

Radiall & Parcel C-2-C-1: Development Update



City of New Haven
Toni N. Harp
Mayor

Michael Piscitelli, AICP
Interim Economic Development
Administrator
Stephen Fontana, CEcD
Deputy Director, Economic Development
September 12, 2019 (rev. October 23, 2019)



Radiall Site: Three Parcels

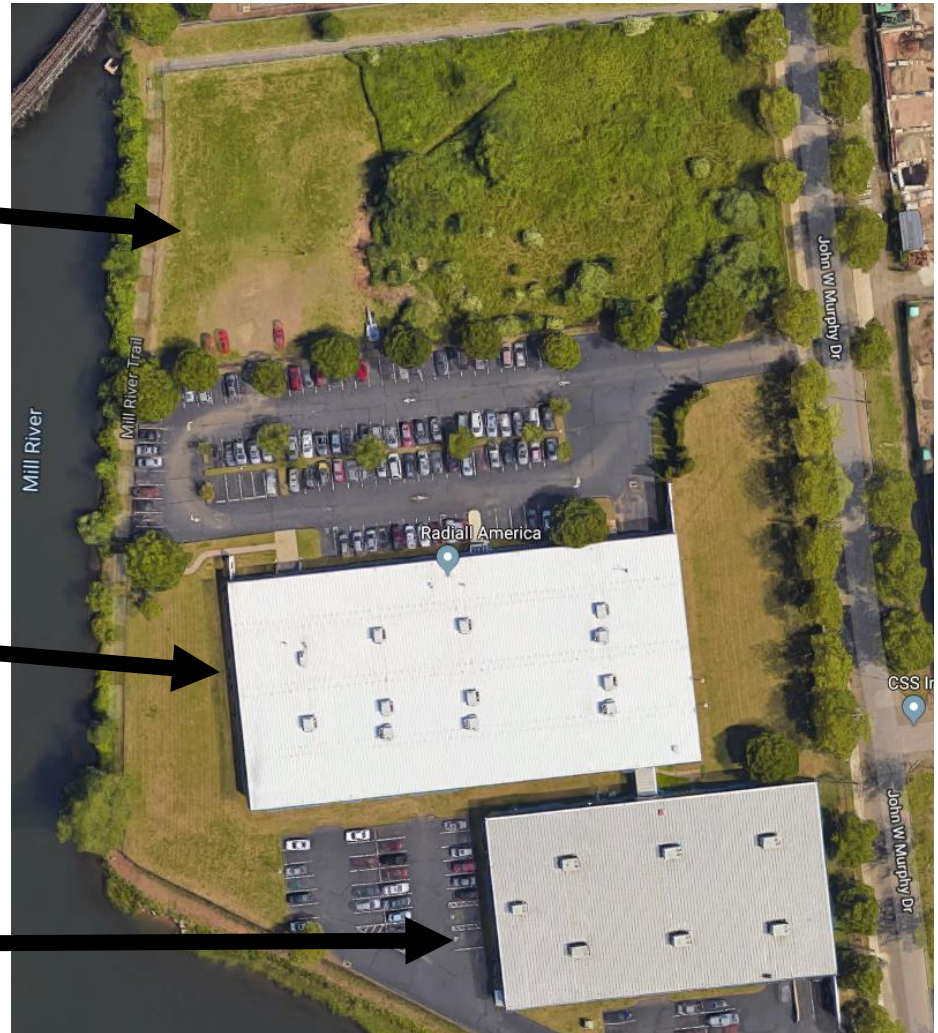
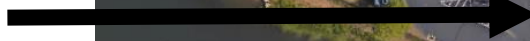
Parcel C-2-C-1



