



Comprehensive Economic Development Strategy

2017
Presented by REDC



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

Sincere thanks go to Rockingham Planning Commission (RPC), in particular Cliff Sinnott, who has guided the RPC for more than 30 years and has been a tremendous partner to REDC; Theresa Walker; NH Community College System Chancellor Ross Gittell; and the numerous volunteers who have contributed to the CEDS process through authoring a section, providing photographs, or assembling data.

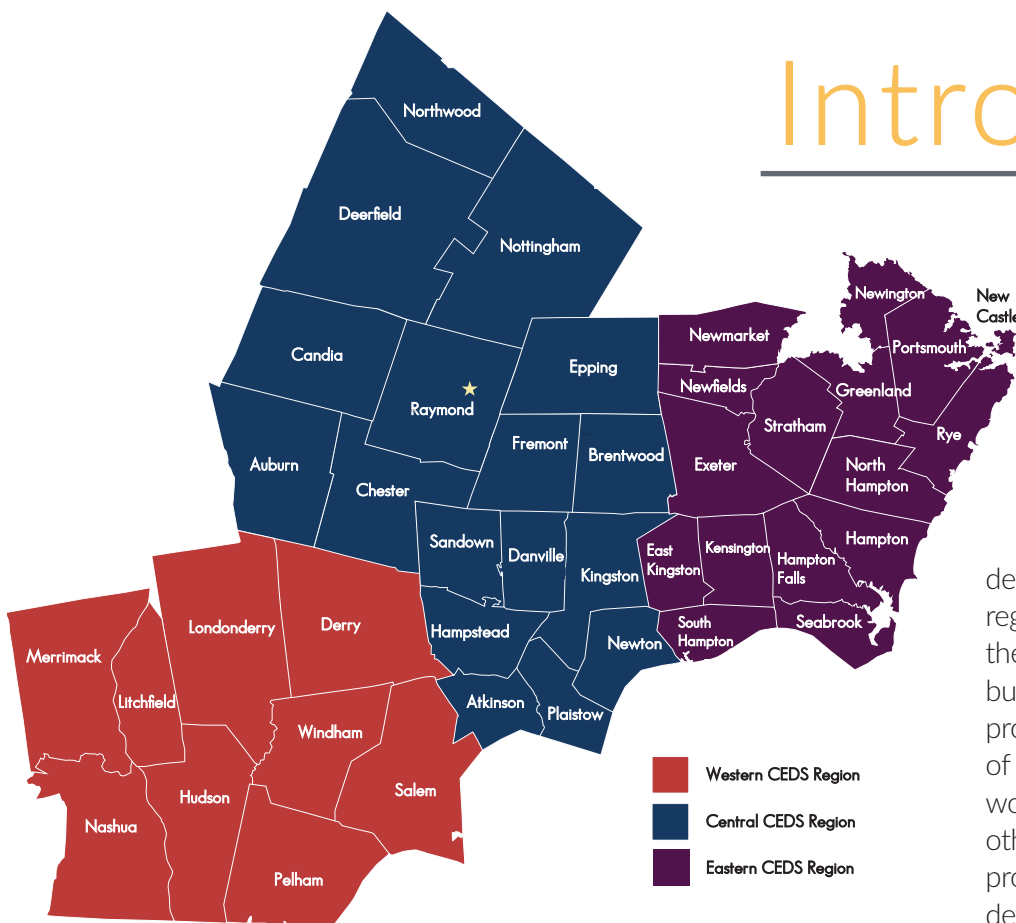
This publication is intended to report on the hard work done throughout the region over the past year and highlight areas that need increased focus. I look forward to your thoughts and engagement as we all work to make Southern New Hampshire a better place to live and work.

With gratitude,

A handwritten signature in blue ink, appearing to read 'Laurel Bistany', with a stylized flourish extending to the right.

Laurel Bistany
President, REDC

Introduction



development, and address other regionally significant issues that impact the CEDS member communities, businesses, and citizens. Part of this process includes the identification of Priority Projects: potential public works projects, planning projects, and other projects with the potential for promoting economic and community development that address the CEDS vision and goals.

The Regional Economic Development Center of Southern New Hampshire (REDC) is pleased to present the 2017 Comprehensive Economic Development Strategy (CEDS). This is the second update to the 2015 CEDS and visioning sessions.

The REDC CEDS is an economic development master plan for the southern NH region. It emerges from a continuous planning process developed with broad-based and diverse community participation that addresses the economic problems and potential of an area. The CEDS should promote sustainable economic development and opportunity, foster effective transportation systems, enhance and protect the environment, and balance resources through sound management of development. The CEDS and its annual updates are submitted to and approved by the U.S. Department of Commerce, Economic Development Administration (EDA) each June.

The CEDS process begins with the development of a broad-based Steering Committee. During the planning cycle, the REDC staff, its consultants, and the Steering Committee work to provide up-to-date demographics, information on regionally significant programs and projects, contact information on training and job

Through the CEDS planning process, REDC and its partners develop a set of regional goals on a five-year cycle. This was last completed in 2015. We then take the next four years and work on achieving those goals and tracking our progress.

The CEDS region is comprised of the 37 municipalities that make up Rockingham County, together with the towns of Hudson, Litchfield, Merrimack, Pelham, and the city of Nashua (all within eastern Hillsborough County). For the purposes of demographic analysis, the region is divided into three subregions, as shown below.

REDC, a non-profit organization incorporated in 1994, seeks to promote responsible, sustainable economic development activities within its southern New Hampshire based region. REDC's focus is on creating jobs for low- to moderate-income (LMI) people by accessing alternative financing for business and industrial expansion or relocations, which in turn provides tax relief for our communities and region. REDC operates a multi-million dollar loan fund which facilitates our job creation goals through alternative lending.

2015-2019 REDC CEDS Goals and Objectives

The development of the Goals and Objectives for the REDC CEDS for 2015-2019 was based upon the grassroots input provided at the four visioning sessions held throughout the region in 2015. REDC also incorporated its past experience in the development of the previous five-year CEDS in 2000, 2005, and 2010. REDC reviewed the Economic Development Goals and Objectives draft with the CEDS Steering Committee electronically before finalizing the material as part of this CEDS document. In an effort to keep current with changing environmental regulations and EDA requirements, a few updates were made to the existing five-year Goals and Objectives during the 2017 CEDS Update planning cycle. Specifically, the modifications were made to the Infrastructure Development and Sustainable Living Goals.

The Goals and Objectives of the REDC CEDS are established to promote and encourage responsible economic development by creating high-skill, higher-wage jobs and support networks within innovative industry sectors and clusters as a means to diversify the regional economy and improve the economic conditions in the area. REDC recognizes that economic development is varied and diverse, as is the support needed within our region. The Economic Development Goals and Objectives for the 2015-2019 REDC CEDS are as follows:



To invest in infrastructure improvements such as roads, bridges, sewers, water facilities, broadband, and multi-modal transportation systems that will strengthen and diversify the regional economy and promote economic resiliency.

- Encourage project options with a focus on regional cooperation or shared services;
- Maintain and expand the region's infrastructure to address the needs of existing businesses and residences, as well as accommodate the needs of new and expanding businesses;
- Target infrastructure improvements to "pockets of distress" in accordance with sustainable development principles;
- Expand public transit systems through investments in bus and rail service as a means to maximize the mobility of the workforce;
- Encourage development of interconnected, multi-modal transportation systems with alternative travel networks and connections such as bike lanes, walkable communities, and ride share options; and
- Upgrade water, stormwater, sewer, septic, and wastewater treatment infrastructure, as necessary, to

meet recent regulatory changes or are part of a local, regional, and/or state resiliency plan.



To develop cost-effective regional solutions to local problems as a means to improve municipal budgets and maintain the quality of life in the region.

- Consolidate local services to create economic efficiencies and improve the effectiveness of service delivery;
- Encourage the development of an economic development strategy and financial incentives at the state level that complements the business needs in southern New Hampshire;
- Facilitate collaboration between the private and public sectors as a means to create more effective and efficient public/private partnerships to address regional problems and expand the economy;
- Create and sustain spaces, forums, and events that encourage regional interaction;
- Highlight and share best practices and positive regional cooperation examples; and
- Work collaboratively on the development and implementation of infrastructure projects.



Workforce Attraction & Retention

To attract and retain a skilled workforce by providing the necessary support in the form of housing, education and training, networking, transportation options, and cultural/social opportunities.

- Leverage the resources available through the workforce development and university/community college systems to address the growing skill needs of the business community and regional workforce;
- Facilitate collaboration among the economic development stakeholders in the economic development, workforce development, and education sectors to address the current and future skill needs of the business community and regional workforce;
- Identify and address the employment and skill needs of firms within the specific growing industry sectors and innovative clusters in the region;
- Foster workforce development at the high school and vocational, trade, and technical school levels;
- Enhance and augment the existing support network for startups and small- and medium-sized enterprises;
- Improve local networks and connections among young professionals and businesses; and
- Encourage projects, businesses, and services that provide cultural and social opportunities for a younger, educated demographic.



Affordable Housing

To develop diversified housing options for all income levels to ensure the availability of workers for expanding businesses and new firms in the region.

- Increase broad-base knowledge of programs available to homebuyers such as USDA rural development, FHA, and NH Housing Finance Authority programs;
- Work with communities and residents to identify the need for, and benefits, of a diversified housing stock, including homes at multiple price points;

- Work with employers, state and local housing and development entities, banks, and private developers to encourage the development of workforce housing on a regional basis;
- Promote pedestrian-friendly, mixed-use (residential and commercial) developments in the downtowns and village centers of the region; and
- Support the development of financial incentives for communities to work together on a regional basis to address the region's workforce housing needs.



Sustainable Living

To maintain the unique qualities of life in southern New Hampshire through sustainable living best management practices, the preservation of natural and historic resources, and a balanced approach to economic development and resiliency.

- Encourage investment in environmentally sustainable development related to "green" products, processes, and buildings as part of the "green" economy;
- Support the agricultural and fishing industries serving the region;
- Build and rebuild the energy infrastructure of the region through conservation initiatives, development of renewable energy sources, and working with the public utility companies;
- Encourage a diversity of energy options to insulate against fluctuations in the energy market;
- Support the development of economically and environmentally balanced water, stormwater, and wastewater treatment infrastructure;
- Identify and redevelop "brownfields" sites to return them to productive economic use;
- Redevelop properties for industrial and commercial uses in "pockets of distress" areas, downtowns, and village centers through the use of targeted financial resources; and
- Promote tourism and recreational activities that reflect the historic, cultural, and natural resources of the region.

REDC Annual Update

In the past year, REDC continued to build upon its partnership with the Economic Development Administration (EDA). Working in collaboration with the Rockingham Planning Commission (RPC), the CEDS Steering Committee, and our member communities, REDC has fulfilled its responsibilities as the designated administrator for the Rockingham Economic Development District, as assigned by the EDA. Not only has REDC maintained its annual grassroots CEDS planning process, supported regional economic development projects, and provided technical assistance to economic stakeholders at the local level, the agency has also increased funding opportunities for its members and clients. Below is a highlight of the past year's activities.

CEDS:

- REDC held four planning meetings throughout the year: one each in November 2016, January 2017, March 2017, and June 2017.
- REDC worked to continue to diversify our CEDS Steering Committee. REDC said goodbye to three long-time Steering Committee members, who left the committee due to job departure and/or retirement. REDC recruited four new members, who have each been active in the planning process.
- Keeping with our CEDS Goal of Sustainable Living, in June 2016, REDC and the CEDS Committee held a public workshop entitled "Solar Financing for

Municipalities," with presentations by Daniel Clapp and Jack Ruderman of ReVision Energy, Joe Harrison of CDFA, and Charlie Forcey of the town of Durham.

- REDC continued work on CEDS Priority Project list. Project requests were mailed to all municipalities within the REDC region in early 2017. During the winter months, REDC collected updates for projects on the Priority Project list and compiled a list of proposed changes to present to the Steering Committee at its March meeting. Additionally, REDC reached out to communities in an effort to find new projects. This year's efforts produced five new projects including on the 2017 Priority Project List.
- REDC staff, along with RPC staff, collected the demographic and economic data for the 2017 CEDS Update during January – April 2017, completed writing the document in May 2017, and submitted the 2017 CEDS update to the EDA in June 2017.

Brownfields:

REDC continues to manage its \$1.875 million EPA Brownfields grant. The funds are used to make loans and grants to clean up Brownfields sites throughout the region and state. Over the past year, REDC worked to manage the final project under this grant. Once all funds have been disbursed we will close out the grant and reapply for new funding in the fall.

Recently, REDC approved a \$300,000 loan to a private developer who is currently remediating a site in a severely distressed census tract and building 152 units of workforce housing in Nashua, NH. Cleanup is expected to be complete by late spring.

REDC Regional Business Development & Training Center:

The Business Training Center has been up and running for three years, and REDC continues to expand the education and training opportunities we offer. REDC has held a number of business startup classes and workshops. Groups such as the Small Business Administration and Seacoast SCORE, have held office hours using REDC's free, day-use office space. Additionally, REDC has expanded its in-house business



REDC Business Advisor Chris Duffy, presenting a class on how to start a business, directed toward artists, hosted by Wrong Brain, an artist collective in Dover, NH.

counseling and added marketing and graphic design services to assist potential and existing clients to gain a broader reach across the region. Our business advisor provided technical assistance to 78 individuals and/or businesses, six of which resulted in loans made by REDC. For the past couple years REDC has provided marketing, graphic design, and technical counseling for both private and public clients. Over the past 12 months, our graphic designer worked with 14 clients on a range of services from logo and website design to the development of brochures.

Events and Outreach:

REDC continued to present at maker spaces, incubators, business expos, chamber of commerce events, Rotary meetings, planning boards and commissions, and economic development committee meetings. REDC is also working with congressional representatives to further infrastructure improvements in the region, encourage regional cooperation, and promote grassroots economic development at the town, regional, and state levels. In addition, REDC provides in-house technical assistance to a variety of clients, ranging from potential startups, growing businesses, and potential loan clients.

Lending:

During the past fiscal year, the REDC Board of Directors approved 16 new loans totaling over \$3.18 million. These loans have the potential to bring a total leveraged value of over \$39.3 million into southern New Hampshire's economy. During this time, 13 of the loans have closed, helping a variety of business with the potential to retain 242 jobs and create an additional 165 jobs for the region. The approved loans will help fund a variety of businesses, including: manufacturing, day care, senior care, food industry, and event facilities.

REDC it is currently working to pilot a new program, based in the Concord, NH, area, which will help new Americans, NH's only growing population segment, obtain loans to start, or grow, their business. In the past six months we have raised capital, which will be used for this purpose. This new loan fund is expected to become active in May 2017.

Client Spotlight: La Maison Navarre

In the past year, REDC welcomed La Maison Navarre as a new lending client, by providing a loan for



La Maison Navarre owners and managers Charlotte Reymond and Victor Navarre.

the purpose of real estate acquisition. La Maison Navarre is a French pastry shop located in the heart of downtown Portsmouth, at 121 Congress Street, offering fresh, homemade products made with high-quality ingredients.

Owners and managers Charlotte Reymond and Victor Navarre originated from France. Their vision was to bring the French taste to Portsmouth with fresh and tasty ingredients.

They have been receiving technical assistance from REDC since 2015. The guidance from REDC has been crucial in their growth. Victor stated, "Before we even opened [La Maison Navarre], we met with a business advisor at REDC that helped us with financial factors on our business plan, which was very helpful because we could not solve all the issues specific to the U.S. and the state of New Hampshire regulations specific to our business model. The process of receiving a microloan was clear from the beginning. We were able to ask every question to REDC and have all the answers laid out for us so the process could go as smoothly as possible."

Infrastructure

Interstate I-93 Corridor Activities

Interstate 93 is one of New Hampshire's principal transportation arteries and is critical to the region's economy, connecting communities in south and central New Hampshire with the Boston metropolitan area, and connecting the New Hampshire lakes region and north country to southern New England. The expansion and reconstruction of I-93 involves the widening of a 20 mile segment, between Exit 1 in Salem and Exit 5 in Manchester, the heaviest traveled highway segment in the state. Rebuilding the segment began in 2006 and is expected to continue through 2018. NH DOT anticipates the total cost of the corridor upgrade to be \$580,000.

The rebuilding of the I-93 corridor includes the addition of two travel lanes in each direction over the 20 mile section from Salem to Manchester, improvements to the interchanges at each of the five exits, and replacement or rehabilitation of 43 bridges. In addition to the major lane reconstruction, Park & Ride lots have been created at Exit 2 in Salem and Exit 4 in Londonderry; bus terminals have been constructed at Exits 4 and 5 in Londonderry; and a space within the median will be reserved to accommodate future commuter rail. Boston Express provides bus service from terminals located at Exits 2, 4, and 5, with several trips per day to Boston's South Station and Logan Airport.

In addition to the highway reconstruction, this project includes expanded commuter bus service to Boston; an incident management program and Intelligent Transportation System (ITS) system to reduce delays associated with accidents, construction, and congestion; a bi-state major investment study of future transit alternatives for the I-93 Corridor (Boston to Manchester) to plan for growth in travel demand without further highway expansion; and, a Community Technical Assistance Program (CTAP) to help communities in the corridor prepare for and manage land use and growth that may result from the highway's expansion. CTAP projects undertaken by communities in the highway corridor range from local natural resource inventories and open space protection plans, to master plan chapters and buildout analyses. A full list of work products from these projects are available online: www.nhctap.com/content/products

Spaulding Turnpike Newington-Dover

The Spaulding Turnpike (NH 16/US 4) is a major, limited access north-south highway that links the Seacoast area of Rockingham County and I-95 to the major urban areas of Strafford County, including the communities of Dover, Somersworth, and Rochester. It also provides an important link to Concord via US



Route 111 crossing under I-93. Photo courtesy of NH Department of Transportation.

Route 4 and to vacation and tourist destinations in the Lakes Region and the White Mountains. The Turnpike is part of the National Highway System (NHS), reflecting its significance as an important transportation link in the state and regional systems.

The Newington-Dover Bridge has been a key bottleneck since the late 1980s, a condition that became progressively worse with the redevelopment of Pease as a major employment center in the 1990s and 2000s. The Newington-Dover expansion project was based on the expectation that, with continued development of employment centers in Pease and in Portsmouth and continued residential growth in Strafford County, traffic was expected to grow from its current count of 70,000 vehicles per day to approximately 94,000 vehicles by 2025. Addressing this problem through expansion of the bridges became a high priority regional infrastructure project, and construction began in 2010. The full project is expected to be completed in 2022, with a cost estimate of \$271,000.

A key element of the Newington-Dover expansion project includes the widening of the Little Bay Bridges, with construction of a new southbound bridge span completed and work on the northbound span bridge which will continue through 2017. In addition, the project includes several transportation demand management components, with the construction of three Park & Ride lots to support ride share and commuter bus service; support to CommuteSMARTSeacoast to encourage employer-based trip reduction measures; extension of commuter bus service to Boston from Portsmouth with a stop in Dover; and, a COAST "Clipper Connection", a Portsmouth Naval Shipyard employee shuttle.

NH DOT has additional work planned along Spaulding Turnpike, including the construction of a maintenance facility in Newington, scheduled for 2019, and the conversion of the Dover Toll Plaza to Open Road Tolling, with construction scheduled for 2021.
www.newington-dover.com

Bus and Human Transportation Services

The CEDS region benefits from a growing network of publicly subsidized intercity bus services, resulting in an increase in the number of bus riders. The types of bus service range from interstate, fixed-route service to local, demand-response providers. Fixed-route service



is available in the more populated communities in the region and includes:

- Boston Express – connecting Concord, Manchester, Londonderry, Salem, and Boston in the I-93 corridor, including new bus stations at Exit 2 in Salem and Exits 4 and 5 in Londonderry. www.bostonexpressbus.com
- C&J – operating between Dover, Portsmouth, Newburyport, MA, Boston, and New York City along the I-95 corridor, with bus stations in Dover and Portsmouth. www.ridecj.com
- The Cooperative Alliance for Seacoast Transportation (COAST) – operates several routes in Rockingham and Strafford counties, including commuter express service, and demand response service for people with disabilities. www.coastbus.org
- The University of New Hampshire's Wildcat Transit system – provides service from the Durham campus to surrounding communities. www.unh.edu/transportation/wildcat-transit
- Merrimack Valley Regional Transit Authority (MVRTA) – offers a single stop in the CEDS region at the State Line Plaza in Plaistow. www.mvrta.com

The Greater Derry-Salem Cooperative Alliance for Regional Transportation (CART) transit system began in 2006 and provides curb-to-curb demand response public transportation and route deviation shuttle service five days a week in the communities of Chester, Derry, Hampstead, Londonderry, and Salem. CART provided more than 15,000 rides in 2016, providing choice, freedom, mobility, increased opportunity, and a better quality of life. <http://www.cart-rides.org/index.htm>

The CEDS region has one of the fastest growing senior populations in New Hampshire. Access to transportation

for medical care, groceries, and other basic life needs can make the difference for many people in being able to live independently. While COAST and CART offer excellent service, many residents rely on non-profit organizations to provide limited mobility service. Area hospitals continue to point to the need for expanding transportation options. In response to this need, a volunteer driver program has been established in Hampton, called Transportation Assistance for Seacoast Citizens (TASC). TASC serves eight communities in the eastern CEDS region and service is available to senior citizens and individuals with disabilities.

www.tasc-rides.org

Commuter Rail

Amtrak operates the only commuter rail service operating in the CEDS region. The regional service, known as the Amtrak Downeaster, provides daily service between Brunswick, ME and Boston, MA with 10 intermediate stops, including New Hampshire stops in Dover, Durham, and Exeter. The Downeaster makes five round-trips daily between Portland and Boston, with three of those trips extending to Freeport and Brunswick, ME. The service links 12 communities in three states. The Downeaster celebrated 15 years of service in 2016, carrying over a half million passengers.

Expanding additional options for commuter rail service into New Hampshire from Massachusetts has been studied for over a decade, with supporters deeming passenger rail service an economic development tool for the region. In 2015, NH DOT, in cooperation with the NH Rail Transit Authority (NHRTA), completed the NH Capital Corridor Study, which evaluated the feasibility of passenger rail service and other transit alternatives along the 73-mile stretch from Concord, NH to Boston, MA. The study indicated positive economic development impacts would result from expanding passenger rail service, including new jobs, commercial and residential real estate growth, and millions of dollars of reinvested worker earnings. NHRTA and rail expansion supporters were dealt a blow in February 2017, however, when the NH Legislature did not support a request for \$4M in funding to complete the rail feasibility study, including the development of a detailed financial plan, final engineering, and preparation of funding applications for submission to the Federal Transit Administration and Federal Rail Administration.

Hampton NH 101 - US 1 Interchange

The Hampton US1-NH101 Interchange Project was undertaken by NH DOT and the Rockingham Planning Commission (RPC) to improve the efficiency and safety of the currently circuitous interchange in Hampton. Both agencies are working with the Town of Hampton and traffic engineers to develop and review several design alternatives for the new interchange, with the purpose of improving sight distance and convoluted access to NH 101.

The next step for the town will be to propose the interchange realignment project as part of RPC's current project solicitation for the NH DOT 2019-2028 Ten Year Transportation Plan. New projects selected in this cycle will be added to the out-years of the Ten Year Plan. There is recognition at the state level of the value of the project, though it is one of many worthwhile projects potentially competing for very limited highway funds. The project was scored as part of the RPC MPO project prioritization process for the 2017-2026 Ten Year Transportation Plan and was ranked highly on technical merits. Prospects for project implementation will be largely dependent on local interest and commitment to pursue federal and other funding.

Bridge Infrastructure

There are several bridge replacement projects and new bridge construction projects ongoing in the CEDS region. The Little Bay Bridge project taking place on the Spaulding Turnpike is discussed in the section describing Spaulding Turnpike project. Additional critical bridge infrastructure work includes:

- Sarah Mildred Long Bridge Replacement – The replacement of the Sarah Mildred Long Bridge between Portsmouth, NH and Kittery, ME began in January 2015 and is a joint venture between the New Hampshire and Maine Departments of Transportation. The existing bridge was built in 1940 and crosses over the Piscataqua River. It provides a regional link between the two states and is the critical back-up route in case of disruption on nearby I95 bridge. The bridge carries vital commercial traffic along the US Route 1 Bypass, including movement of people and goods to the Portsmouth Naval Shipyard in Kittery. The existing bridge closed on November 1, 2016 and is scheduled to reopen in September 2017. The two states share the

New Castle-Rye Bridge. Photo Courtesy of NH DOT.



cost of bridge replacement equally, which is estimated to be \$170M.

www.maine.gov/mdot/sml

- **New Castle-Rye Bridge Rehabilitation and Replacement** – This bridge carries traffic traveling along NH Route 1B over Little Harbor, an outlet of the Piscataqua River, between New Castle and Rye. NH DOT is working with the abutting communities to finalize bridge design, with work anticipated to begin in 2018. www.nh.gov/dot/projects/newcastlerye16127/
- **Hampton/Hampton Falls Bridge** – This NH DOT project along I95 in Hampton and Hampton Falls has many goals, including replacing a “red listed” box culvert with a 74 foot span bridge to address flooding of the Taylor River; assessing the condition of the dam on the Taylor River; improving water quality; and improving fish passage. Design improvements also consider rising sea levels along coastal New Hampshire, and changing weather patterns which are creating increasing rainfall intensity. The culvert replacement is scheduled to be completed in the summer of 2018. Currently, NH DOT is working with NH Fish and Game and the NH Department of Environmental Services to complete environmental studies to determine whether to replace or remove the dam on the Taylor River. Work on the dam is expected to take place between 2018 and 2020.
- **I-95 High-Level Bridge** – The New Hampshire and Maine Departments of Transportation have announced plans to rehabilitate this critical bridge over the Piscataqua River beginning in 2018. The bridge carries 70,000 vehicles a day and is a vital economic link in New England. The two states are reviewing options for intelligent transportation systems, such as changeable message signs that would enable the shoulder lane to be open to traffic during heavy volume periods.

- **“Red List Bridges”** - The NH DOT’s 2016 annual report of state and municipally owned “Red List Bridges” lists 153 state-owned bridges and 334 municipally-owned bridges in the state “requiring interim inspections due to known deficiencies, poor conditions, weight restrictions, or type of construction.” Red List Bridges are inspected twice yearly by the Bureau of Bridge Design’s Inspection Section. The 2016 report lists 24 state-owned bridges and 26 municipally owned bridges in the CEDS region on the Red List.

Wastewater Treatment Plan Upgrades

Several municipalities across the CEDS region are in the process of upgrading wastewater treatment facilities (WWTF) to comply with federal permits regulating water quality. The communities of Derry, Exeter, Hampton, Hudson, Londonderry, Merrimack, Nashua, Newington, Newmarket, Portsmouth, and Salem are all managing projects to upgrade the collection and treatment of wastewater. Several of these facilities were originally built over 40 years ago and no longer meet current water treatment standards.

Upgrades are needed in four different areas: treatment, replacement and rehabilitation of existing sewer systems, new sewers, and correcting combined sewer overflow systems. The scale of these projects taking place across the region varies widely, with the largest project, a retrofit of the City of Portsmouth’s WWTF, estimated to cost over \$80 million. Retrofitting the Town of Exeter’s WWTF is estimated to cost \$42 million. The New Hampshire Department of Environmental Services estimates the cost to upgrade WWTF across the state exceeds \$1.7 billion.

Regional Cooperation

Providing municipal services in an efficient and cost-effective manner is a complex and demanding task for all communities in the CEDS region. Municipalities have a long and successful history of regional cooperation in public education, mutual aid response for fire, police, and public works, and trash collection and disposal. Communities in the Nashua area participate in an energy aggregation program managed by the Nashua Regional Planning Commission. Nine municipalities and six school districts participate in the program, working together to procure electricity from a competitive supplier. The program produced \$242,402 in savings for its members in 2016. www.nashuarpc.org/energy-environmental-planning/energy-aggregation

Despite these strong partnerships, communities struggle with working together on public services such as water supply and wastewater treatment. There are several examples of studies designed to identify and assess options for sharing municipal services, such as water and sewer, which have received the stamp of approval from elected officials but failed to gain support from voters at town meeting. In these instances, voters have expressed concern with issues of fairness and costs. Efforts to share fire fighting personnel and equipment between communities have also been turned down by residents concerned with delay in emergency response times due to personnel and equipment being further away in another town.

One area of regional cooperation being developed by the Rockingham Planning Commission is a program to share knowledge, technical assistance, and resources to help communities meet the new Municipal Separate Storm Sewer System (MS4) General Permit issued by the USE EPA in January 2017. The intent of this regional program is to help municipalities develop sensible and cost-effective programs for controlling stormwater runoff.

Spotlight on Nashua, NH

The city of Nashua (population 86,494) takes advantage of a wide variety of regionally shared services. In particular, Nashua and the surrounding municipalities benefit from planning and policy recommendations as well as other vital services provided by the Nashua Regional Planning Commission (NRPC). NRPC recently completed an update to the Comprehensive Regional

Master Plan through a state wide community initiative known as the "Granite State Future". Throughout the state, regions and communities continually address issues such as land use, transportation, economic development, infrastructure, housing, public health, energy, and cultural, historic, and natural resources through the master planning process. The update to the Nashua Regional Master Plan was the result of grassroots input regarding local values and needs that, assessed together, presented a vision for how we can preserve the character of the region which we value, while increasing prosperity and economic opportunity. The Nashua Regional Master Plan chapter on Community & Economic Vitality provided specific recommendations on policy and projects, which has resulted in positive economic advancement for the region.

The economic opportunities identified for the Nashua region are as follows:

1. Stronger connections to Boston, Manchester, and Lowell markets;
2. Increased creative offerings and artistic outlets;
3. Investments in green and renewable technologies;
4. Downtown redevelopment and;
5. Marketing of historic destinations.

Nashua utilized the community-based data collected from Granite State Future which was memorialized in the Nashua Region Master Plan to establish a series of initiatives and subsequent projects that capitalize on these community identified opportunities. The following summary of the five aforementioned initiatives provide a glimpse into the impacts master plan documents have on directing resources towards knowable needs and predictable outcomes.

- An initiative for stronger connections: The city of Nashua is currently exploring opportunities to work with Manchester, Lowell, and the Massachusetts Bay Transit Authority (MBTA) to establish commuter rail service in the region. Commuter rail is essential to offering a vastly improved physical connection from the Nashua region to Boston via the Lowell rail line. Connections to these larger markets and talented workforce pools will spur millions of dollars in high

density development within Transit Oriented Districts, which the city of Nashua recently designated within the walkshed of identified future rail station locations.

- An initiative for creative offerings: The city of Nashua recently hired a consultant to make recommendations for investments in the arts economy. The consultant has identified the capacity for establishing a 750-seat performing arts venue which would present touring acts multiple nights a week. The city leadership is currently considering a bond measure and funding seed capital needed to develop a new venue on a Main Street site in downtown Nashua. The outcome of such investment would mean increased retail sales, new service jobs, and increased property values within downtown Nashua.
- An initiative for green and renewable technologies: The city of Nashua recently completed the purchase of a hydroelectric dam located on municipal land. The Mine Falls Hydroelectric Dam is able to produce a substantial source of electricity. The City of Nashua will realize that production via a net metering arrangement, Eversource, which manages the power grid. The addition of the Mine Falls Hydroelectric Dam means a majority of the city's municipal power use will be satisfied through renewable energy resources.
- An initiative for downtown redevelopment: To establish a baseline of consumer demand for downtown businesses while also alleviating pressures on the rental housing market due to limited supply, the city is actively seeking proposals for the development of the School Street Lot from qualified developers. The city is specifically looking to develop as many as 80 units of housing, or a hotel, on this underutilized municipal parking lot. The Request for Proposals is a shift in strategy for the municipality, as it prioritizes the creation of high quality residential units, or tourism based visitors, adjacent to Main Street over maintenance of parking accessibility for vehicular trips to downtown. The shift in strategy comes with the knowledge that residents or, or visitors staying at new, high quality units downtown will spend a greater amount of their income on goods and services within walking distance of their dwelling. This will spur new economic activity.
- An initiative to capitalize on historic assets: Downtown Nashua has a rich inventory of historic buildings, streets, squares, sculptures, and structures. While the historic nature of downtown is proudly on display from Main Street, tourists and travelers moving through the city on the Everett Turnpike are largely unaware of the historic downtown, which is located a short distance from the highway. To capitalize on the historic assets, the downtown has developed a Wayfinding Sign Package

that will make it easy for travelers to identify the historic downtown from the highway through artwork that conveys the architectural characteristics of Main Street. The Wayfinding Sign Package is anticipated to result in as much as a 30% increase in traveler visits downtown. Spending from travelers and tourism will increase vitality of businesses located on Main Street.

The City of Nashua

Population (2016): 86,494

Size (area): 30.9 sq. mi.

Per Capita Income (2015): \$67,441

Unemployment Rate (2015): 3.5%

Median Sale Price (2015): \$245,200

Total Households (2015): 34,619

Rental Vacancy Rate (2016): 0.9%

Median Rent Rate (2017): \$1259/mo.



Workforce Attraction & Retention

Small Business Development Center

The NH Small Business Development Center (SBDC) is an outreach program of UNH's Paul College of Business & Economics and a partnership program with the U.S. Small Business Association (SBA), UNH, the state of NH, and the private sector. SBDC provides confidential business management consulting and educational programs to more than 3,000 New Hampshire small businesses each year. The NH SBDC has full-time, certified business advisors providing one-on-one, long-term, management consulting to small businesses.



Client companies come from all sectors seeking advice on financing, improving operations, business sustainability best practices, bringing new products to market, and where to start in launching a new business or purchasing an existing one.

The NH SBDC's services are offered in regional offices and satellite locations by certified business advisors who provide one-on-one long-term management advising to small businesses at no cost to the client. SBDC business advisors are experienced business owners and managers and are certified through the New England SBDC Professional Development Program.

the SBDC offers online courses for Entrepreneurs program, resources, and tools in their Resource Center, and environmental management advising and education through the Business Sustainability Program.
www.nhsbdc.org



Rich Grogan,
State Director



Warren Daniel,
Seacoast Regional
Director



Hollis McGuire,
Nashua Regional
Director

33 Years

NH SBDC has advised
businesses

Target Market: NH companies who have the intent to grow and contribute to the NH economy.

SBDC E-Learning 24/7:
13,000 courses taken, 230+ NH communities, 47 U.S. states, 28 countries, and six continents.

 **1,880**
Businesses Created

 **6,929**
Jobs Created

 **\$223 Million**
Capital Raised in the Last Decade

In 2016 **6,334** hours were spent assisting
699 small business clients in NH.

After 5 Years
80% of SBDC-counseled businesses are still in business.
44% Survival rate of non-assisted businesses.

SBDC 2016 Assistance in NH

Clients	699
Jobs Created	173
Jobs Retained	33
Business Starts	55
Employees	2,223
Client Annual Sales	\$292.7 million
Total Capital Formation	\$29,972,416

SBDC Assistance in REDC Communities

Clients	122
Jobs Created	36
Jobs Retained	9
Business Starts	14
Employees	374
Client Annual Sales	\$147.3 million
Total Capital Formation	\$1,860,930

heconomy.com

The NH Division of Economic Development

New Hampshire Division of Economic Development

Annual Report July 1, 2015 to June 30, 2016

The Division of Economic Development offers a variety of programs to support the growth of New Hampshire companies and to facilitate the relocation of new companies into the state. Our programs collectively* had the following impact on New Hampshire's economy during the fiscal year ending June 30, 2016:

- 491 million in earnings for New Hampshire workers.
- \$3.7 million in Business Enterprise Tax revenue.

Supported the creation and retention of

7,635 Jobs 

Business Recruitment

Their recruitment team focuses on developing long-term relationships with real estate brokers, site consultants, and decision makers of companies in the U.S. and Canada that may have an interest in locating their business in New Hampshire.

- 346 new jobs.
- 482,000 square feet of real estate.
- \$48 million in new capital expenditures.
- \$1.62 million in local and state property tax revenues.

 **Facilitated 22**
company relocations or expansions

Business Retention

Their business resource specialists cultivate relationships with New Hampshire companies and communities. Our specialists serve as trusted partners who guide clients to programs and services that address their needs or help them find the right partners in state and federal government that will move a project forward.

- 505 business & community visits.
- 350 partner events.

18 Rapid Response
Sessions 
for **415** workers experiencing a reduction in force

International Commerce

Their experienced team assists New Hampshire businesses, both seasoned exporters and those new to exporting, in becoming more competitive in the global marketplace.

- Provided one-on-one counseling to 62 companies.
- Facilitated overseas business development activity for 46 companies.
- \$31 million in new international sales obtained by seven clients.

 **Trained 110**
people in **6** export-related sessions

Statistics are for all of New Hampshire.

Government Contracting

Their trained experts provide critical technical support for New Hampshire businesses in their efforts to secure and deliver on government contracts.

- Delivered 1,326 one-on-one counseling sessions to 325 companies.
- 46 training & outreach events with 1,012 participants.

\$657 Million
in government contracts obtained
by 113 clients



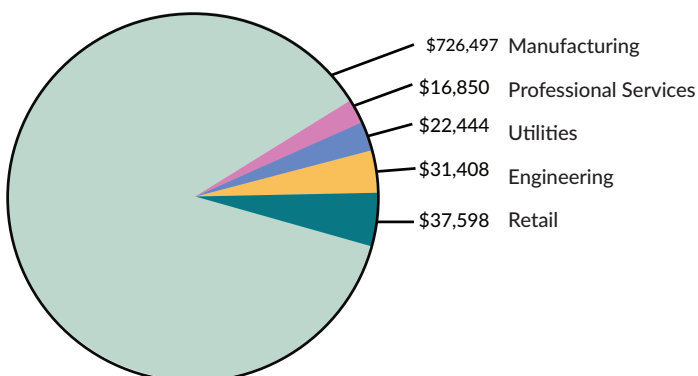
Job Training

They provide 1:1 matching grants to New Hampshire companies to promote investment in skills development for New Hampshire's workforce.

- 58 companies awarded a total of \$835,000.
- 2,016 workers trained in new skills.

The Job Training Fund also supports the WorkReadyNH program, which provides assessment, instruction, and credentialing in key skill areas identified by NH companies as essential to workplace success.

FY 2016 Job Training Grants by Industry Sector



Statistics are for all of New Hampshire.

Tax Credits

They administer the Economic Revitalization Zones (ERZ) program and the Coos County Job Creation Tax Credit (CCJC), and they report on the Research & Development Tax Credit (R&D).

- 29 applicants requested \$1.4 million in ERZ tax credits. The program is capped at \$825,000, so applicants received a proportional share of credits.
- 193 businesses requested over \$7.4 million in R&D tax credits. The program is capped at \$2 million, so applicants received a proportional share of credits.

27 Businesses
Awarded
\$115,750,000 in CCJC tax credits



Broadband

Their broadband program provides technical assistance to businesses with questions about broadband and coordinates state and local telecommunications policy planning initiatives.

- 83 outreach events to educate state and local officials on broadband related issues.

 **54 Technical Assistance Projects**

Funding Key Partners

The Division of Economic Development provides funding or in-kind match totaling over \$750,000 for NH Small Business Development Center, NH Innovation Research Center, and NH Manufacturing Extension Partnership.

\$750,000
in funding or in-kind match 

The University of New Hampshire

The University of New Hampshire (UNH) promotes economic development and business innovation through many programs and services offered statewide. Programs and services include:

- UNHInnovation – Advocates for, manages, and promotes UNH's intellectual property; promotes partnerships between UNH and the business community; and is responsible for licensing UNH technologies and creating start-up companies based on innovations created at the university. UNHInnovation also hosts the Interoperability Laboratory and the NH Innovation Research Center. www.innovation.unh.edu
- Alpha Loft – Incubates and accelerates startup and early-stage companies in New Hampshire, creating an entrepreneurial culture of growing companies. Alpha Loft provides co-working locations in Durham, Portsmouth, and Manchester, and provides high value programming, events, advice, and mentoring, improving entrepreneurs' prospects for successfully launching and scaling innovation-based businesses. www.alphaloft.org
- NH Social Venture Innovation Challenge – Engages aspiring and practicing student and community social entrepreneurs across New Hampshire in designing novel, sustainable, business-oriented solutions to pressing social and environmental challenges. The 2017 Challenge will be held in November and is an idea-stage competition with the goal of inspiring innovative, solution-orientated thinking and providing a forum to shine a light on these ideas. Challenge winners receive awards that help bring needed resources to advance these promising models. www.unh.edu/socialbusiness/nh-social-venture-innovation-challenge
- UNH Cooperative Extension (UNHCE) – Provides New Hampshire citizens with research-based education and information, enhancing their ability to make informed decisions that strengthen youth, families, and communities; sustain natural resources; and improve the economy. Community and Economic Development staff work with local communities to enhance skills and broaden knowledge on decision-making, engaging the public, creating a vision for the future, improving the economy, and developing leadership. www.extension.unh.edu/resources/category/Economic_Development

UNH-Manchester

The University of New Hampshire at Manchester provides career-driven programs with a focus on experiential learning. In partnership with seven community colleges in the state, UNH Manchester has developed the Public Pathways Program to enable students to transfer credits and degrees from their community college to UNH Manchester.

Building on this program, the Dual Admission Program allows students to enroll at one of the seven community colleges and be admitted into the University System of NH at the same time. These students complete an associate's degree at the community college and then transition to one of the University System of NH institutions to complete a bachelor's degree. The University System of NH includes: the University of New Hampshire, Granite State College, Keene State College, and Plymouth State University. www.dualnh.com

Community College System

The Community College System of NH consists of seven colleges, offering associate degree and certificate programs, professional training, transfer pathways to four-year degrees, and dual-credit partnerships with NH high schools. The System's colleges are Great Bay Community College in Portsmouth and Rochester; Lakes Region Community College in Laconia; Manchester Community College; Nashua Community College; NHTI – Concord's Community College; River Valley Community College in Claremont, Lebanon and Keene; and White Mountains Community College in Berlin, Littleton and North Conway. The seven community colleges in the system are committed to working with businesses throughout the state to train and retain employees to develop a robust workforce across all sectors and embraces the "65 by 25 Initiative," which calls for 65% of NH citizens to have some form of postsecondary education by 2025 to meet future workforce demands. For more information about CCSNH, visit www.ccsnh.edu and www.collegeinthe603.com.

Both Nashua Community College (NCC) and Great Bay Community College (GBCC) are located within the REDC region. NCC is the 3rd largest college in the community college system by enrollment, and GBCC is 4th.

Nashua Community College

In addition to its robust complement of academic programs, Nashua Community College has several new programs to highlight. Developed in partnership with NH employers, these offerings are designed to meet emerging workforce needs and provide students with unique opportunities for educational and professional advancement.

NCC will be offering two new associate degrees for the Fall 2017 semester: Cybersecurity and Foundations in Data Analytics.

Associate in Science in Cybersecurity, an associate degree is designed to provide students with networking skills focused on network security. It prepares students for entry-level network security specialist positions. Students will be able to set-up, administer, and network basic computer systems. This degree prepares them for positions as a System Administrator with a strong security background. Students will be presented with material necessary for Cisco CCNA Security certification, CompTIA Security+, and introductory elements of (ISC)2 security program.

Associate in Science in Foundations in Data Analytics program provides a strong base for students interested in pursuing a baccalaureate degree in the area of data analytics. The outcomes of this program highlight the strong foundation in computing and mathematics needed by the student to succeed in data analytics at the bachelor's level. Upon completion, students will be prepared to complete the Bachelor of Science degree in Analytics with two years of additional study. NCC has worked with the University of New Hampshire Manchester to develop a seamless pathway to a bachelor's degree in Analytics in this program.

Nashua Community College has partnered with BAE Systems to develop a five-week Microelectronics program. The course prepares participants to begin an entry-level wire bonding position and upon successful completion, students are guaranteed an interview at BAE Systems. The course was designed to meet industry demands and teaches students basic military standards and assembly techniques for radio frequency (RF) and microwave electronic (MW) assemblies. The skills are taught with visual lectures and hands-on practice utilizing equipment common to microelectronics assembly techniques. 16 students have completed the program since October 2016,

with the majority gaining full-time employment at BAE Systems. Additional employment has been acquired at one of the other partners including: API Technologies, Semigen, WIOA, Lockheed Martin, Macom, Monzite, Mercury Systems, and Bonding Source.

Nashua Community College and GE Aviation Precision Manufacturing students have the opportunity to complete a four-credit paid internship at the Hooksett company. Accepted students, who must maintain a 3.5 GPA, gain hands-on experience by working at GE Aviation part-time in the spring of their first year, full-time in the summer, and then back to part-time in the fall of their second year. As a culminating part of the internship, students in the program take the Lean and Green Manufacturing Methods course on-site at GE Aviation. Several program graduates are currently employed at GE Aviation. For more information, see www.nashuacc.edu or contact NCC Admissions at 603.578.8908, nashua@ccsnh.edu

Great Bay Community College

Great Bay Community College is introducing several new programs this year, designed in partnership with employers and with NH's workforce needs in mind. These include:

- Automotive Technology Certificate Program: GBCC will offer an automotive technology certificate program beginning fall 2017. The program responds to an immediate need in Seacoast NH for certified auto mechanics. The 24-credit program will take one year to complete, and classes will be held in the late afternoon/evening at the Richard W. Creteau Regional Technology Center in Rochester.



- The New Hampshire Department of Labor projects: There will be more than 1,200 openings for automotive technicians in the Seacoast area through 2022. Great Bay is working with the New Hampshire Auto Dealers Association to design the curriculum.

Students will develop investigative skills to diagnose problems, learn to use power tools, hand tools, and diagnostic tools, and become familiar with manuals and reference materials. The courses will prepare them for ASE industry exams, and also provide a pathway for an associate degree if students want to continue their education. Median pay for an auto technician in New Hampshire is \$42,000 annually, with a high of \$64,000. Students in the Great Bay certificate program can expect to earn wages on the lower side of the range. An associate's degree and ASE certifications increase earning capacity.

- Cyber Security Infrastructure: GBCC will add an associate degree in Cyber Security Infrastructure to its career options beginning in fall 2017. The college is adding the program to help meet the demand for well-trained, entry-level employees in a field that has as many as a half-million openings nationwide. Students train for cybersecurity jobs in a variety of sectors including medical, financial, national security, retail, and manufacturing. Cyber Security involves protecting computer systems, networks, and programs from the theft of data and damage to hardware, software, and information. As more aspects of society become reliant on computers, the risk of security breaches increases.



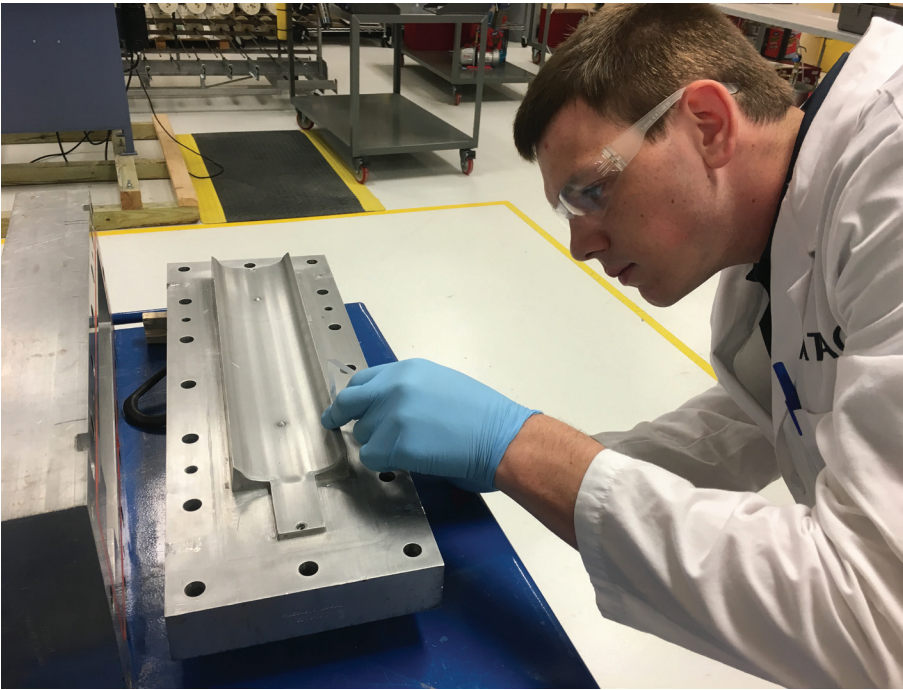
Great Bay's program will train students for jobs in the medical and financial sectors, where security risks are high, as well as national security and a range of other fields and industries that are central to the nation's economy, including retails and manufacturing. The program will provide a transfer pathway to UNH-Manchester for a bachelor's degree.

