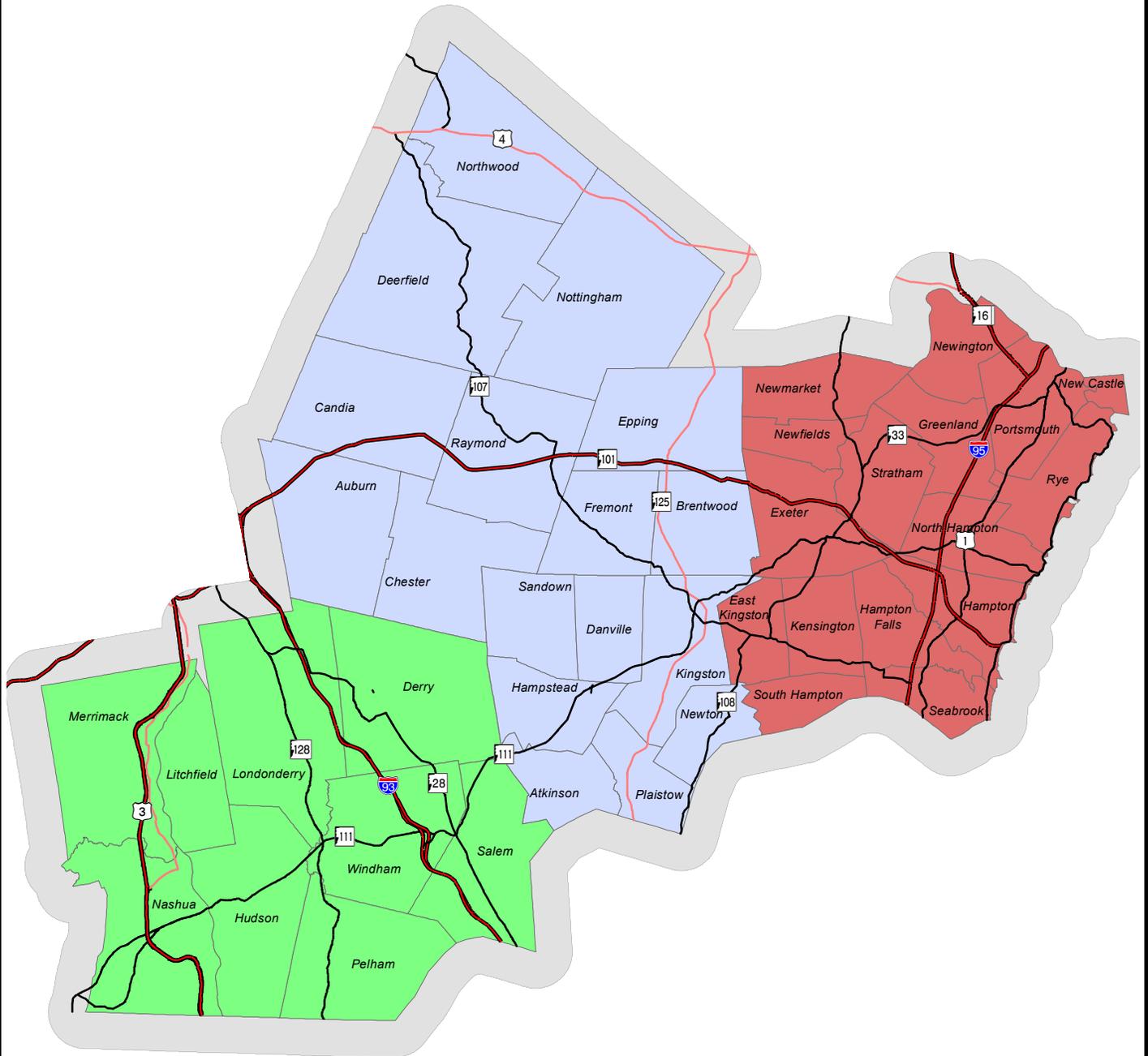


COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY

Rockingham Economic Development Corporation

2012



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Acknowledgements

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The REDC staff would like to recognize the active involvement of the CEDS Steering Committee, the REDC Board of Directors and our economic development partners in the region and at the federal and state levels for their suggestions and helpful contributions to this year's document.

