



**President**  
Elizabeth Stocker, AICP  
*City of Norwalk*

**First Vice President**  
Patrick McMahon  
*Town of Suffield*

**Second Vice President**  
Thomas Cariglio  
*UIL Holdings*

**Treasurer**  
Mark Barnhart  
*Town of Fairfield*

**Secretary**  
Rebecca A Nolan, EDP  
*MetroHartford Alliance*

**Past President**  
Sandra B. Johnson, EDP  
*Sandra Johnson Consulting*

**Board of Directors**

Dudley (Skip) W. Alleman, LEP  
*HRP Associates, Inc.*

James Burke, AICP  
*Town of Windsor*

Tom Burmeister  
*Profit Miners*

Terry Elton  
*Town of Branford*

Jacob Galloza  
*CT Department of Economic & Community Development*

Jason Giulietti  
*UCONN Foundation*

Luigi Fulinello  
*Town of New Milford*

Courtney Hendricson  
*Town of Enfield*

Ginny Kozlowski  
*REX Development*

John O'Toole, CEcD, EDP  
*Northeast Utilities*

Rose Ponte  
*Town of Farmington*

Aya Beckles Swanson  
*Community Investment Corp.*

Elizabeth Wallace, EDP  
*Connecticut Economic Resource Center*

Mark Waterhouse, CEcD  
*Garnet Consulting Service, Inc.*

Trenton Wright, CEcD  
*Middlesex Community College*

## 2014 Annual Meeting

(4:00 PM – 5:00 PM)

## Reception

(5:00 PM – 7:00 PM)

Wednesday, December 10, 2014

Mattabesett Canoe Club | Middletown, CT

### AGENDA

- I. CALL TO ORDER – ELIZABETH STOCKER, AICP, PRESIDENT
- II. APPROVAL OF MINUTES – DECEMBER 5, 2013 – PATRICK MCMAHON, 1<sup>ST</sup> VP
- III. TREASURER'S REPORT – MARK BARNHART, TREASURER
- IV. PRESIDENT'S REPORT
- V. VOTE TO AMEND BY-LAWS - *ARTICLE VII- BOARD OF DIRECTORS*
- VI. COMMITTEE REPORTS
  - i. PROGRAM, PROFESSIONAL DEVELOPMENT & EVENTS: AYA BECKLES-SWANSON
  - ii. POLICY DEVELOPMENT: JOHN O'TOOLE, CECD, EDP
  - iii. MEMBERSHIP: REBECCA NOLAN, EDP
  - iv. SCHOLARSHIP: TRENTON WRIGHT, CECD
  - v. RESOURCE & COMMUNITY OUTREACH: ELIZABETH WALLACE, EDP
  - vi. COMMUNICATIONS: NICOLE L. GRANT
  - vii. CEDAS OPERATIONS: TOM BURMEISTER
- VII. NOMINATIONS & ELECTION OF OFFICERS FOR 2015 – SANDRA JOHNSON, EDP
- VIII. PRESIDENT'S AWARD
- IX. CEDAS MEMBER OF THE YEAR
- X. KENNETH L. ROBERTS LIFETIME ACHIEVEMENT AWARD
- XI. SPECIAL RECOGNITIONS
- XII. INCOMING PRESIDENT REMARKS
- XIII. ADJOURNMENT

# Approval of Minutes (December 5, 2013)

## Annual Meeting Update | 2014

---

### December 2013 Annual Meeting - Minutes

Whinstone, New Britain, CT

December 5, 2013

#### MINUTES

##### Call to Order

President Stocker welcomed all the members and called the meeting to order at 4:20 P.M.

##### Board members in attendance:

<b>President</b> Elizabeth Stocker, AICP	<b>1<sup>st</sup> Vice Pres.</b> Patrick McMahon	<b>Treasurer</b> Tom Cariglio
<b>Secretary</b> VACANT	<b>Past President</b> Sandra Johnson	
Mark Barnhart	Courtney Hendricson	Rose Ponte
Jim Burke	Dale Kroop	Beth Wallace
Tom Burmeister	Becky Nolan	Mark Waterhouse
Jacob Galloza	John O'Toole	Trent Wright

##### Board members absent:

Terry Elton, <b>2<sup>nd</sup> V. President</b>	Ginny Kozlowski	Deborah Donovan
---	-----------------	-----------------

##### Approval of Minutes – 1<sup>st</sup> Vice President, Patrick McMahon

McMahon asked for a motion to accept the minutes for the 2012 Annual Meeting (December 11, 2012) without formal copies distributed to be adopted.

Motion to accept: Mark Waterhouse, Seconded by Jim Burke, **MOTION CARRIED**

##### Treasurer's Report – Tom Cariglio

Cariglio reported that during the month of November

Membership dues received in Nov.	\$0.00
Expenses: Annual Mtg deposit	\$250.00
YTD Net Expenses as of November 30:	\$30,551.92
Asset balances:	
Scholarship fund \$	\$10,170.40
Checking account balance	\$42,570.36
Total Operating Fund	\$52,740.76
Bank of America CD total:	\$32,322.06
Total Assets:	\$85,062.82

Motion to accept report as presented: Mark Barnhart, seconded by Leslie Cosgrove, **MOTION CARRIED.**

##### President's Report – Liz Stocker

Stocker read the 2013 accomplishments

Stocker thanked the out-going board members Deborah Donovan, Garrett Sheehan, Shelia O'Malley and Dale Kroop for their commitment to CEDAS and wished them well with their future endeavors.