- Business Administration: The new Associate in Science degree in Business Administration was developed in collaboration with industry and partners in education to better meet the needs of today's business environment. The degree provides the framework needed for successful careers in high-tech industries, manufacturing, banking and finance, health care, communications, service industries, and nonprofit organizations. Academic concentrations include: Leadership and Management, Sales and Digital Marketing, and Business Administration (University Transfer). The Business Administration degree is designed to provide students with options that enhance transfer to four-year institutions or pursue employment upon completion of the program.
- Data Analytics Associate Degree: The new Associate in Science degree in Data Analytics, developed in consultation with the Analytics department emulates the first two years of four-year college and university degrees in data analytics, data science, or applied statistics. The degree prepares students to be successful in one of the disciplines that relies on data science to answer questions, drive business decisions, and conduct research. The associate degree alone provides the fundamental data analytical skills needed to begin a career. Upon completion, students will be in a strong position to complete the remainder of the Bachelor of Science degree with two years of additional study.

GBCC's Advanced Technology & Academic Center in Rochester

GBCC continues to offer unique opportunities and Short-Term Certificate Programs at its academic center in Rochester, adding curriculum to meet the emerging needs of regional and NH employers.

- Advanced Composites Manufacturing: The Advanced Composites Manufacturing program at Great Bay prepares students with skills and knowledge required for jobs in the fields of composites manufacturing and aerospace. Students work in a modern, clean, hands-on training lab while learning and applying skills critical for success.



Great Bay Community College student Jim Sinclair removes a cured part from a Resin Transfer Mold at the composites lab in Rochester. Just one of the composite manufacturing processes taught as part of the Advanced Composites Manufacturing program. Sinclair, of Dover, earned his ACM certificate and is currently employed at Safran Aerospace Composites in Rochester. While working at Safran, he is also continuing his education at GBCC, pursuing an associate in science degree in technical studies. He hopes to further his career at Safran, moving into manufacturing process improvement. Photos courtesy of Great Bay Community College.

The program has two levels. The introductory level provides students with an overview of advanced composites manufacturing and helps them select an area of specialization based on interest, ability and job outlook. At the second level, students complete general fundamental manufacturing courses and concentrated courses of study leading to machine operator certificates. Students in the ACM and other programs are in high demand and are guaranteed an interview with two NH companies prior to program completion.

- **CNC Certificate Program:** A new CNC certificate program is now being offered at the college's Advanced Technology and Academic Center in Rochester. The program is designed specifically to prepare participants for jobs as computer-controlled milling machine operators for metal and plastic. Students learn basic skills, including milling, inspection, and computer aided design/computer aided manufacturing. Courses in this certificate prepare students for entry-level jobs as CNC operators.
- **Non-destructive Testing:** GBCC is now offering a new non-destructive training (NDT) certificate as part of its Advanced Materials Manufacturing Program. Designed in partnership with industry experts, the Non-destructive Training Certificate Program aims to meet the hiring demands of businesses like Hitchiner Manufacturing Co. and Safran Aerospace Composites.

Non-destructive testing involves evaluating the property of a material, component or system without damaging it. It is used in science and technology to test and troubleshoot materials and products in the research and development phase. There are many methods of testing including ultrasonic, liquid penetrant, radiographic, and magnetic-particle. Great Bay is teaching the liquid penetrant method to start. As funding for additional equipment becomes available, the college will add other testing methods to its curriculum, including ultrasonic and radiography.

- **Medical Assistant Program:** GBCC has partnered with Core Physicians and Wentworth-Douglas Hospital to offer a non-credit medical assistant training program. The 12-week program includes classroom instruction, hands-on lab experiences, and a 160-hour practicum at local medical offices. Students learn the skills sets required by regional employers and are prepared for the Certified Clinical Medical Assistant (CCMA) national exam.

According to the U.S. Bureau of Labor Statistics, the need for medical assistants continues to grow due to both advances in healthcare and the requirements of an aging population.

For information about all GBCC offerings, please visit www.greatbay.edu or contact Admissions at (603) 427-7610 or e-mail gbadmissions@ccsnh.edu

Stay, Work, Play in NH

New Hampshire is one of the best states to live, ranking highly in terms of health, safety, low taxes, personal income, and livability. Most individuals who attend college or visit from another state enjoy vacationing or exploring New Hampshire. However, currently, only about half of the state's college graduates stay to live and work in New Hampshire.

Thus, in 2009, Stay Work Play NH was born. Stay Work Play (www.stayworkplay.org) was incorporated by five statewide organizations: the University System of NH, the NH College and University Council, the Business and Industry Association of NH, the NH High Technology Council, and the NH Department of Resources and Economic Development. It is governed by a Board of Directors that includes representation from a variety of industries throughout the state, including some of those from the incorporating organizations, the state's young professionals' networks, and the Governor's task force.

The goal of the program is to encourage more young workers to "Stay, Work and Play" in New Hampshire, with a mission: "To work collaboratively across New Hampshire to support ongoing economic, workforce, and community development by promoting the state as a favorable place for young workers and recent college graduates to stay, work and play, when considering employment and lifestyle opportunities."

Stay Work Play carries out its mission of supporting ongoing economic, workforce, and community development by promoting New Hampshire as a favorable place for young workers and recent college graduates through the following programs:

- **Rising Stars Awards:** The Rising Stars Awards are an initiative of Stay Work Play, in partnership with New Hampshire Public Radio, to celebrate and recognize New Hampshire's remarkable young professionals and college students, the initiatives to keep them here, and the businesses and programs that go the extra mile to recruit and retain them.
- **Stay Work Play Challenge Grant:** The Stay Work Play Challenge Grant incentive program showcases New Hampshire employers who agree to contribute \$8,000 to pay down federal college loans of newly hired New Hampshire graduates over the first four years of their employment.

- **NH Internships NH:** Internships is an initiative to enhance economic conditions in New Hampshire by offering educational employment opportunities to local students and working professionals.
- **Stay Work Play Give:** Stay Work Play Give is a partnership between Stay Work Play and young professional organizations from around the state to host local nonprofit fairs in different parts of NH all on one day. The idea behind this is to encourage NH young professionals and college students to get civically engaged in their communities through volunteering with local nonprofits.

For more information, visit Stay Work Play online at <http://stayworkplay.org>.

WorkReadyNH

WorkReadyNH is a skills development program that addresses gaps in soft skills for workplace success. The State of NH launched the WorkReadyNH program in collaboration with New Hampshire's Community Colleges. The tuition-free program focuses on upgrading skills in applied mathematics, Reading for Information, and locating information (problem solving). It also addresses the so-called "soft skills" such as workplace behaviors, teamwork, and communications needed in today's work environment. The program is open to unemployed and under-employed New Hampshire residents.

WorkReadyNH helps job-seekers by improving their skills and adding a nationally recognized credential to their resume (The National Career Readiness Certificate [NCRC]), from ACT and the WorkReadyNH Certificate from the community college). The program utilizes standardized assessment testing to identify gaps in abilities and adds training to strengthen the weaker areas. Upon successful completion of the program, a job-seeker will earn bronze, silver, gold, or platinum level certification. Each certification level corresponds to a skill set needed for success within a range of specific jobs.

Since the program start in October 2011, the WorkReadyNH program has had almost 2,800 graduates across the state. The participants have earned the following levels for the National Career Readiness Certificate: Bronze, 445; Silver, 1672; Gold, 653; Platinum, 15. WorkReadyNH is a partnership between the Community College System of NH

(CCSNH), the NH Department of Resources and Economic Development (DRED) and the NH Department of Employment Security and is funded through the NH Job Training Fund. For more information please go to www.ccsnh.edu/WorkReadyNH.

When it launched in 2011, WorkReadyNH was offered at the following four NH Community Colleges:

- Great Bay Community College (Portsmouth)
- Manchester Community College
- River Valley Community College (Claremont and Keene)
- White Mountains Community College (Berlin, Conway, Littleton)



With additional Trade Adjustment Assistance Community College and Career Training (TAACCCT) grant funds, the Community College System, program expanded in the spring of 2013 to include:

- Lakes Region Community College (Laconia)
- Nashua Community College
- New Hampshire Technical Institute (Concord)
- Great Bay Community College (Rochester campus)

Although the TAACCCT grant came to an end in 2015, a four-year contract extension, (as of July 1, 2015, to the WorkReadyNH grant funded by the Office of Workforce Opportunity at the Department of Resources and Economic Development) facilitated funding for the program through June 2019. A restructure of the allocation of these funds has allowed for WorkReadyNH classes to continue to be offered at all community college locations.

The WorkReadyNH program continues to expand, with more employers recognizing the value in the credentials and requesting it in their application process. The program has had companies use the NCRC as a benchmark for current employees to establish training needs throughout the organization and as entrance requirements into apprenticeship programs.

With the success of WorkReadyNH, the Statewide Liaison and Directors have been consulting with groups in Maine and Massachusetts to implement WorkReadyME and WorkReadyMA. Employers across New England are echoing the concerns of NH employers in the skills gap and recognize the value in the soft skills/professional development training.

Pathway to Work

The Pathway To Work initiative is a voluntary program created to assist unemployment claimants in starting their own businesses. A major benefit of the program is that it allows eligible unemployed claimants to continue to receive their unemployment benefits while working full-time to start businesses in New Hampshire. The initiative provides financial support to eligible claimants while they access the resources, information, and training they need to get their businesses off the ground. Pathway to Work is a partnership between NH Employment Security (NHES) and the NH Small Business Development Center (SBDC). NHES identifies eligible candidates, provides orientation, and accepts

people into the program. SBDC helps screen applicants to determine if their business ideas are feasible. It then provides entrepreneurial training, business counseling and technical assistance.

In CY16 NH SBDC business advisors provided 700+ advising hours while working with 87 Pathway to Work program participants in Rockingham and Hillsborough counties alone. Since the program began in 2013, advisors have provided over 2,100 hours of advising to 217 clients in the same area. Since inception, 357 Pathway to Work clients have received over 3,300 advising hours statewide. Pathway clients have started 85+ new businesses, created 120+ jobs, and created \$2.2 million in capital infusion to the economy.

The program was added to New Hampshire's existing program to assist employers and employees in New Hampshire called New Hampshire Working. Created by legislation signed in July 2013, Pathway to Work was added to the New Hampshire Working initiative to assist claimants interested in self-employment assistance. In order to sustain the Pathway to Work program, the NH SBDC applied for and has been awarded CDBG grants from the CDFA three times (in 2014, 2015, and 2016), to support the Pathway to Work program statewide.

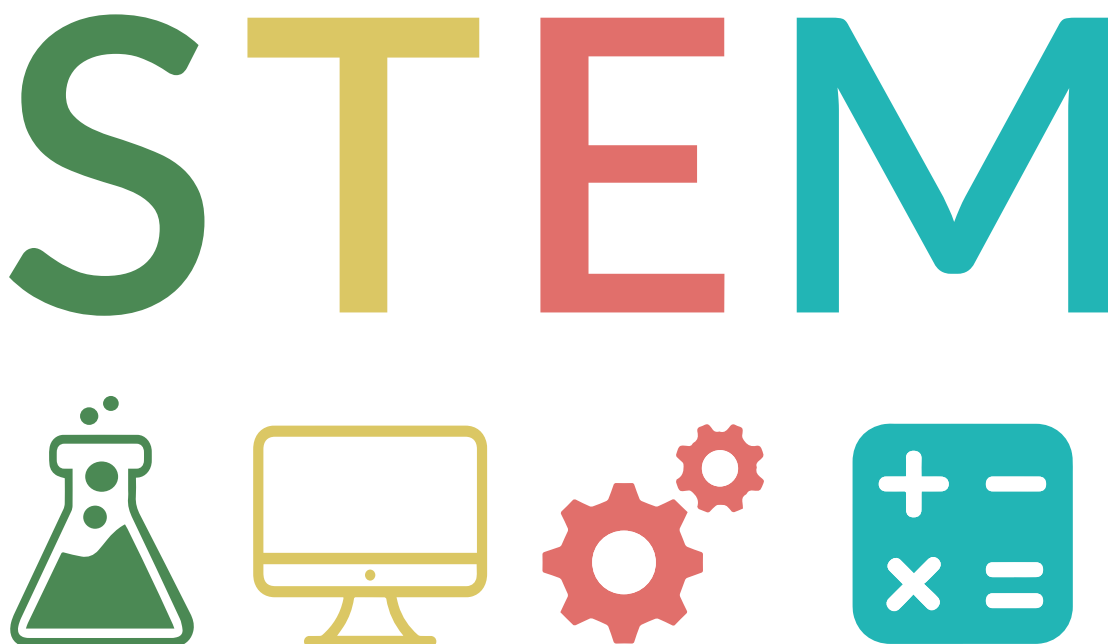
For more information on Pathway to Work, visit the NHES website at www.nhes.nh.gov/nhworking/pathwaytowork/ or www.nhsbdc.org/pathway-work-program, or email the SBDC at Jason.Cannon@unh.edu.

STEM Education

As part of her efforts to help students develop the skills and critical thinking needed for success in the innovation economy, former Governor Maggie Hassan issued an Executive Order in April 2014 creating the Governor's Task Force on Science, Technology, Engineering and Math (STEM) Education. The Task Force issued its final report in January 2015, with recommendations aimed at enhancing education and pathways in science, technology, engineering and math in New Hampshire schools.

Wanting to build on the findings of the 2015 report, former Governor Hassan issued an Executive Order in July 2015 re-establishing and adding to Governor's Task Force on STEM Education. Task force members were responsible for work with stakeholders from within and outside state government to assist in implementing the original report's recommendations, requiring collaboration between local school districts, New Hampshire's Department of Education, and STEM business leaders.

In October 2016, the Governor's Task Force released its first annual report on modernizing STEM education in New Hampshire's K-12 schools. The annual report outlines the Task Force's work implementing the recommendations from the 2015 report. The recommendations are in the core areas of:



- Strengthening STEM Foundations with a focus on: (i) establishing STEM literacy standards that include coding; (ii) alternative math pathways that would broaden options beyond the current dependency on calculus for college-bound students; (iii) increased offerings in coding and computer science and including explicit incorporating of a course in coding as a mathematics credit-earning option in one pathway; and (iv) support for strong science standards with expanded applied learning opportunities in the curriculum.

- Inspiring Students by:

- Founding a NH Math and Science Academy and alternative high schools and high school programs for students who wish to excel in STEM.
- Modernizing career and technical education to include more robust academic training and new job skill sets that will prepare students for advanced manufacturing, biotech, information technology, healthcare technologies, and other careers utilizing the extensive application of STEM.
- Initiating personal learning plans beginning in middle school that will expose students to STEM (and other) career opportunities, subsequently encouraging exploration while building students' personal portfolios of experience and reflection.

Mentoring and involving girls in K-12 STEM

- activities, increasing the numbers of young women in STEM careers in NH.

Invigorating STEM interest among K-12 students

- (especially middle schoolers) through the introduction of team-based competitions and projects that enable students to apply academic learning in interesting and exciting activities.

- Empowering Teachers by:

- Expanding options for STEM teacher training, including one credit, certificate-bearing, and badge-awarding training for a broad range of STEM educators.
- Expanding regional professional development support hubs for teachers in order to promote strong communities of STEM educators that share curriculums, pedagogical approaches, and instructional resources.

the 2016 annual report outlines the state's progress in the development of four new math pathways: the introduction of a pilot Teach Code Academy; a review of teaching credentials; the preparation of a feasibility plan by the end of the year for establishing a New Hampshire Math and Science Academy; the creation of pilot Personal Learning Plans for middle schools students; and the initiation of a STEM virtual hub for teachers, students, and parents. In addition, the task force report highlights two high priority activities establishing STEM literacy standards that include coding and adopting the new math pathways.

"The task force activities build on the existing foundations within STEM education in the state," said Ross Gittell, Task Force chair and Chancellor of the Community College System of New Hampshire. "The work described in the task force report is advancing STEM education in important ways. Over time, the strengthened K-12 pathways in New Hampshire will lead to higher postsecondary attainment in STEM and related fields, which in turn will strengthen the social and economic future of the state and its residents."

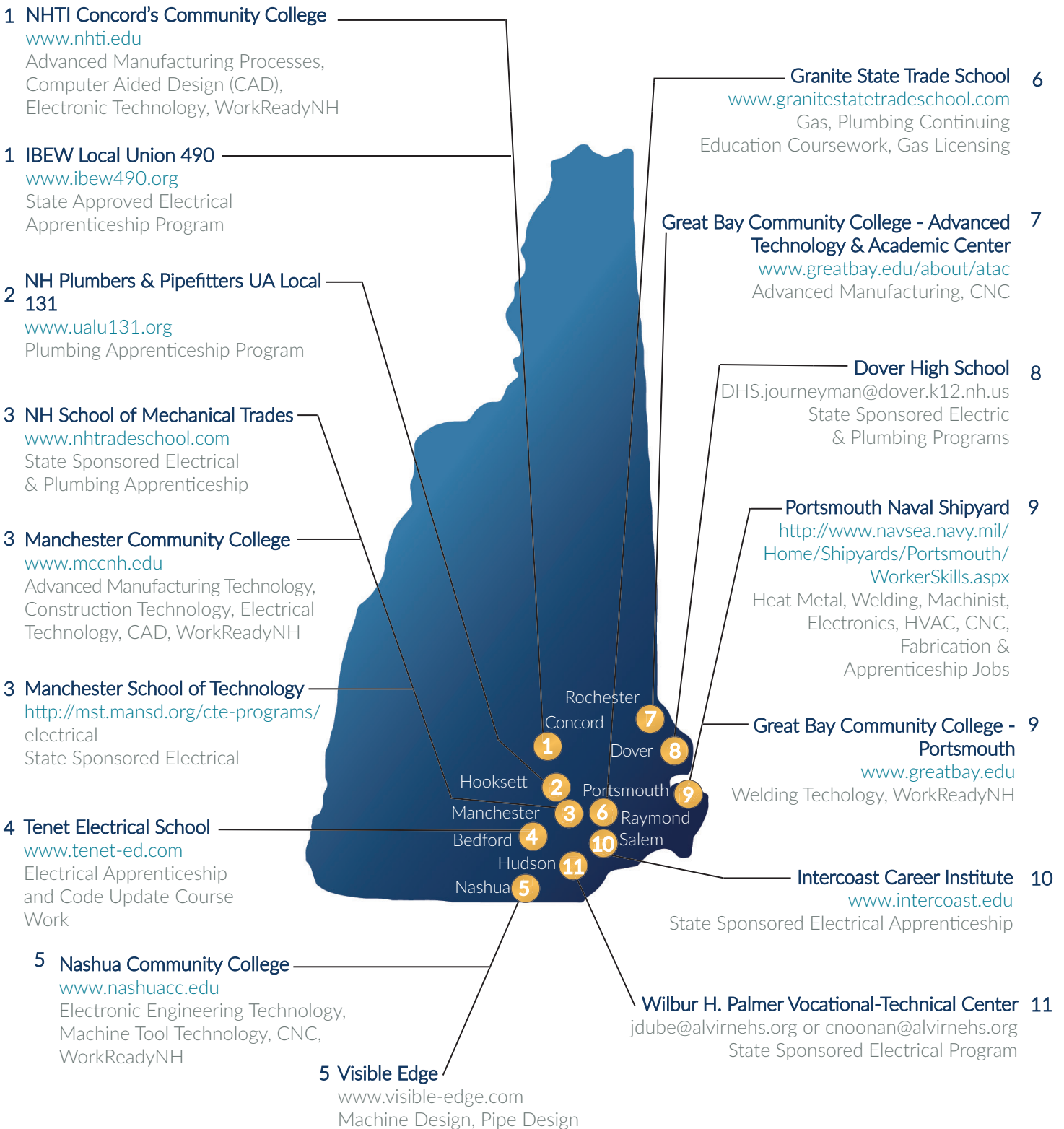
For more information on the task force and its final report, visit www.governor.nh.gov/commissions-task-forces/stem.

Sector Partnership Initiative

The New Hampshire Sector Partnership is designed to bring businesses together to identify their common workforce challenges. The Initiative is an industry-driven, statewide program offered by the NH Department of Resources and Economic Development and is designed to assist employers with finding and hiring skilled workers, as well as providing training and other services to help recruit, retain, and upskill workers. The Initiative is a collaboration of community-based organizations, education, training providers, and registered apprenticeship providers and that focuses on four industries: manufacturing, hospitality, healthcare, and information technology. www.nhworks.org/sector-partnership-initiative

Technical & Trade Training Programs

In 2012, REDC compiled a comprehensive list of technical and trade training programs available in and around southern New Hampshire, focusing our research primarily on trade programs such as electrical, plumbing, HVAC, welding, machinery, advanced machinery/CNC, and other like programs. As part of the 2015 CEDS process, REDC reviewed the most current data and updated it as appropriate. In addition to those programs on the map, two schools in the Boston, MA area, the Wentworth Institute of Technology (https://wit.edu/academics/program-finder?field_program_type=5) and the Benjamin Franklin Institute of Technology (www.bfit.edu), offer a wide array of programs and classes.



Affordable Housing

Building and retaining a vibrant workforce in the CEDS region is not possible without access to affordable housing. Affordable housing is generally understood to be housing for households with earned income that is insufficient to secure quality housing in reasonable proximity to the workplace. It is critical infrastructure for our communities as there is no wealth without jobs, and no jobs without housing. Municipalities, housing developers, and investors all have a role in creating more affordable housing in the region.

In the REDC region, affordable housing is needed for people of all income levels, including young professionals and the aging population. The Business and Industry Association of NH's Strategic Economic Plan includes an affordable housing goal which states, "New Hampshire's workforce has access to diverse, attractive housing options that are affordable to the full range of incomes for working men and women throughout the state. New Hampshire's future workforce will continue to move elsewhere for jobs if low-to-moderate income housing options in New Hampshire are not available."

Workforce housing implies an expanded understanding of affordable housing because it is commonly targeted at essential workers in a community, such as police officers, firefighters, teachers and medical personnel. Workforce housing may also be targeted more generally at certain income levels regardless of type of employment, with definitions ranging from 50% to 120% of Area Median Income.

According to the Workforce Housing Coalition of the Greater Seacoast, the REDC region is one of the least affordable regions in the country because many workers cannot afford to live in the communities in which they work. Those who cannot afford to live in the area often move away, leaving employers unable to hire and retain the workers needed to sustain and grow the regional economy.

Case Study – Portsmouth

The Portsmouth Housing Authority is researching redevelopment options for the 124-unit public housing complex known as Gosling Meadows, built in 1959. The goal is to have the affordable housing better serve residents and potentially generate revenue for the city,

as well as enable the Portsmouth Housing Authority to address the shortage of affordable housing in the city. The redevelopment options being explored include doubling the amount of units, adding commercial development with housing on upper floors, expanding green and civic spaces, and creating market-rate housing. Commercial space could include a health clinic or classroom space that provides classes held by community colleges in the region. Gosling Meadow residents are participating in the research, and have asked for more services in the complex to serve adults and youth.

Workforce Housing Coalition of the Greater Seacoast

The Workforce Housing Coalition of the Greater Seacoast (WHC) of New Hampshire and Maine serves the community at all levels by being a proactive voice and by bringing parties together to ensure the professional workforce is able to live in the community in which they work. Their mission is to ensure the development of a range of housing options for the diverse workforce of the greater seacoast region of New Hampshire and Maine.

They educate, advocate, and engage the community on the importance of diversified, accessible and quality housing for professionals. Methods in which they do this include: Video Modules, Annual Charrettes, Community Liaison, and the Housing Resource Guide.



Over the past year, the Workforce Housing Coalition held two charrettes, one in September in Kennebunk, Maine and one in October at the Gosling Meadows Recreation Center in Portsmouth, New Hampshire. Additionally, the Greater Seacoast Housing Summit was held in November, which was a cooperative effort of the WHC, the Business and Industry Association (BIA), and the seven Seacoast chambers of commerce. The summit focused on addressing challenges and solutions for attaining affordable housing.

Finally, the 2016 Housing Resource Guide was released, which is available on their website, along with charrette reports, newsletters, and news on workforce housing. www.seacoastwhc.org

NeighborWorks® and Affordable Housing in Southern NH

NeighborWorks® Southern New Hampshire (NWSNH) leads the reinvestment and reinvigoration efforts in neighborhoods throughout Manchester and have expanded community development focus to towns in the Southern New Hampshire region, including the city of Nashua. They work with individuals and families, educating them on the home ownership process, building financial assets, achieving greater economic security, overcoming poverty, and becoming involved to in preserving the quality of their neighborhood. In addition, multi-family apartments provide quality housing at a stable price.

NWSNH has helped thousands of people break the cycle of poverty and improve their financial stability through either home ownership or providing quality affordable rental housing.

Londonderry, NH

NeighborWorks® Southern New Hampshire's involvement in Londonderry's affordable housing shortage began in 2005, when Executive Director Robert Tourigny joined the Londonderry Housing Task Force, and advised residents of the benefits of including affordable and workforce housing in their long-term plans.

"Today, we have a housing problem far different from when we [NWSNH] were founded," Tourigny said in 2005 to a room of Londonderry residents. "In fact, it's

no longer a city problem, it's a regional problem. And the challenge isn't removing slum and blight, it's maintaining a housing inventory that is affordable to local citizens," he continued.

At the time, affordable, workforce housing in Londonderry was limited at best. Only 13% of single family homes in Londonderry would be affordable to those making less than the average salary in the town. That means any family making less than \$100,000 – including the average teacher, police officer or firefighter – would have difficulty finding affordable housing where they work, forcing them to commute from out of town.

This task force worked on studying the benefits of affordable housing initiatives, and possible sites for such an initiative, for the better part of four years. Following that study, the town of Londonderry passed a Workforce Housing Ordinance, designed to encourage more affordable housing developments within the community. This, accompanied by the state's Workforce Housing Law, opened the door for a workforce housing initiative in Londonderry, led by Tourigny and Jennifer Vadney, NWSNH Neighborhood Development Manager.

Over the next four years, the organization considered several sites for a new development, and after extensive negotiations, in 2013 the lot at 65 Whittemore Road, Londonderry, previously known as 404 Mammoth Road, was purchased and funding for the organization's largest initiative to date was secured.

The 78-unit development marks Londonderry's first workforce housing initiative, and is providing housing at an affordable rate for the teachers, police officers, firefighters, and other workers of Londonderry. The development includes a community center, townhouse-style units, dedicated gardening beds, and green, open space for residents.

The two- and three-bedroom, townhouse-style apartments are available to individuals and families whose total income is between 50 and 60 percent of the area median family income. For a family of four, for example, the total income would be at least \$50,900 but below \$61,080. The monthly rent for an apartment ranges from \$975 to \$1,210, including heat and hot water.

"The Townhomes at Whittemore Place is the culmination of nearly 10 years of collaboration in the Town of Londonderry," says Robert Tourigny, Executive Director



The Townhomes at Whittemore Place is a 45-unit workforce housing development located at 65 Whittemore Road in Londonderry, which was completed in August 2015. The second phase of this development is estimated to begin in the summer of 2017, and will yield an additional 33 units of affordable rental housing, making it the largest development in NeighborWorks® Southern New Hampshire's portfolio of properties.

of NeighborWorks® Southern New Hampshire. "All the units were fully occupied within a month of the opening of the project, and I think that is a testament to how strong the demand is for this type of housing in Londonderry."

Partners in the project include: John S. Jordan Design (architect); Hayner/Swanson Inc. (civil engineer), Sheehan Phinney (counsel), and Gary Chicoine Construction Corporation (construction contractor). Financing for the first phase included: Raymond James, Eastern Bank, Federal Home Loan Bank of Boston, and New Hampshire Housing.

SB146 – Accessory Dwelling Units

In March, 2016, Governor Hassan signed Senate Bill 146, New Hampshire's Accessory Dwelling Unit (ADU) law, which took effect on June 1, 2017. Under the new law, an "accessory dwelling unit" is defined as a residential living unit that is within or attached to a single-family dwelling, and that provides independent living facilities for one or more persons, including provisions for sleeping, eating, cooking, and sanitation on the same parcel of land as the principal dwelling unit it accompanies.

The intent of the law is to provide for the growing need of more diverse, affordable housing opportunities in the state; enable adult children to provide semi-independent living arrangements for aging parents; the need for independent living space for caregivers for the elderly and disabled citizens; the need to increase the supply of affordable housing without the need for more infrastructure or further land development; integrating affordable housing units into the community; and, provide elderly citizens with the opportunity to live in a supportive family environment with both independence and dignity.

The new ADU law requires municipalities to allow internal or attached accessory dwelling units in all zoning districts where single-family dwellings are permitted. It establishes in-state law that an internal or attached ADU is part of single-family use of a parcel, not a separate use. The law also gives municipalities the option of permitting detached ADUs, which is an accessory dwelling in a building not attached to the primary single-family dwelling, such as in a garage, barn, or other separate structure. A municipality which adopts a zoning ordinance that regulates ADUs must allow one ADU for any single-family unit as a matter of right, or by conditional use permit, or by special exception in all zoning districts that permit single-family dwelling.

In response to the ADU law, the Rockingham Planning Commission has developed an Accessory Dwelling Unit Model Ordinance to assist local Planning Boards. www.rpc-nh.org/application/files/6914/7560/2274/RPC_ADU_Model_Ordinance_201601004.pdf

In addition, the NH Office of Energy and Planning has prepared a technical bulletin, titled Planning for Accessory Dwellings, www.nh.gov/oep/planning/resources/documents/planning-for-accessory-dwellings.pdf

Micro-apartments

The micro-living concept has come to New Hampshire with the development of micro-apartments in downtown Manchester. The apartments measure between 280 and 410 square feet and provide sitting space, sleeping space, bathroom, and a kitchenette. The units are designed to appeal to a younger workforce in need of affordable housing. Common areas feature a café, social and workspaces, and a fitness center. The city of Portsmouth is also considering permitting micro-apartments as part of redevelopment of former manufacturing buildings, and on top of commercial or office buildings in the city's downtown.

Sustainable Living

Water Quality in NH's Great Bay Watershed

New Hampshire's Great Bay Estuary encompasses more than 13,000 acres, supporting a unique ecosystem of both freshwater and saltwater species. The Piscataqua River brings salt water from the Atlantic Ocean into the bay with the tides, creating critical habitat for fish, shellfish, and birds, in addition to scenic beauty and recreational opportunities. In recognition of Great Bay's beauty, diversity, and productivity, the US EPA has afforded special protection to it as one of only 28 "estuaries of national significance."

Seven rivers flow into Great Bay, carrying pollution from 42 New Hampshire and 10 Maine communities. In 2008, the NH Department of Environmental Services designated the Great Bay Estuary as an "impaired" waterbody that does not meet the state's water quality standards. As a result, several communities in the REDC region are undertaking costly infrastructure

improvements required by federal and state regulators to improve and protect water quality in the Great Bay watershed. The communities of Exeter, Newfields, Newmarket, Portsmouth, Durham, Dover, and Rochester are making substantial infrastructure improvements, including retrofitting existing municipal wastewater treatment plant systems and/or building new treatment plants, replacement and rehabilitation of existing sewer systems, and correcting combined sewer overflow systems.

Economic development in the REDC region relies on a healthy natural environment coupled with strong and resilient communities. The challenges posed by improving and protecting water quality will influence public and private sector investment in the region in the coming years.

Groundwater Issues

Threats to groundwater quality have been in the forefront for many municipalities in the CEDS region this past year. Residents, businesses, and municipal officials in Brentwood, Kingston, Hampstead, Merrimack, Litchfield, Londonderry, Salem, Portsmouth, Rye, Greenland, Newington, North Hampton, Salem, and the Pease International Tradeport have been meeting with state and federal regulators and legislators to address concerns about threats to public health posed by contaminants present in drinking water supplies. Contamination sources include landfill leachate, manufacturing compounds, and fire retardant chemicals.

Testing conducted by regulators, ongoing in many of the communities, has identified several compounds in groundwater and drinking water supplies that pose a threat to human health. Contaminants have been identified in both public drinking water supplies and private wells, and include arsenic, manganese, and several kinds of perfluorochemicals, referred to as PFCs.

The NH Department of Environmental Services (DES) is working closely with



community leaders and residents. Current information on water quality testing is available via the DES website, www.des.nh.gov/organization/commissioner/pfoa.htm

MS4 Permitting

In January 2017 the US EPA issued the 2017 New Hampshire Small MS4 General Permit. MS4 is the term used to identify a Municipal Separate Storm Sewer System. EPA defines MS4 as, “a publicly owned conveyance or system of conveyances from ditches, curbs or underground pipes that divert stormwater into the surface waters of the state.” According to EPA, 83% of the surface water quality impairments in New Hampshire are primarily due to polluted stormwater runoff entering surface water. Stormwater created by rain and melting snow flows over roads, parking lots, and yards, collecting heavy metals, bacteria, and other pollutants, then carrying those pollutants into the region’s water supply. www.des.nh.gov/organization/divisions/water/stormwater/ms4.htm

In the REDC region, most municipalities are subject to these new MS4 permit requirements. The permit requires municipalities to enact six minimum control measures: public education and outreach, public involvement and participation, illicit discharge detection and elimination, construction site stormwater control, post-construction stormwater management, and good housekeeping and pollution prevention. Communities are required to report to EPA annually on minimum control measures undertaken.

In the REDC region, there are a number of organizations prepared to assist municipalities with complying with MS4 permit requirement, including the regional planning commissions, NH Department of Environmental Services, the Seacoast Stormwater Coalition, Nashua Area Stormwater Group, Manchester Area Stormwater Group, the Southeast Watershed Alliance, and the University of New Hampshire Stormwater Center. www.des.nh.gov/organization/divisions/water/stormwater/coalitions.htm

Regional Brownfields Program

Brownfields are properties that may be polluted or are perceived to be polluted, and this stigma of contamination may prevent redevelopment.

Brownfields sites exist throughout the REDC region, in every community, and represent enormous economic development potential. Properties can include closed gas stations and auto body repair shops, manufacturing mills, and commercial and industrial sites.

The USEPA’s Brownfields Program provides competitive grants to states, municipalities, tribal authorities, and regional planning and economic development organizations to support the identification, assessment, clean-up, and redevelopment of Brownfields. Cleaning up and reinvesting in these properties increases local tax bases, facilitates job growth, utilizes existing infrastructure, and alleviates development pressure on undeveloped land in the region. www.epa.gov/brownfields/brownfields-and-land-revitalization-connecticut-maine-massachusetts-new-hampshire-rhode

The REDC has received grant funds from EPA to establish and maintain a Brownfields Revolving Loan Fund (RLF) to provide low interest loans and sub-grants to conduct clean-up activities on selected Brownfields sites in the region. The RLF funds are available for cleaning up a contaminated property for redevelopment, as long as the applicant is not responsible for the contamination. Low interest loans, typically 3 percent, are available for expanding businesses, developers, non-profit organizations and municipalities. Sub-grants can be awarded to municipalities and non-profit organizations only. Eligible clean-up activities include the installation of fences and drainage systems, capping, excavation and removal of contaminated soils, and removal of drums, tanks and other sources of hazardous materials.

Working Landscape of Farms and Forests

New Hampshire’s working landscape of farms and forests represent a successful, dynamic industry integrated within New Hampshire’s communities. According the US Department of Agriculture’s 2012 Census of Agriculture, the most recent census completed, New Hampshire ranks first in the nation in the percentage of farms selling directly to consumers, 10.6%. Nationwide, the number of farms decreased by 4% between the 2007 census and the 2012 census, but New Hampshire bucked that trend by increasing the number of farms by 5% over that period. These



organizations: Seacoast Growers Association and Seacoast Eat Local. The Seacoast Growers Association manages seasonal markets in Portsmouth, Exeter, Dover, and Durham. The weekly markets run from May to October and feature locally grown food and locally made crafts from over 100 vendors and dozens of community nonprofit organizations. www.seacoastgrowers.org

Seacoast Eat Local manages winter farmers' markets in Exeter and Rollinsford and operates the Seacoast Area Mobile Market (SAMM), during the summer months, bringing locally produced food to communities not served by farmers' markets. www.seacoateatlocal.org

Farmers' markets are also held in several other communities in the region, including Salem, Greenland, Hampton Falls, Nottingham, Raymond, Epping, Newmarket, Deerfield, Atkinson and Hampstead. Community

operations offer diverse products and services to local, regional, national, and international markets. Farmland and forestland owners are stewards of nearly a half million acres in the state, representing a major influence on the region's character and quality of life.

Agritourism is a hot topic in New Hampshire, with the legislature amending state statutes to support and define this centuries-old activity of inviting visitors to participate in events and activities on working farms. There is strong interest in tourism related to agriculture, including pick your own fruit and vegetable operations, sleigh and hay rides, corn mazes, and weddings and meals served on scenic farmsteads. Municipalities and farmers will continue to work closely to manage the impacts of agritourism on communities, keeping in mind that farms have long relied on such activities to support the economics of local food production.

Farmers' markets are well established and celebrated in the REDC region year-round, thanks to two

Supported Agriculture is an opportunity for customers to develop a close relationship with an individual farm while gaining a share in the farm's harvest. Commonly referred to as CSAs, the REDC region includes over three dozen CSA farms that may provide shares of meat, fruit, vegetables, dairy, eggs, oils, bread, maple syrup, and plant seedlings.

The New Hampshire Department of Agriculture, Markets, and Food is an excellent resource for identifying and researching and agriculturally-based economic development opportunities. In addition, the Department's website provides a wide variety of economic and market information on the agriculture and forest resources in the state. www.agriculture.nh.gov

Table 1 - NEFS Sector 11 Allocation

	TAC-2016 (lbs)	Actual Landings 2016 (lbs)	% Harvested-2016	TAC-2017 (lbs)	Net Change 2016 (lbs)
Gulf of Maine Cod	82,392	75,456	92%	76,912	-7%
Gulf of Maine Winter Flounder	30,523	4,453	15%	29,992	-2%
Gulf of Maine Haddock	61,751	17,210	28%	205,068	232%
White Hake	350,213	121,913	35%	349,951	0%
American Plaice	35,789	28,662	80%	55,871	56%
Pollock	3,550,988	458,441	13%	3,542,936	0%
Witch Flounder	9,392	6,478	69%	32,055	241%
Redfish	213,139	27,670	13%	441,052	107%
Gulf of Maine Yellowtail	26,418	19,750	75%	18,916	-28%
Totals	4,362,621	762,049	17%	4,754,770	

TAC=Total Allowable Catch

Source: NH Fisheries Sector 11 Management Report

NH Fisheries

The NH Fishing Industry will complete its seventh year of the New Fisheries Management Plan FY 2016 (May 2016 – April 2017) at the end of April, 2017. In 2010 the Northeast Marine Fisheries Service (NMFS) implemented Amendment 16 to the Northeast Multispecies Fisheries Management Plan (FMP). This system included a harvesting strategy to stay under any specific Total Allowable Catch (TAC) imposed by the government for each fish stock. Since 2013 the initial allocations for all sector members (across all sectors throughout New England) has been reduced by 95%.

In 2016, as in 2015, New Hampshire fishermen caught only a small percent of the TAC. As can be seen in Table 1, NH fishermen caught 95% of their cod TAC, 80% of their American plaice TAC and 69% of their witch flounder (grey sole) TAC. However, they were restricted in their ability to catch haddock, pollock, and redfish by the small cod allocation. Our two main fisheries, commercial gillnetting and otter trawling, are multispecies techniques, meaning fishermen catch

a mix of several species at a time. It is difficult for fishermen to target individual species. For example, cod is often caught at the same time as haddock or pollock. When fishermen near their quota of cod they have to stop fishing, even though their quota for other species such as pollock and haddock are still not met.

The preliminary TAC for 2017 is similar to the initial 2016 TAC for most species. Allowable cod landings will again be quite low restricting fishermen's ability to catch other important fish. One bright spot is witch flounder (more commonly called gray sole), which is showing some signs of recovery. The TAC has been increased to 32,000. At times of the year gray sole can be targeted with limited bycatch of cod, so it is hopeful that fishermen will be able to take advantage of the increased TAC for this high value flatfish.

Not all fish/shellfish caught by NH fishermen are regulated under the Multispecies Fisheries Management Act. Some are managed under separate single species management plans. Three important species caught by NH fishermen are scallops, monkfish, and bluefin tuna.

Table 2 - Monkfish, Scallops, and Tuna

Common Name	Landings 2014 (lb)	Landings 2015 (lb)	Landings 2016 (lb)	Landings 2014 (dollar value)	Landings 2015 (dollar value)	Landings 2016 (dollar value)	Average Price Per Lb 2016
Monkfish		314,359	297,392		351,282	305,073	\$1.03
Sea Scallops	27,192	30,999	23,110	345,730	399,262	285,237	\$12.34
Bluefin Tuna	52,142	118,864	168,345	365,989	685,092	1,074,457	\$6.38

Source: NH Fish and Game

Table 2 shows the landings in pounds and dollar value of these three important species. Of particular note, bluefin tuna landings have increased by over 300% in the last three years with a landed value of over \$1 million in 2016. The bluefin tuna caught off the NH coast is a sub-stock of worldwide blue fin called the Western Atlantic bluefin tuna. The International Commission for the Conservation of Atlantic Tunas (ICCAT), which works with the US National Oceanic and Atmospheric Administration (NOAA) in managing the bluefin tuna stock, considers the Western Atlantic bluefin tuna a fisheries success story and the healthiest

of the bluefin tuna stocks worldwide. The increase in allowed catch of blue fin has been an important help to NH commercial fishermen dealing with the multispecies groundfish stock decline.

Unfortunately the news continues to be dark for northern shrimp. As reported in the 2016 Atlantic States Marine Fisheries Commission Annual Report, the stock has fully collapsed and has been at historic lows for the past three years. As a result there has been a moratorium on fishing for northern shrimp since 2014. Although a relatively small fishery, shrimp has been an important income source for commercial draggers.

American Lobsters

Lobsters caught in state and federal waters off of New Hampshire are part of the Gulf of Maine/George Bank stock. As reported by the Atlantic States Marine Fisheries Commission this stock is very strong with historically high abundance. As can be seen in Table 3, NH landings continue to climb both in pounds and in dollar value, contributing nearly \$30 million in landed value to the NH economy.

The high abundance of the Gulf of Maine/George Bank stock is in stark contrast to the southern New England stock which has historically low abundance. The annual report states that warmer temperature, possibly caused by climate change, is a contributing factor in the southern stock decline and northern stock increase.

Table 3 - American Lobster

Year	NH Commercial Lobster License Issues	NH Recreational Lobster License Issues	NH Landings (lbs)	Value (dollars)	Average Price per lb
2013	335	164	3,817,797	\$16,602,385	\$4.35
2014	337	159	4,374,631	\$20,750,086	\$4.74
2015	320	186	4,721,781	\$24,500,000	\$5.19
2016	328	188	5,782,190	\$29,615,772	\$5.12

Source: NH Fish and Game

Aquaculture

There are currently 21 oyster farms in Great Bay. After years of steady growth, landings were down by 11% in 2016. NH Fish and Game reported that one large farm was in the process of a sale at the end of 2016 and therefore was not selling oysters. This contributed to the slightly lower landings. Still this relatively new farming activity in NH is creating jobs and resulting in an estimated landed value of \$130,000.

The UNH Cooperative Extension, along with various university staff and faculty, continue to work with NH fishermen on other potentially viable aquaculture species including steelhead trout, mussels, and kelp.

Table 4 - New Hampshire Oyster Harvest

Year	# of Oysters	% Change
2013	81,274	NA
2014	164,965	203%
2015	207,024	125%
2016	184,832	-11%

Source: NH Fish and Game



Community Financed Solar Power

Investing in energy efficiency is a priority for many municipalities in the CEDS region. According to the New Hampshire 10-Year State Energy Strategy developed by the NH Office of Energy and Planning in 2014, municipal buildings, including schools, public safety complexes and libraries, tend to be some of the largest energy users in municipalities, and efforts to improve their efficiency saves taxpayers money. <https://www.nh.gov/oep/energy/programs/documents/energy-strategy.pdf>

As a result, community financed solar projects are on the rise in the CEDS region, with both state and local government buildings being constructed or retrofitted

to enable solar power generation. A Solar Power Purchase Agreement (PPA) allows municipalities, who cannot take advantage of federal tax programs, to enjoy the same benefits of clean solar power afforded to businesses and homeowners. Under the PPA model, a third party owns the solar energy system located on the property of a host customer, such as a local government, and sells the electricity produced by the facility to the consumer under a contract designed to provide long-term electricity costs savings. For communities, the PPA model delivers long-term energy cost savings without requiring large up-front capital expenditures.

Examples of community financed solar systems in the CEDS region include the Concord's Central Fire Station, an electric car charging station at the Raymond Town Office, Exeter High School, Exeter Wastewater Treatment Plan, East Kingston Elementary School, and NH DMV in Concord.

Tourism

Tourism has long been New Hampshire's second largest industry after manufacturing, and travel and tourism are critical industries in the CEDS region. Approximately 40 million travelers visit the state every year, generating approximately \$5.5 billion in spending. Tourism employs approximately 70,000 people and generates \$300 million in Rooms and Meals tax revenue annually.

Case Study: Oyster River Forest Solar- Lee, NH

The oyster river forest solar array is the largest project to date for revision energy and the second largest array in New Hampshire. IGS Solar financed the array and owns the system while the Town of Durham owns the site.

The array was commissioned in 2016 and consists of 14 rows of solar modules. If the project were designed as one continuous array and not a series of rows, it would span the length of 11.5 football fields. The system includes 2,100 O-Cells solar modules (each rated at 310 watts) and 24 SMA inverters (each rated at 24,000 watts).

After decades of use as a gravel pit, the site was repurposed to serve several new, long-term functions for the town, including a utility-scale solar array, a drinking water well, an aquifer recharge system and a variety of public works activities compatible with the primary uses.

The array generates 100% of Durham's municipal electric load, with the exception of the waste water treatment plant. Power in excess of the town's needs supplies some of the electric load for the Oyster River Cooperative School District.

The Town of Durham secured the array through a Power Purchase Agreement (PPA) between ReVision Energy and IGS Solar. Through the terms of the PPA, the Town of Durham benefits from clean, solar power at no upfront cost. The project also benefited from a grant awarded by the New Hampshire Public Utilities Commission.

The state's tourism agency delineates seven tourism regions in New Hampshire, and two of these regions, the Seacoast Region and the Merrimack Valley Region, include CEDS communities. The NH Travel and Tourism Department reports international tourism growth is outpacing domestic growth in New Hampshire and other New England states. Travelers from the United Kingdom, Canada, Germany, France, Italy, and Japan are visiting the state, with Australian and New Zealand travelers seen as emerging markets. <http://www.visitnh.gov/>

The 2017 Annual Governor's Conference on Travel and Tourism featured sessions on creating culinary-oriented destination, attracting more cultural tourism, and discussion on how the industry can adjust to changing weather patterns. Industry experts reported that unpredictable weather and competition from neighboring states are the biggest threats to this critical New Hampshire industry.

Hampton Beach

In the summer of 2012, The New Hampshire Department of Resources and Economic Development (DRED) and Hampton Beach Area Commission celebrated the completion and opening of several major upgrades and renovations at key sites along the bustling beach area. The improvements included a new visitor's center, office spaces, restroom facilities, lifeguard towers, and an entertainment area (clamshell type) all in the location of the former Seashell Complex. In addition, there are new outdoor shower facilities and a covered sidewalk in the same area. The plans also included creating two new restroom facilities on the beach: one located near the Monument/Ashworth Hotel and the other near Haverhill Avenue.

