

Wilton Economic Development Commission

AGENDA

3/14/18 Regular Meeting

7:15 PM, Comstock Room 18**

**RECEIVED FOR RECORD
TOWN OF WILTON**

2018 MAR 13 A 11: 15

BY: 

Expected Time: ~135-150 minutes (excluding additional open discussion)

- 1) Opening and administrative items – **10 minutes**
 - Call to order [Lee-Shiue]
 - Approval of minutes from 1/10 meeting [Lee-Shiue]
 - Announcement of new commissioners [Lee-Shiue] – intros will follow in item 5, below.
- 2) Guest attendees – Andy Pforzheimer (Founder, Barteca) and David Genovese (Baywater Properties) – see attached list of questions sent to both guests – **45-60 minutes**
- 3) Administrative (continued) – **10 minutes**
 - Introduction of new commissioners, background, etc.
 - Review dates for meetings for calendar year 2018
- 4) New Business – **15 minutes**
 - Debra Thomson-Van – Sustainable CT – 10 minutes
 - Discussion of Wilton Center flag – brought to EDC by one of local businesses – 5 minutes
- 5) Old Business – **40 minutes**
 - a) EDC liaison updates – 15 minutes
 - Schenck's Island Merwin Meadows [Berg] – 5 minutes
 - Plan of Conservation and Development / P&Z [Wilson] – 5 minutes
 - Wilton Survey Working Group / BOF [Kelly] – 5 minutes
 - b) Project updates and next steps – 25 minutes
 - Summary of special projects [Gioffre] – 5 minutes
 - Signage working group [Lee-Shiue] – 5 minutes
 - Digital and social media working group [Unger] – 10 minutes
 - Marketing and brochure [Wong] – 5 minutes
- 6) Open Discussion and/or continuation of any topics above [All] – **15 minutes, excluding additional items**
 - Summary and next steps re: discussion with Andy and David – 15 minutes
 - Additional items, if any
- 7) Adjourn

List of Questions sent to Andy Pforzheimer and David Genovese:

Andy:

- A few years ago, you opened restaurants in Greenwich, Stamford, Westport and Fairfield (among others). You also have expanded outside the metro area - was Wilton ever on the short list when expanding locally and if not, why not? What made these other towns/locations more attractive?
- Would you ever consider opening a restaurant here? What open questions or concerns do you have that would need to be answered or addressed to make this a serious consideration?
- Is Wilton at its capacity for restaurants? If so what amount of growth could result in additional restaurants? Are there any potential viable sites for a restaurant?
- What made you choose Waypoint? Would a Waypoint type development in Wilton attract a restaurant?
- Are there incentives the Town can provide to attract restaurants?

David:

- What makes your existing tenants' businesses work here? What doesn't work? Do you see any major gaps in offerings/opportunities for new businesses here?
- Retail vacancies are increasing in Wilton and surrounding towns. Can these buildings/spaces be redeveloped or do we just have too much real estate in a world where brick and mortar is now longer needed?
- What is the potential of someone purchasing and redeveloping Kimco property? Thoughts on what that might look like? Are there incentives the Town might provide to motivate investment?
- Any ideas on how Wilton can increase connectivity between Wilton Center and RT 7?
- You have multiple properties in Darien and Westchester. Aside from your personal ties to Darien, what makes Darien more attractive than Wilton? Is it simply location or does the town of Darien offer attractive incentives; is their town approval process more efficient or easier to deal with? What types of projects are in your current pipeline? Are the opportunities for Wilton to partner with you or another developer on projects in the future?
- How was the concept to develop downtown Darien created and implemented? How was the plan developed, who were the key advisors/planners/stakeholders, and how are projects like this typically funded (public/private partnership? Private equity?)

For Both:

- What are the demographics for your clients/customers? Have you seen any noticeable shifts over the recent past in this profile? If so, how do you plan to change the ways in which your firm markets itself?
- What is Wilton's reputation for doing business, both in terms of establishing a new business, and maintaining operations ongoing?
- With the current economic climate in CT have you seen a change in demand for your services? Can you see this getting better in the near future?
- What are your experiences in working with other neighboring towns? What is the dynamic, how flexible are they with variances and other requirements, how easy is it to obtain information?
- How did you work with existing property owners? Were all of the target properties simply purchased from existing owners? How to integrate this audience?
- Generally speaking, how is funding / financing obtained on large projects?
- What is your interaction with State/Federal agencies in areas that required dealing with those entities? (Environmental, for example). Did the towns facilitate this process?
- Any recommendations for a blueprint/battle plan for Wilton?