

**CITY OF NEW HAVEN
ECONOMIC DEVELOPMENT COMMITTEE
REGULAR MEETING**

Tuesday, December 9, 2025

12:00 p.m.

Location: New Haven Public Works Facility, 205 Industrial Drive, New Haven MO 63068

AGENDA

- 1. Call to Order**
- 2. Roll Call**
 - a. Two vacancies on the committee
- 3. Approval of Minutes**
 - a. October 14, 2025, pages 1a-1b
- 4. Community Survey**
 - a. Review Preliminary Results, pages 2-12
- 5. Local Use Tax Campaign**
 - a. Generate a local use tax campaign plan, pages 13-19
- 6. Vision Statement**
 - a. Review vision statements and narrow down to one focus, 20-24
- 7. Miscellaneous**
- 8. Adjourn**

The City of New Haven is working to comply with the American with Disabilities Act mandates. Individuals who require accommodation to attend a meeting should contact City Hall (573-500-2530) at least twenty-four hours in advance.

Minutes of the Economic Development Meeting
October 14, 2025 – 12:00pm
New Haven Public Works Facility

Call to Order: Sarah Skeen called the meeting to order at 12:00 PM

Roll Call:

Members Present: Dr. Hoener, Mark Laune, Lydia Placht, Michelle Otten, Tara Steffens,

Members Absent: Dave Engelbrecht, two vacancies

City Staff Members Present: Sarah Skeen

Alderman Liaison Absent: Steve Bertrand

Approval of Minutes: Motion to approve the minutes from September 9, 2025, meeting made by Michelle Otten, 2nd by Tara Steffens.

Ongoing efforts to find two replacements for Tim Otten and Stephanie Guterrez who have stepped down from the committee. One of the new members needs to be a resident and the other member needs to be a business owner.

Vision and Mission Statement: The current mission statement from the 2007 Comprehensive Plan was provided to the committee to comment on. The committee currently does not feel the need to revise the mission statement. Vision statements direct future efforts of the committee. The committee will continue to work on brainstorming ideas for a vision statement.

Community Survey: A draft version of a community survey was provided by Tara Steffens in advance of the meeting. The committee reviewed the questions and collectively discussed the merits of most of the questions. Survey questions needed to be intentional. What do we want to know about our residents and how will the answers guide our work. The committee worked together to par the survey down to the most pertinent and valuable questions.

Dr. Hoener expressed concern over assessed valuation of property and the importance of increasing this for the school district to thrive. Increasing assessed valuation increases revenue for the school district and the city. Decreasing enrollment is a concern as well. Encourage housing development that meets the needs of all stages of life and include a mix of rental and owner-occupied developments. Dr. Hoener shared school district statistics. 2024 had 437 students enrolled and 39% are free and reduced lunch eligible. Most concerning is that New Haven is one of the smallest school districts ranking 24th of the 516 Missouri school districts. New Haven School District is restricted to only 20 square miles of area to generate property tax revenue. This limits the amount of revenue that can be realized if development is less compact or has a low valuation.

Economic Development can be encouraged by incentives such as sales tax abatement, shared infrastructure costs, and tax increment financing. Incentives are being offered in other towns in Franklin County, making it hard for New Haven to compete for business. The Economic Development Committee can make suggestions to the Board of Aldermen to adopt certain incentives that would be used across the board if certain conditions are being met (ie. Density, jobs). There was a question whether New Haven has the infrastructure to attract high tech industries. The committee revisited the importance of focusing economic development efforts on the Highway 100 corridor.

Miscellaneous: All members agreed to come to the next meeting with a vision statement for the future of New Haven

Due to the holiday on Tuesday November 11th, the next meeting was scheduled for November 12th at 12:00pm.

A motion to adjourn was made by Dr. Hoener, 2nd by Sarah Skeen. All were in favor. Meeting adjourned at 1:29 PM

Respectfully submitted by,

Sarah Skeen

Sarah Skeen
City Administrator

City of New Haven MO Survey

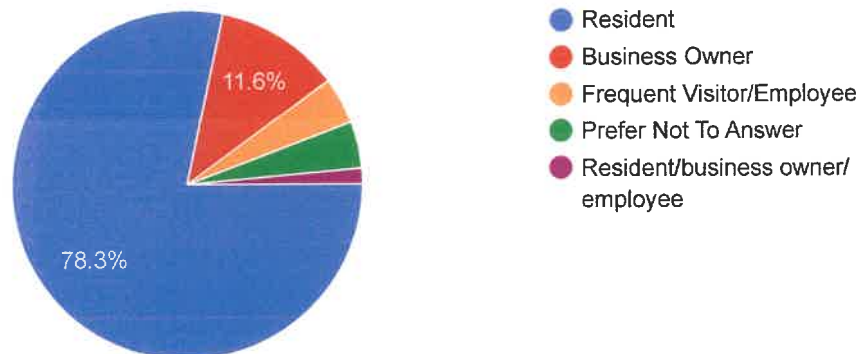
70 responses

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What Best Describes Your Primary Role in The Community

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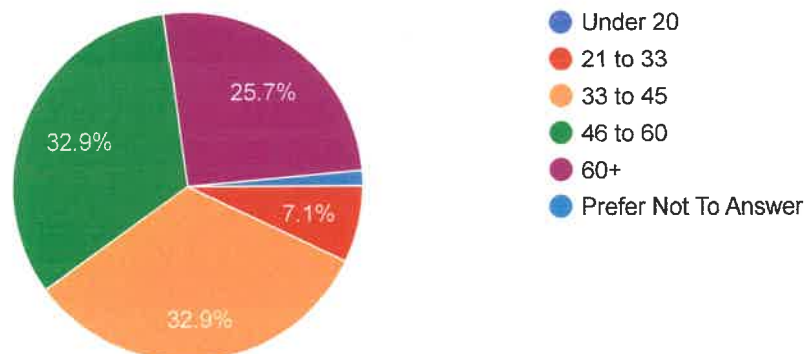
69 responses



What Best Describes Your Age Range

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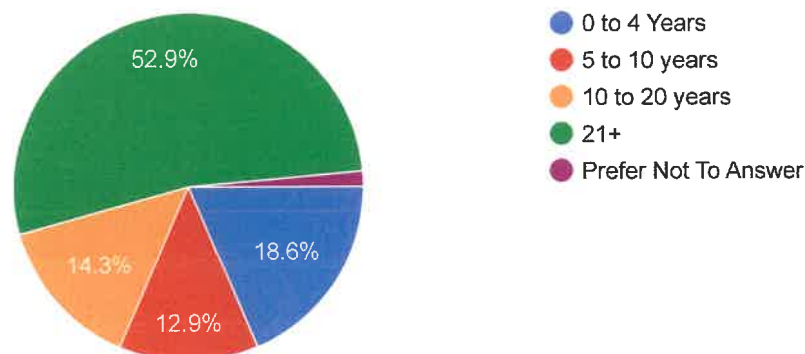
70 responses



How many years have you been in the community?

