• Organizations:

Greater New Haven Chamber of Commerce/Economic Development Corporation of New Haven

• Full street address of organization (*Fellows must be provided with a desk and computer at placement site and cannot work remotely)*:

900 Chapel Street, 10th Floor, New Haven (*Fellow would be housed at the Greater New Haven Chamber the entire period of the project.*)

• Website: www.gnhcc.com

• Name and title of person who will be the Fellow’s direct supervisor (*the supervisor must be available to supervise Fellow on a daily basis)*:

Anne Benowitz, Director of Economic Development

• Phone number and e-mail address of proposed direct supervisor:

203-782-4305 or abenowitz@gnhcc.com

• Placement dates (*8-11 weeks between Tuesday, May 26 and Friday, August 7, 2020*):

We would be able to utilize 11 weeks of the timeframe.

• Are placement dates flexible? If so, please describe:

Available upon request.

• Proposed work schedule (*placements should be equivalent to full-time and not more than 37.5 hours/week*):

9am-4:30pm (M-Thurs) and 9am – Noon (Fridays)
Placement Description

- Organization description (*mission statement, population served. 150 words or less.*):

The mission of the **Greater New Haven Chamber** is to provide value through business resources and services to its partner companies and to lead regional economic growth through bold and effective advocacy. GNHCC is comprised of the 15 municipalities of Bethany, Branford, Cheshire, East Haven, Guilford, Hamden, Madison, Milford, New Haven, North Branford, North Haven, Orange, Wallingford, West Haven & Woodbridge and marshals the physical economic and human resources of the South Central Connecticut Region for the sole purpose of making Greater New Haven a favorable place to operate a business and a desirable place to work and an attractive place to live. We serve over 1,000 businesses in the Greater New Haven Region.

**ECONOMIC DEVELOPMENT CORPORATION OF NEW HAVEN MISSION**

To enhance the thriving business environment in New Haven by securing and expanding the City’s diverse business base, attracting new businesses and additional capital investment, as well as by retaining and attracting our diverse workforce and intellectual capital. Population served 129,585.

- Business Retention and Expansion
- Business Attraction
- Neighborhood Business Development

- Write a 1-2 sentence *summary* of the work that the Fellow would be conducting (*50 words or less. This will be used as your organization’s project description summary on the PPSF website, so be succinct*):

GNHCC is engaged in the growth & retention of businesses and the advocacy that supports businesses in the Region. The work would fall into two categories; Economic Development and Public Policy.

- Write a more complete description of the specific project you propose and list the duties/outcomes expected of the Fellow. (*Suggested length: one to two pages.*)
The Fellow will be asked to research venture capital sources, nationally, with a focus on early-stage funding, as well as funding of verticals in the bioscience and technology fields. The goal will be to identify potential organizations who have a high possibility to invest in early stage companies here in New Haven. In addition, identify firms who are interested in establishing an office in New Haven. We need to identify their funding priorities, and all aspects of their funding criteria, as well as identify criteria for establishing a satellite office. The Fellow would be making telephone calls/interviews with venture capital firms. The Fellow should have some familiarity on the funding process and different stages of funding for start-up companies. There may be opportunities to discuss funding with potential companies in the New Haven Region.

Assist the Director of Economic Development on company visits to interview and for data collection and analysis for companies w/in the City of New Haven. These visits are a conversational collection of information to better understand the resources to be provide to companies, to assist in their growth and retention.

Public Policy is informed through the visits to each company. As issues are identified, these advocacy issues are compiled, communicated to the Governmental Affairs Committee and then an agenda is prepared for the next legislative session.

- List specific skills/experience required for the project:
  Research and analytics, finance; public policy experience is a plus.

- Additional requirements (e.g. a car or weekend working hours). If a car is required, include information regarding parking arrangements and mileage reimbursement):

  No car required, but parking is provided in the event the Fellow needs parking, at no cost to the Fellow.

- Briefly describe the work that Yale PPSF Fellows have done with your organization in the past and present. If you have not worked with Yale Fellows, describe any work that Yale students have done with your organization.

  In the past, we have hired Yale Students to assist with membership retention and growth; they have made calls to members to investigate ways in which we can deepen their experience with us and make it more valuable; they attended events and met members and had opportunity to query them about their experiences and
identify ways in which we could make the membership more valuable. This was a year-long hire and they reported to the EVP.