



**About CEDAS:** The Connecticut Economic Development Association, Inc (CEDAS) advances the practice of economic development in Connecticut. The organization's 250 professional members exchange best-practice methods and share information to promote healthy communities, sustainable revenues and job creation.

# *An Open Letter to Connecticut's Governor-Elect Dannel Malloy and Connecticut's Legislature*

## **Subject: Connecticut Economic Development Association: Short-term Recommendations to Governor-Elect Malloy and our state's legislators.**

On behalf of the Connecticut Economic Development Association (CEDAS), we would like to congratulate you on your election. CEDAS is the largest organization of economic development professionals in the state. We are on the ground every day trying to increase our tax base and create jobs in our communities.

CEDAS would like to offer ideas and support to you and your administration as you begin to work to improve the business climate and strengthen Connecticut's competitive position. We offer the following recommendations for your first one hundred days in office and beyond to get our state economy moving in the right direction.

### **The First 100 Days:**

- **The governor should personally contact** the CEOs of our state's existing leading businesses to ensure their continued investment and assist with any potential growth options. Additionally, the governor should personally contact every significant business prospect with which DECD and CDA are working within 30 days of taking office.
- **Launch a statewide business visitation program** (e.g.: Executive Pulse<sup>®</sup>) in order to have and respond to the needs of businesses.
- **Appoint Commissioners and their Deputies that are ready** to lead immediately. Each Commissioner should be experienced and bring balanced and diverse expertise in their field and should have experience running a similar organization.
- **Direct the Departments of Transportation (Including State Traffic Commission), Economic and Community Development and Environmental Protection to:**
  - o Expedite any completed viable permit and funding applications within 60 days.
  - o Establish and publish new expedited review schedules that distinguish the State of Connecticut as "**business friendly.**"
  - o Reduce paper work by 50% for businesses and communities utilizing state programs.
- **Place a moratorium on any new regulations** (except for those related to public health and safety) that would diminish efforts to maintain and grow the state's economy.
- Encourage commissioners to **include CEDAS** in the development of policy and regulations to ensure they have positive impact on our state's economy.
- **The governor should work with the attorney general** to eliminate lingering lawsuits, reviews of applications and releases of liens that impede investments in our state and job creation.
- **Reinstate travel** for key business development personnel for business retention and recruiting efforts including airport route and harbor development.
- **Re-establish regional field offices** to deploy Department of Economic & Community Development **personnel state-wide.** Coordinate the location of these offices with Chambers, regional economic development organizations, SCORE, Small Business Development Centers, Department of Labor and Workforce Investment Boards.
- Expedite the Regional Economic Development District recognition process.



**Within One Year:**

- **Budget for lump sum bond authorizations** to DECD, similar to the Housing Trust Fund, to allow for expedited economic development assistance for programs such as Manufacturers Assistance Act instead of relying on funding projects through individual bond commission meetings.
- Re-establish a **Statewide Cluster Strategy** which focuses on key, current industries as the economic drivers.
- **Reallocate hotel room tax revenues** to market tourism and economic development.
- Work with communities and the legislature to incentivize approvals for **“Certified Development Sites.”** (Commercial, mixed-use and Industrial)
- Evaluate state owned properties for highest and best use. Plan for remediation of properties, consolidate operations and sale of surplus property to **stimulate investments** in our communities.
- Combine public and private funds from business and industry to support a four year **marketing program** of our state.
- **Integrate economic development** goals into the State Plan of Conservation and Development. The Plan should describe where and how we should grow.
- **Eliminate** the 6 ½ percent payment the Connecticut Development Authority **charges** on brownfield deals.
- **Commit substantial funding** for Workforce Readiness and Incumbent Worker Training programs.
- Provide ability for DECD, CDA and CI to **expand** their debt service and other underwriting requirements.
- **Lower the Urban Act investment threshold** from \$50,000,000 to \$2,000,000.
- **Update tax incentive policies** to incentivize investments in current high growth industries such as healthcare, bio-tech, “green,” education, medical devices, aerospace, defense, nuclear, insurance and financial services.

Thank you in advance for considering these recommendations. Our board is willing to work with your administration on these critical issues to our local and statewide economy. Please contact us to begin a meaningful dialogue.

Sincerely,

*Dale Kroop*

Dale Kroop  
CEDAS President  
203-287-7030, dkroop@hamden.com