

EXECUTIVE DIRECTOR'S REPORT

MARCH 2016

Ginny Kozlowski



Business Recruitment, Retention

Business Assistance

Greater New Haven Relocation Booklet (to be distributed) with an online version underway

Business Recruitment & Retention

Collaborating with UI to identify potential funding for printer expansion in West Haven

Working with a developer to identify potential sites in the region for self-storage locations

Site Visits

All American Waste

Yale's SOM Entrepreneurial contact representing many startups (space needs)

290 Pratt St., Meriden

Referrals/Follow ups (Incentive Programs and space needs):

GestVision

FreshBev

Anonymous ammunitions manufacturer

Anonymous medical device manufacturer

Prospective facilities identified for Milford, CT business working with Julie Nash (at JN's request)

Titus Kaphar Studio

Geltman's Restaurant

Business Development

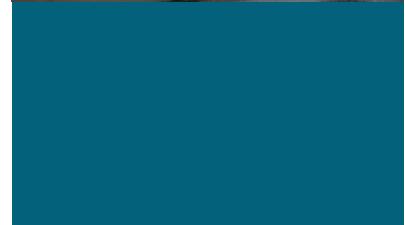
Follow up on prospects from the March Hartford ICSC show

Tradeshows

Bio Med Device Boston, April 2016

**Featured
Development Site**

150 Bradley St.
East Haven



**March 10
Northwestern Mutual Ribbon**

Entrepreneurs & Startups

Project Pasta – Assistance with funding, connection with IP mentor, general business advice

Aeolian Kitesurfing – Assistance with pitch deck, fundraising strategy, grant opportunities

Unnamed Travel Industry Venture – General business advice, fundraising strategy, connection with financial mentor

2/19 Yale Economic Development Symposium

2/26 BioPath Advisory Board Meeting

3/10 Crossroads Venture Group (CVG) – Venture Debt Panel and Company Showcase

Clarity Software – Assistance with Tech Talent Procurement

Expand Global Opportunities

Meetings Montréal, Canada to explore opportunities

Industrial Tradeshow, Hanover Germany in April

Integrate Arts, Culture & Preservation with Economic Development

- DECD Commissioner Smith noted at the Regional Economic Development Forum that tourism accounts for 10% of the Connecticut economy
- Actively collaborating with the State Office of Tourism to provide information for the new ctvisit.com website. The number of listings on the site have more than doubled with the cooperation of the Central Regional Tourism District (River Valley/Greater Hartford and Visit New Haven) and the Eastern Tourism District.
- The tourism highway rest stop kiosks are being turned over to CTM so updates to the State tourism website data will no longer transfer to the kiosks
- The 2016-2017 Greater New Haven Cultural & Visitors Guide going to printer March 22, with 80,000 printed copies and an online interactive version

Spring Familiarization Tours

- Saturday April 2, DNE German travel operators
- Saturday April 9, DNE UK travel operators

Working Projects

- Greater New Haven bus tour project to create regular regional brewery tours, working with Peter Pan Bus Line
- Yale University events around concerts, sporting events, and festivals. Working with CTCSB, Yale Conference and Events, and Yale Athletics
- Alpha Sigma Phi Grand Chapter Annual Conference 2020, 800 plus attendees
- Knights of Columbus, Manchester NJ Council, 30 attendees

Tradeshows:

- **Discover New England Summit**, 4/3-4/6, 2016, Newport RI
- **Getaway Day at Grand Central Station**, June 2016
- **Central Regional Tourism District Brochure Swap**, May 12, 2016

Upcoming Tradeshows

Discover New England Summit, the New England International travel market tradeshow - April 3-6

Central CT Tourism Brochure Swap - May 12

Getaway Day at Grand Central Station - May 21

Booked Leads/Events

Sunshine Tours, ABA contact - 11 dates in Greater New Haven for 290 total room nights

Craft Brew Races 2016, July 30 - Westville, 1500 attendees

Western CA Knights of Columbus Chapter, Nazareno - August 2016, 56 attendees

Penguin Magic Tradeshow - June 11, 200 attendees, Meriden

NEDA Summit (Regional Economic Development Conference), 9/11-9/13, 2016 in New Haven with 300 attendees, 150 room nights prospected

