



SOUTH CENTRAL REGIONAL COUNCIL OF GOVERNMENTS
Planning for Our Region's Future

Bethany Branford East Haven Guilford Hamden Madison Meriden Milford
New Haven North Branford North Haven Orange Wallingford West Haven Woodbridge

Carl J. Amento, Executive Director

EXECUTIVE COMMITTEE
MEETING NOTICE & AGENDA
Wednesday February 22, 2017 – 9:00A.M.

**Location: 127 Washington Avenue, 4th Floor West
North Haven, CT 06473**

Full agenda materials can be found at our website – www.scrkog.org

1. Call to order- Mayor Toni Harp, *Chairman*
2. Adopt Minutes of January 25, 2017 Executive Committee Meeting-
First Selectman Joseph Mazza, *Secretary* Page 2
3. Discussion of funding for SCRCOG Unified Planning Work Program (UPWP)
for FY 18 and FY 19 Page 3
4. Discussion of REX International Recruitment Strategy Proposal Pages 4-8
5. Other Business
6. Adjournment

The agenda and attachments for this meeting are available on our website at www.scrkog.org. Please contact SCRCOG for copy of agenda in a language other than English. Auxiliary aids/services and limited English proficiency translators will be provided with two week's notice.
"Necesidades especiales: a las personas con discapacidad auditiva se les proveerá con medios auditivos y/o intérpretes de signos. Igualmente intérpretes para personas que hablan poco inglés, pero será preciso avisar con dos semanas de antelación. Se puede solicitar la agenda en otro idioma que no sea inglés comunicándose con SCRCOG".

127 Washington Avenue, 4th Floor West, North Haven, CT 06473

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Carl J. Amento, Executive Director

TO: **SCRCOG Executive Committee**
FROM: **First Selectman Joseph Mazza, Secretary**
DATE: **February 15, 2017**
SUBJECT: **SCRCOG Executive Committee Minutes of January 25, 2017**

Present:

Branford	First Selectman James Cosgrove- <i>Treasurer</i>
Guilford	First Selectman Joseph Mazza, <i>Secretary</i>
Milford	Mayor Benjamin Blake - <i>Chairman</i>
New Haven	Toni Harp- <i>Vice-Chairwoman</i>
North Haven	First Selectman Michael Freda - <i>Immediate Past Chair</i>
Wallingford	Mayor William Dickinson
Woodbridge	First Selectwoman Ellen Scalettar

SCRCOG Staff: Carl Amento, *Executive Director*, Stephen Dudley, *Deputy Director and Transportation Director*; Al Ruggiero, *Business Manager*

1. **Call to order**
The Executive Committee meeting was called to order at 9:10 a.m. by Chairman Blake.
2. **Adopt Minutes of November 16, 2016 Executive Committee Meeting**
First Selectman Mazza presented the minutes of the November 16, 2016 Executive Committee meeting, which is on Pages 2-3 of the agenda packet. First Selectman Mazza moved for their acceptance. First Selectman Freda seconded. All were in favor of acceptance of the minutes
3. **Discussion of Transit Representation on COG Board**
After discussion, First Selectwoman Scalettar moved that it be recommended to the Board that First Selectman Freda be designated as the transit representative on the SCRCOG Board. Mayor Harp seconded, and the motion was approved unanimously.
4. **Discussion of REX Request and Possible Budget Amendment**
After discussion, a Working Group was formed to include Mayor Harp, First Selectman Freda, First Selectman Cosgrove, and First Selectwoman Scalettar and to meet before the February Board meeting to discuss this matter further.
5. **Other Business**
None.
6. **Adjournment**
First Selectman Mazza moved to adjourn the meeting, First Selectman Cosgrove seconded, and all were in favor. The meeting adjourned at 10:00 am.

Respectfully submitted,
First Selectman Joseph Mazza, *Secretary*



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Carl J. Amento, Executive Director

MEMORANDUM

To: SCRCOG Board
Executive Director Carl Amento

From: Stephen B. Dudley, P.E., Deputy Director/Manager of Transportation

Re: Funding for FY 18 and FY 19 Transportation Program

Date: February 13, 2017

We received notification of anticipated funding for the next two fiscal years on February 9. The unused federal carryover from previous fiscal years is \$486,026. This represents available funds that were not utilized due primarily to the lack of local match. Unfortunately, this carryover continues to grow as our dues do not generate sufficient match. "The recommendation for a \$0.02 per capita increase, while helpful, does not cover the amount needed to provide full match.

For the past two years, state funds, whether called State Grant In Aid or Regional Services Grant, have been utilized to help meet the match. With the state budget crisis, we cannot rely on previously authorized funding and must await any action of the legislature before we can know what grant, if any, will be received.