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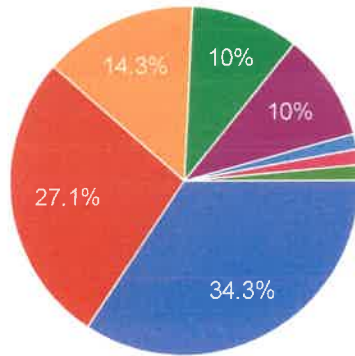
70 responses



How far do you live from where you work?

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70 responses

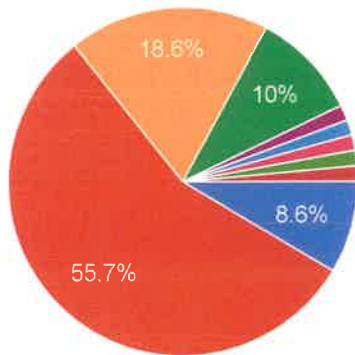


- Work at home/Retired
- Under 10 minutes ("in town")
- 15ish Minutes
- 20 to 35 Minutes
- 40+ Minutes
- Prefer Not to Answer
- Retired
- Self employed

Where are you most likely to shop?

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70 responses

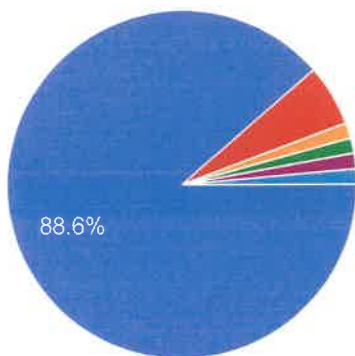


- Near work
- Near Home
- Online
- Washington
- Neighboring Towns
- Someplace with more store selections
- Try to near home, also online
- Depends on if local merchant...
- Work and Home

Do you want to see growth?

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70 responses



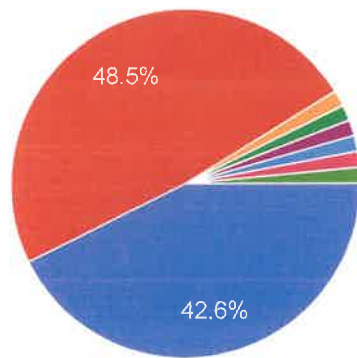
- Yes
- No
- Some
- Yes but slowly we need to look at the lots we have a business that are leaving empty spaces along our Hwy 100 corridor
- If it benefits the community in a positive way
- Steady controlled growth



Do you want to see growth by annexation?

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68 responses

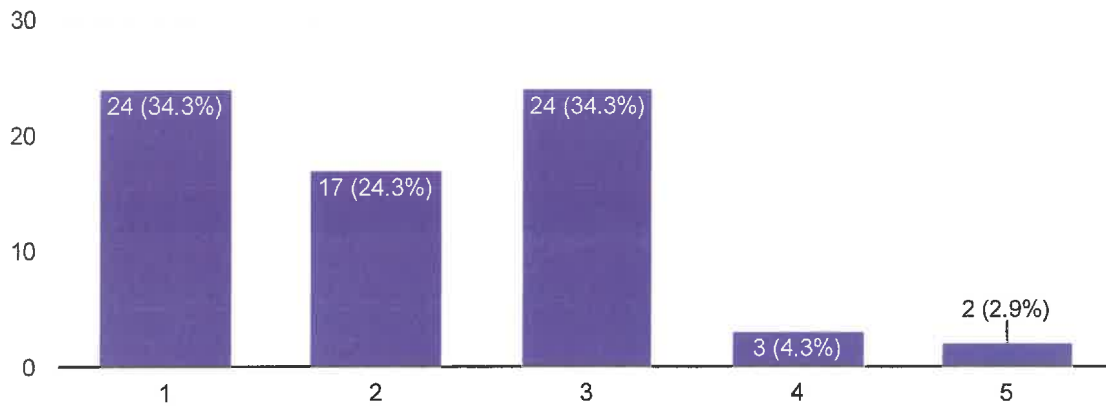


- Yes
- No
- I'm not opposed but will depend on circumstances and why.
- Annexation would be a very hard thing to do
- Sometimes annexation is nec...
- It depends on what the annex...
- Voluntary annexation with dev...

On a Scale of 1 to 5, how satisfied are you with the rate of economic growth in The City of New Haven

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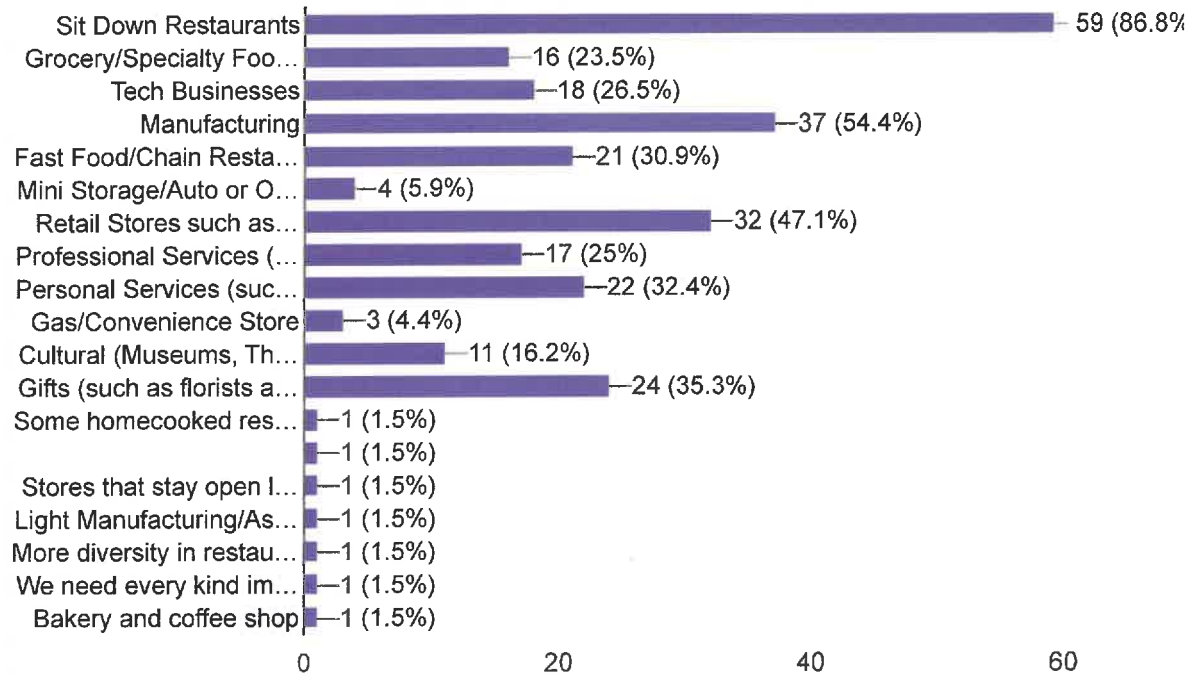
70 responses