However, the Hampton Beach Area Commission is not done with recommendations for improvements. One of the purposes of the Beach Commission (established by state law in 2003) is to consult and advise the state and town of Hampton on implementation strategies for the Hampton Beach Area master plan, including capital improvements and economic development. In 2015, the group, working with the NH Department of Transportation, began the process of updating the transportation section of the decade-old master plan. The focus of the work was to:

- Update transportation components of the 2001, 5-year Master Plan;

- Evaluate and update recommendations in the 2001 Master Plan relative to transportation issues; and
- Advance preferred alternatives toward implementation.

NH DOT and the Beach Commission held two sessions, one in June 2015 and the second in October 2015, in attempts to gain public input on transportation updates necessary to the plan. The group presented design alternatives and options for both Ashworth Avenue and Ocean Boulevard, along with parking recommendations and street furnishings at the October meeting.

Currently, NH DOT and its consultant, VHB, are looking at the proposed alternatives to determine which are feasible from both a construction and economic standpoint. They are refining cost estimates and considering funding options. The DOT expects to finalize its recommendations and present the information to the Beach Commission within the next year. Final recommendations will be incorporated into the updated Hampton Beach Area Master Plan, which will be adopted by the HBAC and will serve to guide future transportation investments in the beach area.

For more information on the Hampton Beach Master Plan update project, please visit www.planhamptonbeach2015.com



The New Hampshire Coastal Byway

Cultural and Recreational Amenities

History, recreation, and the arts are vital contributors to economic development in the CEDS region. Communities are vested in promoting and celebrating the visual and performing arts, centuries of local history, and the myriad of year-round recreational opportunities available to residents and visitors. Community-focused cultural and recreational highlights include:

- Great Bay Discovery Center Kayak Trips: Great Bay Discovery Center naturalists lead a variety of weekly kayak trips during the summer months, including sunset birding trips, river explorations, and a new science of the bay program that focuses on a different aspects of Great Bay's ecology. www.greatbay.org
- The Robert Frost/Old Stagecoach Scenic Byway connects the towns of Atkinson, Hampstead, Chester, Auburn, and Derry, and is designed to celebrate and interpret the historic Boston-Haverhill-Concord Stage Coach route, as well as the New England landscape featured in much of Robert Frost's work, including the settings of some of his most famous poems. www.snhpc.org/pdf/RFOSCBywayCMPFinal.pdf
- The New Hampshire Coastal Byway follows Route 1A and Route 1B for 22 miles from Seabrook through North Hampton, Rye, and New Castle to its northern terminus in Portsmouth. The Byway connects ten units of the State Park system, and historic resources ranging from colonial villages and gilded era mansions to World War II coastal fortifications. www.nh.gov/dot/programs/scbp/tours/documents/coastal.pdf
- The American Independence Byway winds 21 miles through Exeter, Hampton, Hampton Falls, and Kensington and interprets the colonial history of some of the earliest settlements in New Hampshire and the nation. www.nh.gov/dot/programs/scbp/tours/documents/independence.pdf
- The Millspace in Newmarket is a non-profit civic space in the historic Newmarket mill building, established to increase the quality and variety of educational and community-oriented arts programs. Events include film screenings, alternative craft fairs, musical performances, and an exhibit gallery. millspace.org/about
- City Arts Nashua is a non-profit, volunteer arts organization promoting the visual and performance arts in the city. Programs include ARTventures: Nashua, a public art program that facilitates temporary art projects, performances, and special events designed to enhance a pedestrian friendly environment for shopping, dining, and culture in Nashua's downtown. www.cityartsnashua.org
- 3S Artspace in Portsmouth is a 501c3 nonprofit alternative arts organization that combines flexible performance space, non-commercial gallery, and a restaurant. 3S is dedicated to presenting and supporting bold, emerging art and entertainment, and cultivating an informal space for the exchange of ideas and creativity. www.3sarts.org

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Changes in the Region

Since the publication of the 2016 CEDS update, new demographic and economic data for the region, state, and country has become available. The purpose of this section is to provide an annual update of the best available data, which generally is no more than one to two years old, depending on the source. In addition, the new data has been incorporated into the appropriate data tables found in the Appendix. Specifically, updated or supplementary information had been added in the areas of population, housing price data, rental data, foreclosures, employment, unemployment, wage data, employment reductions from layoffs, property valuations and tax rates, and per capita income. A new section on poverty in the region is also included in the 2017 update. This information is summarized in narrative form below.

Population Counts

The NH Office of Energy and Planning (NH OEP) publishes population estimates for New Hampshire cities and towns on an annual basis. Since the 1980 census, a dwelling unit method has been used by NH OEP in the 37 communities with a 1980 population of 5,000 or more. In all remaining communities, from 1980 to 1986, a method of employing resident tax data was used to generate the population estimates. However, beginning with the 1987 estimates, some communities discontinued the resident tax, which forced NH OEP to find different methodologies in these communities. This change affects the comparability of the estimates in such communities.

Results of the dwelling unit and other methods are converted to population estimates based on current person-per-household data. As such, these are not enumerated counts as compared to the census, but annual estimates based on building permits. The results are calibrated to the U.S. Census counts of housing units in decennial census years. New population estimates are typically available in the summer or fall of the following calendar year. At the time of writing this document, the NH OEP 2015 population estimates are the best available information.

The 2015 estimates are provided in Table A-1 of the Appendix. These figures are an estimate for July 2015. According to the estimates, the REDC region was home to 459,840 persons in 2015, and experienced an estimated net growth of 2,730 individuals between 2014 and 2015. There was little population growth in any of the subregions, with an annual growth rate of less than 1%. This mirrored the data for the state as well. Only two communities experienced a one-year growth rate over 2%: Greenland (2.2%) and Londonderry (2.4%).

The largest concentration of persons lives within the Western subregion of the REDC territory. In 2015, 57% of the region's citizens, or 260,085 persons, resided within the Western subregion. The Eastern and Central subregions split the remaining population, with 101,200 (22%) persons in the Eastern subregion and 98,555 (21%) in the Central subregion. The ratio of population remains unchanged from previous years.

Population Projections

The New Hampshire Office of Energy and Planning (NH OEP) is responsible for preparing population projections for the state. These projections were previously released in 2003 (for 2005-2025), 2007 (for 2010-2030), and 2013 (for 2010-2014), and are updated approximately every five years. In the fall of 2016, NH OEP published the second iteration of projections that are based upon the 2010 U.S. Census (the first published in 2013), updated using the latest interstate migration data obtained from IRS reports, updated vital records information, and NH OEP's 2015 population estimates.

The OEP projections are processed by a standard demographic, cohort-component method. This technique breaks the population into 36 age/gender cohorts. Each cohort has its own survival rate and migration rate. Fertility rates are also applied on an age-specific basis. For more information on the municipal projections, please see the report on OEP's website.

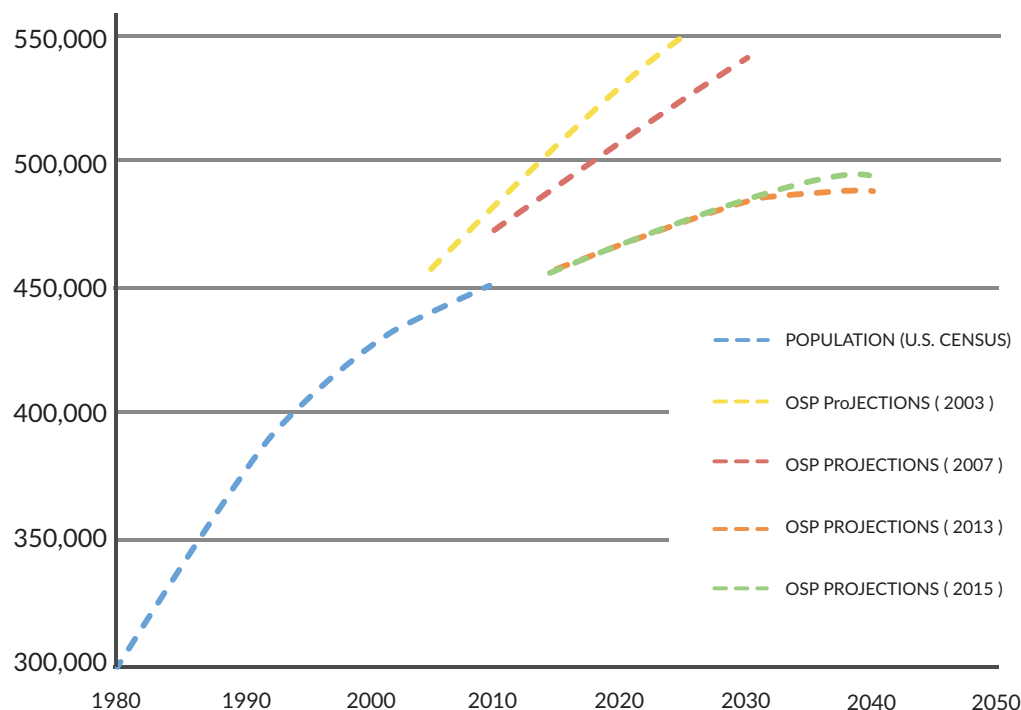
Town-by-town, county, regional, and state-wide projections are provided in Table A-2 of the Appendix. While the current projections continue to demonstrate

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a significant decrease in population and growth rate for the REDC CEDS region, than those projected in 2003 and 2007, they are slightly higher than the 2013 iteration. As illustrated in the following figure, the 2016 projections for the REDC region are similar to the 2013 projections until the year 2025. From 2025 to 2040, the current projections trend slightly higher than 2013 projections, increasing by 1.3% by 2040.

While the new projections show slightly higher populations and growth rates for the REDC region, this isn't a uniform trend. The 2016 projections for Hillsborough County decreased from the 2013 numbers, showing a flatter growth rate through 2040. Similarly, the state of New Hampshire is expected to experience a slower growth rate from 2020 to 2035, but then pick up by 2040.

Population History & Projections for CEDS Region



Source: ---

Current projections show that New Hampshire and the CEDS region will experience a significant slowdown in growth over the next thirty years, at a rate well below the national average. As shown in the table below, the population of the region between 2010 and 2040 is projected to increase just over 9%, which is a larger percent growth than that of the state. This is a reverse of the 2013 numbers, which projected the region would grow less than the state. A word of caution is in order regarding the town-by-town projections: first, these numbers are heavily influenced by

Population 2040 Projection

	2010 Population	2040 Projection	Absolute Change	% Change	Avg. Annual Growth Rate
United States	308,745,538	380,219,000	71,473,462	23%	0.8%
New Hampshire	1,316,470	1,432,730	116,260	8.8%	0.3%
CEDS Region	452,846	494,609	41,763	9.2%	0.3%

Source: U.S. Census and NH Office of Energy and Planning

past growth history which is not necessarily a reliable indicator of future growth; second, the projections are based on community's past "share" of their county's population growth, which will not be a reliable predictor of future growth in all cases. This is especially true for communities that are approaching "buildout" under existing zoning or where growth policies or other factors have changed in response to rapid growth.

Housing Counts

Starting with the 2012 data, REDC uses the American Community Survey 5-year data for reporting on housing stock estimates. Table B-1 of the Appendix lists housing estimates for 2013 through 2015 (the most recent year available).

In 2015, there were 191,543 total housing units within the REDC region, with 54%, or 103,076, of those units within the Western subregion. This correlates to the population data, discussed above. The Eastern subregion follows with 49,256 units (26%) and finally the Central subregion with 39,211 units (20%).

2015 Housing Counts

	Number of Units	% of Region	Vacancy Rate
Total # Units REDC Region	191,543		
Eastern	49,256	26%	
Central	39,211	20%	
Western	103,076	54%	
VACANT # Units REDC Region	13,115		7%
Eastern	5,695	43%	12%
Central	2,479	19%	6%
Western	4,941	38%	5%

Source: 5-year ACS / U.S. Census

What continues to stand out in the 2015 data is the higher than average percent of vacancies in the Eastern subregion when compared to the REDC region. While the Eastern subregion is the only part of the REDC region that saw a decrease in the number of vacant units in 2015, down 479 units, or 8%, it has the most vacant units in the region. It is possible that the elevated rate of vacancies in the Eastern subregion is due to the seasonal nature of the Seacoast. Coastal communities such as Hampton, New Castle, Rye, and Seabrook have higher vacancy rates than the surrounding communities. These communities experience high volumes of summer rentals and seasonal residencies, possibly contributing to a higher than average vacancy rate. However, the entire REDC region fares better than the state, which had a vacancy rate of 16% in 2015.

the state are presented in Table B-4 of the Appendix. In addition, individual community results for REDC region and counties covering the 12-month period from January 2016 to December 2016 are presented in Table B-5.

Based on the sales data across NH for 2016, the average sale price of a home (new or existing) increased when compared to 2015 values, up 4% or \$9,000. Generally, sale prices were up in 2016, but for the second consecutive year, Coos County experienced a drop in sales prices, down \$4,466, or 4%. However, Coos County experienced an anomalous increase in prices from 2013 to 2014, with volatile annual average sales prices over the past four years; therefore, the decrease in average home price is probably not attributable to one significant factor.

In 2016, the highest median sales price for all homes was once again in Rockingham County, with an average cost at \$294,000. Rockingham County also experienced the greatest one-year increase in the average sale price, up \$19,000, or 7%, from 2015. The second highest median sales price was once again in Hillsborough County at \$235,000, which is a 4% increase from 2015. Both counties in the REDC region were the only two above the state median sales price

Housing Sales and Purchase Prices

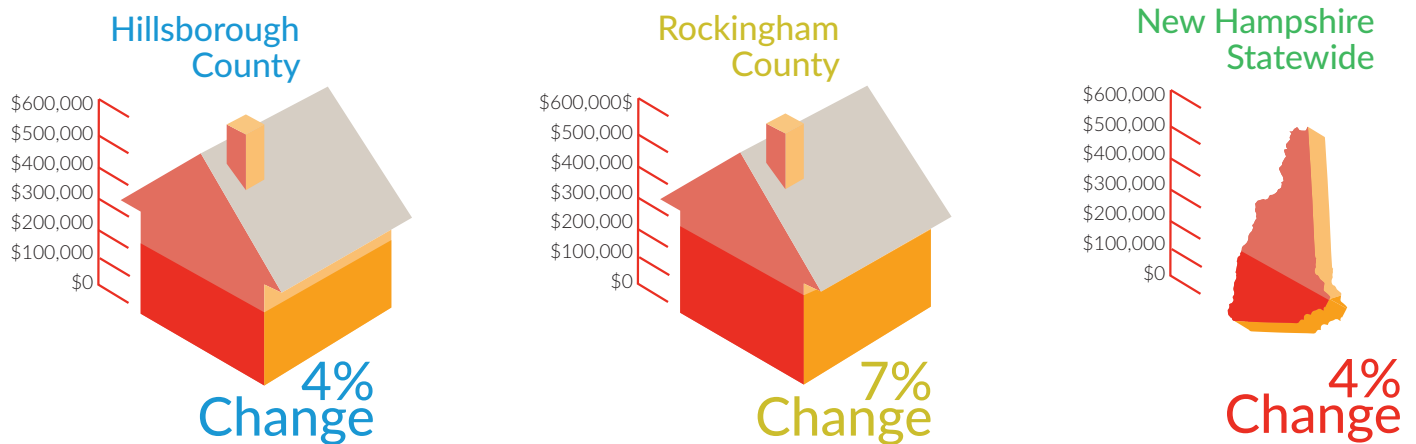
NH Housing Finance Authority (NHHFA) compiles a housing purchase price database annually for new and existing homes, condominium, and non-condominium sales. Summarized results from 2016 for all counties in

Background Conditions

of \$230,000, but with Hillsborough and Rockingham Counties contributing 54% of all home sales in the state, this is not surprising.

Overall, sale prices are up an average of 11% for the state from 2011 to 2016, with Rockingham County prices increasing 18% and Hillsborough County prices up 12% during the same period.

Average Sale Price of a home in 2016



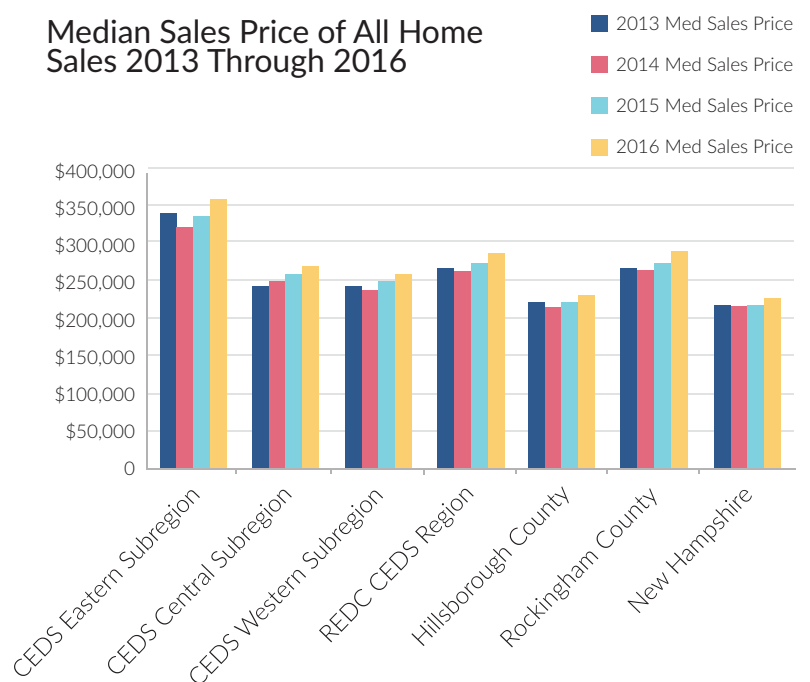
Data Source: NH Housing Finance Authority Purchase Price Database

When looking at the towns and cities that comprise the REDC region, the median transaction price for all homes in the region was \$290,610, up 5% from 2015. In 2016, the highest median price for all sales was once again recorded in the town of New Castle at \$840,000 for 29 transactions. During the same period, the lowest median price was recorded in Plaistow at \$225,000 for 144 transactions. During 2016, the average transaction price for a home sale was largest in the Eastern subregion, followed by the Central and Western subregions. At \$363,550, the average sale price for all homes in the Eastern subregion was over \$90,000 greater than the average sale price in either of the other two regions (\$273,075 in the Central subregion, \$263,008 in the Western subregion). It should be noted that calculations based on sample sizes less than 50 are considered highly volatile, and only 83% of the REDC region communities reported at least 50 sales during 2016. Additionally, the REDC regional and subregion totals are based on weighted averages of all reporting communities.

A comparison of home sale prices from 2013 to 2016 within the various subregions, counties, and the state is shown to the right. The chart shows how the average home prices have finally surpassed the peak prices from 2013.

The year-to-year change in new home prices is extremely volatile due to the small sample

Median Sales Price of All Home Sales 2013 Through 2016



Data Source: NH Housing Finance Authority Purchase Price Database

size. For example, the median new home sale price in 2016 increased 181% from 2015 in Windham; however, the sample size was only ten sales. Looking at the five-year trend from 2011 to 2016, new home sale prices were up about 32% in the REDC region and 35% for the state.

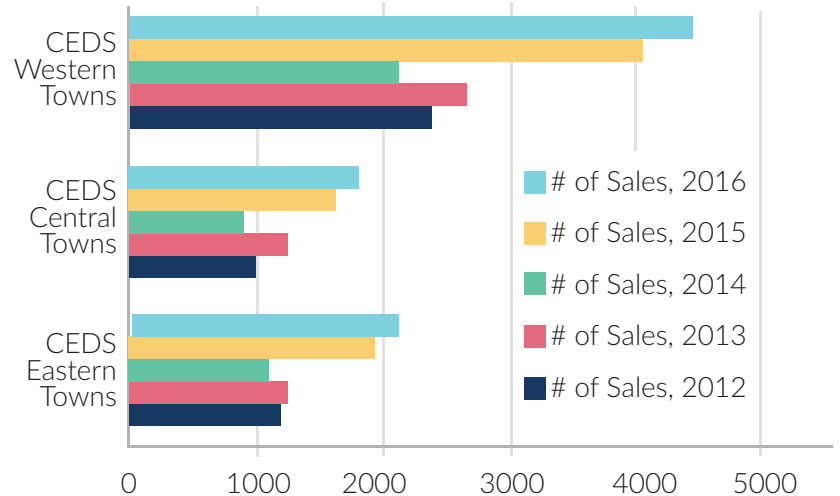
The NHHFA reports that 8,300 sales were completed within REDC region during 2016, up 9% from the previous year. The sales numbers show that the housing market is still on the rise. The total number of sales within New Hampshire increased 13% during that same period.

Looking at the REDC region, each subregion increased the number of sales of all homes about 9-10% in 2016. The Western subregion witnessed the largest increase in total sales during 2016 as compared to 2015, with total sales up 387 homes, for a total of 4,416 homes. Meanwhile, the Central subregion sales were at 1,784 homes and the Eastern subregion at 2,100 sales during 2016. A comparison of the number of sales from 2012 to 2016 is demonstrated in the graph, above.

Of the sales reported in 2016 for the REDC region, 95% (4,238) were that of existing homes and only 5% (427) were new construction. The percentage of new home sales is marginally less for the state overall, with approximately 3% of all home sales being new homes. This is slightly lower than the percent of new home sales in 2015. What is interesting to note is that during 2016, 60% of all new homes sold in the state of NH were located within the REDC region.

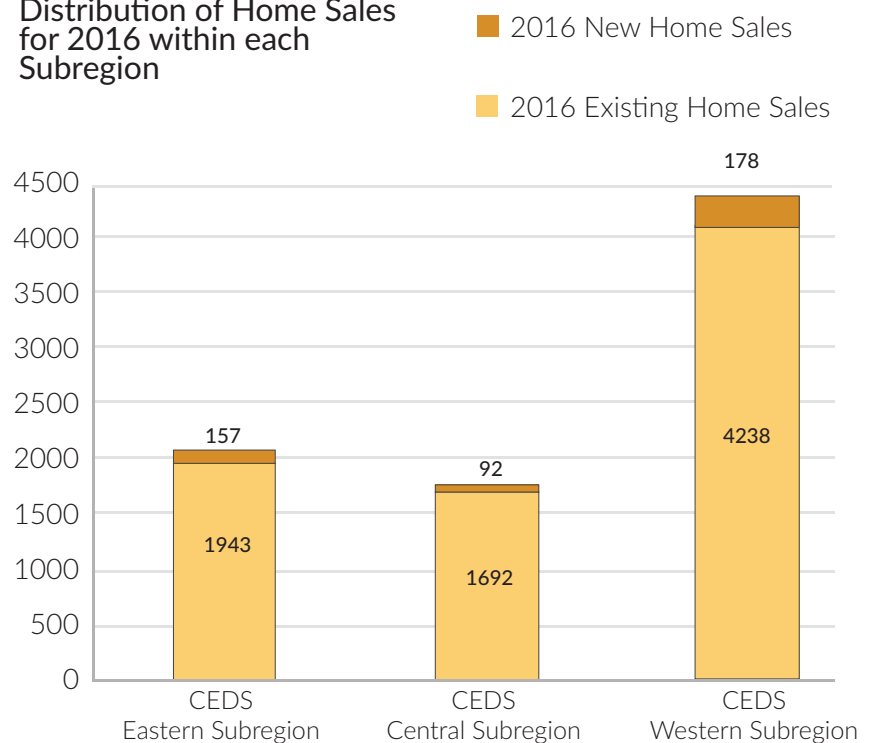
In 2016, over 50% of all home sales were made in the Western subregion, where the population is most dense. The chart below shows the distribution of each type of home sales (new and existing) that make up the total number of home sales within each REDC subregion. The Western subregion had the greatest number of sales during 2016 (4,416 sales), followed by the Eastern (2,100 sales) then Central subregions (1,784 sales), this stands to reason since the largest population and available housing stock is within the Western subregion. In all three subregions, the sale of existing homes far outpaces that of new construction. During 2016, the Eastern subregion had a larger percentage of new construction sales (7.5% new to 92.5% existing homes) when compared to the other two subregions. At 157 new homes sold, the Eastern subregion held 37% of new home sales in 2016, while it only held 25% of all homes sold in the region for that year.

Comparison of Number of Sales from 2012 to 2016



Data Source: NH Housing Finance Authority Purchase Price Database

Distribution of Home Sales for 2016 within each Subregion



Data Source: NH Housing Finance Authority Purchase Price Database

Housing Rental Prices

The NH Housing Finance Authority also collects data on the average monthly price of a rental unit. In 2016, the highest average monthly rental price was in the Eastern subregion at \$1,471 per month, with the lowest average rental in Rye at \$1,000/month and the highest in East Kingston at \$2,094/month. Monthly costs were not as high in the other two subregions. The Central subregion rates ranged from \$760/month to \$1,605/month, while the Western subregion prices ranged from \$1,004/month to \$1,411/month. The table below summarizes the average monthly rental prices for our region and the state of New Hampshire. Note that the subregion averages are calculated as an average based on only those communities reporting data within the subregion, and those communities are not the same from year to year. Therefore, a year-to-year comparison of the REDC region and subregions is not advised.

Average Monthly Rental Prices

TOWN/AREA	2012	2013	2014	2015	2016	Change from 2015-2016	
						increase	% change
CEDS Eastern Subregion Average	\$1,321	\$1,336	\$1,276	\$1,346	\$1,471	n/a	n/a
CEDS Central Subregion Average	\$1,051	\$1,042	\$1,346	\$1,104	\$1,165	n/a	n/a
CEDS Western Subregion Average	\$1,081	\$1,097	\$1,166	\$1,240	\$1,217	n/a	n/a
REDC CEDS Region Average	\$1,117	\$1,134	\$1,104	\$1,185	\$1,269	n/a	n/a
Hillsborough County Average	\$1,067	\$1,054	\$1,228	\$1,073	\$1,214	\$141	13%
Rockingham County Average	\$1,070	\$1,099	\$1,240	\$1,163	\$1,241	\$78	7%
State of NH Average	\$1,005	\$1,018	\$1,183	\$1,069	\$1,113	\$44	4%

Data Source: NHHFA

Notes: 1.) Rental prices are average as reported by each community for all rental units, regardless of size.

2.) The subregion averages are based on the average monthly rental rates for those towns reporting rates.

3.) A comparison of rental rates from year to year for the REDC region and subregions cannot be made due to the fact that the towns reporting rates are not the same from year to year.

4.) Calculations based on a sample size of less than 20 are highly volatile and not considered valid. Most communities in the REDC region have sample sizes of less than 20.

Deed Foreclosures

Real Data Corporation publishes summaries of New Hampshire real estate sales and other public records. This includes foreclosure data for both Hillsborough and Rockingham Counties and the state of New Hampshire. The table below summarizes the annual number of foreclosed deeds in the three subregions of the REDC region, as well as county- and state-wide information. In addition, Table B-7 of the Appendix lists the foreclosure data in a town-by-town format.

Deed Foreclosures in the REDC Region and State

Town/Area	2010	2011	2012	2013	2014	2015	2016	1 year change 2015 - 2016	% change 2015 - 2016
CEDS Eastern Subregion	181	152	148	102	82	76	30	-46	-61%
CEDS Central Subregion	343	273	286	210	179	124	87	-37	-30%
CEDS Western Subregion	715	556	637	550	302	275	120	-155	-56%
REDC CEDS Region	1239	981	1071	862	563	475	237	-238	-50%
Hillsborough County	1172	933	1078	766	500	481	187	-294	-61%
Rockingham County	820	680	710	507	392	299	150	-149	-50%
New Hampshire	3953	3146	3768	2796	2074	1621	746	-875	-54%

Data Source: Real Data Corp, Compiled by New Hampshire Housing Finance Authority

After an increase in the number of foreclosures in the REDC region and state from 2011 to 2012, the table demonstrates that there has been a steady decrease in foreclosures through 2016, with a significant drop over the past year. Overall, the number of foreclosures was down 61% in the REDC region from 2015, and remains well under the peak witnessed in 2010. In 2016, the largest number of foreclosures occurred in the Western subregion, which is expected since it also has the largest housing stock in the region.

Employment and Wages

Hillsborough and Rockingham Counties continue to be the hub of employment for the state of New Hampshire, even with little to no growth over the past couple of years. In 2015, the two counties combined reported 21,411 establishments, which is 46% of the state's total, adding 206 new places of employment, double the increase from 2013 to 2014. Additionally, the two counties had an average annual employment of 333,538 jobs, which is 53% of the state total. A summary of employment units (establishments), average employment, and average weekly wages by industry classification for Hillsborough and Rockingham Counties, as well as the state of NH, is found in Table C-2 of the Appendix. This table has been updated with data from 2015, the latest available from the Labor Market Information Bureau of the NH Department of Employment Security.

As in years past, in 2015, the retail trade industry (NAICS Codes 44-45) supported the largest number of jobs in Rockingham County; however, there was a slight change in Hillsborough County, with healthcare and social services (NAICS 62) holding the most employment. In Rockingham, retail supported 18% of all employment, followed by health care, which supplied 11% of employment. Manufacturing (NAICS 31-33) jobs rounded out the top three employment sectors with 10% of the available employment in 2015. Both government jobs and accommodations and food services (NAICS 72) followed closely behind with just under 10% of the county's employment. Meanwhile in Hillsborough County, healthcare supported 28,368 jobs, just over 14% of all employment during 2015, followed by retail, with just under 500 fewer jobs during that year at 14%, and manufacturing at 12.5%. There has been little variation in the types and numbers of these top categories of employment over the past few years.

Table C-3: Employers, Employment & Wages by Community in the Appendix looks at similar data for establishments, employment, and wages but at a town level rather than by industry class, for the most current two years of data. A summary of that information for the region, counties and state is provided the table, below. Overall, employers, employment, and wages all increased from 2014 to 2015. During this period, the REDC region gained an additional 5,112 jobs and 185 establishments. Additionally, the average weekly

Annual Establishments, Employment Counts, and Weekly Wages for REDC Region, Counties & State of NH

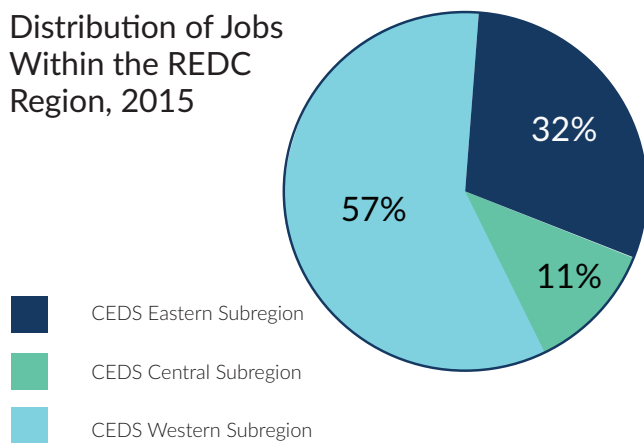
Town/Area	2014			2015		
	Establishments	Avg. Annual Employment	Average Weekly Wage*	Establishments	Avg. Annual Employment	Average Weekly Wage*
CEDS Eastern Communities	4,687	69,882	\$937	4,761	72,675	\$979
CEDS Central Communities	2,128	23,634	\$763	2,179	24,088	\$797
CEDS Western Communities	7,550	127,232	\$1,020	7,610	129,097	\$1,027
REDC CEDS Region	14,365	220,748	\$884	14,550	225,860	\$916
Hillsborough County	11,328	193,565	\$1,093	11,386	196,842	\$1,100
Rockingham County	9,877	139,972	\$968	10,025	143,650	\$999
New Hampshire	45,649	626,567	\$984	46,363	636,798	\$1,011

Data Source: NH Dept. of Employment Security, Labor Market Information Bureau

Note: These figures represent employers located within the region and not employees who reside within the region.

Background Conditions

Distribution of Jobs Within the REDC Region, 2015



Data Source: NH Department of Employment Security, Labor Market Information Bureau

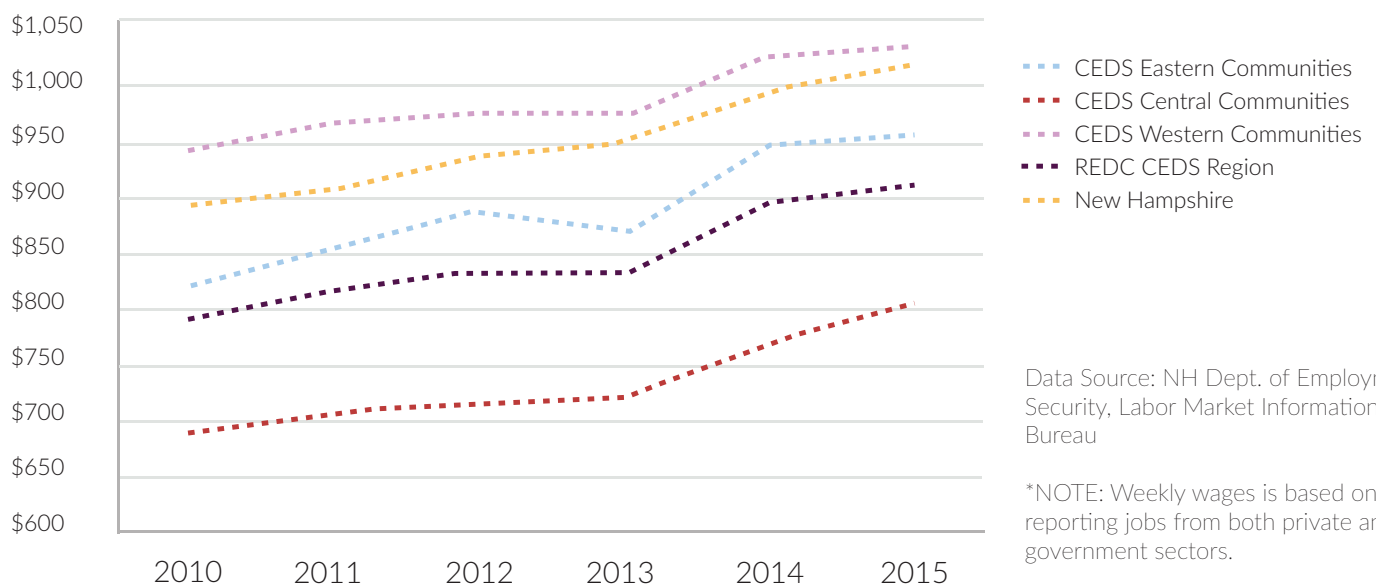
wage increased about 3.6% from \$884 to \$916 per week for the region. Once again, the Eastern subregion experienced the largest increase in jobs, growing 4% or 2,793 jobs from 2014 to 2015, while the Central subregion experienced the greatest percent increase in places of employment, growing at 2.4%, or 51 new establishments. The Eastern subregion added the most establishments at 74 (a 1.6% increase) between 2014 and 2015. The Western subregion continued to pay the highest average weekly wage at \$1,027/week in 2015, but both the Eastern and Central subregions saw the greatest jump in wages, both increasing 4.5% year over year. Although the Central subregion closed the gap in weekly wages, those communities still made an average \$230 or 29% less than the Western communities. More on wages below.

The 42 communities that make up the REDC region contain 35% of all New Hampshire jobs. The large majority of those jobs (57%) are within the Western subregion, followed by 32% in the Eastern subregion and 11% within the Central subregion. The distribution of jobs, measured in percentages, has not changed for the past several years.

Tables C-3 and C-5 in the Appendix include weekly wage information in addition to the employer and employment data already discussed. The Appendix tables show changes in numbers of employers, employees, and average wages from 2014 and 2015. Although we present the data for each community within the REDC region and summarized by CEDS subregion, it should be noted that some data is suppressed in smaller communities or where a single employer makes up more than 80 percent of the collected data. This means that the subregional totals do not always add to the county totals. In addition, the wage information for the subregions and the region is an average of the individual town data, not a true average of all wages.

Although the REDC region is doing fairly well in terms of employment and wages, on a whole, the region makes less than the state average wages. Only the Western subregion continues to have an average weekly wage above that of the state, yet even then, only three of the nine communities comprising the region are above the state's \$1,011/

AVERAGE WEEKLY WAGES BETWEEN 2010 AND 2015



Data Source: NH Dept. of Employment Security, Labor Market Information Bureau

*NOTE: Weekly wages is based on all reporting jobs from both private and government sectors.

week average. In the Eastern subregion, only five of 16 communities are above the state average, and in the Central subregion, only one of the 17 communities is above the state average wage. At \$916/week, the REDC region's average weekly wage is approximately 9% less than the state average.

The chart on lower page 46 outlines the average weekly wages for the region and state for the most recent six years of data, from 2010 to 2015. Since 2010, wages in the REDC region and state have increased roughly an average of 3% per year. Within the REDC region, the highest average wage rate in 2015 was in the town of North Hampton at \$1,970/weekly, followed closely by Merrimack at \$1,703/weekly. The lowest average weekly wage during 2015 was for employees in the towns of Deerfield at \$628/week and Epping at \$630/week.

Employment Projections

The NH Employment Security Economic and Labor Market Information Bureau (ELMI) provides employment projections for both industry and occupation. REDC reported on the most recent projections for both Hillsborough and Rockingham counties (2012-2022) in the 2015 CEDS. In February 2017, the long-term projections for the state were updated and are based on estimated data for 2014 and project out ten years to 2024.

Over the ten-year period from 2014 to 2024, total employment in New Hampshire is expected to grow by 7%, with the estimated number of jobs growing from 677,951 to 725,244. This is down from the 10-year projections listed in the 2015 CEDS, where NH was expected to have an increase of over 10% in the 10 years starting in 2012, and 736,999 jobs by 2022. A similar slowdown is also projected for the U.S., with a 6.5% increase in jobs by 2024 (down from nearly 11% growth predicted two years prior).

	New Hampshire Long-term Industry Projections 2014 to 2024	2014 Estimated	2024 Projected	Change	Percent Change	Average Annual Growth
	Total Employment	677,951	725,244	47,293	7.0%	0.68%
22	Utilities	2,321	2120	-201	-8.7%	-0.90%
51	Information	12,019	11,808	-211	-1.8%	-0.18%
31-33	Manufacturing	66,452	65,529	-923	-1.4%	-0.14%
11	Agriculture, Forestry, Fishing, and Hunting	1,989	2041	52	2.6%	0.26%
48-49	Transportation and Warehousing	15,782	16072	290	2.8%	0.27%
	Government	38,913	40,311	1,398	3.6%	0.36%
61	Educational Services	62,811	65,363	2,552	4.1%	0.40%
55	Management of Companies and Enterprises	8,180	8,515	335	4.1%	0.40%
21	Mining	534	557	23	4.3%	0.42%
44-45	Retail Trade	94,410	98,818	4,408	4.7%	0.46%
81	Other Services (except Government)	26,579	27,893	1,314	4.9%	0.48%
	Self-employed and Unpaid Family Workers	52,417	45,113	2,696	6.4v	0.62%
23	Construction	23,202	24,693	1,491	6.4%	0.62%
42	Wholesale Trade	27,123	28,912	1,789	6.6%	0.64%
53	Real Estate, Rental, and Leasing	683	7,298	461	6.7%	0.65%
72	Accommodation and Food Services	55,962	59,928	3,966	7.1%	0.69%
52	Finance and Insurance	28,823	32,553	2,730	9.5%	0.91%
71	Arts, Entertainment, and Recreation	11,013	12,170	1,157	10.5%	1.00%
54	Professional, Scientific, and Technical Services	32,443	36,656	4,213	13.0%	1.23%
56	Administrative, Support, and Waste Management Services	32,982	38,239	5,257	15.9%	1.49%
62	Healthcare and Social Assistance	87,159	101,655	14,496	16.6%	1.55%

1 Employment for public schools and colleges is included in sector 61, Educational Services

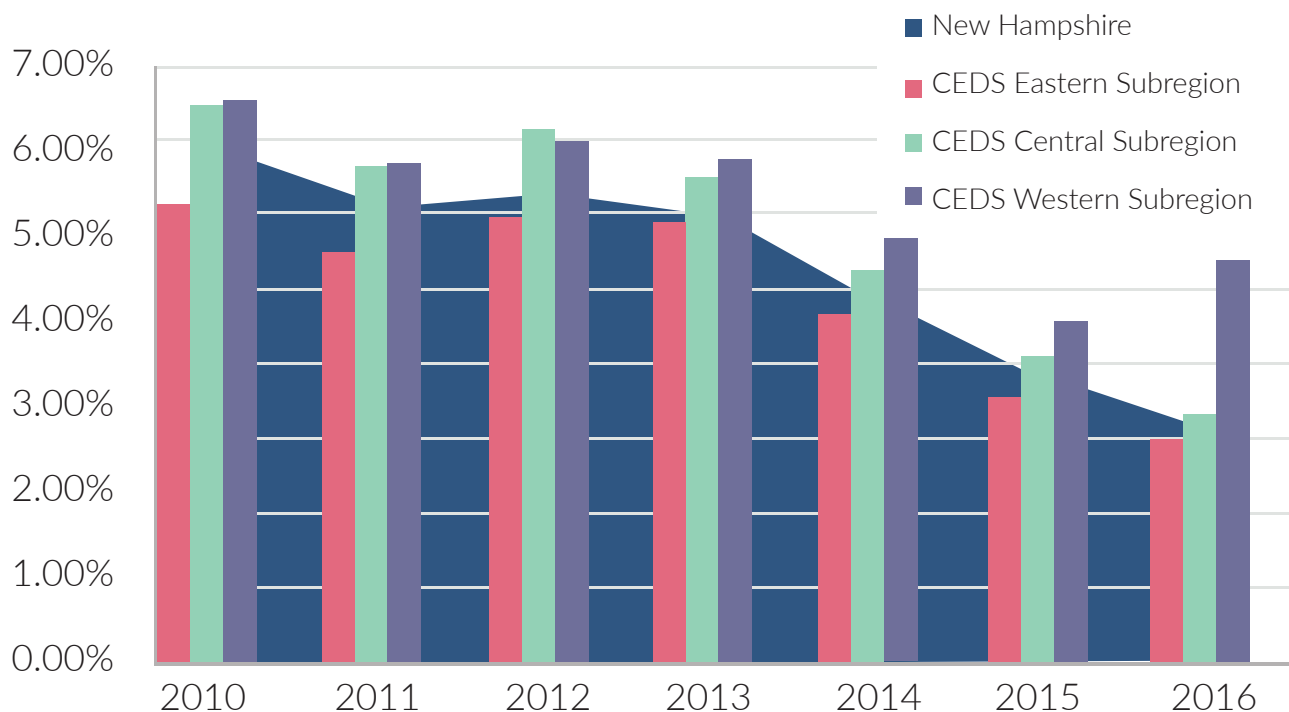
2 Employment at the State Hospital is included in subsector 622, Hospitals

Data Source: Economic and Labor Market Information Bureau, New Hampshire Employment Security

Unemployment Rates and Trends

Table C-4 in the Appendix includes annual unemployment data from 2006 through 2016 for each of the REDC region municipalities. For the fourth year in a row, annual employment rates were down across the state and region. In 2016, unemployment rates hit a 10-year low, with the average unemployment rate at 2.9% for the REDC region, down 0.8 points from 2015. The lowest average unemployment rate for 2016 was in the Eastern subregion (2.7%) and highest in the Western subregion (3.3%). A graphic representation of the recent decline in unemployment rates is below. Note that the regional and subregional data is an average of the individual communities and not an average based on population, therefore it is not a true weighted average. The chart outlines that only the Eastern communities consistently experience a lower unemployment rate than that of the state. Yet, in recent years, the Central subregion has closed the gap, with only a 0.1% difference in 2016. And, as it has been for the previous several years, the state of New Hampshire has an annual unemployment rate (2.8%) lower than both Hillsborough (3.0%) and Rockingham (3.0%) Counties.

Annual Unemployment Rates



Data Source: NH Dept. Employ. Security - Economic & Labor Market Information Bureau

*Rates not seasonally adjusted.

In addition to reviewing unemployment data on an individual community basis, the CEDS also reviews information based on the various NECTA through its region, (the U.S. Office of Management and Budget (OMB) uses the term NECTA, New England City and Town Area, which is a geographic and statistical entity for use in describing aspects of the New England region of the United States). As reported in the 2015 CEDS, the OMB changed the composition of the NECTAs in 2014. Unfortunately, this means that a direct year-to-year comparison is not always possible. With respect to the REDC region, the only two NECTAs that did not change in composition are the Pelham Town, Lowell-Billerica-Chelmsford MA-NH NECTA Division and the Salem Town, NH Portion, Lawrence-Methuen-Salem MA-NH NECTA. Additionally, the Manchester NH NECTA, Nashua NH-MA NECTA, NH portion and Portsmouth NH-ME Metro NECTA remain part of the REDC region, with minor composition changes.

As highlighted in the table, below, all the regional NECTAs showed a decrease in annual unemployment from 2015 to 2016, ranging from 0.5 to 0.8 points, continuing a five-year trend of decreasing rates. For the third year in a row, the highest unemployment rate was found in the Pelham Town portion of the Lowell-Billerica-Chelmsford MA-NH NECTA. Yet even at a rate of 4.0% annual unemployment in 2016, the Pelham, NH NECTA was still less than the national annual unemployment rate of 4.9%. The Portsmouth NH-ME Metro NECTA, NH portion remained the strongest subarea with an annual unemployment rate of only 2.5% for 2015.

It appears the trend of declining unemployment rates may be slowing down. The table below outlines the monthly (not seasonally adjusted) unemployment rates for the first three months of 2017. Generally, the rates within the REDC region have been flat from January to March 2017, and are slightly up when compared to the same period one year ago. What is of note is that the U.S. average unemployment rate is down 0.5 points in the first three quarters of 2017 and 0.4 points from March 2016, closing the gap between NH and the rest of the country.

Average Annual Unemployment Rates For Redc Ceds Region NECTAs

	2014	2015	2016	1 year change from 2015-2016
Manchester NH NECTA	4.2%	3.3%	2.7%	-0.6%
Nashua NH-MA NECTA, NH Portion	4.7%	3.8%	3.1%	-0.7%
Portsmouth NH-ME Metro NECTA, NH Portion	4.0%	3.0%	2.5%	-0.5%
Pelham Town, Lowell-Billerica-Chelmsford MA-NH NECTA Division	6.0%	4.7%	4.0%	-0.7%
Salem Town, NH Portion, Lawrence-Methuen-Salem MA-NH NECTA	5.4%	4.3%	3.5%	-0.8%
Seabrook-Hampstead Area, NH Portion, Haverhill-Newburyport-Amesbury MA-NH NECTA Division	5.3%	4.3%	3.5%	-0.8%
Raymond NH LMA	4.2%	3.4%	2.8%	-0.6%
Hillsborough County	4.5%	3.6%	3.0%	-0.6%
Rockingham County	4.7%	3.6%	3.0%	-0.6%
New Hampshire	4.3%	3.4%	2.8%	-0.6%
New England	5.9%	5.0%	4.1%	-0.9%
United States	6.2%	5.3%	4.9%	-0.4%

Data Sources: U.S. Department of Labor, Bureau of Labor Statistics, NH Economic and Labor Market Information Bureau

Monthly Unemployment Rates For Regional NECTAs

	January 2017	February 2017	March 2017	Change Jan-March 2017	Change March 2016-2017
Seabrook-Hampstead Area, NH Portion, Haverhill-Newburyport-Amesbury MA-NH NECTA Division	4.1%	4.3%	4.1%	0.0%	0.4%
Salem Town, NH Portion, Lawrence-Methuen-Salem MA-NH NECTA Division	4.1%	4.3%	4.1%	0.0%	0.5%
Pelham Town, NH Portion, Lowell-Billerica-Chelmsford MA-NH NECTA Division	4.4%	4.5%	4.2%	-0.2%	0.2%
Manchester NH MetroNECTA	3.0%	3.2%	3.0%	0.0%	0.2%
Nashua NH-MA NECTA Division, NH Portion	3.5%	3.7%	3.5%	0.1%	0.3%
Portsmouth NH-ME MetroNECTA, NH Portion	2.8%	2.9%	2.8%	0.0%	0.2%
Raymond, NH LMA	3.1%	3.2%	3.0%	-0.1%	-0.1%
Hillsborough County	3.3%	3.5%	3.3%	0.0%	0.2%
Rockingham County	3.4%	3.6%	3.4%	0.0%	0.3%
New Hampshire	3.2%	3.4%	3.2%	0.0%	0.2%
United States	5.1%	4.9%	4.6%	-0.5%	-0.4%

Data Sources: U.S. Department of Labor, Bureau of Labor Statistics, NH Economic and Labor Market Information Bureau

Background Conditions

On a regional and national scale, New Hampshire fairs extremely well. At an annual average if 2.8% unemployment for 2016, New Hampshire's rate remained the lowest of the six New England states for a second year. New Hampshire's jobless rate continued to remain below the national average rate during 2016, at almost two points less than the U.S. average, and was tied for lowest rate with South Dakota on the national level.

