



October 2018

# ONE UNITED REGION



## A LETTER FROM THE EXECUTIVE DIRECTOR NANCY COWSER

"Opportunities multiply as they are seized." --Sun Tzu

## STRENGTHS + OPPORTUNITIES

This is the theme of our **2018 Annual Meeting**, to be held on November 28<sup>th</sup> at the Port N Starboard in New London. *How can that be the theme? Isn't Connecticut failing fast? Are rose-colored glasses pasted to our heads??*

While it is easy to report on bad news, the fact is that persistent negativity breeds more negativity, which breeds complacency, which sinks us all. Yes, Connecticut is in a fiscal crisis, but **our region is truly seeing a renaissance and we are working hard, together, to seize the opportunities:**

- **Electric Boat** will be adding almost **2,000 jobs** in our region alone, and combined with other advanced manufacturers in the state, 10,000 total jobs are expected to be added statewide in manufacturing over the next 10 years.
- These manufacturers will, in turn, be increasing their buying from local suppliers. Electric Boat has pledged to **double the \$250 million** it spends on the CT supply chain.
- **Windfarm development** is an emerging opportunity which we are excited to support.
- New, cool housing is being built throughout the region to better suit a younger workforce AND retirees who want to stay here.
- The **arts are burgeoning** – just look at the Garde Arts, the Hygienic, Spark Makerspace, the Shaboo Stage in Willimantic, the O'Neill, the Flock Theatre at the Mitchell College Red Barn – just to name a few
- The rich natural resources of our region are being enriched and expanded: **Uncas Leap in Norwich** is a finalist for a Great Places in America award, the Thames River Heritage Park received the Best Historical Attraction award from CT Magazine, the Avalonia Land Conservancy has added over 400 acres in the Griswold/North Stonington/Preston area, Montville added 30 acres of land next to

Camp Oakdale, the Southeastern CT Council of Governments is working on a regional bike trail study. See the story below and follow the link to participate in the survey.

- Have you tried the **zipline at Foxwoods**? Or driven the karts at **Supercharged at the Mohegan Sun**? Gone to the **Splashpad at the Dinosaur Place in Montville**, which was rated the 4th best Splashpad in America by USA Today? So much to do!
- Municipalities and partners are working together more than ever to make it easy to come here to live, work and play. Want help finding employees? Turn to the **America's Job Bank Business Services** Unit and the **EWIB's Manufacturing Pipeline initiative**. These can in effect become your recruitment arms. Want some help "selling" our region to potential employees? Take a look at the **Concierge program**, a partnership between CTNext, Thames River Innovation Place and the Chamber of Commerce of Eastern CT.

**Our strength is our willingness to, together, roll up our sleeves and get to work.** Please take every opportunity to learn about all the good happening here, and to be part of the positive story!

Nancy Cowser



Executive Director

Want to learn more about the **STRENGTHS + OPPORTUNITIES** of our region?  
Email me at [ncowser@sector.org](mailto:ncowser@sector.org)!

## MANUFACTURING PIPELINE TO EXPAND TO INCLUDE HIGH SCHOOLS

The **Eastern CT Workforce Investment Board (EWIB)** has announced that the **Manufacturing Pipeline Initiative (MPI)** will now expand to include high schools. The new program will be called the **Youth Manufacturing Pipeline Initiative (YMPI)**. The YMPI will offer the same program elements as the MPI, such as the skills training classes. The target individual of the YMPI will be high school seniors intent on entering a career pathway instead of college upon graduation. Last summer, a YMPI pilot program was launched via a partnership with Norwich Free Academy in which 100% of the program enrollees received a job offer after successfully completing the skills training classes. The success of the pilot has resulted in plans to expand the YMPI program to more schools in the region and state.



The MPI has gained national recognition and has resulted in more than **1,100 job**

placements since 2016 to support the region's adult unemployed and underemployed populations. Approximately 78% of the job placements have been individuals who had no formal manufacturing experience prior to the joining the MPI program.

The MPI is a workforce development program created and managed by the EWIB in concert with 27 other state and regional stakeholders (employers, organized labor, colleges, high schools, economic development and others). The program raises the baseline of our labor force's competencies to align with skills that are in-demand by manufacturers. The core element of the MPI is **high-rigor skills training classes with curriculum designed by employers in trades such as welding, machining, electrical and design.**

High schools interested in learning more about the YMPI program can contact EWIB via the address [information@ewib.org](mailto:information@ewib.org).

## LOAN RECIPIENT, *COMPONENTS FOR MANUFACTURING, LLC* LEVERAGES THE PTAC PROGRAM TO GROW THEIR BUSINESS

**Components For Manufacturing, LLC** is a fastener and electronic hardware distribution business started in New Hampshire in 1995. The business is a full line stocking distributor servicing OEM manufacturers and Contract Manufacturers throughout New England, the US and Internationally. They also offer bin stocking and kitting services. They are able to leverage established relationships with over 800 vendors. Combined with their high level of flexible service and technical expertise, they are able to smooth out the procurement process, increase material availability, and reduce costs and headaches for their customers.



In the late summer of 2016 Tracey and Paul Jacey put together a bid to buy the business and move it to Mystic. Getting the financial loan backing from seCTer was absolutely crucial in allowing them to successfully close the bid for this business. They have been located in the Mystic Business Park for the last two years and have been able to expand their footprint in the park. They currently have 2 full time and 2 part time employees, as well as the owners, working for the business. They plan to grow their customer base, while continuing to provide outstanding service to their existing customers, by engaging the help of **seCTer's Procurement Technical Assistance Center (PTAC)** to begin government contracting.

# UPDATES FROM SECTER'S PARTNERS

The Southeastern Connecticut Council of Governments is completing a Regional Bike & Pedestrian Plan. [READ MORE](#) about the plan and its benefits. Contribute to the study by completing the [SURVEY](#).