##### Committee Reports:

- **Program & Events:** Courtney Hendricson –made a special thanks to Doreen and Dave for arranging the holiday gathering; this year there were 15 programs presented; CEDAS established stronger partnerships with other organizations and engaged the membership.
- **Resources & Community Outreach:** Elizabeth Wallace, EDP - thanked committee, stated this was a year of "Transition and Transformation". The committee name was changed and refocused. There was a stronger focus on web presence

and presenting data; a blog was established by the committee members (Beth would like to see more members' blogging). The inaugural municipal training program will be presented in East Windsor, along with our partners CERC, CT Main Street, and MetroHartford Alliance. Looking for members to promote information on the program. Finally Beth requested white papers and best practices to be added to the website.

- **Policy Development:** John O'Toole, CECD, EDP – Complimented the state on begin more engaged. This year top issues focused on the state budget and school safety. Our relationship with the state is much healthier than and as strong as it has ever been in economic development. John spoke about the governor's input on regulations ([www.governor.ct.gov/regulations](http://www.governor.ct.gov/regulations)) all comments need to be submitted by 12/16. Look at the 2014 recommendations in your packet for details.
- **Membership:** Deborah Donovan (Patrick reported on behalf of Deb) membership growth was up 8% / EDC commissions. As a result of the membership drive *Competition for New Members* John O'Toole was the big winner by bringing in 12 new members. For this effort John received a free registration to the NEDA conference in Portland, ME. Finally, Patrick recognized all the members who have retired this year as well as paying tribute to the late Connie Maffeo and Anne Karas. They had over 20 years of services to the profession of economic development and they will be truly missed.
- **Communications:** Rebecca Nolan, EDP - There has been an increase of visibility on the website. There were 3,381 visits to the site with 73% being new visitors (2,490). The format for the e-Newsletter has changed to highlight its members as opposed to providing reported news. Becky thanked her committee and gave a special thank you to Mary Ann Simkewicz (CERC) for her support throughout the year.
- **Scholarship:** Trenton Wright, CECD - \$5,140 scholarships given out. (see report for details) There is an application on the website. The process is simple by a review of the committee, then board approval "*This is part of your membership benefit so take advantage of the scholarship*".

#### **Nominations & Election of Officers for 2014: Sandra Johnson, Past President**

Johnson read and the new slate of officers and bio's for the nominations of the 2014 board of directors:

##### Officers

Elizabeth Stocker – President  
Patrick McMahon – 1<sup>st</sup> Vice President  
Thomas Cariglio – 2<sup>nd</sup> Vice President  
Mark Barnhart – Treasurer  
Rebecca Nolan – Secretary

Motion to accept: Mark Waterhouse, seconded by Courtney Hendricson, **MOTION CARRIED.**

Johnson read the names of the current board of directors and added the names of the nominee's:

##### Board of Directors Nominee's

**Aya Beckles Swanson** – Connecticut Investment Corporation  
**Dudley "Skip" Alleman** – HRP Associates, Inc.  
**Luigi Fulinello** – New Milford  
**Jason Giulietti** – UCONN Foundation

Motion to accept: Bob Santy, seconded by David Prendergast, **MOTION CARRIED.**

#### **CEDAS Member of the Year 2013:** Patrick McMahan, 1<sup>st</sup> Vice President

McMahon announced the CEDAS Member of the Year - **James Burke, Economic Development Director for the Town of Windsor** for his contribution and outstanding achievement to the profession. Jim has over 12 years in the town of Windsor and has "amazing statistics". During Jim's tenure over 5 M SF of new commercial space has been constructing (300,000 SF of retail, 1.2 M SF of office and 3.5 M SF of industrial/distribution space). Jobs have increase 25% during that time from nearly 19,000 to 23,600.

Burke - Thanked McMahon and the support he gave to him over the years and thanked the residents of the town of Windsor for their help to bring in development. He thanked his wife Liz for initially getting the job in Windsor those many years ago. Jim ended by saying "economic development is like assisting the delivery of an elephant; it's hard and messy but it worth the outcome". Burke joins a "prestigious group" on honorees: Courtney Hendricson, the late Connie Maffeo, John Shemo, Tom Marano, John O'Toole, Dale Kroop, Randy Kamerbeek, Ray Warren, Bob Santy, Barbara Strother and Doreen DeSarro.

**President's Award:** Liz Stocker

Stocker announced this year's award goes to Sandra Johnson, Vice President & Director of Business Development, MetroHartford Alliance. Johnson received this award because of her dedication to making sure there was a smooth transition last year as Liz took office. Stocker read the qualifications to achieve the award; gave a list of reasons and sighted the dedicated work she does at the MetroHartford Alliance (highlighting the 3<sup>rd</sup> Connecticut-Israeli Technology Summit bringing together 22 Israeli companies and 12 top CEOs to foster business development). Stocker thanked Johnson and presented her the 2013 President's Award.

Johnson accepted the award and thanked Stocker and the association. She quoted "*You can employ people or hire hands to work for you, but you have to win their hearts to work with you*". This quote showcased CEDAS and why she was happy to be part of the association. The group of individuals who are CEDAS have made her work on the board a pleasure and she will continue to support CEDAS as the past president.

**Special Recognitions:** Liz Stocker

Stocker gave a special thank you to CT NEDA for their sponsorship of annual dinner and various activities throughout the year. She thanked David Prendergast for chairing the annual dinner and holiday gathering committee along with Doreen DeSarro. Stocker also thanked Elsie Bisset and Judy LaRoche for making sure the Awards that were presented this evening were engraved and to Judy for documenting the evening in photo.

Stocker mentioned Becky Nolan, Sandra Johnson, Natalie Rosenbaum for their dedication to provide support throughout the year; the CERC staff; the CEDAS Board of Directors, the board members going off [Deborah, Sheila and Garrett] and Tom Cariglio for this work as Treasurer for the past four years.

