

LAKES REGION PLANNING COMMISSION

103 Main Street, Suite #3
Meredith, NH 03253
Tel 603.279.8171
www.lakesrpc.org



LRPC EXECUTIVE BOARD MEETING

Wednesday, April 10, 2024

9:00 AM

LRPC Office, First Floor Conference Room

Humiston Building, 103 Main Street, Meredith, NH

AGENDA

NOTE: Seven (7) Executive Board members must be present in-person at the meeting location to establish a quorum, so please let Jeff or Linda know if you cannot attend.

1. **Call to Order**
2. **Approve Draft Minutes of March 13, 2024** (*actionable item*) *Attachment 1*
3. **Finance/Treasurer Report** *Attachment 2*
4. **Monthly Executive Report** (*March*) *Attachment 3*
5. **Committee Reports**
 - a. Transportation Advisory Committee (TAC)
6. **Old Business**
 - a. Search Committee Update
 - b. Annual Meeting Update
 - c. Alternate EB Appointment Conflict (*potentially actionable item*)
7. **New Business**
 - a. Draft CEDS
 - b. CEDS v. CEDRS *Attachment 4*
 - c. Project Code List *Attachment 5*
8. **Roundtable**
9. **Adjourn**

NEXT MEETING: May 8, 2024

The Lakes Region Planning Commission reserves the right to hold a non-public session whether noted on the Agenda or not. Notice of a non-public session on an agenda is for planning purposes only. The citations to the Right-to-Know Law are provisional and may be revised as circumstances required. The LRPC complies with the ADA regulations. Please contact the LRPC office if you need special assistance in order to attend this meeting.

All meeting dates and times are subject to change.

Attachment 1

LAKES REGION PLANNING COMMISSION

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LRPC Executive Board Meeting Minutes of March 13, 2024

PRESENT	Dean Anson, Cristina Ashjian, Tavis Austin, John Ayer (Chair), Mardean Badger, Bill Bolton, David Katz (Vice Chair) [virtually], David Kerr (Treasurer), Lianne Prentice (Secretary)
ABSENT	Mark Hildebrand
STAFF	Jeff Hayes (Executive Director), Linda Waldron (Executive Administrative Assistant)
PUBLIC	Stephanie Maltais (Meredith), Richard Casale (Alton), Eric & Kristin Bredbury (Alton), Steven Parson (Alton)
LOCATION	LRPC Office, 1 st Floor Conference Room, Meredith

1. Call to Order

Chair Ayer started the meeting at 9:01 AM at which time a quorum was established. He recognized and welcomed Stephanie Maltais, who is the Administrative Assistant to the Community Development Department in Meredith and who has been nominated as an alternate member of the Executive Board. Chair Ayer also recognized that Vice-Chair David Katz is attending virtually. It was noted that several members of the public were attendance who will be heard from shortly.

2. Minutes

The minutes of December's Executive Board meeting were presented for approval. Mardean Badger made a motion to accept the minutes as presented, seconded by Treasurer Kerr. A voice vote was taken indicating all present were in favor.
Motion passed.

3. Finance/Treasurer Reports

Executive Director Hayes stated that there is currently a small deficit and noted this was primarily due to February having 3 payroll periods and that all quarterly contract payments have not been received yet.

4. Monthly Executive Reports

Executive Director Hayes provided a brief review of the three reports presented and there were no questions or comments.

Chair Ayer suggested that item #8 be taken out of sequence in order to accommodate our guests who would like to speak with us on a pressing matter of concern to them. There were no objections.

8. Public Input

Richard Casale, a resident of Alton, was the spokesperson for the group that assembled for the meeting. As abutters to the project property, not only are their concerns personal but they are also regional. Mr. Casale explained the proposed project to the Board, advising that at present it consists of a mountain top event facility near the Alton/Gilford town line comprising of an estate house, several outlying homes, an entertainment amphitheater/pavilion, a helipad, and other amenities. This will not only disrupt the neighborhood leading up to the facility, but create developments of regional impact including a significant increase in traffic, noise levels and visual impact (not only locally, but around the entire lake), a strain on water and other municipal resources, etc. Board members provided Mr. Casale's group with some information and suggestions moving forward, but advised that LRPC is not in a position to provide any formal input to the Town of Alton directly. Chair Ayer advised that he would look into the matter further insofar as it may pertain to or affect the Town of Gilford. The group departed after this presentation.

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5. Committee Reports

- a. Transportation Advisory Committee (TAC). Treasurer Kerr stated that the TAC meeting in March was held in Holderness and was very well attended. Members were advised that proposals are being sought for the next ten year plan update and that there is \$20,000 in engineering assistance available. The impending solar eclipse which will occur on April 8th and its potential impact on communities was discussed in great detail. It was noted that the bike/ped plan has been completed and that the majority of the membership approved same to move forward for adoption. Treasurer Kerr feels that the final plan needs to be distributed in its entirety before being adopted by the Executive Board.
- b. Search Committee. Executive Director Hayes advised that we have received several applications and that three applicants stand out. The Committee will next be looking to conduct interviews after which it will be determined whether or not to extend an offer or continue with the search.

6. Old Business

- a. New Commissioners/Executive Board Vacancies. Chair Ayer introduced alternate nominee Stephanie Maltais who provided the Board with some background information on herself. The additional nominees were reviewed, and it was noted that all have been contacted and are willing to accept their respective positions. Vice Chair Katz proposed a motion to endorse the recommendations of the Chair which was seconded by Tavis Austin. A voice vote was taken indicating all present were in favor. **Motion passed**. A second motion was proffered by Vice Chair Katz to place all members of the Executive Board, as currently constituted, on the ballot for election at the June annual meeting. The motion was seconded by Tavis Austin. A voice vote was taken indicating all present were in favor. **Motion passed**.
- b. Transformational Planning Grant Pilot Awarded. Executive Director Hayes announced that the application filed through Grafton County on behalf of three regional planning commissions has been awarded in the amount of \$100,000 and is now pending Governor and Executive Council approval. Funds will be split among the awardees and are to be used to focus on affordable housing with an eye towards water and sewer or renewable energy projects.

7. New Business

- a. Draft FY25 Budget. Executive Director Hayes reported that the budget has increased significantly – 30%. This is primarily due to new contracts and increased HHW income. There was a slight increase in municipal dues also noted. Investments are doing very well, and we have healthy reserves. This budget also proposes to dip into those reserves for use in the possible creation of an executive deputy director position.

Tavis Austin left at approximately 10:35 AM

There was some discussion regarding this new proposed position had as well as a review of the projected duties and responsibilities of same such as balance of leadership, assistance in the management and pursuit of economic development programs and federal funding, expansion of grant writing services, funding prioritization, etc. Executive Director Hayes went on to say that there is a significant increase for consultants which includes UPWP, Brownfields, targeted planning grant, website updates and renewal.

A slight interruption in the discussion occurred as Cristina Ashjian needed to leave. However, she provided her roundtable contribution in that she reminded the Board that Moultonborough does not have their town meeting until May, and that tonight there is a planning board zoning amendment hearing. Some of the proposed items may be relevant to Center Harbor as it relates to the town line project (which has been discussed in the past) such as density changes in the overlay district. Last week's school board hearing contained a bond request for \$8+ million which was approved by one vote. Cristina also expressed interest in serving on the Awards Committee. She left at approximately 10:55 AM.

Discussion picked back up with some further discussion concerning the proposed executive deputy director's salary and benefits package.

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- b. Brownfields Contract Update. Executive Director Hayes stated that we have recently signed a contract with Nobis Engineering after having received a recommendation from the Search Committee that they scored the highest of all proposals received. We have worked with them in the past and have begun meeting with communities interested in brownfield assessments.
- c. Title VI Policy. This has been updated with the addition of Appendix B which identifies the complaint procedure. Vice Chair Katz offered a motion to adopt the update as presented. A second was provided by Bill Bolton. A voice vote was taken indicating all present were in favor. **Motion passed.**
- d. Annual Meeting.
- *Establish Nominating Committee and Ballot*. Addressed in item 6a above.
 - *Establish Awards Committee*. Dean Anson, Lianne Prentice, and Cristina Ashjian (who volunteered earlier in the meeting). Discussion was had concerning the nomination forms, providing additional information, and distribution.
 - *Sponsorships*. It was noted that we have acquired 7 sponsors as of this date with a total of \$3,000 pledged.

We have secured our guest speaker, Laconia Mayor Andrew Hosmer, who will be discussing the Laconia State School rehabilitation project.

- e. Alton Event Facility Proposal | Possible DRI. Addressed earlier in the meeting in conjunction with Public Input.
8. **Public Input**. See above.
9. **Executive (Non-Public) Session**. N/A
10. **Announcements**
- a. LRPC FY23 Annual Report. This was provided to the Board via email and is posted on LRPC's website. No discussion.
- b. FY25 Congressionally Directed Spending. Executive Director Hayes announced that earmarks are back and urged communities to submit applications directly to Senator Shaheen's office.

11. Roundtable

D. Katz, New Hampton—New Hampton is applying for a grant to rehabilitate their 1798 Town House. He advised that if any municipality has historical property that needs work, the state, through the Division of Historical Resources, offers grants via the moose plate program for historic improvements of up to \$20,000.

L. Prentice, Tamworth—Lianne reports that the town transfer station is looking to upgrade its recycling capabilities and has been working with an engineer to this end. Unfortunately, it has been determined that the price to upgrade the current site is too costly, so they are considering the purchase of a new piece of property to accommodate this need which also has room for future growth. The Planning Board has engaged a contractor to do a build-out analysis of the town with an aim towards possible growth expansion.

B. Bolton, Plymouth—The Plymouth Selectboard has appointed a new Planning Board alternate as there is currently no election process in place. However, they are looking to change this procedure through ballot. Roadwork is ongoing and they are finally starting the downtown section. Highland Street is being redone again, which involves some repaving and a proposed rotary to aid in traffic control.

S. Maltais, Meredith—Stephanie informed that the old Girl Scout Camp on Meredith Neck Road has been sold to a local developer who is currently working on conservation efforts as a prelude to development. The short term rental controversy

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is still a hot topic and the proposed zoning amendment failed at last night's town vote. Meredith is also working on a license concerning same as well.

D. Anson, Laconia—The City of Laconia has hired a new Planning Director who formerly worked in zoning. In the past 2 months, he has hired personnel to fill various vacancies in the planning department. The Winnisquam Watershed Network has received a 319 grant for three properties, two of which are Deer Park in Meredith (erosion issues) and Gale Avenue in Laconia (stormwater runoff). A plan is underway to build rain gardens on Gale Avenue to slow the flow of stormwater and hopefully prevent materials from depositing into the lake. Also of note is a con scheme going around whereby scammers are attempting to sell property which doesn't belong to them. The Conservation Commission is working with the City to develop a strategy to control the milfoil.

M. Badger, Ashland—Ashland's Planning Board has granted conditional approval for a 12 lot subdivision on Thompson Street as well as a 2 lot subdivision on Routes 3 & 25 along the Squam River. They are still dealing with the golf course, the current issue being parking and clubhouse expansion. The property owners who were denied approval to construct a quarry have been doing some blasting in an attempt to convert a trail to a road. They have been served with a cease and desist order. All zoning amendments and building regulation amendments passed at town meeting. The regional waste energy plant proposal failed, however, with a no vote on the warrant article.

D. Kerr, Barnstead—David reports on the ongoing proposed subdivision project and the standing issues of wetlands, engineering, and traffic studies. The town is attempting to tie in the road improvements required of the developer with additional ones the town would like to have done.

J. Ayer, Gilford—There have been 11 new applications for this month's Planning Board meeting, 4 of which are short term rentals. Four zoning amendments passed at town meeting, one of which was a petition for a rezone of the old Arlberg property. Gilford had proposed to combine their senior housing and workforce housing provisions which also passed at town meeting. Lastly, they need to update their variance expiration from 1 year to 2 years to comply with state statute which also passed.