What type of businesses would you like to see in New Haven (Check All That Apply)

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68 responses

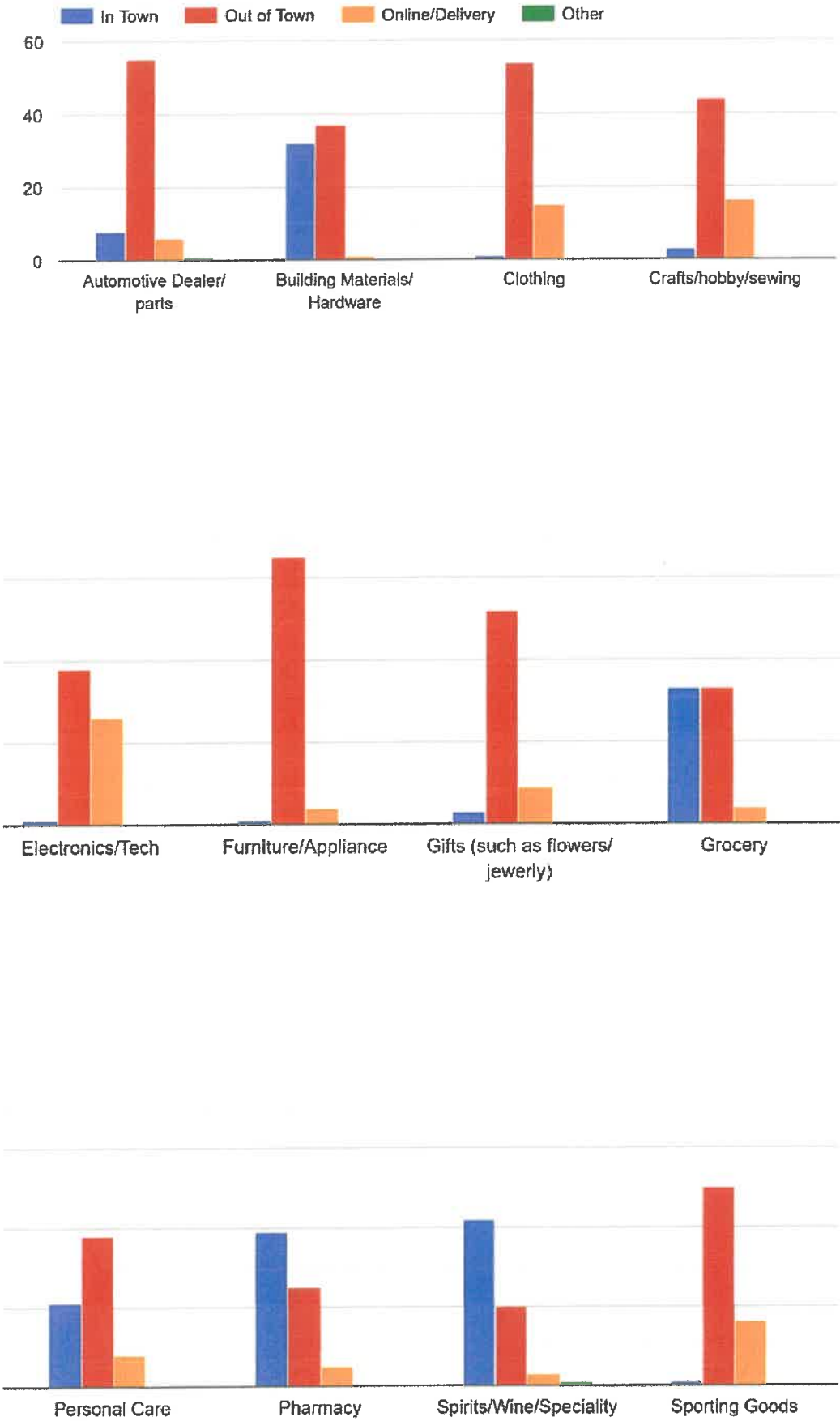


Please indicate where you shop for the following categories

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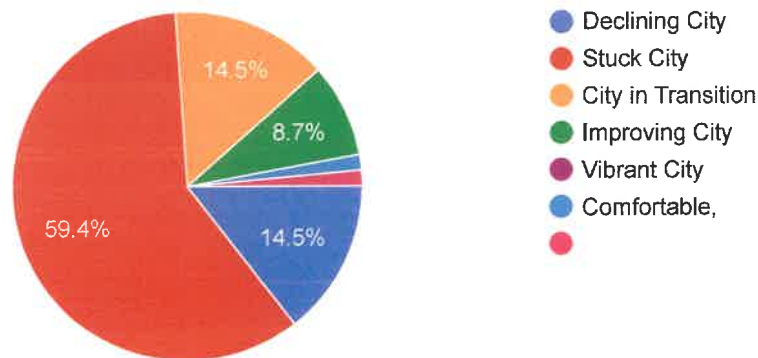
Please indicate where you shop for the following categories



Would you consider the City of New Haven Mo a...

