



Justin Elicker  
Mayor

# New Haven Development Commission

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Michael Piscitelli  
Economic  
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Administrator

Meeting Notes  
Regular Meeting  
Wednesday, April 12, 2023  
Virtual Zoom-Based Meeting

## COMMISSIONERS PRESENT:

Anthony Sagnella (Chair)

Miguel Pittman (Vice-Chair)

Sarahi Jordan-Vega

Sarah Miller, Alder Ward 14, Aldermanic Representative

## City Staff Present:

Michael Piscitelli, Economic Development Administrator

Carlos Eyzaguirre, Deputy Economic Development Administrator

Courtney Hendricson, Deputy ED-ARPA

Ginny Kozlowski, EDC of New Haven

Barbara Malmberg, EDC of New Haven

Malachi Bridges, Economic Development Officer

## Guests:

Liese Klein, New Haven Biz

Dan McLeggon, CivicPlus

**Call to Order:** Meeting was opened at 8:31 am by Mr. Eyzaguirre.

## **Approval of the Previous Minutes**

Minutes were tabled due to lack of quorum.

## **CEDS**

-Mr. Eyzaguirre opened with a general overview of the meeting, highlighting the importance of good relationships with regional partners and REX/EDC's work in keeping New Haven connected to its role in the regional economy. The REX/EDC team facilitates the CEDS reports updates annually to track regional economic progress as well as potential deficiencies that may require new solutions. By having a CEDS in place, the City of New Haven and its economic development partners are able to



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apply for Federal and State EDA funding a lot easier, as much of the feasibility and planning for new initiatives is done by the EDC and/or SCRCOG during the CEDS process.

-Ms. Malmberg begins with the purpose of the CEDS, which is to propose regional growth and solutions to municipal trends and problems. One of the largest growing needs in the region is workforce, as manufacturing, technology, and health related positions are some of the most available. The region has 18,000 open jobs; RNs are in the highest demand but every sector stated they needed more skilled workers because current employment numbers are making profit margins drop dramatically, which can burden the consumers.

As a region, if we want to retain expanding companies like Alexion, Medtronic, Ulbrich, Yale New Haven Health and beyond, we need to create the workforce to support these organizations. One of the solutions to this, Ms. Malmberg mentioned, was Certificate Pathway Programs, like those at Gateway, Southern and Quinnipiac. These programs will bolster the available potential workforce pool to non-traditional college students. Ms. Malmberg noted that though this alternative path was once often looked down upon, especially in suburban environments, it's now needed more than ever to fill recruiting gaps because the skills needed in these fields are so advanced and specialized.

Finally, Ms. Malmberg briefly mentions other regional problems and/or trends, including the strong economic state of the region, which saw an increase in median income that was met with an increase in cost of living. The region's housing market also remains strong. Despite interest rates, homes remain on market for an average of only 40 days, with a median sale price of \$300,000. This is an increase in median sale price from last year (\$280,000). However, these home prices make it almost impossible for average working-class families to purchase homes. Thus, both the state and local municipalities are looking to launch or grow existing homebuying programs, like the Ready to Own, New Haven's Downpayment Assistance Program, and Yale's Homebuyer Program for employees, oftentimes leveraging American Rescue Plan funding.

### **Questions/Discussion**

-Ms. Miller note that she supports the EDC and REX and enjoyed the presentation. She also asked about the action plan for New Haven neighborhoods, like Mill River, Fair Haven and West Rock for example..

- Ms. Kozlowski responds, saying that REX does the research, analyzes trends, and then compiles the CEDS strategic planning presentation. Following that, the recommendations go to the REX development board, and then finally COG's Chief Executive Board. Ms. Kozlowski also mentioned that this process is not typically fast, as the national EDA no longer requires EDCs to submit a project list but is good to have these studies and plans for grant purposes. As such, the Action Plans are not yet available, but will be distributed once it goes through the process.

### **Economic Development Updates**

-Mr. Eyzaguirre provides an update on the ARPA RFPs. The City released various ARPA programs this past fall that were deliberated on and approved by the Board of Alders in Summer 2022, including the Neighborhood Commercial Cleanup of Kimberly Square, Mill River, & Hill North. The RFP has closed and a vendor selected. The cleaning will begin soon.

-Next, Mr. Eyzaguirre spoke on the ARPA-funded Career Pathways programming. The Board approved \$8M of ARPA funding for Career Pathways programming, including funding new and existing Career Pathways providers with \$100,000 grants to expand, improve, or create vocational training programs for New Haven's youth and young adults. The RFP is closed, and 10 local respondents have been selected and announced. Two organizations have received grant agreements; eight others are still being customized.

- Finally, Mr. Eyzaguirre spoke on another ARPA Career Pathways initiative, the Strategic Planning RFP, to solicit a vendor to lead our planning and implementation of an overarching Career Pathways strategy and a potential training academy. This RFP is also closed, and interviews with selected respondents of interest will begin shortly.

**Adjournment:**

Mr. Eyzaguirre adjourned the meeting. at 9:25 am.