CEDIA Tech Forum, 10/27 in New Haven with 100 attendees

Regional Collaboration

Attended UI Community Breakfast

Attended the State Office of Tourism Marketing Outreach Meetings

Attended GNHCC Economic Development Committee Meeting with presentation by Workforce Alliance

Attended Regional Economic Development Forum with Commissioner Smith

Infrastructure

Telecommunications

Planning Regional Developer Roundtable for a presentation on IT/ Telecommunications options for new construction and rehabilitation

Education & Training

Align Education to Business Growth

Attended NHMA presentation, The Importance of STEM Education: Making Our Students Ready after High School

Attended Workforce Alliance Annual Meeting

REDFO

March 2016

Larry Bingaman, President & CEO,
Regional Water Authority



Visitor Newsletter Features

- Jazz Series
- St. Patrick's Day
- Arts & Ideas
- Seal & Eagle Watches

Media

Inquiries:

- Amtrak Arrive Magazine: CT Open & Men's Legends Event

Community Outreach

- See table
- Hosting Startup Grind presentation by David Salinas on March 30
- Hosted Regional Alliance Meeting,
- Presenting at Senator Ted Kennedy's Shoreline Economic Development Summit on March 28
- On March 17, Connecticut Lodging Association will present on the impact of short-term rentals, such as Air BnB, to the Connecticut Federation of Planning and Zoning Agencies

Advocacy

Testimony submitted in support of sustainable statewide marketing funding on behalf of Visit New Haven and the Connecticut Lodging Association.

Attended CT Tourism Coalition Day at the LOB in support of SB 5576

Attended Connecticut Business Day at the Capitol

Attended Regional Economic Development Forum with Catherine Smith

Municipal CEDS Update Meetings

Town	Date	New Haven	Completed
Milford	3/23	North Branford	Completed
Branford	TBD	Madison	Completed
Bethany	TBD	Guilford	Completed
Orange	Completed	West Haven	Completed
Meriden	Completed	Woodbridge	Completed
Wallingford	Completed	North Haven	Completed
Hamden	Completed	East Haven	Completed

Funding

North Branford—committed dues payment effective 4/1/16

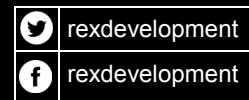
Marketing & Communications

Completed regional relocation booklet

Submitted content for the 2016-2017 Greater New Haven Cultural & Visitors Guide

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Income & Jobs in Connecticut

Many Working Households Struggle to Get By

Changes in the economy and in household formation leave many in Connecticut struggling to afford housing. Many jobs pay less than the state's median household income of **\$70,048** annually and have an hourly wage that is less than the housing wage (what one needs to afford a typical 2-BR apartment) of **\$24.29**.

- The median annual income of the state's 730 occupations is **\$43,812**, 63% of the state median household income.
- The median annual income of **72%** of occupations is less than 100% of the state median households income.
- The median annual income of **22%** of occupations is less than 50% of the state median households income.
- The average hourly wage of **47%** of occupations is less than the state housing wage.

Here are some examples of occupations where median annual income is...