Stocker then gave a special gift to Dale Kroop for his many years of service on the board of directors, as past president and for his ongoing guidance to CEDAS.

**Incoming President's Remarks:** Liz Stocker

Looking to 2014, Stocker would like CEDAS to be a stronger member resource; she would like to see more engagement of the 22 EDC commission members by being on committees and looking to increase membership. She is very happy with the board's diversity and looks forward to 2014. She wished the best for 2014 to the members and called the meeting to a close.

**Adjournment:**

Motion to adjourn was made by David Prendergast, seconded by Doreen DeSarro, **MOTION CARRIED** at 5:16 P.M.

*Respectfully submitted, December 6, 2013*

***Rebecca A Nolan, EDP Vice President | MetroHartford Alliance | CEDAS Secretary***

# Treasurer's Report

## Annual Meeting Update | 2014

<b>INCOME &amp; EXPENSE</b>	<b>2013 Actuals</b>	<b>2014 App'd Budget</b>	<b>Nov-2014</b>	<b>YTD</b>
<b>Income</b>				
Interest	\$4.67	\$5.00	\$7.66	\$114.01
Membership Dues	\$16,575.00	\$22,000.00	-	\$21,325.00
Membership Dues – Prior Year		\$0.00	-	\$325.00
Annual Meeting Income	\$2,255.00	\$2,250.00	-	\$210.00
Misc. Program Income	\$39,052.15	\$2,000.00	-	-
<b>Total Income</b>	<b>\$57,886.82</b>	<b>\$26,255.00</b>	<b>\$7.66</b>	<b>\$21,974.01</b>
<b>Expense</b>				
Annual Meeting / Rally	\$2,812.00	\$2,500.00	-	\$500.00
Quarterly Meeting	\$1,069.86	\$1,000.00	-	\$1,705.20
Bank Service Charges	-	-	-	-
Sponsorships	-	\$3,000.00	\$1,200.00	\$1,700.00
Contingency	\$6,168.76	\$2,000.00	-	\$204.14
Website	\$2,883.50	\$2,700.00	-	\$324.00
<b>CERC SERVICES:</b>				
Contract Services	\$14,550.00	\$14,550.00	-	\$10,912.50
Event Management				-
<i>Quarterly Mtgs (2014: 2@600)</i>	\$1,800.00	\$1,200.00	-	\$500.00
Postage	\$251.88	\$300.00	-	\$112.94
Supplies & Printing	-	-	-	-
Scholarship Fund	\$5,140.00	\$2,000.00	-	\$2,345.00
Scholarship - OU/EDI	-	-	-	-
Professional Dev. Prog. Exp.	-	-	-	-
Presidents Conference Expense	\$1,759.38	\$2,000.00	-	\$721.64
<i>CBI Program Expense</i>	\$1,537.50	-	-	-
<b>Total Expense</b>	<b>\$37,972.88</b>	<b>\$31,250.00</b>	<b>\$1,200.00</b>	<b>\$19,025.42</b>
		<b>(\$4,995.00)</b>		
<b>Net Income</b>	<b>\$19,913.94</b>	<b>-</b>	<b>\$(1,192.34)</b>	<b>\$2,948.59</b>

<b>ASSETS:</b>	<b>12/31/2013</b>	<b>11/30/2014</b>	<b>\$ Change</b>
<b>Operating Funds</b>			
Scholarship Fund*	\$10,171.40	-	\$(10,171.40)
Bankwell Money Market	-	\$28,112.14	\$28,112.14
Checking Account	\$42,431.43	\$15,459.48	\$(26,971.95)
<b>Total Operating Funds</b>	<b>\$52,602.83</b>	<b>\$43,571.62</b>	<b>\$(9,031.21)</b>
<b>Investments</b>			
Bank of America CD	\$32,328.70	-	\$(32,328.70)
Bankwell 9-month CD (1/7/15)+	-	\$20,000.00	\$20,000.00
Bankwell 13-month CD (5/7/15)	-	\$20,131.76	\$20,131.76
<b>Total Investments</b>	<b>\$32,328.70</b>	<b>\$40,131.76</b>	<b>\$7,803.06</b>
<b>Total Assets</b>	<b>\$84,931.53</b>	<b>\$83,703.38</b>	<b>\$(1,228.15)</b>

+ updated balance not available; interest paid at conclusion of term

\* CD temporarily liquidated at term-to be re-established in Jan 2015

Respectfully Submitted, December 10, 2014

**Mark Barnhart, Director of Economic Development | Town of Fairfield CEDAS Treasurer**

# President's Report

## Annual Meeting Update | 2014

---

### **2014 Accomplishments**

- Increased net membership numbers by 12%, and our commission numbers by 1.4%; totaling 386 members.
- Engaged non-board members on committees and partnered with professional organizations (CMSC, CCAPA, NEDA, CERC, RPA, UIL Holding) bringing value to CEDAS membership.
  - NEDA 3-PART Webinar SERIES - Innovation in State Economic Development
    - Part 1: State Industry and Cluster Initiatives - January 16
    - Part 2: Finance and Incentive Programs - February 13
    - Part 3: Reorganizing Economic Delivery Systems - March 13
- Co-Sponsored events (CCAPA, CMSC Annual Gala, Celebrate CT & Metro Hartford Alliance)
  - CEDAS Partnered Economic Development Training Course
  - CEDAS Supports CBIA's Initiative CT 20x17
  - CEDAS conducted an Operations Review and Membership Survey
- Continued to provide monthly CEDAS e-news focused on CEDAS members, Board communications, Membership benefits and events.
- Endorsed CCSU Economic Development Training Summer Institute (July 14-18, 2014)
- Awarded 4 professional development scholarships

