



BUILDING ON
STRENGTHS
MAXIMIZING
OPPORTUNITIES

JANUARY 2019 NEWSLETTER



A LETTER FROM THE EXECUTIVE DIRECTOR NANCY COWSER

"A pessimist sees the difficulty in every opportunity. An optimist sees the opportunity in every difficulty" – *Winston Churchill*

STRENGTHS + OPPORTUNITIES

At seCTer's November, 2018 Annual Meeting, we stressed the **STRENGTHS + OPPORTUNITIES** our region has at our doorstep. John Beauregard, President and CEO of the Eastern CT Workforce Investment Board, and Maura Dunn, Vice President of Human Resources and Administration at General Dynamics/Electric Boat, were the keynote speakers and spoke in detail about the hiring picture at Electric Boat, along with the efforts in place to meet the hiring demands.

So much is happening in our region to support growth:

- We have a thriving **advanced manufacturing** industry, led by growth at Electric Boat and other defense contractors. Our region's labor market saw a *12% increase* in manufacturing employment from 2015-2018. The rest of the state combined saw a 1.2% decrease over that time period.
- The nationally recognized **Manufacturing Pipeline Initiative**, developed and managed by the Eastern Connecticut Workforce Investment Board, in partnership with dozens of stakeholders, is taking the lead in developing the trained workforce needed to fulfill these opportunities. The pipeline will be

expanding to other employment opportunities, such as healthcare.

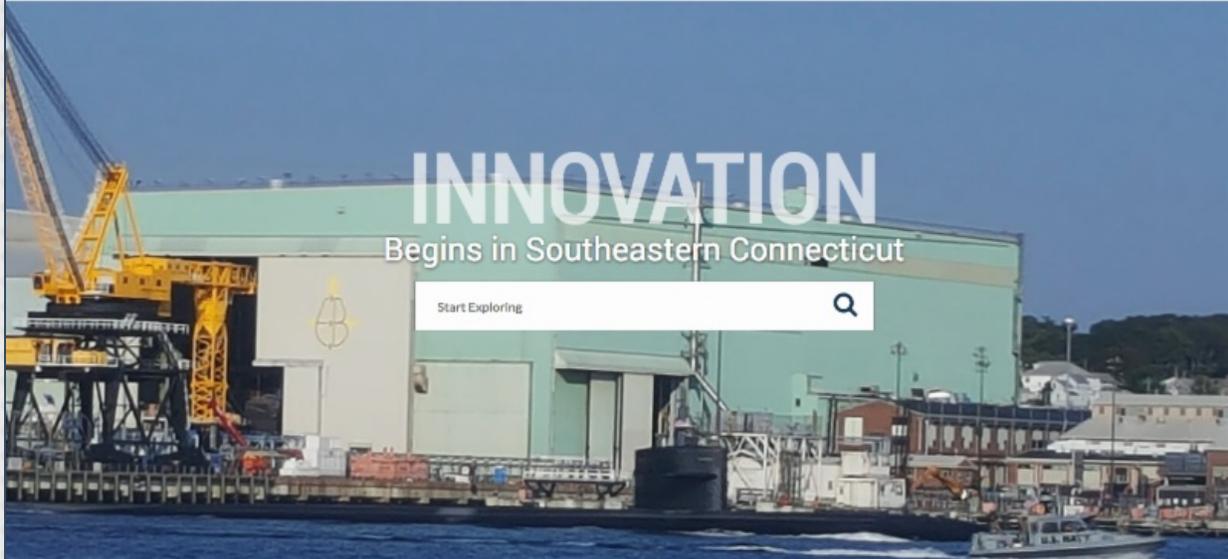
- The ***Eastern Advanced Manufacturing Alliance*** (EAMA) continues to grow to “harness the collective energy of regional manufacturers.”
- The ***Naval and Maritime Consortium*** has launched to help nurture and develop the undersea supply chain, including wind energy.
- The Connecticut Port Authority chose a new operator for the ***State Pier*** in New London, ***Gateway Terminal***. Gateway has a partnership with ***Ørsted***, which recently acquired Deepwater Wind. Meanwhile, a partnership with Deepwater Wind and ***Eversource***, Revolution Wind, won a zero carbon energy contract with DEEP. Huge opportunity for the New London port.
- Local leaders Wendy Bury, Executive Director of the ***Southeastern CT Cultural Coalition***, and Steve Tagliatela, managing member of the ***Saybrook Point Inn, Marina and Spa***, co-chaired the ***Arts, Culture and Tourism Transition Policy Committee*** for Governor Lamont. Among local leaders on the committee were Tony Sheridan, President/CEO of the ***Chamber of Commerce of Eastern CT*** and Maria Miranda, Creative Director of ***Miranda Creative***. We all know tourism promotion in our region has been desperately underfunded. Our regional economy, ability to attract and retain talent, and overall sense of place, rely on it.
- There is a renewed legislative push to support our great community partners, the ***Mashantucket Pequot Tribal Nation and the Mohegan Tribe***. They need and deserve our support to maintain the great destinations they have developed ***Foxwoods*** and ***Mohegan Sun***. Our thousands of local residents who work directly for them, or for businesses reliant on them, deserve it, too.

