



June 2018

ONE UNITED REGION



A LETTER FROM THE EXECUTIVE DIRECTOR NANCY COWSER

Welcome to the new Southeastern CT Enterprise Region Newsletter. We will be publishing these newsletters bi-monthly, with a goal to share current and relevant information about the region to interested stakeholders. You will see a combination of original content and stories we've pulled from trusted partners that we feel should be "re-shared."

Why are we doing this? At our annual meeting last November, we shared the concept of "One United Region," working together to collectively further our ability to take advantage of the opportunities we have before us: increased submarine production, growth at our naval sub base, our two Native American casinos that are growing and diversifying, local small businesses growing and expanding to meet the regions' needs, new housing, employment opportunities, increasing access to unique cultural and entertainment options...our region is really beginning to boom!

And what is seCTer's role in all of this?

- **Economic Development:** seCTer writes, facilitates, and reports progress on the region's Comprehensive Economic Development Strategy (CEDS). Did you know our most recent report was recognized as a national best practice model by the National Association of Development Organizations (NADO)? This report was written through the cooperation and collaboration of over 200 community members. This is a significant recognition of what a dedicated and diverse team, working towards common goals, can accomplish. It's all about Building Relationships. [CLICK HERE](#) to read the article. Be sure to look for a progress update in the fall.
- **Funding:** Our small business lending program can help small to medium-sized businesses expand, upgrade machinery and equipment, and/or relocate to our region. We have many partners, many options for you, and can help you take advantage of the many incentive programs designed to attract new businesses and help existing businesses grow.
- **Procurement Technical Assistance Center:** Our PTAC program can help your

business become a government contractor. This is a statewide, no cost service, so we are available to help any business registered in CT.

- **Data:** We have a number of data tools that can help our member municipalities put together compelling cases for interested developers, site finders, grantmakers and businesses.
- **Site Finding:** seCTer works with our partners to help developers and businesses find available sites within our region.
- **Partnership and Relationship:** Putting it all together! seCTer is your One Resource for regional economic development.

We hope you find this information useful, and we welcome your comments, questions and suggestions!

Nancy Cowser



Executive Director

SOUTHEASTERN CT IS HIRING!

- **888:** more people employed in Southeastern Connecticut than a year ago (JobsEQ, June 21, 2018)
- **989:** participants obtained employment through the EWIB's Manufacturing Pipeline Initiative (Public Policy Associates, Inc., May, 2018)
- **1,200:** EB's planned hiring in SECT in 2018 (The Courant, January 22, 2018)
- **\$685 Million:** annual impact on the local economy from EB's 2018 hiring (JobsEQ, June 5, 2018)
- **\$500 million:** EB's planned annual contracting in Connecticut (The Day, May 1, 2018)
- **700:** number of planned EB in-state suppliers (The Day, May 1, 2018)

THE MANUFACTURING PIPELINE

INITIATIVE (MPI)

In order to prepare workers for advanced manufacturing employment at EB and companies that support EB's supply chain, seCTer partners with the Eastern Workforce Investment Board (EWIB) on regional workforce development. EWIB's Manufacturing Pipeline Initiative (Pipeline) is the conduit through which employers, educational institutions and job seekers match southeastern Connecticut's labor market supply and demand.

The Pipeline addresses concerns for employers such as employee skills. Employers are actively engaged in creating curricula for the Pipeline that teaches the skills necessary to fill their open manufacturing positions. Eastern Connecticut's community colleges and technical high schools—**including these NFA seniors**—are adapting course work to the employers' needs so their students enter the job market ready to start careers in local manufacturing. Job seekers and students receive short-term, no-cost training in local certificate programs, job placement assistance, and support services.

In its first two years, EWIB registered 5,947 people in the Pipeline, 989 participants obtained employment as a result of being entered into the Pipeline and 493 job seekers completed occupational skills training.

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

THE CONNECTICUT UNDERSEA SUPPLY CHAIN CONSORTIUM

Thames River Innovation Place projects are starting their second year in the region. This unprecedented collaboration between New London, the City of Groton, the Town of Groton and multiple community partners has created a Community Concierge to serve as the region's "Welcome Wagon," Ignite which support entrepreneurs, and the **Connecticut Undersea Supply Chain Consortium**. The consortium will build a network of companies with the intent of collectively solving challenges and removing barriers to manufacturing success. Alexandra Halvordson was recently hired as program manager of the consortium. Halvordson is a Groton native with years of expertise in undersea technologies and local manufacturing.

[CLICK HERE](#) to read more about Ali and the Consortium.

SECTER LOAN CLIENT ROCKING IN ORLANDO

AgroSci, Inc. is a locally owned and operated business based in Colchester.

AgroSci manufactures and installs living walls, which are customized, sustainable, versatile and affordable ways to add unique interior or exterior design to homes or businesses. Currently, they are in Orlando installing living walls in the world's largest Hard Rock Café!

[CLICK HERE](#) to see AgroSci's living walls.

CT PTAC: ACTING AS MATCHMAKER

CT PTAC partnered with the U.S. Small Business Administration, Entrepreneurial Center and Women's Business Center at the University of Hartford, Department of Community and Economic Development, Department of Administrative Services, General Dynamics/Electric Boat, and the Metropolitan District to present the CT Business Matchmaker.

The Matchmaker is a venue for potential contractors to meet with government and prime contractors. This annual event took place on June 14, 2018 in Hartford. Forty-seven prime contractors met with 240 small businesses in speed-dating style interviews.

[CLICK HERE](#) to see all of CT PTAC's events for small businesses.

REGIONAL RESILIENCY: THE NATURE CONSERVANCY, SCCOG & SECTER

This Southeastern Connecticut Regional Resilience Vision Summary of Findings is the culmination of a year of dialogue spearheaded by the Nature Conservancy (TNC), Southeastern Connecticut Council of Governments (SCCOG), and Southeastern Connecticut Enterprise Region (SeCTer).

During the project's meetings and workshops, participants worked to develop a shared understanding of what resilience means for their region, working to conserve ecosystems and protect people and property in cities, towns, and villages. In addition to resilience from extreme weather and a changing climate, participants also explored how the region could anticipate and respond to other chronic economic and social challenges across diverse planning sectors such as energy provisioning, food and water systems, ecosystem services, transportation, and economic stability and growth.

Watch for more resiliency news in seCTer's upcoming newsletters!

[CLICK HERE](#) to see the findings.

DID YOU KNOW?

The Groton-New London Airport had 47,087 arrivals and departures in the last year? The airport has seen arrivals and departures rise above pre-recession levels! It has also collaborated with the Southeastern Connecticut Cultural Coalition to bring travelers *Art at the Airport*.

[CLICK HERE to see Art at the Airport.](#)

LINKS TO BOOKMARK

[Calendar of Regional Events \(**CORE**\)](#)

[Eastern Advanced Manufacturers Alliance \(**EAMA**\)](#)

[Southeastern Connecticut **CEDS** Executive Summary](#)

[Southeastern CT Council of Governments \(**SCCOG**\)](#)

[Eastern Connecticut Workforce Investment Board \(**EWIB**\)](#)

MEMBER MUNICIPALITIES

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

