who have gone out of business. If you are able to help,
100 please contact Joe.

101

102 **6. Staff report/regional matters – January report** – Tim reviewed this staff report (*copy attached*)
103 and the following items were noted:

104 ➤ IWWC and PZC approved the application for the Proton Beam Therapy Center planned
105 for the 12-acre site on Northrop Road. This \$72 million project is the largest project in the
106 works right now.

107 ➤ Talks about the expanded uses in the I-5 zone are on hold until March/April

108 ➤ The Amazon application for a facility at 5 Research Park is still being considered but not
109 yet rescheduled with IWWC

110 ➤ Corporation Counsel, the Mayor, EDC and Engineering are aggressively pursuing ways
111 to reduce excessive train noise at railroad crossings. The Town is working to get the

112 Quinpiac Street and Hall Avenue crossings identified as one crossing which will reduce
113 the train horns sounded by 5 for each passing train. Also, the railroad is looking at
114 utilizing "way sounding" horns (currently used at the crossing near CVS). This type of
115 horn is quieter (due to sound being directed downward) and is automatically tripped as
116 the train nears the crossing.


- 117 ➤ Regarding the Update on Town Center,
- 118 • WCI reported that a small grocery store is scheduled to open in the building at the
119 corner of North Orchard and Center Streets (former home to Design House Too).
 - 120 • Jake's closed and the business has been bought by a Cheshire businessman who
121 plans to open a chop house with an Italian flair.
 - 122 • WCI is hosting some free Social Media classes for Town Center businesses. WCI
123 felt that the best way to help businesses is to enable them to do business in this
124 new environment. Tim gave Kathy credit for helping businesses to grow.
 - 125 • WCI also has 3 Valentine's Day promotions going on to help drive business to our
126 Town Center.

127
128 **7. Other community business** – Jim Wolfe said the EDC has changed drastically over the last 30
129 years. We are now more involved with all aspects of the community. He'd like the EDC to
130 consider changing its name to the Economic and Community Development Commission. He
131 feels we go way beyond doing, for example, tax incentives and that this new name would be
132 more appropriate to what the Commission does.

133 Tim Ryan added that the Town is now actively interviewing candidates for the EDC/Program
134 Planning secretary position.

135
136 **There being no further business, Patricia Cymbala made a motion to adjourn the meeting at**
137 **7:10 p.m.; Rob Fritz seconded the motion. By unanimous vote, the motion carried.**

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139 Sincerely,

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Lynn M. Wolff, Secretary

ECONOMIC DEVELOPMENT COMMISSION

Staff Report

January 2021 Activities

Presented at February 2021 EDC meeting

Local Initiatives

- Funding for the Town Center parking lot improvement project that involves new paving and lighting improvements in the lots behind Simpson Court and two parking lots on Wallace Avenue was approved by the Town Council at their meeting on 1/26. This project generated extensive discussion due mainly to the history of the Simpson Court lot. Improvements are scheduled for late spring
- IWWC and PZC approved the application for the Proton Beam Therapy Center being planned for the undeveloped 12-acre site on Northrop Road. Pending final Certificate of Need approvals from the State, site preparation should begin on this \$72MM project in early summer of this year
- At their 1/11/21 meeting, the PZC voted (per the request of the Mayor, Public Utilities Director, Law Department and EDC) to close the public hearing on the regulation change discussions pertaining to expanded uses in the I-5 Zone. The respective parties making the request will meet to articulate relevant language and will provide a work product by 3/31/21
- As of this writing, Montante Construction, on behalf of Amazon, is not on the agenda for plan review at IWWC's 2/3 meeting. Amazon is seeking approvals to build a 219,000 sf warehouse on the former BMS site at 5 Research Parkway. They last presented to IWWC at the November 2020 meeting

Creating Opportunities

- CTrail representatives are actively conducting decibel level tests on the trains that travel the Hartford Line corridor in response to our complaint regarding excessive noise. Tests are currently being conducted and results are expected in early February. Corporation Council has been aggressively pursuing this initiative
- Discussions continue on the initiative to allow the continuance of outdoor dining in a post-COVID environment. An ad-hoc group, led by Councilor Shortell, is working with planning officials to determine what regulations may need to be amendment to support this business and customer friendly goal.
- The potential future uses of our historic railroad station have been the subject of much discussion. Per the Commission's direction, staff continues to foster the requisite discussions to pursue the vision of converting the railroad station into a more robust center for economic activity.

