

SEYMOUR ECONOMIC DEVELOPMENT COMMISSION

Regular Meeting Minutes

Tuesday, September 3rd, 2019

Members Present: C. Bowen, M. Marcinek, C. Thomas, C. Robinson
Members Absent: C. Aliman, B. Sirowich
Also Present: Bryan Tamburrino, Tangible Analytics Consulting

ITEM #1: Call to Order

The meeting was called to order at 1905.

ITEM #2: Pledge of Allegiance

All stood and recited the Pledge of Allegiance.

ITEM #3: Seating of Alternates

The alternate was not present.

MOTION: M. Marcinek/C. Thomas to move item #7 up on the agenda
Motion carried: 4-0

ITEM #4: Tangible Analytics Consulting Presentation

Bryan Tamburrino, owner of Tangible Analytics Consulting, presented to the Commission. He offered his services as a supplementary grant writer. Mr. Marcinek asked if he just writes the grants or runs them through the chain; Mr. Tamburino said while analysis is a part of the deal, sourcing the funding would be done after a contract was agreed upon. Mr. Bowen asked what the going rate was for his company's services; he was told it was \$125/hr, minus a 35% discount. Mrs. Robinson asked for Mr. Tamburino's background; he noted that he has a degree in Corporate Finance, and got his master's degree at Quinnipiac. He also has a grant writing certification from Housatonic Community College. Mr. Marcinek asked what his company was doing in Ansonia; he was informed that while he was looking into grants for the town, he could not elaborate on specifics. Mrs. Robinson asked if he would refine charges based on the type of application and the detail necessary to acquire the grant; Mr. Tamburino answered in the affirmative. Mr. Bowen asked what the company could offer that isn't

covered by the Connecticut Economic Resource Center (CERC); Mr. Tamburino answered that while he pulls from some CERC information sources, he can't answer that question without better context. Mrs. Thomas noted that we no longer have a full time grant writer. The commission agreed that we would keep his information on file in case other boards or commissions, like the Board of Education, needed his services.

ITEM #5: Public Comment

No one from the public spoke during this time.

ITEM #6: Review of Prior Meeting Minutes

This item was tabled.

ITEM #7: CERC Update

Mr. Marcinek noted an extreme dissatisfaction with the reports provided by Ms. Colcord, and noted that she should have someone at CERC overseeing her work. He wondered if information was being withheld. Mr. Bowen asked if there could be a potential conflict of interest as CERC and Ms. Colcord work with other towns; Mr. Marcinek noted that he wasn't referring to a conflict so much as just a lack of information. Mrs. Robinson wants Ms. Colcord, in her position as a contractor, to "over deliver" on her reports and to be more forthcoming. Mrs. Robinson noted this would not be accepted in the private sector.

Mr. Marcinek stated that he wanted someone familiar with town zoning regulations to be able to guide potential business owners through the bureaucracy. Mr. Bowen indicated to Mr. Marcinek that Ms. Colcord works tightly with Jim Baldwin and that Jim was one of the paid staff members who pushed for, and got, changes to the zoning regulations to allow more development on Route 34.

Mr. Marcinek stated that it's been three months and we don't have more information than we started with, and that instead of simply telling us that certain arrangements like the potential use of Housatonic Wire for storage were bad, indicate a plan for what she would do to prevent that. Mr. Bowen noted we have multiple other existing storage lots in town and that they don't create jobs or revenue. Mrs. Robinson concurred with the need for more specific planning information instead of simply talking to business interest. Mr. Bowen recommended that a letter be sent to CERC indicating the commission's concerns.

MOTION: C. Thomas/M. Marcinek to send a letter to CERC from EDC leadership expressing the Commission's concerns with their level of service.

Motion carried, 4-0

ITEM #8: Outstanding Business

Mr. Bowen asked where we stood regarding discussions on potentially joining a Chamber of Commerce as full members. Mr. Marcinek asked what the benefit would be for the commission. Mr. Bowen stated that most CERC events are simply networking events and that if the commission members were to go individually they would get the same benefit out of them with no cost to the town. Mr. Marcinek stated that incoming businesses weren't using the Chamber to set up in the Valley. Mr. Bowen stated that he would be tabling this until the next meeting so that the Commission could make a firm decision with the Chairwoman in attendance.

Mr. Bowen, in his position as Chair of the Social Media Subcommittee, noted that his prior call for a new intern got no hits because the school year ended much earlier than prior years, and as such, students were in finals at the time. Mr. Bowen added further that he was going to put the word back out now that schools were back in session and he could go through guidance counselors at local schools. Mrs. Robinson offered that the Subcommittee should cast a wider net in terms of recruitment and engage student body presidents. Mr. Bowen spoke in laudatory terms of the work Ms. Ashley Sirowich performed in her role and stated she would get a fully signed letter once he could get it to Chairwoman Aliman for a signature. Mrs. Robinson stated that she would do some research on the best ways to reach out to young people and would send them to Mr. Bowen.

ITEM #8: New Business

No new business was brought to the Commission.

ITEM #10: Adjournment

MOTION: M. Marcinek/C. Thomas to adjourn the meeting at 1958

Motion carried, 4-0

Respectfully Submitted,

A handwritten signature in black ink, appearing to read 'C. Bowen', with a stylized flourish at the end.

Christopher E. Bowen
Vice-Chair, Economic Development Commission