### **Improved communications with members through Internet & Social Media**

- Website – 68% new visitors -Blog/Membership Directory
- Facebook over 160 “Likes”
- Twitter – 117 Following
- LinkedIn Group – 234 members (up from 206 members in 2013)
- Consistent monthly e-Newsletters – Available online
- Immediate distribution of RFP's and employment announcements

### **Monthly Activity was consistent and CEDAS partnered with many organizations**

- January – CEDAS members participated in NEDA Webinar Series (1 of 3)
- February – NEDA Webinar (2 of 3)
- March – NEDA Webinar (3 of 3); CEDAS Quarterly Meeting at Axis 901 Co-Working Space & Networking event with CT Main Street Center at Downtown Waterbury's Renaissance
- April – Webinar: The GIS Approach to Marketing – Putting your Business on the Map
- May - Harbor Point Development Revisited collaboration with CoreNet CT/Westchester Chapter
- June – CEDAS Co-Sponsorships:
  - Travelers Championship – CEDAS & MetroHartford Alliance
  - CT Main Street Center Award Gala in New Haven
- July – CEDAS partners with Hartford Business Journal: “Doing Business in CT”
- September – NEDA Annual Conference in Worcester, MA
  - CEDAS Quarterly Meeting with CMSC in Westville Village
- October - CEDAS Members invited to UIL Holdings Economic Development Conference & Regional Plan Assoc. Shaping our Region's Future (Oct. & Nov.)
- November - New Directions for Tax Incremental Financing; NEREJ Cocktails & Conversation
- December
  - CERC Celebrate CT
  - CEDAS Annual Meeting
  - CEDAS & NEDA Local Problem & Opportunity Exchange in Hartford (12/11/14)

*Respectfully Submitted, December 10, 2014*

**Elizabeth Stocker, AICP, Director of Economic Development | City of Norwalk CEDAS President**

# *Amendment to the By-Laws*

## **Vote**

### Annual Meeting Approval 2014

---

Pursuant to Article XI, of the CEDAS by laws, CEDAS members were notified November 17, 2014 of a proposed change to the CEDAS bylaws at Article VII to add a new standing committee which will be the sixth standing committee.

Article VII *Board of Directors* shall be changed to add a sixth standing committee entitled COMMUNICATIONS COMMITTEE. The responsibilities of the Communications Committee are as follows:

The Communications Committee is responsible for coordinating and disseminating information about CEDAS activities, policies and objectives to the membership, our partners, and the public -at-large.

[The CEDAS bylaws are available online.](#)

This new (sixth) standing committee will be incorporated into the bylaws upon an affirmative vote.

## *Committee Report*

# Programs/Professional Development & Events

Annual Meeting Update | 2014

---

### **Committee Members:**

*Acting Chairman:* **Rose Ponte**, Town of Farmington

**Jason J. Giulietti**, UCONN Foundation

**Aya Beckles Swanson**, CIC Lending

**Ginny Kozlowski**, REX Development

**Courtney Hendricson**, Town of Enfield

**Rebecca Nolan**, MetroHartford Alliance

**Elizabeth Stocker**, City of Norwalk, *President, Ex-officio*

### **Highlights for 2014:**

We partnered with other key organizations to bring important programming throughout the year. One component that was not offered in 2014 was CEDAS Academy. For 2015, CEDAS ACADEMY will once again become available and will be a priority for the committee.

- MARCH 6, 2014 CEDAS Quarterly Meeting – Manchester Community College on Main, Tour of AXIS 901 Co-working space, Panel presentation on how this was accomplished, followed by a networking event, provided by Imagine Main Street special events, in partnership with CCAPA.
- MARCH 27, 2014 CEDAS Quarterly Meeting – CEDAS and CT Main Street presented: “DOWNTOWN WATERBURY’S RENAISSANCE”, tour of historic Apothecaries Hall Building at Exchange Place, followed by a networking event at Palace Theatre, featuring Waterbury Neighborhood Council’s CONNfection, in partnership with CT Main Street Center.
- APRIL 15, 2014, Webinar presented by CCSU’s Department of Geography in collaboration with the Office of Continuing Education, “The GIS Approach to Marketing – Putting Your Business on The Map. “
- JUNE 9, 2014 - CEDAS co-sponsors Connecticut Main Street Center Award Gala at ROÏA Restaurant in New Haven, CT JUNE 18, 2014 - Travelers Championship - Breakfast and Program with partner organization, Metro Hartford Alliance in Cromwell. Speaker Tim Sullivan, Director of Waterfront, Brownfields, and Transit Oriented Development, DECD.
- SEPTEMBER 19, 2014 - CEDAS Quarterly Meeting, CEDAS & CT Main Street Center presented “Economic Vitality in Unique Urban Villages: Westville Village - “New Haven’s own small town”, sponsored a guided walking tour led by the Westville Village Renaissance Alliance (WVRA) and a combined member networking event.
- NOVEMBER 7, 2014- CEDAS, CMSC & CCAPA Workshop, “Bringing Economic Development Home: New Directions for Tax Increment Financing”.
- NOVEMBER 19, 2014 – New England Real Estate Journal: *Cocktails & Conversations*, Hartford Hilton, Hartford, CT
- DECEMBER 3, 2014, CERC’s Celebrate Success at the Bushnell.
- DECEMBER 10, 2014 - Annual Meeting & Celebration, Canoe Club in Middletown CT.
- DECEMBER 11, 2014 - CEDAS and NEDA Present - Local Communities and Local Challenges: “Problem & Opportunity Exchange”, Black Eyed Sally’s in Hartford CT.