Marketing

- Our digital marketing initiative has been launched! We are now live on LinkedIn and Facebook. Instagram with follow soon. Our email marketing efforts have begun and our new website landing page should be ready the first week in February. It's been a journey! Our infrastructure is now ready to be utilized as we see fit
- The Committee approved financial support for the HUBCAP's Pipeline Program. The Pipeline Program prepares job seekers in specific fields for employment opportunities through skills training and direct contact with potential employers

Trade Shows

- None scheduled

Update on Town Center

- No report

Miscellaneous

- Interviews for the Program Planning Secretary's position are now taking place

In the News

- *Mayor Dickinson seeks school board's input on historic train station...RJ, 1/7...* The Mayor has requested that school officials provide pros and cons for moving Wallingford Adult Education out of the historic train station
- *Wetlands panel OK's 7-Eleven application...RJ, 1/8...* IWWC approved an application by 7-Eleven for development on the lot south of Sonic Drive-In at 1033 N. Colony Road

- *CT business starts set record pace in late 2020...HBJ, 1/8...According to the Secretary of State's Office CTData, 3,200 new business starts were recorded in November 2020.*
- *CT companies see sensors as game-changing technology...HBJ, 1/11...Wallingford-based Amphenol Corp. announced plans to acquire sensor-technology company MTS Systems Corp for \$1.7 billion. Amphenol has seen more and more of their interconnect products being married together with some type of sensor so, even with the large price tag, this strategy makes sense.*
- *Proposed zoning changes withdrawn...RJ, 1/13...At the request of the Mayor, a proposal to allow more kinds of businesses and industries in the Watershed Protection District was withdrawn.*
- *Barstool Fund helps bail out 2 restaurants...RJ, 1/13...Laskara Restaurant and Gaetano's Tavern on Main have benefited from donations from the Barstool Fund, a gofundme-type web page that has raised \$22.4 million to support 110 businesses of all kinds.*
- *Simpson Court in Downtown Wallingford: Council set to continue parking lot debate...RJ, 1/24...The Town Council is scheduled to revisit the proposal to improve a private parking lot at its January 26 meeting*
- *Hawaiian cuisine coming to town...RJ, 1/25...Pokémoto Hawaiian Poke' plans to add a 3rd CT location by opening a restaurant in the Lowe's Plaza, in the former Smashburger site*
- *Passion for crystals prompts woman to start online business...RJ, 1/25...Alyssa Martin, with her passion for crystals and crystal healing, started a new online business called Bite The Bullet Gems, which uses empty shell casings to make necklaces with crystals*
- *Meriden nutrition business expands into Wallingford...RJ, 1/26...Wallingford Nutrition Spot opened on January 18 at 314 Main Street, Yalesville*
- *Parking in Downtown Wallingford: Lots to be renovated, expanded...After two 5-hour meetings this month, the Town Council approved funding for 3 parking lot improvement projects and renewed leases that expand public parking in a portion of Simpson Court's rear lot*
- *Speak, Italian: Michael's Trattoria...CT Magazine, Jan. 2021...An interview with Michael Tiscia about his restaurant*

New & Expanding Businesses

- New (September and October 2020)
 - Taco Pacifico...97 Chapel Street, Yalesville
 - Century Design...95 N. Cherry Street
 - New England Hops Craft Beer Bar & Grill...600 N. Colony Road
 - MRC Global... 15 Sterling Drive
- Expanded
 - Radiology Associates... 101 N. Plains Industrial Road
- Relocated
 - CT Beverage Mart... 170 N. Colony Road
 - The Nail Café...2 Chapel Street, #5, Yalesville

Results of EDC Marketing Activities

Advertising	0
Brokers/Site Consultants	2
Direct Contact	5
State/CERC/Chamber/REX	2
Trade Shows	0
Business Assistance	0
Total	9