Unemployment Rates for New England States and Country

REGION/STATE	2012	2013	2014	2015	2016	Change
	Unempl. Rate (%)	Unempl. Rate (%)	Unempl. Rate (%)	Unempl. Rate (%)	Unempl. Rate (%)	2014-2015
New Hampshire	5.5	5.3	4.3	3.4	2.8	-0.9
Connecticut	8.4	7.8	6.6	5.6	5.1	-1.0
Maine	7.3	6.7	5.7	4.4	3.9	-1.3
Massachusetts	6.7	7.1	5.8	5.0	3.7	-0.8
Rhode Island	10.4	9.5	7.7	6.0	5.3	-1.7
Vermont	5.0	4.4	4.1	3.7	3.3	-0.4
New England	7.2	7.1	5.9	5.0	4.1	-0.9
United States	8.1	7.4	6.2	5.3	4.9	-0.9

Data Sources: NH Employment Security, U.S. Bureau of Labor Statistics

Recent Closings

The New Hampshire Department of Resources & Economic Development (DRED) Office of Workforce Opportunity monitors significant plant and business closings during the year. The state's Rapid Response program works with qualifying employers, and if a company chooses to participate, DRED receives a count of the number of layoffs. The

Reported Workforce Reductions from Layoffs and Plant Closings

Company Name	Location	Industry	Date Reported	Layoff Dates	Total Employees	# Employees Terminated	# of sites
Fluke (Martel Electronics)	Derry	manufacturing	01/07/16	02/29/16	34	30	1
DataGravity Inc.	Nashua	hi-tech	03/15/16	05/15/16	72	57	1
Cobham (Continental Microwave)	Exeter	manufacturing	07/05/16	07/22/16	411	38	1
Performance Sports Group	Exeter	manufacturing	08/04/16	08/11/16	172	16	1
Teledyne	Hudson	manufacturing	05/05/16	08/16/16	72	72	1
Rockingham Park	Salem	tourism	03/01/16	08/31/16	170	170	1
Fairpoint	Statewide	communication	11/21/16	12/31/16	unknown	63	
NH Precision Metal Fabrication	Londonderry	manufacturing	12/16/16	03/21/17	62	62	
State Street Saloon	Portsmouth	restaurant	04/10/17	04/10/17	25	25	1
Sig Sauer	Newington	manufacturing	04/13/17	04/14/17		46	1
Daniel Webster College	Nashua	education	03/17/17	05/31/17	41	41	1
L3 Warrior Systems/Insight Technology	Londonderry	manufacturing	01/06/17	unknown	unknown	unknown	
Fidelity	Merrimack	insurance	03/06/17	unknown	unknown	unknown	

Data Sources: New Hampshire DRED Office of Workforce Opportunity

table below summarizes reported closings and/or reductions in workforce in the REDC region that occurred during 2016 and for partial year 2017 (report date of May, 2016). During 2016, the region experienced a reported loss of 446 jobs, which is a decrease of 22 jobs over that reported in 2015, and still significantly less than the 1,913 jobs reported in 2013. The largest single job loss between January 2016 and May 2017 came from the tourism sector in Rockingham Park of Salem, NH, laying off its total workforce of 170 employees.

For the first time in a few years, the hardest hit region was not Nashua, which only lost a reported 98 jobs from two closings; rather, it was Salem, with the closing of Rockingham Park. However, the largest impacted industry continues to be manufacturing with a reported over 264 jobs lost from seven companies between January 2016 to May 2017.

Labor Force

Table C-6 in the Appendix tracks civilian labor force data at the county and state level, along with the other New England states, and it is summarized for 2015 and 2016, below. There was a decrease in the unemployment rates for all states within New England from 2015 to 2016. Overall, the civilian labor force grew modestly in each New England state, except for Rhode Island. Similarly, the total number of employed workers increased slightly; however, the number of unemployed workers decreased at a rate of 10% or more across New England, suggesting the creation of new jobs.

Civilian Labor Force in the New England Region

Region / State	2015			
(in thousands)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)
Hillsborough County	228.5	220.3	8.2	3.6
Rockingham County	177.9	171.4	6.5	3.6
New Hampshire	743	718	25	3.4
Connecticut	1,891	1,782	108	5.7
Maine	683	653	30	4.4
Massachusetts	3,580	3,406	174	4.9
Rhode Island	554	520	33	6.0
Vermont	345	333	12	3.6
New England	7,795	7,412	383	4.9
United States	157,130	148,834	8,296	5.3

Region / State	2016			
(in thousands)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)
Hillsborough County	231.3	224.5	6.9	3.0
Rockingham County	180.7	175.3	5.4	3.0
New Hampshire	749	727	21	2.8
Connecticut	1,892	1,796	96	5.1
Maine	691	664	27	3.9
Massachusetts	3,589	3,456	133	3.7
Rhode Island	552	523	29	5.3
Vermont	345	334	11	3.3
New England	7,817	7,499	317	4.1
United States	159,187	151,436	7,751	4.9

Region / State	Change 2015 to 2016			
(in thousands)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)
Hillsborough County	2.8	4.2	-1.4	-0.6
Rockingham County	2.8	3.9	-1.1	-0.6
New Hampshire	6	9	-4	-0.6
Connecticut	1	14	-12	-0.6
Maine	8	11	-3	-0.5
Massachusetts	9	50	-41	-1.2
Rhode Island	-2	3	-4	-0.7
Vermont	0	1	-1	-0.3
New England	22	87	-66	-0.8
United States	2,057	2,602	-545	-0.4

Source: U.S. Bureau of Labor Statistics

Income and Poverty

The ACS collects data regarding income and poverty, and categorizes it by factors such as ethnicity, gender, age, family type, etc. For the purposes of the annual CEDS updates, REDC narrowed down the scope of data to look solely at the per capita income, since this is the factor that is often used in various reports and distress criteria. The ACS defines per capita income as the mean money income received in the past 12 months computed for every man, woman, and child in a geographic area. It is derived by dividing the total income of all people 15 years old and over in a geographic area by the total population in that area. Note: income is not collected for people under 15 years old even though those people are included in the denominator of per capita income. This measure is rounded to the nearest whole dollar.

On the other hand, poverty is calculated as a percentage of the population below the poverty threshold, rather than giving a numerical dollar value. The Census Bureau uses a set of money income thresholds that vary by family size and composition to determine who is in poverty. If a family's total income is less than the

family's threshold, that family and every individual in it is considered to be in poverty. The official poverty thresholds do not vary geographically, but they are updated for inflation using the Consumer Price Index (CPI-U). The official poverty definition uses money income before taxes and does not include capital gains or noncash benefits (such as public housing, Medicaid, and food stamps).

Table F-3 in the Appendix lists the per capita income for annual 12-month periods from 2010 through 2015 for the municipalities within the CEDS region, as well as Hillsborough and Rockingham counties, New Hampshire, and the United States. Similarly, Table F-4 lists the percentage of the population considered below the poverty threshold for the same period and locations. The subregional and regional values of both tables were adjusted this year, changing from an average of the communities within the region, to a more realistic value based on population counts. This had the effect of reducing the averaged values because the smaller communities that have higher income levels have less impact on the values. A summary of the data is included, below.

Average Per Capita Income

Town/Area	2010	2011	2012	2013	2014	2015	1 year change 2014 - 2015	% change 2014 - 2015
CEDS Eastern Subregion	\$39,084	\$41,718	\$42,596	\$42,862	\$44,363	\$45,751	\$1,388	3.1%
CEDS Central Subregion	\$33,836	\$34,178	\$34,207	\$35,569	\$36,687	\$37,781	\$1,094	3.0%
CEDS Western Subregion	\$34,176	\$35,114	\$35,730	\$35,623	\$36,106	\$36,450	\$344	1.0%
REDC CEDS Region	\$35,182	\$36,364	\$36,913	\$37,205	\$38,049	\$38,782	\$733	1.9%
Hillsborough County	\$33,108	\$33,653	\$34,208	\$34,390	\$34,767	\$35,242	\$475	1.4%
Rockingham County	\$35,889	\$37,422	\$37,820	\$38,399	\$39,605	\$40,469	\$864	2.2%
New Hampshire	\$31,422	\$32,357	\$32,758	\$33,134	\$33,821	\$34,362	\$541	1.6%
United States	\$27,334	\$27,915	\$28,051	\$28,155	\$28,555	\$28,930	\$375	1.3%

Source: American Community Survey 5-year estimates

In 2015, the average per capita income for the REDC region, generated from the ACS five-year data from 2010-2015 and adjusted to 2015 dollars, was \$38,782, which was up \$733 or nearly 2% from 2014. On average, the entire REDC region, the two-county area in our region, and the state all experienced an increase in the per capita income from 2014 to 2015, with the Eastern and Central subregions increasing over 3% from the previous year. The Western subregion continues to experience the slowest per capita income growth, increasing \$344 or 1% from 2014 to 2015.

Over the past five years, the state and our region have outpaced the U.S. growth in per capita income. The average annual growth rate (AAGR) for the U.S. during this period is 1% per year, while New Hampshire has increased an average of 1.8% per year, and the REDC region has increased an average of 2% per year.

The REDC region's average per capita income for 2015 was \$9,852, or 34% greater than the United States average of \$28,930 annual per capita income. Although not as large of a difference, the New Hampshire state average annual income of \$34,362 was still 19% greater than that of the nation. Looking within the REDC region, the Eastern subregion had the highest per capita average at \$45,751 annually, which was 58% greater than the national average in 2015. The larger per capita income in the Eastern subregion correlates with higher cost of living as seen by the housing prices and weekly rental rates in those communities. Also, as discussed in prior CEDS documents, the Seacoast communities have a higher percentage of older persons of retirement age than the other subregions. Retirement nest eggs, second homes, and other income traditionally held by retirees may also influence the higher per capita income found in the Eastern subregion. Looking within the REDC region in 2015, at \$28,791, only the town of Seabrook had a per capita income less than the national level. New Castle saw the highest per capita income level at \$97,601 annually.

REDC CEDS region's income growth rate is
\$DOUBLE\$
 the United State's Rate

2015 Average Per Capita:
\$28,930 **\$38,782**
 United States REDC CEDS Region

A summary of the poverty levels for our region, state, and U.S. is listed in the table, below. As one might expect, New Hampshire residents experience a much lower poverty rate than that of the U.S. Similarly, most of the CEDS region fairs much better than the state on whole. In general, poverty levels remain similar in 2015 when compared to 2014; however, rates are still on average higher than five years ago.

The Central subregion had the lowest level of poverty in 2015, at only 5.0%, with only one community higher than the state level of 8.9%. At 11.7%, Seabrook had the highest level of poverty in 2015, while Stratham had the lowest level at only 0.6%.

Poverty Levels

Area	2010	2011	2012	2013	2014	2015	1-year change 2014 - 2015	5-year change 2010 - 2015
Eastern Communities	6.2%	6.5%	6.5%	6.8%	6.6%	6.3%	-0.4%	0.1%
Central Communities	3.7%	10.9%	4.9%	4.9%	5.4%	5.0%	-0.4%	1.3%
Western Communities	5.0%	5.1%	5.6%	6.7%	6.8%	6.9%	0.1%	1.9%
REDC CEDS Region	5.0%	6.7%	5.6%	6.3%	6.5%	6.4%	-0.1%	1.4%
Hillsborough County	7.2%	7.5%	8.0%	8.6%	8.6%	8.8%	0.2%	1.6%
Rockingham County	4.7%	4.9%	5.2%	5.5%	5.7%	5.5%	-0.2%	0.8%
New Hampshire	7.8%	8.0%	8.4%	8.7%	8.9%	8.9%	0.0%	1.1%
United States	13.8%	14.3%	14.9%	15.4%	15.6%	15.5%	-0.1%	1.7%

Source: American Community Survey 5-year estimates

The Regional Economy

by Chancellor Ross Gittel, NH Community College System

with contributing author Scott Lemos, UNH Economics PhD student

New Hampshire Overview Update, January 2016

By many economic indicators, this past year, 2016, represented the strongest year for the New Hampshire economy since the national recession in 2008-09. Employment growth continued, the unemployment rate experienced further decline to near full employment, and wages and salaries nationally and in NH increased after a long period of stagnant and then low growth.

See below for the New England Economic Partnership forecast, which is for New Hampshire's economy to mirror the U.S. outlook, see below. This includes sustained performance for the NH economy in 2017 and for lower growth over the remainder of forecast horizon (out to 2018-19). Labor constraints in New Hampshire continue to remain the strongest factor limiting growth. NH stands out with the lowest unemployment nationally and its high portion of the workforce reaching traditional retirement age. The state's virtual full employment and aging workforce have, and will continue to contribute to, an average or lower overall employment growth than the national rate.

The state continues to experience a decline in unemployment, dropping to 2.6% in December of 2016,

from 3.1% in December of 2015, and compared to the U.S. figure of 4.7%. There are 3,439 fewer unemployed NH residents than a year ago.

Overall, employment grew by 1.7% for the year. Private sector employment grew 2.5% over the 12-month period. The growing private sector employment is broad-based with employment growth in the large majority of sectors. This is a contributing factor to NH economy's strength, without dependence on a single industry or a single employer.

While declining unemployment is mostly a positive for the economy and state residents, there are strong indications that employment growth in NH would be stronger if there was greater availability of skilled workers. The state's growth in employment lags pre-recession growth.

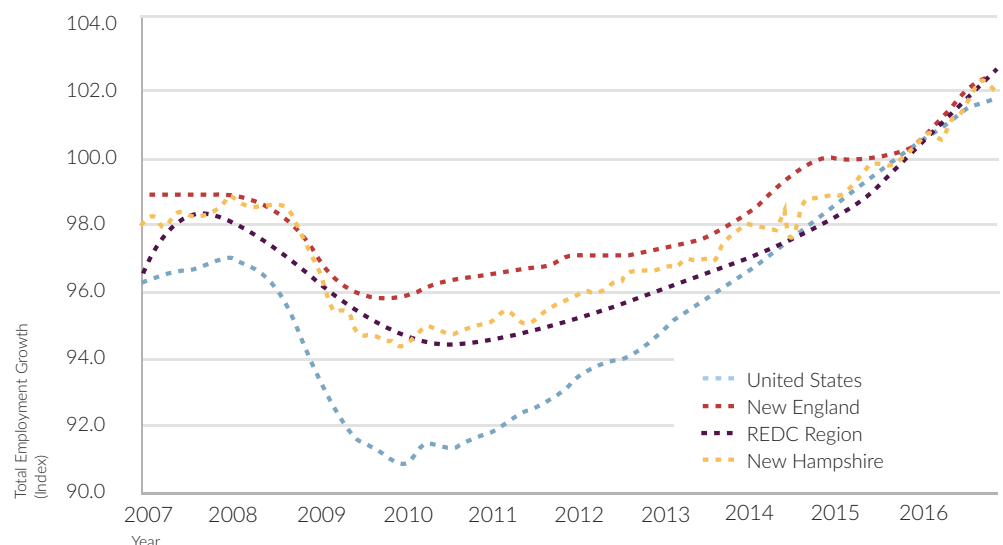
Figure 1 gives an updated (from the 2016 CEDS Update) view of employment changes in New Hampshire, New England, and the nation since right before the great recession. It depicts NH's slow and steady growth post-recession, increasing in 2015-2016.

The chart shows that NH is now at the U.S. average in growth and recovery from the recession and above the New England growth, thanks to a relatively strong 12-month growth in employment.

Figure 1: Change in Total Employment- Index (Each Region's Peak = 100)¹

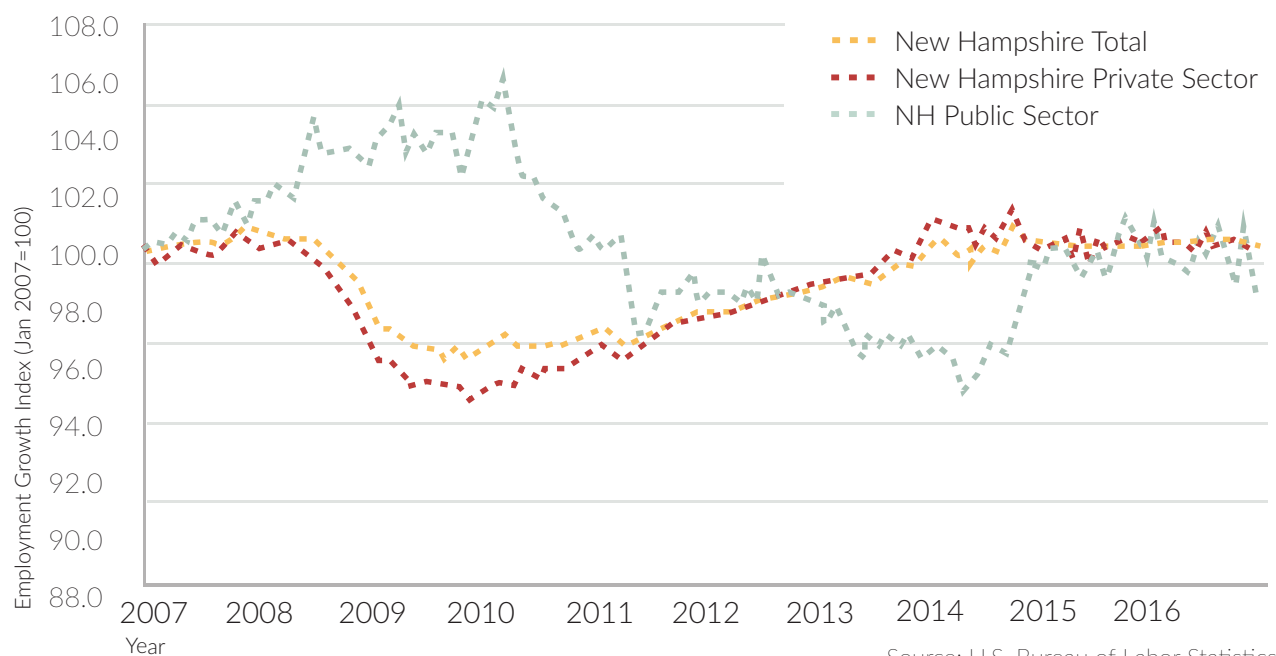
Source: U.S. Bureau of Labor Statistics

¹ Seasonally-adjusted data was not available for REDC region because of a change in BLS methodology. REDC region data was smoothed using a sixth order polynomial smoothing function.



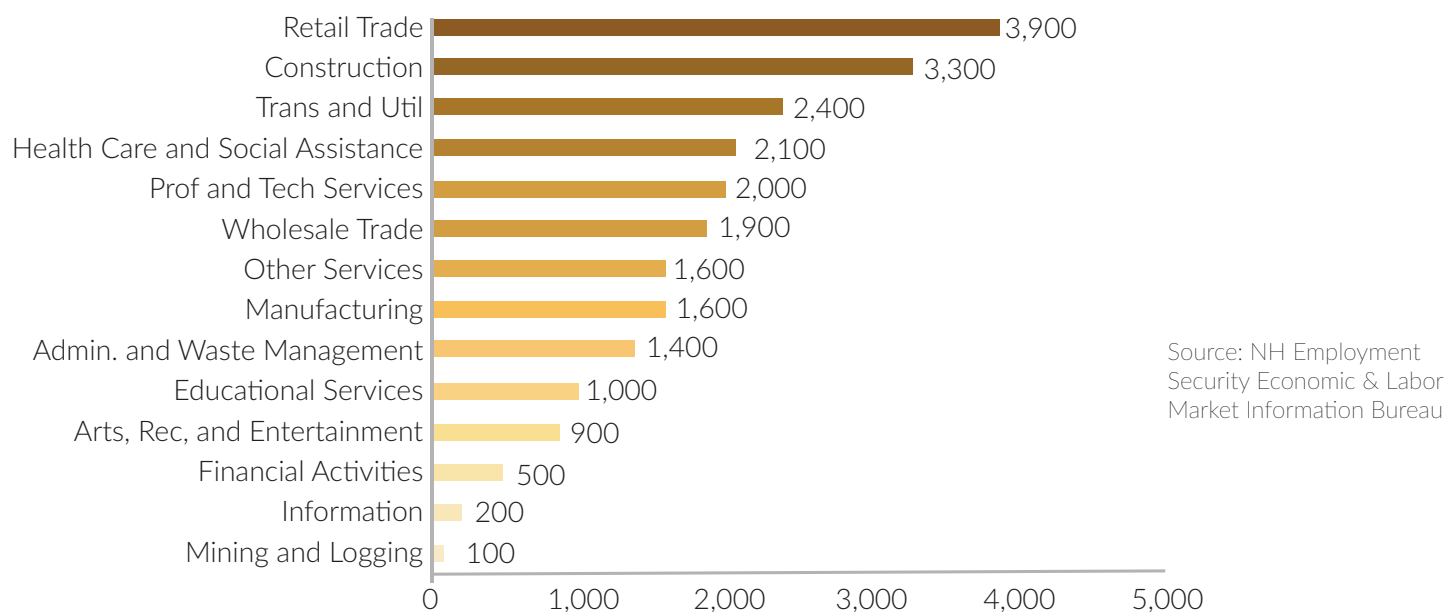
Through 2016, increases in private sector employment (14,300 jobs) more than offset the decreases in public sector employment (-2,800 jobs), contributing to the overall state employment growth of 11,500 jobs, or 1.7%, (see Figure 2).

Figure 2: Change in Employment (Index Jan 2007 = 100)



As Figure 3 below shows, the largest gain in private sector employment (3,900 jobs) in New Hampshire over the past year was in retail trade, growing at 4.1% for the year. Following closely behind was construction (3,300) which grew 14.2% over the year, and finally transportation and utilities (2,400) growing 15.7% over the year.

Figure 3: Year-Over-Year Private Sector Job Growth – 2016



As Figure 4 shows, New Hampshire and the REDC region have continued to maintain unemployment rates well below the national and regional averages. Over the past decade, the unemployment rate in New Hampshire and the region has consistently been 1 to 2 percentage points below the U.S. and New England levels. By the end of 2016, the unemployment rate in New Hampshire declined to a seasonally-adjusted rate of 2.6%, as the state and the REDC region have fallen below their pre-recession rates.

The U.S. and New Hampshire Forecast

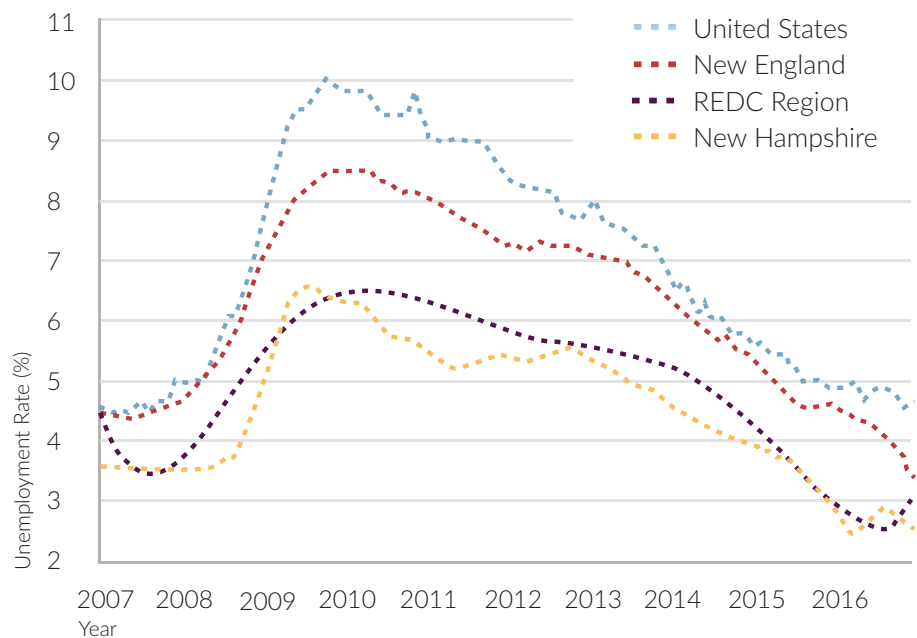
In December 2016, a forecast by Moody's Analytics predicted for the U.S. economy to grow overall (Gross National Product) by 2.8% in 2017. Employment growth nationally is expected to be 1.4% in 2017. New Hampshire's employment growth is expected to be below the U.S. average throughout the forecast period. NH is expected to continue to have one of the lowest unemployment rates in the nation, and lower than the New England average, throughout the forecast period.

REDC Area Economy

Growth Stronger in the REDC Region than in New Hampshire

There are substantial regional differences in growth rates across the state. The REDC region, comprised of Rockingham County and five communities in Hillsborough County, has experienced a stronger recovery and job growth than New Hampshire overall over the past several years.

Figure 4: Unemployment Rate (2007-2015)²



Source: U.S. Bureau of Labor Statistics

² Seasonally-adjusted data was not available for REDC region because of a change in BLS methodology. REDC region data was smoothed using a sixth order polynomial smoothing function.

Table 1: Gross State Product and Employment Growth Forecast (% Change)

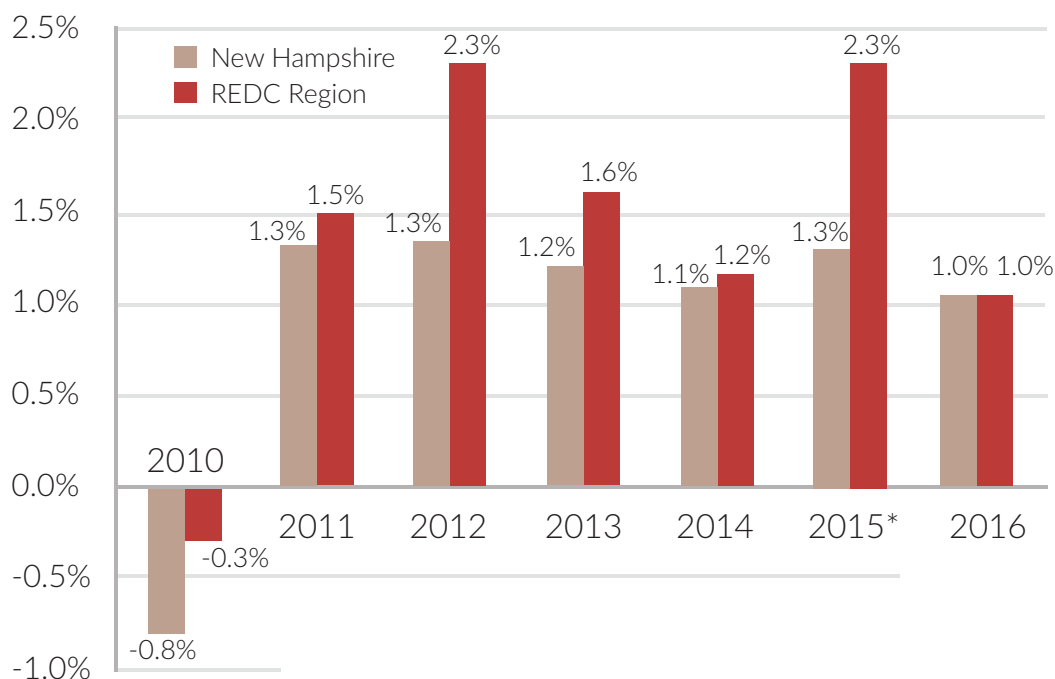
		2017f	2018f	2019f
Gross Product	US	2.8	3.0	1.9
	NE	2.7	2.7	0.4
	NH	1.1	0.6	1.4
Employment Growth	US	1.4	1.6	1.3
	NE	1.3	1.1	0.9
	NH	1.1	0.6	0.2

Source: Moody's Analytics-U.S. Macro Forecast & Regional Forecast, Dec. 2016, where "f" represents Moody's full-year forecast.

The most recent data available for covered (by unemployment insurance) employment by town and county in New Hampshire is for the second quarter of 2016. (Annual data for 2016 will not be available until June 2017), thus some of the recent strength in job growth that is apparent in the current monthly statewide data will not be captured by the town level data required to aggregate employment in the REDC region and its three subregions.

Figure 7 highlights important private sector job growth trends in the REDC region. The region has experienced stronger job growth than NH for the seven-year period for which data is available. After growth began to converge in 2013 and 2014, the REDC region grew significantly higher than the state through 2015, while each have grown at the same rate through the first two quarters of 2016.

Figure 6: Private Sector Job Growth



Summary

New Hampshire's economy is expected to continue to grow at a modest pace, with higher growth than at the beginning of the recovery period from the 2008-09 recession, but at a rate below growth in recoveries from the previous recessions. Total employment growth is forecasted to be 1.3% in 2017. This is slightly below the expected U.S. average and below the growth in NH in 2016. Growth is forecasted across different industries and with concentration in private employment. A contributing factor in NH economy's strength, is low dependence on a single industry or a single employer. The state is expected to continue to have one of the lowest unemployment rates in the nation, with the state's unemployment rate remaining below 3%.

The low employment rate is an indicator of economic well-being. However, it also presents economic challenges both short- and long-term. Labor constraints in New Hampshire remain the strongest factor limiting growth. NH stands out with the lowest unemployment nationally and also with a high portion of the workforce near traditional retirement age. The state's virtual full employment and aging workforce have and will continue to contribute to growth rates, below recoveries from prior recessions and lower overall employment growth than the national rate. It constrains the ability to attract large employers or accommodate fast growing employers in the state.

Pease International Tradeport

Pease International Tradeport encompasses over 3,000 acres in Newington and Portsmouth, providing office and industrial space for approximately 250 companies, employing over 9,250 people, and occupying over 4 million square feet. The facility was the first major U.S. military installation closed under the 1988 Base Realignment and Closure program. Prior to its closing in 1991, the Pease Air Force Base had 3,700 military personnel and 400 civilians.

Today, the redevelopment of the Pease Air Force Base to the Pease International Tradeport is recognized as a national success story. The Tradeport is home to the NH Air National Guard's 157th Air Refueling Wing and a commerce and industry base that is very diverse, with high-tech, bio-tech, manufacturing, government, financial services, aerospace, education, medical services, research and development, and import/export companies, including eight Fortune 500 companies and 15 international businesses. An economic impact analysis of the Pease Tradeport completed by Applied Economic Research in 2015 estimates the Tradeport supports 14,400 regional jobs, both at the Tradeport and off-Tradeport.

In addition to the ever present construction of new commercial and industrial space at the Tradeport, the New Hampshire Air National Guard's 157th Air Refueling Wing has begun work on a new hangar designed to accommodate the new KC-46A Pegasus aerial refueling tankers scheduled to arrive at Pease in 2018.

The NH Air National Guard was selected to be the first Air National Guard unit in the country to receive the all-new KC-46A multi-role aircraft. The Boeing-built KC-46 is an improvement in every way over the unit's venerable KC-135's - built in the late 50's to early 60's. The KC-46 is quieter, more fuel efficient and has state-of-the-art capability in three distinct roles: aerial refueling, cargo/passenger carriage, and aero-medical evacuation. It is based on Boeing's highly successful Boeing 767 airliner. The New Hampshire Air National Guard will receive 12 of the aircraft in 2018-2019.

Approximately 100 million dollars in facility construction and modification is projected to prepare Pease to receive the new plane, including hangar enlargement, flight simulator, fuel systems, warehousing and cargo training assets. The National Guard is America's oldest military force and is unique among the services in that it has both a local and national role. Many of its members live and work in the Seacoast and are active participants in all aspects of their communities.



A KC-46 Pegasus aircraft. Photo courtesy of U.S. Air Force/Jet Fabara.

The Tradeport is managed by the Pease Development Authority (PDA), which also oversees the NH Division of Ports and Harbors, the Portsmouth International Airport at Pease, Skyhaven Airport in Rochester, and the Pease Golf Course. The PDA is an independent state agency overseen by a seven-member board of directors. Its mission is to be an economic engine for New Hampshire's Seacoast Region. <http://www.peasedev.org/>

NH Division of Ports and Harbors

The NH Division of Ports and Harbors (DPH) is a division of the Pease Development Authority and is charged by New Hampshire State Statute with development and maintenance of the ports, harbors, and navigable tidal rivers, as well as assisting with shipping and commercial and industrial interests that depend on the sea for transport. DPH also assists recreational boat owners and fishermen and others who pass along the Piscataqua River and Portsmouth, Rye, and Hampton Harbors. The Division accomplishes all this through the development and management of several public assets, including the Market Street Marine Terminal in Portsmouth, passenger vessel docks in Portsmouth, Rye and Hampton, commercial fishing piers, moorings and mooring fields, the vessel pilot program, and a Foreign Trade Zone.

In December 2016, the Division of Ports and Harbors submitted an application to the US Department of Transportation FASTLANE grant program requesting \$7.5 million in funding for the rehabilitation of the main ship wharf at the Market Street Marine Terminal on the Piscataqua River in Portsmouth. The State of New Hampshire has committed an additional \$5.0 million toward the project. The rehabilitation will improve the transfer of cargo by providing direct access to ships for the entire length of the main wharf, improving safety and the efficiency. The project also provides repairs to superstructure at the wharf. The Terminal handles over 90,000 tons of cargo annually, primarily salt and special project cargo.

Resiliency Planning

With the approval of funding for the 2017 CEDS update, the EDA added a new requirement for all CEDS across the country: an economic resiliency component. The Resiliency Strategy shall detail the region's planning, response, and recovery activities to be implemented should an economic disruption occur.

What is Resiliency Planning?

In the context of economic development, the purpose of resiliency planning is to enable the CEDS region to recover quickly from a major disruption to our economic base, a shock to the system. Resiliency planning is a new element in the CEDS. EDA has identified this task as important to the REDC's planning process because the region's ability to prevent, withstand, and quickly recover from a shock is linked to our economic prosperity. EDA describes economic resilience as having three primary attributes:

- The ability to recover quickly from a shock;
- The ability to withstand a shock; and,
- The ability to avoid shock altogether.

EDA further describes the shock or disruption to the region's economic base coming about in the following ways:

- Downturns or other significant events in the national or international economy which impact demand for locally produced goods and consumer spending;
- Downturns in particular industries that constitute a critical component of the region's economic activity; and/or,
- Other external shocks, such as a natural or man-made disaster, closure of a military base, exit of a major employer, or the impacts of climate change.

Establishing economic resilience in our regional economy requires the ability of all stakeholders to anticipate risk, evaluate how that risk can impact key economic assets, and build a responsive capacity.

What Has Been Done in Our Region

Natural Disaster Response

Both state government and local governments in the CEDS region have undertaken many forms of resiliency planning to mitigate natural hazards. Hazard mitigation is defined as any sustained action taken to reduce or eliminate the long-term risk to life and property from hazardous events, such as flooding, severe winter storms, and drought. It is an on-going process that occurs before, during, and after disasters and serves to break the cycle of damage and repair in hazard-prone areas.

Examples of the wide range of natural disaster response, adaptation, and resiliency planning taking place in the CEDS region include:

- State of New Hampshire Hazard Mitigation Plan – The NH Homeland Security and Emergency Management Division (NHHSEM) of the NH Department of Safety is responsible for developing the state's Hazard Mitigation Plan. The NHHSEM Planning Section administers the Hazard Mitigation Assistance programs, assisting with the development of comprehensive hazard mitigation plans and projects to protect citizens, and their property from exposure to all hazards including natural, human-caused, and technological. www.nh.gov/safety/divisions/hsem/HazardMitigation/documents/hazard-mitigation-plan.pdf
- Municipal Hazard Mitigation Plans – The U.S. Congress adopted the Disaster Mitigation Act in 2000, providing Federal funding for the development of state and local hazard mitigation plans and projects. Congress now requires states and local governments to develop compliant plans in order to be eligible for Federal hazard mitigation funding. NHHSEM and regional planning commissions work closely with municipalities to develop these plans, which are required to be updated every 5 years. www.nh.gov/safety/divisions/hsem/HazardMitigation/index.html
- NH Coastal Risk and Hazards Commission Report – In 2013, the NH Legislature established the NH Coastal Risk and Hazards Commission to “recommend legislation, rules, and other actions to prepare for



projected sea level rise and other coastal and coastal watershed hazards such as storms, increased river flooding, and storm water runoff, and the risks such hazards pose to municipalities and state assets in New Hampshire.” The Commission, comprised of a broad-based membership from the legislature, state agencies, coastal municipalities, regional planning commissions, the University of New Hampshire, and representatives of the real estate and insurance sector, released a comprehensive final report in 2016, “Preparing New Hampshire for Projected Storm Surge, Sea Level Rise, and Extreme Precipitation”. The report identifies guiding principles – Act Early, Respond Incrementally, Revisit and Revise, Collaborate and Coordinate, Incorporate “Risk Tolerance” in Design, and Make “No Regrets” Decisions. www.nhcrhc.org/final-report

- Tides to Storms: Assessing Risk and Vulnerability to Sea Level Rise and Storm Surge – The Rockingham Planning Commission (RPC) completed this project in 2015 to map and assess the vulnerability of coastal municipalities and public infrastructure to flooding from expected increases in storm surge and rates of sea level rise. Coastal communities in the CEDS region have a distinct and pressing need to address the existing and future impacts relating to climate change, particularly relating to coastal flooding from storm surge and sea level rise. Without proactive solutions to address the expected impacts of climate change, coastal communities face a multitude of challenges to ensure the security, health, and welfare of their citizens, and to provide for a resilient economic future. www.rpc-nh.org/application/files/9314/5936/0696/Tides_to_Storms_ExSumm_Doc_lib.pdf

- Climate Risk in the Seacoast (C-RiSe): Assessing Vulnerability of Municipal Assets and Resources to Climate Change – This project, a partnership between the NH Department of Environmental Services, (DES) NH Coastal Program, UNH, NH DOT, Strafford Regional Planning Commission (SRPC) ,and the RPC, provided communities along Great Bay with maps and assessments of flood impacts associated with projected increases in sea level, storm surge, and precipitation events to road and transportation assets, critical facilities and infrastructure, and natural resources. <http://www.rpc-nh.org/regional-community-planning/climate-change/resources>

- Setting SAIL – Begun in 2017, this partnership between NH DES, NH Coastal Program, UNH Cooperative Extension, Great Bay Estuarine Research Reserve, Strafford Regional Planning Commission and Rockingham Planning Commission will provide support for municipal implementation of recommendations from the Coastal Risk and Hazards Commission’s final report, described above.

- NH Coastal Adaptation Workgroup (CAW) – CAW is a collaboration of 24 organizations working directly with coastal watershed communities to ensure they are resourceful, ready, and resilient to the impacts of extreme weather and long-term climate change. In May, 2017, CAW launched a new website designed to quickly connect local decision makers and citizens with information about how to reduce the risk of damage from coastal hazards. www.nhcaw.org

- Nashua Region Water Resiliency Action Plan – The Nashua Regional Planning Commission completed this plan to help municipalities become more resilient to the impacts that climate change has on their water infrastructure. Plan recommendations are being incorporated into local hazard mitigation plans to develop a climate adaptation strategy. <http://www.nashuarpc.org/land-use-planning/highlighted-projects/>
- Climate and Health Adaptation Plan for the Nashua Region – The Nashua Regional Planning Commission is partnering with the Greater Nashua Regional Public Health Network to develop a Climate and Health Adaptation Plan for the Nashua region. The plan uses the BRACE (Building Resiliency Against Climate Effects) framework established by the Centers for Disease Control and Prevention. Hazards due to severe weather and climate change will be linked to associated health impacts, such as asthma and heat stroke, to develop intervention strategies to minimize community burdens from such events. www.nashuarpc.org/land-use-planning/highlighted-projects/
- Target Industry Analysis – Completed by the Southern New Hampshire Planning Commission, the analysis identifies target industries for future growth in the thirteen municipalities in the SNHPC region. Target industries were identified by assessing many factors, including the historic presence of any industries, current employment by industry, market trends, availability of resources, labor availability, transportation access and other infrastructure, and financial resources. www.snhpc.org/pdf/TargetINDCom12010.pdf
- NH Drought Management Team – Although New Hampshire is typically thought of as a water-rich state, it may be even more susceptible to drought than other states due to our geology. The state is underlain by bedrock and water storage is limited to fractures, with shallow stores of water in groundwater aquifers, making drought preparedness and timely response imperative to mitigating drought conditions. In New Hampshire, drought response efforts are coordinated through a Drought Management Team, comprised of stakeholders representing specific activities and interests that can be impacted by drought, and representatives from relevant state and federal agencies. www.des.nh.gov/organization/divisions/water/dam/drought/

Economic Disruption

Resilience is not limited to environmental impacts or ecological systems. Resilience requires attention across all the elements that contribute to the REDC region: economic development, housing patterns, transportation and other infrastructure. Resiliency planning requires the participation of all stakeholders, from elected officials and anchor institutions, to residents and entrepreneurs. Examples of resiliency planning taking place in the CEDS region relative to economic disruption include:

- Strategic Economic Plan for New Hampshire – Prepared by the Business and Industry Association of New Hampshire in 2013, the plan outlines a vision for New Hampshire, “To ensure New Hampshire provides meaningful advantages for businesses through a vibrant, sustainable economy and the nation’s best



Photo courtesy of NH DOT.

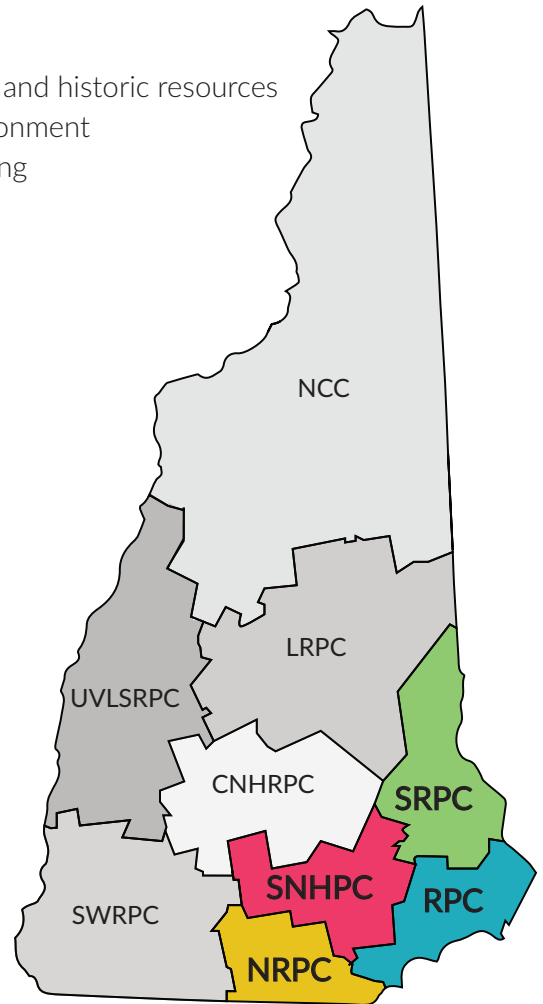
environment in which our residents can prosper.” The plan outlines goals for nine strategic issues:

- Business growth, retention, and attraction
- Education, workforce skills, and labor pool
- Energy
- Fiscal policy
- Healthcare
- Infrastructure
- Natural, cultural, and historic resources
- Regulatory environment
- Workforce housing

The plan includes the New Hampshire Economic Dashboard to compare and rank New Hampshire against neighboring states and states with which New Hampshire competes for business growth and attraction, allowing New Hampshire to monitor its progress over time toward the nine strategic goals.

www.biaofnh.com/uploads/5/9/9/2/59921097/strategic_economic_plan_for_nh_summary.pdf

- New Hampshire’s nine Regional Planning Commissions (RPCs), with Nashua Regional Planning Commission (NRPC) acting as the lead applicant, worked collaboratively in 2012 to develop comprehensive and coordinated regional plans in each of the state’s nine regional planning areas. The three-year project, funded with a grant from the U.S. Housing and Urban Development Agency, culminated with a State Snapshot, bringing planning efforts for transportation, land use, economic development, housing environment, energy, cultural and historic resources, public health, and environmental planning into a common framework. The planning commissions worked with a range of business and community leaders, state agencies, counties and municipalities, and citizen groups, to develop a robust and productive public dialogue within each region. Regional plans for communities in the CEDS region may be found at the regional planning commission websites:



- Rockingham Planning Commission (RPC): www.rpc-nh.org/regional-community-planning/regional-master-plan
- Strafford Regional Planning Commission (SRPC): www.strafford.org/services/regmasterplan.php
- Nashua Regional Planning Commission (NRPC): www.nashuarpc.org/web-apps/documents/?data=7&ccm_order_by=year_end&ccm_order_dir=desc
- Southern NH Planning Commission (SNHPC): http://www.snhpc.org/pdf/Final_Full_RCP.pdf
- NH Weathering Change – The New Hampshire economy is one of the most weather-sensitive in the nation: from our travel, tourism and ski industries, to logging, logistics, manufacturing and technology. Business leaders in New Hampshire have been gathering together since 2014 to discuss the impacts of climate change on their companies, including increased occurrence of extreme precipitation events and unseasonable temperature swings. Similar meetings have been held in the CEDS region, including a gathering of Pease International Tradeport tenants in 2016.

Questions these leaders are discussing include:

- Is preparation for disruptive weather like Hurricane Irene different from preparing for shifting weather patterns?
- Negative impacts seem to abound when discussing a changing climate. What opportunities might emerge in the private sector in response?
- Is this our local problem, or a national problem best addressed locally? Who in the local community might work together?

More information on these efforts is available in the 2015 report, “Weathering Change: New Hampshire Business Leaders on Risk, Resilience and Climate Change” www.cleanenergynh.org/weathering-change

Next Steps/What Should be Considered

Steady-state economic resilience initiatives to consider:

- Engaging in comprehensive planning efforts that require extensive involvement from the community to define and implement a collective vision for resilience that includes the integration and/or alignment of other planning efforts (e.g., hazard mitigation plans) and funding sources;
- Undertaking efforts to broaden the industrial base with diversification initiatives, such as targeting the development of emerging clusters or industries that (a) build on the region’s unique assets and competitive strengths, and (b) provide stability during downturns that disproportionately impact any single cluster or industry;
- Adapting business retention and expansion programs (e.g., economic gardening or other enterprise supports) to assist firms with economic recovery post-disruption;
- Promoting business continuity and preparedness (i.e., ensuring businesses understand their vulnerabilities—including supply chains—in the face of disruptions and are prepared to take actions to resume operations after an event); and
- Employing safe development practices in business districts and surrounding communities. Strategies may include locating structures outside of floodplains, preserving natural lands that act as buffers from storms, and protecting downtowns and other existing development from the impacts of extreme weather.

REDC’s Role

Resiliency planning requires attention to the distinct but intimately related – physical systems (including infrastructure), economic systems, and social systems. The REDC plays a role in all these systems in the region, and as a result, has an important role to play in the region’s resiliency, both steady-state (long-term preemptive initiatives) and responsive (capability to respond post-incident) capacity.

As an economic regional leader, REDC can take steps to further strengthen our region’s preparedness for an economic disruption.