12. **Adjournment**

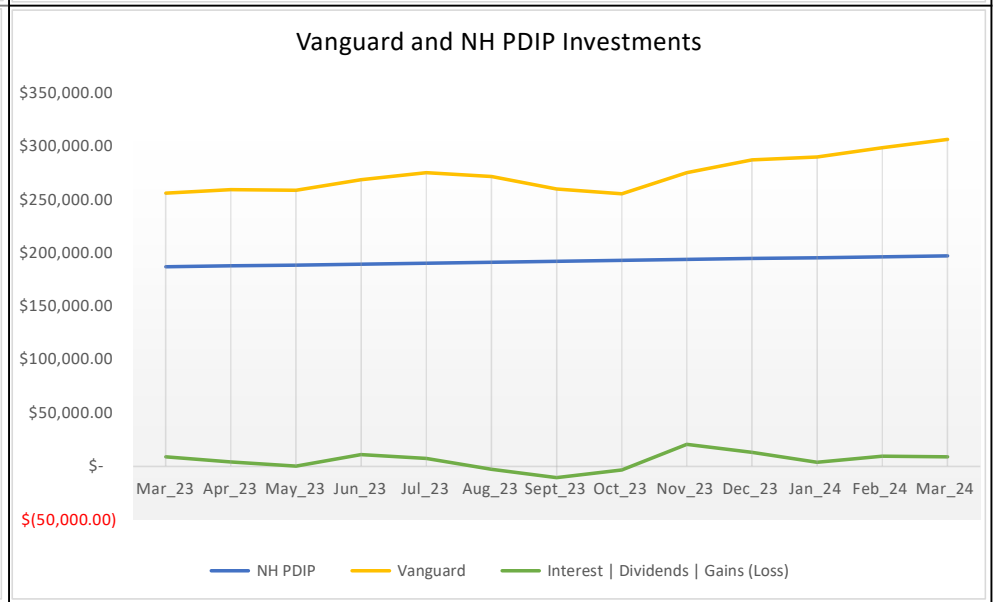
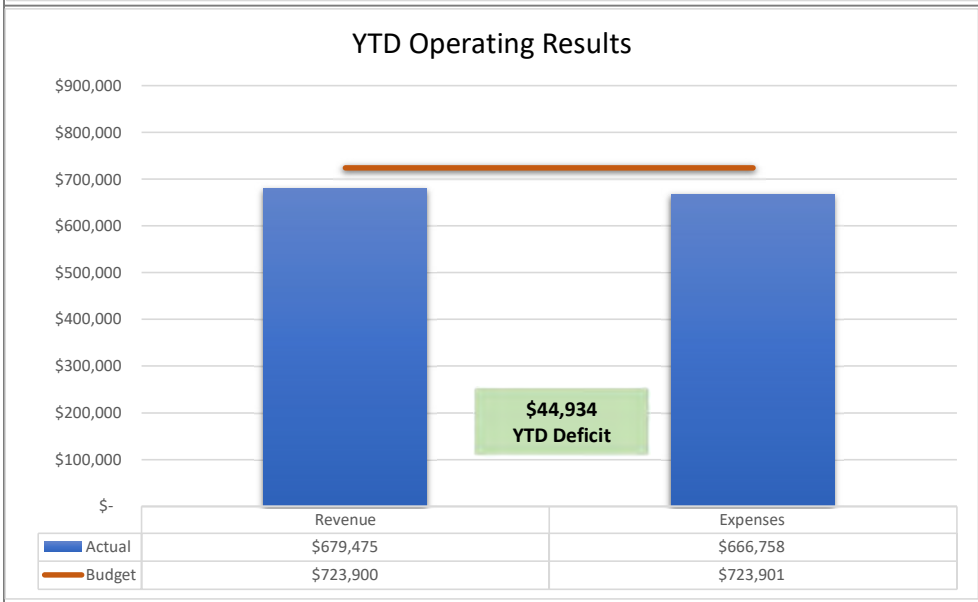
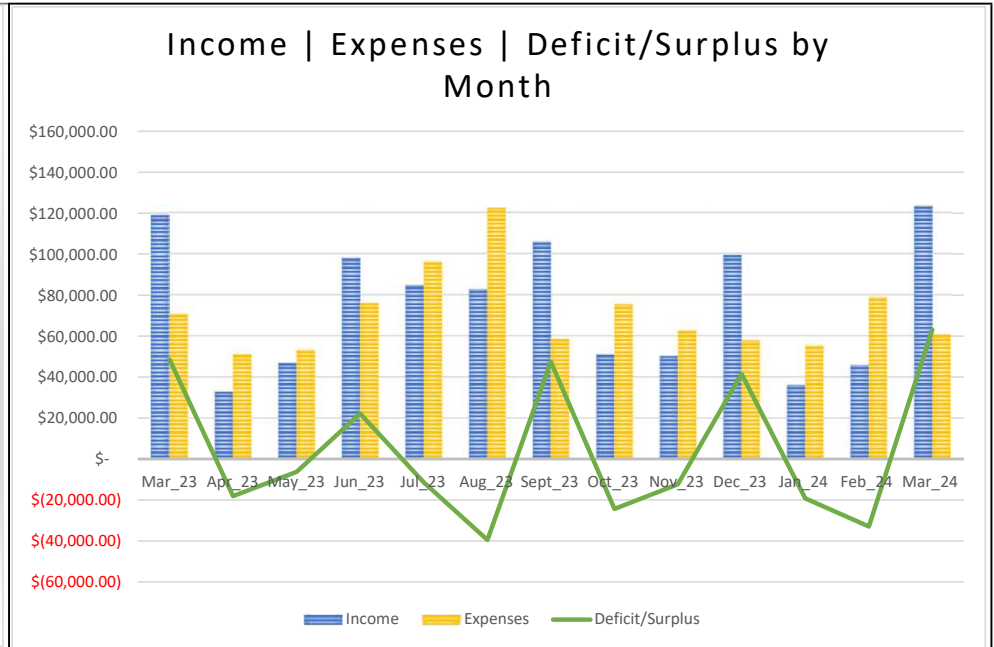
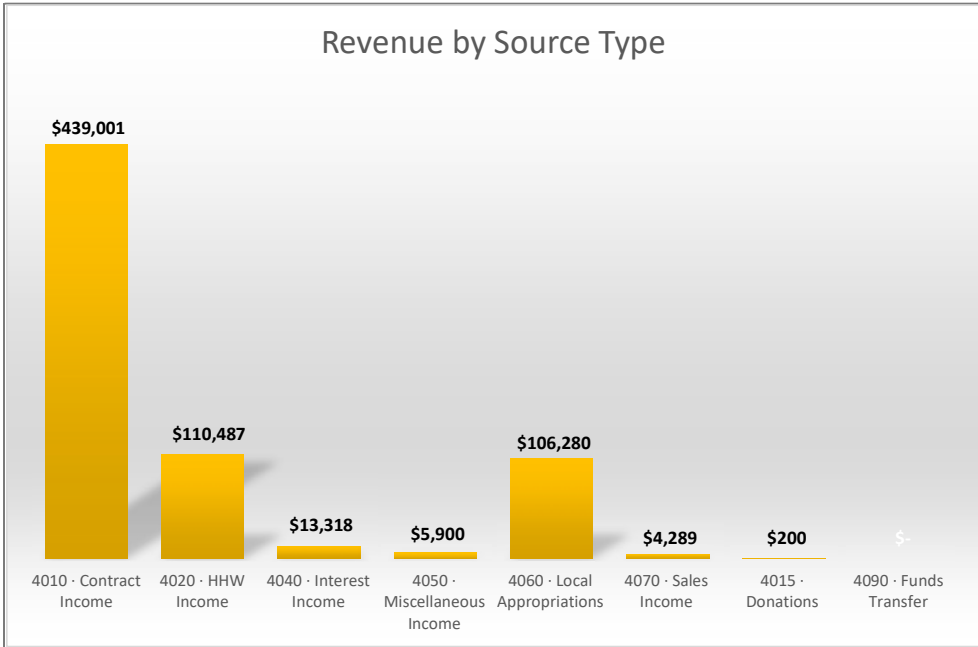
Chair Ayer adjourned the meeting at 12:27 PM.

Respectfully Submitted,
Linda Waldron
Executive Administrative Assistant

Attachment 2

DRAFT

Lakes Region Planning Commission - Dashboard



DRAFT

Lakes Region Planning Commission
 STATEMENT OF FINANCIAL POSITION
 As of March 31, 2024

	<u>Mar 31, 24</u>
ASSETS	
Current Assets	
Checking/Savings	
1011.00 · Operating Account	6,431.46
1040.00 · Petty Cash	150.00
1070.01 · Money Market	74,209.28
1071.00 · Savings	1,791.54
Total Checking/Savings	<u>82,582.28</u>
Accounts Receivable	
1110.00 · Accounts Receivable	112,025.53
Total Accounts Receivable	<u>112,025.53</u>
Other Current Assets	
1451.00 · Prepaid Postage	61.41
1452.00 · Bulk Mail Permit 98	30.46
1510.00 · Vanguard Investments	305,607.66
1580.00 · NH PDIP	196,851.46
Total Other Current Assets	<u>502,550.99</u>
Total Current Assets	697,158.80
Fixed Assets	0.00
TOTAL ASSETS	<u><u>697,158.80</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2010.00 · Accounts Payable	5,811.10
Total Accounts Payable	<u>5,811.10</u>
Credit Cards	
2550.00 · First National Bank of Omaha	861.45
Total Credit Cards	<u>861.45</u>
Other Current Liabilities	90,365.21
Total Current Liabilities	<u>97,037.76</u>
Total Liabilities	97,037.76
Equity	
3110.00 · Unrestricted Net Assets	555,186.70
Net Income	44,934.34
Total Equity	<u>600,121.04</u>
TOTAL LIABILITIES & EQUITY	<u><u>697,158.80</u></u>



Lakes Region Planning Commission
FY24 Budget Performance
 March 31, 2024

	Fiscal Year (24)-to-Date			
	FY24 Approved Annual Budget	FY24 YTD Actual	Difference (Budget v Actual)	% of Annual Budget
Income				
4010 · Contract Income	\$ 694,886	\$ 439,001	\$ (255,885)	63.18%
4020 · HHW Income	\$ 115,148	\$ 110,487	\$ (4,661)	95.95%
4040 · Interest Income	\$ 6,163	\$ 13,318	\$ 7,155	216.10%
4050 · Miscellaneous Income	\$ 6,000	\$ 5,900	\$ (100)	98.33%
4060 · Local Appropriations	\$ 141,704	\$ 106,280	\$ (35,424)	75.00%
4070 · Sales Income	\$ 1,300	\$ 4,289	\$ 2,989	329.92%
4015 · Donations	\$ -	\$ 200	\$ 200	
4090 · Funds Transfer	\$ -	\$ -	\$ -	
Total Income (est.)	\$ 965,201	\$ 679,475	\$ (285,726)	70.40%
Expense				
			Target:	75.00%
6030 · Custodian	\$ 4,420	\$ 3,230	\$ 1,190	73.08%
6050 · Education and Training	\$ 1,000	\$ 3,973	\$ (2,973)	397.34%
6060 · Equipment Maintenance	\$ 14,350	\$ 12,267	\$ 2,083	85.48%
6070 · HHW Expense	\$ 99,662	\$ 96,678	\$ 2,984	97.01%
6080 · Insurance - Bonds and Business	\$ 3,450	\$ 3,469	\$ (19)	100.55%
7000 · Executive Director Recruitment	\$ -	\$ 2,500	\$ (2,500)	
7010 · Publishing/Memberships/Meetings	\$ 14,750	\$ 7,623	\$ 7,127	51.68%
7020 · Miscellaneous Expense	\$ 750	\$ 1,360	\$ (610)	181.36%
7030 · Office Improvements	\$ 1,000	\$ -	\$ 1,000	0.00%
7040 · Office Expense	\$ 15,580	\$ 11,946	\$ 3,634	76.67%
7050 · Payroll Expenses	\$ 717,933	\$ 488,938	\$ 228,995	68.10%
7060 · Postage and Printing	\$ 1,050	\$ 361	\$ 689	34.35%
7069 · Allowance for Direct Grant Expenses	\$ -	\$ -	\$ -	
7070 · Professional Services	\$ 48,220	\$ 9,551	\$ 38,669	19.81%
7080 · Rent	\$ 9,672	\$ 7,254	\$ 2,418	75.00%
7090 · Traffic Equipment	\$ 8,000	\$ 550	\$ 7,450	
7095 · SADES Equipment	\$ -	\$ -	\$ -	
8010 · Travel Expense	\$ 4,500	\$ 2,852	\$ 1,648	63.39%
8050 · Utilities	\$ 15,364	\$ 10,601	\$ 4,763	69.00%
8060 · Vehicle O&M	\$ 5,500	\$ 3,606	\$ 1,894	65.56%
Total Expense	\$ 965,201	\$ 666,758	\$ 298,443	69.08%
			Target:	75.00%
Net Ordinary Income¹	\$ (0)	\$ 12,717		
Realized Gain (Loss)²				
Unrealized Gain (Loss)²		\$ 32,218		
Net Income		\$ 44,935		

¹Net Ordinary (Operating) Income is as of February 29, 2024.

²Realized and Unrealized Investment Gain (Loss) are as of February 29, 2024.



Lakes Region Planning Commission
FY24 Budget Performance
 March 31, 2024

	Fiscal Year (24)-to-Date			
	FY24 Approved Annual Budget	FY24 YTD Actual	Difference (Budget v Actual)	% of Annual Budget
Membership	141,704	106,280	(35,424)	75.00%

Local Contracts

PRLAC	\$ 2,700	\$ 600	\$ (2,100)	22.22%
DES SWP (Belmont-Northfield-Sandwich)	\$ 24,825	\$ 14,117	\$ (10,708)	
RSMS Project New Hampton Update	\$ 1,298	\$ 1,298	\$ -	100.00%
Gilford CCDS		\$ 11,123		
Other Traffic Counts		\$ 540	\$ 540	
NBRC Gale School		\$ 1,189	\$ 1,189	
NBRC Town of Sandwich		\$ 2,363	\$ 2,363	
NBRC Town of Hebron		\$ 1,952		
CDBG Grafton County Micro Enterprise	\$ 45,333	\$ 51,708	\$ 6,376	114.06%
Additional NBRCs			\$ -	
Subtotal	\$ 74,156	\$ 84,891	\$ (2,340)	114.48%

State / Federal Contracts

OEP Targeted Block Grant	\$ 11,111	\$ 10,034	\$ (1,077)	90.30%
PRLAC Corridor Management Plan	\$ 1,700	\$ 1,700	\$ -	
DOS HSEM - Gilmanton	\$ 7,500		\$ (7,500)	
DOS HSEM - Moultonborough	\$ 7,500		\$ (7,500)	
DOS HSEM - Wolfeboro	\$ 9,000		\$ (9,000)	
DOS HSEM - Andover	\$ 7,500		\$ (7,500)	
DOS-HSEM - Bridgewater	\$ 1,500	\$ 1,500	\$ -	
DOS-HSEM - Tilton			\$ -	
USDA Solid Waste Management FY23	\$ 39,063	\$ 39,063	\$ 0	100.00%
EPA FY24/25 Brownfields	\$ 72,133	\$ 19,000	\$ (53,133)	26.34%
USDA Solid Waste Management FY24	\$ 106,500	\$ 63,421	\$ (43,079)	59.55%
DOT UPWP FY 24 / 25	\$ 305,411	\$ 216,872	\$ (88,539)	71.01%
DOS HSEM - Gilford				
DOT HSIP Data Collection			\$ -	
HUD Region Plan (Sheeheen Ear Mark)	\$ 41,812	\$ 2,520	\$ (39,292)	6.03%
NBRC Admin and Coaching	\$ 10,000		\$ (10,000)	
Subtotal	\$ 620,730	\$ 354,110	\$ (266,620)	57.05%
Total 4010 - Contract Income	\$ 694,886	\$ 439,001	\$ (268,960)	63.18%