Respectfully,

Tim Ryan



Town of Wallingford, Connecticut

01/29/2021 14:35
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Town of Wallingford
EXPENDITURES THROUGH 01/29/21

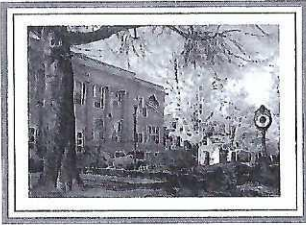
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FOR 2021 07

	ORIGINAL APPROP	REVISED BUDGET	YTD EXPENDED	MTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED
1105 ECONOMIC DEVELOPMENT COMMISSIO							
10011050 51000 REGULAR SALARIES &	65,722	65,722	36,311.90	5,043.32	.00	29,410.10	55.3%
10011050 55110 TRANSPORTATION REIM	1,500	1,500	142.40	.00	.00	1,357.60	9.5%
10011050 55405 PROMOTIONAL EXPENSE	29,050	29,050	8,248.00	3,749.00	5,652.00	15,150.00	47.8%
10011050 56100 OFFICE EXPENSES & S	2,000	2,000	742.35	420.61	400.94	856.71	57.2%
10011050 57000 00956 BILLBOARD UPGR	5,000	5,000	.00	.00	.00	5,000.00	.0%
10011050 58810 DUES AND FEES	3,400	3,400	1,020.21	20.21	.00	2,379.79	30.0%
TOTAL ECONOMIC DEVELOPMENT COMMISS	106,672	106,672	46,464.86	9,233.14	6,052.94	54,154.20	49.2%
TOTAL EXPENSES	106,672	106,672	46,464.86	9,233.14	6,052.94	54,154.20	
GRAND TOTAL	106,672	106,672	46,464.86	9,233.14	6,052.94	54,154.20	49.2%

** END OF REPORT - Generated by Kathleen Charest **

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Town of Wallingford

Economic Development Commission

#5

February 18, 2021

William W. Dickinson, Jr., Mayor
Town of Wallingford
45 South Main Street
Wallingford, Connecticut 06492

RE: Budget Request for 2021-22

Dear Mayor Dickinson:

The Economic Development Commission (EDC) is submitting a request with the Operating & Maintenance request of \$35,950 in line with your directive for level funding. We are also submitting a Capital Expenditure Request for \$5,000 for upgrades to EDC billboards; the previous Capital Expenditure Request for the current fiscal year went unused.

Thank you for your continued support.

Sincerely,


Joseph E. Mirra, Chairman

lmw

Attachment

c: EDC & Staff

EDCCovLtrMayor202122Bud

Wallingford, Connecticut

Tim R.

**TOWN OF WALLINGFORD, CONNECTICUT
GENERAL FUND
DEPARTMENT BUDGET ESTIMATE
YEAR ENDING JUNE 30, 2022**

GENERAL GOVERNMENT

ECONOMIC DEVELOPMENT COMMISSION

1105

Function

Department

Department #

STAFFING	FY ENDED	FY 20/21	2020-21	2020-21	FISCAL YEAR 2021-22		
	6/30/2020	Thru 12/31/2020	APPROP.	APPROP. ADJ.	DEPT.	MAYOR	FINAL
	ACTUAL	ACTUAL	Original	Thru 12/31/20	REQUEST		ADOPTED
ELECTED & APPOINTED							
MANAGEMENT							
MGT-SUPERVISORY BARGAINING							
HOURLY							
HOURLY-BARGAINING							
PART-TIME	1	1	2	2	2		
SEASONAL & OTHER							
TOTAL STAFFING	1	1	2	2	2	0	0

PROGRAM

A committee appointed by the Mayor which works with the Program Planning office to promote the economic development of the community. The commission assists in the formulation of economic policy and programs to attract and retain businesses.