- Continue to incorporate economic resiliency into the CEDS document. Update the region’s economic goals and objectives to include an economic resiliency component.
- Update the list of state- and region-wide planning documents on an annual basis. Add new resources of economic resiliency planning with each CEDS update.
- Provide and support economic resiliency workshops and educational instruction.
- Provide technical assistance and help identify financial assistance to projects that address economic resiliency.

The Institute for Sustainable Communities represents collaboration between the U.S. Department of Housing and Urban Development (HUD), Environmental Protection Agency (EPA), and the NH DOT, and is designed to support local efforts to grow and thrive sustainably while accounting for increasing impacts of climate change. Working together, the group developed the following resiliency planning topics:

- Communicating and engaging stakeholders on climate and economic resilience;
- Identifying local sources of risk and vulnerable systems and assets;
- Identifying resilience strategies that support sustainable communities;
- Developing local projects that support resilience;
- Incorporating climate and economic resilience priorities into decision-making; and
- Funding and financing.

A fundamental challenge shared by all is how to communicate the urgency of resilience to a range of stakeholders, from elected officials to business leaders to community groups to the general public. For each of these audiences, the challenges share some aspects, but require different kinds of information, messaging, and engagement. As resilience requires long-term dedication among these groups, their ongoing support is fundamental.

Priority Projects

Project Selection Criteria

Using the 2016 CEDS Priority Project List as the starting point for the 2017 List, REDC first requested updates on existing projects from each project proponent. In early 2017, REDC utilized its “RFP” (Request for Projects) process to update and create the 2017 Priority Project list. The RFP solicitation was mailed to all communities within the CEDS region and any other group that had a project on the 2016 list. REDC continued its dedication to bringing in new projects and focused on reaching out to communities with a newly designed, eye-catching flyer, in hopes to achieve better participation. New Project and Existing Project Update Forms were emailed to CEDS Steering Committee members and made available on the REDC website. Current project proponents received the CEDS Project Update form via email with follow-up emails and telephone calls as warranted.

After collecting the new and updated project proposals, REDC staff reviewed each to ensure compliance with at least one of the CEDS goals and objectives. Projects were presented to the CEDS Steering Committee throughout the year, and each new project was discussed in detail. REDC staff made recommendations for additions and changes to the CEDS Priority Project List based on its

review of the materials submitted by the municipalities and organizations. The Steering Committee approved changes to the List at its March 29, 2017 meeting.

2017 Priority Project List

After extensive outreach, the RFP process produced five new priority projects for the 2017 CEDS update. All five of the projects involve infrastructure improvements that will allow for improved access to mixed-use, industrial, and/or commercial land. Three projects are located in Nashua, one in Plaistow, and one in Fremont. More details for each project are provided in the next section.

While no CEDS projects were completed and closed-out in the past 12 months, several projects are close to completion. One of the existing projects, the Route 33 Sewer Expansion Project in Greenland, NH, was removed from the list due to lack of municipal interest after the decision of neighboring Portsmouth to not locate an upgraded, regional water treatment facility accessible by Greenland.

For more detailed updates regarding each project, please refer to the Priority Project List and Project Update Matrix, starting on page 70.

Priority Projects

New Priority Project Details

Shirkin Road Project

Location: Fremont, NH

Project Description: The project proposes to upgrade Shirkin Road, an existing Class VI road, to an approved Class V town road from Beede Road west to the end of the Corporate Commercial District. The road accesses commercial-zoned property. Total project cost is estimated at \$1 million.

Time Frame: Short-term

Goals: ID

Potential Funding Sources: Unknown



Joanne Drive Extension

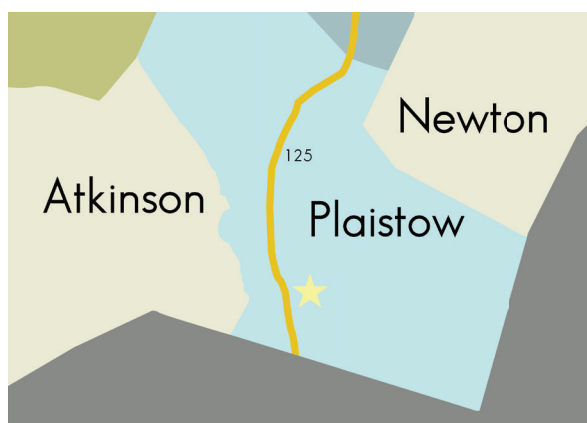
Location: Plaistow, NH

Project Description: This proposal includes the upgrade and extension of Joanne Drive, an existing town road, from its intersection with Route 125 to a large existing manufacturing facility in industrial-zoned land. The new roadway will also provide access to vacant, commercial-zoned land, which is not currently accessible. The existing access to the manufacturing facility, located in the village district, will be closed (apart from fire protection), reducing the number of trucks on the slower, smaller roadway. The proposal includes the development of hiking trails and access to existing conservation land. Total project cost is estimated at \$1.6 million.

Time Frame: Short-term

Goals: ID, SL

Potential Funding Sources: Town, Methuen Construction, EDA grant



Downtown Waterfront Plan

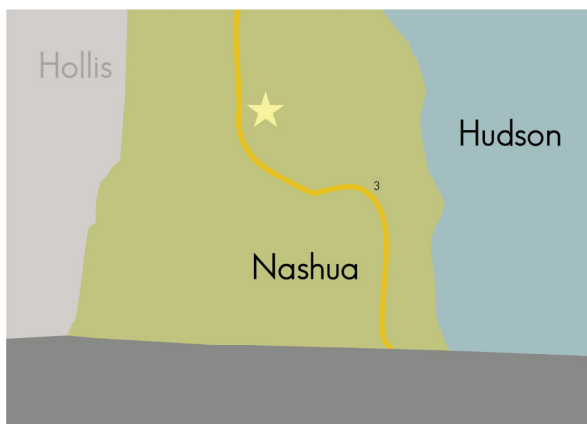
Location: Nashua, NH

Project Description: The city of Nashua is currently undergoing a community-led visioning process for the portion of the Nashua River frontage within Nashua's downtown. The waterfront plan will include amenities and green space to fully capitalize on this resource. The goal of the plan is to enhance the quality of life for the community and maximize economic and environmental value of the downtown riverfront area. The plan area is located along a 1.8-mile section of the Nashua River from Mine Falls Park, through the Millyard and Downtown sections, ending at the Bridge Street bridge. The cost of the plan is estimated at \$50,000. Any recommended improvements will become separate projects.

Time Frame: Short-term

Goals: ID, SL

Potential Funding Sources: Public, DOT, CMAQ, Brownfields



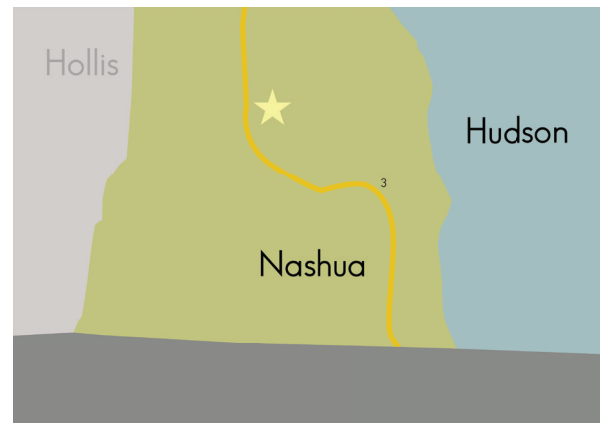
Eastern Gateway to Downtown Location: Nashua, NH

Project Description: This proposal is a direct result of the Bridge Street Waterfront Development Site project and is located at the area bound by the confluence of the Nashua and Merrimack Rivers, with a key crossing of the Merrimack River, opening downtown Nashua to points east of the city to the Everett Turnpike and broad economic markets in the Boston Metropolitan Area. Once the Bridge St. Development is completed, this project will first focus on the intersection and local access improvements for the gateway area. Second, the project will promote the infill development of the area and creation of an area-wide development plan. Projected project costs: Infrastructure: \$4 million; Development: unknown.

Time Frame: Short Term

Goals: ID Potential

Funding Sources: NH DOT, CMAQ, private developer



Franklin/Front Street Connection to BSP

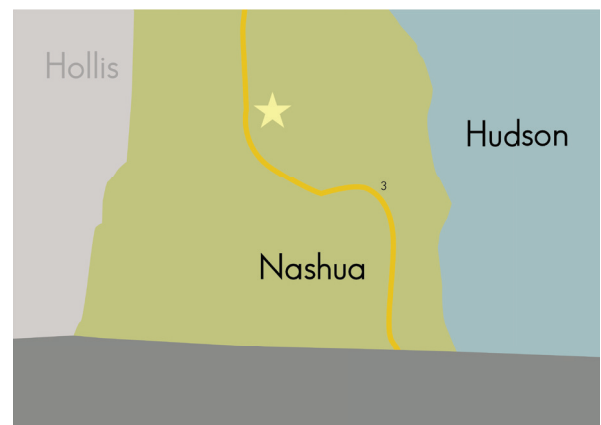
Location: Nashua, NH

Project Description: Now that the Broad Street Parkway (BSP) is complete, the city would like to make a connection from either Front or Franklin Streets to the BSP, which will allow improved access to the northern portion of the millyard. This will allow for the development of new businesses and/or a mix of housing choices. The project cost is estimated at \$4 million, with half of the cost required for the improvement of a necessary rail crossing. This project is an unfunded part of the NH DOT 10-year plan.

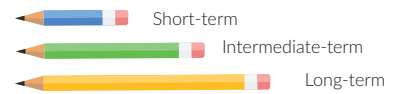
Time Frame: Intermediate-term

Goals: ID

Potential Funding Sources: Unknown



Priority Project by Location & Duration



Derry

 Route 28 Water & Sewer Expansion

Exeter

 Epping Road Economic Development Initiative

 YMCA Exeter Project

Fremont

 Skirkin Road Project

Hampton

 Hampton U.S. 1/NH 101 Interchange Realignment (formerly Hampton Intermodal Transportation Center)

Hudson

 Gordon Street Storage Tank

Londonderry

 Pettengill Road Commerce Park

Nashua

 Front & Franklin St. Mill District

 Bridge St. Waterfront Development Site

 25 Crown Street Redevelopment

 Downtown Water Front Plan

 Eastern Gateway to Downtown

 Franklin/Front Street Connection to BSP

 Mohawk Tannery Cleanup & Redevelopment

Pelham

 Pelham Route 38 Water/Sewer Study

Plaistow

 Joanne Drive Extension

 Water/Wastewater Engineering & Needs Assessment

Portsmouth

 Greenland Well Upgrade

 Regional Biosolid/Septage Treatment Facility

REDC/Region-wide

 REDC Revolving Loan Fund

Raymond




 Granite Meadows Business Park

 Town of Raymond Wastewater Treatment Facility









RPC/Seacoast Region

 NH Seacoast Greenway

Seabrook

-  Route 1 Expansion South of Route 107
-  Route 107 West (of I-95): Future Needs Analysis
-  Replacement of Harbor Seawall

Stratham

-  Stratham Gateway Project
-  Well Development/Testing/Permitting
(Water System Phase I)
-  Water System Treatment/Storage/Distribution
Design (Water System Phase II)
-  Wastewater Disposal/Testing/Permitting
(Wastewater System Phase I)
-  Water Supply System Construction
(Water System Phase III)
-  Sewer Collection/Treatment/Disposal
Design (Wastewater System Phase II)
-  Wastewater System Construction
(Wastewater System Phase III)
-  Stratham Town Center Project

Windham

-  Windham Water Line Extension
(Formerly Windham Water Study)

Short-term

- Route 28 Water & Sewer Extension
- Epping Road Economic Development Initiative
- YMCA Exeter Project
- Shirkin Road Project
- Pettengill Road Commerce Park
- Front & Franklin Street Mill District
- Bridge Street Waterfront Development Site
- 25 Crown Street Redevelopment
- Downtown Water Front Plan
- Eastern Gateway to Downtown
- Joanne Drive Extension
- Water/Wastewater Engineering & Needs Assessment
- Greenland Well Upgrade
- Granite Meadows Business Park
- Route 1 Expansion South of Route 107
- Route 107 West (of I-95) Future Needs Analysis
- Replacement of Harbor Seawall
- Stratham Gateway Project
- Well Development/Testing/Permitting
(Water System Phase I)
- Water System Treatment/Storage/Distribution Design
(Water System Phase II)
- Wastewater Disposal/Testing/Permitting
(Wastewater System Phase I)
- Windham Water Line Extension
- NH Seacoast Greenway
- REDC Revolving Loan Fund

Intermediate-term

- Gordon Street Storage Tank
- Franklin/Front Street Connection to BSP
- Water Supply System Construction
(Water System Phase III)
- Sewer Collection/Treatment/Disposal Design
(Wastewater System Phase II)
- Wastewater System Construction
(Wastewater System Phase III)
- Stratham Town Center Project

Long-term

- Hampton U.S. 1/NH 101 Interchange Realignment
(formerly Hampton Intermodal Transportation Center)
- Pelham/Route 38 Water/Sewer Study
- Regional Biosolids/Septage Treatment Facility
- Mohawk Tannery Cleanup & Redevelopment
- Town of Raymond Wastewater Treatment Facility

2016 REDC /CEDS Priority Project Update Matrix

Short-term (0 - 24 Months to Completion)

Project Name & Proponent	Project Description	Estimated Cost	Possible Funding Source	Jobs Created	Goals
Route 28 Water & Sewer Extension Derry	Extend utilities to town line for future development.	\$3.63 million	Local bonding	UNK	ID
Update: Phases 1 & 2 of the project were completed February 2015. Work on phase 3, which includes MtBE mitigation, is underway and is expected to be completed June 30, 2017.					
Epping Road Economic Development Initiative Exeter	Infrastructure project along Epping Road (Route 27) from Continental Drive to and through the Route 101 interchange to foster new commercial and industrial growth.	UNK	Private, TIF, local bonding, EDA	150 - 250	ID
Update: Scope of project and status has not changed, however, the Epping Road corridor has seen significant development and projects in the planning stages. This may bump up the timetable for the roadway improvements.					
YMCA Exeter Project Southern District YMCA	Demolition of abandoned asbestos-contaminated building, cleanup of site, construction of 33,000 sq ft YMCA in two phases.	\$5 million	Private, YMCA fundraising, tax credit	15 - 30	SL, WF
Update: The YMCA has been open for one year. The next phase of development is the aquatic center. Costs are estimated at \$3.5M, and a capital campaign is underway. Construction is dependent upon donations.					
Shirkin Road Project Fremont	The project proposes to upgrade an existing Class VI road to an approved Class V town road (Shirkin Road) from Beede Road west to the end of the Corporate Commercial District. The road accesses commercial-zoned property.	\$1 million Estimated	Unknown		ID
Update: New project.					
Pettengill Road Commerce Park Londonderry	Develop new roadway/ boulevard with pump station to gain access to over 1000 acres of commercial/industrial land.	\$2 million	CDBG, Private	1,000-4,000	ID
Update: In 2016, the town approved two new projects: FW Webb Distribution facility (781,000 SF, 200 employees) & EFI Manufacturing facility (300,000 SF, 400 employees). Both projects are under construction. Private developers, with reimbursement by the town of up to \$1.25M from the TIF account, constructed two roads, leading both north ("Innovation Way") and south ("Webb Drive") of Pettengill Road. The town is constructing a sewer pumping station to serve properties to the south of Pettengill Road as they are developed. The pump house and interceptor pipes were completed in 2016. Additional work is required to install pumps and other necessary hardware for this facility.					
Front & Franklin Street Mill District Nashua	Redevelopment of mill district to private, mixed-use with public infrastructure.	Infrastructure only: \$2 million	Private, Local	UNK	ID, AH, SL
Update: Construction for the conversion of mills to residential housing is underway and expected to be completed by the end of 2017. The city continues to work on the design of the Riverwalk area adjacent to the development.					

Infrastructure Development = ID
Affordable Housing = AH

Regional Cooperation = RC
Sustainable Living = SL

Workforce Attraction & Retention = WF
Unknown at this time = UNK

Short-term (0 - 24 Months to Completion)

Project Name & Proponent	Project Description	Estimated Cost	Possible Funding Source	Jobs Created	Goals
Bridge Street Waterfront Development Site Nashua	Rebuild 30-acre site into mixed-use, new-urbanist designed community.	\$3.5 million	NH DOT, Private	UNK	ID
Update: The developer has obtained all site plan approvals and has broken ground on the project, with expected project completion by the end of 2017.					
25 Crown Street Redevelopment Nashua	Update and make necessary building improvements to existing 15,000 sq ft building located at 25 Crown Street to accommodate relocation of Makelt Labs. Construction of a Park & Ride facility.	\$2 million	Tax credit, Private, Local, NH DOT	0	WF, SL
Update: The only portion remaining is the Park & Ride facility. Project engineering is underway, with construction beginning in Spring 2017.					
Downtown Waterfront Plan Nashua	The City of Nashua is currently undergoing a community-led visioning process for the portion of the Nashua River frontage within Nashua's downtown. The plan area is located along a 1.8 mile section of the Nashua River from Mine Falls Park, through the millyard and downtown sections, ending at the Bridge Street bridge.	\$50,000	Public, NH DOT, CMAQ, Brownfields		ID, SL
Update: New project.					
Eastern Gateway to Downtown Nashua	This proposal is a direct result of the Bridge Street Waterfront Development Site project and is located at the area bound by the confluence of the Nashua and Merrimack Rivers. Once the Bridge St. Development is completed, this project will first focus on the intersection and local access improvements for the gateway area. Second, the project will promote the infill development of the area and creation of an area-wide development plan.	Infrastructure: \$4 million Development: Unknown	NH DOT, CMAQ, private developer		ID
Update: New project.					
Joanne Drive Extension Plaistow	Proposal to extend an existing town road (Joanne Drive) from its intersection with Route 125 to both vacant commercial-zoned land and a large existing manufacturing facility in industrial-zoned land.	\$1.6 million	Town, Methuen Construction		ID, WF
Update: Approvals for the site development are mostly secured, and the developer proposes to start construction later this year. Moved from Intermediate.					

Infrastructure Development = ID
Affordable Housing = AH

Regional Cooperation = RC
Sustainable Living = SL

Workforce Attraction & Retention = WF
Unknown at this time = UNK

Priority Projects

Short-term (0 - 24 Months to Completion)

Project Name & Proponent	Project Description	Estimated Cost	Possible Funding Source	Jobs Created	Goals
Water/Wastewater Engineering & Needs Assessment - Plaistow	Update a comprehensive engineering and needs assessment report from the 1970s addressing water supply and wastewater treatment.	\$150,000	EPA, USDA, State, Local	0	ID, SL
Update: Using MtBE settlement funds, the first phase of the multi-phase water study was completed by Normandeau Associates, Inc. Funding for subsequent phases are being discussed as the study area expands beyond those impacted by MtBE. The sewer aspect of the project is on hold at this time, but may need to occur in the near future.					
Greenland Well Upgrade Portsmouth	Upgrades at Greenland Well to improve reliability & efficiency of region's water source.	\$1 million	Municipal Bonding	UNK	ID, SL, RC
Update: Project design was completed and a construction contract awarded in 2016. Construction is set to begin in 2017.					
Granite Meadows Business Park (formerly part of Town of Raymond Route 101 Exit 4 Development) Raymond / Harrington & Reeves	This project was split from the Exit 4 (Raymond) project and focuses on the site development to construct 50-100,000 sq ft of space with a focus on high bay warehouse distribution and ecommerce space.	\$30-40 million	Private	200 - 400	ID, WF
Update: No changes to this project.					
Route 1 Expansion South of Route 107 Seabrook	Widening main road through Seabrook business district for improved traffic flow.	\$2.2 million	Private, NH DOT, Local	UNK	ID
Update: NH DOT committed to widening Route 1 from Route 107 south to the Lowes-Seabrook Plaza (Market Basket) area. This includes additional turning lane improvements from Route 107 south on Route 1. The project includes traffic signalization improvements at the intersection of Routes 1 & 107, and new signals at Perkins Avenue as well as Railroad Avenue. NH DOT staff has twice presented the design in public sessions, and has acquired the necessary land strips to complete the widening project. At present, utility companies are relocating poles and cables. NH DOT advises that project completion will be in 2017.					
Route 107 West (of I-95) (Future Needs Analysis) - Seabrook	Plan to evaluate and analyze the feasibility for the highest and best future development of Route 107 in Seabrook, west of the interchange with I-95.	\$50-60,000 for study only	Public, Private, NHHFA Challenge Grant	UNK	ID, SL
Update: The town adopted a new Aquifer Protection Overlay Zone and ordinance in 2015, with minor revisions adopted in 2016. The town continues to analyze future needs of the corridor and anticipates beginning a future traffic and transportation needs study during 2017.					
Replacement of Harbor Seawall Seabrook	Repair and restore approximately 550 linear feet of failing seawall abutting the Seabrook/Hampton Harbor.	\$1.2 million	Local, Private, EDA	0	ID, SL
Update: In March 2017, the town approved a warrant article to utilize debt finance, up to \$1,200,000, to fund the repair of the seawall. The town intends to apply for an EDA Public Works grant mid-2017.					
Stratham Gateway Project Stratham	Upgrade water lines in business corridor for job growth.	\$1 million	EDA, Local, Private	UNK	ID, SL
Update: The town continues improvement studies and efforts aimed at increasing the development potential, future job growth, and housing opportunities within the Stratham Route 108/Portsmouth Avenue corridor. The town is still engaged in revising stormwater management regulations in compliance with EPA's Municipal Separate Storm Sewer System (MS4) program.					

Short-term (0 - 24 Months to Completion)

Project Name & Proponent	Project Description	Estimated Cost	Possible Funding Source	Jobs Created	Goals
Well Development/ Testing/ Permitting (Water System Phase I) - Stratham	Complete analysis of two potential well sites, construct production well, test water quality/quantity, seek NHDES permits to use as water supply for Route 108 commercial corridor/town center.	\$150,000	Local, State, Coastal, TIF	UNK	ID, SL, RC
Update: Well site locations, water storage, treatment, and potential development/distribution systems continue to be investigated. Well sites to be individually viable but may also complement the Exeter/Stratham water system following the 2016 agreement between the two municipalities. Water storage, treatment, and distribution methodologies will be largely guided by increased revenue per investment.					
Water System Treatment/ Storage/Distribution Design (Water System Phase II) - Stratham	After Phase I is completed: design a water supply treatment, storage, and distribution system for 108 corridor/town center. May be a multi-jurisdictional project with Exeter.	UNK	Local, State, Coastal, TIF	UNK	ID, SL, RC
Update: This phase is dependent on the results of Phase I.					
Wastewater Disposal/ Testing/Permitting (Wastewater System Phase I) - Stratham	Evaluation and testing of potential site for wastewater discharge for Route 108 commercial corridor/town center; obtain DES permits.	UNK	Local, State, Coastal	UNK	ID, SL, RC
Update: Stratham continues to evaluate options pertaining to sewer /wastewater networking relative to the commercial districts. Stratham maintains its desire to secure sewer /wastewater facilities and associated networks to assist in the development of the commercial areas by exploring regional and local opportunities to best manage water, wastewater, fire suppression, and storm water.					
Windham Water Line Extension (formerly Windham Water Study) Windham	A water needs and assessment study to help the town determine the costs associated with implementing a public water system.	UNK	Private, MtBE funds	UNK	ID, SL
Update: Construction began and is nearly completed for the first phase of the waterline extension project. The engineering study for the second phase, is in draft form. Additionally, Windham is hosting Regional Water Study meetings to explore supply solutions with the neighboring communities.					
NH Seacoast Greenway Seacoast Region / RPC	The NH Seacoast Greenway is part of the U.S. East Coast Greenway; the NH portion proposal runs from the Massachusetts/NH border in Seabrook to the Maine/NH border in Portsmouth. The goal is to create a continuous trail to serve non-motorized users of all abilities and ages.	\$7.5-\$10 million	CMAQ, US DOT, NH DOT, EPA	UNK	ID, RC, SL
Update: Several action items have moved forward in the past 12 months, with the most significant being: NH DOT and Pan Am Railways have renewed negotiations for the 9.7 mile Hampton-Portsmouth segment; NH DOT and corridor communities working on a trail management agreement; a partnership with UNH to develop conceptual designs and cost estimates for the Hampton Marsh section; and community outreach events and programs.					
REDC Revolving Loan Fund REDC	Establishment of an EDA RLF to supplement existing loan funds. The money will be used to make loans to new and existing businesses across the region.	\$500,000 - \$1 million	50% RLF EDA grant; 50% TBD	UNK	WF
Update: The REDC submitted a preliminary application to the EDA in October 2016 for an RLF grant totaling up to \$1,900,000, with the matching funds coming from two CDBGs. REDC received approval to submit a full application to the EDA. REDC intends to submit the full application for approval in 2017 and intends to utilize the funds as soon as the grant is approved.					

Intermediate Projects (2 - 4 Years to Completion)

Project Name & Proponent	Project Description	Estimated Cost	Possible Funding Source	Jobs Created	Goals
Gordon Street Storage Tank Hudson	Remove existing lead paint and repaint the exterior of the existing Gordon Street Water Storage Tank.	\$1.2 million	State, Federal	0	ID, SL
Update: Due to environmental impacts associated with the paint removal, this project has been modified to removal of the existing tank and replacement with a new concrete tank. Expected start date in 2019 for construction. Funding to come from the town's Water Capital Reserve fund. Moved from Short-term.					
Franklin/Front Street Connection to BSP Nashua	The city would like to make a connection from either Front or Franklin Streets to the BSP, which will allow improved access to the northern portion of the mill-yard. This project is an unfunded part of the NH DOT 10-year plan.	\$4 million	Unk		ID
Update: City continues to work with a local developer and U.S. EPA to develop the framework for cleaning up the site. The city recently received a site assessment grant from NH DES for an adjacent site. Broad Street Pkwy project is completed and open.					
Sewer Collection/ Treatment/ Disposal Design (Wastewater System Phase II) - Stratham	After Phase I is completed: design a sewer collection, treatment, and disposal system for 108 corridor/town center. May be a multi-jurisdictional project with Exeter.	UNK	TIF, State, Bonds, Local	UNK	ID, RC, SL
Update: This phase is dependent on the results of Phase I.					
Water Supply System Construction (Water System Phase III) - Stratham	After Phase II is completed: construct water system for 108 corridor/town center. Maybe a multi-jurisdictional project with the town of Exeter.	UNK	TIF, State, Bonds, Local	UNK	ID, RC, SL
Update: This phase is dependent on the results of Phase II.					
Wastewater System Construction (Wastewater System Phase III) - Stratham	After Phase II is completed: construct wastewater system for 108 corridor/town center. May be a multi-jurisdictional project with Exeter.	UNK	TIF, State, Bonds, Local	UNK	ID, RC, SL
Update: This phase is dependent on the results of Phase II.					
Stratham Town Center Project Stratham	Infrastructure improvements and Master Plan study aimed at increasing development potential, future job growth, and housing needs.	\$90,000	Local, NH DOT	UNK	ID, AH, SL
Update: In 2017, the town will continue its examination and implementation of land-use policies to improve multi-modal transportation opportunities, traffic mitigation, housing diversity/ affordability, sustainability, stormwater management, sustainability and the reduction of energy consumption for district. Additionally, the town anticipates moving forward with the NH DOT TE/TAP Grant (or subsequent equivalent) to implement and construct streetscape and pedestrian improvements with the Town Center to improve access, safety, and aesthetics					

Infrastructure Development = ID
Affordable Housing = AH

Regional Cooperation = RC
Sustainable Living = SL

Workforce Attraction & Retention = WF
Unknown at this time = UNK

Long-term Projects (5+ Years to Completion)

Project Name & Proponent	Project Description	Estimated Cost	Possible Funding Source	Jobs Created	Goals
Hampton Intermodal Transportation Center Rockingham Planning Commission with Hampton	Development of an intermodal transportation center at the Route 1 – Hwy 101 interchange, constructing a new center with Park & Ride facility and several multi-user transportation participants.	Interchange: \$4.5 million Transit Center: \$ 3.7 - 4.6 million	Fed Highway Programs (CMAQ), NH DOT, Brownfields	UNK	ID, RC
Update: In Spring 2016, the town Board of Selectmen voted not to proceed with the intermodal center at the proposed location, although did not rule out the concept in another location within Hampton. The BoS did approve moving forward with the interchange realignment developed for US 1 and NH 101. The next step is for the town to propose the plan as RPC's current project solicitation for the NH DOT 2019-2028 10-Year Plan.					
Pelham/Route 38 Water/Sewer Study Pelham	Engineering study to determine how to provide infrastructure along Pelham's business corridor to foster economic growth and development.	\$60,000	Grants, Private	UNK	ID, SL
Update: No changes to this project.					
Regional Biosolids/Septage Treatment Facility Portsmouth	Design and construction of a regional biosolid/septage treatment and energy recovery facility.	UNK	Private, User Fees, Local, State/Federal Grants, EPA, EDA	UNK	ID, SL, RC
Update: No changes to this project.					
Mohawk Tannery Cleanup & Redevelopment Nashua	Revitalization of former tannery site, cleanup, and reuse of 39 acres for mixed use.	\$5 million	State, EPA, Local	UNK	ID, AH, SL
Update: The city received a grant from NHDES Brownfields and completed the site assessment in 2016. A remedial Action Plan is pending approval by NHDES and US EPA, and site remediation will begin once approved. Due to lack of identified funds, this city is reprioritizing this project. Moved from Intermediate-term.					
Town of Raymond Wastewater Treatment Facility (formerly part of Town of Raymond Route 101 Exit 4 Development) Raymond	This project was split from the Exit 4 (Raymond) project and focuses on the wastewater treatment component of the original project. Although the current site proposal no longer supports the design and construction of a WWTF, there remains a strong need for wastewater treatment in Raymond.	\$30 million	State, EDA, CDBG, EPA, USACOE	UNK	ID
Update: No changes to this project.					

Projects Removed from Priority Project List

Route 33 Sewer Expansion Greenland	Removed from the list due to lack of municipal interest after neighboring Portsmouth's decision to not locate an upgraded, regional water treatment facility accessible by Greenland.
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Infrastructure Development = ID Regional Cooperation = RC Workforce Attraction & Retention = WF
Affordable Housing = AH Sustainable Living = SL Unknown at this time = UNK

Plan of Action

With the development of the region's CEDS, REDC will work to support and implement projects, programs, and activities that promote economic development and opportunity throughout Southern New Hampshire. REDC will continue to meet its obligations as an Economic Development District (EDD) by (1) coordinating and implementing economic development activities in the District; (2) carrying out economic development research, planning, implementation, and advisory functions identified in the CEDS; and (3) coordinating the development and implementation of the CEDS with other local, state, federal, non-profit, and private organizations.

When REDC completed the 2015 CEDS, we developed a new set of Goals and Objectives, which will guide our activities during the five-year cycle from 2015-2019. These goals were slightly adjusted in 2017 to add a resiliency component. REDC will use the following Plan of Action to direct our activities and implementation of the CEDS on an annual basis. Status of these action items is discussed in the Evaluation and Performance Measure section of the CEDS.

1. Continue CEDS grassroots planning process:

- Implement the EDA Planning Investment grant on an annual basis and develop the annual updates to the 2015 CEDS;
- Schedule four CEDS Steering Committee meetings as part of the program year;
- Maintain the required the required percentage of private sector representatives on the CEDS Steering Committee. If we fall below that percentage, then identify, recruit, train and orient private sector representatives for the CEDS Steering Committee. Key areas of interest include new and emerging technologies; renewable and traditional energy suppliers; expertise in green technologies; banking and financing; as well as real estate development;
- Host, or partner with other agencies to host, public events in order to keep stakeholders informed of the CEDS process and relevant economic development issues for our region;
- Provide demographic data and information developed through five-year CEDS process to municipalities, businesses, non-profit groups, and the public through an enhanced website and regular electronic updates.

2. Promote economic development and opportunities:

- Develop a program of classes and/or guest speakers for the REDC Business Training Center. Provide local entrepreneurs with access to instruction, computers, and reference materials to facilitate the creation of new rural businesses and the expansion of existing businesses;
- Continue work with the Brownfield's Advisory Committee to redevelop blighted areas and encourage economic growth;
- Meet with representatives from distressed communities to identify infrastructure and community needs;
- Pursue microlending capacity and clients to build on our CDFI designation;
- Pursue and utilize additional funding sources and opportunities;
- Provide technical assistance and financing for expanding businesses that create jobs; and
- Assist other communities as requested.

3. Implement the CEDS Goals and Objectives:

- Identify projects, programs, and activities that address one or more of the CEDS Goals via the CEDS Priority Project process and by increasing outreach to local communities and stakeholders;
- Provide funding for local projects that support the CEDS Goals and Objectives through the availability of additional EDA project funds;
- Develop/sponsor forums that address one or more of the CEDS Objectives;
- Work with the Steering Committee to identify opportunities to address a set of the CEDS Objectives on an annual basis;
- Continue to provide grant and loan opportunities to the region with the REDC - EDA Brownfield's grant;
- Create opportunities that encourage local and regional interactions, include state agencies when appropriate; and
- Provide technical assistance to the proponents of Priority Projects, as needed. Identify key Priority Projects that are eligible for EDA funding opportunities. Provide grant writing and management assistance as needed for these projects.

Evaluation

Performance Measures

The REDC evaluates the success of its work in developing and implementing the CEDS using a variety of performance measures. The performance measures are divided into three categories: private sector investment, action plan items and objectives, and the EDA planning grant. REDC will report the progress in each of these performance measures on an annual basis in the Evaluation Section of the CEDS.

Private Sector Investment

One of the primary goals of the CEDS is to create economic development through private sector investment and growth. REDC gauges success using the following performance measures:

- Number of new jobs created in our region;
- Number of jobs retained in our region;
- Number and types of investments undertaken in the region; and
- Amount of private sector investment in our region.

Action Plan Items and Objectives

REDC has a comprehensive list of Goals and Objectives, which will be used to guide our Priority Projects, programs, and activities throughout the next five years. REDC gauges success based on the following performance measures:

- Number of Priority Projects started;
- Number of Priority Projects completed;
- Number of new Priority Projects added to the list;
- Number and types of investments in areas supporting the Goals and Objectives;
- Number and types of programs/activities implemented in areas supporting the Goals and Objectives;
- Compliance with and completion of the CEDS Plan of Action.

EDA Planning Grant Scope of Work

Funding for the CEDS and its annual updates comes in part from the Department of Commerce, Economic Development Administration. As part of the grant award, the REDC agrees to complete the annual CEDS and provide semi-annual Performance and Project Progress Reports. The EDA authorizes a Scope of Work with each grant award. REDC gauges success based on completing the annually approved EDA Scope of Work. For the 2016-2017 grant award, that includes:

- Complete the second annual update to the 2015 CEDS (2017 CEDS update).
- Continue the grass roots on-going planning process, which includes the production, dissemination, and implementation of the annual update. Identify, recruit, and train private sector representatives for key CEDS committees. These members will represent new and emerging technologies, green technologies, banking and financing, as well as real estate developers.
- Identify projects, programs, and actions that will address the 2015 CEDS goals and objectives.
- Identify projects for inclusion on the Priority Project List. Provide technical support for projects on the region's Priority Project List, including identification of potential funding sources, assistance in grant writing, and providing grant management.
- Active participation in the region's Brownfields Assessment and Brownfields Clean-up programs.
- Provide financing and technical assistance to the private sector where job growth, emerging technologies, and/or green-technology efforts are part of the outcome.

Annual Evaluation

REDC submits its annual evaluation based on the progress in each of the 2015-2019 performance measures.

Private Sector Investment

During the past fiscal year, the Board of Directors at REDC approved 16 new loans totaling over \$3.18 million. These loans have the potential to bring a total leveraged value of over \$39.3 million into Southern New Hampshire's economy. During this time, 13 of the loans have closed, helping a variety of business with the potential to retain 242 jobs, and to create an additional 165 jobs for the region. The approved loans will help fund a variety of businesses including manufacturing, day care, senior care, food industry, and event facilities.

Action Plan Items and Objectives

Although there were no Priority Projects completed during the past 12 months, at least four projects are near completion and should be finalized in the next year.

During the past year, there were five new project added to the CEDS Priority Project list: Joanne Drive Extension project (Plaistow), Shirkin Road project (Fremont), Downtown Waterfront Plan (Nashua),

Franklin/Front Street Connection to BSP (Nashua), and Eastern Gateway to Downtown project (Nashua). Four of the five projects are considered short-term; ready to begin within the next two years.

There was also positive action on a number of Priority Projects over the past year. Phases 1 and 2 of the Route 28 Water & Sewer Extension project in Derry were completed, with construction on the final phase underway. The town of Londonderry approved two new projects: a distribution center and a manufacturing facility as part of the Pettengill Road Commerce Park project. The Town of Seabrook passed a warrant article to help fund the much-needed replacement of the Harbor Seawall. Finally, REDC has identified the matching funds needed to apply for a Revolving Loan Fund grant with the EDA.

In an effort to promote its Sustainable Living goal and objectives, REDC held a public event called Solar Financing for Municipalities, open to business and municipalities interested in alternative energy sources. Dan Clapp and Jack Ruderman of ReVision Energy headlined the June 21, 2017 workshop.

This section also reviews the Plan of Action items acted on over the past twelve months and each is evaluated, below.

Continue CEDS Grassroots Planning Process

During the past 12 months, REDC has met this action item by completing and filing the 2016 CEDS update working on the 2017 CEDS update, which has been submitted to the EDA by its June 30, 2017 deadline, holding four Steering Committee meetings through the planning cycle, sponsoring a public workshop entitled Solar Financing for Municipalities; updating the Priority Project list; completing the evaluation for the past 12-month cycle; and updating all available demographic data. In addition, REDC actively recruited new private sector representatives for the CEDS Steering Committee and continues to meet the 50% composition requirement for private sector representatives.

Promote Economic Development and Opportunities

The opening of the REDC Business Training Center has been an economic boon to the Southern NH region. With its spacious classroom, day-use office space, and modern technology, the center has hosted a number of meetings and events for a wide array of uses, and demand continues to rise. Additionally, REDC's business advisor provided technical assistance to 78 individuals and/or businesses, six of which resulted in loans made by REDC. For the past couple years REDC has provided

marketing and graphic design and technical counseling for both private and public clients. Over the past 12 months, our graphic designer worked with 14 clients on a range of services from logo and website design to the development of brochures. REDC also hosts its own business development workshops and classes, free of charge.

REDC it is currently working to pilot a new program based in the Concord, New Hampshire area, which will help New Americans, NH's only growing population segment, obtain loans to start, or grow, their businesses. In the past six months we have raised capital, which will be used for this purpose. This new loan fund is expected to become active in May 2017.

Implement the CEDS Goals and Objectives

REDC worked with a number of communities in its region to provide economic development advice and provide assistance when needed. REDC visited Brownfields sites in the communities of Nashua, Salem, Exeter, and Portsmouth to assess whether we can participate in remediation via our Brownfields RLF.

REDC met with the town of Plaistow and the owner of Methuen Construction on the possibility of applying for EDA grant funds for an infrastructure project. REDC continued to work closely with the town of Seabrook on a much-needed seawall repair infrastructure project, anticipating submittal for funding assistance from the EDA. REDC staff also met with officials from Exeter on an infrastructure project that would open up development on vacant commercial/industrial land.

EDA Planning Grant Scope of Work

1. Complete the second annual update to the 2015 CEDS (2017 CEDS update).

Continue the grass roots on-going planning process, which includes the production, dissemination, and implementation of the annual update. Identify, recruit, and train private sector representatives for key CEDS committees. These members will represent new and emerging technologies, green technologies, banking and financing, as well as real estate developers.

REDC continued to work with its partners and member communities to update the 2015 CEDS. REDC held four planning meetings with its Steering Committee throughout the planning cycle. Additionally, in line with our Sustainable Living Goal, REDC held a workshop on alternative energy sources for municipalities. The CEDS was submitted to the EDA before the June 30, 2017 deadline.

Due to updated environmental regulations, along with the added requirement of a new Resiliency Section to

the CEDS, the Steering Committee voted to slightly modify the five-year planning goals and objectives. The objectives and goals now include “stormwater” and “resiliency” components. Additionally, REDC addressed the new Resiliency requirement with the addition of a new section in our CEDS.

REDC said goodbye to three long-time Steering Committee members, who left the committee due to job departure and/or retirement. REDC has reached out to private sector individuals who have expressed interest in serving on the committee and looked at under-represented municipalities and/or sectors. We recruited four new members, who have each been active in the planning process.

2. Identify projects, programs, and actions that will address the 2015 CEDS goals and objectives.

REDC is working directly with the towns of Exeter and Plaistow on new Infrastructure Development projects that will help strengthen and diversify local and regional economies. These projects both include upgrading and/or developing right-of-ways to access currently vacant, commercial/industrial-zoned land. In both situations, end users have already been identified. We continue to work with Rockingham Regional Planning Commission on identifying places where Regional Cooperation may benefit municipal budgets and create economic efficiencies. REDC is partnering with the Community College System, medical facilities, and private businesses to provide training for critically needed healthcare workers. We are working on a Brownfields project in a severely distressed section of Nashua, NH, which will result in 152 units of workforce housing. This addresses our Sustainable Living, Affordable Housing, and Workforce Retention goals. Finally, we are including a new section on Economic Resiliency in the 2017 CEDS update.

3. Identify projects for inclusion on the Priority Project List. Provide technical support for projects on the region's Priority Project List, including identification of potential funding sources, assistance in grant writing, and providing grant management.

REDC and the CEDS Steering Committee worked over the past several months on the evaluation and update of the 2016 Priority Project list for inclusion in the 2017 CEDS update. First, REDC collected updates to existing projects from November 2016 to January 2017. While no CEDS projects were completed and closed-out in the past 12 months, several projects are close to completion. One of the existing projects, the Route 33 Sewer Expansion Project in Greenland, NH, was removed from the list due to lack of municipal interest after neighboring Portsmouth's decision to not locate an upgraded, regional water treatment facility

accessible by Greenland. REDC solicited applications for new projects in the first quarter of 2017, which resulted in the addition of five new projects to this year's list. The Steering Committee finalized the 2017 Priority Project list at its March 2017 meeting. Details on the Priority Project List are outlined in previous sections of this document.

4. Active participation in the region's Brownfields Assessment and Brownfields Clean-up programs.

REDC continues to manage its \$1.875 million EPA Brownfields grant. The funds are used to make loans and grants to clean up Brownfields sites throughout the region and state. Over the past year, REDC worked to manage the final project under this grant. Once all funds have been disbursed, we will close out the grant and reapply for new funding in the fall.

Recently, REDC approved a \$300,000 loan to a private developer who it is currently remediating a site in a severely distressed census tract, and building 152 units of workforce housing in Nashua, NH. Cleanup is expected to be complete by late spring.

5. Provide financing and technical assistance to the private sector where job growth, emerging technologies, and/or green technology efforts are part of the outcome.

During the past fiscal year, the Board of Directors at REDC approved 16 new loans totaling over \$3.18 million. These loans have the potential to bring a total leveraged value of over \$39.3 million into southern New Hampshire's economy. During this time, 13 of the loans have closed, helping a variety of business with the potential to retain 242 jobs, and created an additional 165 jobs for the region. The approved loans will help fund a variety of businesses, including: manufacturing, day care, senior care, food industry, and event facilities.

REDC it is currently working to pilot a new program, based in the Concord, New Hampshire area, which will help New Americans, NH's only growing population segment, obtain loans to start, or grow, their businesses. In the past six months we have raised capital, which will be used for this purpose. This new loan fund is expected to become active in May 2017.

REDC provides several types of counseling for our clients. Our business advisor provided technical assistance to 78 individuals and/or businesses, six of which resulted in loans made by REDC. For the past couple years REDC has provided marketing and graphic design and technical counseling for both private and public clients. Over the past twelve months, our graphic designer worked with 14 clients on a range of services from logo and website design to the development of brochures.

Steering Committee

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 started with the previous year's CEDS Steering Committee as a starting point to develop this year's committee. The members of the 2017 Steering Committee and support staff are listed below.

REDC Staff

Laurel Bistany	President	Laurel@redc.com
Jennifer Kimball	CEDS Planner	Jennifer@redc.com
Laura Harper	Administrative Assistant/Graphic Designer	Laura@redc.com
Beth Johnson	Accountant	Beth@redc.com
Chris Duffy	Business Advisor	Chris@redc.com
Amy Scott	Lending Assistant	lending@redc.com

Consultants

Theresa Walker	Rockingham Planning Commission	twalker@rpc-nh.org
Cliff Sinnott	Rockingham Planning Commission	csinnott@rpc-nh.org
Ross Gittell	Chancellor, Community College System of NH	rgittell@ccsnh.edu

CEDS Steering Committee Meetings

Date	Meetings	Location	Agenda
11/9/2016	CEDS Steering Committee Meeting #1	Windham	<ul style="list-style-type: none">• Introduction of members; new member orientation.• New CEDS Content Requirements (Resiliency Planning).• Presentation on Disaster Planning, Theresa Walker.• Discussion on Solar Community Financing.
1/25/2016	CEDS Steering Committee Meeting #2	Stratham	<ul style="list-style-type: none">• Resiliency Planning.• Draft changes to goals & objectives.• Priority Project updates.• EDA funding opportunities.
3/29/2017	CEDS Steering Committee Meeting #3	Merri-mack	<ul style="list-style-type: none">• Presentation on updates to existing and proposed Priority Projects in Nashua, James Vayo.• Presentation on Joanne Drive Extension project in Plaistow, Greg Jones.• Priority Project updates and approval.• Discussion on Regional Cooperation.
06/21/2017	CEDS Steering Committee Meeting #4	Salem	<ul style="list-style-type: none">• Review and approval of the 2017 CEDS Update.• Public Workshop: Solar Financing for Municipalities.