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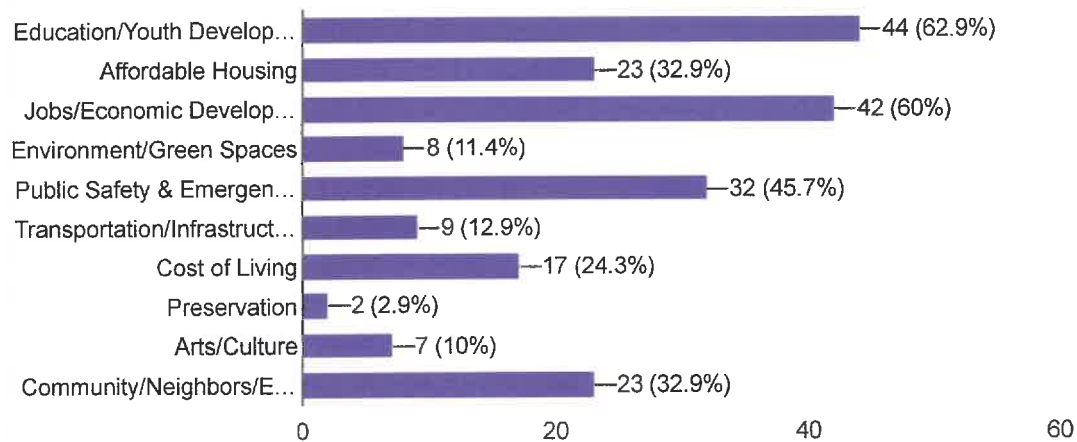
69 responses



Please check the three (3) most important/valuable things to have in your community

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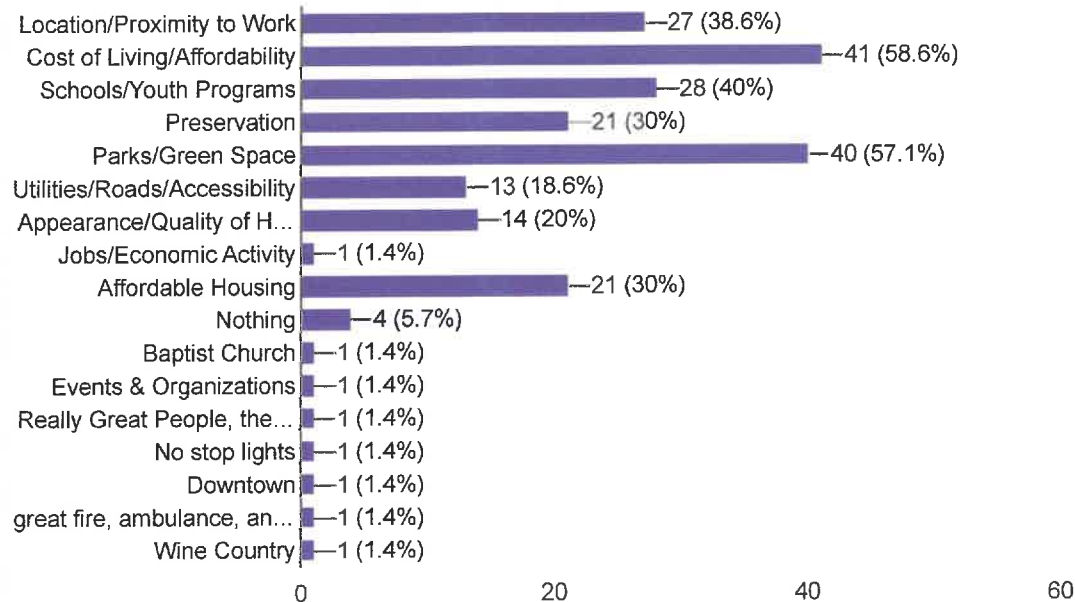
70 responses



What stands out as ATTRACTIVE about The City of New Haven (Check all that apply)

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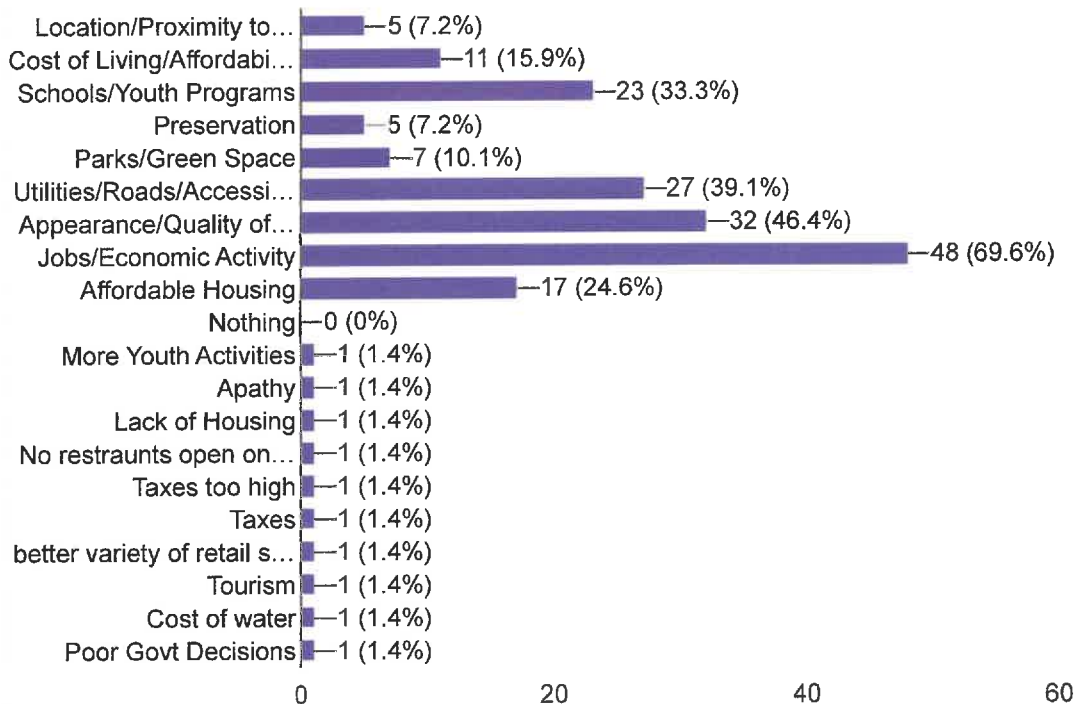
70 responses



What are the biggest Challenges/Concerns for The City of New Haven (Check All That Apply)

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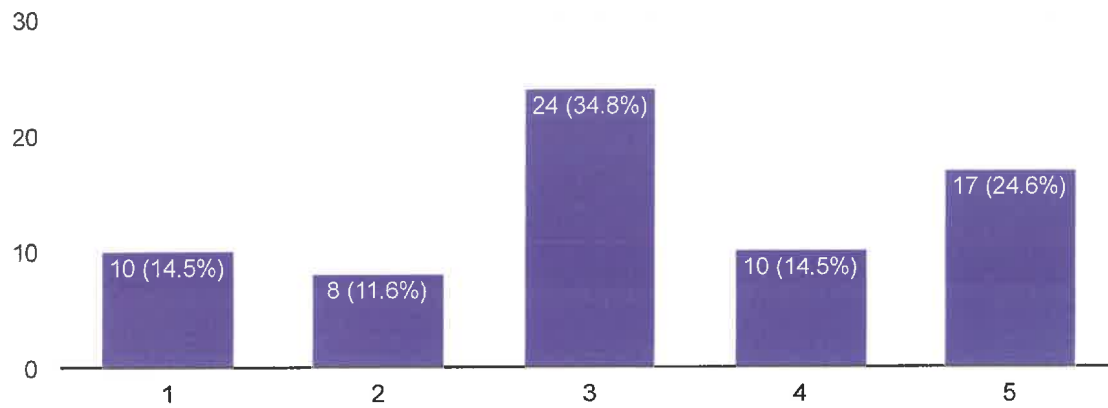
69 responses



If you need to downsize or upsize your home, how important is staying in New Haven to you?