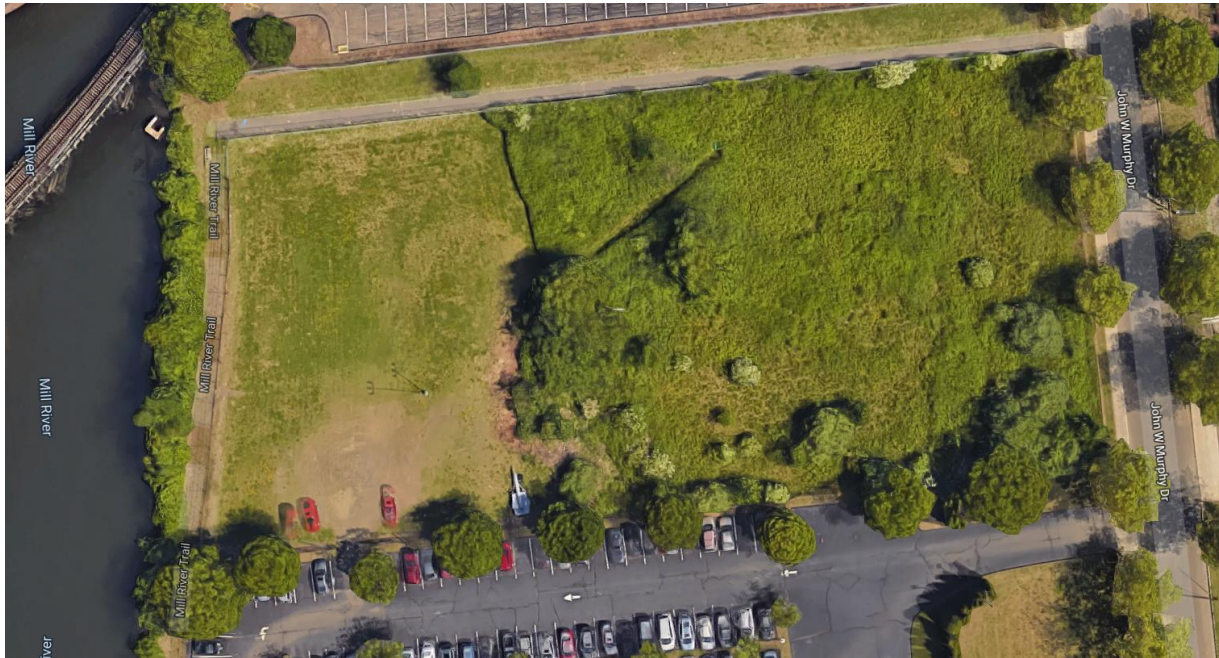
104 John W. Murphy Drive



90 John W. Murphy Drive



Radiall Site: Parcel C-2-C-1 Characteristics



- 1.84 acres
- Located entirely in flood zone
- Any significant site construction would require substantial infrastructure investment (e.g., pilings)
- Highest and best use, per 2013 City appraisal: parking lot to support existing buildings in development

Radiall Site: History

- In 2000, the City sold Radiall's predecessor, AEP, Parcel C-2-C-1 through a Land Disposition Agreement ("LDA")
- The City required AEP to build a parking lot on the parcel within eighteen (18) months or the City would have the right to take it back
- AEP never built the parking lot on the parcel
- Radiall never built the parking lot on the parcel
- The City has retained the right to take it back if it so chooses

Radiall Site: 2019 Opportunity

- Radiall is moving to Wallingford and selling its New Haven site
- Industrial Flow Solutions (IFS), a maker of industrial-use pumps, wants to buy the Radiall site and relocate two companies, with dozens of employees, to the site
- IFS would like to expand its business nationally, and potentially internationally, at the Radiall site, making a significant investment in plant and/or equipment and hiring or relocating additional employees
- IFS has approached the City, through Economic Development, about its releasing its right to take back Parcel C-2-C-1
- The City, through Economic Development, has negotiated a proposed set of terms, which it would submit as an amended LDA to the Board of Alders for its approval (requires Board of Alders approval)

Amended Land Disposition Agreement: Proposed Provisions

- IFS will:
 - Make \$385,000 in real or personal property investments (i.e., building addition and/or new equipment) across the three (3) properties it will acquire from Radiall over the three (3) years following the transfer
- Once reasonably satisfied that IFS has met the investment threshold, the City will release its right to take back Parcel C-2-C-1.
- IFS hopes to add up to fourteen (14) jobs to its facility headcount over the four (4) years following the transfer
 - IFS will partner with New Haven Works to identify and secure candidates for all such new positions
- IFS will partner with the Commission on Equal Opportunity and Small Contractor Development Program on any construction hiring (Section 12½) and small business contracting (Section 12¼)
- IFS will work with the City to adjust its property fence lines along the City's easement to accommodate the Mill River Trail, and otherwise cooperate with the City on Trail maintenance

Radiall Site: Proposed Next Steps

- BoA Communication
 - October 2019
- Fair Haven CMT
 - November/December 2019

Questions?

Steve Fontana

Deputy Director, Economic Development

203-946-5891

Sfontana@newhavenct.gov

