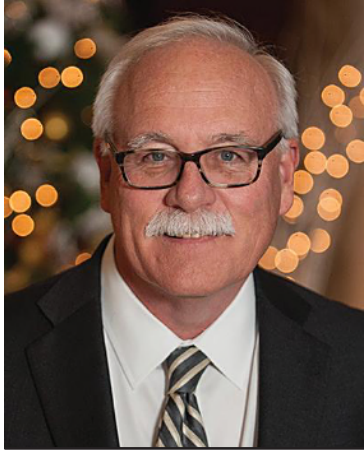


Hartford County Spotlight



Robert Santy
President & CEO
Connecticut Economic
Resource Center, Inc.

How many years have you been in your current field? 35

What was your company's greatest achievement of 2018? CERC provided support and services to help many municipal and state entities to be better positioned and functioning to help Connecticut be competitive and be a great place to live, work and do business. We call this endeavor "Global to Local," which focuses on inviting companies to invest here while ensuring a warm welcome by our communities.

What do you like the most about doing business in the Hartford Region? CERC is driven by our desire to increase investment in Connecticut through proven strategic, data-based, CEO-driven approaches to business retention and recruitment. Of course, while our work is statewide, collaboration is key for CERC and we have great partners in the Hartford Region to help increase this investment and positive outcome.

What is the forecast for your company's industry in Hartford Region going forward?

Only by growing our economy – by retaining and growing existing companies and recruiting new companies – will we achieve the economic growth, job creation and vitality that has been missing in Connecticut for the last decades. The Lamont Administration wants to ensure that all agencies which impact businesses have economic competitiveness as a goal.

What Hartford Region networking opportunities does your business participate in?

As many as we can! Between partners like the MetroHartford Alliance, CEDAS, CCM, CT Main Street and even HBJ and Travelers Championship, there are a great variety of events and programs, and we attend – and often speak at – any pertaining to economic development, including those related to the topics of real estate, research, regional and municipal.



C. Scott Schwefel
Partner
Shipman, Shaiken
& Schwefel, LLC

How many years have you been in your current field? 22

What was your company's greatest achievement of 2018? Our greatest achievement of 2018 was the successful undertaking of property tax appeals and abatements for an extremely diverse group of properties including hotels, retail plazas, office buildings, multi-family housing units, manufacturing facilities, and skilled nursing facilities.

What is the most exciting job/project for your company in 2019? Our most significant undertaking for 2019 will be bringing property tax appeals and abatements for numerous retail showrooms throughout Connecticut and Massachusetts on behalf of a national retail chain.

What is the forecast for your company's industry in Hartford Region going forward? The growing use of mass appraisal companies, which use computer-assisted formulas in calculating value, and fail to consider uniqueness of individual properties, will result in an increase of inaccurate property assessments.

For full responses please visit:
nerej.com

CERC drives economic development in Connecticut by providing research-based data, planning and implementation strategies to foster business formation, recruitment and growth.

We provide assistance to build your local economy, make informed decisions, find location opportunities and grow businesses.

Contact us for free business assistance, and services related to:

- Research
- Municipal
- Real Estate
- Marketing



Collaboration at work

Call 1-860-571-7136 | Visit www.cerc.com | E-mail info@cerc.com | Connect @CERCInc

Southeast Bristol Business Park Bristol, Connecticut

Manufacturing | Bioscience | Distribution | HQ

20 acres,
7 lots available

- Conveniently located to I-84 via Route 229 and Route 72
- Featuring 7 lots for sale ranging in size from 1.27 acres to 6.53 acres
- Includes full underground utilities
- Ideal for manufacturers, distributors, and more

Lots can be merged to accommodate larger projects.

Lot Number	Land Area	Price
2	2.55 acres	\$137,000
3	6.53 acres	\$288,000
6	2.19 acres	\$156,000
8	1.66 acres	\$138,000
9	2.51 acres	\$168,000
10	3.3 acres	\$151,000
11	1.27 acres	\$124,000

Manufacturers and/or distributors building in Bristol are eligible for a 5-year, 80% tax abatement on the new construction. Additionally, business owners are eligible to apply to a local grant program offering sizeable funds to assist with new building construction.

For more information, contact:

Bristol Development Authority

860.584.6185 | bda@bristolct.gov | bristolallheart.com/doing-business-in-bristol