Our federal funding partners require that we fully program all transportation funds available. Under the two year UPWP, it would seem prudent to program half of the carryover in each fiscal year. If so programmed, approximately an additional \$32,000 in match would be required for FY 18 and a similar amount for FY 19. There are only three sources for this match:

1. Any state funds from the Regional Services Grant, if any, which should be known by mid-year.
2. Additional dues from SCRCOG member communities. \$0.06 per capita needed (\$0.01 per capita provides match for \$55,000 of transportation funding)
3. SCRCOG reserves.

It is possible that these funds could go unused if either the state match or the local match is not available. The response from the federal funding partners could negatively impact our working relationship and future funding.

This agency's primary function is transportation planning and that program funds the vast majority of our operations. Any other use of SCRCOG local or reserve funds limits the utilization of the transportation funds and the impacts of any use should be carefully considered.



Toni N. Harp
Mayor

City of New Haven
Office of the Economic Development Administrator
165 Church Street
New Haven, Connecticut 06510



Matthew Nemerson
Economic Development
Administrator

MEMORANDUM

TO: Carl Amento
FROM: Michael Piscitelli
CC: SCRCOG Working Group
RE: **International Business Strategy: SCRCOG Contribution**
DATE: February 15, 2017

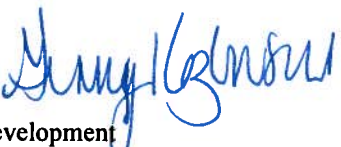
Carl: This memo summarizes the efforts of the working group which met on February 10, 2017 to review the international business strategy efforts to be undertaken by REX at the request of the City of New Haven. Thank you for taking the time to go over both the strategic vision for this project and available resources on short notice. Let me know if you have any questions, Mike.

Working Group Members: Mayor Harp, First Selectman Freda, First Selectman Cosgrove, Betsy Yagla, Carl Amento, Michael Piscitelli

SCRCOG Funding Proposal: The working group resolved to recommend a \$30,000 COG contribution to the international business strategy using the following sources as well as a reallocation from REX's unused 2016 summer intern program, City of New Haven and other contributions as may be identified to support the program:

Working Group Recommendation for SCRCOG Support to International Business Strategy		
COG	Working Group	Notes
1 - Fund Balance (Ucommitted Reserve)	\$ 11,247.00	Maintains healthy fund balance
2 - Contingency	\$ 773.00	Available per budget report
3 - SGIA - Shared Services	\$ 7,980.00	Available per budget report
4 - FY18	\$ 10,000.00	Committed, COG to make available to REX 7/1/17.
Total	\$ 30,000.00	SAY \$30,000 COG
REX		
1 - 2016 Summer Intern Program	\$ 7,513.89	Reallocate unspent 2016 carry over
Total	\$ 7,513.89	
Other Resources		
1 - City of New Haven	\$ 10,000.00	CNH contribution.
2 - Private	\$ 12,000.00	City and REX to fund raise the gap.
3 - REX OPM Grant reallocation	\$ 30,000.00	Request submitted to OPM.
4 - Municipal Contributions (optional)	\$ 10,486.11	Optional from members to contribute
Total	\$ 62,486.11	
Total	\$ 100,000.00	

TO: Mayor Benjamin Blake, Chair, South Central Regional Council of Governments
Toni Harp, Mayor, City of New Haven
Carl Amento, Executive Director

FROM: Ginny Kozlowski, Executive Director 

CC: Shelly Saczynski, Chair, EDC/REX Development
Jamie Cosgrove, Treasurer, South Central Regional Council of Governments

RE: International Recruitment Strategy, Follow Up

DATE: January 18, 2017

Thank you for allowing some time to discuss our international recruitment strategy at the November, 2016 meeting. Since that time EDC/REX has continued the effort by staying in touch with target companies and potential trade partner countries. Foreign direct investment remains a national priority through Select USA and we are well-positioned in terms of location and cost, relative to our competitors on the Eastern Seaboard, and our strengths in key economic sectors, namely advanced manufacturing, life sciences and technology.

