



CELEBRATING  
55 YEARS

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## **Another active year in Wallingford with an expanding rail service, low taxes and a dedicated EDC - by Tim Ryan**

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Tim Ryan, Town of  
Wallingford EDC

### Why Wallingford?

An active New England town center, expanding rail service, political and fiscal stability, a new tax abatement program and a business-minded EDC to help every step of the way – are just a few answers to this question.

Wallingford's Economic Development office welcomed 54 companies to town last year – and 56 new businesses the year before.

What do these business owners know that others don't? What makes Wallingford unique? For starters – a low tax rate, low-cost electricity because the town owns the utility, a convenient central location between all major highways, and 20-minute proximity to larger cities like Hartford, New Haven, Middletown and Waterbury – allowing fast access to major labor markets and more.

Our successes prove that Wallingford is welcoming to businesses, regardless of their size. We work hard for every business – from the single proprietor to the large companies. We pride ourselves on giving personal service to make doing business in Wallingford as simple as possible.

Wallingford is known for its practical approach when evaluating business opportunities. A dedicated EDC helps owners meet their goals by working collaboratively with other municipal departments. Businesses can start by calling the EDC office, which then coordinates a dialog with other departments and resources. The Wallingford EDC works closely with commercial real estate brokers, who collectively work to bring the right kinds of businesses to the community.

We are approachable, we are quick to respond and we help business owners through the process of setting up shop here, he said.

In baseball terms, Wallingford wins by hitting a lot of singles. Meaning, the town focuses on the fundamentals and personal service. That's not always the expectation businesses have when

dealing with municipalities – but in Wallingford it's the attention to every detail that wins with businesses.

It's certainly disappointing when corporate decisions negatively impact our community - such as Bristol Myers Squibb's decision to leave Connecticut in 2018, or Verizon's reorganization that has them shuttering all New England call centers later this month. As a result, opportunities are created for other businesses wanting flex spaces, call centers, laboratory and class A office space. Wallingford offers inventory in several office and industrial categories. A quick call to the EDC office will help business leaders learn more about present opportunities.

Wallingford offers amenities like no other Connecticut town. It's a clear choice for business success, and smart business owners are making the change. More than 250 new jobs came to town in 2016, along with businesses including Pennsylvania Mutual Assurance Company, Innovative Engineering Services, O2 Safe Solutions, CT Pharmacy Direct, and Calise Bakery. A new online GIS mapping system for commercial and industrial properties in town will make it easier for other companies to join them. For two new videos on what Wallingford offers, see [www.Plugin2Wallingford.com](http://www.Plugin2Wallingford.com).

Reach the Economic Development office at [edc@wallingfordct.gov](mailto:edc@wallingfordct.gov).

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