



TOWN OF HAMDEN, CONNECTICUT
Economic & Community Development Department
2750 Dixwell Avenue
Hamden, Connecticut 06518

Dale Kroop, Director

Meeting ID: 969 4225 1448

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Minutes: The Economic Development Commission, Town of Hamden, held a Regular Meeting via Zoom on Tuesday, August 11, 2020 at 5:30 p.m. The following topics were discussed:

Commissioners in Attendance: Mr. Sachetti, Mr. Good, Mr. DelGrego, Mr. Rolnick, Ms. Sacco, Mr. DeNicola, Mr. Smolnik

Commissioners Absent: Mr. Moses, Mr. Diaz

Others in Attendance: Guests Mr. Vosper and Mr. Young of JuiceBar, Inc., Energy Efficiency Manager Ms. Schomaker, Economic & Neighborhood Development Director Mr. Kroop, Commission Clerk Ms. Tobin

1. Call to Order

Mr. Sachetti called the meeting to order at 5:31 p.m.

2. Review Minutes of July 14, 2020,

Mr. DelGrego made a motion to approve the minutes of the July 14, 2020 meeting. Mr. Good seconded the motion. The vote was unanimous in favor.

3. Speakers – JuiceBar

Paul Vosper, President & Chief Executive Officer and Paul Young, Vice President of JuiceBar, Inc., were introduced. With offices in Norwalk, East Hartford and Oxford CT, JuiceBar has been providing turnkey EV charger solutions to states, municipalities, and private real estate owners since 2009. They have EV chargers installed in over 100 cities across the United States and Canada. They manufacturer and assemble their chargers in Connecticut, providing advanced manufacturing and green jobs in the state. Our latest Gen 3 charger provides superior charging speeds, industry leading safety and advanced smart charging technology and continues their reputation for reliability, customer service and ease of use.

Mr. Vosper addressed the Commission and stated that they are seeing fairly good increases in electric vehicles. The implications are not clear, but we are moving to an all electric future. Automobile and utility companies are putting in money and are going to alternative battery technology. Money is flowing to this future and will disrupt lots of businesses such as gas stations, convenience stores, etc. JuiceBar enjoys their location in Connecticut and are looking to expand their manufacturing in Connecticut and other locations.

Mr. Young has been with JuiceBar since 2009, the Jurassic age in EV technology. The technology continues to evolve and he is interested in getting this information out to the people. They are a Connecticut company whose mission is helping to build infrastructure and they have the passion, experience and knowledge to educate the public. He said 36% of drivers will buy an electric vehicle as their next car. There will be 200 plus models launching in the next two years. The cost of batteries will come down and make these cars more affordable. Used EVs are now available. Mr. Vosper said the magic number is 100 per kilowatt. That is when the price of electric vehicles falls below gas vehicles. He said the crossover point is 2021, previously thought to be 2024/2025. That is four months earlier than predicted six months ago. Universities and technology companies are working on battery technology.

Mr. Young said the benefits of having EV charging stations are: meeting sustainability goals; attracting and keeping tenants; gaining new customers; adding employee benefits; and reducing fleet operating expenses. Mr. Young explained the various charging levels, and details are included in his presentation slides. Mr. Vosper explained dwell time, the length of time a person will stop to charge their vehicle. People will charge their cars at home while they are sleeping. Cars will be charging while people are at work. Highway rest stops are a small but necessary part of the program. People will come off of the Wilbur Cross Parkway to shop, eat, visit the library, etc., while their car is charging. People sit in their cars at the Tesla charging stations along I-95 and the Merritt and make phone calls or work on their computers while charging.

There was discussion on the software to manage and collect revenue.

Mr. Vosper remarked that the highway system cut off some communities. Dunkin Donuts has done a study that people stop to use the chargers and spend \$15-\$20 in their shop, rather than spending just \$3 when they just stop for coffee.

Ms. Schomaker recently went through the process when Hamden approved the installation of Tesla chargers in the Hamden Plaza. Tesla realized that Hamden exits see 5000 Tesla vehicles per month. There are two hotels at exits 60 and 61. Mr. Vosper said Tesla monitors where their cars are and they are putting a pin in Hamden. That is a good sign. Tesla will spend \$500,000 putting electric chargers in the Hamden Plaza. United Illuminating should do a make ready.

Mr. Kroop mentioned that the equipment is taxable. JuiceBar has done sites in New Haven and Hartford with Tesla. They can piggyback off of their equipment. They are working with United Illuminating and Eversource. Hotels are losing business if they don't have chargers.

