



August 2018

ONE UNITED REGION



A LETTER FROM THE EXECUTIVE DIRECTOR NANCY COWSER

“Once we learn to coordinate and collaborate with those around us, we all begin to shine brighter, both individually and as an ecosystem.” — Shawn Achor, *Big Potential*

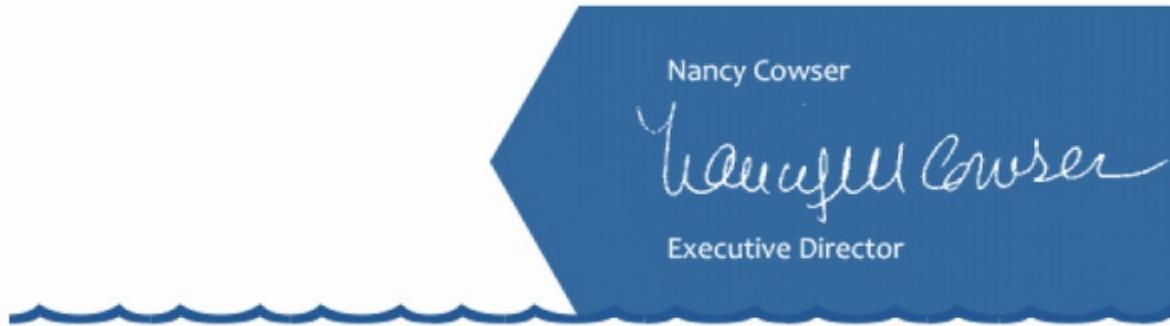
Reflecting back on my first 19 months at seCTer, I find that the moments that stand out, those that resulted in action, are those that involved the mobilizing of the many fine partners in our community. That’s what really sets our region apart – *the willingness to work together to get things done for the benefit of our mutual customers*. Our region’s **Comprehensive Economic Development Strategy (CEDS)** is centered on that approach, and we are really seeing it in action.

This past month, seCTer was able to quickly put together a meeting of municipal and state officials to hear a pitch from a potential investor. It was very short notice, yet getting the right people around the table was quick and easy. The investor was incredibly impressed and noted that their team could feel the deep commitment, and desire to help, in that room. The 20+ people around the table were eager to work together, and demonstrated their willingness to partner with each other to move this potential project forward. **Without silos. Without “no’s”. Without passing the buck.**

As seCTer considers putting a business plan together to potentially add new loan products to our services, we are receiving assistance from another lender. This lender could easily have seen this as competition, or they could charge us for what really amounts to high level consultancy, but no – they WANT us to grow. Why? **Over 50% of the calls we take in our loan program are referred to other lenders.** Since we are community-driven not profit-driven, we prefer to place clients with the best option for their needs. That is not always us. But we want to be sure we hand them over to a trusted partner. *Strengthening relationships only strengthens trust.* Smart business and good for our region!

As I look out my window at the bustling port in New London, I am trying not to think of summer soon coming to an end. There is so much to do in our region – we are so fortunate to have so many year-round recreation opportunities. The **Eastern CT Chamber of Commerce**, through their **Community Concierge** program, has put

together a terrific [guide for new residents](#). Even for long-time residents like me, it was so informational. Please check it out and make plans to explore more of our beautiful region.

