



## **2023 Board of Representatives Fiscal Committee One-Page Summary**

### **Changes in Department and Rationale**

The Partnership's budget reflects little substantive change outside of incremental growth across income and expense. The Partnership operates a mix of economic and community development programs. During the Covid-19 pandemic, economic security and economic recovery programs and initiatives were a key priority. However, in FY 2022-2023 the Partnership oversaw a significant increase in community-based programming and outreach, launching its Room for All initiative and weekly community co-working program.

With all that the Stamford Partnership does in and for our community, we ask that you please join us in support of our organization's request this fiscal year of \$65,000. On paper this appears to be an increase year-over-year, but this appearance is misleading. In fact, this year's request is far below the \$120,000 historically allocated to the Partnership. It is only because of last year's draconian cuts—which slashed the Partnership's share of funding to \$40,000—that it appears as an increase. The Partnership is proud of its important work together with the City, and respectfully requests that funding be restored to the impactful \$65,000 level.

### **Headcount Change(s)**

In 2022 the Partnership hired a Head of Events and Community, Isis-Rae Goulbourne, who runs the Partnership's co-working program, Fireside Chat series, and Room for All initiative. In March 2023 the Partnership also hired a new CEO, Kevin Peraino, who replaces former CEO Jon Winkel, who left the Partnership in February.

### **New or Expanded Services in 2023-24**

The Partnership's **free** co-working program has been growing rapidly and is expected to continue its steady growth in 2023. Already in the first three months of this year the Partnership has had more attendees at its co-working sessions than it had in all of 2022. It has also increased the cadence of its co-working sessions to weekly (versus roughly biweekly in 2022), and added compelling programming, to the benefit of the attendees.

In July 2022 the Partnership piloted its Room for All program—a resource showcase of top organizations, speakers, and mentors giving small businesses and entrepreneurs access to valuable information and tools. At the time of the pilot the Partnership had three participating organizations and 73 registered attendees. Three months later it had seven organizations and 98 registered attendees. This program is expected to continue to grow in 2023.

Finally, the Partnership is the co-convenor for the Southwest Connecticut Tech-Enabled Regional Sector Partnership (RSP), the activities of which greatly expanded in 2022. The RSP is made up of corporate and high-education executives, all working toward assisting the Governor's Workforce Council and AdvanceCT in large-scale workforce-training and job-placement initiatives.

### **Capital Expense(s)**

The Partnership does not expect any capital projects in FY 2023-2024 and no capital funds were requested.



# The Stamford Partnership 2023-24 Overview



# Our History

**1978** The Stamford Economic Assistance Corporation is formed by local business leaders.

**1988** The Stamford Partnership takes its current name and form

**1992** The Stamford Partnership helps create the DSSD, known today as Stamford Downtown.

**1987** The Stamford Chamber of Commerce is formed through the Stamford Partnership.

**1996** Stamford Public Education Foundation is launched via The Partnership.

**2000** The Waterside Coalition is formed through the Partnership.

**1998** UConn Stamford opens in downtown Stamford, led by the Stamford Partnership.

**2004** The Mill River Park Collaborative is formed, eventually growing to become Stamford's 'central park.'

**2008** Neighbors Link (now P2P) is launched, supporting Stamford's immigrant community.

**2016** The Partnership leads the effort to refresh the City's branding.

**2012** Advocacy efforts lead to major updates at the Stamford Transportation Center

**2023** The Partnership greatly expands its free co-working initiative

**2019** SWIFI, Stamford's first and only free public WiFi network, launches in downtown Stamford



# A Partnership for the Future

The Stamford Partnership is a 501(c)(3) nonprofit focused on improving the quality of life for Stamford's residents, workforce, businesses, and stakeholders. We bring people, companies, governments, and nonprofits together to reimagine our shared future. Focused on economic and social impact, we're guided by our three pillars;



## Public Private Partnership

We create and empower coalitions to help transform Stamford. Together, we foster a city that's fully connected, powered by technology, and with sustainability at the core of all we do.



## Ecosystem Development

We create programs and services for high potential industries and networks—to encourage innovation, growth, and connectivity.



## Talent Development

We believe that the workforce of the future is built on lifelong learning, soft skills, and technical knowhow. And we help individuals and companies grow with these concepts at the forefront.