Other Income

4020 - HHW	\$ 115,148	\$ 110,487	\$ (4,661)	95.95%
4021 - HHW Local	\$ 99,662	\$ 95,677	\$ (3,985)	96.00%
4022 - DES HHW	\$ 15,486	\$ 14,810	\$ (676)	95.63%
4015 - Donations	\$ -	\$ 200	\$ 200	
4040 - Interest & Dividends	\$ 6,163	\$ 13,318	\$ 7,155	216.10%
Land use book sales / GIS	\$ 1,300	\$ 4,289	\$ 2,989	329.92%
Other/Misc Income/Annual Meeting	\$ 6,000	\$ 5,900	\$ (100)	98.33%
Fund Balance	\$ -	\$ -	\$ -	
Subtotal	\$ 128,611	\$ 134,194	\$ 5,583	104.34%

TOTAL	\$ 965,201	\$ 679,475	\$ (298,801)	70.40%
			Target:	75.00%



Lakes Region Planning Commission
FY24 Budget Performance
 March 31, 2024

Expense Account	Fiscal Year (24)-to-Date			
	FY24 Approved Annual Budget	FY24 YTD Actual	Difference (Budget v Actual)	% of Annual Budget
6030 · Custodian	\$ 4,420	\$ 3,230	\$ 1,190	73.08%
6050 · Education and Training	\$ 1,000	\$ 3,973	\$ (2,973)	397.34%
6060 · Equipment Maintenance	\$ 14,350	\$ 12,267	\$ 2,083	85.48%
<i>6062 · Equipment/Computer Maintenance</i>	\$ 14,350	\$ 12,094	\$ 2,256	84.28%
<i>6061 · Equipment Purchases</i>	\$ -	\$ 173	\$ (173)	
6070 · HHW Expense	\$ 99,662	\$ 96,678	\$ 2,984	97.01%
6080 · Insurance - Bonds and Business	\$ 3,450	\$ 3,469	\$ (19)	100.55%
7000 · Executive Director Recruitment		\$ 2,500		
<i>7001 · Executive Search Fees</i>		\$ 2,500	\$ (2,500)	
7010 · Publishing/Memberships/Meetings	\$ 14,750	\$ 7,623	\$ 7,127	51.68%
7020 · Miscellaneous Expense	\$ 750	\$ 1,360	\$ (610)	181.36%
7030 · Office Improvements	\$ 1,000	\$ -	\$ 1,000	0.00%
7040 · Office Expense	\$ 15,580	\$ 11,946	\$ 3,634	76.67%
<i>7043 · Copier Lease</i>	\$ 5,000	\$ 3,559	\$ 1,441	71.19%
<i>7041 · Supplies</i>	\$ 10,580	\$ 8,386	\$ 2,194	79.27%
7050 · Payroll Expenses	\$ 717,933	\$ 488,938	\$ 228,995	68.10%
<i>7051 · Salaries and Wages</i>	\$ 526,833	\$ 352,029	\$ 174,804	66.82%
<i>7052 · Health, Dental, Disability, Life & Unemp</i>	\$ 105,161	\$ 74,218	\$ 30,943	70.58%
<i>7055 · Retirement Fund</i>	\$ 45,636	\$ 35,871	\$ 9,765	78.60%
<i>7057 · Payroll Taxes</i>	\$ 40,303	\$ 26,820	\$ 13,483	66.55%
7060 · Printing & Postage	\$ 1,050	\$ 361	\$ 689	34.35%
7069 · Allowance for Direct Grant Expenses			\$ -	
7070 · Professional Services	\$ 48,220	\$ 9,551	\$ 38,669	19.81%
<i>7071 · Audit</i>	\$ 7,000	\$ 7,038	\$ (38)	100.54%
<i>7072 · Contracted Services</i>	\$ 40,000	\$ 2,021	\$ 37,979	5.05%
<i>7074 · Legal</i>	\$ 500		\$ 500	0.00%
<i>7075 · Payroll Service</i>	\$ 720	\$ 492	\$ 228	68.33%
7080 · Rent	\$ 9,672	\$ 7,254	\$ 2,418	75.00%
7090 · Traffic Equipment	\$ 8,000	\$ 550	\$ 7,450	6.87%
7095 · SADES Equipment	\$ -	\$ -	\$ -	#DIV/0!
8010 · Travel Expense	\$ 4,500	\$ 2,852	\$ 1,648	63.39%
8050 · Utilities	\$ 15,364	\$ 10,601	\$ 4,763	69.00%
<i>8051 · Electricity and Propane</i>	\$ 6,000	\$ 3,712	\$ 2,288	61.86%
<i>8052 · Telephone and Internet</i>	\$ 9,364	\$ 6,889	\$ 2,475	73.57%
8060 · Vehicle O&M	\$ 5,500	\$ 3,606	\$ 1,894	65.56%
Totals	\$ 965,201	\$ 666,758	\$ 300,972	69.08%
			Target:	75.00%

Attachment 3



Monthly Executive Report

Local

- **Andover & Gilmanton HSEM.** Updated materials and distributed public survey. Outreach to EMD. Corresponded with OPD staff regarding flood insurance policies.
- **Bridgewater HSEM.** Discussed status with HSEM planner. Made required revisions to the plan and resubmitted to HSEM.
- **Moultonborough & Wolfeboro HSEM.** Updated materials and distributed public survey. Outreach to EMD. Attended webinar on FEMA FIRM products for Winni Watershed. Corresponded with OPD staff regarding flood insurance policies.
- **New Hampton.** Began to address mapping inquiry from Conservation Commission regarding Open Space (2017) map and data.
- **Ossipee.** Responded to query from Planning Board consultant regarding land use mapping.
- **Sanbornton.** Reviewed Sanbornton's historic district based upon information provided by town librarian in order to respond to an inquiry concerning an update to their master plan regarding the Meeting House and adjacent field.
- **Tilton HSEM.** Received approval pending adoption from FEMA. Met with Board of Selectmen (deferred adoption). Discussed status and next steps with Town Administrator and HSEM Planner.

Economic Development

- **Brownfields.** Attended meetings with the City of Laconia, Town of Ashland, and City of Franklin concerning introduction & planning of the Brownfield program.
- **NBRC | Gilford.** Reviewed RFP process and results for Gilford procurement development. Communicated with DPW Director regarding incomplete bid proposals and reviewed second RFP for additional 2 weeks; discussed next steps.
- **Regional Plan Update.** Explored several potential infrastructure projects and their impact on housing and the economy in Ashland. Worked on housing and economic development sections, generally.
- **TBG.** Worked on planning, coordinating, and mapping data related to infrastructure, household income, and affordable housing.

Grant Administration

- Received two down payments for Coos Economic Development Corporation.
- Submitted five microenterprise technical assistance amendments to CDFA.
- One direct grant for Grafton Regional Development Corporation.

Household Hazardous Waste

- Followed-up with communities concerning letters of commitment. Currently, we have received 20 letters for a total of \$112K. Two communities have chosen not to participate (Northfield & Freedom). Two will send their letters after Town Meeting approval. Freedom Board of Selectmen will reconsider after discussion and clarification with Town Administrator. Have yet to hear back from Ossipee.
- Making push to solidify final two sites: reached out to Club Motorsports regarding serving as a collection site, met at Bristol DOT shed to discuss HHW operations and conditions to become a host site.

Regional

- **NHDES | Source Water Protection - Belmont, Northfield, and Sandwich).** Created comparison document of 2015 - 2023 NHDES Model Ordinance Introduction. Modified Northfield's draft ordinance based on 2023 Draft Model Ordinance, excluding PFAS, and provided to town. Updated Belmont's report showing changes between 2015 and 2023 model ordinances and current Belmont Groundwater Protection Ordinance, and provided to town. Reviewed Sandwich's town meeting documents related to approval of groundwater protection ordinance amendments.
- **PRLAC.** Participated in monthly meeting. The idea of creating a display table for the annual meeting was discussed and well received. Commented on draft of brochure about PRLAC and the new Pemi River Corridor Management Plan prepared by PRLAC representative.

Solid Waste

- Completed research for solid waste operation cost ranking and revenue generation at our transfer stations. Continue work with smaller transfer stations during March site visits.
- Completed budget proposal for HHW materials and hiring of an intern.
- Contacted all town solid waste operators by way of reminder for upcoming roundtable training on March 26th.
- Communicated with Bridgewater Selectman Terence Murphy regarding energy (trash) incinerator.
- Conducted grant research and provided information to Wolfeboro DPW Director for purchasing a solid waste scale.
- Conducted site visits at Northfield and Effingham transfer stations. Followed up with Northfield solid waste facility to provide information regarding site visit and regional foam recycling program. Prepared site visit reports.
- Met with Tamworth Transfer Station Improvement Committee member regarding the proposed purchase of property for use as a recycling center and the possibility of utilizing LRPC's Brownfield program for purchase.

Transportation

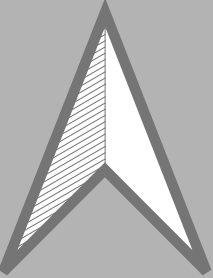
- Hosted March TAC meeting. Presented information on solar eclipse planning.
- Attended March Commissioner Meeting. Presented transportation overview and bike/ped plan update.
- Developed ten-year plan solicitation packet.
- **RSMS/SADES.** Corresponded and met with team from NHDES & UNH working on a culvert prioritization tool. Corresponded with communities expressing interest in SADES work this season, as well as NHDES/GS. Confirmed that Gilford intends to have LRPC conduct a CCDS this year.
- Interviewed Transportation Intern applicant.

ACRONYMS

CCDS	Culverts & Closed Drainage Systems
CDFA	Community Development Finance Authority
DPW	Department of Public Works
EMD	Emergency Management Director
FEMA	Federal Emergency Management Agency
FIRM	Flood Insurance Rate Maps
HHW	Household Hazardous Waste
NBRC	Northern Border Regional Commission
NHDES	NH Department of Environmental Services
HSEM	Homeland Security and Emergency Management
OPD	Office of Planning and Development
PFAS	Per- and polyfluoroalkyl substances
PRLAC	Pemigewasset River Local Advisory Committee
RFP	Request for Proposal
RSMS	Road Surface Management System
SADES	Statewide Asset Data Exchange System
TAC	Transportation Advisory Committee
TBG	Targeted Block Grant
UNH	University of New Hampshire

Attachment 4

Collaborative Economic Development Regions of New Hampshire



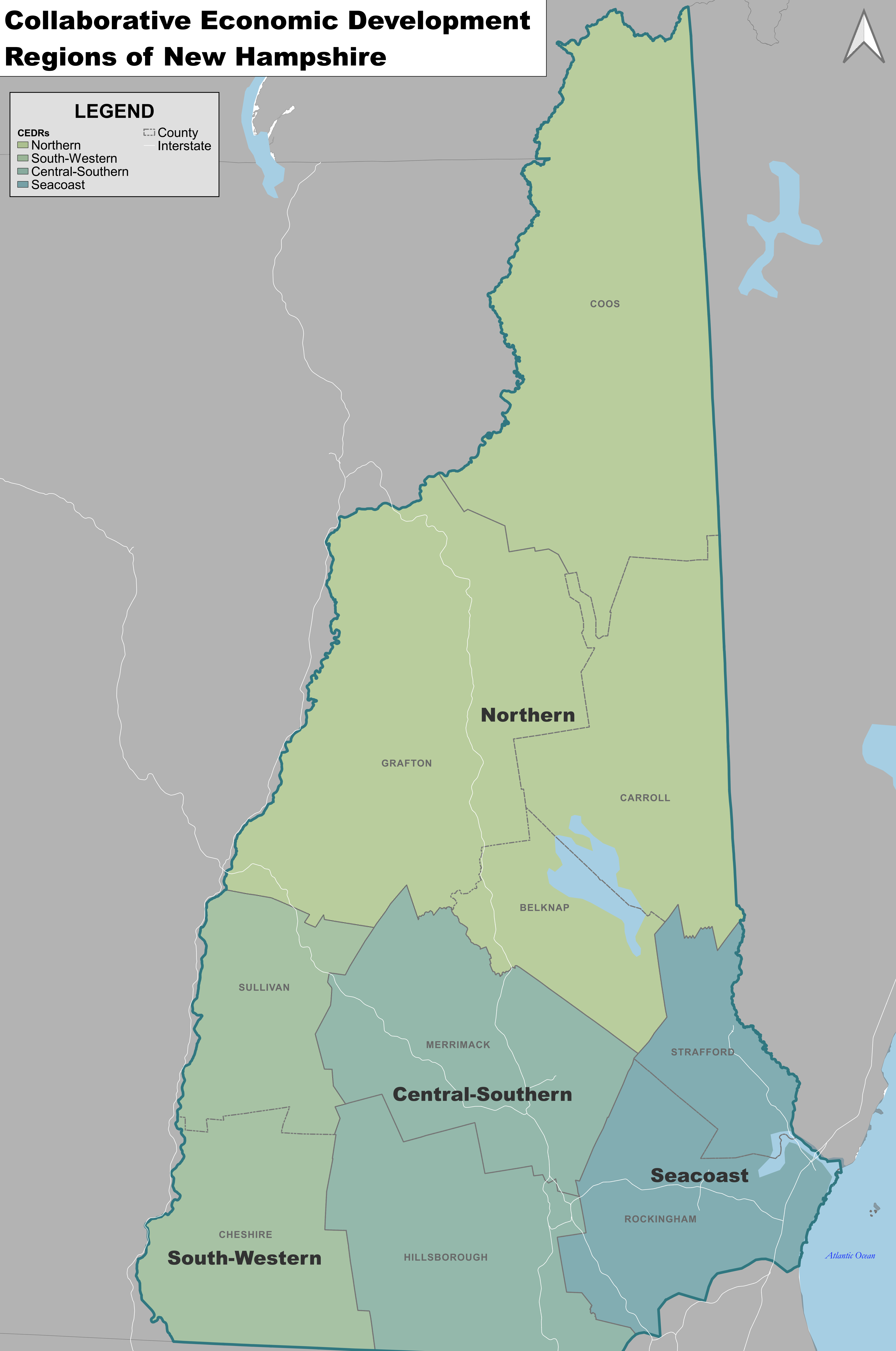
LEGEND

CEDRs

- Northern
- South-Western
- Central-Southern
- Seacoast

County

Interstate





NEW HAMPSHIRE

CEDRs REGIONAL PROFILES



Contents

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INTRODUCTION

Emerging from the global pandemic, and to encourage collaboration among its partners and stakeholders, New Hampshire's Department of Business and Economic Affairs (BEA) completed an Economic Recovery and Expansion Strategy (ERES). The outcome established four Collaborative Economic Development Regions (CEDRs), which are defined largely by county

