

## MINUTES

**ECONOMIC DEVELOPMENT COMMISSION  
VIRTUAL ON-LINE MEETING  
SOUTH WINDSOR TOWN HALL**

**REGULAR MEETING  
WEDNESDAY, October 28, 2020  
TIME: 7:00 P.M.**

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**PRESENT:** Chairperson Paul Burnham, Linda Jeski, James Murray, Alternate Mindy Lewis (sat for Louise Neary), Bill Jodice, Vice Chairperson David Marsh, Sue Burnham, Alternate Victor Dorobantu (sat for Joseph Kennedy), Scott Kelley

**ABSENT:** Edwina Futtner, Joseph Kennedy, Louise Neary, Alternates Wayne Kilburn and Shailesh Verma

**ALSO PRESENT:** Deputy Town Manager Scott Roberts, Mayor and Town Council liaison Andrew Paterna, and EDC Consultant Matthew Galligan

**1. Call Meeting to Order:** Chairperson Paul Burnham called the meeting to order at 7:03pm.

**2. Roll Call:** The above-mentioned members were introduced.

**3. Presentation:** Barry Equipment (Tentative): Peter DeMaillie, Design Professionals, Inc., provided background on Barry Equipment. The company is based in Webster, MA with two facilities in that state and was founded in 1985. They have outgrown their home base and erected a new building down the street. Barry Equipment sells new and used heavy equipment and offers parts and service, with exclusive rights to sell equipment from a variety of manufacturers. Their intent is to develop their first satellite location on John Fitch Boulevard, making use of the vacant existing building and are proposing to double the size of this building to total 10,000 square feet. Equipment will be displayed outside in front of the parcel and they will add parking spaces for a total of 24. The catch basin will be expanded and the changes to the existing building include renovation for administration offices. The service area will be primarily in the new part of the building. They've received approvals from P&Z and IWA and will go before the Water Pollution Control Authority (WPCA) next Tuesday, November 3. Staffing will include 3 members to start for administration, sales, and parts with plans to hire more for a total of 10-12 employees. Barry Equipment will submit a request for an abatement in the next few weeks and plan to be ready to start work early next year. They are very interested in moving to South Windsor, and have found the permitting processes to be very smooth so far. Commissioner Jeski asked for clarification of the outdoor use and Mr. DeMaillie explained that it is solely for displaying equipment. The applicants expressed their excitement in moving forward with a satellite location in CT. Mr. DeMaillie explained that once their abatement application has been reviewed by town staff it will come back to EDC to consider for approval.

**4. Approval of Minutes**

Minutes from Regular Meeting on 9/23/2020: A **motion** to approve the minutes of September 23, 2020 was made by Commissioner Jeski and **seconded** by Commissioner Lewis and was **approved by majority. Motion passed. David Marsh abstained.**

**5. Old Business**

**(a) Mayor TV:** Chairperson P. Burnham talked with Mr. Roberts earlier and they will be meeting with the Town Manager on Friday, October 29 at 2pm to discuss what the new videos will look like.

**(b)** Follow-up Discussion on Tax Abatements: Mr. Roberts sent out a presentation diagram to everyone that outlines the program and progress and stated that he can answer questions or follow up with an email after the meeting with more information. Chairperson P. Burnham would like to discuss this more at the next meeting. Commissioner Jeski asked for the document to be re-sent to commissioners.

**6. Committee Report(s):** None.

**7. New Business:** Chairperson P. Burnham asked if there was any news on the RFP and Mr. Roberts replied that there is no news to report but that they are working with Advance CT (old CERC company) and that information has been sent out. They are waiting for feedback on projects that could come to South Windsor.

**8. Economic Development Opportunities/Updates**

**(a)** Matthew Galligan, Economic Development Consultant: Mr. Galligan shared that he has a project for 240 Ellington Road and that the interested company is a Fortune 100 company. Bringing them to town will set the stage for other businesses. Currently, he is not at liberty to share more information. The Buxton Group has put together 25 companies that they think will fit very well in SW and sent a letter to each of the COs. Mr. Galligan has begun following up with the COs over the last week. Management of Evergreen Walk has been taken over by a CT management company-Charter Realty, who is looking at bringing in another end user. Mr. Galligan is concerned about the number of current vacancies in the shopping center and has been in discussions with the town manager and Michele Lipe to see what else can be brought in. Since Amazon is now able to deliver overnight, it's been recommended that different venues be explored than national stores such as restaurants, entertainment, and boutique stores. He will be reaching out to the boutique stores to invite them to Evergreen Walk. There is a \$35 million project which he is working on bringing it to Evergreen but it needs to go before P&Z first before discussing any incentives. The company was interested in SW previously, but backed away. With the announcement that South Windsor is the 12th best place to live, they are reconsidering. A current issue for projects about to begin construction or currently under construction is the expense of getting materials on time since lumber and piping costs have increased and the restrictions due to COVID. He is still waiting on financial information for the Geissler's project to move ahead. Mr. Roberts, Mr. Maniscalco, and Ms. Lipe have been working to advance economic development. A hearing on the Costco project was held last night and once approval is given they are ready to start their project. Mr. Galligan is working with Kevin Simms on developing a 50 acre property owned by the Illinois Teachers Association. He is working with the Town Manager to change the zoning of this property to a gateway zone and connect it to Evergreen Walk. This change will help to provide another road network to prevent more traffic on Buckland Road. He will be working to produce a project on the site behind JoAnn Fabrics. Commissioner Jeski asked if, overall, there is interest in businesses locating in Evergreen Walk or in developing other sites at this time because of the current situation with restrictions due to COVID. Mr. Galligan replied that he and the Town Manager are trying to figure out what might be good for the town to move into lifestyle areas. Right now, people want entertainment and the opportunity to do things and not necessarily shop. They are looking for companies that offer what can't be bought on Amazon or entertainment that's provided virtually. This may require the re-configuration of some of the existing buildings in Evergreen Walk or to build something that will enhance the area to accommodate the new markets coming in. Commissioner Dorobantu stated that he has customers interested in opening restaurants in Evergreen Walk but has found that the rents are too high when comparing it to West Hartford Center which has the same type of concept with both local and national companies. Mr. Galligan replied that now with Charter Oak managing, he is hoping that will change and agrees that the rental pricing at Evergreen Walk is too