EXPENSE BY OBJECT CLASSIFICATION

ACCT. NO.	ACCOUNT TITLE	FY ENDED	FY 20/21	2020-21	2020-21	FISCAL YEAR 2021-22		
		6/30/2020	Thru 12/31/2020	APPROP.	APPROP. ADJ.	DEPT.	MAYOR	FINAL
		EXPENDED	EXPEND.&ENC.	Original	Thru 12/31/20	REQUEST		ADOPTED
SALARIES AND WAGES								
51000	Regular Salaries & Wages	60,126	31,269	65,722	65,722	78,157		
	TOTAL SALARIES & WAGES	60,126	31,269	65,722	65,722	78,157	-	-
OPERATING & MAINTENANCE								
55110	Transportation Reimb	821	142	1,500	1,500	1,500		
55405	Promotional Expenses	13,512	10,900	29,050	29,050	29,050		
56100	Office Expenses & Supplies	1,209	1,055	2,000	2,000	2,000		
58810	Dues & Fees	1,154	1,000	3,400	3,400	3,400		
	TOTAL OPER & MAINT	16,696	13,097	35,950	35,950	35,950	-	-
CAPITAL								
57865	PCs & Accessories	2,425						
57956	Billboard Upgrades		-	5,000	5,000	5,000		
	TOTAL CAPITAL	2,425	-	5,000	5,000	5,000	-	-
	GRAND TOTAL	79,247	44,366	106,672	106,672	119,107	-	-

#6

ECONOMIC DEVELOPMENT COMMISSION

Staff Report

February 2021 Activities

Presented at March 2021 EDC meeting

Local Initiatives

- The Engineering and Purchasing Departments are preparing RFP's for the Simpson Court and Wallace Avenue parking lot projects that were previously approved by the Town Council with endorsement from the Mayor. Improvements are scheduled to be completed by late spring or early summer
- The Proton Beam Therapy Center project is progressing on schedule with their development team scheduled to meet with building, fire, and utilities officials the first week of March.
- No progress in discussions regarding expanded uses in the I-5 Zone. Per a letter sent to the PZC from the Mayor, direction is anticipated by 3/31/21.
- As of this writing, Montante Construction, on behalf of Amazon, is not on the agenda for plan review at IWWC's 3/3 meeting. The applicant is responding to comments presented in the peer review process that was requested by the IWWC. Amazon is seeking approvals to build a 219,000 sf warehouse on the former BMS site at 5 Research Parkway. They last presented to IWWC at their November 2020 meeting.

Creating Opportunities

- CT DEEP has launched the *Client Concierge Service*, a central point of contact that guides applicants through the environmental permitting and review process. Staff reached out to DECD and DEEP officials to extend our appreciation for this effort.
- CTrail representatives are actively conducting decibel level tests on the trains that travel the Hartford Line corridor in response to our complaint regarding excessive noise. Tests are currently being conducted and results are being reviewed. Corporation Council has been aggressively pursuing this initiative.
- The potential future uses of our historic railroad station have been the subject of much discussion. Per the commission's direction, staff continues to foster the requisite discussions to pursue the vision of converting the railroad station into a more robust center for economic activity.

Marketing

- A 2020-2021 marketing budget of \$29,050 was approved by the Committee for submission to the Commission for approval. This amount represents the same amount that was budgeted for the current fiscal year. We expect to be returning unspent marketing funds from this year's budget as several promotional programs were not executed due to the business environment brought on by the pandemic.
- Our LinkedIn digital channel and email marketing have been active with a variety of messages. We will now direct more focus to audience development efforts and the launch of our Instagram channel. The new landing page on our web site was well received with minor changes recommended. The College Outreach initiative, aimed at connecting our employers with college placement offices for workforce development purposes, has not yielded the expected results.

Trade Shows

- None scheduled

Update on Town Center

- Wells Fargo Bank has announced they'll be closing their 86 North Main St branch in mid-May. We anticipate that the building will be sold but are awaiting final confirmation from bank officials.
- Corner Market, at 156B Center Street, is a new market/grocery store planning to open in downtown Wallingford in early to mid-March.
- The old Jake's, 179 Center St, will be J. Carver's, a new steak and chops eatery planning to open in early to mid-March.
- The 1st Annual Winter Wallingford Restaurant Week is scheduled for March 4-14 and will involve restaurants from throughout Wallingford. Details can be found at WCI's web site.