CEDS Steering Committee Members

NAME	REPRESENTING
Nancy Carmer	REDC BoD / City of Portsmouth
Ernie Cartier-Creveling	Town of Raymond
David Choate, III	Colliers International
Glenn Coppelman	Town of Kingston
Thomas Conaton	REDC BoD / Eastern Bank
Bev Donovan	Greater Haverhill Chamber
Katy Easterly Martey	NH CDFA
Carol Estes	REDC BoD / Granite Bank
Jeff Gowan	Town of Pelham
Craig Jewett	REDC BoD / Jewett Construction
Julian Kiszka	Town of Plaistow
Barbara Kravitz	Rockingham Planning Commission (RPC)
Len Lathrop	Hudson/Litchfield News / Town of Hudson
Susan Blake Lee	Town of Merrimack ED Citizen Advisory Committee
Wynne Levine	SeaWind Connections
Don Marshall	Marshall Associates / RPC
Robert McDonald	REDC BoD / Town of Londonderry
Donna Morris	Greater Salem Chamber of Commerce
Rex Norman	Town of Windham
Elmer A. Pease, II	PD Associates / Town of Auburn
Jeff Philbrick	Colonial Poplin Nursing and Rehabilitation Facility
Peter Rayno	Enterprise Bank
Brad Reed	I.C. Reed & Sons, Inc. / Town of Raymond
George Sioras	REDC BoD / Town of Derry
Will Stewart	Greater Derry/Londonderry Chamber of Commerce
Darren Winham	Town of Exeter
James Vayo	City of Nashua
John Vogl	Town of Londonderry
Scott Zeller	REDC BoD / RallyMe.com

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Table A-1: Population History and Estimates

Table A-1: Population History and Estimates

2017 CEDS Update

Area	U.S. Census Population Counts													OEP Annual Population Estimates										change in population				avg. annual growth rate
	1950	1960	1970	1980	1990	2000	2010											1-year change		5-year change		2010-2015 % change		2010-2015 % change		2010-2015 % change		
	1950	1960	1970	1980	1990	2000	2010	2010	2011	2012	2013	2014	2015	2014-2015	% change	2010-2015	% change	2010-2015	% change	2010-2015	% change	2010-2015	% change					
CEDS Eastern Communities	449	574	838	1,135	1,352	1,784	2,357	2,358	2,363	2,365	2,372	2,387	2,398	11	0.5%	40	1.7%	197	1.4%	268	1.9%	40	1.7%	0.3%				
	5,664	7,243	8,892	11,024	12,481	14,058	14,306	14,314	14,354	14,366	14,454	14,385	14,582	197	1.4%	268	1.9%	309	8.7%	309	8.7%	17%	1.7%	0.4%				
	719	1,196	1,784	2,129	2,768	3,208	3,549	3,551	3,586	3,628	3,699	3,776	3,860	84	2.2%	309	8.7%	309	8.7%	309	8.7%	17%	1.7%	0.4%				
	2,847	5,379	8,011	10,493	12,278	14,937	15,430	14,985	14,868	14,887	14,979	15,011	15,050	39	0.3%	65	0.4%	65	0.4%	65	0.4%	0.1%	0.1%	0.0%				
	629	885	1,254	1,372	1,503	1,880	2,236	2,237	2,235	2,239	2,241	2,241	2,239	-2	-0.1%	2	0.1%	2	0.1%	2	0.1%	0.0%	0.0%	0.0%				
	542	708	1,044	1,322	1,631	1,893	2,124	2,125	2,121	2,118	2,113	2,113	2,114	1	0.0%	-11	-0.5%	-11	-0.5%	-11	-0.5%	-0.1%	-0.1%	-0.1%				
	583	823	975	936	840	1,010	968	969	967	970	971	966	966	0	0.0%	-3	-0.3%	-3	-0.3%	-3	-0.3%	-0.1%	-0.1%	-0.1%				
	469	737	843	817	888	1,551	1,680	1,681	1,678	1,678	1,683	1,685	1,685	0	0.0%	4	0.2%	4	0.2%	4	0.2%	0.0%	0.0%	0.0%				
	494	2,499	798	716	990	775	753	753	753	750	748	766	770	4	0.5%	17	2.3%	17	2.3%	17	2.3%	0.5%	0.5%	0.5%				
	2,709	3,153	3,361	4,290	7,157	8,027	8,936	8,941	8,950	8,942	9,173	9,149	9,170	21	0.2%	229	2.6%	229	2.6%	229	2.6%	0.5%	0.5%	0.5%				
CEDS Central Communities	1,104	1,910	3,259	3,425	3,637	4,259	4,301	4,303	4,324	4,394	4,421	4,463	4,511	48	1.1%	208	4.8%	208	4.8%	208	4.8%	1.0%	1.0%	1.0%				
	18,830	25,833	25,717	26,254	25,925	20,784	20,779	21,245	21,206	21,273	21,280	21,463	21,496	33	0.2%	251	1.2%	251	1.2%	251	1.2%	0.2%	0.2%	0.2%				
	1,982	3,244	4,083	4,508	4,612	5,182	5,298	5,301	5,324	5,336	5,336	5,381	5,400	19	0.4%	99	1.9%	99	1.9%	99	1.9%	0.4%	0.4%	0.4%				
	1,788	2,209	3,053	5,917	6,503	7,934	8,693	8,698	8,697	8,732	8,768	8,791	8,814	23	0.3%	116	1.3%	116	1.3%	116	1.3%	0.3%	0.3%	0.3%				
	314	443	558	660	740	844	814	814	813	813	810	811	811	0	0.0%	-3	-0.4%	-3	-0.4%	-3	-0.4%	-0.1%	-0.1%	-0.1%				
	759	1,033	1,512	2,507	4,955	6,355	7,255	7,259	7,245	7,270	7,280	7,297	7,334	37	0.5%	75	1.0%	75	1.0%	75	1.0%	0.2%	0.2%	0.2%				
	39,882	57,869	65,982	77,505	88,260	94,481	99,479	99,534	99,484	99,759	100,328	100,685	101,200	515	0.5%	1,666	1.7%	1,666	1.7%	1,666	1.7%	0.3%	0.3%	0.3%				
	492	1,017	2,291	4,397	5,188	6,178	6,751	6,755	6,741	6,739	6,732	6,728	6,722	-6	-0.1%	-33	-0.5%	-33	-0.5%	-33	-0.5%	-0.1%	-0.1%	-0.1%				
	1,158	1,292	2,035	2,883	4,085	4,682	4,953	4,986	4,974	5,054	5,154	5,222	5,315	93	1.8%	359	7.2%	359	7.2%	359	7.2%	1.4%	1.4%	1.4%				
	819	1,072	1,468	2,004	2,590	3,197	4,486	4,489	4,497	4,623	4,666	4,727	4,678	-49	-1.0%	189	4.2%	189	4.2%	189	4.2%	0.8%	0.8%	0.8%				
CEDS Western Communities	1,243	1,490	1,997	2,989	3,557	3,911	3,909	3,911	3,913	3,916	3,919	3,911	3,909	-2	-0.1%	-2	-0.1%	-2	-0.1%	-2	-0.1%	0.0%	0.0%	0.0%				
	807	1,053	1,382	2,006	2,691	3,792	4,768	4,771	4,762	4,792	4,762	4,818	4,887	69	1.4%	116	2.4%	116	2.4%	116	2.4%	0.5%	0.5%	0.5%				
	508	605	924	1,318	2,534	4,023	4,768	4,771	4,762	4,792	4,762	4,818	4,887	25	0.6%	116	1.6%	116	1.6%	116	1.6%	0.3%	0.3%	0.3%				
	706	714	1,178	1,979	3,124	3,678	4,280	4,282	4,308	4,371	4,394	4,385	4,413	28	0.6%	131	3.1%	131	3.1%	131	3.1%	0.6%	0.6%	0.6%				
	1,796	2,006	2,356	3,460	5,162	5,476	6,411	6,415	6,501	6,544	6,617	6,736	6,828	92	1.4%	413	6.4%	413	6.4%	413	6.4%	1.3%	1.3%	1.3%				
	698	783	993	1,333	2,576	3,510	4,283	4,285	4,316	4,364	4,432	4,531	4,597	66	1.5%	312	7.3%	312	7.3%	312	7.3%	1.5%	1.5%	1.5%				
	902	1,261	2,401	3,785	6,732	8,297	8,523	8,528	8,526	8,563	8,547	8,555	8,602	47	0.5%	74	0.9%	74	0.9%	74	0.9%	0.2%	0.2%	0.2%				
	1,283	708	2,882	4,111	5,591	5,862	6,025	6,028	6,010	6,007	6,011	6,015	6,049	34	0.6%	21	0.3%	21	0.3%	21	0.3%	0.1%	0.1%	0.1%				
	1,173	1,419	1,920	3,068	3,473	4,289	4,603	4,606	4,661	4,693	4,734	4,796	4,865	69	1.4%	259	5.6%	259	5.6%	259	5.6%	1.1%	1.1%	1.1%				
	966	1,034	1,525	2,175	3,124	3,640	4,241	4,243	4,235	4,249	4,252	4,222	4,214	-8	-0.2%	-29	-0.7%	-29	-0.7%	-29	-0.7%	-0.1%	-0.1%	-0.1%				
REDC Region	566	623	952	1,952	2,939	3,701	4,785	4,788	4,813	4,830	4,840	4,852	4,904	52	1.1%	116	2.4%	116	2.4%	116	2.4%	0.5%	0.5%	0.5%				
	2,082	2,915	4,712	5,609	7,316	7,747	7,609	7,613	7,584	7,576	7,563	7,562	7,602	40	0.5%	-11	-0.1%	-11	-0.1%	-11	-0.1%	0.0%	0.0%	0.0%				
	1,428	1,867	3,003	5,453	8,713	9,674	10,138	10,145	10,185	10,208	10,210	10,229	10,257	28	0.3%	112	1.1%	112	1.1%	112	1.1%	0.2%	0.2%	0.2%				
	315	366	741	2,057	4,060	5,143	5,986	5,989	6,076	6,136	6,184	6,202	6,255	53	0.9%	266	4.4%	266	4.4%	266	4.4%	0.9%	0.9%	0.9%				
	16,942	20,225	32,760	50,579	73,455	86,800	96,138	96,193	96,526	97,106	97,453	97,924	98,555	631	0.6%	2,362	2.5%	2,362	2.5%	2,362	2.5%	0.5%	0.5%	0.5%				
	5,826	6,987	11,712	18,875	29,603	34,021	33,109	33,129	33,008	33,008	32,988	32,960	32,948	-12	0.0%	-181	-0.5%	-181	-0.5%	-181	-0.5%	-0.1%	-0.1%	-0.1%				
	4,183	5,876	10,638	14,022	19,530	22,928	24,467	24,481	24,514	24,514	24,538	24,668	24,781	113	0.5%	300	1.2%	300	1.2%	300	1.2%	0.2%	0.2%	0.2%				
	427	721	1,420	4,150	5,516	7,360	8,271	8,276	8,275	8,303	8,330	8,363	8,395	32	0.4%	119	1.4%	119	1.4%	119	1.4%	0.3%	0.3%	0.3%				
	1,640	2,457	5,346	13,598	19,781	23,236	24,129	24,144	24,132	24,137	24,209	24,305	24,891	586	2.4%	747	3.1%	747	3.1%	747	3.1%	0.6%	0.6%	0.6%				
	1,908	2,989	8,595	15,406	22,156	25,119	25,494	25,508	25,454	25,473	25,474	25,408	25,427	19	0.1%	-81	-0.3%	-81	-0.3%	-81	-0.3%	-0.1%	-0.1%	-0.1%				
Rockingham County	34,669	39,096	55,820	67,865	79,662	86,605	86,494	86,543	86,366	86,211	86,766	87,029	87,551	522	0.6%	1,008	1.2%	1,008	1.2%	1,008	1.2%	0.2%	0.2%	0.2%				
	1,317	2,605	5,408	8,090	9,408	10,914	12,897	12,904	12,894	12,898	12,970	13,069	13,117	48	0.4%	213	1.7%	213	1.7%	213	1.7%	0.3%	0.3%	0.3%				
	4,805	9,210	20,142	24,124	25,746	28,172	28,768	28,793	28,702	28,707	28,688	28,611	28,674	63	0.2%	-119	-0.4%	-119	-0.4%	-119	-0.4%	-0.1%	-0.1%	-0.1%				
	964	1,317	3,008	5,664	9,000	10,709	13,592	13,600	13,756	13,877	13,960	14,088	14,301	213	1.5%	701	5.2%	701	5.2%									

A-2: Population Predictions

Area	OSP Estimates		OSP Projections-2016					Avg. Annual Growth Rates			
	2010	2015	2020	2025	2030	2035	2040	2010-2020	2020-2030	2030-2040	2010-2040
East Kingston	2,358	2,398	2,568	2,751	2,812	2,847	2,854	0.9%	0.9%	0.1%	0.6%
Exeter	14,314	14,582	14,732	14,922	15,255	15,446	15,482	0.3%	0.3%	0.1%	0.3%
Greenland	3,551	3,860	4,104	4,368	4,465	4,521	4,532	1.5%	0.8%	0.1%	0.8%
Hampton	14,985	15,050	15,032	15,046	15,382	15,575	15,611	0.0%	0.2%	0.1%	0.1%
Hampton Falls	2,237	2,239	2,329	2,428	2,482	2,513	2,519	0.4%	0.6%	0.1%	0.4%
Kensington	2,125	2,114	2,163	2,219	2,268	2,297	2,302	0.2%	0.5%	0.1%	0.3%
New Castle	969	966	949	933	954	966	968	-0.2%	0.1%	0.1%	0.0%
Newfields	1,681	1,685	1,716	1,752	1,791	1,813	1,817	0.2%	0.4%	0.1%	0.3%
Newington	753	770	770	771	788	798	800	0.2%	0.2%	0.1%	0.2%
Newmarket	8,941	9,170	9,505	9,877	10,097	10,224	10,248	0.6%	0.6%	0.1%	0.5%
North Hampton	4,303	4,511	4,615	4,733	4,839	4,900	4,911	0.7%	0.5%	0.1%	0.4%
Portsmouth	21,245	21,496	21,664	21,886	22,374	22,655	22,708	0.2%	0.3%	0.1%	0.2%
Rye	5,301	5,400	5,462	5,539	5,663	5,734	5,747	0.3%	0.4%	0.1%	0.3%
Seabrook	8,698	8,814	9,049	9,314	9,522	9,642	9,664	0.4%	0.5%	0.1%	0.4%
South Hampton	814	811	797	785	802	812	814	-0.2%	0.1%	0.1%	0.0%
Stratham	7,259	7,334	7,592	7,878	8,054	8,155	8,175	0.4%	0.6%	0.1%	0.4%
CEDS Eastern Communities	99,534	101,200	103,046	105,200	107,550	108,899	109,155	0.3%	0.4%	0.1%	0.3%
Atkinson	6,755	6,722	6,834	6,967	7,122	7,212	7,229	0.1%	0.4%	0.1%	0.2%
Auburn	4,956	5,315	5,560	5,828	5,959	6,033	6,048	1.2%	0.7%	0.1%	0.7%
Brentwood	4,489	4,678	5,116	5,586	5,711	5,783	5,796	1.3%	1.1%	0.1%	0.9%
Candia	3,911	3,909	3,891	3,880	3,967	4,016	4,026	-0.1%	0.2%	0.1%	0.1%
Chester	4,771	4,887	5,199	5,536	5,660	5,731	5,744	0.9%	0.9%	0.1%	0.6%
Danville	4,389	4,458	4,577	4,710	4,816	4,876	4,888	0.4%	0.5%	0.1%	0.4%
Deerfield	4,282	4,413	4,631	4,869	4,978	5,040	5,052	0.8%	0.7%	0.1%	0.6%
Epping	6,415	6,828	7,279	7,767	7,941	8,041	8,059	1.3%	0.9%	0.1%	0.8%
Fremont	4,285	4,597	4,959	5,347	5,467	5,535	5,548	1.5%	1.0%	0.1%	0.9%
Hampstead	8,528	8,602	8,668	8,755	8,951	9,063	9,084	0.2%	0.3%	0.1%	0.2%
Kingston	6,028	6,049	6,079	6,124	6,261	6,340	6,355	0.1%	0.3%	0.1%	0.2%
Newton	4,606	4,865	5,070	5,296	5,414	5,482	5,495	1.0%	0.7%	0.1%	0.6%
Northwood	4,243	4,214	4,347	4,495	4,595	4,653	4,664	0.2%	0.6%	0.1%	0.3%
Nottingham	4,788	4,904	5,246	5,614	5,740	5,812	5,825	0.9%	0.9%	0.1%	0.7%
Plaistow	7,613	7,602	7,525	7,462	7,628	7,724	7,742	-0.1%	0.1%	0.1%	0.1%
Raymond	10,145	10,257	10,403	10,577	10,814	10,949	10,975	0.3%	0.4%	0.1%	0.3%
Sandown	5,989	6,255	6,604	6,984	7,140	7,229	7,246	1.0%	0.8%	0.1%	0.6%
CEDS Central Communities	96,193	98,555	101,988	105,798	108,162	109,519	109,776	0.6%	0.6%	0.1%	0.4%
Derry	33,129	32,948	32,459	32,018	32,733	33,144	33,222	-0.2%	0.1%	0.1%	0.0%
Hudson	24,481	24,781	25,232	25,799	26,297	26,610	26,718	0.3%	0.4%	0.2%	0.3%
Litchfield	8,276	8,395	8,662	8,972	9,145	9,254	9,291	0.5%	0.5%	0.2%	0.4%
Londonderry	24,144	24,891	25,434	26,057	26,639	26,973	27,036	0.5%	0.5%	0.1%	0.4%
Merrimack	25,508	25,427	25,362	25,398	25,889	26,196	26,303	-0.1%	0.2%	0.2%	0.1%
Nashua	86,543	87,551	87,626	88,057	89,759	90,826	91,195	0.1%	0.2%	0.2%	0.2%
Pelham	12,904	13,117	13,698	14,352	14,629	14,803	14,863	0.6%	0.7%	0.2%	0.5%
Salem	28,793	28,674	28,672	28,733	29,375	29,743	29,813	0.0%	0.2%	0.1%	0.1%
Windham	13,600	14,301	15,414	16,612	16,983	17,196	17,237	1.3%	1.0%	0.1%	0.8%
CEDS Western Communities	257,378	260,085	262,559	265,997	271,449	274,745	275,678	0.2%	0.3%	0.2%	0.2%
CEDS Region	453,105	459,840	467,593	476,995	487,161	493,163	494,609	0.3%	0.4%	0.2%	0.3%
Hillsborough County	400,950	404,322	409,478	416,445	424,492	429,538	431,284	0.2%	0.4%	0.2%	0.2%
Rockingham County	295,123	300,569	307,013	314,418	321,441	325,474	326,238	0.4%	0.5%	0.1%	0.3%
New Hampshire	1,317,208	1,330,608	1,349,908	1,374,702	1,402,878	1,422,530	1,432,730	0.2%	0.4%	0.2%	0.3%

Source: NH Office of Energy and Planning

Table B-1: Housing Units – Census Counts and Housing Estimates

Table B-1: Housing Units - Census Counts and Housing Estimates

2017 CEDS Update

AREA	Housing Units (U.S. Census counts)		Avg. Annual Growth Rate '00-'10	ACS Housing Estimates								
				Housing Counts 2013	Housing Counts 2014	Housing Counts 2015	Number Occupied Units 2013	Number Occupied Units 2014	Number Occupied Units 2015	Number Vacant Units 2013	Number Vacant Units 2014	Number Vacant Units 2015
	2000	2010										
East Kingston	648	907		942	928	947	897	882	897	45	46	50
Exeter	6,107	6,496	0.6%	6,449	6,469	6,395	6,146	6,248	6,257	303	221	138
Greenland	1,244	1,443	1.5%	1,489	1,443	1,450	1,435	1,397	1,405	54	46	45
Hampton	9,349	9,921	0.6%	9,554	9,516	9,676	6,709	6,618	6,809	2,845	2,898	2,867
Hampton Falls	729	900	2.1%	931	929	950	900	902	923	31	27	27
Kensington	672	806	1.8%	857	837	834	783	746	746	74	91	88
New Castle	488	537	1.0%	557	545	551	456	451	468	101	94	83
Newfields	532	591	1.1%	577	579	569	577	574	562	0	5	7
Newington	305	322	0.5%	351	334	328	318	314	305	33	20	23
Newmarket	3,457	4,139	1.8%	3,917	4,050	4,025	3,697	3,816	3,839	220	234	186
North Hampton	1,782	1,914	0.7%	1,901	1,853	1,869	1,776	1,735	1,729	125	118	140
Portsmouth	10,186	10,625	0.4%	11,001	11,072	10,782	10,157	10,325	10,262	844	747	520
Rye	2,645	2,852	0.8%	2,830	2,921	2,977	2,244	2,315	2,415	586	606	562
Seabrook	4,066	4,544	1.1%	4,585	4,671	4,598	3,907	3,837	3,823	678	834	775
South Hampton	308	504	5.0%	431	462	445	291	306	303	140	156	142
Stratham	2,371	2,864	1.9%	2,765	2,812	2,860	2,682	2,781	2,818	83	31	42
CEDS Eastern Communities	44,889	49,365	1.0%	49,137	49,421	49,256	42,975	43,247	43,561	6,162	6,174	5,695
Atkinson	2,431	2,788	1.4%	2,748	2,738	2,757	2,553	2,597	2,630	195	141	127
Auburn	1,622	1,814	1.1%	1,858	1,911	2,021	1,758	1,830	1,932	100	81	89
Brentwood	920	1,350	3.9%	1,317	1,400	1,475	1,317	1,400	1,475	0	0	0
Candia	1,384	1,494	0.8%	1,486	1,520	1,563	1,432	1,466	1,511	54	54	52
Chester	1,247	1,596	2.5%	1,671	1,635	1,675	1,643	1,612	1,618	28	23	57
Danville	1,479	1,684	1.3%	1,641	1,630	1,596	1,544	1,537	1,548	97	93	48
Deerfield	1,406	1,743	2.2%	1,661	1,672	1,722	1,533	1,540	1,570	128	132	152
Epping	2,215	2,723	2.1%	2,888	2,909	2,874	2,545	2,604	2,596	343	305	278
Fremont	1,201	1,573	2.7%	1,604	1,608	1,643	1,565	1,608	1,643	39	0	0
Hampstead	3,276	3,727	1.3%	3,657	3,599	3,685	3,434	3,447	3,496	223	152	189
Kingston	2,265	2,480	0.9%	2,582	2,644	2,746	2,397	2,442	2,502	185	202	244
Newton	1,552	1,751	1.2%	1,783	1,817	1,867	1,743	1,747	1,792	40	70	75
Northwood	1,905	2,129	1.1%	2,127	2,106	2,061	1,705	1,676	1,634	422	430	427
Nottingham	1,592	1,986	2.2%	2,155	2,115	1,992	1,787	1,824	1,783	368	291	209
Plaistow	2,927	3,016	0.3%	2,899	3,088	3,034	2,812	2,949	2,838	87	139	196
Raymond	3,710	4,254	1.4%	4,193	4,110	4,133	3,945	3,864	3,926	248	246	207
Sandown	1,777	2,214	2.2%	2,135	2,198	2,367	2,061	2,130	2,238	74	68	129
CEDS Central Communities	32,909	38,322	1.5%	38,405	38,700	39,211	35,774	36,273	36,732	2,631	2,427	2,479
Derry	12,735	13,277	0.4%	13,546	13,356	13,609	12,987	12,934	13,020	559	422	589
Hudson	8,165	9,212	1.2%	9,174	9,053	9,167	8,822	8,751	8,837	352	302	330
Litchfield	2,389	2,912	2.0%	2,842	2,928	2,983	2,712	2,786	2,848	130	142	135
Londonderry	7,718	8,771	1.3%	8,847	9,045	8,870	8,496	8,750	8,576	351	295	294
Merrimack	8,959	9,818	0.9%	10,026	9,949	9,936	9,708	9,606	9,576	318	343	360
Nashua	35,387	37,168	0.5%	37,089	36,659	36,825	34,778	34,403	34,619	2,311	2,256	2,206
Pelham	3,740	4,598	2.1%	4,595	4,627	4,638	4,437	4,439	4,453	158	188	185
Salem	10,866	11,810	0.8%	11,866	11,789	11,733	11,143	11,093	11,110	723	696	623
Windham	3,906	5,164	2.8%	5,125	5,157	5,315	4,887	4,987	5,096	238	170	219
CEDS Western Communities	93,865	102,730	0.9%	103,110	102,563	103,076	97,970	97,749	98,135	5,140	4,814	4,941
REDC CEDS Region	171,663	190,417	1.0%	190,652	190,684	191,543	176,719	177,269	178,428	13,933	13,415	13,115
Hillsborough County	149,961	166,053	1.0%	166,322	166,754	167,207	154,324	154,236	155,208	11,988	12,518	11,999
Rockingham County	113,023	126,709	1.1%	126,926	127,468	127,994	116,262	117,284	118,095	10,664	10,184	9,899
State of NH	546,524	614,754	1.2%	615,204	617,286	618,950	518,245	519,580	520,251	96,959	97,706	98,699

Sources: U.S. Census and American Community Survey 5-year data

Table B-4: Housing Purchase Prices – NH Counties

All Homes										
	2011	2012	2013	2014	2015	2016	1-YR change from 2015 to 2016	% Change 1-YR	5-YR change from 2011 to 2016	% Change 5-YR
Hillsborough County	\$210,533	\$209,900	\$225,000	\$216,766	\$225,000	\$235,000	\$10,000	4%	\$24,467	12%
Rockingham County	\$250,000	\$255,000	\$269,000	\$268,000	\$275,000	\$294,000	\$19,000	7%	\$44,000	18%
Belknap County	\$170,000	\$170,000	\$172,400	\$194,933	\$191,333	\$200,000	\$8,667	5%	\$30,000	18%
Carroll County	\$173,000	\$169,000	\$180,000	\$186,500	\$199,000	\$199,466	\$466	0%	\$26,466	15%
Cheshire County	\$159,000	\$164,500	\$164,000	\$160,000	\$163,933	\$169,933	\$6,000	4%	\$10,933	7%
Coos County	\$90,000	\$98,000	\$88,600	\$118,600	\$104,466	\$100,000	-\$4,466	-4%	\$10,000	11%
Grafton County	\$189,425	\$185,000	\$190,000	\$168,000	\$180,166	\$189,933	\$9,767	5%	\$508	0%
Merrimack County	\$182,000	\$185,000	\$202,500	\$201,533	\$199,600	\$210,000	\$10,400	5%	\$28,000	15%
Strafford County	\$186,000	\$187,900	\$200,000	\$210,000	\$205,000	\$211,500	\$6,500	3%	\$25,500	14%
Sullivan County	\$149,900	\$158,500	\$148,000	\$144,500	\$157,000	\$159,000	\$2,000	1%	\$9,100	6%
New Hampshire Statewide	\$207,000	\$205,000	\$220,000	\$219,000	\$221,000	\$230,000	\$9,000	4%	\$23,000	11%

Existing Homes										
	2011	2012	2013	2014	2015	2016	1-YR change from 2015 to 2016	% Change 1-YR	5-YR change from 2011 to 2016	% Change 5-YR
Hillsborough County	\$206,000	\$203,000	\$220,000	\$211,000	\$224,000	\$232,533	\$8,533	4%	\$26,533	13%
Rockingham County	\$245,000	\$247,900	\$260,000	\$255,000	\$272,000	\$286,000	\$14,000	5%	\$41,000	17%
Belknap County	\$166,000	\$165,742	\$170,200	\$191,000	\$190,000	\$199,000	\$9,000	5%	\$33,000	20%
Carroll County	\$170,500	\$167,500	\$179,900	\$186,000	\$198,900	\$199,000	\$100	0%	\$28,500	17%
Cheshire County	\$156,900	\$161,000	\$164,000	\$160,000	\$163,533	\$169,900	\$6,367	4%	\$13,000	8%
Coos County	\$90,000	\$98,000	\$87,700	\$118,600	\$104,400	\$99,900	-\$4,500	-4%	\$9,900	11%
Grafton County	\$185,000	\$180,000	\$185,000	\$165,067	\$180,000	\$189,000	\$9,000	5%	\$4,000	2%
Merrimack County	\$175,000	\$182,600	\$199,000	\$199,000	\$197,000	\$208,000	\$11,000	6%	\$33,000	19%
Strafford County	\$180,000	\$177,000	\$195,000	\$203,000	\$200,000	\$209,933	\$9,933	5%	\$29,933	17%
Sullivan County	\$147,000	\$155,000	\$145,000	\$145,000	\$157,000	\$158,000	\$1,000	1%	\$11,000	7%
New Hampshire Statewide	\$200,000	\$199,000	\$215,000	\$213,533	\$219,933	\$225,000	\$5,067	2%	\$25,000	13%

New Homes										
	2011	2012	2013	2014	2015	2016	1-YR change from 2015 to 2016	% Change 1-YR	5-YR change from 2011 to 2016	% Change 5-YR
Hillsborough County	\$300,000	\$281,594	\$307,000	\$311,333	\$353,866	\$355,933	\$2,067	1%	\$55,933	19%
Rockingham County	\$284,318	\$299,933	\$320,000	\$358,600	\$347,800	\$380,000	\$32,200	9%	\$95,682	34%
Belknap County	\$223,000	\$258,050	\$229,900	\$251,766	\$296,466	\$504,000	\$207,534	70%	\$281,000	126%
Carroll County	\$260,000	\$197,533	\$182,900	\$190,000	\$260,000	\$275,266	\$15,266	6%	\$15,266	6%
Cheshire County	\$175,000	\$215,900	\$165,600	\$140,500	\$194,500	\$204,466	\$9,966	5%	\$29,466	17%
Coos County	\$137,500	n/a	\$121,500	\$111,766	\$119,000	\$333,500	\$214,500	180%	\$196,000	143%
Grafton County	\$234,700	\$242,500	\$254,133	\$265,400	\$227,000	\$350,000	\$123,000	54%	\$115,300	49%
Merrimack County	\$249,900	\$239,061	\$250,000	\$258,000	\$262,933	\$309,000	\$46,067	18%	\$59,100	24%
Strafford County	\$249,900	\$289,900	\$302,000	\$316,266	\$343,466	\$355,866	\$12,400	4%	\$105,966	42%
Sullivan County	\$160,000	\$200,000	\$178,533	\$135,500	\$207,466	\$367,466	\$160,000	77%	\$207,466	130%
New Hampshire Statewide	\$267,500	\$280,000	\$298,900	\$315,000	\$337,200	\$361,466	\$24,266	7%	\$93,966	35%

Source: NHHFA Purchase Price Database

* n/a: pricing data not available for markets with less than 50 sales.

Table B-5: Home Sales Data, REDC CEDS Region 2015

Table B-5: Home Sales Data, REDC CEDS Region

2017 CEDS Update

Area	2016 All Home Sales			2016 Existing Home Sales			2016 New Home Sales			Med. Sales Price Change 2015-2016			Med. Sales Price Change 2011-2016		
	Med Sales Price	Sample Size		Med Sales Price	Sample Size		Med Sales Price	Sample Size		All Sales	Existing	New	All Sales	Existing	New
East Kingston	\$350,000	51		\$350,000	49		\$354,966	2		36.1%	36.1%	n/a	19.7%	20.7%	4.4%
Exeter	\$309,000	303		\$290,000	269		\$365,466	34		6.6%	5.5%	3.0%	17.9%	11.5%	32.9%
Greenland	\$338,500	71		\$338,500	62		\$475,000	9		6.3%	1.2%	-10.4%	6.3%	-6.0%	38.7%
Hampton	\$315,066	465		\$306,266	396		\$370,000	69		9.8%	6.4%	32.2%	12.7%	11.4%	1.7%
Hampton Falls	\$377,500	44		\$377,500	44		\$0	0		-8.9%	-8.9%	n/a	23.8%	23.8%	n/a
Kensington	\$339,966	28		\$339,933	27		\$425,000	1		-4.8%	-4.8%	n/a	19.3%	19.3%	n/a
New Castle	\$840,000	29		\$840,000	29		\$0	0		-28.5%	-28.5%	n/a	-23.6%	-23.6%	n/a
Newfields	\$370,000	37		\$370,000	37		\$0	0		3.1%	3.1%	n/a	45.1%	45.1%	n/a
Newington	\$659,000	11		\$692,100	10		\$659,000	1		-6.8%	-2.1%	n/a	64.8%	73.0%	n/a
Newmarket	\$249,966	164		\$245,266	158		\$438,266	6		9.9%	8.5%	-1.5%	13.6%	12.4%	64.5%
North Hampton	\$480,000	76		\$460,200	73		\$820,000	3		9.7%	9.1%	18.4%	20.0%	19.5%	87.1%
Portsmouth	\$375,000	410		\$367,533	397		\$770,000	13		10.3%	8.1%	43.6%	21.0%	18.6%	97.5%
Rye	\$650,000	103		\$675,000	98		\$475,000	5		13.0%	17.7%	-21.2%	31.3%	36.4%	-47.2%
Seabrook	\$339,966	102		\$333,100	96		\$400,733	6		-1.5%	2.3%	-4.3%	36.0%	40.0%	5.5%
South Hampton	\$320,000	15		\$320,000	15		\$0	0		-3.1%	-3.1%	n/a	6.7%	6.7%	n/a
Stratham	\$369,000	191		\$364,000	183		\$442,500	8		2.2%	0.8%	-2.3%	26.4%	41.4%	14.9%
CEDS Eastern Communities	\$363,550	2,100		\$359,201	1,943		\$429,578	157		7%	6%	19%	14%	14%	22%
Atkinson	\$319,900	139		\$311,716	134		\$550,000	5		9.2%	6.4%	n/a	35.0%	31.5%	150.6%
Auburn	\$308,500	78		\$280,000	69		\$447,933	9		2.2%	-2.3%	0.7%	2.2%	7.7%	9.3%
Brentwood	\$381,000	52		\$371,366	50		\$482,466	2		-1.9%	-6.9%	75.4%	15.5%	12.5%	69.7%
Candia	\$259,000	40		\$259,000	40		\$0	0		7.0%	7.0%	n/a	-2.3%	0.0%	-100.0%
Chester	\$327,000	82		\$320,000	71		\$400,000	11		3.8%	1.6%	9.3%	21.6%	13.1%	56.9%
Danville	\$272,266	76		\$272,266	76		\$0	0		5.5%	5.5%	n/a	13.5%	29.6%	-100.0%
Deerfield	\$280,500	92		\$277,500	86		\$299,666	6		4.2%	4.3%	11.0%	24.7%	31.2%	28.1%
Epping	\$250,000	137		\$243,500	126		\$339,933	11		2.0%	1.2%	18.3%	8.7%	28.8%	32.5%
Fremont	\$256,733	92		\$250,000	83		\$347,933	9		9.7%	7.1%	48.0%	25.8%	33.3%	70.6%
Hampstead	\$300,000	155		\$300,000	153		\$419,966	2		-2.3%	-2.3%	28.3%	20.0%	20.0%	46.3%
Kingston	\$264,500	130		\$260,000	121		\$339,933	9		9.8%	8.3%	11.9%	35.6%	41.7%	47.8%
Newton	\$283,266	78		\$282,533	71		\$295,333	7		7.8%	8.3%	-0.6%	22.4%	34.5%	18.9%
Northwood	\$239,066	102		\$235,100	98		\$258,966	4		3.3%	4.5%	0.5%	25.8%	28.5%	8.4%
Nottingham	\$289,133	75		\$288,566	70		\$299,933	5		7.1%	6.9%	7.1%	23.0%	30.0%	20.0%
Plaistow	\$225,000	144		\$212,500	140		\$377,500	4		9.8%	6.3%	15.3%	8.2%	2.2%	98.7%
Raymond	\$235,000	165		\$235,000	163		\$264,366	2		13.0%	13.0%	2.5%	7.8%	17.5%	17.5%
Sandown	\$253,160	147		\$250,000	141		\$346,000	6		-1.5%	-1.6%	15.3%	5.9%	25.1%	26.6%
CEDS Central Communities	\$273,075	1,784		\$267,548	1,692		\$363,390	92		4%	3%	16%	14%	20%	37%
Derry	\$230,000	563		\$229,966	554		\$360,533	9		4.5%	4.6%	50.3%	25.1%	27.8%	36.1%
Hudson	\$266,866	417		\$264,716	402		\$368,266	15		3.4%	5.0%	4.6%	18.6%	23.1%	15.1%
Litchfield	\$282,000	104		\$277,500	102		\$298,766	2		2.5%	1.1%	-22.1%	16.0%	20.7%	18.3%
Londonerry	\$279,500	514		\$273,500	484		\$451,466	30		-2.2%	-2.2%	12.4%	21.5%	25.5%	67.2%
Merrimack	\$230,000	570		\$228,333	565		\$397,000	5		2.2%	1.5%	1.8%	7.5%	8.7%	24.7%
Nashua	\$233,000	1,252		\$231,733	1,231		\$425,000	21		5.4%	4.9%	25.6%	11.0%	13.0%	35.4%
Pelham	\$342,866	196		\$332,266	154		\$364,800	42		7.1%	7.4%	-24.8%	30.7%	23.1%	45.9%
Salem	\$280,000	506		\$275,000	462		\$306,933	44		3.5%	1.9%	0.8%	3.5%	15.5%	-5.6%
Windham	\$394,500	294		\$390,000	284		\$367,533	10		10.4%	8.6%	181.0%	9.6%	16.4%	45.0%
CEDS Western Communities	\$263,008	4,416		\$259,025	4,238		\$387,623	178		4%	3%	6%	14%	16%	22%
REDC CEDS Region	\$290,610	8,300		\$285,332	7,873		\$397,828	427		5%	4%	13%	15%	16%	32%
Hillsborough County	\$235,000	6,725		\$232,533	6,532		\$355,933	193		4%	4%	1%	12%	13%	19%
Rockingham County	\$294,000	5,761		\$286,000	5,419		\$380,000	342		7%	5%	9%	18%	17%	34%
New Hampshire	\$230,000	22,864		\$225,000	22,156		\$361,466	708		4%	2%	7%	11%	13%	35%

Source: NH Housing Finance Authority Purchase Price Database; CEDS Subregion Sales Prices based on weighted averages

NOTE: Calculations based on sample sizes less than 50 are considered highly volatile.

Table B-7: Foreclosure Data

Area								Year-to-Year Change		5-Year Change	
	2010	2011	2012	2013	2014	2015	2016	2015-2016	% change	2011-2016	% change
East Kingston	8	2	3	8	0	2	1	-1	-50%	-1	-50%
Exeter	25	34	29	29	18	13	4	-9	-69%	-30	-88%
Greenland	6	3	4	0	4	4	3	-1	-25%	0	0%
Hampton	46	32	25	12	14	18	5	-13	-72%	-27	-84%
Hampton Falls	3	4	4	0	2	2	0	-2	-100%	-4	-100%
Kensington	8	3	5	3	0	2	2	0	0%	-1	-33%
New Castle	0	0	0	0	0	0	0	0	0%	0	0%
Newfields	0	0	2	2	1	0	0	0	0%	0	0%
Newington	2	0	0	0	0	0	1	1	0%	1	0%
Newmarket	27	17	17	13	8	7	1	-6	-86%	-16	-94%
North Hampton	8	5	10	4	5	6	2	-4	-67%	-3	-60%
Portsmouth	17	17	16	8	12	8	2	-6	-75%	-15	-88%
Rye	4	6	2	2	1	1	2	1	100%	-4	-67%
Seabrook	19	20	16	13	4	9	7	-2	-22%	-13	-65%
South Hampton	0	1	3	0	1	0	0	0	0%	-1	-100%
Stratham	8	8	12	8	12	4	0	-4	-100%	-8	-100%
CEDS Eastern Communities	181	152	148	102	82	76	30	-46	-61%	-122	-80%
Atkinson	14	9	7	6	6	2	3	1	50%	-6	-67%
Auburn	10	10	11	9	8	1	2	1	100%	-8	-80%
Brentwood	12	8	8	5	7	3	2	-1	-33%	-6	-75%
Candia	10	8	6	12	4	1	4	3	300%	-4	-50%
Chester	14	8	15	7	6	4	3	-1	-25%	-5	-63%
Danville	13	9	18	16	6	7	6	-1	-14%	-3	-33%
Deerfield	21	13	12	9	9	8	7	-1	-13%	-6	-46%
Epping	29	17	22	13	13	9	9	0	0%	-8	-47%
Fremont	17	17	16	10	14	4	3	-1	-25%	-14	-82%
Hampstead	19	19	25	11	10	10	4	-6	-60%	-15	-79%
Kingston	17	22	17	9	12	14	6	-8	-57%	-16	-73%
Newton	23	10	16	10	11	7	5	-2	-29%	-5	-50%
Northwood	19	20	18	15	13	9	5	-4	-44%	-15	-75%
Nottingham	18	12	16	13	9	3	7	4	133%	-5	-42%
Plaistow	27	25	23	17	10	15	9	-6	-40%	-16	-64%
Raymond	51	43	37	30	27	15	7	-8	-53%	-36	-84%
Sandown	29	23	19	18	14	12	5	-7	-58%	-18	-78%
CEDS Central Communities	343	273	286	210	179	124	87	-37	-30%	-186	-68%
Derry	122	106	130	99	51	35	18	-17	-49%	-88	-83%
Hudson	73	37	26	47	32	36	11	-25	-69%	-26	-70%
Litchfield	14	9	23	8	4	8	4	-4	-50%	-5	-56%
Londonderry	82	69	50	40	35	24	11	-13	-54%	-58	-84%
Merrimack	79	63	87	52	43	23	16	-7	-30%	-47	-75%
Nashua	225	166	204	130	97	95	42	-53	-56%	-124	-75%
Pelham	28	24	23	18	8	15	5	-10	-67%	-19	-79%
Salem	69	65	79	40	22	27	10	-17	-63%	-55	-85%
Windham	23	17	15	116	10	12	3	-9	-75%	-14	-82%
CEDS Western Communities	715	556	637	550	302	275	120	-155	-56%	-436	-78%
REDC CEDS Region	1,239	981	1,071	862	563	475	237	-238	-50%	-744	-76%
Hillsborough County	1,172	933	1,078	766	500	481	187	-294	-61%	-746	-80%
Rockingham County	820	680	710	507	392	299	150	-149	-50%	-530	-78%
New Hampshire	3,953	3,146	3,768	2,796	2,074	1,621	746	-875	-54%	-2,400	-76%

Source: Real Data (www.real-data.com)

Table C-2: Employment and Wages for Hillsborough County

NAICS Code	Industry	Hillsborough County 2013			Hillsborough County 2014			Hillsborough County 2015		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
ALL	Total, Private plus Government	11,257	190,568	\$1,039	11,328	193,565	\$1,093	11,386	196,842	\$1,100
	Total Private	10,976	169,383	\$1,045	11,036	172,574	\$1,101	11,097	175,848	\$1,107
101	Goods-Producing Industries	1,553	30,861	\$1,365	1,562	31,422	\$1,934	1,585	31,842	\$1,401
11	Agriculture/Forestry/Fishing	25	145	\$588	27	161	\$594	29	172	\$588
111	Crop Production	10	82	\$340	11	98	\$323	12	108	\$343
112	Animal Production	n	n	n	n	n	n	n	n	n
113	Forestry and Logging	12	50	\$874	13	50	\$949	14	54	\$986
114	Fishing, Hunting, and Trapping	0	0	\$0	0	0	\$0	0	0	\$0
115	Agriculture and Forestry Support Activities	n	n	n	n	n	n	n	n	n
21	Mining	9	57	\$1,019	10	73	\$871	7	43	\$1,143
211	Oil and Gas Extraction	0	0	\$0	0	0	\$0	0	0	\$0
212	Mining (except Oil and Gas)	9	57	\$1,019	10	73	\$871	0	0	\$0
213	Support Activities for Mining	0	0	\$0	0	0	\$0	7	43	\$1,143
23	Construction	924	6,284	\$1,063	941	6,747	\$1,083	953	6,972	\$1,145
236	Construction of Buildings	233	1,307	\$1,163	236	1,361	\$1,181	148	1,480	\$1,226
237	Heavy and Civil Engineering Construction	24	349	\$1,218	24	388	\$1,270	26	338	\$1,333
238	Specialty Trade Contractors	668	4,628	\$1,024	681	4,998	\$1,042	679	5,154	\$1,110
31-33	Manufacturing	395	24,375	\$1,449	585	24,441	\$1,486	596	24,654	\$1,480
311	Food Manufacturing	30	409	\$641	27	433	\$685	34	458	\$673
312	Beverage and Tobacco Product Manufacturing	5	385	\$1,445	7	384	\$1,431	9	402	\$1,403
313	Textile Mills	9	626	\$1,023	8	690	\$1,022	8	656	\$1,058
314	Textile Product Mills	8	73	\$688	8	78	\$692	8	90	\$732
315	Apparel Manufacturing	n	n	n	n	n	n	n	n	n
316	Leather and Allied Product Manufacturing	n	n	n	3	10	\$436	n	n	n
321	Wood Product Manufacturing	10	144	\$968	9	152	\$956	10	162	\$1,005
322	Paper Manufacturing	9	611	\$1,082	9	549	\$1,116	8	490	\$1,222
323	Printing and Related Support Activities	54	588	\$842	54	657	\$946	50	679	\$958
324	Petroleum and Coal Products Manufacturing	n	n	n	n	n	n	n	n	n
325	Chemical Manufacturing	17	391	\$1,294	16	359	\$1,245	16	314	\$1,200
326	Plastics and Rubber Products Manufacturing	35	1,909	\$1,013	34	1,951	\$1,063	35	1,937	\$1,102
327	Nonmetallic Mineral Product Manufacturing	19	382	\$998	20	393	\$1,043	20	407	\$1,075
331	Primary Metal Manufacturing	11	1,130	\$997	11	1,068	\$1,045	11	1,137	\$1,099
332	Fabricated Metal Product Manufacturing	111	3,130	\$1,063	108	3,087	\$1,114	105	3,125	\$1,155
333	Machinery Manufacturing	50	1,142	\$1,986	50	1,177	\$2,144	49	1,025	\$1,644
334	Computer and Electronic Product Manufacturing	133	9,959	\$1,852	128	9,956	\$1,880	128	10,298	\$1,885
335	Electrical Equipment/Appliances Manufacturing	19	1,453	\$1,465	20	1,471	\$1,427	22	1,339	\$1,390
336	Transportation Equipment Manufacturing	6	98	\$1,403	6	114	\$1,344	6	113	\$1,362
337	Furniture and Related Product Manufacturing	12	89	\$677	11	90	\$742	9	93	\$785
339	Miscellaneous Manufacturing	55	1,835	\$1,188	55	1,785	\$1,247	6	1,878	\$1,273
102	Service-Providing Industries	9,423	138,522	\$974	9,474	141,152	\$1,036	9,512	144,005	\$1,041
22	Utilities	16	389	\$1,620	16	338	\$1,711	14	273	\$1,748
221	Utilities	16	389	\$1,620	16	338	\$1,711	14	273	\$1,748
42	Wholesale Trade	882	7,263	\$1,597	872	7,425	\$1,658	872	7,555	\$1,825
423	Merchant Wholesalers, Durable Goods	303	4,276	\$1,659	303	4,281	\$1,701	306	4,443	\$1,705
424	Merchant Wholesalers, Nondurable Goods	83	1,359	\$966	84	1,351	\$1,059	86	1,285	\$1,844
425	Electronic Markets and Agents and Brokers	496	1,628	\$1,961	486	1,793	\$2,006	480	1,827	\$2,103
44-45	Retail Trade	1,551	28,043	\$599	1,544	27,551	\$360	1,532	27,879	\$658
441	Motor Vehicle and Parts Dealers	173	3,766	\$989	175	3,911	\$1,037	177	3,934	\$1,110
442	Furniture and Home Furnishings Stores	78	289	\$646	76	791	\$682	74	803	\$737
443	Electronics and Appliance Stores	97	1,623	\$1,488	92	1,557	\$1,532	93	1,605	\$1,596
444	Building Material and Garden Supply Stores	112	2,118	\$639	110	2,174	\$648	112	2,116	\$711
445	Food and Beverage Stores	168	6,217	\$354	158	5,732	\$371	156	6,037	\$368
446	Health and Personal Care Stores	133	1,413	\$619	133	1,432	\$622	129	1,380	\$657
447	Gasoline Stations	130	864	\$405	128	860	\$408	122	839	\$442
448	Clothing and Clothing Accessories Stores	228	2,944	\$353	228	2,885	\$376	223	2,826	\$374
451	Sporting Goods, Hobby, Book, and Music Stores	113	1,511	\$383	118	1,498	\$392	115	1,462	\$397
452	General Merchandise Stores	59	3,871	\$413	59	3,788	\$431	57	3,778	\$442
453	Miscellaneous Store Retailers	185	1,788	\$412	189	1,809	\$441	194	1,889	\$459
454	Nonstore Retailers	77	1,098	\$1,272	79	1,115	\$1,351	81	1,209	\$1,302
48-49	Transportation and Warehousing	202	3,639	\$808	211	3,728	\$813	215	3,770	\$822
481	Air Transportation	19	253	\$1,189	17	251	\$1,180	19	256	\$1,139
484	Truck Transportation	76	744	\$878	77	733	\$923	81	831	\$914
485	Transit and Ground Passenger Transportation	27	725	\$360	28	735	\$430	30	753	\$451
486	Pipeline Transportation	0	0	\$0	0	0	\$0	0	0	\$0
487	Scenic and Sightseeing Transportation	0	0	\$0	0	0	\$0	0	0	\$0
488	Support Activities for Transportation	n	n	n	n	n	n	32	258	\$993
491	Postal Service	0	0	\$0	n	n	n	0	0	\$0
492	Couriers and Messengers	n	n	n	29	989	\$924	29	1,039	\$911
493	Warehousing and Storage	21	771	\$892	24	745	\$791	24	633	\$798