*Respectfully Submitted* – December 10, 2014

**Rose Ponte**, *Economic Development Director* | *Town of Farmington*



# Committee Report

## Policy Development

### Annual Meeting Update | 2014

---

#### Committee Members:

*Chair:* **John O'Toole**, CEcD, Northeast Utilities

*Co-Chair:* **Thomas Cariglio**, UIL Holdings

**Skip Alleman**, HRP Associates

**Martin Brogie**, GEI Consultants

**James Burke**, Town of Windsor

**Ray Carpentino**, Town of Rocky Hill

**Deborah Donovan**, Retired

**Terry Elton**, Town of Branford

**Luigi Fulinello**, Town of New Milford

**Jacob Galloza**, DECD

**Dale Kroop**, Town of Hamden

**Ginny Kozlowski**, REX Corp

**Jonathan Rosenthal**, Consultant

**Bob Santy**, CERC

**Trent Wright**, Middlesex Community College

**Elizabeth Stocker**, City of Norwalk *President, Ex-officio*

#### 2014 Highlights

- In April during the legislative session, the Policy Committee submitted a list of bills to legislators that were supported by CEDAS. The list included nine bills, in which HB 5573 was signed by the Governor. HB 5573 provides flexibility for the cleanup of large sites which can be divided into separate parcels. It also establishes a reasonable time frame for DEEP to audit certain verifications made by Licensed Environmental Professionals.
- The Policy Committee also explored the possibility of expanding the current Tax Incremental Financing (TIFs) law, to allow TIFs to be used on a wider range of projects, with more municipal control. The Policy Committee consulted with Pulley & Comley, and reviewed TIF laws in Maine and Illinois, in order to develop a foundation to expand the current (TIF) law. The Policy Committee intends to continue pursuing a change in TIF policy in 2015.

#### 2015 Recommendations of issues:

The Policy Committee will focus during the next legislative session on the following topics:

- **Environmental**
  - Funding to create shovel ready (certified) sites. Make CT "covenant not to sue" on brownfield projects more competitive with neighboring states.
- **Tax Increment Financing (TIF)**
  - Work with Pullman & Comley to draw up legislation to enable TIFs to be used on a wider range of projects with more municipal control.
- **Job Expansion Tax Credits (JET)**
  - Reestablish funding for the JET program.
- **Transportation**
  - Support for more funding to complete the New Haven-Hartford-Springfield rail line, and other rail upgrades;
  - Maintain integrity of Special Transportation Fund;
  - Focus on alleviating areas of congestion, i.e., Fairfield County.

*Respectfully submitted, December 10, 2014*

**John O'Toole, CEcD**, Community Relations & Economic Development | Northeast Utilities, CL&P \ Yankee Gas

## Committee Report

# Membership

Annual Meeting Update | 2014

---

### Committee Members:

*Chair:* **Rebecca Nolan**, MetroHartford Alliance

*Co-Chair:* **Aya Beckles Swanson**, Community Investment Corporation

**Tom Burmeister**, Profit Miners

**Patrick McMahon**, Town of Suffield

**Elizabeth Stocker**, City of Norwalk, *President, Ex-officio*

STAFF: **Natalie Rosenbaum**, CERC

**Membership Fees:** In January the board of directors voted for a modest increase to membership dues. The increase helped to defray cost for professional development, technical assistance and scholarships.

CEDAS had a positive year in membership growth. We increased our membership numbers by 12%; despite the fact there were 25 individuals and three (3) EDCs that did not renew – Most of those were related to people retiring, taking new positions or moving to new states.

Year	Total Members**	New Individual Members	Commissions	New EDCs
2012	318	18	18	7
2013	344	36	22	5
2014	386*	25	26	7

\*As of Nov 2014

\*\*Includes EDC commissioners & new members

### Welcome to our New Members !

Please join me in welcoming the following new members and be sure to look them up at CEDAS networking events:

**Brad Schide**, CT Trust for Historic Preservation  
**Bruce Carlson**, Connecticut Technology Council  
**Carly Myers**, Milone & MacBroom  
**Damon Ralph**, Wells Fargo  
**David Kooris**, Bridgeport  
**Donna Collins**, Hartford Business Journal  
**Edward Edgardo**, Edgeways, LLC  
**Erin Wilson**, Torrington  
**Evan Johnson**, Office of US Senator Chris Murphy  
**George Hernandez**, Latino and Puerto Rican Affairs Comm.  
**Heather Loranger**, United Bank (formerly Rockville Bank)  
**Heather Conley**, Heather Conley Photography, LLC  
**Joe Riccio**, West Haven

**Joseph Ercolono**, UCONN, Office of Econ. Dev.  
**Julie Nash**, Milford  
**Juliet Burdeiski**, Meriden  
**Justin Malley**, Bristol Development Authority  
**Lisa Zuccaro**, Wells Fargo  
**Lynn Willey**, GEI Consultants  
**Martin Brogie**, GEI Consultants  
**Meredith Allen**, West Haven  
**Paige Rasid**, Connecticut Technology Council  
**Ron Pugliese**, Naugatuck  
**Valarie Ferro**, Weston & Sampson®  
**Wesley Haynes**, CT Trust for Historic Preservation

### Welcome to our New Economic Development Commissions from the towns of...!

East Windsor  
Hebron  
Ledyard

Ridgefield  
Southington  
Watertown

Windham

**Members who retired this year:** These members have not retired from *Life* but from their full time jobs. They continue to be active members of CEDAS and we congratulate them on jobs well done – now what’s next?

Robert Gregory, City of Milford

Deborah Donovan, SeCTer

Sandra Johnson, MetroHartford Alliance

***In Memory***

*Richard “Dick” [Bucky] Kelso (1936-2014)*

Dick ran the New England Economic Development Basic Course. Although he was not a CT resident, I wanted to recognize him for his contribution to economic development and his significant impact to many of us in this room.