Sincere thanks go to Rockingham Regional Planning Commission, Nashua Regional Planning Commission, and Dennis Delay, Economist, for their cooperation and support of the REDC and CEDS process.

From the REDC Board of Directors, CEDS Steering Committee and the REDC Staff, thank you!

Executive Summary

Rockingham Economic Development Corporation (REDC) is pleased to present the 2012 Comprehensive Economic Development Strategy (CEDS) Update. The plan builds upon the work completed by REDC over the past 12 years and provides a summary of work, accomplishments and events from the 2011 CEDS report. The 2012 CEDS Update was approved and ratified by the REDC Board on June 28, 2012.

The first step in creating a successful Comprehensive Economic Development Strategy is to form a Steering Committee with a broad-based representation of the major interests of the region. Using the 2011 CEDS Steering Committee as a starting point, REDC reached out to the new communities and under-represented areas to form the 2012 Steering Committee. The committee met four times throughout the CEDS planning cycle. To accommodate a diverse steering committee and encourage participation from all our communities, the committee meetings were held in Hudson, Seabrook, Stratham and Exeter.

The next step in the CEDS process is surveying the existing conditions of the Region and providing a background analysis of the Region. In order to complete this work, REDC partnered with Rockingham Regional Planning Commission, Nashua Regional Planning Commission, and Dennis Delay, Economist. An extensive review of the changes in the region's demographics and State of the Economy over the past 12 months was completed and is found in Part II of this document.

REDC held four meetings in the planning process: one in the fall of 2011 and three in the spring of 2012. Among other things, the sessions focused on the technical training programs available to New Hampshire's workforce, and the establishment of the CEDS priority project list with updates and projected timelines for the projects. This year's CEDS research also focused on the EPA proposed changes in the allowable levels of nitrogen in wastewater discharge. This issue is currently facing the communities in the Great Bay Watershed and will have a significant impact on the economy. This proposed change in acceptable nitrogen discharge levels could cost communities, and in turn their tax base, hundreds of millions of dollars in infrastructure upgrades.

Using the vision and goals developed in the 2010 CEDS as evaluation criteria, the CEDS Steering Committee and the REDC staff created the 2012 Priority Project list. Many of the 2011 projects remained on the list, a few were completed and removed from the list as successes. REDC utilized the Request for Project (RFP) process (outlined in Part III), which brought in one new priority project for the 2012 CEDS.

REDC has had a number of significant, measurable successes, including:

1. In February 2012 REDC welcomed representatives from the NH Community College System to our public forum on Workforce Training. We learned about WorkReady NH a program run through the college system which helps unemployed and underemployed NH workers obtain additional training and certification which may help them find jobs. This program is free of charge and residents who complete the program are guaranteed to get an interview with companies who participate in WorkReady NH. We also unveiled our mapping project of the trade and technical programs available throughout the state. This project has been tied into our website as an interactive section that directs people to the type of program and the agency providing the training; it can be found at <http://www.redc.com/training.php>.

2. In April 2012, REDC held our “Economics of Nitrogen” public forum in Stratham New Hampshire. The forum was held to address the recent EPA’s nitrogen discharge requirements and how the new requirements will impact economic development within the Great Bay Watershed communities. There are fifty-two communities in the coastal watershed (forty two in New Hampshire and ten in Maine). Of those communities, there are eighteen treatment facilities that discharge to the Great Bay Estuary. The speakers assembled included Peter Wellenberger, Great Bay-Piscataqua Waterkeeper from the Conservation Law Foundation New Hampshire, Dean Peschel, Environmental Project Manager for the City of Dover, and John Boisvert, Chair for the Public Works Commission in the Town of Stratham. This is a great example of how REDC continues our bi-state partnerships and looks not only at impacts in our own region but how surrounding economies may be effected and what that means for Southern NH.
3. The EDA approved REDC’s application for funding for the new Business Training Center, a 5,000 square foot LEED certified facility to be built in Raymond NH.
4. REDC assisted in preparing and submitting additional projects for EDA funding including the Pettengill Road expansion in Londonderry which is a regionally significant project which will open up 1,000 acres for commercial and industrial development.
5. REDC is in the process of utilizing our EPA/Brownfields RLF grant funds to clean-up a vacant 9.7 acre lot along Industrial Drive in Hudson. The Town is partnering with a non-profit community foundation to clean-up and redevelop the site into a recreational park with a football field, baseball field, parking lot, and service building.
6. REDC began weaving the American Community Survey (ACS) data into our CEDS in place of some of the Census data we have used in the past. We feel that the ACS data can give us a more up to date snapshot of the communities and region which allows us to provide our stakeholders with pertinent data useful for job creation and retention.