 Copy

69 responses



If you have other things you'd like to address, let us know!

21 responses

East Industrial Dr. needs a truck turn around at the end of the drive

Its imperative to the city proper and the surrounding greater community that the School District takes a leap forward to improve programs to keep and attract students. In small towns schools are the thing they bring communities together.

Communication to the citizens about happenings around town instills trust and support. There have big steps taken via the police in this.

Overall, the City is on the right track.

Stop putting shamrocks on everything and get rid of roosters downtown

Super excited about the soccer field

The town of New Haven has many citizens and business owners who care a great deal about their community. There is a lot of potential to thrive. Unfortunately, politics, little to no communication, lack of funding and stubbornness serve as road blocks to New Haven's growth. These are mostly contributed by members of the City Boards, City Hall and others supposedly in charge.

The citizens of New Haven don't have a clear or direct path of communication to these so called representatives. Most of us dont have a clue what is going on in our community and the decisions being made for us because they are often made behind closed doors. This town needs to have transparency with its people. It looks to be on the path of self destruction and many are leaving because of it.

There is no opportunity here. No jobs that can support a home. Very low educational opportunities, academic or extra curricular. A very tiny selection of businesses to shop local from. No housing opportunity. The list can continue.

What it does have are kind hearted citizens who care about this community and want to see it thrive for their future and generations to come.

We need help.

There are so many rentals and homes in New Haven that are junky. Need to clean up. Need businesses to come to new haven for more revenue. New Haven needs a new high school instead of piecemeal. Also need to attract and offer some classes that will draw kids to come to New Haven instead of going to Hermann or Washington. Concerned if school choice is offered we might lose our school.

We would like to see utilities improve immensely for the price we pay or prices improve and lower . It would also be nice to have yard waste monthly pickup .

The primary importance is safety

New Haven needs either more apartments or single family homes. People are moving to nearby towns because there is no affordable housing available here.

The town needs "some" growth, but not low rent, section 8 housing. We need people who work and pay taxes, we need blue and white collar housing. I wish all manufacturing was in one area, the semi trucks on Miller are awful. This town has so much potential, but answers...I do not have.

If the question about annexation is a true possibility, and you all are thinking Washington, that would be a drastic error and ruin why we moved here. I would definitely move away, that town is corrupt, got way too big and I want nothing to do with it! I actually do everything I can, not to go there. I go to Herman if NH doesn't have what I need. Thank you and good luck.

We need restaurants that are not Mexican

The town needs to become more unified and have more cooperation between various factions.

I value that New Haven is a rural farming community with beautiful hills and natural landscapes. These are some of our greatest assets and should be protected and highlighted as part of our town's identity. I hope future growth respects this character and avoids large-scale housing developments that take away from the open spaces and scenery that make New Haven special.

A stagnant town is a dying town, healthy growth is important. Something needs to be done about our schools. They are struggling. Basically no students want to come to New Haven from R-2 and that is a big problem for the town.

I am concerned with the school district. Why are so many local parents sending their children to other schools? Why are so many RII kids going to other schools and not New Haven High School? Also we need more industry. Why do companies not come here?

City ordinances and the requirements/expectations of property owners

A lot of people do online purchasing now so New Haven needs a use tax!

A key is to get more housing/studio apartments downtown. Additionally, increase tourism with short-term camping spaces downtown like they do in Hermann.

We are stuck town. Everyone around us is growing, evolving, and changing, and we are staying the same, and even borderline regressing.

Places that stay open later than 12:00 on Sat. (lumber yard, scheer sales(I know they are closed now) etc.)

Cellular service needed downtown; downtown is so disconnected from the rest of town. I feel that the "transplants" (newer to New Haven) are the only ones who patronize the businesses



downtown. Why? I feel the town is divided Again, why?

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Missouri Department of Revenue

Run Date : 3

Taxation Division

Taxable Sales and Use Tax by Locality - County, City, District

Taxable Sales for All Cities

For the Calendar Year 2024

Tax Type(s): CONSOLIDATED USE

Tax Type(s): VEND

NOTE: To protect confidential information when 6 or less businesses exist, financial data will not be displayed.

CITY	CITY NAME	Jan-Mar Amount	Jan-Mar No. of Accts	Apr-Jun Amount
51914	NEW HAVEN	\$492,363.33	224	\$971,053.96
	Total	\$3,812,748,234.11	519,663	\$4,355,004,638.64
	2025 to date	\$883,250,90	236	\$949,606.17

TA0233

Official Subdivision Type: CITY
Period end date: 12/31/2024
IRS USE: CONSUMERS USE

Apr-Jun	Jul-Sep	Jul-Sep	Oct-Dec	Oct-Dec	YearTotal
No. of Accts	Amount	No. of Accts	Amount	No. of Accts	
221	\$914,971.46	241	\$1,139,509.18	273	\$3,517,897.93
538,139	\$4,165,786,223.67	553,689	\$5,731,094,458.81	685,054	\$18,064,633,555.23

231

$9,225\% = 324,526.08$
 Received
 $290,488.82$
 $\$ 34,043.26$
 difference



USE TAX CAMPAIGN TIPS

City officials across Missouri are talking about the use tax, and with good reason. The use tax can help make the difference between a thriving shopping district and a struggling main street. With an ever-changing marketplace that includes increased online and mobile purchases, customers shopping online may not pay their regular local sales tax if the vendor is out of state. This presents an incentive for the consumer to shop online, while the local brick-and-mortar shops in a community are left out. Over time, the local voter-approved sales taxes decline – forcing an inevitable decline in the essential services paid for by that local tax.

The use tax allows a city to impose the exact same amount of tax it would have collected as a local sales tax. Cities are realizing the lost revenue to fund vital services, and working to close this digital divide. More than 160 cities in Missouri have passed the tax, and many more are planning to put this on an upcoming ballot.