The regions are defined as:

- South-Western CEDR – Cheshire and Sullivan Counties
- Central-Southern CEDR – Hillsborough and Merrimack Counties
- Northern CEDR – Belknap, Carroll, Coos, and Grafton Counties
- Seacoast CEDR - Rockingham and Strafford Counties

The following report provides key economic indicators for each of the four CEDRs, including:

- Demographics
- Economy
- Labor force
- Occupational gap analysis
- Regional development resources

This report provides information regarding existing conditions around New Hampshire to use as a basis for identifying and capitalizing on regional opportunities. The conclusion includes recommendations on how regions can approach business attraction in coordination with state level activities.

Unless otherwise noted, all data within this report is for 2022 and sourced from Lightcast (formerly Emsi).

SOUTH-WESTERN CEDR: CHESHIRE & SULLIVAN COUNTIES

Key Takeaways

Demographics

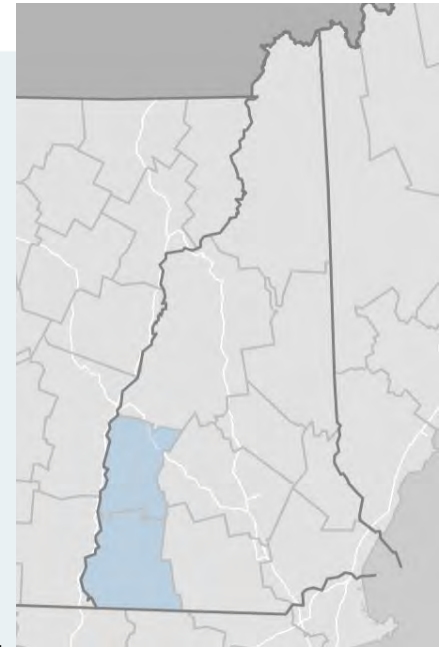
- The South-Western CEDR's population grew over the last five years and is projected to continue that growth over the next five years.
- The region's population is older than the state and national averages.
- There are fewer millennials and a higher retirement risk than the national average.
- Racial diversity is lower than expected for an area of this size.
- Educational attainment is lower than the state average.
- Poverty levels are higher than the state average, but lower than the national average.
- Median household income levels are lower than the state average.
- In-migration since 2017 contribute to the region's increased population.

Economy

- More jobs will be created over the next five years.
- Average earnings have increased but are lower than state and national averages.
- The region's top industries measured by the number of new jobs are: All Other Miscellaneous General Purpose Machinery Manufacturing; Colleges, Universities, and Professional Schools; Landscaping Services; Home Centers, and Residential Remodelers.

Labor Force

- Labor force participation has not attained pre-pandemic levels and is lower than state and national averages.
- The unemployment rate is below the national average.
- The needs of the employers, who need more basic skills, is not aligned with the population, which is higher skilled.
- Post-high school education enrollments decreased between 2017 and 2021, while certificate completions increased during the same time.
- Most commuters have a lower commute time compared to state and national averages.
- The region has a larger proportion of older workers compared to the state average.
- The South-Western region's workforce is less racially and ethnically diverse than the state and the nation.
- The following demographics have higher rates of unemployment compared to the rest of the population: 45 to 54 years (20.7% of the state's unemployed population), and 35 to 44 years (20.3% of the state's unemployed population).
- Other demographic groups with relatively high rates of unemployment include Caucasian individuals, males, and non-Hispanic or Latino individuals.



South-Western: Demographics



Population
121,980

- 8.7% of New Hampshire's population
- **Increased by 2,865** over the last 5 years (2.4%, compared to 4.0% for the State and 2.8% for the US)
- **Projected to increase by 4,014** over the next 5 years (3.3%, compared to 4.5% for the State and 2.6% for the US)



Median Age
Cheshire: 43.1
Sullivan: 46.5

- **Both counties are older** than the State's median age of 43.0, and the Nation's median age of 38.4
- **Fewer millennials than expected** for an area this size (21,742 compared to 24,688)
- **High retirement risk** for an area this size (45,558 aged 55+ compared to 35,925 for the US), and higher than the State's risk



Racial & Ethnic Diversity
6.6%*

- **Increased by 1,469** over the last 5 years (+22.4% compared to +18.9% for the State and +7.8% for the US)
- **Expected to increase by an additional 1,962** over the next 5 years (+24.5% compared to +18.0% for State and +7.5% for the US)
- **Racial diversity is low** for an area this size (7,599 racially diverse people compared to 49,183)

*Share of the population that does not identify as White, Non-Hispanic, Lightcast Population Demographics



Educational Attainment
32.6%
Bachelor's Degree +

- The region's educational attainment is 6.3% lower than the State's rate of 38.9%, and 1.5% lower than the national rate of 34.1%
- The high school graduation rate in the State of New Hampshire is 87.7%
- This high school dropout rate in the State of New Hampshire is 3.4%

2021-2022 Cohort Graduation and Dropout Rate, New Hampshire Department of Education



Household Income
Cheshire: \$55,155
Sullivan: \$54,463

- **The region's median household income is lower than the State (\$64,916)**
- Cheshire County's poverty rate (9.8%) is lower than Sullivan County's (12.5%). Both counties are higher than the State (7.4%)
- The poverty rate in Sullivan County is in line with the national rate of 12.6%, while Cheshire County is below the national rate

Household income, American Community Survey 5-year estimates



Average Net Migration
626
2017-2020

- The region is a **net importer of population** with an annual average of 4,564 migrating out of the region and 5,191 migrating in per year
- In 2020, top originating counties included: Hillsborough County, NH (14.6%), Grafton County, NH (6.2%), and Merrimack County, NH (5.4%)
- In 2020, top destination counties included: Hillsborough County, NH (11.2%), Merrimack County, NH (7.1%), Windsor County, VT (6.2%)

South-Western: Economy



Jobs
51,957

- 6.9% of the State's jobs
- **Decreased by 1,042** over the last 5 years (-2.0% compared to 1.7% in the State and 3.8% in the US)
- **Projected to increase by 966** over the next 5 years (1.9% compared to 4.5% in the State and 7.0% in the US)



Average Earnings
\$64,286

- Earnings are similar between Cheshire County (\$64,980) and Sullivan County (\$62,724)
- \$18,386 lower than the State's average (\$82,673) and \$16,543 lower than the national average (\$80,830)
- **Average earnings have increased by 22.5% since 2017** (compared to 28.9% for the State and 24.9% for the US)



Gross regional Product
\$6.4 B

- 5.9% of the State's GRP, which is lower than region's share of the population (8.7%) and slightly lower compared to its share of the State's jobs (6.9%)
- **Productivity is at \$102,338 per worker**, which is \$38,107 lower than the State and \$50,336 below the Nation



Competitiveness*

*The region is **LOSING** jobs due to local factors*

Most Competitive Industries:

- All Other Miscellaneous General Purpose Machinery Manufacturing: +166 jobs
- Metal Crown, Closure, and Other Metal Stamping (except Automotive): +134
- Small Arms, Ordnance, and Ordnance Accessories Manufacturing: +115
- Computer Systems Design Services: +112
- Department Stores: +103

* i.e., job growth or decline that cannot be explained by national or industry growth



High Concentration* Industries

- Small Arms, Ordnance, and Ordnance Accessories Manufacturing: 125.8
- All Other Miscellaneous General Purpose Machinery Manufacturing: 94.6
- Commercial, Industrial, and Institutional Electric Lighting Fixture Manufacturing: 93.9
- Fabric Coating Mills: 43.6
- Broom, Brush, and Mop Manufacturing: 36.4

* Compares an industry's share of regional employment with its share at the national level. A concentration of 2.5 would mean the industry is 2.5x more concentrated in the region than the typical region.



High Growth Industries

2017 - 2022

- All Other Miscellaneous General Purpose Machinery Manufacturing: +582 (74.1%)
- Colleges, Universities, and Professional Schools: +190 (34.2%)
- Landscaping Services: +171 (30.6%)
- Home Centers: +125 (24.5%)
- Residential Remodelers: +113 (32.3%)

South-Western: Labor Force



Labor Force
61,032

April 2023

- 8.1% of the State's labor force
- **Labor force participation rate of 59.4%**, which is 4.6% lower than the State (64.0%) and 3.8% lower than the Nation (62.5%)
- **Participation rates have been on a long-term decline in keeping with State trends**, and have not yet recovered to the pre-pandemic rate of 65.1% (2019)
- 41,707 civilian, non-institutionalized residents 16 years + are not participating in the labor force, which accounts for 9.8% of the State's total



Unemployment
1.1%

April 2023

- **679 workers are unemployed**, which is 8% of the State's total
- Unemployment is equal to the State's rate, but is 2.0% less than the Nation's (3.1%)
- Unemployment has fallen by 1.4% over the last five years
- **Unemployment rates are down from their peak of 5.9% during 2020**



Underemployment*
23.9%

- Roughly one quarter of the population is overqualified for the types of jobs employers are offering. This indicates a misalignment between what employers need (low-skill workers) and the population (high-skills)
- Underemployment is slightly lower than the State (27.3%) and the Nation (26.8%)
- There are 7.7% more people with Some College, Non-Degree Awards than required by employers; 8.2% more with an Associate's Degree; and 8.1% more with a Graduate Degree or Higher than there are jobs at those levels

* Underemployment = Population at Educational Level – Jobs Requiring Educational Level



Average Annual College Completions
1,944

2017 - 2021

- 5 higher education institutions operating within the region in this time period
- 1,732 completions in 2021
- Declining enrollment: 6,711 enrollments in 2021 (a 14.7% decrease since 2017)
- **16.1% of completions in 2021 were in distance programs** (up from 13.1% in 2017)
- **10.4% of completions were for certificates** with 201 certificates awarded in 2021, up from 6.2% in 2017



Top Skills

Based on
profile analytics *

2017 - 2023

Specialized:

- Marketing (6.7%)
- Project Management (6.1%)
- Event Planning (4.2%)
- Sales Management (3.3%)
- Process Improvements (3.2%)

Common:

- Customer Service (16.4%)
- Sales (12.5%)
- Management (11.4%)
- Microsoft Office (10.4%)
- Leadership (9.2%)

* Profile analytics mine data from the 38,816 online resumes that list the region as the place of residence (74.7% of all jobs in the region).



