

Economic Development Committee
Meeting Minutes
Thursday, February 20, 2020
Town Hall

Present: Chair, Jeff Hiatt, Selectman Ted Connors, Selectman Ken Latchaw, John Lamson, Economic Development Consultant Jerry Coogan, Special Projects Coordinator Karen Anderson.

Also present: Planning Board Member Denis Hebert
The meeting was called to order at 6:00pm.

Guest Speaker: Nancy Carmer, Economic Development Program Manager, City of Portsmouth

G. Coogan “interviewed” Ms. Carmer on behalf of the committee.

What are some of the business trends you are seeing?

There is currently a misalignment between the work force businesses need versus the work force that is available. She indicated that there is a definite training need. Great Bay Community College is a resource that businesses need to learn about – there are State training grants available that can be utilized for specific training courses that businesses may need to grow their workforce. “Grow Your Own” is an innovative initiative to encourage businesses to have training programs that can include leadership development.

Housing for the workforce continues to be an issue due to the high cost of housing on the Seacoast. There are limited incentives for developers to build smaller housing units due to the high cost of the land.

Businesses are responding positively to broader community involvement. Public / private partnerships are becoming important.

What can Economic Development Committee’s in general do to promote business?

Partnerships with organizations such as the Chamber of Commerce have been very successful for the City of Portsmouth. As a department of one, it has been beneficial for her to partner with the Chamber for an annual fee and be able to have their staff promote Portsmouth in their marketing materials and at Chamber events.

Do you have specific recommendations for Newington?

Attendance at events where businesses convene is very important. She recommended that the Town join the Chamber Collaborative of the Greater Portsmouth Area as a non-profit member and attend the Business After Hours events, attend CIBOR meetings, tenant association meetings and partner with other Economic Development Committees for cooperative marketing

opportunities. She noted that a representative from Business NH will be reaching out to the town on the regional ad that the organizations do 5 times per year and an approximate cost of \$400 per advertisement. She also noted that Business NH is happy to have articles about businesses and activities within towns that promote businesses.

Nancy pointed out that Newington has the unique asset of the waterfront with industrial uses as well as the Wildlife Preserve and Village that make it a good place to work and live. She discussed the Business Visitation Program that Portsmouth did with the UNH Cooperative Extension and a UNH intern to survey and meet with their businesses to learn about their challenges, how likely they were to grow and succession planning. The businesses appreciated the visits. She also pointed out that Resiliency Planning was important for those businesses along the water that may not be prepared for service interruptions such as occurred during Hurricane Sandy.

Minutes: T. Connors moved to approve the January 9, 2020 minutes.
J. Lamson seconded the motion with all in favor.

OLD BUSINESS

Development Update-Jerry Coogan:

J. Coogan reviewed the current and proposed projects that are taking place in Newington. The mixed-use study ~~that the town is having done~~ should be available in the near future.

J. Lamson brought an article to the Board's attention regarding a brewery that developed a process that helped the town's sewer plant. K. Latchaw will forward the article to the members.

The next meeting will be March 26, 2020.

Adjournment: The meeting was adjourned at 7:15pm.

Respectfully submitted,
Karen Anderson, Special Project Coordinator