Mr. Kroop mentioned the impact the charging stations will have on land use regulations. Hamden is starting to work on its zoning regulations. He asked if they have examples of zoning regulations we can look at. Ms. Schomaker said we are about a month away from a United Illuminating study which covers a lot of questions for Planning & Zoning, the Building Department, etc. We need to bookmark that question with the town planner. They have a Connecticut EV road map. There are other sources of information coming to us. The Town will need to make investments along the way. Mr. Vosper mentioned there are creative ways to provide revenue. Mr. Kroop mentioned that Hamden has a strong metal and plastic manufacturing base.

Mr. Sachetti invited questions from Commissioners. Mr. Rolnick said no one would like to see the elimination of gas stations more than he. He feels there will be some resistance to EV from the public. You can fill your car at a gas station in 15 minutes. EV takes 45 minutes to go 500 miles. He feels this will become a political issue. Mr. Vosper said some gasoline companies are trying to

hold back, and others are gearing up to sell electrons instead of carbons. Noble Gas recognized that his gas stations need to turn to electric. He makes his money not on gas but on his convenience store. Gasoline contributes 30% to climate change. Electric is the only technology that will reduce carbon.

Ms. Sacco said this seems less than ideal for Connecticut's electric infrastructure. Mr. Young said a map of where chargers are in Connecticut is a dessert. The State's EV road map encourages EV charging stations. We are in a state with high electric rates. There was discussion on charging during off peak times. Cars or chargers have a timer you can set to start the charge after midnight. You can also charge in the daytime with solar.

Ms. Schomaker offered the following website for more information on electric vehicles:

Mr. Sachetti thanked Mr. Vosper and Mr. Young for their presentation.

<https://www.energy.gov/eere/electricvehicles/electric-vehiclebenefits>

4. Report of the Director

5 Old Businesses

Mr. Kroop said he is still working with the Chamber on their Back to Business program, and they have shifted to a sector based approach. The Chamber Facebook page has a public group. Ms. Sacco worked with him on a child care survey, and that will go out to day care providers via survey monkey. There will be a meeting for very small businesses (1-2 person) and the Mayor will be on that call. Manufacturing and retail will also be addressed.

Mr. Kroop reported some small progress with the web site. Mr. DelGrego and Mr. Good shared some observations with him. After the next stage he will pass the website on to the Commissioners for review.

6. New Business

7. Project Updates: Redevelopment, Openings, Etc.

Two grand openings were held, one at Gehring Steel. Their facility is amazing. They are a steel manufacturing and steel painting company. They are thankful for the \$3,000 and the tax abatement.

The CVS Store at Putnam and Dixwell Avenues also held their grand opening.

- At the July meeting, the Commission approved a couple of tax incentive agreements.
- High Meadows - we have the engineering study back and the building study will be done by September 1st. The market study will be next.
- There has been no action on the Hop Knot site.
- People's Bank will be Chase Bank, who actually owned the building.
- People's Bank moved to the old Harstan's building.

Mr. Kroop is getting heat from commercial tax payers. Two manufacturing companies are thinking of leaving Hamden, or not expanding due to the high taxes. He also said we can't make enemies of our power companies. Industries themselves are doing well.

Mr. Kroop mentioned that the Energy Use and Climate Change Commission is trying to come up with a way to promote greening businesses in Town. They wanted to make it an award process. Ms. Schomaker said that is beyond our scope right now. She mentioned that if a business wants to tout their efforts toward greening, that could be lifted up and publicized. They want to coordinate with the efforts of the Economic Development Commission. Mr. Kroop is working on a story regarding Tommy K's solar installation on his Dixwell Avenue building. The owner of the Hamden Plaza is doing things that could also be shared with the public.

Mr. Sachetti asked if Commissioners had any questions. Mr. DeNicola mentioned that Roost has closed. Mr. Kroop said there is another successful business looking at that site. Mr. DeNicola also questioned the for sale signs that recently went up in the 2500 block of Whitney Avenue. Mr. Kroop will look into it. Mr. Kroop mentioned that the Tagliatellas are installing EV charging stations at Canal Crossing.

Mr. Good wondered about the future of hotels a year or two from now if we don't have a vaccine for Covid-19. Mr. Kroop said that is hard to know. There was discussion on Covid fatigue.

8. Adjournment

There being no further business to discuss, Mr. Sachetti asked for a motion to adjourn. Mr. DelGrego so moved. Ms. Sacco seconded the motion. The meeting adjourned at 6:42 p.m.

Submitted by: _____
Gerry Tobin, Commission Clerk