All of these activities correlate directly with the CEDS and the economic development and assessment of the region.

As REDC continues in its third five-year plan, we are confident that the 2012 CEDS Update provides the Region with a clear path to follow to achieve productive economic development. REDC offers the tools necessary to guide the communities and economic stakeholders as they seek to diversify and create jobs. We will continue to adapt to the current economic climate and try to offer services and programs that best serve our member communities, businesses and residents.

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Part I – Steering Committee

A. Committee Members

The first step in creating a successful Comprehensive Economic Development Strategy is to form a steering committee that is a broad-based representation of the major interests of the Region. Once again, REDC used the previous year's CEDS Steering Committee as a starting point to develop this year's committee. The committee accepted resignations from Dean Eastman, Ed Gleason and Fred Weisman. In order to comply with the Federal Regulations regarding the composition of the CEDS Steering Committee, REDC reached out to individuals in the private sector and welcomed six new private sector individuals: Dave Bickford, Thomas Conaton, Warren Henderson, Robert McDonald, Wes Moore and Scott Zeller.

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Name	Representing
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Nancy Carmer	City of Portsmouth
David Choate	Grubb & Ellis Northern New England
Thomas Conaton	Hampshire First Bank
Glenn Coppelman	NH CDFA (Regional Dev. Coord.) and Town of Kingston
Ernie Creveling	Town of Raymond
Tom Galligani	City of Nashua
Andre Garron	Town of Londonderry
Jeff Gowan	Town of Pelham
Diane Hardy	Town of Newmarket
Warren Henderson	Small Business Entrepreneur President, REDC Board
Barbara Kravitz	Rockingham Planning Commission
Robert McDonald	Sovereign Santander Bank
Wes Moore	Moorecast, iplayer HD
Dan Poliquin	Dan Poliquin, Welding & Fabrication (owner) Town of Plaistow
Barry Sandberg	Exeter Development Commission (EDC)
Bill Scott	Town of Salem
George Sioras	Town of Derry
Lin Tamulonis	Great Bay Community College
Scott Zeller	Exavera
Robert Zickell	MTI/Polyexe

B. Meetings

The 2012 CEDS Steering Committee met four times during the CEDS development process. A summary of the meetings is listed below.

Date	Meetings	Location	Agenda
11/9/2011	CEDS Steering Committee Meeting #1	Hudson	<ul style="list-style-type: none"> • New Member Orientation • 2012 CEDS timeline and process • 2012 Priority Project list • EDA grant application updates • Local Technical Assistance Grants

Date	Meetings	Location	Agenda
02/1/2012	CEDS Steering Committee Meeting #2 Public Session on WorkReady NH	Seabrook	<ul style="list-style-type: none"> • 2012 Priority Projects • Town of Exeter Priority Projects • Technical & Trade Training Programs in Southern NH • Presentation on WorkReady NH by Christopher Lawrence, GBCC
04/4/2012	CEDS Steering Committee Meeting #3 Public Session: <i>Economics of Nitrogen: Challenges and Opportunities in the Great Bay Watershed</i>	Stratham	<ul style="list-style-type: none"> • Update on 2012 CEDS process • American Community Survey Data & CEDS • Public Session, for more information refer to Part III.A.3
06/20/2012	CEDS Steering Committee Meeting #4	Exeter - REDC	Review and approval of the 2012 CEDS update.