In our next issue, we'll go into detail about new housing options in our region!

Our region deploys great programs and works hard at economic development, but in the end it's all about ***our people***. This community keeps proving what great neighbors we are. Check out ***this fundraiser*** by ***Terra Firma Farms*** in North Stonington to bring ***fresh milk*** to our less fortunate residents through the ***Gemma Moran United Way Food Pantry***.

This region is working together to increase our STRENGTHS and ability to maximize upon our OPPORTUNITIES.

To that end, and to better tell our region's story, seCTer is proud to unveil our ***new website!*** Visit www.secter.org and let us know what you think!




Nancy Cowser,
Executive Director



SOUTHEASTERN CONNECTICUT
ENTERPRISE REGION

MANUFACTURING PIPELINE CONTINUES TO BE "A WELCOME GIFT" FOR JOB SEEKERS



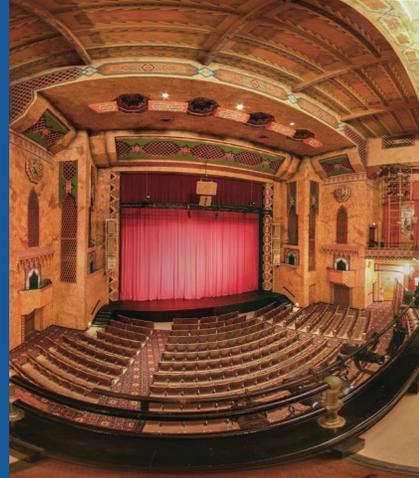
The **Manufacturing Pipeline Initiative (MPI)** provides a training pipeline to develop skilled workers for employers in the region, with Electric Boat being the greatest beneficiary of the program to date—hiring nearly 80% of the 1,225 workers who have passed through the pipeline.

The Day recently highlighted the widespread enthusiasm for the Pipeline, stating that the "program has wildly surpassed expectations." The pipeline model is also being adopted elsewhere in the state, with legislators authorizing an Apprenticeship Connecticut Initiative. We are proud to stand by the EWIB as they continue to be a leader in skilled workforce development.

[CLICK HERE](#) to read more about the recent accomplishments of the EWIB

THE GARDE ARTS CENTER PAYS OFF \$2 MILLION LOAN FROM THE SOUTHEAST REGIONAL DEVELOPMENT FUND (SRDF)

The Southeast Regional Development Fund or SRDF, is a revolving loan fund managed by seCTer. Originally capitalized at \$5 million, the SRDF has generated nearly \$15 million in loan funding for small businesses in southeastern Connecticut. As the original \$5 million was paid back, principal was recapitalized and converted into new loans. A large part of that fund is attributable to the Garde Arts Center, southeastern Connecticut's nonprofit home for the performing arts, cinema and education.



The Garde Arts Center, Inc. was founded as a nonprofit corporation in 1985 by leaders in banking, business, education and the arts to purchase, and thereby save from demolition, the 1400-seat historic (1926) Garde Theater movie palace. With a State-approved Master Plan for the restoration and expansion of the theater into an "arts block," the Garde began in 1994 with an \$11 million capital fundraising campaign that would provide a new future for the theater and a catalyst for the economic rejuvenation of the city and the region. Towards that effort, the Garde was awarded \$4.5 million in state of Connecticut bond funds, plus a \$2 million construction loan which became a new and permanent part of seCTer lending funds servicing the entire region. Twenty years after completing the first phase of renovations, the Garde is proud to have recently paid off that \$2 million loan. The Garde has been deeply satisfied to see their payments handled respectfully and intentionally especially as the original loan has become a permanent source of economic fuel for other entities throughout the region. The Garde has helped found and provide ongoing support to numerous important regional assets, including the Regional Multicultural Magnet School, Interdistrict School for the Arts and Communication, New London Main Street, City Center and the Cultural Coalition of Southeastern Connecticut. SeCTer is honored to have played a part in the critically important and transformative work the Garde has done for the region.

It is not cheap to maintain this community gem. In addition to their annual program and capital fundraising the Garde has recently established, with the Community Foundation of Eastern CT, the Garde Arts Center Endowment Fund, to continue the legacy that has so greatly enriched New London and our region... truly a gift that keeps on giving.

[CLICK HERE](#) to donate to the Garde Endowment at CFECT.

