

EDC RETENTION & INCENTIVES COMMITTEE
Special Meeting Minutes
Thursday, September 26, 2019 @ 9:00 a.m.

The Retention & Incentives Committee special meeting was called to order at 9:05 a.m. by Chair Fappiano. Committee members Fappiano, Preneta and Bracale were present, as well as staff member Ryan and resident Jessica Wysocki.

1. Discussion and possible action on April 4, 2019 special meeting minutes – Minutes were unanimously approved.
2. Discussion re: status of incentives from Department of Economic & Community Development – Staff reported that as a result of Governor Lamont’s debt diet strategy, most of the tax incentives previously issued by DECD are on hold at this time. Staff further reported that DECD’s emerging strategy would be to reward for performance as opposed to incenting a conceptual plan. Several commissioners shared their support for DECD’s proposed new direction.
3. Brainstorm different types of local incentives – The Committee recognizes that redirecting tax incentives strategies may generate additional use and, in particular, those directed at filling some of our Town’s vacant office space. Staff reported that our present tax incentives are very competitive compared to surrounding communities and that we are the only community in this region that offers a tax incentive for office renovation.
Conversation morphed into a suggestion to identify large regional office users and for staff to create a dialog in an effort to let them know about opportunities in Wallingford. Organizing round table discussions by business categories were suggested as a means to be better informed as to what office users are looking for in a facility. It was suggested that we present available office space at our booth in the upcoming trade show in November. As a retention tool to reinforce the many strengths we have in the community, it was suggested that we consider an EDC LinkedIn page.
4. Referred by the Marketing Comm., discussion re: exit interviews - The Committee recognizes that exit interviews take place with large and medium sized companies but, via the recommendation of the Marketing Committee, has agreed to drill down. Staff will work to refine a list of phone calls to be made to businesses that have moved from Wallingford to determine the reasons for their departure. Staff will draft a short list of questions to be asked via a telephone interview.
5. Next meeting - None scheduled.

By unanimous vote, the meeting adjourned at 10:00 a.m.

c: Town Clerk
ec: Jessica Wysocki