

# EXECUTIVE DIRECTOR'S REPORT JULY 2017 Ginny Kozlowski



## Business Recruitment, Retention

### Business Assistance

Meeting with owner/operator of new Long Wharf Information Center, Snack Shack

### Business Attraction & Recruitment

Completed IEDC (International Economic Development Council) data set. This information is widely used by site selectors when evaluating potential locations.

Hosted an Italian Bio Company June 23 to introduce the region

Looking for two locations 40,000-60,000 sq. ft.

Bio 2017 June 19-22: met with representatives from Brazil, Israel, Scotland and Germany

Medical Device & Manufacturing Conference: met with 55 international companies and 40 Connecticut companies.

Hosting Venture Clash participant in August 2017

Select USA: June 19-22


Scheduling follow up meeting with editor of a new magazine: New Haven: A Seasons Publication to discuss content for New Haven and surrounding towns

## Regional Collaboration

2018 CEDS Subcommittee Planning Meetings

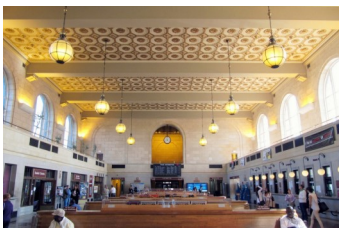
CERC Board Meeting

**Featured  
Development Site**



50 Fresh Meadow Rd.  
West Haven

Heavy/Light Mfg.  
20,000+ sq. ft.



FRA announces NEC Future to include Northeast Corridor



Clifford Beers Clinic to open in Hamden



Dave & Busters coming to Milford

## Brownfield Program

Completed EPA RLF Closeout

CT Open CEO/RLC event at CT Open on August 22

**REDFO**

TBA

## Education & Training

### Entrepreneurs & Startups

Assisting with the finalization of the Elm City Innovation Collaborative projects and implementation plan.

## Advocacy

Greater New Haven Chamber of Commerce Government Affairs event with Representative Lonnie Reed

AH&LA Webinar

CLA was successful in reducing occupancy tax for B&Bs to 11% effective 10/1/17

## Infrastructure

Met with Tweed New Haven Regional Airport regarding status of the airport

## Expand Global Opportunities

- Hosted Japanese tour operators from Hiroshi Harano H,I,S International Tours
- Explore potential opportunities with the initiation of flights to Europe in September via Norwegian Air out of Bradley International Airport

### Tradeshows

- SelectUSA Investment Summit, 6/18-20: Collaborated with CERC/DECD
- Bio 2017: San Diego, 6/19-22

## Marketing & Communications

Hosted art critics for Artspace 30th anniversary

## Integrate Arts, Culture & Preservation with Economic Development

### Tourism

- ISHAE Conference, Chicago 6/21-23
- Trafficking in Human Persons Council
- New Haven Board of Alders meeting in support of events

## Visitor Newsletter Features

- Early Guilford Days Family Festival
- CT Open
- Guilford Craft Expo
- Regional fireworks
- Summer concert series

## Media

### Inquiries:

- Readers Digest
- New Haven: A Seasons Publication
- Press Release: B&B 11% Tax Rate

### Hits

- Aer Lingus Cara Magazine (Jan/Feb)
- Group Travel Leader

## Community Outreach

- Quinnipiac Chamber of Commerce Presentation: Staycation
- Regional Leadership Council
- REDFO
- Made in New Haven press event
- Greater New Haven Chamber of Commerce Board of Directors
- Regional Plan of Conservation and Development meeting for economic development and land use
- Milford Progress Inc.
- CT Open Tennis Tournament Media Day
- Meeting with Grand Prix event organizers
- West Haven Chamber of Commerce
- Hosted Japanese tour operators from Hiroshi Harano H,I,S International Tours
- Meeting regarding event hosting at the Boathouse at Canal Dock
- Meeting with owner/operator of new Long Wharf Information Center, Snack Shack
- Craft Beer Run 8/5

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