WELCOME SANTO CALVO, NEW DIRECTOR OF CT PTAC



SeCTer is proud and excited to introduce our new Director of the statewide Connecticut Procurement Technical Assistance Center (CT PTAC), Santo Calvo.

Mr. Calvo holds a C.P.A. from Augusta Accounting in Italy, a BA in Modern Languages and Business from Edison State College in New Jersey, a degree from the College of the Air Force in Logistic Management and Business, a Level III Certification in Government Contracting from the Defense Acquisition University and Federal Acquisition Institute, and was Awarded Highest Government Contracting Warrant, "Unlimited."

He was previously the Chief Contracting Officer for the Veterans Administration CT, Supervisor Contracting Officer for: Department of Defense, Defense Contract Management Agency at Greensboro NC (10 States); Defense Commissary Agency, Fort Lee VA (Worldwide); General Services Administration, NY, NY (15 States and Caribbean); Fish & Wildlife Services, Amherst, MA (13 States); ARMY, Key West, FL (Central and South America); Health & Human Services, Rockville, MD (All 50 states); and NAVY, Patuxent River, MD. Before joining the civil service force, he served in the US Air Force (22 years Active Duty/Veteran) with 14 years as Chief of Supply, Procurement, and Logistics, and as a Foreign languages linguist for the Mediterranean Theater. In these roles, Mr. Calvo performed full contract and logistical cradle-to-grave steps with full empowerment to award Unlimited Government Contracts. He also assisted contractors with how to apply and fully handle a Government contract, handled issue inquiries, negotiated bids, performed cost and price analysis, and prepared comprehensive letters to justify recommended contract actions such as Letter of Concern/Letter of Resolution/Letter of Termination. Santo is a firm believer in the growth potential of Connecticut and is committed to helping businesses take advantage of government contracts.

CT PTAC provides marketing and technical assistance to Connecticut businesses selling, or interested in selling, their products and/or services to federal, state and local government agencies. The agency has field offices in Milford, New Haven, Stamford and Rocky Hill, as well as its main office in Groton. Services include customized client bid matching, individual counseling, seminars, bid/proposal preparation, assistance with System of Award Management (SAM) and Capability Statements.

SeCTer also wishes to thank Lisa Woods, departing CT PTAC Director, as she assumes directorship of the state of Virginia's PTAC. Ms. Woods provided five years of exemplary leadership to our program. We will miss her, but are thrilled to

THANK YOU TO OUR FUNDERS

Shoutout to these local funders for their support of seCTer's implementation of the 2017-2022 Comprehensive Economic Development Strategy (CEDs):

[Jewett City Savings Bank Foundation](#)

[Savings Institute Financial Group Foundation](#)

[Dime Bank Foundation](#)

CT'S DEPARTMENT OF ECONOMIC DEVELOPMENT (DECD) LAUNCHES NEW SITE: CHOOSECT

Along with seCTer's new website launch, the state of CT's Department of Economic and Community Development (DECD) went live with [ChooseCT.gov](#). Both new sites align with state sites such as [CTVisit.com](#) and [DECD](#). ChooseCT.gov aims to provide information to businesses seeking to locate in CT.



[CLICK HERE](#) to preview New London County's page on ChooseCT. Note that the page content is still being refined. Your comments are welcome!

UPDATES FROM OUR PARTNERS

Congratulations to [our regional legislative delegation!](#) Many of our local leaders won re-election in their districts. We welcome the following newcomers to seCTer's region:

State Senator Norm Needleman, 33rd Senate District
State Representative Irene Haines, 34th District
State Representative Brian Lanoue, 45th District

Eastern Advanced Manufacturing Alliance (EAMA):

EAMA created a great flyer for employers who may be interested in tapping into the Manufacturing Pipeline Initiative. [CLICK HERE](#) to view the flyer.

The [Southeastern Connecticut Council of Governments](#) is completing a **Regional Bike & Pedestrian Plan**. Learn more about the plan and its benefits [HERE](#), or contribute to the study by completing the [survey](#).

ARTICLES OF INTEREST

[New Haven Port Operator Chosen to Run State Pier](#)

[Tourism Advocates Want State to Put Out Welcome Mat Again](#)

[Courtney Announces Federal Grant for Submarine Supply Chain Group in Groton](#)

[In New London County, Airbnb Hosts \\$4 Million Last Year](#)

[Hotel Plan Approved for Former Hale Mill in Yantic](#)

[Missing Wetlands Permit Not Expected to Delay Bozrah Assisted Living Project](#)





UPCOMING EVENTS

Naval & Maritime Consortium's First Member Event,

January 24, 4-6:30, Innovation Partnership Building, UConn Storrs

[REGISTER](#)

Free Small Business Series: Is Owning a Business Right for You/Public Speaking

January 29, 7:00-9:00 PM | Foundry 66, Norwich

[REGISTER](#)

MEMBER MUNICIPALITIES

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



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