Miscellaneous

- Regional economic development groups have been meeting virtually with recent subjects addressing the rollout of 5G Technologies and its anticipated economic development benefits and the state of the commercial real estate market.
- The Mayor addressed an audience of 170 people in the Quinnipiac Chamber's State of the Town virtual meeting that was held jointly with North Haven.
- A new round of PPP loans directly targeting small businesses has been released from the White House. There's a two-week window for applications. This program aims to fill voids left in the small business sector and expand eligibility that previous PPP programs did not allow.
- The Program Planning Secretary's position has been filled. Please join me in welcoming Catherine Donegan to our EDC team.

In the News

- *Paint & home on Route 5 expanding...*R-J, 1/30...South Broad Paint & Home Center, 1267 So. Broad St., is expanding into a vacant storefront next door.
- *Parking in Downtown Wallingford: Another Simpson Court referendum?*...R-J, 2/3...Another referendum is in the works to challenge a Town Council decision affecting public parking behind Simpson Court.
- *Wallingford Grand List: More tax revenue possible after reappraisals...* R-J, 2/05...The town's grand list has increased by 4.71 % in 2020. The resulting increase is due to the revaluation.
- *Jake's is out, but J. Carvers is in...*R-J, 2/06...Jake's, 179 Center St. closed and will be replaced by J. Carvers, a steak and chops restaurant.
- *ALONG THE LINE: Warehouses plan covers Meriden and Wallingford...*R-J, 2/9...Local businessman plans to develop vacant land into industrial parks with offices and warehouse-distribution operations along both sides of Northrop Road.
- *Local orchard partners with Stormalong Cider...* Apples from Blue Hills Orchard are being made into cider due to a new partnership with Stormalong, a craft cidery based in MA.
- *WALLINGFORD WHEELS: Electric bikes lure entrepreneur out of retirement and into new venture...*R-J, 2/15...Joseph Derhovanesian, of Bad Boyz Electro Cycles on Meadow St., is custom-making electric bikes that can travel 35-40 miles on a single charge.
- *PUBLIC PARKING IN DOWNTOWN WALLINGFORD: Organizer: Pandemic Is 'Achilles' heel' for referendum...*R-J, 2/18...Due to the COVID pandemic, a town resident is having trouble coming up with enough petition signatures for a referendum challenging a Town Council decision on public parking behind Simpson Ct.
- *STATE OF TOWN: Economic outlook is addressed...*R-J, 2/19...At the virtual Quinnipiac Chamber of Commerce annual State of the Town event, town leaders of Wallingford and North Haven expressed a positive outlook for the economic future of their respective communities.

New & Expanding Businesses (Sept. through December 2020)

New

- Azteca Bakery...23 S. Colony St., C
- Century Design...95 N. Cherry St.
- East Coast Wine & Spirits...994 N. Colony Rd., A
- H. D. Segur Insurance...10 Research Pkwy.
- H & H Training and Nutrition...720 N. Main St. Ext. D
- J Class Services...60 N. Colony St.
- Lucero Design LLC...182 Quinnipiac St.
- MRC Global...15 Sterling Dr.
- New England Hops Craft Beer Bar & Grill...600 N. Colony Rd., #4
- Salon Le Rae...18 S. Orchard St., C
- The Shop Wallingford...96 Quinnipiac St.
- Taco Pacifico...97 Chapel St.

Expanded

- Next Level Installations...60 Capital Dr.
- Radiology Associates...101 N. Plains Industrial Rd.
- Redscroll Records...69 S. Turnpike Rd., #3

Relocated

- CT Beverage Mart...1070 N. Colony Rd.
- The Nail Café...2 Chapel St., #5
- Ranciato & Ranciato Licensed Public Adjusters Group...300 Church St., #103

Results of EDC Marketing Activities

Advertising	0
Brokers/Site Consultants	1
Direct Contact	3
State/CERC/Chamber/REX	0
Trade Shows	0
Business Assistance	<u>0</u>
Total	4

Respectfully,



Tim Ryan