0%
to
30%
of Median
Household
Income

WAITERS & WAITRESSES



Median Annual Income:
\$19,558
Average Hourly Wage:
\$10.92

FOOD PREPARATION & SERVING WORKERS, INCLUDING FAST FOOD



Median Annual Income:
\$19,998
Average Hourly Wage:
\$10.92

CASHIERS



Median Annual Income:
\$21,260
Average Hourly Wage:
\$11.29

30%
to
50%
of Median
Household
Income

HAIRDRESSERS, HAIRSTYLISTS, & COSMETOLOGISTS



Median Annual Income:
\$24,289
Average Hourly Wage:
\$14.24

LANDSCAPING & GROUNDSKEEPING WORKERS



Median Annual Income:
\$30,870
Average Hourly Wage:
\$15.87

PRESCHOOL TEACHERS, EXCEPT SPECIAL EDUCATION



Median Annual Income:
\$30,926
Average Hourly Wage:
\$17.60

50%
to
80%
of Median
Household
Income

DENTAL ASSISTANTS



Median Annual Income:
\$41,508
Average Hourly Wage:
\$20.04

EMERGENCY MEDICAL TECHNICIANS & PARAMEDICS



Median Annual Income:
\$41,228
Average Hourly Wage:
\$20.66

AUTOMOTIVE SERVICE TECHNICIANS & MECHANICS



Median Annual Income:
\$41,264
Average Hourly Wage:
\$21.00

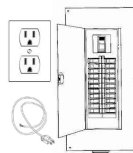
80%
to
100%
of Median
Household
Income

LICENSED PRACTICAL & VOCATIONAL NURSES



Median Annual Income:
\$56,113
Average Hourly Wage:
\$26.90

ELECTRICIANS



Median Annual Income:
\$56,790
Average Hourly Wage:
\$27.56

FIRE FIGHTERS



Median Annual Income:
\$61,658
Average Hourly Wage:
\$28.64

Turn this page over for more examples →

Sources: State Median Household Income - U.S. Census Bureau, 2014 1-Year American Community Survey; Housing wage data - National Low Income Housing Coalition, Out of Reach 2015; Occupations data - CT Dept. of Labor, Labor Market Information, Statewide Wages, 1Q 2015

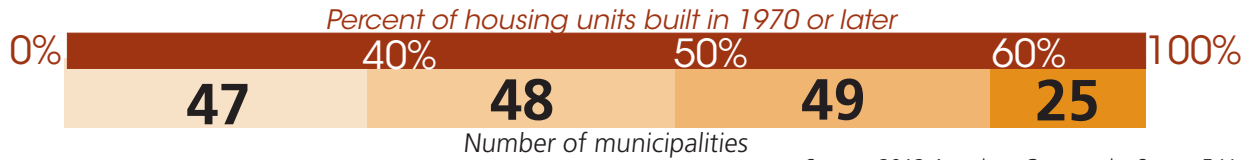
More occupations where the median annual income is less than the state median household income:

Occupation	Median Annual Income	% of State Median Household Income	Average Hourly Wage	% of State's Housing Wage
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$19,568	28%	\$9.88	39%
Bartenders	\$19,620	28%	\$11.28	39%
Manicurists and Pedicurists	\$19,660	28%	\$10.67	39%
Transportation Attendants, Except Flight Attendants	\$20,374	29%	\$10.50	40%
Nonfarm Animal Caretakers	\$21,919	31%	\$11.68	43%
Food Preparation Workers	\$22,184	32%	\$11.82	44%
Retail Salespersons	\$23,786	34%	\$13.72	47%
Laundry and Dry-Cleaning Workers	\$24,163	34%	\$12.51	48%
Personal and Home Care Aides	\$25,260	36%	\$12.62	50%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$27,386	39%	\$14.77	54%
Packaging and Filling Machine Operators and Tenders	\$28,438	41%	\$14.73	56%
Laborers and Freight, Stock, and Material Movers, Hand	\$28,559	41%	\$14.95	57%
Team Assemblers	\$29,629	42%	\$15.67	59%
Tellers	\$29,683	42%	\$14.81	59%
Production Workers, All Other	\$30,657	44%	\$16.86	61%
Landscaping and Groundskeeping Workers	\$30,870	44%	\$15.87	61%
Receptionists and Information Clerks	\$32,190	46%	\$15.85	64%
Healthcare Support Occupations	\$32,433	46%	\$16.63	64%
Office Clerks, General	\$34,625	49%	\$17.27	69%
Medical Assistants	\$34,743	50%	\$17.37	69%
Library Technicians	\$36,807	53%	\$19.16	73%
Veterinary Technologists and Technicians	\$36,827	53%	\$18.82	73%
Social and Human Service Assistants	\$37,466	53%	\$18.93	74%
Customer Service Representatives	\$37,913	54%	\$19.27	75%
Bus Drivers, Transit and Intercity	\$38,695	55%	\$19.83	77%
Secretaries, Except Legal, Medical, and Executive	\$39,557	56%	\$19.63	78%
Automotive Service Technicians and Mechanics	\$41,264	59%	\$21.00	82%
Dental Assistants	\$41,508	59%	\$20.04	82%
Construction Laborers	\$42,744	61%	\$21.28	85%
Computer-Controlled Machine Tool Operators, Metal and Plastic	\$42,749	61%	\$21.30	85%
Maintenance and Repair Workers, General	\$43,231	62%	\$21.50	86%
First-Line Supervisors/Managers of Retail Sales Workers	\$44,847	64%	\$23.31	89%
Machinists	\$45,487	65%	\$21.90	90%
Truck Drivers, Heavy and Tractor-Trailer	\$46,066	66%	\$22.68	91%
Fitness Trainers and Aerobics Instructors	\$46,586	67%	\$23.68	92%
Medical and Clinical Laboratory Technicians	\$48,204	69%	\$24.24	95%
Carpenters	\$50,051	71%	\$24.65	99%
Paralegals and Legal Assistants	\$52,199	75%	\$25.62	103%
Construction and Extraction Occupations	\$52,361	75%	\$25.85	104%