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Groton Public Utilities recently kicked off its Electric Vehicle Pilot Rebate Program. The program provides a \$2,000 rebate for the first 20 electric vehicles purchased by Groton Utilities and Bozrah Light & Power customers, and \$1,000 for leased vehicles. It also rebates up to \$600 for level 2 charging stations. [READ MORE](#)

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Norwich Public Utilities operates a similar electric vehicle rebate program with rebates of up to \$1,000. Charging station rebates can be up to \$2,000 for commercial units. [LEARN MORE](#) about this program.

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Thames Valley Council for Community Action's (TVCCA) Energy Assistance Program helps low-middle income families and individuals pay their home heating bills. Priority is given to vulnerable households with young children, elderly or disabled individuals. [READ MORE](#) about the program.

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The Community Concierge Discount Card saves consumers 10% at a wide range of local businesses. For more offerings from the Eastern Connecticut Chamber of Commerce, see [THIS ARTICLE](#) from The Day. You can also get your discount card [HERE](#).

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The Greater Mystic Chamber of Commerce's Go Local Card teams area attractions through a gift card program. A single gift card can be used at many businesses in the area. [CLICK HERE](#) for a description of the program. Purchase a gift card [HERE](#).

## PTAC PROGRAM SUPPORTS LOCAL COMPANY SEE GLOBAL GROWTH

In 1993, Tim Tylaska founded [Tylaska Marine & Aerospace](#), a Division of Vector Engineering, Inc., in Mystic. His firm manufactures and globally exports, precision engineered marine hardware, sport and military parachute hardware, industrial lifting hooks, and defense compliant products and components for aircraft and jet turbine engines, all constructed to military specifications and U.S. made.

Tim is also owner and developer of Mystic Business Park LLC, an incubator

industrial park for start-up businesses in the southeast CT region. Tim built the Mystic Business Park in 2002 because he couldn't find a place for his business. He knew exactly what he needed and what other people were looking for, so he built it, often with his own hands. With over a hundred and twenty units, the park is full and there is a waiting list.

Tylaska Marine & Aerospace came to CT PTAC for technical assistance in understanding and executing federal procurement regulations and registrations (FAR, DFAR, & SAM registration); increase intelligence gathering methods to identify and gain insight on potential government customers- how they buy and what they buy; learn about federal procurement opportunity identification; and receive proposal preparation assistance (e.g. FedMall). They have been nominated to receive the Celebrate CT! Award for economic development success in the southeastern Connecticut region.

[CLICK HERE](#) for more information about Mystic Business Park and Airport Industrial Park.

## SOUTHEASTERN CONNECTICUT GEM IS A FINALIST FOR TOP 5 GREAT PLACES IN AMERICA



Norwich's Uncas Leap Heritage Area is a top five finalist for Great Places in America, **American Planning Association's (APA) 2018 People's Choice Awards**. The Uncas Leap Heritage Area, also known as Indian Leap or Yantic Falls, is located in the heart Norwich, "The Rose of New England". The city-owned property is historically and culturally significance and has remained a sacred part of Mohegan Tribe history since 1643. The 1.2-acre landmark along the Yantic River is the site of the culmination of the Battle of Great Plains between the Mohegan and Narragansett

Tribes. The passive recreational site boasts an nineteenth century mill ruin, a breathtaking waterfall, and an incredible gorge that plays a major role in the story of the community, the Mohegan Tribal Nation and the southeastern CT region.

Voting is open through November 2nd. [VOTE FOR UNCAS LEAP!](#)

## CONGRATULATIONS TO NEW LONDON AND WINDHAM!



They are the first municipalities in southeastern Connecticut to earn Bronze Certification from Sustainable CT. Sustainable CT is a voluntary certification program to recognize thriving and resilient Connecticut municipalities. An independently funded, grassroots, municipal effort, Sustainable CT provides a wide-ranging menu of best practices. Municipalities choose Sustainable CT actions,

implement them, and earn points toward certification.

Pictured above, from left to right, are Sybil Tetteh, City Planner, New London; Jean de Smet, Community Activist, Windham; Dawn Niles, Council Member, Windham; Jim Rivers, Town Manager, Windham.

Sustainable CT helps communities promote economic well-being and enhance equity, all while respecting the finite capacity of the natural environment. Sustainable CT empowers municipalities to create high collective impact for current and future residents.

[CLICK HERE to learn more](#)

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## ARTICLES OF INTEREST

[New London Puts Best Foot Forward At Garde Event](#)

[Ørsted leaders pledge to uphold commitment to New London](#)

[Producers say CT's Manufacturing Innovation Fund helping  
sector's ramp-up](#)

[Region's casinos fare well in USA Today polling](#)

[Realtors Association: Third-quarter sales reflect increased confidence](#)



## UPCOMING EVENTS

### *Naval & Maritime Consortium Launch,*

November 8, 2018, 4-6 pm, UConn Avery Point, Branford House, 1084  
Shennecossett Road, Groton. [REGISTER](#)

### *seCTer Annual Meeting/Breakfast,*

November 28, 2018, 8-9:30, Port & Starboard, 1225 Ocean Avenue, New  
London. SeCTer's Annual Meeting is graciously sponsored by The [Savings  
Institute Bank & Trust](#). Please RSVP for the breakfast directly to Nancy  
Cowser, Executive Director, at [ncowser@secter.org](mailto:ncowser@secter.org)

## MEMBER MUNICIPALITIES

**Bozrah | East Lyme | Franklin | Griswold | Groton | Ledyard | Lisbon |  
Montville | New London | North Stonington | Norwich | Preston | Salem |  
Sprague | Stonington | Stonington Borough | Waterford | Windham**

