

EDC RETENTION & INCENTIVES COMMITTEE
SPECIAL Meeting Minutes
Thursday, January 23, 2020, 8:30 a.m.

The Retention & Incentives Committee special meeting was called to order at 8:30 a.m. by Chair Fappiano. Committee members Fappiano and Preneta were present, as well as staff member Ryan. Committee member Bracale was absent.

1. Discussion and possible action on November 27, 2019 special meeting minutes – Minutes were unanimously approved as presented.
2. Discussion re: *exit interview process* – Committee members called companies on a business list that was derived from electric meter disconnects in an effort to determine if and why these companies relocated from Wallingford. It was discovered that one company relocated to East Haven as a consolidation of several of their business units. Other scenarios included disconnected phone numbers, ring/no answers and companies that relocated within Town. The November disconnect list was distributed with a total of 5 businesses to reach out to; the results of these calls will be discussed at the next meeting. Staff agreed to reach out to Commissioner Bracale with his call list.
3. Discussion re: *DECD's New Economic Incentive Plan* – The Staff explained the significant shift in the way DECD will administer state tax incentives. Tax incentives will now be issued based on a company's proof of performance vs. money up front for project results. Staff went on to discuss the Governor's new Workforce Development Council and their charge to understand and present solutions to today's workforce needs.
4. Discussion re: *Spring company visits* - The Mayor's Business Visitation Initiatives have been tentatively scheduled for May 5 and May 7.
5. Next meeting - April 3 at 8:30 a.m.

By unanimous vote, the meeting adjourned at 9:30 a.m.

c: Town Clerk