Sources: State Median Household Income - U.S. Census Bureau, 2014 1-Year American Community Survey; Housing wage data - National Low Income Housing Coalition, Out of Reach 2015; Occupations data - CT Dept. of Labor, Labor Market Information, Statewide Wages, 1Q 2015

Age of Housing

122 of CT's 169 cities and towns have over 40% of their housing stock built from 1970 on, designed to meet the needs of the state's baby boomers and their then-growing families.

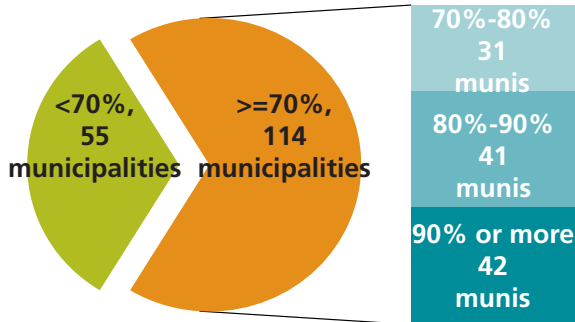


Source: 2012 American Community Survey 5-Year Dataset

Single-Family Homes

Detached single-family homes dominate the housing stock in the state's municipalities: 114 cities and towns have a housing stock at least 70% comprised of detached single-family homes.

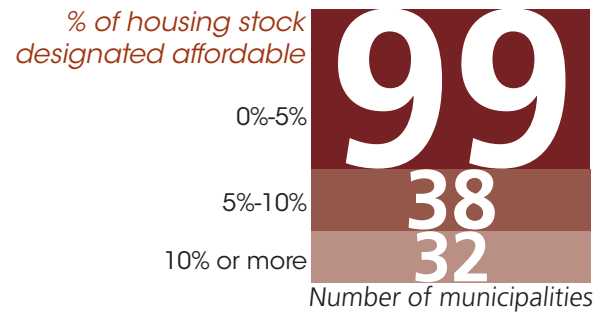
Percentage of housing stock comprised of detached single-family homes



Source: 2012 American Community Survey 5-Year Dataset

Affordable Units

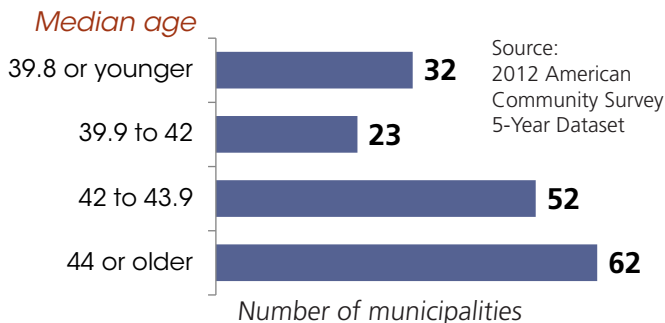
Just 32 of the state's municipalities have 10% or more of their housing stock designated as affordable under the Affordable Housing Appeals List.



Source: 2012 Affordable Housing Appeals List

An Aging Population, Fewer Children

Median age in 137 CT towns exceeds the state's median of 39.8 years old. CT's urban areas tend to have a lower median age.



Most CT municipalities are projected to see significant declines in their 5-19 year-old population from 2015-2025.