*Thankfully, we lost no CEDAS members in 2014 and I hope we can say that again in 2015!*

*Respectfully Submitted – December 10, 2014*

***Rebecca A Nolan, EDP, Vice President, Business Development | MetroHartford Alliance***

## Committee Report

# Scholarships

Annual Meeting Update | 2014

---

### Committee Members:

*Chair:* **Trenton Wright**, CEcD Manchester Community College

**Mark Waterhouse**, CEcD, Garnet Consulting

**Kristin Clarke**, Town of Groton

**Elizabeth Stocker**, City of Norwalk, *President, Ex-officio*

## LISA M. KOLODZIEJ SCHOLARSHIP

---

CEDAS members considering economic development training programs may apply for a CEDAS Lisa M. Kolodziej (pronounced Ka' low jay) scholarship prior to the start of the program to defray some of the cost. The Scholarship Committee and Board of Directors establish the criteria for awarding this benefit.

The current practice is to cover (or help cover depending on the cost) the registration fee with travel and other costs paid by the individual or other sources. However, consideration will be given to covering expenses other than registration when there are significant costs for the training. The maximum amount for a scholarship is usually \$500; however, up to \$1,000 will be considered on a case-by-case basis for programs with significant expenses.

Any CEDAS member may download the Scholarship Application and apply. Two application formats are available – one that can be completed electronically and emailed to the Scholarship Chairperson, or an application that can be printed and faxed or mailed when completed.

For questions please contact the CEDAS Scholarship Chairperson: Trenton Wright, CEcD, CFRE, Coordinator of Institutional Advancement, Middlesex Community College, 100 Training Hill Road, Middletown, CT 06457, 860-343-5708, [twright@mxcc.edu](mailto:twright@mxcc.edu) or contact CEDAS president.

The approved budget amount for scholarships was \$2,000. CEDAS approved four scholarships for four members for \$2,345.

<b>Member</b>	<b>Organization</b>	<b>Amount</b>	<b>Conference</b>	<b>Date Board Approval</b>	<b>Date Paid</b>
Timothy Malone	CCRPA	\$450	NEDA-Worcester, MA	08/26/14	10/30/14
Elsie Bisset	Killingly	\$500	IEDC Annual Conf.	09/23/14	10/30/14
Betsy Paynter	Newtown	\$395	NEDA-Worcester, MA	08/26/14	10/31/14
Garrett Sheehan	Self	\$1,000	OU/EDI	05/27/14	08/22/14

*Respectfully submitted, December 10, 2014*

**Trenton Wright**, Scholarship Committee Chair

## Committee Report

# Resource & Community Outreach (Ad hoc)

Annual Meeting Update | 2014

---

### Committee Members:

*Chair:* **Elizabeth Wallace**, CT Business Response Center

**Tom Burmeister**, Profit Miners, Inc.

**Terry Elton**, Town of Branford

**Luigi Fulinello**, Town of New Milford

**Courtney Hendricson**, Town of Enfield

**Patrick McMahon**, Town of Suffield

**Carly Meyers**, Milone & MacBroom

**Jonathan Rosenthal**, Consultant

**Bob Santy**, CERC

**John Shemo**, MetroHartford Alliance

**Elizabeth Stocker**, City of Norwalk, *President, Ex-officio*

### Highlights for 2014:

The Committee's primary focus for 2014 included the development and implementation of *The Fundamentals of Municipal Economic Development -- A Transformational Approach* – a course being offered to municipalities across Connecticut for their employees, boards and commissions. We worked with our partners; the Connecticut Economic Resource Center, Connecticut Main Street and MetroHartford Alliance; to not only develop the curriculum but also to provide trainers. We also invited members of United Illuminating or Northeast Utilities to participate.

The team completed training for the following municipalities in addition presenting at the Connecticut Conference of Municipalities (CCM):

- East Windsor
- Milford
- Old Saybrook
- Bethel
- Kent
- Torrington
- Norwich
- Marlborough
- Burlington
- Brookfield
- SECTER
- Rocky Hill

Additionally Stratford is scheduled for the end of 2014.

Towns expressing interest for 2015 include:

- Newtown
- Norwalk
- Bloomfield
- Ashford
- Beacon Falls
- Ansonia
- Branford
- Chester
- Clinton
- Cromwell
- East Hampton
- East Lyme
- Enfield
- Groton
- Litchfield
- Meriden
- Monroe
- Plainville
- Ridgefield
- Wallingford
- Washington
- Waterford
- West Haven
- Westport
- Windsor
- Woodbridge

The following CEDAS members provided training: Liz Stocker, Patrick McMahon, Courtney Hendricson, Dale Kroop, Luigi Fulinello, Terry Elton, John Shemo, John O'Toole, Mark Barnhart.

Moving forward, the program requires additional CEDAS members to train and volunteer to be a trainer for the economic development portion of the training. Additionally, towns will be asked to sign a contract to guarantee participation by a minimum of twenty employees.

In addition to a focus on municipal training, the Committee also focused on developing and publishing several blogs related to an area of expertise in the field of economic development.

*Respectfully Submitted – December 10, 2014*

**Beth Wallace** Director, Connecticut's Business Response Center | Connecticut Economic Resource Center

# Committee Report

## Communications (Ad-hoc)

### Annual Meeting Update | 2014

---

#### **Ad-Hoc Committee Members:**

*Chairperson:* **Nicole L Grant**, UIL Holdings

**Tom Cariglio**, UIL Holdings

**Courtney Hendricson**, Town of Enfield

**Rebecca Nolan**, MetroHartford Alliance

**Elizabeth Stocker**, City of Norwalk, *President, Ex-officio*

**Beth Wallace**, Business Response Center | CERC

**Trent Wright**, Middlesex Community College

STAFF: **MaryAnn Simkewicz**, CERC

This year, the ad-hoc Communications Committee has been able to deliver timely content and demonstrate value to CEDAS members despite being delayed in formation due to a transition in leadership. Nicole Licata Grant, CEDAS Member since September 2013, joined the committee in late March 2014, with a focus on learning about CEDAS as an organization while building on historical efforts to shape the communications mandates, tools and outputs, as well as increasing participation and collaboration with members across the organization.