Net Commuters
-10,521

2022

- **The region is a net exporter of workers** with approximately 15,174 inbound commuters and 25,694 outbound
- **Top inbound counties:** Hillsborough County, NH (24.0%), Merrimack County, NH (12.3%), and Windham County, VT (9.6%)
- **Top outbound counties:** Hillsborough County, NH (22.5%), Grafton County, NH (15.5%), and Merrimack County, NH (12.3%)
- The mean commute time ranges from 22.9 minutes (Cheshire County) to 25.6 minutes (Sullivan County), compared to 27.1 minutes for the State and 26.8 minutes for the Nation

Top Occupations with the Largest Projected Employment Gaps

Top Occupations with the Largest Projected Employment Gaps in the South-Western CEDR, 2022–2032

SOC	Description	2022 Employment	2022–2032 Openings	2022–2032 Labor Force	Projected Gap
11-1021	General and Operations Managers	862	739	(22)	(761)
41-1011	First-Line Supervisors of Retail Sales Workers	633	658	(15)	(673)
53-3032	Heavy and Tractor-Trailer Truck Drivers	538	611	(14)	(625)
47-2031	Carpenters	533	505	(13)	(518)
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	472	482	(12)	(494)
43-1011	First-Line Supervisors of Office and Administrative Support Workers	480	452	(11)	(464)
51-9161	Computer Numerically Controlled Tool Operators	435	450	(10)	(460)
29-1141	Registered Nurses	705	389	(18)	(407)
49-9071	Maintenance and Repair Workers, General	379	375	(10)	(385)
13-2011	Accountants and Auditors	382	341	(10)	(351)
51-1011	First-Line Supervisors of Production and Operating Workers	324	315	(8)	(323)
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	279	308	(6)	(314)
11-9198	Personal Service Managers, All Other; Entmt. and Rec. Managers; and Managers, All Other	355	293	(10)	(303)
47-2111	Electricians	229	248	(6)	(254)
41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	199	241	(5)	(247)
47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	249	234	(6)	(240)
15-1256	Software Developers and Software Quality Assurance Analysts and Testers	261	220	(7)	(228)
49-9041	Industrial Machinery Mechanics	204	208	(6)	(213)
13-1198	Project Management Specialists and Business Operations Specialists, All Other	265	205	(7)	(212)
39-9031	Exercise Trainers and Group Fitness Instructors	86	191	(3)	(194)
11-9021	Construction Managers	231	188	(6)	(194)
11-3031	Financial Managers	252	183	(6)	(190)
13-1071	Human Resources Specialists	184	181	(5)	(186)
13-1111	Management Analysts	196	178	(5)	(183)
17-2141	Mechanical Engineers	241	170	(7)	(177)
13-1161	Market Research Analysts and Marketing Specialists	152	172	(4)	(176)
25-3021	Self-Enrichment Teachers	132	171	(4)	(174)
13-1028	Buyers and Purchasing Agents	181	167	(4)	(172)
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	161	151	(4)	(155)
47-2152	Plumbers, Pipefitters, and Steamfitters	137	138	(3)	(142)
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	143	133	(3)	(137)
31-9091	Dental Assistants	96	133	(3)	(136)
29-2061	Licensed Practical and Licensed Vocational Nurses	141	126	(4)	(130)
11-9111	Medical and Health Services Managers	119	122	(4)	(125)
17-2112	Industrial Engineers	158	114	(4)	(118)
47-2073	Operating Engineers and Other Construction Equipment Operators	102	105	(2)	(108)
15-1232	Computer User Support Specialists	135	100	(3)	(104)
11-2022	Sales Managers	115	100	(3)	(103)
Total		13,168	12,098	(335)	(12,433)

Source: Emsi and Camoin Associates

Economic Development Resources for the South-Western CEDR

The following is a list of some of the key economic development organizations in the region:

- **Chambers of Commerce (multiple):** Promotes business economic and community development, and the region's quality of life.
- **Community College System of New Hampshire:** River Valley Community College in Claremont, NH.
- **Hannah Grimes Center for Entrepreneurship:** Provides support, resources, and mentoring for startups and small businesses, including business planning and educational programs.
- **Greater Monadnock Collaborative:** Volunteer-based organization providing networking, educational, marketing, and community service programs.
- **Monadnock Economic Development Corporation (MEDC):** Private, non-profit economic development organization offering business assistance, financing options, and resources for entrepreneurs; serving Cheshire County and the surrounding region.
- **New Hampshire Business Finance Authority (BFA):** State resource providing financing programs for New Hampshire businesses.
- **NH Manufacturing Extension Partnership (NH MEP):** Assisting manufacturers to improve productivity, competitiveness, and innovation.
- **SCORE:** SCORE is a national nonprofit organization that provides free mentoring and counseling to small businesses and entrepreneurs.
- **Small Business Development Center (SBDC):** Offers free or low-cost counseling, workshops, and resources to help small businesses start, grow, and succeed in the region.
- **Southwest Region Planning Commission & Upper Valley Lake Sunapee Regional Planning Commission:** Regional planning commission focused on land use planning, transportation, and economic development.
- **Sullivan County Economic Development Office:** Resource organization for businesses looking to establish or expand in the county, providing information on incentives, workforce development, and available properties.
- **University of New Hampshire Extension Office:** Offering research partnerships and business development programs throughout the state.
- **University System of New Hampshire - Keene State College:** Located in Keene, NH.

CENTRAL-SOUTHERN CEDR: HILLSBOROUGH & MERRIMACK COUNTIES

Key Takeaways

Demographics

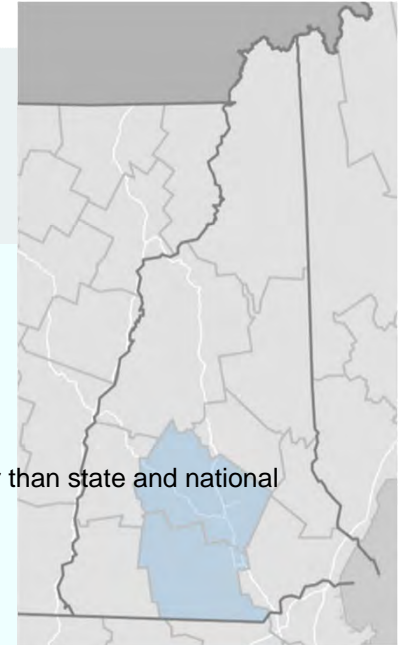
- The Central-Southern CEDR's population grew over the last five years and will continue to grow over the next five years.
- The region's median age aligns with the state average but is older than the national average.
- The proportion of the population that are millennials and overall retirement risk align with the national average.
- Racial diversity is low for an area of this size.
- Educational attainment is lower than the state average.
- Poverty levels are lower than state and the national averages.
- Median household income is higher than the state average.

Economy

- More jobs will be created over the next five years. Average earnings increased over the last five years and are higher than state and national averages.
- In-migration since 2017 contributes to the region's increased population.
- The region's share of state GRP is high relative to its share of population and jobs.
- The region's top industries measured by the number of new jobs are Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing; Computer Systems Design Services; Snack and Nonalcoholic Beverage Bars; Couriers and Express Delivery Services; and Engineering Services.

Labor Force

- Labor force participation is higher than state and national averages but has not attained pre-pandemic levels.
- The unemployment rate is below the national average. The needs of the employers, who need more basic skills, is not aligned with the population, which is higher skilled.
- Post-high school education enrollments and completions from post-high school educational institutions increased between 2017 and 2022.
- Most commuters have an average commute time.
- The region has a smaller proportion of older workers compared to the state average.
- The region's workforce is more racially and ethnically diverse than the state average, but less racially and ethnically diverse compared to the national average.
- The following demographics have higher rates of unemployment compared to the rest of the population: 45 to 54 years (21.4% of the state's unemployed population), and 35 to 44 years (20.4% of the state's unemployed population)
- The demographic groups that would offer the greatest impact in terms of expanding the workforce due to their size include Caucasian, males, 45-55 years, not Hispanic or Latino.



Central-Southern: Demographics

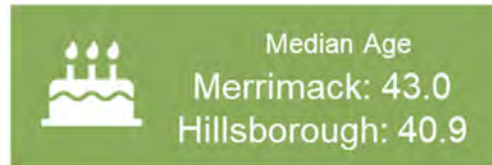


- 41.6% of New Hampshire's population
- **Increased by 21,223** over the last 5 years (3.8%, compared to 4.0% for the State and 2.8% for the US)
- **Projected to increase by 22,610** over the next 5 years (3.9%, compared to 4.5% for the State and 2.6% for the US)

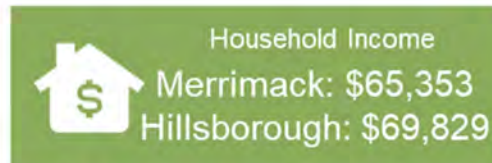


- The region's educational attainment is slightly above the State's rate of 38.9%, and 4.9% higher than the national rate of 34.1%
- The high school graduation rate in the State of New Hampshire is 87.7%
- This high school dropout rate in the State of New Hampshire is 3.4%

2021-2022 Cohort Graduation and Dropout Rate, New Hampshire Department of Education

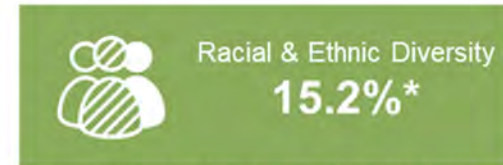


- **Hillsborough is younger** compared to the State's median age (43.0) while Merrimack is in line with the State. Both counties are older compared to the Nation's median age (38.4)
- **Approximately the expected number of millennials** for an area this size (118,492 compared to 118,334)
- **Average retirement risk** for an area this size (188,442 aged 55+ compared to 172,194 for the US), and its lower than the State's risk



- **The region's median household income is higher than the State (\$64,916)**
- Merrimack County's poverty rate (7.0%) is about the same as Hillsborough County (7.2%). Both counties have less poverty than the State (7.4%)
- Both counties have less poverty than the nation (12.6%)

Household income, American Community Survey 5-year estimates



- **Increased by 13,706** over the last 5 years (18.2% compared to 18.9% for the State and 7.5% for the US)
- **Expected to increase by an additional 14,184** over the next 5 years (15.9% compared to 18.0% for State and 7.5% for the US)
- **Racial diversity is low** for an area this size (86,040 racially diverse people compared to 235,746)

**Share of the population that does not identify as White, Non-Hispanic, Lightcast Population Demographics*

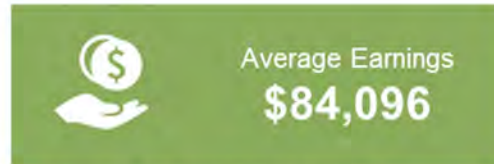


- The region is a **net importer of population** with an annual average of 21,407 migrating out of the region and 22,321 migrating in per year
- In 2020, top originating counties included: Middlesex County, MA (18.2%), Rockingham County, NH (16.3%), and Essex County, MA (5.9%)
- In 2020, top destination counties included: Rockingham County, NH (16.5%), Middlesex County, MA (8.4%), and Belknap County, NH (6.5%)

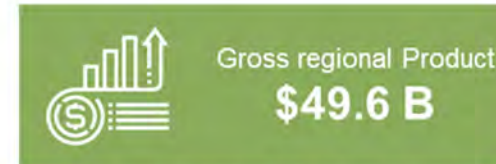
Central-Southern: Economy



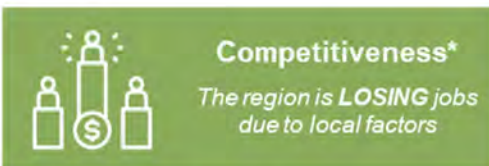
- 40.8% of the State's jobs
- **Decreased by 5,000** over the last 5 years (-1.6% compared to 1.7% in the State and 3.8% in the US)
- **Projected to increase by 5,680** over the next 5 years (1.9% compared to 4.5% in the State and 7.0% in the US)



- Earnings are significantly higher in Hillsborough County (\$87,086) than in Merrimack County (\$76,314)
- \$1,423 higher than the State's average (\$82,673) and \$3,266 above the national average (\$80,830)
- **Average earnings have increased by 25.3% since 2017** (compared to 28.9% for the State and 24.9% for the US)



- 46.0% of the State's GRP, which is high compared to the State's population (41.6%) and high compared to its share of the State's jobs (40.8%)
- **Productivity is at \$153,070 per worker**, which is \$12,625 higher than the State and \$396 higher than the Nation



Most Competitive Industries:

- Specialty (except Psychiatric and Substance Abuse) Hospitals: +601
- Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing: +424
- Engineering Services: +360
- Corporate, Subsidiary, and Regional Managing Offices: +245
- Temporary Help Services: +245

* i.e., job growth or decline that cannot be explained by national or industry trends



- Fastener, Button, Needle, and Pin Manufacturing: 48.8
- Steel Investment Foundries: 31.1
- Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing: 30.2
- Other Metal Valve and Pipe Fitting Manufacturing: 23.6
- Fabric Coating Mills: 23.1

* Compares an industry's share of regional employment with its share at the national level. A concentration of 2.5 would mean the industry is 2.5x more concentrated in the region than the typical region.



- Engineering Services: +1,559 (81.6%)
- Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing: +1,041 (17.2%)
- Computer Systems Design Services: +915 (39.0%)
- Snack and Nonalcoholic Beverage Bars: +839 (44.6%)
- Couriers and Express Delivery Services: +547 (54.3%)

Central-Southern: Labor Force



- 42.6% of the State's labor force
- **Labor force participation rate of 66.4%**, which is 2.4% higher than the State (64.0%) and 3.9% higher than the Nation (62.5%)
- **Participation rates have been on a long-term decline in keeping with State trends**, and have not yet recovered to the pre-pandemic rate of 71.3% (2019)
- 162,602 civilian, non-institutionalized residents 16 years + are not participating in the labor force, which accounts for 38.3% of the State's total



- **3,745 workers are unemployed**, which is 42.3% of the State's total
- Unemployment is equal to the State's rate, but is 1.9% below the Nation's (3.1%)
- Unemployment has fallen by 1.4% over the last five years
- **Unemployment rates are down from their peak of 6.7% during 2020**



- More than one quarter of the population is overqualified for the types of jobs employers are offering. This indicates a misalignment between what employers need (low-skill workers) and the population (high-skills)
- Underemployment is slightly lower than the State (27.3%) and the Nation (26.8%)
- There are 8.5% more people with Some College, Non-Degree Awards than required by employers; 7.8% more with an Associate's Degree; and 10.3% more with a Graduate Degree or Higher than there are jobs at those levels

* Underemployment = Population at Educational Level – Jobs Requiring Educational Level



- 23 higher education institutions operating within the region during this time period
- 30,503 completions in 2021 (72.9%)
- Increasing enrollment: 164,434 enrollments in 2021 (a 47% increase since 2017)
- **87.1% of completions in 2021 were in distance programs** (this region is home to South New Hampshire University, a large, primarily online institution)
- **5.1% of completions were for certificates** with 1,546 certificates awarded in 2021, down from 8.9% in 2017



Specialized:

- Marketing (8.0%)
- Project Management (7.7%)
- Event Planning (4.1%)
- Sales Management (4.1%)
- Process Improvements (3.8%)

Common:

- Customer Service (18.1%)
- Sales (15.4%)
- Management (14.0%)
- Microsoft Office (11.1%)
- Leadership (10.9%)

* Profile analytics mine data from the 238,465 online resumes that list the region as the place of residence (77.8% of all jobs in the region).