Source: NH Economic and Labor Market Information Bureau

Table C-2: Employment and Wages for Hillsborough County

NAICS Code Industry		Hillsborough County 2013			Hillsborough County 2014			Hillsborough County 2015		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
51	Information	182	5,119	\$1,685	185	5,102	\$2,193	179	5,141	\$1,703
511	Publishing Industries (except Internet)	84	2,432	\$1,956	83	2,417	\$3,110	79	2,366	\$2,051
512	Motion Picture and Sound Recording	11	328	\$797	15	366	\$812	16	388	\$896
515	Broadcasting (except Internet)	8	228	\$1,205	8	230	\$1,244	7	223	\$1,292
517	Telecommunications	39	1,830	\$1,591	40	1,762	\$1,546	40	1,860	\$1,556
518	Data Processing and Related Services	19	201	\$807	19	235	\$972	16	200	\$926
519	Other Information Services	22	101	\$2,564	20	94	\$1,466	21	103	\$1,801
52	Finance and Insurance	613	10,067	\$1,997	598	9,862	\$2,311	619	10,054	\$2,248
522	Credit Intermediation and Related Activities	211	2,132	\$1,228	203	2,032	\$1,214	n	n	n
523	Financial Investment and Related Activities	157	5,052	\$2,533	154	4,988	\$3,061	166	5,180	\$2,820
524	Insurance Carriers and Related Activities	n	n	n	n	n	n	247	2,863	\$1,850
525	Funds, Trusts, and Other Financial Vehicles	n	n	n	n	n	n	n	n	n
53	Real Estate and Rental and Leasing	350	2,369	\$949	357	2,475	\$941	360	2,408	\$1,056
531	Real Estate	291	1,774	\$983	294	1,831	\$967	298	1,742	\$1,103
532	Rental and Leasing Services	n	n	n	n	n	n	n	n	n
533	Lessors of Nonfinancial Intangible Assets	n	n	n	n	n	n	n	n	n
54	Professional and Technical Services	1,442	12,327	\$1,662	185	5,102	\$2,193	1,447	12,649	\$1,747
541	Professional and Technical Services	1,442	12,327	\$1,662	83	2,417	\$3,110	1,447	12,649	\$1,747
5411	Legal Services	262	1,709	\$1,600	15	366	\$815	257	1,649	\$1,687
5412	Accounting and Bookkeeping Services	170	1,876	\$1,512	8	230	\$1,244	180	1,762	\$1,663
5413	Architectural and Engineering Services	197	1,895	\$1,601	40	1,762	\$1,546	198	1,999	\$1,605
5414	Specialized Design Services	28	274	\$1,306	19	235	\$972	30	184	\$1,265
5415	Computer Systems Design and Related Services	399	3,712	\$2,067	20	94	\$1,466	404	4,075	\$2,185
5416	Management and Technical Consulting Services	209	1,015	\$1,547	205	1,022	\$1,611	198	1,054	\$1,715
5417	Scientific Research and Development Services	36	743	\$1,866	39	843	\$1,834	36	656	\$1,873
5418	Advertising, PR, and Related Services	52	372	\$1,052	54	515	\$921	53	566	\$844
5419	Other Professional and Technical Services	91	731	\$697	90	692	\$715	93	705	\$750
55	Management of Companies/Enterprises	122	3,147	\$1,354	121	3,118	\$1,473	124	3,135	\$1,531
551	Management of Companies/Enterprises	122	3,147	\$1,354	121	3,118	\$1,473	124	3,135	\$1,531
56	Administrative and Waste Services	805	10,097	\$740	818	11,429	\$743	814	11,747	\$766
561	Administrative and Support Services	774	9,920	\$739	788	11,263	\$743	784	11,552	\$766
5611	Office Administrative Services	122	1,016	\$1,864	124	1,092	\$1,837	124	1,156	\$1,849
5612	Facilities Support Services	9	157	\$436	11	166	\$451	13	98	\$499
5613	Employment Services	97	3,552	\$565	96	4,535	\$595	92	4,721	\$592
5614	Business Support Services	68	920	\$710	70	883	\$765	69	844	\$868
5615	Travel Arrangement and Reservation Services	54	170	\$958	61	201	\$816	56	228	\$809
5616	Investigation and Security Services	47	831	\$866	46	943	\$864	46	923	\$861
5617	Services to Buildings and Dwellings	368	3,111	\$544	369	3,276	\$553	372	3,406	\$596
5619	Other Support Services	12	162	\$846	13	168	\$753	14	177	\$689
562	Waste Management and Remediation Services	31	178	\$777	30	165	\$715	30	195	\$776
61	Educational Services	185	4,882	\$771	190	5,284	\$799	196	5,952	\$837
611	Educational Services	185	4,882	\$771	190	5,284	\$799	196	5,952	\$837
62	Health Care and Social Assistance	1,087	27,121	\$943	1,087	27,383	\$976	1,100	28,368	\$986
621	Ambulatory Health Care Services	718	9,736	\$1,317	716	9,773	\$1,365	721	9,832	\$1,404
622	Hospitals	12	8,563	\$945	13	8,646	\$992	14	8,959	\$1,004
623	Nursing and Residential Care Facilities	101	5,374	\$555	104	5,407	\$577	105	5,462	\$588
624	Social Assistance	256	3,448	\$463	255	3,557	\$474	261	4,115	\$478
71	Arts, Entertainment, and Recreation	146	2,412	\$423	153	2,423	\$468	163	2,681	\$445
711	Performing Arts and Spectator Sports	27	245	\$1,166	27	269	\$1,374	28	421	\$835
712	Museums, Historic Sites, Zoos, and Parks	10	150	\$417	9	139	\$451	10	136	\$472
713	Gambling, Recreation, Amusement Industries	109	2,017	\$333	117	2,016	\$349	125	2,125	\$366
72	Accommodation and Food Services	851	14,730	\$338	868	15,292	\$348	873	15,594	\$364
721	Accommodation	52	1,307	\$478	53	1,347	\$492	54	1,403	\$508
722	Food Services and Drinking Places	799	13,423	\$325	815	13,945	\$334	819	14,192	\$350
81	Other Services Except Public Admin	979	6,894	\$635	986	7,085	\$634	996	6,777	\$680
811	Repair and Maintenance	347	2,032	\$866	352	2,114	\$877	356	2,145	\$932
812	Personal and Laundry Services	311	2,517	\$566	313	2,587	\$541	321	2,586	\$562
813	Membership Associations and Organizations	173	2,140	\$514	176	2,189	\$525	172	1,849	\$577
814	Private Households	148	204	\$440	145	196	\$452	148	197	\$464
99	Unclassified Establishments	12	23	\$480	17	34	\$1,084	9	22	\$1,038
999	Unclassified Establishments	12	23	\$480	17	34	\$1,084	9	22	\$1,038
Total Government		281	21,185	\$987	292	20,991	\$1,024	289	20,994	\$1,041
Federal Government		70	3,822	\$1,516	71	3,775	\$1,582	70	3,974	\$1,615
State Government		96	2,013	\$742	105	1,891	\$757	102	1,782	\$793
Local Government		115	15,350	\$887	117	15,325	\$920	117	15,238	\$920

Source: NH Economic and Labor Market Information Bureau

Table C-2: Employment and Wages for Rockingham County

NAICS Code	Industry	Rockingham County 2013			Rockingham County 2014			Rockingham County 2015		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
ALL	Total, Private plus Government	9,835	137,505	\$919	9,877	139,972	\$968	10,025	143,650	\$999
	Total Private	9,835	137,505	\$919	9,576	125,705	\$977	9,727	129,571	\$1,008
101	Goods-Producing Industries	1,367	19,558	\$2,105	1,396	20,107	\$1,215	1,435	20,954	\$1,261
11	Agriculture/Forestry/Fishing	27	243	\$464	29	244	\$466	29	264	\$508
111	Crop Production	14	165	\$397	15	172	\$391	14	185	\$410
112	Animal Production	4	27	\$511	4	21	\$447	5	23	\$484
113	Forestry and Logging	n	n	n	4	15	\$805	4	19	\$1,010
114	Fishing, Hunting, and Trapping	n	n	n	n	n	n	0	0	\$0
115	Agriculture and Forestry Support Activities	6	37	\$634	n	n	n	6	38	\$754
21	Mining	12	112	\$1,007	12	105	\$1,059	13	122	\$1,064
211	Oil and Gas Extraction	0	0	\$0	0	0	\$0	0	0	\$0
212	Mining (except Oil and Gas)	n	n	n	n	n	n	n	n	n
213	Support Activities for Mining	n	n	n	n	n	n	n	n	n
23	Construction	857	5,350	\$1,066	882	5,691	\$1,094	913	6,161	\$1,172
236	Construction of Buildings	222	956	\$1,135	229	1,034	\$1,052	234	1,112	\$1,164
237	Heavy and Civil Engineering Construction	46	999	\$1,345	44	1,050	\$1,519	49	1,250	\$1,531
238	Specialty Trade Contractors	589	3,395	\$964	609	3,607	\$983	630	3,799	\$1,057
31-33	Manufacturing	472	13,852	\$1,273	474	14,068	\$1,277	480	14,407	\$1,314
311	Food Manufacturing	28	1,265	\$1,283	27	1,275	\$1,372	30	1,350	\$1,478
312	Beverage and Tobacco Product Manufacturing	11	292	\$914	15	301	\$941	17	379	\$878
313	Textile Mills	n	n	n	n	n	n	n	n	n
314	Textile Product Mills	n	n	n	n	n	n	n	n	n
315	Apparel Manufacturing	n	n	n	n	n	n	n	n	n
316	Leather and Allied Product Manufacturing	n	n	n	n	n	n	n	n	n
321	Wood Product Manufacturing	17	186	\$1,000	17	195	\$1,006	17	191	\$1,083
322	Paper Manufacturing	9	102	\$815	9	99	\$841	9	95	\$8,011
323	Printing and Related Support Activities	41	417	\$847	40	429	\$933	39	408	\$936
324	Petroleum and Coal Products Manufacturing	5	186	\$1,509	5	181	\$1,292	5	185	\$1,328
325	Chemical Manufacturing	18	1,067	\$1,502	17	1,068	\$1,599	17	1,094	\$1,684
326	Plastics and Rubber Products Manufacturing	21	1,082	\$998	22	1,200	\$994	22	1,283	\$1,034
327	Nonmetallic Mineral Product Manufacturing	21	738	\$1,241	20	730	\$1,144	22	758	\$1,219
331	Primary Metal Manufacturing	5	263	\$950	5	233	\$914	5	227	\$914
332	Fabricated Metal Product Manufacturing	114	2,599	\$1,255	114	2,654	\$1,308	116	2,513	\$1,238
333	Machinery Manufacturing	29	1,526	\$1,359	31	1,400	\$1,336	31	1,256	\$1,372
334	Computer and Electronic Product Manufacturing	61	2,091	\$1,562	58	2,155	\$1,516	57	2,077	\$1,607
335	Electrical Equipment/Appliances Manufacturing	15	663	\$1,261	17	721	\$1,240	17	1,005	\$1,370
336	Transportation Equipment Manufacturing	9	143	\$831	11	156	\$942	n	n	n
337	Furniture and Related Product Manufacturing	24	287	\$992	23	294	\$1,056	23	322	\$1,043
339	Miscellaneous Manufacturing	30	451	\$1,298	30	454	\$1,322	32	539	\$1,432
102	Service-Providing Industries	8,167	103,698	\$872	8,180	105,598	\$931	8,292	108,617	\$959
22	Utilities	19	1,015	\$2,091	19	927	\$2,343	17	845	\$2,371
221	Utilities	19	1,015	\$2,091	19	927	\$2,343	17	845	\$2,371
42	Wholesale Trade	906	6,442	\$1,458	886	6,502	\$1,508	883	6,634	\$1,604
423	Merchant Wholesalers, Durable Goods	292	3,130	\$1,320	289	3,188	\$1,404	287	3,252	\$1,526
424	Merchant Wholesalers, Nondurable Goods	97	1,671	\$1,226	98	1,652	\$1,257	102	1,764	\$1,355
425	Electronic Markets and Agents and Brokers	517	1,640	\$1,957	499	1,663	\$1,957	495	1,617	\$2,031
44-45	Retail Trade	1,475	25,456	\$503	1,469	25,362	\$525	1,495	25,694	\$545
441	Motor Vehicle and Parts Dealers	199	2,605	\$894	197	2,675	\$908	206	2,714	\$956
442	Furniture and Home Furnishings Stores	79	627	\$622	82	627	\$646	84	703	\$650
443	Electronics and Appliance Stores	85	1,034	\$946	80	1,089	\$1,015	82	1,135	\$1,109
444	Building Material and Garden Supply Stores	130	2,738	\$625	132	2,767	\$632	127	2,684	\$668
445	Food and Beverage Stores	132	6,085	\$341	128	5,856	\$360	131	6,139	\$354
446	Health and Personal Care Stores	114	1,123	\$557	124	1,186	\$568	126	1,239	\$590
447	Gasoline Stations	114	961	\$382	112	937	\$391	112	955	\$404
448	Clothing and Clothing Accessories Stores	185	1,953	\$352	187	1,857	\$339	192	1,765	\$363
451	Sporting Goods, Hobby, Book, and Music Stores	103	1,043	\$331	99	1,112	\$336	103	1,160	\$358
452	General Merchandise Stores	67	4,733	\$398	65	4,692	\$411	62	4,572	\$415
453	Miscellaneous Store Retailers	192	1,766	\$392	187	1,762	\$411	195	1,822	\$423
454	Nonstore Retailers	78	789	\$990	78	805	\$1,030	78	805	\$1,110
48-49	Transportation and Warehousing	230	4,150	\$787	232	4,293	\$798	232	4,554	\$863
481	Air Transportation	9	149	\$1,204	8	160	\$1,247	6	183	\$1,344
484	Truck Transportation	101	812	\$954	103	833	\$977	101	826	\$1,011
485	Transit and Ground Passenger Transportation	35	1,295	\$520	35	1,319	\$518	37	1,302	\$543
486	Pipeline Transportation	n	n	n	n	n	n	n	n	n
487	Scenic and Sightseeing Transportation	n	n	n	n	n	n	n	n	n
488	Support Activities for Transportation	38	350	\$1,045	37	371	\$1,047	37	430	\$1,067
491	Postal Service	0	0	\$0	0	0	\$0	0	0	\$0
492	Couriers and Messengers	22	576	\$855	21	570	\$840	22	591	\$857
493	Warehousing and Storage	15	892	\$834	16	197	\$849	18	1,164	\$981

Source: NH Economic and Labor Market Information Bureau

Table C-2: Employment and Wages for Rockingham County

NAICS Code	Industry	Rockingham County 2013			Rockingham County 2014			Rockingham County 2015		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
51	Information	106	3,004	\$1,677	114	3,196	\$1,736	116	3,330	\$1,765
511	Publishing Industries (except Internet)	41	1,184	\$1,866	43	1,226	\$1,984	43	1,280	\$1,987
512	Motion Picture and Sound Recording	12	135	\$349	13	130	\$362	12	142	\$337
515	Broadcasting (except Internet)	5	65	\$1,046	5	63	\$1,076	5	64	\$1,048
517	Telecommunications	18	804	\$1,595	18	829	\$1,603	21	893	\$1,712
518	Data Processing and Related Services	17	760	\$1,787	17	180	\$1,883	18	811	\$1,867
519	Other Information Services	15	56	\$1,328	18	148	\$1,110	16	140	\$1,267
52	Finance and Insurance	437	5,538	\$1,597	451	5,773	\$1,755	465	5,999	\$1,776
522	Credit Intermediation and Related Activities	159	2,039	\$1,256	164	2,083	\$1,433	163	2,104	\$1,380
523	Financial Investment and Related Activities	n	n	n	143	631	\$3,238	n	n	n
524	Insurance Carriers and Related Activities	141	2,882	\$1,583	144	3,059	\$1,669	148	3,226	\$1,729
525	Funds, Trusts, and Other Financial Vehicles	n	n	n	0	0	\$0	n	n	n
53	Real Estate and Rental and Leasing	311	1,615	\$994	319	1,653	\$1,041	315	1,554	\$1,044
531	Real Estate	256	1,162	\$956	262	1,179	\$1,011	257	1,087	\$1,000
532	Rental and Leasing Services	55	453	\$1,091	57	475	\$1,116	n	n	n
533	Lessors of Nonfinancial Intangible Assets	0	0	\$0	0	0	\$0	n	n	n
54	Professional and Technical Services	1,124	7,708	\$1,440	1,113	7,769	\$1,530	1,199	8,344	\$1,533
541	Professional and Technical Services	1,124	7,708	\$1,440	1,113	7,769	\$1,530	1,199	8,344	\$1,533
5411	Legal Services	160	766	\$1,223	155	731	\$1,286	150	695	\$1,362
5412	Accounting and Bookkeeping Services	134	1,082	\$1,080	135	1,018	\$1,137	141	1,044	\$1,169
5413	Architectural and Engineering Services	182	1,395	\$1,581	185	1,530	\$1,725	158	1,869	\$1,734
5414	Specialized Design Services	19	47	\$1,266	22	50	\$1,185	28	146	\$1,062
5415	Computer Systems Design and Related Services	250	2,075	\$1,712	244	2,032	\$1,820	248	2,085	\$1,670
5416	Management and Technical Consulting Services	228	925	\$1,745	221	932	\$1,823	219	1,035	\$1,870
5417	Scientific Research and Development Services	24	275	\$1,711	28	301	\$1,760	27	300	\$1,947
5418	Advertising, PR, and Related Services	44	216	\$990	42	228	\$1,005	39	215	\$1,025
5419	Other Professional and Technical Services	85	927	\$945	81	948	\$989	82	956	\$993
55	Management of Companies/Enterprises	104	1,685	\$2,844	105	1,785	\$3,798	118	1,979	\$3,519
551	Management of Companies/Enterprises	104	1,685	\$2,844	105	1,785	\$3,798	118	1,979	\$3,519
56	Administrative and Waste Services	714	8,627	\$894	721	9,499	\$926	739	9,970	\$954
561	Administrative and Support Services	654	7,980	\$876	661	8,817	\$901	680	9,299	\$927
5611	Office Administrative Services	113	842	\$1,806	113	949	\$1,818	117	1,045	\$1,919
5612	Facilities Support Services	9	78	\$467	10	81	\$548	10	89	\$604
5613	Employment Services	107	3,164	\$824	105	3,508	\$848	103	3,617	\$874
5614	Business Support Services	48	967	\$885	48	1,130	\$907	51	1,263	\$776
5615	Travel Arrangement and Reservation Services	42	210	\$1,315	43	224	\$1,494	40	246	\$1,626
5616	Investigation and Security Services	32	784	\$842	31	806	\$851	32	845	\$905
5617	Services to Buildings and Dwellings	292	1,711	\$533	299	1,897	\$534	214	1,984	\$568
5619	Other Support Services	13	225	\$543	13	221	\$548	13	209	\$610
562	Waste Management and Remediation Services	60	647	\$1,120	60	683	\$1,259	59	672	\$1,321
61	Educational Services	130	2,630	\$745	130	2,540	\$786	132	2,730	\$804
611	Educational Services	130	2,630	\$745	130	2,540	\$786	132	2,730	\$804
62	Health Care and Social Assistance	853	15,194	\$879	850	15,348	\$905	847	15,603	\$928
621	Ambulatory Health Care Services	588	6,105	\$1,189	588	6,249	\$1,218	591	6,386	\$1,254
622	Hospitals	8	3,710	\$952	9	3,630	\$992	9	3,631	\$1,016
623	Nursing and Residential Care Facilities	43	2,405	\$587	45	2,453	\$597	44	2,472	\$611
624	Social Assistance	213	2,974	\$390	207	3,016	\$401	203	3,114	\$410
71	Arts, Entertainment, and Recreation	165	2,948	\$3,887	167	2,910	\$407	172	3,017	\$400
711	Performing Arts and Spectator Sports	33	450	\$559	35	408	\$651	34	361	\$559
712	Museums, Historic Sites, Zoos, and Parks	13	141	\$331	13	145	\$351	12	149	\$364
713	Gambling, Recreation, Amusement Industries	118	2,357	\$358	119	2,357	\$369	126	2,507	\$379
72	Accommodation and Food Services	798	13,639	\$346	793	13,860	\$361	819	14,124	\$380
721	Accommodation	81	1,574	\$421	75	1,593	\$439	74	1,545	\$466
722	Food Services and Drinking Places	717	12,065	\$336	719	12,267	\$351	745	12,759	\$377
81	Other Services Except Public Admin	787	4,024	\$619	800	4,157	\$638	815	4,230	\$673
811	Repair and Maintenance	308	1,582	\$888	308	1,631	\$899	303	1,643	\$946
812	Personal and Laundry Services	265	1,592	\$406	272	1,632	\$424	280	1,658	\$457
813	Membership Associations and Organizations	100	698	\$526	105	742	\$559	105	752	\$592
814	Private Households	115	151	\$484	115	152	\$207	128	176	\$496
99	Unclassified Establishments	12	22	\$940	13	23	\$1,040	11	12	\$1,203
999	Unclassified Establishments	12	22	\$940	13	23	\$1,040	11	12	\$1,203
Total Government		301	14,250	\$874	301	14,268	\$892	298	14,079	\$925
Federal Government		62	971	\$1,251	63	985	\$1,319	63	1,004	\$1,336
State Government		93	1,265	\$652	93	1,291	\$653	90	1,288	\$668
Local Government		146	12,014	\$867	145	11,992	\$882	145	11,787	\$918

Source: NH Economic and Labor Market Information Bureau

Table C-2: Employment and Wages for State of NH

NAICS Code Industry		State of NH - 2014					State of NH - 2015				
		Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of employt	Rock. Co. share of employt	Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of employt	Rock. Co. share of employt
ALL	Total, Private plus Government	45,649	626,567	\$984	30.9%	22.3%	46,362	636,798	\$1,011	30.9%	22.6%
	Total Private	43,599	541,441	\$996	31.9%	23.2%	44,309	552,276	\$1,022	31.8%	23.5%
101	Goods-Producing Industries	5,924	92,176	\$1,201	34.1%	21.8%	6,003	93,968	\$1,225	33.9%	22.3%
11	Agriculture/Forestry/Fishing	261	1,989	\$655	8.1%	12.3%	257	2,013	\$681	8.5%	13.1%
111	Crop Production	73	855	\$496	11.5%	20.1%	74	889	\$512	12.1%	20.8%
112	Animal Production	51	512	\$517	n/a	4.1%	50	512	\$553	n	4.5%
113	Forestry and Logging	102	463	\$798	10.8%	3.2%	99	452	\$841	11.9%	4.2%
114	Fishing, Hunting, and Trapping	n	n	n	n/a	n/a	0	0	\$0	n	n
115	Agriculture and Forestry Support Activities	n	n	n	n/a	n/a	35	161	\$1,566	n	23.6%
21	Mining	69	534	\$1,042	13.7%	19.7%	65	527	\$1,113	8.2%	23.1%
211	Oil and Gas Extraction	0	0	\$0	n/a	n/a	0	0	\$0	n	n
212	Mining (except Oil and Gas)	58	447	\$1,028	16.3%	n/a	n	n	n	n	n
213	Support Activities for Mining	11	87	\$1,112	0.0%	n/a	n	n	n	n	n
23	Construction	3,654	23,202	\$1,042	29.1%	24.5%	3,730	24,228	\$1,101	28.8%	25.4%
236	Construction of Buildings	936	5,043	\$1,067	27.0%	20.5%	960	5,389	\$1,130	27.5%	20.6%
237	Heavy and Civil Engineering Construction	190	2,988	\$1,358	13.0%	35.1%	194	3,140	\$1,410	10.8%	39.8%
238	Specialty Trade Contractors	2,528	15,171	\$971	32.9%	23.8%	2,577	15,698	\$1,030	32.8%	24.2%
31-33	Manufacturing	1,941	66,451	\$1,274	36.8%	21.2%	1,951	67,200	\$1,286	36.7%	21.4%
311	Food Manufacturing	108	2,377	\$1,086	18.2%	53.6%	118	2,491	\$1,180	18.4%	54.2%
312	Beverage and Tobacco Product Manufacturing	32	757	\$1,167	50.7%	39.8%	38	861	\$1,106	46.7%	44.0%
313	Textile Mills	25	1,927	\$1,107	35.8%	n/a	26	1,942	\$1,196	33.8%	n
314	Textile Product Mills	37	209	\$618	37.3%	n/a	36	222	\$646	n	n
315	Apparel Manufacturing	16	454	\$966	n/a	n/a	16	481	\$949	n	n
316	Leather and Allied Product Manufacturing	13	321	\$700	3.1%	n/a	12	252	\$712	n	n
321	Wood Product Manufacturing	96	1,688	\$878	9.0%	11.6%	94	1,682	\$914	9.6%	11.4%
322	Paper Manufacturing	25	985	\$1,118	55.7%	10.1%	24	901	\$1,198	54.4%	10.5%
323	Printing and Related Support Activities	167	2,461	\$913	26.7%	17.4%	159	2,441	\$934	27.8%	16.7%
324	Petroleum and Coal Products Manufacturing	15	258	\$1,261	n/a	70.2%	17	272	\$1,299	n	68.0%
325	Chemical Manufacturing	54	1,924	\$1,346	18.7%	55.5%	53	1,923	\$1,404	16.3%	56.9%
326	Plastics and Rubber Products Manufacturing	92	5,000	\$1,021	39.0%	24.0%	95	5,288	\$1,038	36.6%	24.3%
327	Nonmetallic Mineral Product Manufacturing	98	1,750	\$1,044	22.5%	41.7%	100	1,841	\$1,091	22.1%	41.2%
331	Primary Metal Manufacturing	36	2,329	\$1,045	45.9%	10.0%	34	2,370	\$1,070	48.0%	9.6%
332	Fabricated Metal Product Manufacturing	398	11,733	\$1,102	26.3%	22.6%	389	11,353	\$1,108	27.5%	22.1%
333	Machinery Manufacturing	158	7,303	\$1,432	16.1%	19.2%	160	6,967	\$1,332	14.7%	18.0%
334	Computer and Electronic Product Manufacturing	256	14,438	\$1,744	69.0%	14.9%	257	14,777	\$1,765	69.7%	14.1%
335	Electrical Equipment/Appliances Manufacturing	56	3,732	\$1,262	39.4%	19.3%	58	3,973	\$1,288	33.7%	25.3%
336	Transportation Equipment Manufacturing	43	1,991	\$1,371	5.7%	7.8%	42	2,073	\$1,377	5.5%	n
337	Furniture and Related Product Manufacturing	72	955	\$880	9.4%	30.8%	66	967	\$888	9.6%	33.3%
339	Miscellaneous Manufacturing	147	3,950	\$1,103	45.2%	11.5%	158	4,126	\$1,137	45.5%	13.1%
102	Service-Providing Industries	37,675	449,265	\$954	31.4%	23.5%	38,307	458,308	\$980	31.4%	23.7%
22	Utilities	103	2,321	\$1,965	14.6%	39.9%	100	2,182	\$1,983	12.5%	38.7%
221	Utilities	103	2,321	\$1,965	14.6%	39.9%	100	2,182	\$1,983	12.5%	38.7%
42	Wholesale Trade	4,841	27,124	\$1,632	27.4%	24.0%	4,952	27,578	\$1,742	27.4%	24.1%
423	Merchant Wholesalers, Durable Goods	970	10,828	\$1,516	39.5%	29.4%	972	11,018	\$1,579	40.3%	29.5%
424	Merchant Wholesalers, Nondurable Goods	366	7,156	\$1,088	18.9%	23.1%	379	7,162	\$1,278	17.9%	24.6%
425	Electronic Markets and Agents and Brokers	3,505	9,139	\$2,197	19.6%	18.2%	3,601	9,399	\$2,288	19.4%	17.2%
44-45	Retail Trade	5,825	94,410	\$567	29.2%	26.9%	5,812	94,914	\$591	29.4%	27.1%
441	Motor Vehicle and Parts Dealers	785	12,250	\$953	31.9%	21.8%	794	12,355	\$1,010	31.8%	22.0%
442	Furniture and Home Furnishings Stores	301	2,364	\$649	33.5%	26.5%	306	2,465	\$675	32.6%	28.5%
443	Electronics and Appliance Stores	275	3,415	\$1,197	45.6%	31.9%	272	3,447	\$1,270	46.6%	32.9%
444	Building Material and Garden Supply Stores	507	9,292	\$627	23.4%	29.8%	502	9,104	\$668	23.2%	29.5%
445	Food and Beverage Stores	577	20,884	\$378	27.4%	28.0%	576	21,715	\$369	27.8%	28.3%
446	Health and Personal Care Stores	445	4,434	\$639	32.3%	26.7%	440	4,411	\$664	31.3%	28.1%
447	Gasoline Stations	566	4,521	\$376	19.0%	20.7%	556	4,478	\$393	18.7%	21.3%
448	Clothing and Clothing Accessories Stores	672	6,938	\$364	41.6%	26.8%	661	6,657	\$383	42.5%	26.5%
451	Sporting Goods, Hobby, Book, and Music Stores	411	4,599	\$367	32.6%	24.2%	414	4,581	\$381	31.9%	25.3%
452	General Merchandise Stores	260	15,389	\$418	24.6%	30.5%	248	15,113	\$424	25.0%	30.3%
453	Miscellaneous Store Retailers	674	5,394	\$416	33.5%	32.7%	683	5,497	\$425	34.4%	33.1%
454	Nonstore Retailers	354	4,930	\$1,088	22.6%	16.3%	361	5,092	\$1,121	23.7%	15.8%
48-49	Transportation and Warehousing	865	12,629	\$771	29.5%	34.0%	873	13,149	\$811	28.7%	34.6%
481	Air Transportation	36	445	\$1,224	56.4%	36.0%	34	474	\$1,232	54.0%	38.6%
484	Truck Transportation	389	2,870	\$927	25.5%	29.0%	385	3,011	\$958	27.6%	27.4%
485	Transit and Ground Passenger Transportation	131	3,218	\$482	22.8%	41.0%	137	3,263	\$509	23.1%	39.9%
486	Pipeline Transportation	n	n	n	n/a	n/a	n	n	n	n	n
487	Scenic and Sightseeing Transportation	22	305	\$451	0.0%	n/a	20	305	\$491	n	n
488	Support Activities for Transportation	124	977	\$884	n/a	38.0%	123	1,034	\$951	25.0%	41.6%
491	Postal Service	7	27	\$518	n/a	n/a	6	25	\$538	0.0%	0.0%
492	Couriers and Messengers	88	2,547	\$840	38.8%	22.4%	92	2,548	\$858	40.8%	23.2%
493	Warehousing and Storage	68	2,294	\$813	32.5%	8.6%	75	2,483	\$885	25.5%	46.9%

Source: NH Economic and Labor Market Information Bureau

Table C-2: Employment and Wages for State of NH

NAICS Code	Industry	State of NH - 2014					State of NH - 2015				
		Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplymt	Rock. Co. share of emplymt	Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplymt	Rock. Co. share of emplymt
51	Information	724	12,019	\$1,560	42.4%	26.6%	728	12,267	\$1,591	41.9%	27.1%
511	Publishing Industries (except Internet)	248	4,909	\$2,360	49.2%	25.0%	247	4,900	\$1,864	48.3%	26.1%
512	Motion Picture and Sound Recording	68	789	\$601	46.4%	16.5%	64	830	\$632	46.7%	17.1%
515	Broadcasting (except Internet)	49	690	\$963	33.3%	9.1%	48	707	\$1,001	31.5%	9.1%
517	Telecommunications	134	3,620	\$1,485	48.7%	22.9%	142	3,868	\$1,537	48.1%	23.1%
518	Data Processing and Related Services	84	1,503	\$1,643	15.6%	12.0%	85	1,421	\$1,769	14.1%	57.1%
519	Other Information Services	142	508	\$1,148	18.5%	29.1%	142	542	\$1,289	19.0%	25.8%
52	Finance and Insurance	2,028	27,885	\$1,827	35.4%	20.7%	2,089	28,597	\$1,830	35.2%	21.0%
522	Credit Intermediation and Related Activities	744	7,852	\$1,212	25.9%	26.5%	753	7,781	\$1,246	n	27.0%
523	Financial Investment and Related Activities	n	n	n	n/a	n/a	529	6,529	\$2,854	79.3%	n
524	Insurance Carriers and Related Activities	781	13,750	\$1,639	n/a	22.2%	791	14,262	\$1,680	20.1%	22.6%
525	Funds, Trusts, and Other Financial Vehicles	n	n	n	n/a	n/a	17	25	\$1,843	n	n
53	Real Estate and Rental and Leasing	1,318	6,837	\$916	36.2%	24.2%	1,313	6,688	\$978	36.0%	23.2%
531	Real Estate	1,073	4,881	\$906	37.5%	24.2%	1,072	4,723	\$964	36.9%	23.0%
532	Rental and Leasing Services	240	1,940	\$932	n/a	24.5%	236	1,948	\$1,003	n	n
533	Lessors of Nonfinancial Intangible Assets	5	16	\$2,242	n/a	0.0%	5	17	\$2,152	n	n
54	Professional and Technical Services	5,731	32,443	\$1,633	15.7%	23.9%	5,894	33,432	\$1,674	37.8%	25.0%
541	Professional and Technical Services	5,731	32,443	\$1,633	7.4%	23.9%	5,894	33,432	\$1,674	37.8%	25.0%
5411	Legal Services	737	3,960	\$1,487	9.2%	18.5%	727	3,849	\$1,514	42.8%	18.1%
5412	Accounting and Bookkeeping Services	595	3,960	\$1,368	5.8%	25.7%	634	3,920	\$1,411	44.9%	26.6%
5413	Architectural and Engineering Services	727	5,326	\$1,564	33.1%	28.7%	723	5,737	\$1,618	34.8%	32.6%
5414	Specialized Design Services	102	347	\$1,316	67.7%	14.4%	112	456	\$1,224	40.4%	32.0%
5415	Computer Systems Design and Related Services	1,754	8,738	\$2,081	1.1%	23.3%	1,869	9,249	\$2,109	44.1%	22.5%
5416	Management and Technical Consulting Services	1,041	3,739	\$1,856	27.3%	24.9%	1,046	3,919	\$1,950	26.9%	26.4%
5417	Scientific Research and Development Services	168	1,864	\$2,133	45.2%	16.1%	173	1,732	\$2,187	37.9%	17.3%
5418	Advertising, PR, and Related Services	225	1,645	\$777	31.3%	13.9%	211	1,651	\$754	34.3%	13.0%
5419	Other Professional and Technical Services	383	2,864	\$878	24.2%	33.1%	400	2,920	\$893	24.1%	32.7%
55	Management of Companies/Enterprises	490	8,180	\$2,047	38.1%	21.8%	541	8,634	\$2,049	36.3%	22.9%
551	Management of Companies/Enterprises	490	8,180	\$2,047	38.1%	21.8%	541	8,634	\$2,049	36.3%	22.9%
56	Administrative and Waste Services	3,504	32,981	\$836	34.7%	28.8%	3,634	34,569	\$869	34.0%	28.8%
561	Administrative and Support Services	3,312	31,264	\$825	36.0%	28.2%	3,444	32,831	\$857	35.2%	28.3%
5611	Office Administrative Services	728	3,745	\$1,781	29.2%	25.3%	774	4,051	\$1,845	28.5%	25.8%
5612	Facilities Support Services	49	409	\$472	40.6%	19.8%	59	462	\$569	21.2%	19.3%
5613	Employment Services	618	11,734	\$729	38.6%	29.9%	650	12,439	\$755	38.0%	29.1%
5614	Business Support Services	270	3,017	\$842	29.3%	37.5%	279	3,076	\$827	27.4%	41.1%
5615	Travel Arrangement and Reservation Services	162	757	\$1,180	26.6%	29.6%	155	801	\$1,197	28.5%	30.7%
5616	Investigation and Security Services	143	2,189	\$818	43.1%	36.8%	150	2,221	\$837	41.6%	38.0%
5617	Services to Buildings and Dwellings	1,263	8,501	\$534	38.5%	22.3%	1,300	8,895	\$567	38.3%	22.3%
5619	Other Support Services	80	913	\$673	18.4%	24.2%	78	886	\$685	20.0%	23.6%
562	Waste Management and Remediation Services	192	1,717	\$1,046	9.6%	39.8%	190	1,738	\$1,101	11.2%	38.7%
61	Educational Services	678	18,464	\$1,006	28.6%	13.8%	715	19,455	\$1,029	30.6%	14.0%
611	Educational Services	678	18,464	\$1,006	28.6%	13.8%	715	19,455	\$1,029	30.6%	14.0%
62	Health Care and Social Assistance	3,656	86,458	\$972	31.7%	17.8%	3,677	88,016	\$1,000	32.2%	17.7%
621	Ambulatory Health Care Services	2,290	29,958	\$1,334	32.6%	20.9%	2,308	30,523	\$1,379	32.2%	20.9%
622	Hospitals	41	27,753	\$1,059	31.2%	13.1%	43	28,247	\$1,082	31.7%	12.9%
623	Nursing and Residential Care Facilities	333	15,182	\$596	35.6%	16.2%	326	14,888	\$616	36.7%	16.6%
624	Social Assistance	992	13,656	\$419	26.0%	22.1%	1,000	14,357	\$428	28.7%	21.7%
71	Arts, Entertainment, and Recreation	704	11,014	\$417	22.0%	26.4%	728	11,320	\$417	23.7%	26.7%
711	Performing Arts and Spectator Sports	150	1,394	\$779	19.3%	29.3%	155	1,482	\$695	28.4%	24.4%
712	Museums, Historic Sites, Zoos, and Parks	62	586	\$403	23.7%	24.7%	62	574	\$424	23.7%	26.0%
713	Gambling, Recreation, Amusement Industries	493	9,033	\$362	22.3%	26.1%	511	9,264	\$372	22.9%	27.1%
72	Accommodation and Food Services	3,387	55,962	\$355	27.3%	24.8%	3,436	57,149	\$373	27.3%	24.7%
721	Accommodation	501	9,198	\$438	14.6%	17.3%	513	9,941	\$451	14.1%	15.5%
722	Food Services and Drinking Places	2,886	46,764	\$339	29.8%	26.2%	2,923	47,708	\$357	29.7%	26.7%
81	Other Services Except Public Admin	3,621	20,206	\$648	35.1%	20.6%	3,640	20,128	\$680	33.7%	21.0%
811	Repair and Maintenance	1,333	6,606	\$9,007	32.0%	24.7%	1,335	6,780	\$948	31.6%	24.2%
812	Personal and Laundry Services	982	6,661	\$497	38.8%	24.5%	995	6,729	\$519	38.4%	24.6%
813	Membership Associations and Organizations	733	6,088	\$558	36.0%	12.2%	729	5,786	\$581	32.0%	13.0%
814	Private Households	572	851	\$478	23.0%	17.9%	583	834	\$499	23.6%	21.1%
99	Unclassified Establishments	201	275	\$1,706	12.4%	8.4%	177	231	\$1,691	9.5%	5.2%
999	Unclassified Establishments	201	75	\$1,706	45.3%	30.7%	177	231	\$1,691	9.5%	5.2%
Total Government		2,050	85,126	\$905	24.7%	16.8%	2,052	84,522	\$937	24.8%	16.7%
	Federal Government	375	7,378	\$1,439	51.2%	13.4%	378	7,509	\$1,478	52.9%	13.4%
	State Government	870	20,544	\$937	9.2%	6.3%	867	20,468	\$989	8.7%	6.3%
	Local Government	806	57,203	\$825	26.8%	21.0%	808	56,544	\$847	26.9%	20.8%

Source: NH Economic and Labor Market Information Bureau

Table C-3: Employers, Employment, and Wages by Community

Area	2014			2015			# Change: 2014-2015			% Change: 2014-2015		
	Estab- lishments	Avg. Annl. Employ- ment	Average Weekly Wage	Estab- lishments	Avg. Annl. Employ- ment	Average Weekly Wage	Estab- lishments	Avg. Annl. Employ- ment	Average Weekly Wage	Estab- lishments	Avg. Annl. Employ- ment	Average Weekly Wage
East Kingston	37	219	\$829	34	210	\$857	-3	-9	\$28	-8.1%	-4.1%	3.3%
Exeter	550	10,199	\$1,097	556	9,942	\$1,150	6	-257	\$53	1.1%	-2.5%	4.8%
Greenland	172	1,831	\$901	170	1,845	\$1,005	-2	14	\$104	-1.2%	0.8%	11.6%
Hampton	523	5,731	\$988	527	5,735	\$1,025	4	4	\$37	0.8%	0.1%	3.8%
Hampton Falls	85	537	\$693	90	626	\$721	5	89	\$28	5.9%	16.6%	4.1%
Kensington	46	300	\$768	50	352	\$828	4	52	\$60	8.7%	17.3%	7.8%
New Castle	36	372	\$616	36	377	\$660	0	5	\$44	0.0%	1.3%	7.1%
Newfields	60	703	\$865	63	776	\$858	3	73	-\$7	5.0%	10.4%	-0.8%
Newington	209	4,772	\$800	214	5,516	\$966	5	744	\$166	2.4%	15.6%	20.8%
Newmarket	144	1,286	\$779	151	1,331	\$812	7	45	\$33	4.9%	3.5%	4.2%
North Hampton	257	2,187	\$1,954	257	2,130	\$1,970	0	-57	\$16	0.0%	-2.6%	0.8%
Portsmouth	1,818	30,369	\$1,163	1,832	31,735	\$1,186	14	1,366	\$23	0.8%	4.5%	2.0%
Rye	152	1,320	\$791	156	1,283	\$819	4	-37	\$28	2.6%	-2.8%	3.5%
Seabrook	312	5,954	\$989	333	6,494	\$995	21	540	\$6	6.7%	9.1%	0.6%
South Hampton	26	119	\$679	27	131	\$692	1	12	\$13	3.8%	10.1%	2.0%
Stratham	260	3,983	\$1,078	265	4,192	\$1,121	5	209	\$43	1.9%	5.2%	4.0%
CEDS Eastern Communities	4,687	69,882	\$937	4,761	72,675	\$979	74	2,793	\$42	1.6%	4.0%	4.5%
Atkinson	122	1,197	\$929	129	1,180	\$962	7	-17	\$33	5.7%	-1.4%	3.6%
Auburn	137	1,736	\$991	138	1,782	\$1,079	1	46	\$88	0.7%	2.6%	8.9%
Brentwood	152	2,067	\$848	159	2,041	\$894	7	-26	\$46	4.6%	-1.3%	5.4%
Candia	102	771	\$785	100	795	\$875	-2	24	\$90	-2.0%	3.1%	11.5%
Chester	65	347	\$847	66	365	\$871	1	18	\$24	1.5%	5.2%	2.8%
Danville	41	165	\$622	42	181	\$665	1	16	\$43	2.4%	9.7%	6.8%
Deerfield	73	409	\$611	75	419	\$628	2	10	\$17	2.7%	2.4%	2.8%
Epping	183	2,985	\$611	200	3,197	\$630	17	212	\$19	9.3%	7.1%	3.1%
Fremont	64	462	\$671	69	513	\$738	5	51	\$67	7.8%	11.0%	10.0%
Hampstead	255	2,191	\$722	250	2,180	\$715	-5	-11	-\$7	-2.0%	-0.5%	-0.9%
Kingston	167	1,543	\$721	171	1,601	\$772	4	58	\$51	2.4%	3.8%	7.1%
Newton	56	496	\$847	57	497	\$933	1	1	\$86	1.8%	0.2%	10.2%
Northwood	87	976	\$703	88	958	\$730	1	-18	\$27	1.1%	-1.8%	3.8%
Nottingham	43	291	\$857	45	303	\$834	2	12	-\$23	4.7%	4.1%	-2.7%
Plaistow	345	4,743	\$671	351	4,809	\$703	6	66	\$32	1.7%	1.4%	4.7%
Raymond	181	2,987	\$855	182	2,996	\$834	1	9	-\$21	0.6%	0.3%	-2.4%
Sandown	55	268	\$676	57	271	\$694	2	3	\$18	3.6%	1.1%	2.7%
CEDS Central Communities	2,128	23,634	\$763	2,179	24,088	\$797	51	454	\$35	2.4%	1.9%	4.5%
Derry	636	8,003	\$807	657	8,109	\$819	21	106	\$12	3.3%	1.3%	1.5%
Hudson	614	9,615	\$1,028	614	10,115	\$1,047	0	500	\$19	0.0%	5.2%	1.9%
Litchfield	96	926	\$849	104	908	\$879	8	-18	\$30	8.3%	-1.9%	3.6%
Londonderry	773	13,094	\$923	773	13,213	\$950	0	119	\$27	0.0%	0.9%	2.9%
Merrimack	772	17,008	\$1,796	773	17,180	\$1,703	1	172	-\$93	0.1%	1.0%	-5.2%
Nashua	2,731	50,841	\$1,135	2,754	51,634	\$1,106	23	793	-\$29	0.8%	1.6%	-2.6%
Pelham	270	2,383	\$840	275	2,371	\$866	5	-12	\$26	1.9%	-0.5%	3.1%
Salem	1,269	21,915	\$919	1,266	22,032	\$933	-3	117	\$14	-0.2%	0.5%	1.5%
Windham	389	3,447	\$881	394	3,535	\$939	5	88	\$58	1.3%	2.6%	6.6%
CEDS Western Communities	7,550	127,232	\$1,020	7,610	129,097	\$1,027	60	1,865	\$7	0.8%	1.5%	0.7%
REDC CEDS Region	14,365	220,748	\$884	14,550	225,860	\$916	185	5,112	\$32	1.3%	2.3%	3.6%
Hillsborough County	11,328	193,565	\$1,093	11,386	196,842	\$1,100	58	3,277	\$7	0.5%	1.7%	0.6%
Rockingham County	9,877	139,972	\$968	10,025	143,650	\$999	148	3,678	\$31	1.5%	2.6%	3.2%
New Hampshire	45,649	626,567	\$984	46,363	636,798	\$1,011	714	10,231	\$27	1.6%	1.6%	2.7%