high. Mr. Maniscalco is also addressing this issue with the new company. Commissioner Lewis suggested bringing in a cat cafe.

**(b)** Scott Roberts, Assistant Town Manager: Mr. Roberts reported on the following projects:

**Ongoing Activity**

1. 240 Ellington Road - Scannell Properties - under construction
2. Geissler's Development – no new development; Call with Developer – Reviewing Budget and Operating Pro Forma
3. Costco – public hearing held Oct 27; continued to Nov 10 with decision expected that night
4. The Gateway Buckland East – approval granted for Phase 2; unknown start date.
5. Aldi's – under construction; spring occupancy proposed
6. Chase Bank – CO request pending
7. HarborChase of Evergreen Walk – under construction; early 2021 occupancy expected
8. Evergreen Crossings – Opened October 1st
9. Hotel – Evergreen – finishing construction; unknown occupancy target date
10. Daycare – Evergreen – under construction; winter occupancy
11. Windsor Federal – under construction
12. Barry Equipment – PZC approved October 13 will appear before WPCA on November 3
13. Kubota Dealer – Rt 5 – CO issued

**New Activity**

1. Square Peg Pizza – Storefront/Commissary – Glastonbury
2. Valvoline Approved by P&Z last night
3. Pete's Tire Barn - 12,000 sq ft storage facility at 260 Chapel Road – Approved by P&Z last night

**(c)** Michael Maniscalco, Town Manager: None

**(d)** Paul Burnham, Chairperson: Chairperson P. Burnham sent a letter of support for a left hand turn from Manchester into South Windsor that was read at the recent P&Z meeting. He hopes that the new company at 1640 John Fitch Boulevard will make upgrades to the building for the current tenants.

**9. General Discussion:** Chairperson P. Burnham asked Mr. Galligan about companies that have him sign a non-disclosure agreement and whether any information can be shared during the executive session portion of an EDC meeting. Mr. Galligan replied that sharing information would be okay as long as no members discuss the information outside of the meeting. He will have to talk to the town attorney first to be sure. Mr. Galligan believes that since he is working as a consultant, and not a town employee, he is not subject to the town's FOI rules and can maintain privacy. Commissioner Jeski stated that the EDC's goal is to look at what companies are a good fit for the town, but if there is no information shared in advance, the commission is not able to make sound decisions on abatement requests. Mr. Galligan agrees, and found it frustrating when he was the town manager, and thinks it would be a good time to see if there is a procedure to allow sharing information while in an executive session.

Mayor Paterna stated that he is optimistic with the new management company for Evergreen Walk and thinks they will be able to help out.

Commissioner Dorobantu shared that he met with the owner of Donut Crazy ([www.donutcrazy.com](http://www.donutcrazy.com)), who has 5 locations around CT, and that he seemed interested in opening a location in South Windsor. Commissioner Dorobantu needs a sell sheet for the town that he can share with prospective companies so he can share relevant information. Mr. Roberts replied that he has some sheets and can work with Commissioner Dorobantu to modify them. The town team is stretched thin right now but Mr. Roberts would like to move forward with updating the sheets. Mr. Galligan asked Commissioner Dorobantu to

connect with him so he can let Buxton Group know and they can do a comparison of Donut Crazy's current locations with South Windsor and then give him the information to share with his client.

**10. Executive Session:** None.

**11. Adjournment:** A **motion** to adjourn at 8:12pm was made by Commissioner Jeski and **seconded** by Commissioner Dorobantu and was ***unanimously approved. Motion passed.***

Next meeting is to be determined. Mr. Roberts informed the commission that due to the limitations of virtual meetings, each board and commission's agenda as submitted by the chair, will be reviewed and the Town Manager will make a determination as to whether there will be a meeting that month, or if the business can be held off until the next month.

**Respectfully Submitted,  
Catherine Potter  
Clerk**

**Approved as amended: January 27, 2021**