As you consider how to present the proposal to your community, MML offers some important tips to consider, stemming from conversations with city officials who conducted successful campaigns. In addition, this article contains ten myths often heard by League staff regarding how a use tax affects citizens.

Is your city considering the use tax? The League has valuable resources to help at www.mocities.com. Use the tips, experiences and materials from the League and other cities to most clearly propose this important initiative to your citizens.

TOP 10 CAMPAIGN TIPS

1. Be prepared with the right answers.

The use tax is confusing. Do not be caught off guard with unexpected questions, and be prepared to explain the intricacies involved with the tax. MML has many resources available to members, from webinars to articles and FAQ's to a library of sample campaign materials from other cities. Estimates of potential revenue, lists of the cities that have already passed the use tax and samples ordinances are all available on the MML website. Member officials are further encouraged to contact League staff with any questions related to the use tax. Please take advantage of what your MML can offer.

2. Get in front of the issue and give it a full court press.

Some cities have taken a hands-off approach to the use tax, perhaps thinking that an under-the-radar approach will provide a chance for the tax to squeak by. Feedback from cities that had

successful use tax campaigns in April show these cities took the opposite approach. Many focused on the civic-minded groups/organizations whose members are more likely to be the “cheerleaders” in the community. They did public speaking engagements, mainstream media interviews (radio, newspaper, and television.)

Some successful cities did report taking a hands-off approach when it came to social media, mostly in an effort to avoid stirring the pot. As one city public information officer said, “do not feed the trolls.” Choose your battles wisely.

3. Get the support of the local businesses and civic groups.

Most local chambers are supportive of the passage of the use tax. Brick and mortar stores face the familiar scenario of today’s shoppers visiting a store to view the physical products only to turn around and purchase the product online, thus avoiding the local sales tax. Most local retailers will support a use tax that imposes the same taxes on out-of-state retailers as they face locally. Encourage the mayor and/or city councilmembers to make presentations to local civic groups. Make plans to do the civic group circuit: go to the senior center, Rotary club, or any other interested group with a prepared PowerPoint and similar materials. MML has an online library with sample PowerPoints, brochures and other resources.

4. Explain where the tax money will go.

Missouri voters tend to be more supportive when they know where the money will be directed. Even if the estimates for what a use tax will bring are low numbers, expressing where the money will go generally aids in the chances for voter approval. Stating that the revenue will go into operating expenses to help fund police, fire, parks, sidewalk construction, and street repairs may be enough. If the numbers are small, it may make sense not to get into the specifics. However, almost universally, cities that had successful use tax campaigns reported committing to particular projects or purchases if the voters would approve the tax.

5. Work with the other entities in your area.

Team up with your county and neighboring cities. Try to create a unified message. Make sure the area-wide ballots use the same language. If possible, all entities should list the use tax as the same item on the ballot (for example, Prop B.)

6. Comply with Missouri campaign laws.

Missouri law prohibits city governments from spending public funds to support passage of ballot measures. Walking the fine line between simply educating voters and advocating an opinion can be difficult. City officials are cautioned to limit campaign materials paid for by the city to strictly be informational with just the facts. These materials cannot include opinions and certainly cannot include statements such as “vote for the tax.”

Additionally, the Missouri Ethics commission requires all campaign materials to include “paid for by” identifiers that include the name of the entity, entity’s principal officer’s name, title, and mailing address of entity or principal office. This identification requirement can apply to city newsletters or even a facebook post.

7. Emphasize that the use tax plugs a loophole.

Written materials related to the use tax campaign paid for by the city need to avoid matters of opinion. However, the mayor, councilmembers and other city supporters who are not paid by the city are free to voice their opinions. An important part of that narrative should be the how the “sales tax well” is drying up. Historically, Missouri cities have relied upon the sales tax as means of funding vital city services. The rise in e-commerce has created an ever-increasing vacuum in this traditional funding source.

The U.S. Department of Commerce now estimates that nine percent of all retail sales are now occurring online; if these sales involve out-of-state vendors, then the sales are not subject to the local sales tax. Over the past ten years, e-commerce has gone from three percent of total sales to the present level of more than nine percent.¹ Links to these e-commerce figures can be found on the League website.

There is no reason to think this upward trend will not continue. Our marketplace has fundamentally changed. The use tax is the first step in closing the Internet loophole. In that sense, it really is not a new tax. Prior to the rise of online shopping, consumers were paying local sales tax on the goods they are now purchasing online. Passage of a use tax is essential to closing the online loophole.

8. Stress the fairness angle.

Again, campaign materials paid for by the city cannot include opinions; however, mayors and councilmembers are encouraged to stress the fairness angle of the use tax. The citizens of your city, through the election process, have voted to impose local sales taxes as a means to fund vital city services. Online shopping creates an unfair marketplace mechanism wherein your local brick-and-mortar, job-creating retailers are placed at a tax disadvantage against giant online retailers that don't have to charge the local sales tax. Passing the use tax levels the playing field.

Not only does the use tax level the playing field for your brick-and-mortar stores; the tax bridges an ever-increasing digital divide between your citizens. For example, senior citizens who may still prefer to shop at traditional local retailers shoulder more of the tax burden while younger, more internet-savvy citizens may not be paying any local sales tax at all. The use tax levels the playing field for your residents so that they all equally share in the consumption tax burden that was previously approved by city residents.

9. Debunk the myths.

There's no end to the sometimes ludicrous claims opponents of the use tax may make. The other half of this article addresses the top ten myths the League continues to hear about on an almost daily basis. Be prepared to debunk those myths. Explain that the use tax is just a method for the cities to keep up with an ever-changing marketplace.

10. Utilize MML's online campaign library.

MML member cities have provided copies of the materials they used in their campaigns. These materials may be accessed via the League website. Materials include a variety of resources, such as newsletter blurbs, videos, radio ads, as well as sample PowerPoint presentations.

FAQ: Local Use Tax (Proposition U)

by MML Staff

What is a use tax?

A use tax is a tax on the purchase of goods by Missouri residents from out-of-state vendors. Products exempt from the sales tax would be exempt from the use tax.

What is the rate of the local use Tax?

The local use tax rate is the same rate as the total local sales tax rate. If the local sales tax is reduced or raised by voter approval, the local use tax shall also be reduced or raised by the same action.

When must the local use be passed?

There is no deadline for the passage of the local use tax. However, cities that did not receive voter approval for continuation of the local sales tax on motor vehicles, trailers and outboard motors will lose this revenue November of 2022 unless the city passes a local use tax.

