



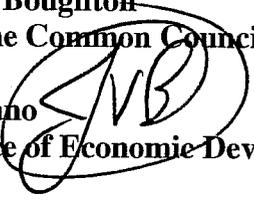
CITY OF DANBURY

OFFICE OF ECONOMIC DEVELOPMENT
DANBURY, CONNECTICUT 06810

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TO: Hon. Mark D. Boughton
Members of the Common Council

FROM: James V. Bellano 
Director, Office of Economic Development

DATE: August 31, 2004

RE: Monthly Report, August, 2004

The Office of Economic Development (OED) leads marketing efforts to businesses interested in relocating to Danbury, and provides support services created to expand existing local businesses. A variety of assistance is available which has been designed to facilitate and stimulate the process of business and community development. OED is dedicated to providing Danbury with growth opportunities while incorporating diverse cultural, historical and natural resources within the city.

Consistent with its mission, the OED submits its monthly report for August, 2004.

Announcements:

- 1) Enhance-A-Colour, a high-end producer of visual displays (for companies such as Tiffany's) is moving its operations from Pleasantville, NY- taking 25,000 s.f., purchasing the property at 43 Beaver Brook Road. The company hopes to begin doing business in October or November. Enhance-A-Colour has 15 employees and plans to add 10 more with the move. I arranged a meeting with the principals, Northeast Utilities, and myself to discuss state, regional and local business assistance programs.

- 2) The company that owns the Marriot Courtyard (Buffalo Lodging Associates) announced the purchase of the Quality Inn on Newtown Road behind *Friendly's*. Preliminary estimates are that the company will spend between \$3 and \$4 million dollars renovating the building into a Hampton Inn (Hilton franchise).

- 3) At the August meeting of the Northwest Regional Workforce Investment Board Executive Committee meeting, it was announced that more than \$100,000.00 in incumbent worker training funds are available to the region. This grant is similar to the recently awarded training dollars (totaling \$36,700.00) that went to Barden (\$13,100.00) and Belimo (\$7,500.00) in Danbury, and Del-Tron precision and Chromatics in Bethel. I am compiling a list of possible recipients for the funds, and, once I receive the criteria from WIB, I will send a letter to Danbury manufacturers about the program.

Marketing and Promotion:

- began development of a marketing brochure and/or CD-ROM for direct mail campaign targeted at recruiting businesses to Danbury. This project identified as a major goal of the OED by the Mayor.

- responded to a number of press inquiries from News-Times, Fairfield County Business Journal, Connecticut Magazine, and Construction Digest.

Business Assistance:

- developing a database of economic development information, contacts, and programs for dissemination to the public and business community.

- compiling an inventory of key properties that have significant economic development potential.

- began creating a mechanism in order to provide rapid responses to the development community for relocation/expansion inquiries.

- answered and/or referred to the appropriate party, a number of requests ranging from available space, specific property information, economic development assistance, etc.

Other:

- general organization and administration of the OED, e.g., ordering of furniture and office supplies; ID card; printing of Mayor's Task Force Report; purchasing procedures, and other personnel matters.
- began a series of one-on-one meetings with members of the Danbury development and commercial brokerage community (ongoing process).
- began meeting with Danbury municipal economic development-related officials to discuss current projects (ongoing process).
- facilitating the move of the Service Corps of Retired Executives (SCORE) to the OED. Also, I will be coordinating the organization's use of the 2C conference room for its counseling sessions.
- consistent with the mission of the OED, and in addition to any responsibilities to municipal boards and commissions, I also regularly attend meetings of the following organizations: Northwest Regional Workforce Investment Board (WIB), City Center Danbury, Greater Danbury Chamber of Commerce, Housing Opportunities Committee (United Way of Northern Fairfield County)