

ANNUAL REPORT 2022-2023

Killingly Economic Development

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172 Main Street Killingly, CT 06239



Outdoor Recreation:

Owen Bell Park

Chase Reservoir

Quinebaug River Trail

Cat Hollow

Old Furnace State Park

Ross Pond State Park

Quinebaug Lake State Park

Hygeia Reservoir

Mason Hill Conservation Area

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OVERVIEW

Strategic Highlights

The Economic Development Office promotes the preservation and development of the Town's economic base by assisting in the retention and expansion of existing businesses, encouraging new businesses to open and coordinating resources to serve the community. The year 2022 presented new challenges related to the pandemic such as supply chain interruption, housing stock shortages and a shrinking workforce that became obstacles for both our residents and businesses to navigate. Despite the unknowns, the word that has defined our community continues to be *resiliency*. Resilient in its ability to pivot and serve the members of the community. Town officials and businesses banded together to serve the community under changing market conditions. Together, we have grown stronger and together there are many reasons to celebrate the successes over the last year.

Key Performance Indicators

In addition to evaluating the local economy, key performance indicators within Killingly and the region are included within this report. **KPIS** include year over year residential real estate sales data, unemployment rates, new trade name certificates, and local tax collection rates. The information provided lends to a more balanced approach to understanding the economic sustainability of our community.

Major Projects

Major capital projects continue to be underway with the renovation of the Westview Avenue school renovation project.

“Think Globally, Act Locally”

Looking Ahead

The post pandemic disruptions in supply chains both globally and locally has tested the ingenuity, resiliency, and flexibility of business leaders. Stakeholders have responded in finding ways to collaborate in working together by sharing warehouse

resource space to stockpile inventories and manage short term and possible long-term interruptions.

Companies are reevaluating the long-term implications of how their supply chain's function and adapting long term sustainability initiatives to manage future challenges, such as rising costs due to supply shortages, leveraging new technology to understand weaknesses and uncover innovation within industry ecosystems.

The northeast corner of Connecticut has seen an increase in demand for both micro and large warehousing. Warehousing needs provide local manufacturers and retailers a competitive edge in saving money and supply chain sourcing solutions to stay competitive in today's market.

Last-mile manufacturing represents "a new generation of supply-chain design." It describes a process whereby products are sourced globally at the sub-assembly level, then brought into the U.S. and configured to meet customer requirements closer to end markets. (Source: Supply Chain Brain)

Rol-Vac LP - warehouse expansion site tour



Windham County, 2022						
	2022 Units	2022 Volume	2022 Average	2022 Median	Days On Market	% Sale to List
Single Family	1261	\$400,665,790	\$317,737	\$ 299,000	27	101.69%
Windham County, 2021						
	2021 Units	2021 Volume	2021 Average	2021 Median	Days On Market	% Sale to List
Single Family	1468	\$439,060,557	\$299,088	\$ 270,750	25	101.82%
2022 vs. 2021	-14.10%	-8.74%	6.24%	10.43%	8.00%	-0.13%

Windham County, 2021						
	2021 Units	2021 Volume	2021 Average	2021 Median	Days On Market	% Sale to List
Single Family	1468	\$439,060,557	\$299,088	\$ 270,750	25	101.82%
Windham County, 2020						
	2020 Units	2020 Volume	2020 Average	2020 Median	Days On Market	% Sale to List
Single Family	1442	\$361,384,346	\$250,613	\$ 235,000	48	99.66%
2021 vs. 2020	1.80%	21.49%	19.34%	15.21%	-47.92%	2.17%

Windham County, 2020						
	2020 Units	2020 Volume	2020 Average	2020 Median	Days On Market	% Sale to List
Single Family	1442	\$361,384,346	\$250,613	\$ 235,000	48	99.66%
Windham County, 2019						
	2019 Units	2019 Volume	2019 Average	2019 Median	Days On Market	% Sale to List
Single Family	1322	\$285,671,600	\$216,090	\$ 203,000	55	98.31%
2020 vs. 2019	9.08%	26.50%	15.98%	15.76%	-12.73%	1.37%