Is the Missouri Department of Revenue currently collecting the local use tax and holding those funds for cities?

The local use tax is only imposed upon voter approval. The Missouri Department of Revenue (MoDOR) will not collect a local use tax until citizen's approval of the tax locally. Additionally, MoDOR is not holding any fund for cities to be turned over upon passage of the use tax.

What if the city's voters turn down the use tax?

If the voters of the city do not authorize a local sales tax, the legislative body of the city may submit the sales tax proposal again at a later election. There is no limitation as to how many times the local sales tax proposal may be submitted to the electorate.

When does a city use tax ordinance take effect?

If the city voters approve the local use tax, then the tax becomes effective on the first day of the calendar quarter which begins at least forty-five days after the Missouri Director of Revenue receives notice of adoption of the local use tax.

How is the tax collected?

The online or catalog vendor will collect the local use tax, along with the state use tax, and remit both to the Missouri Department of Revenue (MoDOR).



What does the state charge for the collection of the city use tax and how is the city tax accounted for?

The director of revenue is required to deposit all city use taxes collected in a special City Use Tax Trust Fund, less 1% for the cost of collection. The 1% deducted, less the cost of premiums on surety bonds, is deposited in the State General Revenue Fund. The director of revenue of the state is to keep an accurate record of the amount of money collected from each city.

How much will my city receive from a local use tax?

It is difficult to accurately estimate the prospective revenue from a local use tax. A rough estimate of prior gross sales recorded as a use tax transaction per city can be found at <https://dor.mo.gov/public-reports/#pubtax>.

What changes did the legislature make in the 2021 "Wayfair" legislation (SB 153)?

The major modifications the legislature made to Missouri's use tax law was to require all online and catalog vendors to collect and remit the local and state use tax, including those vendors that do not have a physical presence in the state. Also, online vendors who facilitate transaction for a third-party vendor must collect and remit local and state use taxes on those facilitated transactions. Essentially, the new law makes the collection and remittance of the use tax similar to the way the sales tax is collected and remitted to the Missouri Department of Revenue.

MML and the Municipal League of Metro St. Louis have collaborated on Use Tax **educational materials** for you to use in your city, and a separate **advocacy kit** for campaign committees.

Learn more about materials for Proposition U at:
www.mocities.com



PROPOSITION

LOCAL USE TAX



Know The Facts!



The purpose of the proposal is to assess the same tax rate on out-of-state purchases as local purchases.

Funds Community Services • Generates Local Revenue **NOT A Double Tax!**

What is a local Use Tax?

A Use Tax is a tax on the purchase of goods by Missouri residents from out-of-state vendors. Products exempt from the sales tax would be exempt from the Use Tax.

I already pay sales tax. Is this the same thing?

No. The sales tax applies to purchases made at local retailers within Missouri, while the Use Tax applies to purchases made from out-of-state vendors. Purchases cannot fall into both groups and cannot be taxed twice.

How can a Use Tax benefit my community?

As internet purchases increase, local revenues decrease. Funds generated from the Use Tax can be used to pay for vital municipal services including: public safety, additional sidewalks and parks, and emergency equipment.

What is the rate of the Use Tax?

The local Use Tax rate is the same rate as the local sales tax rate. If the local Sales Tax is reduced or raised by voter approval, the local Use Tax shall also be reduced or raised by the same action.



Election Day:
April 7, 2026

Learn more at: www.newhavenmo.org

- If you already pay local sales tax on a purchase, you will NOT pay a Use Tax on the same purchase.
- The local Use Tax rate is the same amount as the sales tax rate.
- A local Use Tax ensures out-of-state purchases are taxed at the same rate as purchases from your local business.
- A local Use Tax produces local funds for community services.
- Funds generated will help pay for public safety, roads, sidewalks, parks, and emergency vehicles/equipment.



This fact sheet was prepared by the Missouri Municipal League and the Municipal League of Metro St. Louis solely to educate and inform about Proposition U.

Paid for by

Vision statement

From Dave Engelbrecht <Dave.Engelbrecht@citizensbankmo.bank>

Date Thu 11/13/2025 4:14 PM

To Sarah Skeen <sarah.skeen@newhavenmo.org>

A quick crack at this:

Fostering a sustainable center of commerce to support families, to create diverse commercial and retail growth while expanding employment opportunities for New Haven and its surrounding residents.



Dave Engelbrecht
Chief Executive Officer
Chairman of the Board
Dave.Engelbrecht@Citizensbankmo.bank
Telephone: 573-237-3051
Fax Line: 573-878-4009



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New Haven, MO 63068
www.citizensbankmo.bank



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Re: Community Stats example

From Sarah Skeen <sarah.skeen@newhavenmo.org>

Date Wed 10/15/2025 10:03 AM

To tara pinckneybend.com <tara@pinckneybend.com>; Josh Hoener <hoener@newhavenschools.us>; Dave Engelbrecht <Dave.Engelbrecht@citizensbankmo.bank>; Mark E. Laune <mlaune@ourpsb.com>; Lydia Placht <lydia@bankfc.com>; Michelle@todaymo.com <Michelle@todaymo.com>

Cc Steve Bertrand <steve.bertrand@newhavenmo.org>; David Luecke <david.luecke@newhavenmo.org>

Tara,

Thank you for offering your skills to this endeavor. We will definitely lean on you to put something together.

As for the vision statement - my intention is that we all put our thoughts out there and create one really good statement that we can stand by and it will drive our efforts.

I would like to have this finalized by the next meeting - Wednesday November 12th at noon.

Sarah Skeen, MPA



**Deputy City Administrator
City of New Haven
101 Front Street
New Haven, MO 63068
sarah.skeen@newhavenmo.org
573-500-2530 office
573-237-4696 fax**

From: tara pinckneybend.com <tara@pinckneybend.com>

Sent: Wednesday, October 15, 2025 9:57 AM

To: Sarah Skeen <sarah.skeen@newhavenmo.org>; Josh Hoener <hoener@newhavenschools.us>; Dave Engelbrecht <Dave.Engelbrecht@citizensbankmo.bank>; Mark E. Laune <mlaune@ourpsb.com>; Lydia Placht <lydia@bankfc.com>; Michelle@todaymo.com <Michelle@todaymo.com>

Cc: Steve Bertrand <steve.bertrand@newhavenmo.org>; David Luecke <david.luecke@newhavenmo.org>

Subject: Re: Community Stats example

Sarah,

I spent about 15 years as a graphic designer in a previous life. I'm happy to make some of these graphics if I get the info/know what source we want to pull from.