- **The region is a net exporter of workers** with 91,479 inbound commuters and 102,795 outbound
- Top inbound counties: Rockingham County, NH (37.7%), Middlesex County, MA (12.1%), and Belknap County, NH (8.7%)
- Top outbound counties: Rockingham County, NH (28.9%), Middlesex County, MA (26.7%), and Essex County, MA (7.1%)
- The mean commute time ranges from 26.7 minutes (Merrimack County) to 27.7 minutes (Hillsborough County), compared to 27.1 minutes for the State and 26.8 minutes for the Nation.

Top Occupations with the Largest Projected Employment Gaps

Top Occupations with the Largest Projected Employment Gaps in the Central-Southern CEDR, 2022–2032

SOC	Description	2022 Employment	2022–2032 Openings	2022–2032 Labor Force	Projected Gap
11-1021	General and Operations Managers	5,593	4,809	245	(4,563)
15-1256	Software Developers and Software Quality Assurance Analysts and Testers	4,288	3,836	206	(3,631)
53-3032	Heavy and Tractor-Trailer Truck Drivers	3,027	3,451	132	(3,319)
29-1141	Registered Nurses	6,244	3,370	266	(3,105)
43-1011	First-Line Supervisors of Office and Administrative Support Workers	3,157	3,012	128	(2,885)
41-1011	First-Line Supervisors of Retail Sales Workers	2,869	2,871	111	(2,759)
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	2,644	2,519	108	(2,410)
13-2011	Accountants and Auditors	2,758	2,412	117	(2,295)
41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	1,841	2,138	80	(2,058)
39-9031	Exercise Trainers and Group Fitness Instructors	826	1,987	54	(1,933)
49-9071	Maintenance and Repair Workers, General	2,042	1,953	88	(1,865)
47-2031	Carpenters	2,129	1,944	88	(1,856)
47-2111	Electricians	1,461	1,760	70	(1,690)
13-1111	Management Analysts	1,841	1,767	82	(1,685)
13-1198	Project Management Specialists and Business Operations Specialists, All Other	2,243	1,769	100	(1,668)
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	1,453	1,610	54	(1,556)
11-3031	Financial Managers	1,953	1,527	88	(1,440)
13-1161	Market Research Analysts and Marketing Specialists	1,228	1,414	59	(1,355)
11-9198	Personal Service Managers, All Other; Entmt. and Rec. Managers; and Managers, All Other	1,706	1,408	78	(1,330)
13-1071	Human Resources Specialists	1,300	1,270	57	(1,214)
51-1011	First-Line Supervisors of Production and Operating Workers	1,231	1,185	51	(1,134)
47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	1,186	1,154	50	(1,104)
47-2152	Plumbers, Pipefitters, and Steamfitters	1,002	1,074	44	(1,030)
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	1,089	1,063	47	(1,016)
51-9161	Computer Numerically Controlled Tool Operators	1,001	1,042	40	(1,003)
11-3021	Computer and Information Systems Managers	1,360	1,028	59	(969)
25-3021	Self-Enrichment Teachers	740	1,004	36	(968)
15-1232	Computer User Support Specialists	1,350	1,024	59	(965)
13-1028	Buyers and Purchasing Agents	1,086	999	43	(956)
11-9111	Medical and Health Services Managers	1,012	990	50	(940)
15-1211	Computer Systems Analysts	1,299	930	56	(875)
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	976	893	43	(851)
49-9041	Industrial Machinery Mechanics	859	857	40	(817)
11-9021	Construction Managers	1,011	841	47	(794)
31-9091	Dental Assistants	622	804	29	(775)
29-2061	Licensed Practical and Licensed Vocational Nurses	1,008	794	44	(750)
Total		86,609	77,450	3,801	(73,649)

Source: Emsi and Camoin Associates

Economic Development Resources for the Central-Southern CEDR

The following is a list of some of the key economic development organizations in the region:

- **Central New Hampshire Regional Planning Commission & Southern New Hampshire Planning Commission:** Regional planning commissions providing planning and economic development support.
- **Chambers of Commerce (multiple):** Promotes business economic and community development, and the region's quality of life.
- **Community College System of New Hampshire:** Manchester Community College in Manchester, NH; Nashua Community College; NHTI Concord's Community College in Concord, NH.
- **Nashua Regional Planning Commission:** Regional planning commission serving Nashua and the surrounding communities in Hillsborough County, providing planning and economic development resources.
- **Nashua Technology Park:** Provides space and resources for technology-based companies and startups in the Nashua area.
- **New Hampshire High Tech Alliance:** Resource for technology-based across the state, providing networking opportunities, educational programs, and advocacy.
- **New Hampshire Business Finance Authority (BFA):** State resource providing financing programs for New Hampshire businesses.
- **NH Manufacturing Extension Partnership (NH MEP):** Assisting manufacturers to improve productivity, competitiveness, and innovation.
- **SCORE:** SCORE is a national nonprofit organization that provides free mentoring and counseling to small businesses and entrepreneurs.
- **Small Business Development Center (SBDC):** Offers free or low-cost counseling, workshops, and resources to help small businesses start, grow, and succeed in the region.
- **University System of New Hampshire – University of New Hampshire Franklin Pierce School of Law:** Located in Concord, NH.
- **University System of New Hampshire – University of New Hampshire Manchester:** Located in Manchester, NH.

NORTHERN CEDR: BELKNAP, CARROLL, COOS, & GRAFTON COUNTIES

Key Takeaways

Demographics

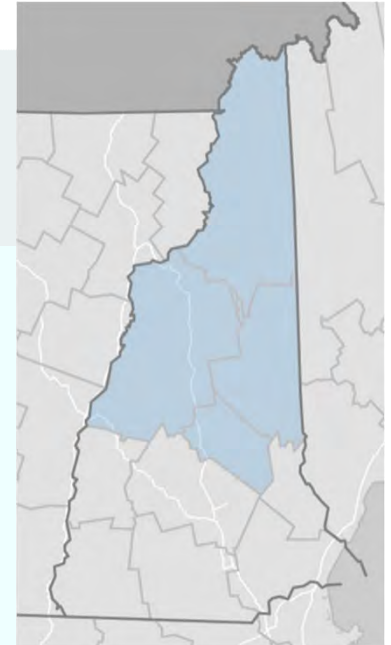
- The Northern CEDR's population grew over the last five years and is projected to continue that growth over the next five years.
- The region's population is older than the state and national averages. There are fewer millennials and a higher retirement risk than the national average.
- Racial diversity is lower than expected for an area of this size.
- Educational attainment is lower than the state average. Poverty levels are higher than the state average, but lower than the national average.
- In-migration since 2017 contribute to the region's increased population.

Economy

- More jobs will be created over the next five years. Average earnings have increased but are lower than state and national averages.
- The region's top industries measured by the number of new jobs are Offices of Physicians (except Mental Health Specialists); Snack and Nonalcoholic Beverage Bars; Elementary and Secondary Schools; Landscaping Services; and General Medical and Surgical Hospitals.

Labor Force

- Labor force participation has not attained pre-pandemic levels and is lower than state and national averages. The unemployment rate is below the national average. The needs of the employers, who need more basic skills, is not aligned with the population, which is higher skilled. Enrollments in and completions from post-high school educational institutions declined between 2017 and 2022.
- Most commuters have an average commute time.
- The region has a larger proportion of older workers compared to the state average.
- The workforce is less racially and ethnically diverse than the state and nation.
- The following demographics have higher rates of unemployment compared to the rest of the population: 45 to 54 years (20.8% of the state's unemployed population), and 35 to 44 years (19.8% of the state's unemployed population)
- The demographic groups that would offer the greatest impact in terms of expanding the workforce due to their size include Caucasian, males, 45-55 years, not Hispanic or Latino.



Northern: Demographics



- 17.3% of New Hampshire's population
- **Increased by 12,614** over the last 5 years (5.5%, compared to 4.0% for the State and 2.8% for the US)
- **Projected to increase by 15,530** over the next 5 years (6.4%, compared to 4.5% for the State and 2.6% for the US)



- The region's educational attainment is 2.8% lower than the State's rate of 38.9% and 2.0% higher than the national rate of 34.1%
- The high school graduation rate in the State of New Hampshire is 87.7%
- This high school dropout rate in the State of New Hampshire is 3.4%

2021-2022 Cohort Graduation and Dropout Rate, New Hampshire Department of Education

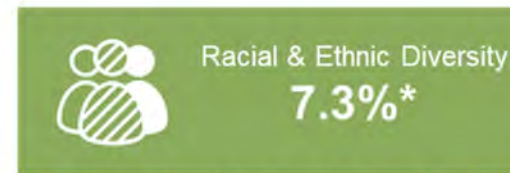


- **All four counties are older** than the State's median age of 43.0, and the Nation's median age of 38.4
- **Fewer millennials than expected** for an area this size (39,701 compared to 48,911)
- **High retirement risk** for an area this size (98,882 aged 55+ compared to 71,173 for the nation), and higher than the State's risk



- **The region's median household income is lower than the State (\$64,916)**
- Carroll County's poverty rate (7.8%) is lower than Coos County (10.9%), Belknap County (8.0%) and Grafton County (9.4%). All four counties have higher rates compared to the State (7.4%)
- All four counties have less poverty than the nation (12.6%)

Household income, American Community Survey 5-year estimates



- **Increased by 2,925** over the last 5 years (+19.7% compared to +18.9% for the State and +7.8% for the US)
- **Expected to increase by an additional 3,781** over the next 5 years (+21.3% compared to +18.0% for State and +7.5% for the US)
- **Racial diversity is low** for an area this size (16,959 racially diverse people compared to 97,441)

**Share of the population that does not identify as White, Non-Hispanic, Lightcast Population Demographics*



- The region is a **net importer of population** with an annual average of 9,770 migrating out of the region and 11,377 migrating in per year
- In 2020, top originating counties included: Merrimack County, NH (11.4%), Hillsborough County, NH (7.7%), and Middlesex County, MA (6.8%)
- In 2020, top destination counties included: Merrimack County, NH (11.7%), Hillsborough County, NH (5.5%), and Strafford County, NH (5.5%).

Northern: Economy



Jobs
127,666

- 17.0% of the State's jobs
- **Decreased by 3,060** over the last 5 years (-2.3% compared to 1.7% in the State and 3.8% in the US)
- **Projected to increase by 3,733** over the next 5 years (2.9% compared to 4.5% in the State and 7.0% in the US)



Average Earnings
\$68,257

- Earnings are higher in Grafton County (\$77,042) than in Belknap County (\$61,753), Coos County (\$60,629), and Carroll County (\$57,368)
- \$14,416 lower than the State's average (\$82,673) and \$12,574 lower than the national average (\$80,830)
- **Average earnings have increased by 23.6% since 2017** (compared to 28.9% for the State and 24.9% for the US)



Gross regional Product
\$16.0 B

- 14.9% of the State's GRP, which is low compared to the region's share of the State's population (17.3%) and low compared to the its share of the State's jobs (17.0%)
- **Productivity is at \$135,937 per worker**, which is \$4,509 lower than the State and \$16,738 lower than the nation



Competitiveness*
*The region is **LOSING** jobs due to local factors*

Most Competitive Industries:

- Clothing and Clothing Accessories Retailers: +364
- Ball and Roller Bearing Manufacturing: +222
- Commercial and Service Industry Machinery Manufacturing: +152
- Food Service Contractors: +150
- Vocational Rehabilitation Services: +145

* i.e., job growth or decline that cannot be explained by national or industry growth.



High Concentration*
Industries

- Ball and Roller Bearing Manufacturing: 42.6
- Biomass Electric Power Generation: 40.8
- Recreational and Vacation Camps (except Campgrounds): 27.3
- Machine Tool Manufacturing: 26.5
- Bed-and-Breakfast Inns: 25.6

* Compares an industry's share of regional employment with its share at the national level. A concentration of 2.5 would mean the industry is 2.5x more concentrated in the region than the typical region.



High Growth Industries

2017 - 2022

- Offices of Physicians (except Mental Health Specialists): +578 (17%)
- Snack and Nonalcoholic Beverage Bars: +464 (75%)
- Elementary and Secondary Schools: +464 (33%)
- Landscaping Services: +423 (28%)
- General Medical and Surgical Hospitals: +318 (4%)

Northern: Labor Force



Labor Force
112,064

April 2023

- **14.9%** of the State's labor force
- **Labor force participation rate of 53.7%**, which is 10.3% lower than the State (64.0%) and 8.8% lower than the Nation (62.5%)
- **Participation rates have been on a long-term decline**, and have not yet recovered to the pre-pandemic rate of 62.3% (2019)
- 96,513 civilian, non-institutionalized residents 16 years + are not participating in the labor force, which accounts for 22.7% of the State's total



Unemployment
1.2%

April 2023

- **1,299 workers are unemployed**, which is 14.7% of the State's total
- Unemployment is nearly equal to the State's rate, but is 1.9% lower when compared to the Nation's (3.1%)
- The unemployment rate has decreased 1.4% during the last five years
- **Unemployment rates are down from their peak of 6.8% in 2020**



Underemployment*
28.4%

- More than one quarter of the population is overqualified for the types of jobs employers are offering. This indicates a misalignment between what employers need (low-skill workers) and the population (high-skills)
- Underemployment is slightly higher than the State (27.3%) and the Nation (26.8%)
- There are 9.5% more people with Some College, Non-Degree Awards than required by employers; 8.8% more with an Associate's Degree; and 10.1% more with a Graduate Degree or Higher than there are jobs at those levels

* Underemployment = Population at Educational Level – Jobs Requiring Educational Level



Average Annual College Completions

3,491

2017 - 2021

- Approximately 7 post-high school educational institutions operating within the region during this period
- 3,431 completions in 2021
- Declining enrollment; 12,442 enrollments in 2021 (5.7% decrease since 2017)
- **1.7% of completions in 2021 were in distance programs** (down from 4.2% in 2017)
- **10.4% of completions were for certificates** with 398 certificates awarded in 2021. This is in line with 2017 certificate completions



Top Skills

Based on
profile analytics *

2017 - 2023

Specialized:

- Marketing (6.9%)
- Project Management (5.9%)
- Event Planning (4.2%)
- Community Outreach (3.1%)
- Sales Management (3.0%)

Common:

- Customer Service (14.2%)
- Research (11.8%)
- Sales (11.5%)
- Management (10.9%)
- Microsoft Office (9.6%)

* Profile analytics mine data from the 82,332 online resumes that list the region as the place of residence (64.5% of all jobs in the region).