# Board & Committee Members

**Danielle Bibbo**  
EVP  
ITV America

**Heather Cavanagh**  
President  
Stamford Chamber of Commerce

**Terrence Cheng**  
President  
CT State Colleges and Universities

**Scott Conley**  
President  
The Cradlerock Group

**April Condon | Vice Chair**  
Partner  
Day Pitney

**Steve Cooper**  
Partner  
Robinson+Cole

**John Emra**  
President  
New England AT&T

**Ursuline Foley**  
Board of Directors  
Provident Bank

**Joe Goett**  
Financial Advisor  
Wells Fargo Advisors

**Jodi Gutierrez | Chairperson**  
Vice President  
George Comfort & Sons

**Zsofia Jamieson**  
Managing Director  
Imaginary

**Alice Knapp**  
President  
Ferguson Library

**David Kooris**  
President  
Stamford Downtown

**Caroline Simmons**  
Mayor  
City of Stamford

**Loren Nadres**  
Economic Development Director  
City of Stamford

**Daniel Morris**  
Senior Advisor  
Belpointe Asset Management

**David Noble**  
Werth Institute Director  
UCONN

**Jennifer Orlikoff**  
Director  
UCONN Stamford

**Corey Paris**  
CT State Representative  
145<sup>th</sup> District

**Chris Perrett | Treasurer**  
Vice President  
M&T Bank

**Randy Skigen**  
Board of Directors  
Stamford Partnership

**David Stein**  
City of Stamford  
Zoning Board Chair

**Dan Stolzenbach | Past Chair**  
General Manager  
Stamford Town Center

**Rowena Track**  
CEO  
Boys & Girls Club of Stamford

**Teddy Pappas**  
Vice President  
Rubenstein Partners

**Ben Wade**  
SVP Strategy & Marketing  
Stamford Health

**Ann Zucker**  
Partner  
Carmody Law

## Staff

**Kevin Peraino** CEO | **Isis-Rae Goulbourne** Head of Events and Community | **Scott Conley** Head of Leadership Fairfield County | **Shannon Daniels** Program Manager | **Mercury Associates** Bookkeeping



# Our Impact

We foster an economic and social ecosystem that creates new opportunities and helps individuals thrive. Together, we make a lasting, positive impact on our community.

The Partnership has been instrumental in initiating UConn's expansion and relocation to downtown Stamford, providing free public WiFi, producing Stamford Innovation Week, rebranding the City, reimagining our mobility strategy, and fostering Stamford Downtown, Mill River Park Collaborative, Stamford Chamber of Commerce, Waterside Coalition, East Side Partnership, and many other organizations.

## Stamford Partnership Initiatives

### DreamUp

Grants for Minority Entrepreneurs

### Room for All

Resource Showcase for Entrepreneurs

### Co-Working

Free Location for Office Space

### Leadership Fairfield County

Development Program for Executives

### 501(c)(3) Fiduciary

Applying for Grants on Behalf of City

### Regional Sector Partnership

Co-Convener of SWCT Tech Cohort

### TechFWD

Digital Workforce Training Program



# Project Spotlight, Co-Working

The Partnership's **free** co-working program has been growing rapidly and is expected to continue its steady growth in 2023. Already in the first three months of this year the Partnership has had more attendees at its co-working sessions than it had in all of 2022. It has also increased the cadence of its co-working sessions to weekly (versus roughly biweekly in 2022), and added compelling programming, to the benefit of the attendees.



# Project Spotlight, Room for All

In July 2022 the Partnership piloted its Room for All program—a resource showcase of top organizations, speakers, and mentors giving small businesses and entrepreneurs access to valuable information and tools. At time of the pilot the Partnership had three participating organizations and 73 registered attendees. Three months later it had seven organizations and 98 registered attendees. This program is expected to continue to grow in 2023.





# Project Spotlight, DreamUp

The DreamUp Fund provides grants for entrepreneurs of color and underrepresented minorities who are creating and leading high-impact businesses and nonprofits. The fund empowers the vast entrepreneurial talent that is underutilized in our economy by addressing unequal access to resources, information, support, and capital. The Partnership is currently planning for the distribution of additional awards in early 2023.