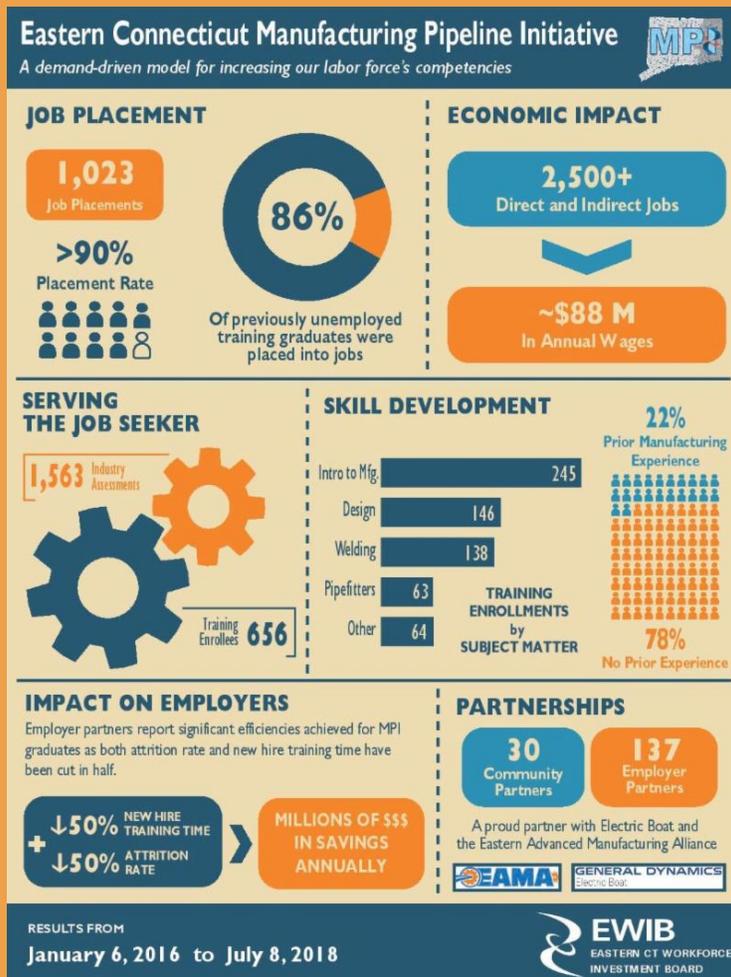


EWIB, Manufacturing Pipeline Initiative Celebrate Opening of American Job Center in Montville

The Eastern CT Workforce Development Board (EWIB) seems to consistently exceed expectations. On Friday, July 27th, the new, centrally-located American Job Center in Montville opened its doors, inviting in dignitaries including Governor Malloy, Lieutenant Governor Wyman, legislators, commissioners, and a jam-packed room of guests. All were eager to see how high the bar is being set to help job seekers attain skills to find jobs, and employers to connect with those job seekers.

EWIB President and CEO John Beauregard stated, "This newest center showcases the

tremendous impact organizational partnerships have within a region, both public and private." Also announced was a \$450,000 grant from the Gawlicki Family Foundation to help the EWIB expand its programming that connects youth to the



burgeoning opportunities in high skill, well-paying trades jobs.

The EWIB has had extraordinary success with its **Manufacturing Pipeline Initiative (MPI)**. Over 1,000 people have been placed in jobs through the MPI, and that number is only growing as the EWIB successfully attracts new investment into the program. To augment those efforts, Three Rivers Community College is opening an apprenticeship center at the Ella T. Grasso Technical High School's new building that will open in August, 2019.

Check out this great video about Advanced Manufacturing from the [Advanced Manufacturing Technology Centers of CT State Colleges & Universities!](#)



Want to know more about southeastern CT's developing workforce?
Contact Melinda Wilson at mwilson@secter.org.

USA-AUSTRALIA DEFENSE TRADE SUMMIT TO BE HELD IN MYSTIC

Congressman Joe Courtney and the Connecticut District Export Council will host the **USA-Australia Defense Trade Summit** on September 17-18, 2018 in Mystic, CT. The summit fosters international partnering opportunities for innovation and growth. This event creates a forum with a focus on USA and Australia defense trade along with defense manufacturing best practices for supply chain companies. The event is sponsored by the **Connecticut Undersea Supply Chain Consortium**.

[CLICK HERE](#) to learn more about the summit.

"ONE-STOP SHOP" FOR BUSINESSES & MUNICIPALITIES

Congressman Joe Courtney brought together the **US Department of Agriculture**, the **US Small Business Administration**, **SCORE**, and the **Small Business Development Center** for a morning of information sharing on supporting economic development in rural areas of southeastern Connecticut.