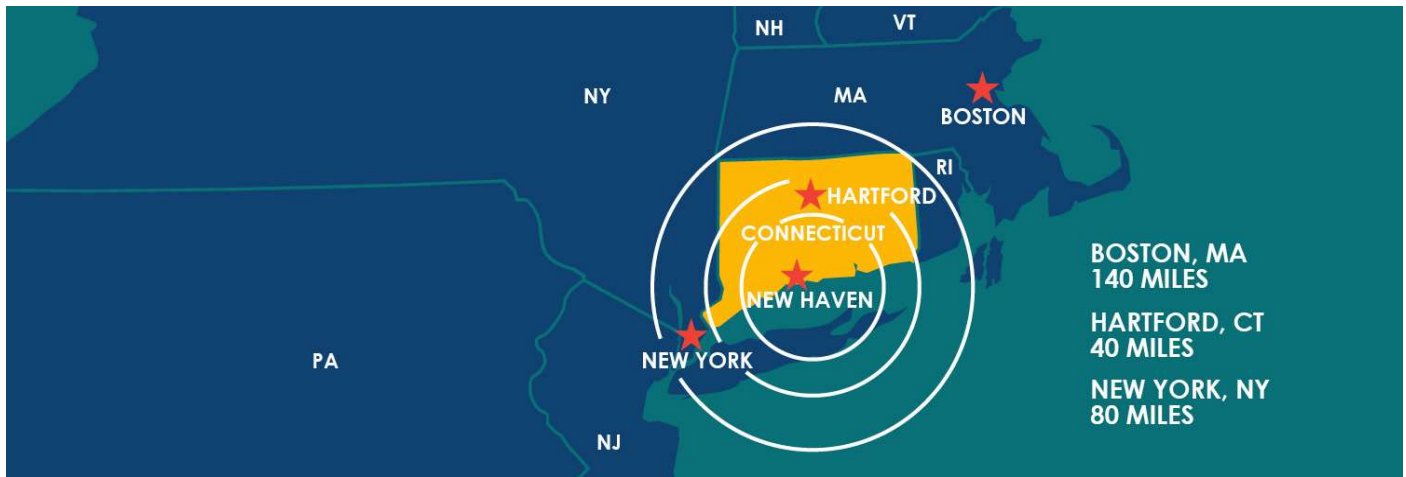
Further to our conversation, I am proposing that we continue to support EDC/REX's international recruitment efforts with specific work plan to create and maintain relationships with international companies and strengthen the partnership with State DECD and CT Next recruiters in a manner consistent with the CEDS:

1. Cluster Strategy Partnerships –
Advanced Manufacturing
Bio- and Life-Sciences
Technology
2. Site Visits –
Support for 3-5 on-site recruiting visits to various sites in South Central Connecticut
3. Trade Show Presence –
Hannover Messe (Hannover), April 24-28, 2017
Bio International (San Diego), June 19-22, 2017
(other, subject to funding and need based on recruiting opportunities).

The proposed budget for this effort is shown in detail below and the attached proposal from our consulting partner, Oxford Intelligence. As always, we will be coordinating this effort with DECD and we will also outreach to our peers in the New England states.

Proposed Budget	Amount
Lead Generation	\$ 27,000
Investment Meetings	\$ 18,000
Supply Chain Studies	\$ 21,000
Aftercare Program	\$ 10,000
Travel	\$ 19,000
Collateral	\$ 5,000
Total	\$ 100,000

Thank you for your past support and consideration of this request for 2017. Please call me if you have any questions.



Driving investment to New Haven through a multi-pronged approach

Proposed actions and budget outline for discussion
November 10, 2016

Andrew Clutz

Director, Americas

781-894-7486

andrew.clutz@oxint.com

Oxford Intelligence has been asked to provide New Haven with investment lead generation ideas as follow-up to delivering an investment meetings program at the Hannover Messe in Hannover, Germany in April 2016. In early November, we met to discuss next steps for a plan to identify, manage and secure investment into the New Haven Region. Below is a summary of your objectives based on our discussions:

- Increase the share of investment into the New Haven region over the next 12-24 months
- Drive investment in the following key target sectors:
 - Biotech/Medtech/Healthcare
 - Financial Services/Fintech
 - Advanced Manufacturing
 - Advanced Materials
 - Food/Agro Processing
 - Aerospace/Defense
- Initiate a multi-pronged approach through differentiated activities to secure the right investment:
 - **National/International investment lead generation** in the above sectors
 - **Investment meetings** programs:
 - Hannover Messe – April 2017
 - Paris Air show – June 2017
 - Others
 - **Supply Chain Analysis** for potential investment related to United Technologies, Sikorsky, and Electric Boat
 - **Aftercare program** with existing investors in the region

Based on the above objectives, we have prepared a short summary of options and costs for your review. These options are very rough in terms of activities, deliverables and costs. They require a subsequent discussion to prioritize the activities and fine tune all aspects which will then impact cost.

The table below summarizes the activity options, the benefits, costs and resources required by New Haven to support each initiative.

Summary of Activities

Activity	Deliverable/Benefit	New Haven Resource Requirement	Cost Range
International/Domestic Investment Lead Generation	10-20 qualified investment leads either in across your selected target sectors over 1 year	Resources to follow-up leads and cultivate relationship and support company due diligence Relevant sector sales materials	\$18,000-\$36,000
Investment Meetings at events – Hannover Messe, Paris Air Show, Medica etc	10-18 qualified investment meetings per event	Resources to attend event and follow-up leads and cultivate relationship and support company due diligence the event	\$14,000 - \$25,000
Supply Chain Study- United Technologies, Sikorsky, Electric Boat	Identification of key supplier companies for investment attraction to New Haven	Resources to implement outreach to the supply chain companies once identified	\$7,500 – \$12,000 per CT company
Aftercare Program	Design and develop an aftercare program to build relationships with key investors and identify new investment opportunities directly from the companies as well as their business partners	Resources to implement outreach and relationship management CRM system to capture and maintain all contact information	\$5,000-\$20,000