Source: NH Dept. of Employment Security, Labor Market Information Bureau

Table C-4: Current and Historic Unemployment Data

Area	Unemployment Rate *Not Seasonally Adjusted											10-yr change from 2006 to 2016	5-yr change from 2011 to 2016	1-yr change from 2015 to 2016
	Annual 2006*	Annual 2007*	Annual 2008*	Annual 2009*	Annual 2010*	Annual 2011*	Annual 2012*	Annual 2013*	Annual 2014*	Annual 2015*	Annual 2016*			
East Kingston	3.9%	4.0%	4.3%	6.0%	5.2%	4.8%	5.0%	5.6%	4.4%	3.0%	2.4%	-1.5%	-2.4%	-0.6%
Exeter	3.5%	3.5%	4.1%	6.3%	6.1%	5.7%	5.7%	5.1%	4.1%	3.2%	2.6%	-0.9%	-3.1%	-0.6%
Greenland	2.8%	3.0%	3.2%	5.0%	5.1%	5.0%	4.6%	4.3%	3.9%	3.0%	3.3%	0.5%	-1.7%	0.3%
Hampton	3.8%	3.6%	4.2%	6.3%	6.0%	5.3%	5.8%	5.9%	5.3%	4.1%	2.7%	-1.1%	-2.6%	-1.4%
Hampton Falls	4.2%	3.5%	4.2%	5.8%	5.1%	5.2%	5.4%	6.1%	4.2%	3.1%	2.8%	-1.4%	-2.4%	-0.3%
Kensington	4.0%	3.7%	4.6%	6.4%	5.8%	5.3%	5.3%	5.3%	3.9%	2.7%	2.4%	-1.6%	-2.9%	-0.3%
New Castle	2.9%	3.2%	2.9%	4.2%	4.2%	3.4%	4.0%	4.3%	3.2%	2.6%	2.4%	-0.5%	-1.0%	-0.2%
Newfields	3.0%	2.7%	3.3%	5.8%	6.0%	5.0%	5.1%	5.0%	3.4%	2.8%	2.5%	-0.5%	-2.5%	-0.3%
Newington	2.6%	2.5%	2.7%	4.8%	5.4%	3.4%	5.2%	4.8%	3.8%	2.9%	2.4%	-0.2%	-1.0%	-0.5%
Newmarket	2.9%	2.8%	3.2%	5.1%	5.2%	4.5%	4.5%	4.1%	3.5%	2.8%	2.4%	-0.5%	-2.1%	-0.4%
North Hampton	3.2%	2.7%	3.0%	4.7%	4.9%	4.2%	5.1%	5.0%	4.1%	2.8%	2.8%	-0.4%	-1.4%	0.0%
Portsmouth	2.9%	2.9%	3.4%	5.2%	4.8%	4.3%	4.3%	4.1%	3.5%	2.4%	2.2%	-0.7%	-2.1%	-0.2%
Rye	3.3%	3.1%	3.6%	5.4%	5.2%	4.9%	4.8%	5.0%	3.6%	2.8%	2.0%	-1.3%	-2.9%	-0.8%
Seabrook	6.2%	5.6%	6.8%	9.3%	8.0%	7.3%	8.1%	7.9%	7.1%	5.5%	4.3%	-1.9%	-3.0%	-1.2%
South Hampton	3.5%	3.9%	4.2%	7.7%	4.9%	4.4%	6.5%	6.0%	4.4%	4.0%	3.6%	0.1%	-0.8%	-0.4%
Stratham	3.2%	3.2%	3.3%	5.0%	4.5%	4.6%	4.5%	4.5%	3.4%	2.6%	2.3%	-0.9%	-2.3%	-0.3%
CEDS Eastern Communities	3.5%	3.4%	3.8%	5.8%	5.4%	4.8%	5.2%	5.2%	4.1%	3.1%	2.7%	-0.8%	-2.1%	-0.5%
Atkinson	3.5%	3.6%	5.2%	7.3%	6.6%	6.2%	5.8%	5.9%	5.4%	4.1%	3.4%	-0.1%	-2.8%	-0.7%
Auburn	3.1%	2.8%	3.1%	5.4%	5.0%	4.6%	4.3%	4.0%	3.7%	2.9%	2.4%	-0.7%	-2.2%	-0.5%
Brentwood	4.5%	4.4%	4.5%	6.8%	6.6%	6.1%	6.2%	5.4%	3.4%	2.6%	2.0%	-2.5%	-4.1%	-0.6%
Candia	3.2%	3.1%	3.1%	4.9%	5.3%	4.3%	4.7%	4.5%	3.6%	3.0%	2.6%	-0.6%	-1.7%	-0.4%
Chester	3.3%	3.4%	3.3%	5.3%	5.7%	5.2%	5.1%	5.0%	4.3%	3.1%	2.7%	-0.6%	-2.5%	-0.4%
Danville	4.4%	4.7%	5.4%	8.1%	7.5%	7.2%	7.8%	6.7%	5.4%	4.2%	3.0%	-1.4%	-4.2%	-1.2%
Deerfield	3.3%	3.9%	3.5%	6.0%	5.9%	4.5%	5.5%	5.3%	4.0%	3.0%	2.5%	-0.8%	-2.0%	-0.5%
Epping	3.8%	3.9%	4.7%	7.4%	7.2%	6.2%	6.9%	5.9%	4.4%	3.5%	2.9%	-0.9%	-3.3%	-0.6%
Fremont	3.9%	4.0%	4.5%	7.0%	7.0%	5.8%	6.5%	5.7%	4.8%	3.7%	3.1%	-0.8%	-2.7%	-0.6%
Hampstead	4.4%	4.1%	5.0%	7.4%	7.0%	6.1%	6.7%	6.3%	5.1%	4.0%	3.1%	-1.3%	-3.0%	-0.9%
Kingston	4.4%	4.8%	5.4%	7.6%	7.5%	7.0%	7.6%	7.3%	5.9%	4.5%	3.5%	-0.9%	-3.5%	-1.0%
Newton	4.5%	4.1%	5.4%	7.5%	7.0%	6.8%	7.2%	6.0%	4.8%	3.9%	3.2%	-1.3%	-3.6%	-0.7%
Northwood	3.5%	3.6%	4.0%	6.8%	6.1%	6.0%	7.5%	5.0%	4.2%	3.4%	2.8%	-0.7%	-3.2%	-0.6%
Nottingham	3.2%	3.0%	3.4%	5.6%	5.0%	4.3%	4.6%	4.5%	3.5%	2.7%	2.2%	-1.0%	-2.1%	-0.5%
Plaistow	4.9%	5.2%	5.8%	8.0%	7.4%	6.4%	7.5%	7.5%	6.5%	5.1%	4.2%	-0.7%	-2.2%	-0.9%
Raymond	4.0%	4.1%	4.6%	7.5%	7.0%	5.9%	5.9%	5.7%	4.8%	3.9%	3.2%	-0.8%	-2.7%	-0.7%
Sandown	4.2%	4.0%	5.5%	7.8%	7.2%	6.8%	6.9%	6.5%	5.2%	4.2%	3.3%	-0.9%	-3.5%	-0.9%
CEDS Central Communities	3.9%	3.9%	4.5%	6.8%	6.5%	5.8%	6.3%	5.7%	4.6%	3.6%	2.9%	-1.0%	-2.9%	-0.7%
Derry	4.2%	4.0%	4.5%	6.9%	7.0%	6.1%	6.5%	6.1%	5.1%	4.1%	3.5%	-0.7%	-2.6%	-0.6%
Hudson	3.8%	3.8%	4.2%	6.7%	6.6%	5.8%	6.1%	5.8%	5.2%	4.3%	3.4%	-0.4%	-2.4%	-0.9%
Litchfield	3.2%	3.2%	3.6%	5.7%	6.1%	5.4%	5.3%	5.1%	4.9%	3.9%	3.2%	0.0%	-2.2%	-0.7%
Londonderry	3.5%	3.5%	3.8%	5.9%	5.9%	5.2%	5.6%	5.3%	4.5%	3.6%	2.8%	-0.7%	-2.4%	-0.8%
Merrimack	3.0%	3.0%	3.3%	5.8%	5.7%	4.9%	5.0%	4.9%	4.0%	3.4%	2.9%	-0.1%	-2.0%	-0.5%
Nashua	4.0%	3.7%	4.1%	6.9%	6.7%	6.0%	6.2%	5.9%	5.1%	4.0%	3.3%	-0.7%	-2.7%	-0.7%
Pelham	4.9%	5.0%	5.2%	8.2%	7.8%	7.1%	7.3%	7.2%	6.0%	4.7%	4.0%	-0.9%	-3.1%	-0.7%
Salem	4.9%	5.0%	5.4%	8.0%	8.2%	7.3%	8.1%	7.6%	5.5%	4.3%	3.5%	-1.4%	-3.8%	-0.8%
Windham	3.9%	3.7%	3.6%	6.1%	5.5%	5.1%	5.1%	5.2%	4.7%	3.9%	3.0%	-0.9%	-2.1%	-0.9%
CEDS Western Communities	3.9%	3.9%	4.2%	6.7%	6.6%	5.9%	6.1%	5.9%	5.0%	4.0%	3.3%	-0.6%	-2.6%	-0.7%
REDC CEDS Region	3.7%	3.7%	4.2%	6.4%	6.1%	5.5%	5.9%	5.6%	4.5%	3.5%	2.9%	-0.8%	-2.5%	-0.6%
Hillsborough County	3.7%	3.6%	3.9%	5.6%	6.3%	5.5%	5.7%	5.4%	4.5%	3.6%	3.0%	-0.7%	-2.5%	-0.6%
Rockingham County	3.9%	3.9%	4.3%	6.6%	6.3%	5.7%	6.0%	5.7%	4.7%	3.6%	3.0%	-0.9%	-2.7%	-0.6%
New Hampshire	3.5%	3.5%	3.9%	6.2%	6.1%	5.4%	5.5%	5.3%	4.3%	3.4%	2.8%	-0.7%	-2.6%	-0.6%

Source: NH Dept. Employ. Security - Economic & Labor Market Information Bureau: Local Area Unemployment Statistics (LAUS) <http://nhnetwork.nhes.state.nh.us/nhnetwork>

Table C-5: Employment and Weekly Wages

2017 CEDS Update

Table C-5: Employment and Weekly Wages

Area	Private Employers, 2014				Total Number of Employees, 2014				Private Employers, 2015				Total Number of Employees, 2015				Avg. Weekly Wage Total Private + Gov't	
	Private Goods- Producing	Private Service- Providing	Total		Private Goods- Producing	Private Service- Providing	Gov't	Private + Gov't	Private Goods- Producing	Private Service- Providing	Total		Private Goods- Producing	Private Service- Providing	Gov't	Private + Gov't	2014	2015
East Kingston	10	24	34		32	90	97	219	11	21	31		35	82	93	210	\$829	\$857
Exeter	56	477	533		1,878	7,370	951	10,199	59	481	540		1,195	7,813	934	9,942	\$1,097	\$1,150
Greenland	35	131	166		333	1,359	139	1,831	35	130	164		325	1,383	136	1,845	\$901	\$1,005
Hampton	52	454	506		823	3,878	1,030	5,731	54	457	511		882	3,836	1,017	5,735	\$988	\$1,025
Hampton Falls	10	73	82		92	354	91	537	10	77	87		99	436	92	626	\$693	\$721
Kensington	9	35	44		33	204	63	300	8	40	48		37	255	60	352	\$768	\$828
New Castle	0	32	32		0	321	51	372	0	32	32		0	325	52	377	\$616	\$660
Newfields	14	40	54		427	203	72	703	16	41	57		496	205	76	776	\$865	\$858
Newington	20	187	207		1,105	3,537	130	4,772	21	191	212		1,973	3,383	160	5,516	\$900	\$966
Newmarket	24	114	138		279	689	319	1,286	24	121	145		233	782	311	1,331	\$779	\$812
North Hampton	34	216	250		205	1,884	98	2,187	36	214	250		217	1,810	103	2,130	\$1,945	\$1,970
Portsmouth	119	1,647	1,766		2,447	26,047	1,876	30,369	119	1,659	1,778		2,651	27,233	1,850	31,735	\$1,163	\$1,186
Rye	12	131	142		21	1,081	218	1,320	13	134	147		22	1,057	204	1,283	\$791	\$819
Seabrook	51	253	303		955	4,505	494	5,954	55	289	324		1,101	4,896	497	6,494	\$987	\$995
South Hampton	8	16	24		48	38	33	119	8	17	25		55	41	34	131	\$679	\$692
Stratham	30	224	254		678	2,920	386	3,938	32	227	259		715	3,081	396	4,192	\$1,078	\$1,121
CEDS Eastern Communities	484	4,054	4,535		9,356	54,480	6,048	69,837	501	4,111	4,610		10,036	56,618	6,015	72,675	\$936	\$979
Atkinson	31	89	120		413	716	68	1,197	33	94	127		381	733	66	1,180	\$929	\$962
Auburn	43	91	134		514	1,077	145	1,736	43	92	135		512	1,131	139	1,782	\$991	\$1,079
Brentwood	37	100	138		328	1,044	735	2,067	40	105	144		339	981	721	2,041	\$848	\$894
Candia	26	71	96		215	440	117	771	25	70	95		228	451	116	795	\$785	\$875
Chester	22	41	62		72	125	150	347	21	43	63		69	137	158	365	\$847	\$871
Danville	14	25	39		48	74	43	165	14	26	40		57	77	47	181	\$622	\$665
Deerfield	20	51	71		120	240	49	409	24	48	73		133	239	47	419	\$611	\$628
Epping	28	145	173		107	2,495	383	2,985	31	159	190		118	2,889	389	3,197	\$611	\$630
Fremont	19	42	61		85	252	125	462	20	45	66		117	275	121	513	\$671	\$738
Hampstead	55	197	251		366	1,722	106	2,191	53	196	246		344	1,726	110	2,180	\$722	\$715
Kingston	36	121	157		133	1,095	314	1,543	35	127	162		133	1,157	312	1,601	\$721	\$772
Newton	16	34	51		114	194	188	496	18	34	52		130	191	177	497	\$847	\$933
Northwood	28	54	82		179	614	183	976	28	55	83		178	601	179	958	\$703	\$730
Nottingham	11	27	38		46	75	171	291	12	28	40		51	85	167	303	\$857	\$834
Plaistow	55	281	336		521	3,144	1,078	4,743	57	285	342		565	3,192	1,051	4,809	\$671	\$703
Raymond	30	146	176		352	2,206	428	2,987	29	148	177		341	2,247	409	2,996	\$855	\$824
Sandown	18	35	52		52	157	59	268	17	37	54		53	161	57	271	\$676	\$694
CEDS Central Communities	489	1,550	2,037		3,665	15,670	4,342	23,634	500	1,592	2,089		3,749	16,073	4,266	24,088	\$763	\$797
Derry	99	527	625		815	6,171	1,017	8,003	106	541	646		826	6,291	992	8,109	\$808	\$819
Hudson	160	442	602		3,758	4,948	909	9,615	158	444	602		3,882	5,322	911	10,115	\$1,028	\$1,047
Litchfield	23	67	91		208	373	346	926	26	73	99		202	362	344	908	\$849	\$879
Londonderry	131	630	791		3,768	8,240	1,087	13,095	132	628	759		3,639	8,473	1,101	13,218	\$923	\$950
Merrimack	103	652	755		3,081	12,829	1,098	17,008	107	649	756		3,065	13,033	1,082	17,108	\$1,796	\$1,703
Nashua	260	2,428	2,688		7,712	38,461	4,668	50,841	262	2,449	2,711		7,826	39,157	4,652	51,634	\$1,135	\$1,106
Pelham	67	194	261		595	1,317	471	2,383	72	195	267		594	1,288	490	2,371	\$840	\$866
Salem	144	1,098	1,242		2,204	18,537	1,175	21,195	144	1,097	1,241		2,366	18,542	1,124	22,032	\$919	\$933
Windham	54	327	381		300	2,543	604	3,447	55	331	386		337	2,617	581	3,535	\$981	\$939
CEDS Western Communities	1,041	6,365	7,436		22,441	93,419	11,375	126,513	1,062	6,407	7,467		22,737	95,085	11,277	129,030	\$1,020	\$1,027
REDC Region	2,014	11,969	14,008		35,462	163,569	21,765	219,984	2,063	12,110	14,166		36,522	167,776	21,558	225,793	\$884	\$916
Hillsborough County	1,562	9,474	11,036		31,442	141,152	20,991	193,565	1,585	9,512	11,097		31,842	144,005	20,994	196,842	\$1,093	\$1,100
Rockingham County	1,396	8,180	9,576		20,107	105,598	14,268	139,972	1,435	8,292	9,727		20,954	108,617	14,079	143,650	\$968	\$999
New Hampshire	5,924	37,675	43,599		92,176	449,265	85,126	626,567	6,003	38,307	44,309		93,968	458,308	84,522	636,798	\$984	\$1,011

Source: NH Employment Security, Economic and Labor Market Information Bureau

Table C-6: Civilian Labor Force and Employment: Hillsborough and Rockingham Counties, New Hampshire, and New England

C-6 Civilian Labor Force and Employment: Hillsborough and Rockingham Counties, New Hampshire, and New England

2017 CEDS Update

REGION/STATE (in thousands)	2011						2012						2013					
	Employed		Unemployed		Unempl. Rate (%)		Employed		Unemployed		Unempl. Rate (%)		Employed		Unemployed		Unempl. Rate (%)	
	Civilian Labor Force						Civilian Labor Force						Civilian Labor Force					
Hillsborough County	228.4	215.7	12.7	5.5			229.5	216.4	13.0	5.7			230.4	217.9	12.5	5.4		
Rockingham County	174.9	165.0	9.9	5.7			176.6	166.0	10.6	6.0			178.0	167.8	10.2	5.7		
New Hampshire	738.0	698.0	40.0	5.4			742.0	701.0	41.0	5.5			742.1	702.9	39.1	5.3		
Connecticut	1,902.0	1,749.0	169.0	8.8			1,887.0	1,731.0	156.0	8.3			1,860.0	1,715.0	145.0	7.8		
Maine	704.0	651.0	53.0	7.5			706.0	655.0	52.0	7.3			709.0	662.0	47.0	6.7		
Massachusetts	3,470.0	3,202.0	254.0	7.4			3,475.0	3,242.0	234.0	6.7			3,484.0	3,238.0	246.0	7.1		
Rhode Island	563.0	500.0	63.0	11.3			560.0	502.0	58.0	10.4			556.0	503.0	53.0	9.5		
Vermont	359.0	339.0	20.0	5.6			356.0	339.0	18.0	5.0			351.0	336.0	15.0	4.4		
New England	7,735.0	7,140.0	599.0	7.7			7,720.0	7,161.0	560.0	7.2			7,702.0	7,157.0	545.0	7.1		
United States	153,617	139,869	13,747	8.9			154,975	142,469	12,506	8.1			155,389	143,929	11,460	7.4		
REGION/STATE (in thousands)	2014						2015						2016					
	Employed		Unemployed		Unempl. Rate (%)		Employed		Unemployed		Unempl. Rate (%)		Employed		Unemployed		Unempl. Rate (%)	
	Civilian Labor Force						Civilian Labor Force						Civilian Labor Force					
Hillsborough County	228.6	218.3	10.3	4.5			228.5	220.3	8.2	3.6			231.3	224.5	6.9	3.0		
Rockingham County	175.7	167.5	8.2	4.7			177.9	171.4	6.5	3.6			180.7	175.3	5.4	3.0		
New Hampshire	741.0	709.0	32.0	4.3			743	718	25	3.4			749	727	21	2.8		
Connecticut	1,885.0	1,760.0	125.0	6.6			1,891	1,782	108	5.7			1,892	1,796	96	5.1		
Maine	669.0	659.0	40.0	5.7			683	653	30	4.4			691	664	27	3.9		
Massachusetts	3,577.0	3,353.0	205.0	5.8			3,580	3,406	174	4.9			3,589	3,456	133	3.7		
Rhode Island	553.0	511.0	42.0	7.7			554	520	33	6.0			552	523	29	5.3		
Vermont	349.0	335.0	14.0	4.1			345	333	12	3.6			345	334	11	3.3		
New England	7,785.0	7,327.0	458.0	5.9			7,795	7,412	383	4.9			7,817	7,499	317	4.1		
United States	155,992	146,305	9,617	6.2			157,130	148,834	8,296	5.3			159,187	151,436	7,751	4.9		

Source: NH Employment Security, U.S. Bureau of Labor Statistics.

Table E-1: Property Valuation and Taxes

Area	Total Population 2015	Property Valuation and Taxes (excluding State School Tax portion)			
		2015 Total Equalized Valuation	2015 Valuation per Capita	Full Value Tax Rate	State Rank (1=lowest)
East Kingston	2,398	\$ 327,913,520	\$ 136,745	\$ 23.26	123
Exeter	14,582	\$ 1,795,712,678	\$ 123,146	\$ 23.59	127
Greenland	3,860	\$ 749,842,586	\$ 194,260	\$ 15.42	40
Hampton	15,050	\$ 3,215,621,617	\$ 213,663	\$ 16.57	46
Hampton Falls	2,239	\$ 436,825,904	\$ 195,099	\$ 21.13	93
Kensington	2,114	\$ 312,387,041	\$ 147,771	\$ 22.11	104
New Castle	966	\$ 738,591,620	\$ 764,588	\$ 5.58	7
Newfields	1,685	\$ 254,682,758	\$ 151,147	\$ 22.06	102
Newington	770	\$ 1,094,002,258	\$ 1,420,782	\$ 7.56	11
Newmarket	9,170	\$ 792,327,957	\$ 86,404	\$ 22.74	115
North Hampton	4,511	\$ 1,124,564,417	\$ 249,294	\$ 15.80	42
Portsmouth	21,496	\$ 5,166,602,923	\$ 240,352	\$ 15.28	39
Rye	5,400	\$ 2,084,461,085	\$ 386,011	\$ 9.76	17
Seabrook	8,814	\$ 2,737,680,562	\$ 310,606	\$ 13.86	30
South Hampton	811	\$ 143,303,979	\$ 176,700	\$ 18.35	60
Stratham	7,334	\$ 1,302,247,241	\$ 177,563	\$ 18.95	65
CEDS Eastern Communities	101,200	\$ 22,276,768,146	\$ 220,126	\$ 17.00	NA
Atkinson	6,722	\$ 947,576,819	\$ 140,967	\$ 17.13	52
Auburn	5,315	\$ 706,770,389	\$ 132,977	\$ 18.86	64
Brentwood	4,678	\$ 567,552,078	\$ 121,324	\$ 22.82	117
Candia	3,909	\$ 422,950,073	\$ 108,199	\$ 19.56	71
Chester	4,887	\$ 543,495,963	\$ 111,213	\$ 22.17	105
Danville	4,458	\$ 375,347,086	\$ 84,196	\$ 26.67	175
Deerfield	4,413	\$ 528,602,167	\$ 119,783	\$ 22.80	116
Epping	6,828	\$ 724,532,473	\$ 106,112	\$ 24.55	142
Fremont	4,597	\$ 411,355,361	\$ 89,483	\$ 27.38	185
Hampstead	8,602	\$ 1,124,680,336	\$ 130,746	\$ 20.24	75
Kingston	6,049	\$ 677,649,635	\$ 112,027	\$ 23.82	131
Newton	4,865	\$ 504,677,146	\$ 103,736	\$ 25.72	162
Northwood	4,214	\$ 482,690,329	\$ 114,544	\$ 23.73	129
Nottingham	4,904	\$ 584,925,920	\$ 119,275	\$ 20.67	86
Plaistow	7,602	\$ 950,532,572	\$ 125,037	\$ 22.60	111
Raymond	10,257	\$ 903,412,944	\$ 88,078	\$ 23.39	125
Sandown	6,255	\$ 591,510,784	\$ 94,566	\$ 23.21	122
CEDS Central Communities	98,555	\$ 11,048,262,075	\$ 112,103	\$ 22.67	NA
Derry	32,948	\$ 2,772,045,968	\$ 84,134	\$ 26.28	169
Hudson	24,781	\$ 2,786,979,345	\$ 112,464	\$ 19.76	72
Litchfield	8,395	\$ 863,154,804	\$ 102,818	\$ 20.69	87
Londonderry	24,891	\$ 3,659,710,016	\$ 147,029	\$ 20.50	82
Merrimack	25,427	\$ 3,169,078,295	\$ 124,634	\$ 23.08	120
Nashua	87,551	\$ 9,162,709,894	\$ 104,656	\$ 21.57	98
Pelham	13,117	\$ 1,647,633,048	\$ 125,611	\$ 79.00	79
Salem	28,674	\$ 4,429,835,736	\$ 154,490	\$ 19.03	66
Windham	14,301	\$ 2,398,678,014	\$ 167,728	\$ 20.38	80
CEDS Western Communities	260,085	\$ 30,889,825,120	\$ 118,768	\$ 27.81	NA
Hillsborough County	404,322		\$ -		
Rockingham County	300,569		\$ -		
New Hampshire	1,330,608	\$ 166,808,091,643	\$ 125,362	\$ 20.88	

Source: NH Department of Revenue Administration (comparison of effective tax rates);
Population estimates from NH OEP

Table F-3:ACS Data: Per Capita Income

Area	2010	2011	2012	2013	2014	2015	1-year change 2014 - 2015	% change 2014 - 2015
East Kingston	\$42,114	\$42,916	\$43,887	\$39,366	\$39,405	\$39,413	\$8	0.0%
Exeter	\$37,043	\$38,018	\$38,220	\$37,972	\$40,310	\$40,616	\$306	0.8%
Greenland	\$42,017	\$45,333	\$53,652	\$50,901	\$47,768	\$47,745	-\$23	0.0%
Hampton	\$37,680	\$41,022	\$40,827	\$41,913	\$43,081	\$45,189	\$2,108	4.9%
Hampton Falls	\$53,371	\$57,770	\$54,410	\$59,712	\$54,481	\$61,298	\$6,817	12.5%
Kensington	\$39,837	\$44,747	\$49,509	\$49,435	\$51,523	\$51,406	-\$117	-0.2%
New Castle	\$70,462	\$83,682	\$86,051	\$82,879	\$94,166	\$97,601	\$3,435	3.6%
Newfields	\$43,346	\$50,351	\$52,774	\$50,700	\$51,874	\$52,945	\$1,071	2.1%
Newington	\$39,115	\$36,086	\$37,970	\$39,587	\$40,537	\$45,170	\$4,633	11.4%
Newmarket	\$33,399	\$33,473	\$32,032	\$32,244	\$32,894	\$32,633	-\$261	-0.8%
North Hampton	\$45,595	\$48,534	\$57,216	\$61,736	\$60,672	\$65,339	\$4,667	7.7%
Portsmouth	\$36,823	\$39,344	\$40,111	\$39,839	\$42,724	\$45,062	\$2,338	5.5%
Rye	\$51,493	\$56,171	\$54,214	\$52,866	\$57,171	\$61,697	\$4,526	7.9%
Seabrook	\$29,907	\$30,218	\$30,014	\$30,156	\$28,794	\$28,791	-\$3	0.0%
South Hampton	\$41,185	\$41,922	\$40,721	\$41,425	\$47,001	\$47,755	\$754	1.6%
Stratham	\$45,238	\$51,674	\$53,833	\$56,550	\$59,990	\$58,137	-\$1,853	-3.1%
CEDS Eastern Communities	\$39,084	\$41,718	\$42,596	\$42,862	\$44,363	\$45,751	\$1,388	3.1%
Atkinson	\$41,588	\$41,143	\$39,628	\$42,505	\$41,691	\$43,938	\$2,247	5.4%
Auburn	\$33,982	\$34,811	\$36,070	\$38,501	\$41,274	\$41,238	-\$36	-0.1%
Brentwood	\$37,518	\$37,385	\$35,815	\$37,506	\$38,591	\$39,042	\$451	1.2%
Candia	\$36,860	\$36,809	\$37,781	\$36,618	\$39,822	\$39,475	-\$347	-0.9%
Chester	\$38,741	\$36,954	\$41,261	\$39,816	\$40,388	\$43,176	\$2,788	6.9%
Danville	\$28,716	\$29,699	\$30,857	\$31,443	\$33,100	\$33,448	\$348	1.1%
Deerfield	\$32,419	\$36,278	\$37,187	\$36,150	\$36,004	\$35,858	-\$146	-0.4%
Epping	\$34,193	\$30,179	\$32,416	\$32,406	\$33,535	\$34,982	\$1,447	4.3%
Fremont	\$29,486	\$29,274	\$32,512	\$36,331	\$38,265	\$40,336	\$2,071	5.4%
Hampstead	\$37,666	\$38,704	\$37,425	\$39,530	\$39,960	\$41,611	\$1,651	4.1%
Kingston	\$29,267	\$30,549	\$30,025	\$37,266	\$43,586	\$44,718	\$1,132	2.6%
Newton	\$31,969	\$32,027	\$32,207	\$34,035	\$34,840	\$37,765	\$2,925	8.4%
Northwood	\$31,336	\$32,300	\$34,204	\$35,153	\$34,008	\$33,735	-\$273	-0.8%
Nottingham	\$38,351	\$39,431	\$36,058	\$36,367	\$39,019	\$38,353	-\$666	-1.7%
Plaistow	\$34,147	\$35,390	\$31,583	\$31,204	\$32,150	\$32,956	\$806	2.5%
Raymond	\$27,468	\$28,531	\$28,149	\$27,755	\$28,689	\$29,476	\$787	2.7%
Sandown	\$32,961	\$33,208	\$34,130	\$37,507	\$35,362	\$37,429	\$2,067	5.8%
CEDS Central Communities	\$33,836	\$34,178	\$34,207	\$35,569	\$36,687	\$37,781	\$1,094	3.0%
Derry	\$30,089	\$31,254	\$31,259	\$30,397	\$30,570	\$31,447	\$877	2.9%
Hudson	\$32,157	\$33,712	\$34,615	\$36,109	\$37,065	\$38,009	\$944	2.5%
Litchfield	\$33,847	\$36,497	\$37,412	\$35,674	\$36,021	\$37,456	\$1,435	4.0%
Londonderry	\$36,096	\$38,492	\$37,865	\$38,553	\$40,369	\$39,687	-\$682	-1.7%
Merrimack	\$36,574	\$37,698	\$40,093	\$38,711	\$39,833	\$39,695	-\$138	-0.3%
Nashua	\$33,200	\$33,032	\$33,352	\$32,874	\$32,842	\$33,100	\$258	0.8%
Pelham	\$35,328	\$36,558	\$37,594	\$37,663	\$36,572	\$38,067	\$1,495	4.1%
Salem	\$33,751	\$34,496	\$35,290	\$36,598	\$36,734	\$37,325	\$591	1.6%
Windham	\$46,071	\$48,336	\$49,552	\$49,552	\$51,810	\$50,546	-\$1,264	-2.4%
CEDS Western Communities	\$34,176	\$35,114	\$35,730	\$35,623	\$36,106	\$36,450	\$344	1.0%
REDC CEDS Region	\$35,182	\$36,364	\$36,913	\$37,205	\$38,049	\$38,782	\$733	1.9%
Hillsborough County	\$33,108	\$33,653	\$34,208	\$34,390	\$34,767	\$35,242	\$475	1.4%
Rockingham County	\$35,889	\$37,422	\$37,820	\$38,399	\$39,605	\$40,469	\$864	2.2%
New Hampshire	\$31,422	\$32,357	\$32,758	\$33,134	\$33,821	\$34,362	\$541	1.6%
United States	\$27,334	\$27,915	\$28,051	\$28,155	\$28,555	\$28,930	\$375	1.3%

Sources: American Community Survey, U.S. Census Bureau; NH Office of Energy & Planning

Note: the subregion and region values are weighted averages based on population.

F-4: Poverty

Area	2010	2011	2012	2013	2014	2015	1-year change 2014 - 2015	5-year change 2010 - 2015
East Kingston	7.5%	5.4%	4.7%	3.8%	2.9%	3.1%	0.2%	-4.4%
Exeter	5.5%	5.7%	7.0%	8.7%	7.4%	7.0%	-0.4%	1.5%
Greenland	4.4%	6.0%	3.3%	3.4%	4.2%	3.4%	-0.8%	-1.0%
Hampton	7.9%	8.6%	8.9%	7.5%	7.1%	5.9%	-1.2%	-2.0%
Hampton Falls	5.4%	2.4%	2.8%	3.1%	3.7%	4.7%	1.0%	-0.7%
Kensington	0.8%	0.6%	1.5%	2.0%	4.0%	4.6%	0.6%	3.8%
New Castle	4.5%	2.7%	2.6%	2.6%	2.7%	1.0%	-1.7%	-3.5%
Newfields	0.6%	0.5%	0.4%	0.1%	0.1%	1.7%	1.6%	1.1%
Newington	6.8%	3.7%	6.4%	3.9%	4.4%	4.5%	0.1%	-2.3%
Newmarket	9.2%	12.0%	11.6%	11.2%	10.0%	10.9%	0.9%	1.7%
North Hampton	1.9%	1.2%	1.9%	2.9%	3.7%	4.5%	0.8%	2.6%
Portsmouth	8.7%	9.0%	7.8%	8.7%	7.6%	6.6%	-1.0%	-2.1%
Rye	3.4%	3.2%	2.7%	4.0%	4.8%	4.8%	0.0%	1.4%
Seabrook	7.4%	6.5%	9.3%	9.4%	12.4%	11.7%	-0.7%	4.3%
South Hampton	2.1%	3.1%	3.1%	1.1%	2.6%	2.8%	0.2%	0.7%
Stratham	0.8%	0.8%	0.4%	0.6%	0.3%	0.6%	0.3%	-0.2%
CEDS Eastern Communities	6.2%	6.5%	6.5%	6.8%	6.6%	6.3%	-0.4%	0.1%
Atkinson	2.5%	3.6%	4.0%	3.2%	3.1%	3.2%	0.1%	0.7%
Auburn	2.2%	1.7%	2.6%	3.5%	2.6%	2.5%	-0.1%	0.3%
Brentwood	2.0%	2.2%	6.9%	6.9%	7.4%	9.0%	1.6%	7.0%
Candia	4.0%	4.2%	3.5%	4.5%	3.8%	5.3%	1.5%	1.3%
Chester	2.1%	3.9%	4.8%	5.9%	4.5%	5.2%	0.7%	3.1%
Danville	1.9%	2.0%	1.6%	3.2%	2.7%	3.1%	0.4%	1.2%
Deerfield	2.7%	2.9%	3.7%	3.4%	3.8%	3.5%	-0.3%	0.8%
Epping	5.2%	4.7%	4.7%	4.3%	6.3%	6.3%	0.0%	1.1%
Fremont	5.0%	4.0%	3.7%	2.5%	2.7%	1.8%	-0.9%	-3.2%
Hampstead	2.7%	4.6%	4.6%	3.6%	6.2%	5.5%	-0.7%	2.8%
Kingston	4.2%	1.8%	5.7%	4.4%	5.5%	4.8%	-0.7%	0.6%
Newton	4.3%	5.0%	6.2%	7.4%	9.1%	6.1%	-3.0%	1.8%
Northwood	1.1%	2.6%	3.1%	7.2%	8.4%	8.7%	0.3%	7.6%
Nottingham	3.3%	50.0%	4.1%	3.4%	3.0%	2.1%	-0.9%	-1.2%
Plaistow	4.1%	4.8%	6.7%	5.4%	3.3%	3.4%	0.1%	-0.7%
Raymond	6.3%	5.9%	6.0%	6.6%	8.8%	6.9%	-1.9%	0.6%
Sandown	6.0%	80.0%	8.0%	6.7%	7.3%	6.5%	-0.8%	0.5%
CEDS Central Communities	3.7%	10.9%	4.9%	4.9%	5.4%	5.0%	-0.4%	1.3%
Derry	7.4%	6.3%	5.0%	7.3%	8.1%	7.9%	-0.2%	0.5%
Hudson	3.4%	3.2%	3.9%	4.5%	4.4%	4.4%	0.0%	1.0%
Litchfield	4.9%	4.5%	4.8%	2.3%	4.7%	4.2%	-0.5%	-0.7%
Londonderry	2.7%	2.3%	2.9%	2.8%	3.0%	2.6%	-0.4%	-0.1%
Merrimack	2.8%	3.1%	2.8%	4.2%	3.8%	4.0%	0.2%	1.2%
Nashua	7.3%	7.9%	9.3%	10.8%	10.7%	11.0%	0.3%	3.7%
Pelham	2.5%	3.4%	3.6%	4.6%	6.2%	5.4%	-0.8%	2.9%
Salem	3.5%	4.1%	4.0%	4.5%	4.0%	4.7%	0.7%	1.2%
Windham	0.6%	1.2%	1.7%	3.4%	3.4%	3.8%	0.4%	3.2%
CEDS Western Communities	5.0%	5.1%	5.6%	6.7%	6.8%	6.9%	0.1%	1.9%
REDC CEDS Region	5.0%	6.7%	5.6%	6.3%	6.5%	6.4%	-0.1%	1.4%
Hillsborough County	7.2%	7.5%	8.0%	8.6%	8.6%	8.8%	0.2%	1.6%
Rockingham County	4.7%	4.9%	5.2%	5.5%	5.7%	5.5%	-0.2%	0.8%
New Hampshire	7.8%	8.0%	8.4%	8.7%	8.9%	8.9%	0.0%	1.1%
United States	13.8%	14.3%	14.9%	15.4%	15.6%	15.5%	-0.1%	1.7%

Sources: American Community Survey, U.S. Census Bureau; NH Office of Energy & Planning
Note: the subregion and region values are weighted averages based on population.

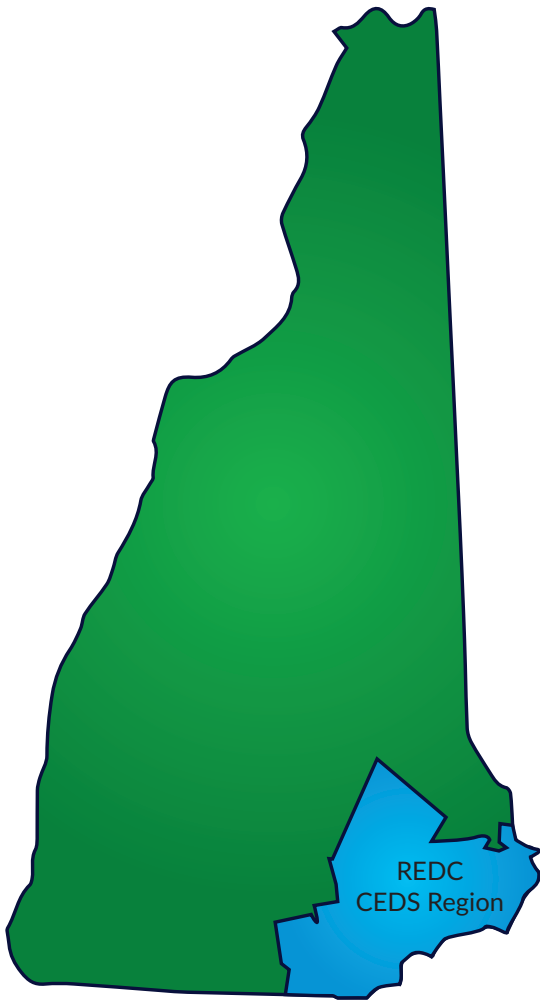
ACS	American Community Survey
AMID	Advanced Manufacturing by Innovation and Design
AMPed	Advanced Manufacturing Partnerships in Education
AOC	Administrative Order on Consent
ATAC	Advanced Technology & Academic Center
CAAA	Clean Air Act Amendment
CART	Greater Derry-Salem Cooperative Alliance for Regional Transportation
CCSNH	Community College System of New Hampshire
CEDC	Coastal Economic Development Corporation
CMAQ	Congestion Mitigation and Air Quality
CSA	Community Supported Agriculture
CTAP	Community Technical Assistance Program
DPH	Division of Ports and Harbors
DRED	Department of Resources and Economic Development
EDA	Economic Development Administration
EDD	Economic Development District
ELMI	Economic & Labor Market Information Bureau
EPA	Environmental Protection Agency
FEIS	Federal Environmental Impact Study
FEMA	Federal Emergency Management Agency
GOM	Gulf of Maine
GBCC	Great Bay Community College
NCC	Nashua Community College
NCRC	National Career Readiness Certificate
NECTA	New England City and Town Area
NHCS	New Hampshire Community Seafoods
NHDES	New Hampshire Department of Environmental Services
NHDOT	New Hampshire Department of Transportation
NHES	New Hampshire Employment Security
NHHFA	New Hampshire Housing Finance Authority
NHOEP	New Hampshire Office of Energy & Planning
NHTI	New Hampshire Technical Institute
NHRTA	New Hampshire Rail Transit Authority
NMFS	Northeast Marine Fisheries Service
NPDES	National Pollutant Discharge Elimination System
NRPC	Nashua Regional Planning Commission
OMB	United States Office of Management and Budget
PDA	Pease Development Authority
RFP	Request for Proposal
RLF	Revolving Loan Fund
RPC	Rockingham Planning Commission or Regional Planning Commission
SBA	Small Business Administration
SBDC	Small Business Development Center
SCORP	Statewide Comprehensive Outdoor Recreation Plan
STEM	Science, Technology, Engineering, and Mathematics
TAC	Total Allowable Catch
TIF	Tax Increment Finance District
UNHCE	University of New Hampshire Cooperative Extension



NH State Resources

- State of NH
www.nh.gov
- Department of Resources & Economic Development (DRED)
www.dred.state.nh.us
- Office of Business and Industrial Development (OBID)
www.nheconomy.com
- NH Employment Security (NHES)
www.nhes.nh.gov
- Workforce Opportunity Council (WOC)
www.nhworks.org
- New Hampshire Business Finance Authority (BFA)
www.nhbfa.com
- SBDC - NH
<https://www.nhsbdc.org/about>
- SCORE
merrimackvalley.score.org
seacoast.score.org

REDC CEDS Region



Key:

HC = Hillsborough County
 RC = Rockingham County
 NRPC = Nashua Regional Planning Commission
 RPC = Rockingham Planning Commission
 SNHPC = Southern New Hampshire Planning Commission
 SRPC = Strafford Regional Planning Commission

NECTA Regions:

11 = Haverhill-Newburyport-Amesbury, MA-NH NECTA Division
 16 = Lawrence-Methuen-Salem, MA-NH NECTA Division
 19 = Lowell-Billerica-Chelmsford, MA-NH NECTA Division
 20 = Manchester Metropolitan NECTA
 22 = Nashua NH-MA NECTA Division
 26 = Portsmouth NH-ME Metropolitan NECTA
 27 = Raymond LMA

Town/City	County	Regional Planning Comm.	Subregion	NECTA Div.
Atkinson	RC	RPC	Central	11
Auburn	RC	SNHPC	Central	20
Brentwood	RC	RPC	Central	26
Candia	RC	SNHPC	Central	20
Chester	RC	SNHPC	Central	22
Danville	RC	RPC	Central	11
Deerfield	RC	SNHPC	Central	27
Derry	RC	SNHPC	West	22
East Kingston	RC	RPC	East	11
Epping	RC	RPC	Central	26
Exeter	RC	RPC	East	26
Fremont	RC	RPC	Central	11
Greenland	RC	RPC	East	26
Hampstead	RC	RPC	Central	11
Hampton	RC	RPC	East	26
Hampton Falls	RC	RPC	East	11
Hudson	HC	NRPC	West	22
Kensington	RC	RPC	East	11
Kingston	RC	RPC	Central	11
Litchfield	HC	NRPC	West	22
Londonderry	RC	SNHPC	West	22
Merrimack	HC	NRPC	West	22
Nashua	HC	NRPC	West	22
New Castle	RC	RPC	East	26
Newfields	RC	RPC	East	26
Newington	RC	RPC	East	26
Newmarket	RC	SRPC	East	26
Newton	RC	RPC	Central	26
North Hampton	RC	RPC	East	24
Northwood	RC	SRPC	Central	27
Nottingham	RC	SRPC	Central	27
Pelham	HC	NRPC	West	19
Plaistow	RC	RPC	Central	11
Portsmouth	RC	RPC	East	26
Raymond	RC	SNHPC	Central	27
Rye	RC	RPC	East	26
Salem	RC	RPC	West	16
Sandown	RC	RPC	Central	11
Seabrook	RC	RPC	East	11
South Hampton	RC	RPC	East	11
Stratham	RC	RPC	East	26
Windham	RC	SNHPC	West	22

REDC BOARD OF DIRECTORS

Executive Committee

William Davis, Chairman of the Board – Mr. Davis is Colonel of the 157th Mission Support Group at Pease Air National Guard Base, as well as Chief of the NH National Guard's Congressional Affairs Contact Team. Mr. Davis was Newfields' Town and School Moderator for 13 years.

Scott Zeller Esq., Vice Chairman of the Board – Mr. Zeller is an entrepreneur who has started several companies. He has used his background in law to aid local non-profits, such as the NH Music Chamber, with their formation. Each year Mr. Zeller travels to El Salvador to donate his time through the charitable organization Friends of ASAPROSAR (FoA), which provides critical eye care services to the local population. Mr. Zeller also served on the REDC Loan Committee for several years and sits on the board for a private charitable foundation based out of Las Vegas, NV.

Paul Deschaine, Secretary – Mr. Deschaine served as REDC's Treasurer for many years before transitioning to Secretary. He is the long time Town Administrator for Stratham, NH and is an active volunteer within the community. Mr. Deschaine is also an original incorporator of REDC.

Thomas Conaton, Treasurer – Mr. Conaton is a Senior Vice President and Business Banking Team Leader with Eastern Bank, and a member of the REDC Loan Committee. In addition to serving on the REDC Board, he has served on the Board of the SEE Science Center and the Home Health & Hospice Care. Mr. Conaton is also a 2012 graduate of the Greater Manchester Leadership Program.

Board Members

Robert McDonald – Mr. McDonald recently retired from Santander Bank as a Senior Credit Officer and serves on the REDC Loan Committee. He is also actively involved in local economic development in NH as a long-time member of the Londonderry Housing and Redevelopment Authority.

George Sioras – Mr. Sioras is the Planning and Community Development Director for the town of Derry, NH. He works closely with Derry businesses to facilitate economic development, and acts as a liaison for the Derry Revolving Loan Fund (DRLF), which REDC helps run. Mr. Sioras is also on the Board of Directors of CART (Greater Derry-Salem Cooperative Alliance for Regional Transportation). CART is a non-profit public transit agency serving towns in the Derry-Salem area which provides access to medical care, employment, and other basic life needs for transit-dependent individuals.

Carol Estes – Ms. Estes is a Vice President and Commercial Lender with Granite Bank, as well as a member of the REDC Loan Committee. Ms. Estes was also the NH SBA 504 Lender of the Year for 2010 & 2012. In addition, Ms. Estes has been involved with NH Workforce Housing Charettes and the United Way of the Greater Seacoast.

Craig Jewett – Mr. Jewett is President of Jewett Construction Co., Inc., which is a second generation, family-run company based in Raymond, NH. He holds a Bachelor of Science in Environmental Planning from Slippery Rock University. Mr. Jewett is also involved in the Town of Raymond Economic Development Committee, Children's Hospital at Dartmouth-Hitchcock All-Star Football Finance Committee, New Hampshire Businesses for Social Responsibility, Exeter Chamber of Commerce Board of Directors, Daniel Webster Council Boy Scouts of America Board of Directors, New Hampshire Automobile Dealers Association, Jack Miller Network, and the U.S. Green Building Council.

Dianne Connolly – Since 2012, Ms. Connolly has served on the Advisory Board of the Salvation Army in Concord, NH, served as Secretary for the Windham Economic Development Committee, and as Chairman for the Merrimack Valley chapter of SCORE. Ms. Connolly co-founded Lab Force, Inc., a medical staffing company based in Windham, NH, providing specialized medical staffing throughout much of the United States. Concurrent with her successful 18-year career with Lab Force, Inc., Ms. Connolly served on a variety of educational and community boards, including nine years as a Trustee for The Derryfield School in Manchester, NH, concluding her service with 3 years as Chairman. In 2006, Ms. Connolly established DM Connolly Associates to provide management, strategic planning, and transition planning services to for-profit and nonprofit companies.

Nancy Carmer – Ms. Carmer has been the Economic Development Program Manager for the City of Portsmouth since 1998. Ms. Carmer is a Certified New Hampshire Economic Development Professional and is a graduate of the UNH Economic Development Academy. She has served as project manager on several community and economic development projects. She currently serves as the City's liaison to Art-Speak, the City's Cultural Commission, the Chamber of Commerce Tourism Committee and local business associations. Ms. Carmer has a Bachelor of Science degree in Interdisciplinary Studies from Allegheny College and has completed several master degree level courses in economic development and sustainability.

Mike Decelle – Mr. Decelle is the Dean of UNH Manchester, a multidisciplinary, research college of the University of New Hampshire. He assumed leadership of the Manchester campus in February 2016 following a 35-year career in the technology sector as an engineer, corporate executive, and startup company CEO. Mr. Decelle also serves as the Chief Workforce Officer for the Advanced Regenerative Manufacturing Institute (ARMi). Mr. Decelle graduated from UNH with a bachelor's in electrical engineering, and was recruited on campus by Bell Laboratories and accepted into their graduate fellowship program, earning a master's in electrical engineering from Cornell. He later completed the Program for Management Development at Harvard University.

André Garron – Mr. Garron is the Community Development Director/Assistant Town Manager for the Town of Salem, NH. He has over 25 years of Community Planning and Economic Development experience, having worked in communities such as the City of Lee's Summit, MO, Town of Goffstown, NH, Town of Londonderry, NH, and the UNH Cooperative Extension. Mr. Garron is a member of the American Institute of Certified Planners (AICP) and a graduate of the International Economic Development Council's Economic Development Institute.

The Regional Economic Development Center is a non-profit regional development corporation located in southern New Hampshire. REDC serves new, growing, and challenged businesses within our service territory. Whether you need to find a lending partner, finance an expansion, or need assistance with restructuring, REDC can help. REDC assists municipalities with strategic planning, economic development training, and assistance with infrastructure projects through the Comprehensive Economic Development Strategy (CEDS).



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