I think my vision statement is very similar

To enhance the economic well-being of New Haven through the promotion of sustainable businesses of all sizes, new and existing.

I got a little more corporate on mine (was writing legal docs this morning) - but same vibe.

Keep Your Spirits Up,

Tara Steffens
Partner/Chief Operating Officer
Pinckney Bend Distillery
tara@pinckneybend.com
573-237-5559

From: Sarah Skeen <sarah.skeen@newhavenmo.org>

Sent: Wednesday, October 15, 2025 9:53 AM

To: Josh Hoener <hoener@newhavenschools.us>; Dave Engelbrecht <Dave.Engelbrecht@citizensbankmo.bank>; Mark E. Laune <mlaune@ourpsb.com>; Lydia Placht <lydia@bankfc.com>; Michelle@todaymo.com <Michelle@todaymo.com>; tara pinckneybend.com <tara@pinckneybend.com>

Cc: Steve Bertrand <steve.bertrand@newhavenmo.org>; David Luecke <david.luecke@newhavenmo.org>

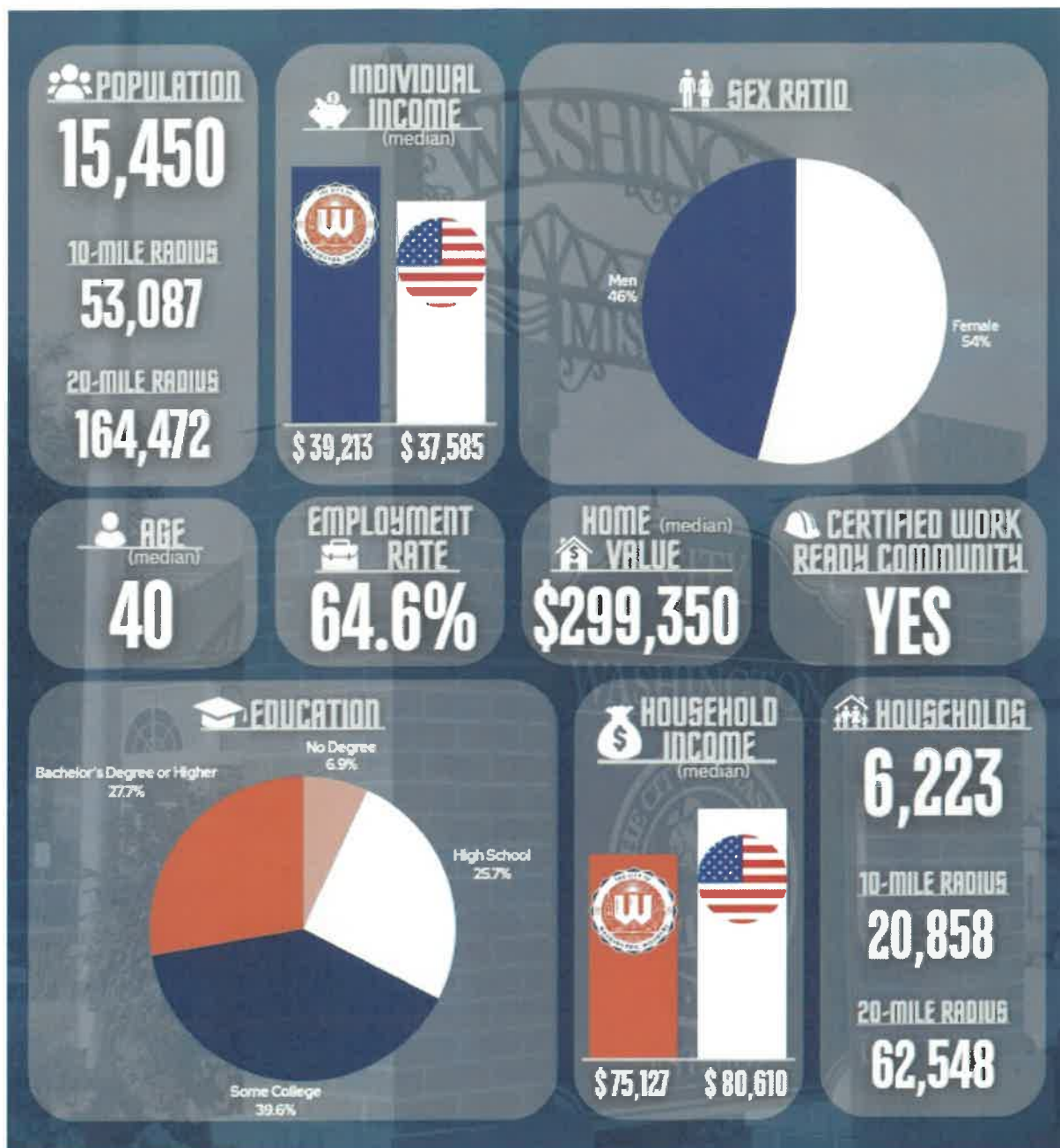
Subject: Community Stats example

All,

Below is an example of something we could put together to inform potential investors and developers about the demographics of our town.

I got this from the Washington economic development website: <https://washmoworks.com/> This is a clearing house for all things related to the economy. Properties for sale/lease, job postings, listing of businesses and demographics. As we gather this data and engage with our citizens and businesses, we can then begin to develop a long term plan.

My vision statement for 2026: **Market New Haven as a thriving small town with room to grow.**



Sarah Skeen, MPA



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Economic Development Committee

Mission Statement – 2007 Comprehensive Plan

The mission of the New Haven Economic Development Committee is to promote and encourage residential, commercial and industrial development in the City of New Haven. The committee will seek to strengthen existing businesses while encouraging new businesses to expand or locate in New Haven. The committee will serve as a liaison between private business and development and the New Haven Board of Aldermen, as well as other local, state and federal governments. The committee recognizes a New Haven tradition of progressive civic-minded business development and will seek to expand that tradition. The committee will work with the best interests of the community in mind, promoting positive business development that enhances the community and adds to our quality of life.

What is the difference?

Mission Statements

- Communicates the organization's reason for being, and how it aims to serve its key stakeholders
- Often integrates a summation of the firm's values
- Mission statements tend to be longer than vision statements

Vision Statements

- A **future-oriented** declaration of the organization's purpose and aspirations.
- Addresses **what** a firm wants to become
- Vision statements tend to be relatively brief

Vision Statement – to be determined

Goals (discussed in the August Meeting)

1. Increase retail businesses -
2. Diversify housing stock -
3. Increase Industrial type businesses –