Net Commuters

1,216

2022

- **The region is a net importer of workers** with approximately 38,077 inbound commuters and 36,861 outbound
- Top inbound counties: Merrimack County, NH (18.5%), Windsor County, VT (12.0%), Hillsborough County, NH (11.0%)
- Top outbound counties: Merrimack County, NH (26.2%), Hillsborough County, NH (14.4%), Rockingham County, NH (12.5%)
- In 2021, the mean commute time ranged from 27.9 minutes (Carroll County) to 22.1 minutes (Coos County), compared to 27.1 minutes for the State and 26.8 minutes for the Nation.

Top Occupations with the Largest Projected Employment Gaps

Top Occupations with the Largest Projected Employment Gaps in the Northern CEDR, 2022–2032

SOC	Description	2022 Employment	2022–2032 Openings	2022–2032 Labor Force	Projected Gap
29-1141	Registered Nurses	3,902	2,413	1.63	(2,412)
11-1021	General and Operations Managers	1,916	1,676	0.78	(1,675)
53-3032	Heavy and Tractor-Trailer Truck Drivers	1,248	1,416	0.49	(1,415)
41-1011	First-Line Supervisors of Retail Sales Workers	1,389	1,415	0.51	(1,415)
43-1011	First-Line Supervisors of Office and Administrative Support Workers	1,237	1,186	0.47	(1,185)
49-9071	Maintenance and Repair Workers, General	1,101	1,099	0.45	(1,098)
47-2031	Carpenters	1,155	1,058	0.44	(1,057)
11-9198	Personal Service Managers, All Other; Entmt. and Rec. Managers; and Managers, All Other	855	725	0.37	(724)
13-2011	Accountants and Auditors	796	720	0.32	(719)
15-1256	Software Developers and Software Quality Assurance Analysts and Testers	781	706	0.35	(706)
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	672	700	0.28	(700)
47-2111	Electricians	579	683	0.25	(683)
41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	493	602	0.20	(602)
39-9031	Exercise Trainers and Group Fitness Instructors	292	562	0.14	(562)
13-1198	Project Management Specialists and Business Operations Specialists, All Other	703	556	0.29	(555)
11-9111	Medical and Health Services Managers	512	533	0.24	(533)
13-1111	Management Analysts	534	507	0.22	(507)
51-9161	Computer Numerically Controlled Tool Operators	472	505	0.18	(505)
47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	533	503	0.20	(503)
25-3021	Self-Enrichment Teachers	336	492	0.16	(492)
11-9021	Construction Managers	572	475	0.24	(475)
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	371	417	0.13	(417)
11-3031	Financial Managers	518	411	0.22	(411)
13-1071	Human Resources Specialists	409	402	0.17	(402)
51-1011	First-Line Supervisors of Production and Operating Workers	396	400	0.16	(400)
13-1161	Market Research Analysts and Marketing Specialists	344	395	0.15	(395)
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	379	381	0.15	(380)
47-2152	Plumbers, Pipefitters, and Steamfitters	340	378	0.14	(378)
11-9051	Food Service Managers	265	356	0.12	(356)
29-2061	Licensed Practical and Licensed Vocational Nurses	412	343	0.17	(342)
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	365	342	0.15	(342)
47-2073	Operating Engineers and Other Construction Equipment Operators	293	323	0.12	(323)
29-1171	Nurse Practitioners	310	308	0.17	(308)
13-1028	Buyers and Purchasing Agents	317	294	0.12	(293)
15-1232	Computer User Support Specialists	378	279	0.15	(279)
31-9091	Dental Assistants	219	279	0.09	(279)
49-9041	Industrial Machinery Mechanics	245	258	0.11	(258)
Total		32,257	29,177	13	(29,164)

Source: Emsi and Camoin Associates

Economic Development Resources for the Northern CEDR

The following is a list of some of the key economic development organizations in the region:

- **Chambers of Commerce (multiple):** Promotes business economic and community development, and the region's quality of life.
- **Community College System of New Hampshire:** Lakes Region Community College in Laconia, NH; White Mountains Community College in Berlin, NH
- **Coos Economic Development Corp. (CEDC):** Serving Coos County by offering offer resources and support to businesses, including access to financing, workforce development, and assistance with permits and regulations.
- **Dartmouth Regional Technology Center (DRTC):** Supports technology-based startups and businesses.
- **Lakes Regional Planning Commission:** Regional planning commission focused on land use planning, transportation, and economic development.
- **New Hampshire Business Finance Authority (BFA):** State resource providing financing programs for New Hampshire businesses.
- **NH Manufacturing Extension Partnership (NH MEP):** Assisting manufacturers to improve productivity, competitiveness, and innovation.
- **Northern Borders Regional Commission (NBRC):** Federal-state partnership supporting economic and community development across six rural counties by providing funding and resources for projects promoting economic growth.
- **North Country Council:** The regional planning commission providing land use planning, transportation, and economic development initiatives.
- **SCORE:** SCORE is a national nonprofit organization that provides free mentoring and counseling to small businesses and entrepreneurs.
- **Small Business Development Center (SBDC):** Offers free or low-cost counseling, workshops, and resources to help small businesses start, grow, and succeed in the region.
- **University System of New Hampshire - Plymouth State University:** Located in Plymouth, NH.

SEACOAST CEDR: ROCKINGHAM & STRAFFORD COUNTIES

Key Takeaways

Demographics

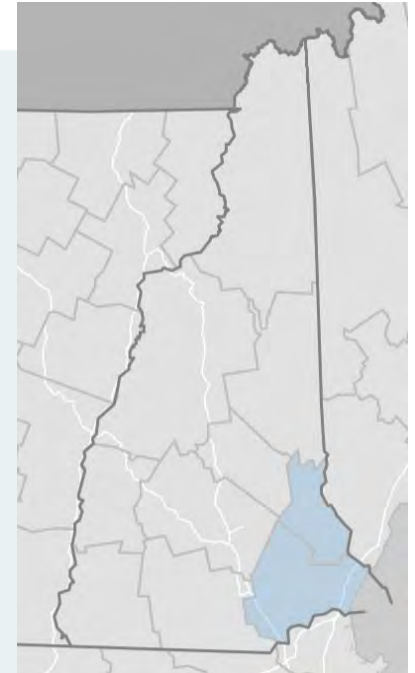
- The Seacoast CEDR's population grew over the last five years and is projected to continue that growth over the next five years.
- Portions of the region are younger compared to state and national averages, while the median age is higher than state and national averages in other areas of the region.
- There are fewer millennials and a higher retirement risk than the national average.
- Racial diversity is lower than expected for an area of this size.
- Educational attainment is higher than the state average.
- Poverty rates are lower than the national average; in portions of the region, the median household income is lower than the state average, while other parts of the region have a median household income above that average.
- In-migration since 2017 has contributed to the region's increased population.

Economy

- More jobs will be created over the next five years. Average earnings have increased but are lower than state and national averages.
- The region's share of state GRP is in line with its share of population and high compared to its share of jobs; its workers are less productive than state and national levels.
- The region's top industries measured by the number of new jobs are General Medical and Surgical Hospitals; Corporate, Subsidiary, and Regional Managing Offices; Snack and Nonalcoholic Beverage Bars; Landscaping Services; and Offices of Physicians.

Labor Force

- Labor force participation has not attained pre-pandemic levels and is lower than state and national averages. The unemployment rate is below the national average. The needs of the employers, who need more basic skills, is not aligned with the population, which is higher skilled.
- Post-high school education enrollments decreased between 2017 and 2021, while certificate completions increased during the same time.
- The average commute times vary within the region.
- The region has a smaller proportion of older workers compared to the state average.
- The Seacoast region's workforce is more racially and ethnically diverse than the state average but less racially and ethnically diverse than the national average.
- The following demographics have higher rates of unemployment compared to the rest of the population: 45 to 54 years (21.6% of the state's unemployed population), and 35 to 44 years (21.1% of the state's unemployed population).
- The demographics that would offer the greatest impact in terms of expanding the workforce due to their size include Caucasian, males, 45-55 years, not Hispanic or Latino.



Seacoast: Demographics



- 32.3% of New Hampshire's population
- **Increased by 17,238** over the last 5 years (3.9%, compared to 4.0% for the State and 2.8% for the US)
- **Projected to increase by 20,653** over the next 5 years (4.5%, compared to 4.5% for the State and 2.6% for the US)

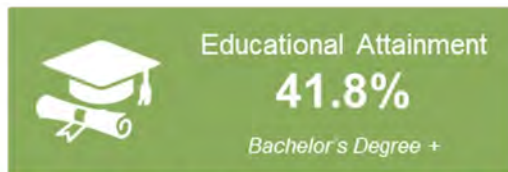


- **Strafford County's median age is the lowest in the State and it is below the Nation's median age (38.4).** Rockingham County's median age is higher than the State's (43.0) and the Nation.
- **Fewer millennials than expected** for an area this size (85,677 compared to 91,789)
- **High retirement risk** for an area this size (153,598 aged 55+ compared to 133,567 for the Nation) and is in line with the State's risk



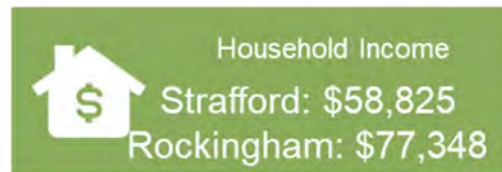
- **Increased by 6,868** over the last 5 years (19.6% compared to 18.9% for the State and 7.8% for the US)
- **Expected to increase by an additional 8,340** over the next 5 years (19.9% compared to 18.0% for State and 7.5% for the US)
- **Racial diversity is low** for an area this size (40,210 racially diverse people compared to 182,863)

*Share of the population that does not identify as White, Non-Hispanic, Lightcast Population Demographics



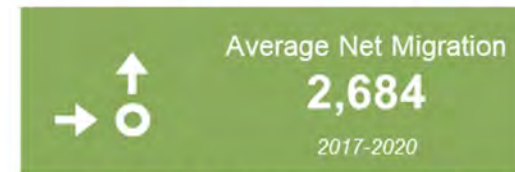
- The region's educational attainment is 3.0% higher than the State's rate of 38.9%, and 7.7% higher than the national rate of 34.1%
- The high school graduation rate in the State of New Hampshire is 87.7%
- This high school dropout rate in the State of New Hampshire is 3.4%

* 2021-2022 Cohort Graduation and Dropout Rate, New Hampshire Department of Education



- **Rockingham County's median household income is substantially higher than the State (\$64,916), while Strafford County's is lower.**
- Rockingham County's poverty rate (4.9%) is significantly lower than Strafford County's (9.2%) and lower than the State's (7.4%)
- Both counties have less poverty than the nation (12.6%)

* Household income, American Community Survey 5-year estimates

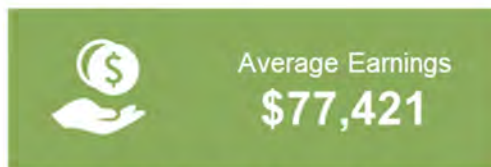


- The region is a **net importer of population** with an annual average of 9,770 migrating out of the region and 11,377 migrating in per year
- In 2020, top originating counties included: Essex County, MA (19.6), Hillsborough County, NH (16.1%), and Middlesex County, MA (10.3%)
- In 2020, top destination counties included: Hillsborough County, NH (16.3%), York County, ME (8.5%), and Essex County, MA (7.6%)

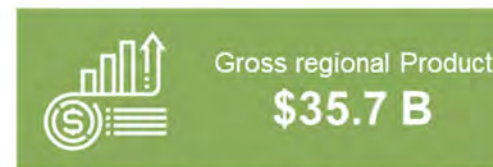
Seacoast: Economy



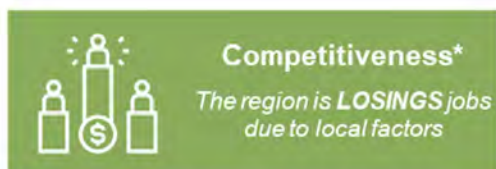
- 29.8% of the State's jobs
- **Increased by 639** over the last 5 years (0.3% compared to 1.7% in the State and 3.8% in the US)
- **Projected to increase by 966** over the next 5 years (1.9% compared to 4.5% in the State and 7.0% in the US)



- Earnings are higher in Rockingham County (\$79,376) than in Strafford County (\$71,354)
- \$5,251 lower than the State's average (\$82,673) and \$3,408 lower than the national average (\$80,830)
- **Average earnings have increased by 23.6% since 2017** (compared to 28.9% for the State and 24.9% for the Nation)



- 33.2% of the State's GRP, which is in line with the region's population (32.3%) and high compared to its share of the State's jobs (29.8%)
- **Productivity is at \$135,921 per worker**, which is \$4,524 lower than the State and \$16,753 lower than the nation



- General Medical and Surgical Hospitals: +316
- Rubber Product Manufacturing for Mechanical Use: +223
- Other Metal Valve and Pipe Fitting Manufacturing: +221
- Other Residential Care Facilities: +198
- Residential Intellectual and Developmental Disability Facilities: +166

*i.e., job growth or decline cannot be explained by national or industry growth



- Chocolate and Confectionery Manufacturing from Cacao Beans: 45.4
- Fiber Optic Cable Manufacturing: 31.3
- Small Arms, Ordnance, and Ordnance Accessories Manufacturing: 31.1
- Other Nonscheduled Air Transportation: 21.7
- Tire Retreading: 20.4

* Compares an industry's share of regional employment with its share at the national level. A concentration of 2.5 would mean the industry is 2.5x more concentrated in the region than the typical region.