For more information, contact Melinda Wilson at mwilson@secter.org.

[CLICK HERE](#) to view the **Rural Development Event presentation** or [HERE](#) to learn more about **Rural Development Programs**.

CT PTAC ATTENDS BEYOND PHASE II & MENTOR-PROTEGE TRAINING WEEK



In August, SeCTer's **Procurement Technical Assistance Center (PTAC)** staff attended the US Department of Defense Office of Small Business Programs' Small Business Innovation Research (SBIR) Beyond Phase II and Mentor-Protégé (MP)

Training Week in Orlando, Florida. **SBIR and Small Business Technology Transfer (STTR)** programs, also known as America's Seed Fund, are two of the largest sources of early-stage capital for technology commercialization in the United States. These programs allow US-owned and operated small businesses to engage in federal research and development that has a strong potential for commercialization.

The robust sessions provided expertise, insights and matchmaking sessions to help small businesses meet key personnel from government and industry who support the DoD SBIR, Rapid Innovation Fund and Mentor-Protégé programs, and to develop innovative solutions. PTAC staff support Connecticut's businesses to maximize the potential of these programs.

To contact PTAC, email Lisa Wood, lwood@secter.org.

NEW LONDON'S BUYER'S EDGE NAMED AMONG 5,000 FASTEST GROWING COMPANIES IN THE U.S.

According Inc. Magazine, local business **Buyer's Edge**, a procurement data

company, was one of 59 Connecticut companies on the list of the 5,000 fastest-growing private companies in America in 2018. Buyer's Edge ranked 2,841st.

[CLICK HERE](#) to learn more about the Inc. 5000.

COSTCO'S COMING TO TOWN

East Lyme's **Gateway Commons** project will be the site of eastern Connecticut's first Costco Wholesale store after all. The development will be supported by infrastructure improvements in town roads and Interstate 95.

[CLICK HERE](#) to see learn more about the proposal.

RELAXING TO THE SMOOTH SOUNDS OF JASON VINCENT

Co-owner of **Epicure Brewing** and Stonington Director of Planning, Jason Vincent, entertained guests of the **Southeastern Connecticut Cultural Coalition** on an historical tour of the Norwich Harbor. A water taxi was provided by the **Thames River Heritage Park**.



TRHP is a collection of almost 20 national and historic sites along the shores of the Thames River that represent the stories that shaped our nation over the past 400 years. The park draws together historical and contemporary sites, communities and institutions on both sides of the river where visitors may experience the region's many heritage attractions.

[CLICK HERE](#) to read more about the event.

THANK YOU TO OUR SPONSOR...



Nancy Cowser, Carolyn Welch, and Annie Chambers

Chelsea Groton continues to be a supportive partner to seCTer in multiple ways. The bank partners with our Commercial Lending program and their Foundation recently supported our Comprehensive Economic Development Strategy Implementation with grant funding.

Thank you, Chelsea Groton!

ARTICLES OF INTEREST

[Officials celebrate Women's Business Development Council in New London](#)

[Highlighting CT's Maritime Geography, History, and Future](#)

[Bob's Discount Furniture & Skate Park Go for Approval in New London](#)

[Griswold Development to Add Affordable Housing](#)

[CT Consumer Confidence on the Rise](#)

[New Proposed Bus Route to Connect Windham and NL Counties](#)

[Navy Awards EB maintenance Work on Virginia Class](#)

[Wind Project Will Be Powered By Skilled Workforce](#)

OUR FUNDERS





UPCOMING EVENTS

HEALTHY LIVING FESTIVAL

Saturday, September 15, 2018

Time: 10am—2pm



DODD STADIUM

14 Stott Avenue, Norwich

Official Site of the Connecticut Tigers

**SAVE THE DATE:
PTAC/General Dynamic Industry Days | May 2019**

LET'S CONNECT!