AFFORDABLE HOUSING
MIDDLE HOUSING
&
WORKFORCE HOUSING



Ballouville Mill Site





Former Prym Mill Site

KEY PERFORMANCE INDICATORS

Total Valuation of Commercial & Industrial Building Permits:

Fiscal Year	Total valuation of commercial & industrial building permits	Permit Fees
7/1/2019-6/30/2020	\$3,929,219	\$42,417
7/1/2020-6/30/2021	\$33,505,857	\$260,003
7/1/2021-6/30/2022	\$33,973,008	\$77,872
7/1/2022-6/30/2023	\$69,102,875	\$349,754

Commercial and Industrial & Real Estate Conveyance Tax:

Fiscal Year 2022-2023

Commercial and Industrial Real Estate Sales Total: **\$76,265,000**

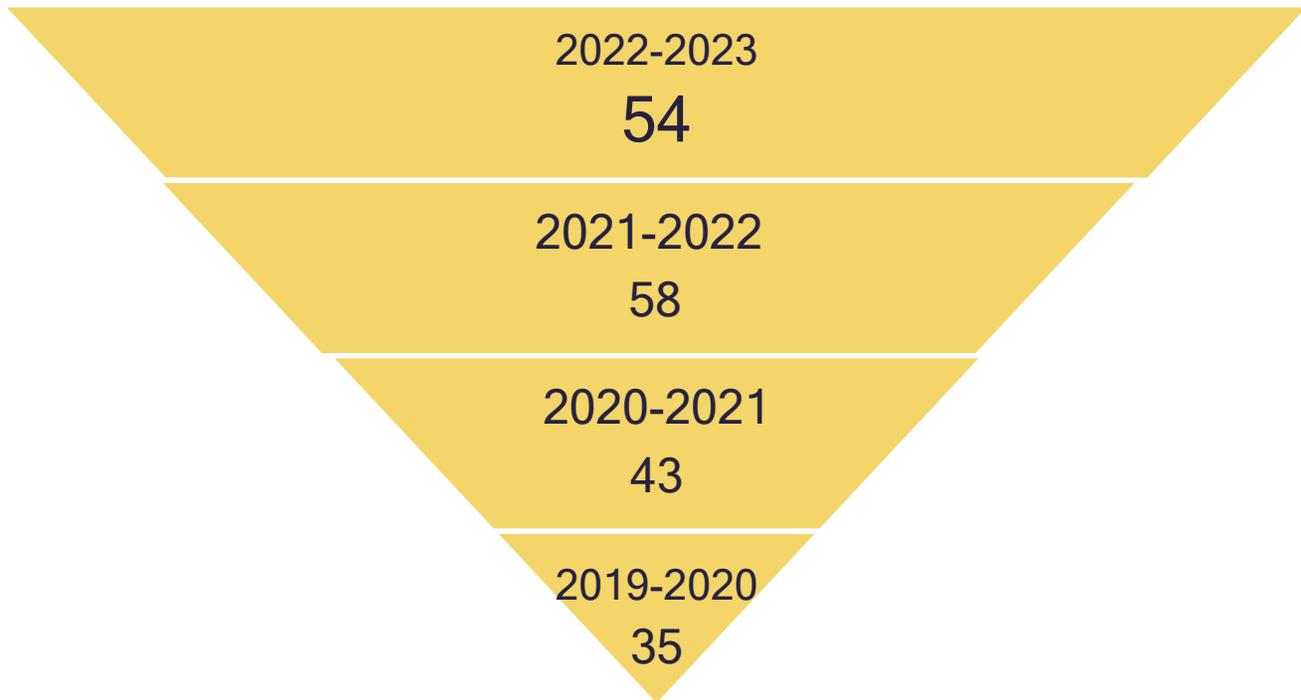
Local Real Estate Conveyance Tax
(Including Multifamily Sales): \$ 190,662.50

**** Major commercial multi-family real estate transactions are included in this year's report due to major market changes in investment of multifamily housing stock in the region.