The Committee would like to thank everyone who volunteered time and resources to grow the Committee's reach and further enhance the quality of efforts. The Committee thanks in particular, Mary Ann Simkewicz for her technical and editorial contributions including management of social media; as well as Board members including Becky Nolan, Elizabeth Stocker, Rose Ponte, Patrick McMahon, Tom Marano, John O'Toole, Tom Cariglio and many others for their continued support, ideas and contributions.

The Communications Committee looks forward to the year ahead as the newest standing committee per amended by-laws (expected to pass December 10 by vote). As detailed in 2015 Operational Plans and accompanying strategic goals, the new permanent Committee expects to be supported by an expanded group of members-at-large and dedicated representatives of existing standing committees. We look forward to enacting our own 2015 Operations plan, refining existing tools and outputs, incorporating the Communication-centered goals of our existing Board committees, while considering news ways to reach members and support CEDAS' brand as the premier organization for Economic Development professionals in Connecticut.

#### **Notable in 2014:**

##### **e-Newsletter & Direct Communications**

CEDAS publishes a monthly e-Newsletter which includes original content relevant to and predominantly about CEDAS Members.

This is the primary vehicle of "direct" communication with members, and popular features include job postings, member spotlights, and event postings and recaps (in particular, Quarterly Meeting in Westville in September). The e-Newsletter has been broadcast to over **350 members** this year with an average **open rate of around 25%** (which remains higher than average). We have received positive feedback about the content, look and feel of the newsletter this year. The Committee looks forward to considering ways to improve it in the coming year, including layout, photography and written content.

Please find past issues of the e-newsletter here: [www.cedas.org/News/CEDAS\\_ENewsletters/](http://www.cedas.org/News/CEDAS_ENewsletters/)

The Committee also supported information-sharing with a number of emailed /direct communications to members concerning key information or requests between e-newsletters. While the Committee tries to limit the number of direct communications to members, this is a critical and effective tool. Finally, the Communications Committee responded to ad-hoc inquiries from partners and members regarding a myriad of issues including advertising and joint communications efforts, audience reach and surveys.

#### Twitter

- 353 Tweets (up from 153)
- 82 Following (up from 76)
- 117 Followers (up from 55)

#### Facebook

- Likes: 161 (up from 103)

#### LinkedIn

- 234 Members (14% increase y/y)
- Demographics: 54% in Greater Hartford; 32% in Greater New Haven
- 19% Government; 9 % Non Profit

#### Social & Print Media

The CEDAS Communications Committee continues to support various social media outlets, including, [Twitter](#), [Linked In](#), [Facebook](#) and [You Tube](#).

The Committee continues to evaluate effectiveness and techniques to improve reach to existing and future membership with these tools.

This year, the Committee promoted *Linked In* as the “preferred” CEDAS social media outlet as it best fits business and trade group mandates; we actively encourage members to participate in posting and driving discussion. In 2014, CEDAS’ Linked In group had a 14% increase in membership, now reaching 234 members. Facebook and Twitter have some passive traffic, while You Tube has not been utilized in 2014.

In June of this year, CEDAS was represented in *Doing Business in Connecticut*, a new trade publication sponsored by the *Hartford Business*

*Journal* and the State of Connecticut. CEDAS was featured in an advertisement in the magazine, which had a print circulation of approximately 40,000.

Members may view the advertisement here:

<http://www.cedas.org/News/newsView.asp?NewsId=40968114&CategoryID=11>

#### Website Activity

We are pleased to report that the **website** has seen **increased activity** in the first 11 months of 2014. Over the past year we have had 5,346 session (visits), with 67.8% (3,625) being new visitors. The sessions are up from 3,381 reported in 2013.

A majority of the page views have been in the member resources and events.

That said, the website is out-of-date in some areas, as well as look and feel. Efforts to review and improve content and usability did not take place in 2014 due to limited resources and time of communications volunteers. The Committee aims to address this in 2015, in partnership with CEDAS committees with ownership over specific content. The Website remains the “hub” of CEDAS communications resources.

*Respectfully Submitted – December 10, 2014*

**Nicole Licata Grant**, Economic Development Specialist | UIL Holdings LLC

# *Committee Report*

## **CEDAS Operations (Ad hoc)**

### Annual Meeting Update | 2014

---

*Chair:* **Tom Burmeister**, Principal, Profit Miners, Inc.

*Co-Chair:* **Tom Cariglio**, UIL Holdings

**Mark Barnhart**, Town of Fairfield

**Courtney Hendricson**, Town of Enfield

**Patrick McMahon**, Town of Suffield

**Mark Waterhouse**, Garnet Consulting

**Trenton Wright**, Middlesex Community College

**Elizabeth Stocker**, City of Norwalk, *President, Ex-officio*

#### **Final Report: Operations Review Team**

In June of this year, the CEDAS Board established an ad hoc Team to review CEDAS' Bylaws, committee structure, activities, etc., with respect to how they benefit the membership and support our stated goals and objectives.

The Team determined that CEDAS has been doing a fairly good job with respect to our stated goals, but needs to improve in the areas of committee effectiveness, partnering with other organizations, and communications. Our Bylaws are fine as is, aside from a minor change to the committee structure. Regarding a full-time Director, the Team concluded that our administrative needs are best served through our contract with CERC.