Tax Collection Payment Rates:

Year	Rate
2019-2020	98.90%
2020-2021	98.59%
2021-2022	98.59%
2022-2023	98.31%

New Trade Name Certificates:



Unemployment Rates:

(Source: *Connecticut Department of Labor*)

Month/Year	State Unemployment	Killingly Unemployment
June 2019	3.5	3.9
June 2020	10	10
June 2021	7.1	7
June 2022	4.1	3.8
June 2023	4.0	3.9

Killingly's unemployment rates have returned to pre-pandemic levels and have started to trend lower than state levels. In prior years, Killingly had a higher-than-average unemployment rate. Job growth within the Industrial Park may be a contributing factor to this demographic change. According to a 2018 *U.S. Census Longitudinal Employer-Household Dynamics* survey, the Killingly Industrial Park employs over 3,800 people.

BUSINESS DEVELOPMENT

Downtown Revitalization Revolving Loan Pilot Program

Killingly Economic Development Commission introduced The Main Street Revitalization Revolving Loan Pilot Program in 2021 offering favorable term financing to new businesses starting or relocating to the Downtown Revitalization Area. Applicants must present a developed business plan that demonstrates a high probability for success. Qualified applicants are required to complete a personal financial statement, provide personal tax returns, and supply a credit report to our administrative banking partner. These businesses include, but are not limited to, entrepreneurial, startup businesses, new to market businesses and expanding existing businesses. Funds cannot be used for the purchase of property. Three loans have been approved since the start of the program and all applicants have since opened businesses in the Downtown Revitalization Area.

Business Education

Small Business Academy

The Economic Development Department conducted a free Small Business Academy. Sessions included: Are You an Entrepreneur? Fundamentals of a Business Plan, How to Structure a Business, Cash Flow Management

Since offering these classes we have had 28 participants and 11 of those participants have opened businesses.

Resources

Ongoing and timely communication for financial support and grant opportunities through multiple touch points, such as direct email, site visits, and website postings.

“Don’t deliver a product, deliver an experience”

Entrepreneurial Gardening

Active engagement in marketing and recruiting.

businesses to explore and locate in Killingly through regional and state level networking opportunities.

Upcoming Programming

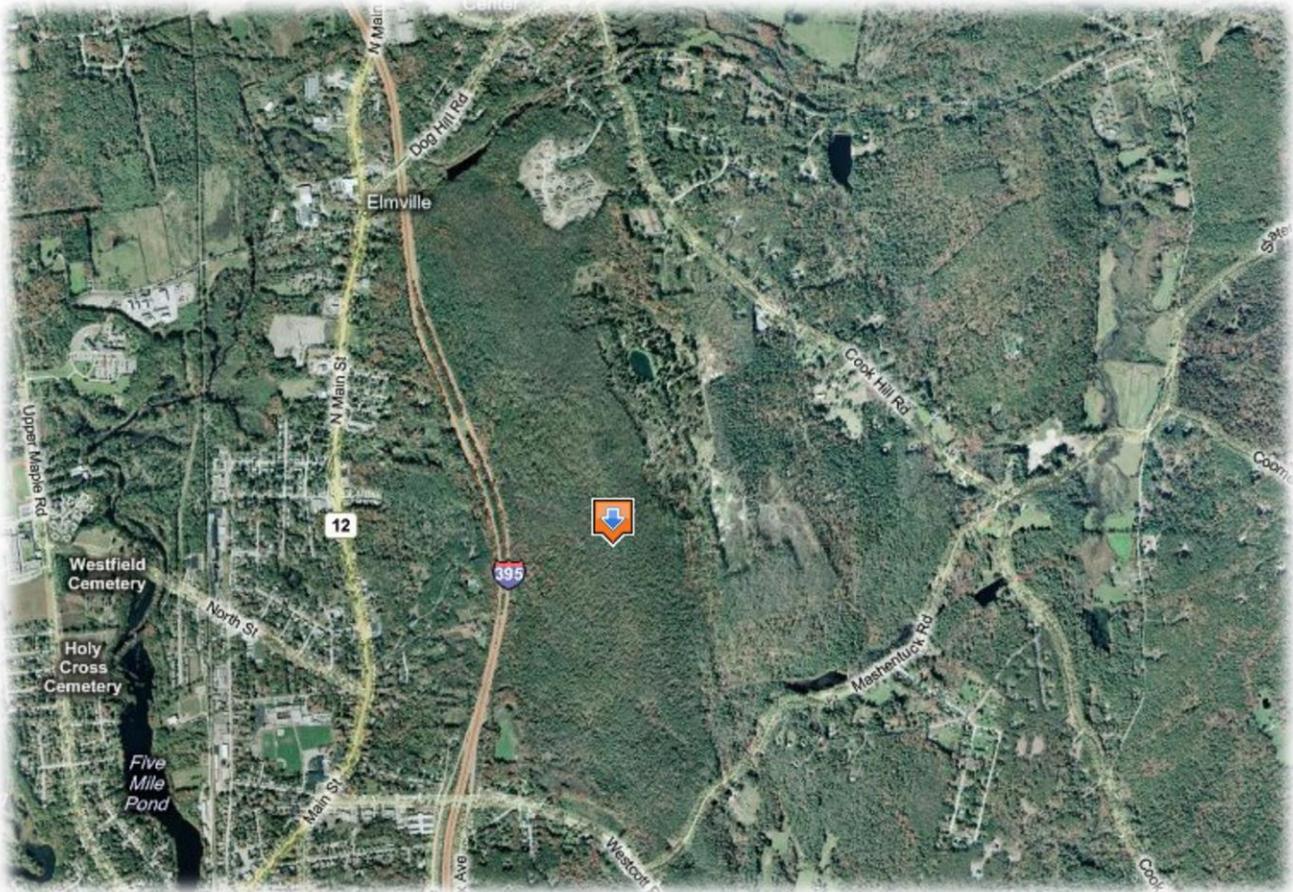
The next Small Business Academy will take place in the fall of 2023.