Lastly, the Team worked with the Committee Chairs to develop new operational guidelines to help make our committees more effective.

In brief, the Team's recommendations to the Board and membership are as follows:

1. Establish the Communications Committee as a standing committee of the organization and combine the Resource, Annual Meeting, and Programming Committees;
2. Implement the new Committee Guidelines effective January, 2015;
3. Improve communications for the membership and our partner organizations with respect to committee, Board, and other CEDAS activities;
4. Revisit the contract with CERC to ensure that CEDAS' needs are clearly defined, allowing CERC to successfully support us. This should include activity timelines, roles and responsibilities, and lines of communications;
5. Focus on providing at least one event (i.e. webinars, tours, networking events, workshops, etc.) per month for our members to participate in. When possible, add informational content to events such as speakers, case studies, or relevant topics of interest;
6. Continue to provide professional development scholarships for our members;
7. Develop strategic partnerships with like-purposed organizations to provide more events and professional development opportunities for our members;
8. Focus on leveraging events and relationships to help promote the CEDAS brand;

In closing, I would like to thank the Team members for their time and hard work in helping to improve CEDAS' operations and value to our membership.

*Respectfully submitted, December 10, 2014*

**Tom Burmeister** | Profit Miners Inc.



## Committee Report

# Nominations

Annual Meeting Update | 2014

---

### Committee Members:

*Chair:* **Sandra Johnson**, Sandra Johnson Consulting

**Mark Waterhouse**, CEcD, Garnet Consulting

**Elizabeth Stocker**, City of Norwalk, *President, Ex-officio*

As a part of its review process, the Nominating Committee contacted all 2014 Board members to survey interest to continue on our Board. Four members will be leaving the board: Terry Elton, Jason Giuliatti, Sandra Johnson and Ginny Kozlowski. CEDAS Bylaws stipulate for a Board not to exceed 21 voting members including Officers.

### The Committee recommends approval of the following Slate of Officers for 2015:

**Patrick McMahon**

President

**Elizabeth Stocker, AICP**

Immediate Past President

**Rebecca Nolan, EDP**

1<sup>st</sup> Vice President

**Mark Barnhart**

Treasurer

**Courtney Hendricson**

2<sup>nd</sup> Vice President

**Tom Burmeister**

Secretary

### The Committee recommends approval of the following returning Board Members for 2015:

Dudley (Skip) Alleman

James Burke, AICP

Tom Cariglio

Luigi Fulinello

Jacob Galloza

John O'Toole, CEcD

Rose Ponte

Aya Beckles Swanson

Beth Wallace, EDP

Mark Waterhouse, CEcD

Trenton Wright, CEcD

For the 2015 Board, the Nominating Committee reviewed the membership list with a goal to broaden the Board's levels of expertise and experience within the economic development arena. The full Board also suggested possible new members. Criteria for Proposed Board Directors also includes that:

- proposed Directors are current CEDAS members in good standing;
- proposed Directors will have the ability to attend monthly CEDAS board meetings;
- proposed Directors will be interested to serve on at least one of the six standing committees;
- and further, it is desirable to have Directors who are engaged or who are interested in being engaged in the organization and who may potentially serve as future Officers.

Candidates were then approached by the Nominating Committee or various members for interest to serve as a CEDAS Board Director for 2015.

The Nominating Committee is pleased to recommend approval of the following two economic development professionals and industry specialists to fill Board vacancies for 2015.

**1. Nicole Licata Grant: UIL Holdings**

**Nicole Grant** joined UIL Holdings in August 2013, as an Economic Development Specialist where she works on business development and strengthening the economic landscape in Connecticut and UIL's service territory. She focuses primarily on Greater Bridgeport and the Lower Naugatuck Valley. Nicole has been serving as Communications Coordinator for CEDAS since April 2014. Prior to joining UIL, Nicole worked in non-profit and international development, including as the Director of Human Resources & Global Operations with Innovations for Poverty Action (IPA) and the Associate Director of Operations for the Middle East & Eurasia programs for Save the Children. She was also an International Energy Economist with the U.S. Department of Energy and the U.S. Department of the Treasury, and served in a diplomatic position in Jordan. Prior to working in the U.S. Government, Nicole was a Tech Consultant with Accenture, Ltd. based in Hartford. She earned a Master's degree in International Relations with a specialization in Development Economics and Energy/Technology/Environmental Policy from the Johns Hopkins School of Advanced International Studies (SAIS) in Washington, D.C. and a Bachelors of Arts from Yale University. She is a native of New Haven.

**2. Kristin Havrilla Clarke: Town of Groton**

**Kristin Havrilla Clarke** began working for the Town of Groton as the Economic Development Specialist in April of 2013. Prior to this, she was the Director of the Office of Development & Planning for the City of New London. Ms. Clarke has also worked for New London Main Street, New London Landmarks and the Town of Ledyard. Ms. Clarke attended the Masters in Urban Planning program at Robert F Wagner School of Public Service at New York University and has a BS in Historic Preservation from Roger Williams University. Ms. Clarke is a founding member of the Board of Directors of the Southeastern Connecticut Cultural Coalition and serves on their Executive Committee; is an ex-officio member of the Greater Mystic Chamber of Commerce Board of Directors. She was recently appointed as a member of the Thames Maritime Heritage Park Advisory Committee and acts as Town liaison to the seCTer's Economic Development Committee; the Military Affairs Council; Southeastern Connecticut Entrepreneur's Network and the Downtown Mystic Merchants' Association.

*Respectfully Submitted – December 10, 2014*

**Sandra Johnson, Sandra Johnson Consulting | Immediate Past President**



*Advancing the practice of  
economic development  
in the State of Connecticut*