MAJOR DEVELOPMENT

Revision of Business Park Zone Regulations

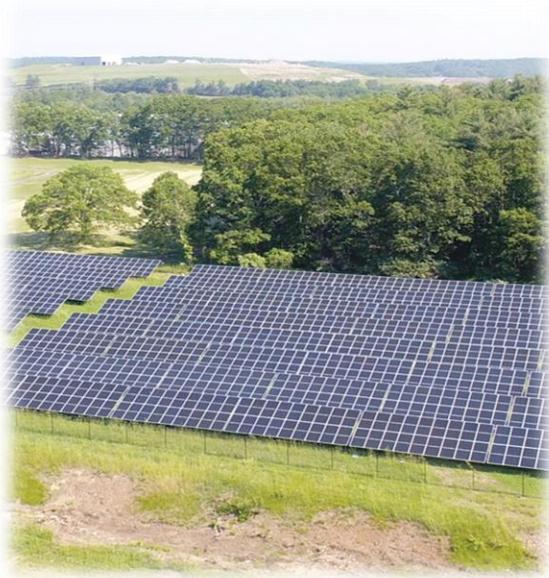
The intent of the Business Park district is to provide facilities for businesses consistent with the creation of a physical environment. This promotes consistency with the plan of conservation and development, community goals, efficient business operations, human scale and values, and compatibility with the natural environment. Since the creation of the zone, the Business Park Zone site located off Westcott Road has remained undeveloped for over two decades. Starting in the fall of 2022, a series of workshops including the Economic Development Commission, Planning and Zoning, residents and commercial realtors have worked in collaboration to identify barriers and opportunities within the current regulations that would be advantageous to improving development opportunities favorable for business retention, expansion, and attraction to Killingly. Changes include reducing setback requirements, additional permitted, special permit uses, and text change amendments to “Definitions” for clarity and inclusion of innovative technologies. This initiative will unlock 320 acres of underutilized commercial space along the Route 395 corridor.



Brownfield Assessments

The economic development office applied for ARPA funds to conduct Phase I & Phase II environmental assessments to the 39-acre parcel known as 125 Alexander Parkway. The parcel has remained dormant and underutilized due to environmental concerns. The environmental assessments proved critical in unlocking future development in the Industrial Park. Tree clearing and stumping has been completed and debris removal will be concluded in the Fall of 2023. As a result, the Town of Killingly has entered into a Sales and Purchase Agreement for \$5,004,800 and a Host Fee Agreement for a potential data center campus, which includes roughly 165 million in tax benefits over a 30-year period.





Adjusting for the Future

- Micro Skill Training Programs offered at the Advanced Manufacturing Technology Center
- Killingly Business Association Tools for Trades Initiative-investing in our future
- Brownfield Remediation and Redevelopment Opportunities
- Creating a community that has a “Quality of Place” to live, work, and play.
- Micro/ supply chain warehousing
- Recreational Cannabis Retail/ Manufacturing and Grow Facilities
- Cannabis Certificate Program offered at Quinebaug Valley Community College
- Solar and EV charging stations

“Employees are a company’s greatest asset-they’re your competitive advantage. You want to attract and retain the best; provide them with encouragement, stimulus, and make them feel that they are an integral part of the company’s mission” - Ann M. Mulcahy

YOUTH ENGAGEMENT

Financial Reality Fair

Several town employee department heads participated in a regional Financial Reality Fair to engage with students from area high schools on cost-of-living factors, decision making, and career development conversations.

Internship Opportunity

The Department of Economic Development office was selected to work with University of Connecticut students in the Technical Assistance to Brownfield Program (TAB) during the FY22 Summer Program, FY22 Fall Program and FY23 Spring Program. Students enrolled in urban planning, public health and social work paired with the Town of Killingly to gain experience in advanced document retrieval, grant proposal guidance, redevelopment planning and protecting public health and promoting environmental justice pertaining to Brownfield sites. The collaboration advanced Brownfield remediation efforts on several sites in the Town of Killingly.

Community Service

The Killingly Economic Development office partnered with the Killingly Business Association in several beautification projects. Over 800 daffodil bulbs were planted at all gateways into Killingly. The Wauregan Road Little League buildings were painted by over 25 volunteers to prepare for the season. In celebration of Earth Day, a trash clean up and pollinator planting event was organized. Partners for the event included the Rotary Club and Miyoshi America employees.



RIBBON CUTTINGS



Reactivation of 14 Central Street Space
Wicked Sinister BBQ





Expansions: NK Market Restaurant, Westfield Avenue School Capital Improvement Project

Ribbon Cuttings: Allure Beauty Co, Apex Chiropractic, Green Valley Laboratory, Mariah Lee Photography, NK Asian Restaurant, Pizza King restaurant, Wizard of Pawz, Taylor Studios, Wicked Sinister BBQ, Killingly Service Center

GRANT EFFORTS & RECOGNITION

- Awarded EPA Brownfields Targeted Assessment Grant (Submitted in FY2020) Assessments conducted in Spring 2023
- Awarded CT Humanities Grant for the Killingly Historical and Genealogical Society FY22 for technology upgrades. (Grant was matched by an additional donor)
- Awarded \$800,000 FY23 EPA Multiuse Brownfield Grant
- Awarded \$50,000 "Our Town" National Endowment of the Arts Grant
- Awarded Technical Brownfield Assistance Grant for Bailey Hill Mill Site Spring of 2023
- Awarded Citizens Lab Community Engagement Technical Assistance Grant Spring 2023
- Application submission to EPA Government to Government Environmental Justice Grant for wildfire mitigation efforts (Pending review)

Professional Development

Leadership:

Member of the International Economic Development Council
 NE CID Member
 Executive Board Member of Eastern Regional Tourism District (Treasurer)
 Eastern Regional Tourism Marketing Committee
 Eastern Regional Tourism Nominating Committee
 Business Education Chair of Rose City BNI
 Member of the Northeast Chamber of Commerce
 Member of the Killingly Business Association Member
 Member of The Last Green Valley

Meeting Attendance:

Killingly Planning and Zoning Meetings
 Advance CT Bimonthly Meetings
 Northeast Arts and Cultural Round Tables
 Enterprise Zone Workshops
 Killingly Business Association

Professional Certifications:

IEDC Certificate in Development & Reuse
 IEDC Certificate in Economic Development Strategic Planning
 IEDC Certificate in Entrepreneurship Led Economic Development (ELED I)
 IEDC Certificate in Entrepreneur Small Business Development Strategies
 IEDC Certificate in Economic Development Credit Analysis
 IEDC Certificate in Accelerated Growth through Entrepreneurship Led Economic Development (ELED II)

Staff Support:

Killingly Business Association
 Recording Secretary to Economic Development Commission