- General Medical and Surgical Hospitals: +776 (14.8%)
- Corporate, Subsidiary, and Regional Managing Offices: +761 (37.3%)
- Snack and Nonalcoholic Beverage Bars: +663 (35.1%)
- Landscaping Services: +662 (35.7%)
- Offices of Physicians (except Mental Health Specialists): +470 (11.7%)

Seacoast: Labor Force



Labor Force
258,762

April 2023

- 34.4% of the State's labor force
- **Labor force participation rate of 67.7%**, which is 3.7% higher than the State (64.0%) and 5.3% higher than the Nation (62.5%)
- **Participation rates have been on a long-term decline in keeping with State trends**, and have not yet recovered to the pre-pandemic rate of 72.9% (2019)
- 123,256 civilian, non-institutionalized residents 16 years + are not participating in the labor force, which accounts for 29.1% of the State's total



Unemployment
1.2%

April 2023

- **3,134 workers are unemployed**, which is 35.4% of the State's total
- Unemployment is equal to the State's rate, but is 1.9% lower than the Nation's (3.1%)
- Unemployment has fallen by 1.5% over the last five years
- **Unemployment rates are down from their peak of 6.7% during 2020**



Underemployment *
28.1%

- More than one quarter of the population is overqualified for the types of jobs employers are offering. This indicates a misalignment between what employers need (low-skill workers) and the population (high-skills)
- Underemployment is higher than the State (27.3%) and the Nation (26.8%)
- There are 8.8% more people with Some College, Non-Degree Awards than required by employers; 8.3% more with an Associate's Degree; and 11.1% more with a Graduate Degree or Higher than there are jobs at those levels

* Underemployment = Population at Educational Level – Jobs Requiring Educational Level



Average Annual College Completions
4,510

2017 - 2021

- 6 higher education institutions operating within the region in this time period
- 4,467 completions in 2021
- Declining enrollment: 15,790 enrollments in 2021 (a 9.6% decrease since 2017)
- **University of New Hampshire is the only institution in this region to offer distance education programs**
- **6.6% of completions were for certificates** with 314 certificates awarded in 2021, up from 5.3% in 2017



Top Skills

Based on
profile analytics *

2017 - 2023

Specialized:

- Marketing (8.9%)
- Project Management (8.3%)
- Sales Management (4.5%)
- Business Development (4.3%)
- Event Planning (4.1%)

Common:

- Customer Service (18.2%)
- Sales (16.4%)
- Management (14.7%)
- Leadership (11.4%)
- Microsoft Office (11.2%)

* Profile analytics mine data from the 476,770 online resumes that list the region as the place of residence (82.6% of all jobs in the region).



Net Commuters
-27,360

2022

- **The region is a net exporter of workers** with an approximately 78,443 inbound commuters and 105,803 outbound
- Top inbound counties: Hillsborough County, NH (32.7%), Essex County, MA (15.3%), and York County, ME (14.1%)
- Top outbound counties: Hillsborough County, NH (29.9%), Essex County, MA (20.1%), and Middlesex, MA (15.7%)
- The mean commute time ranges from 25.9 minutes (Strafford County) to 29.7 minutes (Rockingham County), compared to 27.1 minutes for the State and 26.8 minutes for the Nation.

Top Occupations with the Largest Projected Employment Gaps

Top Occupations with the Largest Projected Employment Gaps in the Seacoast CEDR, 2022–2032

SOC	Description	2022 Employment	2022–2032 Openings	2022–2032 Labor Force	Projected Gap
11-1021	General and Operations Managers	4,015	3,678	171	(3,507)
53-3032	Heavy and Tractor-Trailer Truck Drivers	2,849	3,326	119	(3,208)
15-1256	Software Developers and Software Quality Assurance Analysts and Testers	2,787	2,736	132	(2,604)
41-1011	First-Line Supervisors of Retail Sales Workers	2,622	2,664	97	(2,567)
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	2,119	2,255	90	(2,165)
43-1011	First-Line Supervisors of Office and Administrative Support Workers	2,238	2,159	86	(2,073)
29-1141	Registered Nurses	3,388	2,008	142	(1,865)
39-9031	Exercise Trainers and Group Fitness Instructors	687	1,781	45	(1,736)
41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	1,435	1,775	61	(1,714)
13-2011	Accountants and Auditors	1,817	1,749	77	(1,672)
49-9071	Maintenance and Repair Workers, General	1,537	1,565	64	(1,501)
47-2031	Carpenters	1,668	1,563	65	(1,498)
13-1111	Management Analysts	1,252	1,264	53	(1,210)
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	1,090	1,241	39	(1,201)
13-1198	Project Management Specialists and Business Operations Specialists, All Other	1,349	1,135	58	(1,077)
47-2111	Electricians	1,010	1,118	42	(1,076)
11-9198	Personal Service Managers, All Other; Entmt. and Rec. Managers; and Managers, All Other	1,321	1,131	58	(1,073)
51-1011	First-Line Supervisors of Production and Operating Workers	1,002	1,041	42	(999)
11-3031	Financial Managers	1,215	1,043	54	(989)
13-1161	Market Research Analysts and Marketing Specialists	829	997	38	(959)
51-9161	Computer Numerically Controlled Tool Operators	799	946	34	(912)
25-3021	Self-Enrichment Teachers	608	920	30	(890)
47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	908	915	37	(879)
13-1071	Human Resources Specialists	856	872	36	(837)
47-2152	Plumbers, Pipefitters, and Steamfitters	756	842	32	(810)
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	827	833	34	(798)
15-1232	Computer User Support Specialists	984	821	42	(778)
49-9041	Industrial Machinery Mechanics	719	782	33	(748)
11-3021	Computer and Information Systems Managers	930	766	39	(726)
15-1211	Computer Systems Analysts	940	745	40	(705)
11-9021	Construction Managers	792	679	35	(644)
31-9091	Dental Assistants	463	625	21	(604)
11-9051	Food Service Managers	422	617	21	(596)
13-1028	Buyers and Purchasing Agents	660	618	25	(593)
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	673	604	27	(577)
11-9111	Medical and Health Services Managers	568	601	27	(574)
47-2073	Operating Engineers and Other Construction Equipment Operators	495	541	20	(520)
Total		60,729	58,754	2,586	(56,168)

Source: Emsi and Camoin Associates

Economic Development Resources for the Seacoast CEDR

The following is a list of some of the key economic development organizations in the region:

- **Chambers of Commerce (multiple):** Promotes business economic and community development, and the region's quality of life.
- **Community College System of New Hampshire:** Great Bay Community College in Portsmouth, NH
- **New Hampshire Coastal Program:** Preserves and enhances the state's coastal resources while supporting sustainable economic development.
- **New Hampshire Business Finance Authority (BFA):** State resource providing financing programs for New Hampshire businesses.
- **NH Manufacturing Extension Partnership (NH MEP):** Assisting manufacturers to improve productivity, competitiveness, and innovation.
- **Pease Development Authority:** Manages the tradeport, which is home to world-class businesses, an airport, and recreational space.
- **Rockingham Economic Development Corporation (REDC):** Private, non-profit organization fostering economic development and job growth around the county.
- **SCORE:** SCORE is a national nonprofit organization that provides free mentoring and counseling to small businesses and entrepreneurs.
- **Seacoast Local:** Promotes the growth of locally owned and independent businesses in the Seacoast area.
- **Small Business Development Center (SBDC):** Offers free or low-cost counseling, workshops, and resources to help small businesses start, grow, and succeed in the region.
- **Strafford Regional Planning Commission & Rockingham Planning Commission:** Regional planning commission focused on land use planning, transportation, and economic development.
- **Strafford Economic Development Corp. (SEDC):** Non-profit organization promoting economic development around the county.
- **University System of New Hampshire – University of New Hampshire:** Located in Durham, NH

REGIONAL BUSINESS ATTRACTION STRATEGIES

Regions can play a role implementing the state-level strategy. Specifically, CEDRs may consider incorporating the following efforts into their work to align with state initiatives:

- Update economic development/municipal website content to highlight the value proposition of the state and region.
 - Focus on providing details about available land or properties.
 - Provide clarity on who to call with economic development or workforce related questions.
- Review the Geographic Competitiveness Assessment prepared as part of the Business Attraction Strategy to identify specific cluster opportunities and/or specific investments or infrastructure needed to be more attractive to opportunity clusters.
 - Identify infrastructure or programming improvements that can be made to be more attractive to certain clusters.
 - Coordinate efforts throughout the region to meet the workforce, space, infrastructure, and supply chain needs.
- Focus on streamlining any permitting requirements or processes to be clear and predictable.
 - Communicate with people who have gone through the process recently to identify areas for improvement.
 - Make sure process, information, resources, and frequently asked questions are all available on your website. Include multiple languages when possible.
 - Communicate with local officials and department heads to make sure there is consistency in process and protocol.
- Maintain regular communication with BEA to share information about potential projects, sites, and opportunities.
 - Attend and participate in statewide forums and events.
 - Maintain and nurture relationships with BEA to highlight available sites and get ahead of any concerns or opportunities.

Attachment 5

Lakes Region Planning Commission

FY24.09		Codes for Direct Expense	03 · 28 · 2024		
FY23 - 100 General Administration and Education				202	Planning Environmental Linkages (PEL)
	101	Regional Business		202.01	Planning Environmental Linkages (PEL)
FY23 - 200 Regional Services				203	Transportation Planners Collaborative (TPC)
	215	PRLAC Assistance		203.01	TPC Participation
113	242	Economic Development Planning Assistance (TBG - B) FY24		204	Interagency Consultation
	295	DES Stormwater Protection - Belmont, Northfield and Sandwich		204.01	Interagency Consultation
FY23 - 300 Local Services				205	Transportation Improvement Program (TIP)
	300	GIS Mapping Services		205.01	TIP Update
	310	General Technical Assistance		206	Congestion Management Process
113	392	Technical Land Use Planning Assistance (TBG - A) FY24		206.01	Congestion Management Process
	383.25	Other Traffic Counts		208	Regional Transportation Plan
FY20	392	Bridgewater HSEM		208.01	Regional Transportation Plan
FY20	393	Tilton HSEM		210	State/Long Range Transportation Plan
FY23	301	Gilmanton HSEM		210.01	State Long Range Transportation Plan
FY23	302	Moultonborough HSEM		211	Bicycle and Pedestrian Planning
FY23	303	Wolfboro HSEM		211.01	Bicycle and Pedestrian Planning
FY23	306	Andover HSEM		300	Public Involvement and Coordination
FY24	307	Gilford Culverts and Closed Drainage Systems (CCDS) <i>[New]</i>		301	Transportation Technical Advisory Committee (TAC)
FY23 - 400 Economic Development				301.01	TAC Support and Participation
	428	Comprehensive Economic Development Strategy		301.02	Membership Tracking and Updates
FY22	436	Lakes Region Community Developers Gale School Project		301.03	Field Reviews
FY22	438	NBRC Town of Hebron		302	Planning Commission/Committee Meetings
FY23	441	NBRC Laconia WOW Opechee Loop		302.01	Communication and Outreach
FY24	442	CDBG Grafton County Microenterprise - Technical Assistance FY23/24		303	Public Involvement Plan
FY24	443	EPA Brownfields FY24/25 (<i>Oversight</i>)		303.01	Public Involvement Plan
FY24	451	EPA Brownfields FY24/25 (<i>Contractual</i>)		304	Public Outreach
FY23	444	Pardoe Stormwater Assessment		304.01	Communication and Outreach
FY24	445	USDA Solid Waste Management Grant FY24		400	Plan Support
FY24	446	NBRC Town of Gilford		401	Traffic Counts
FY24	447	NBRC Adaptive Sports		401.01	Traffic Volume Data Collection
FY24	448	NBRC GALA Community Center		401.02	Recruitment, Training, Organizational Meetings
FY24	449	NBRC LR Model RR Museum		401.03	Revised Traffic Counting Manual
FY24	450	HUD Regional Plan Update		402	RSMS/SADES
FY25	452	CDBG Grafton County - Microenterprise - Technical Assistance FY24/25		402.01	RSMS/SADES
FY25	453	HUD Grafton County - Transformational Planning Grant <i>[New]</i>		403	Geographical Information Systems
FY23 - 500 Household Hazardous Waste				403.01	GIS
FY24	519	HHW Summer 2023 (Labor Only)		404	Demographics
FY24	520	HHW Summer 2023 (Collection - All Other)		404.01	Data Management
FY25	521	HHW Summer 2024 (Labor Only)		405	Equipment and Travel
FY25	522	HHW Summer 2024 (Collection - All Other)		405.01	Operation and Maintenance of Traffic Counting Vehicle
FY23 - 600 Transportation Non-UPWP				405.02	Purchase and/or Repair of Traffic Counting Equipment and Supplies
FY24/25 - 724 UPWP Transportation Planning				405.03	Maintenance of Computer Hardware and Software
100 Administration				405.04	Purchase of Transportation Planning Resources [Books/Manuals]
101 Invoices and Accounting				405.05	Maintain or Upgrade Computers Used for Transportation Planning
	101.01	Bookkeeping		405.06	Plotter/Scanner and Service Agreement
	101.02	Monthly Invoices		405.07	On-Call Engineer
	101.03	Auditor's Report		407	Memberships, Subscriptions & Professional Costs
102 Program Administration				407.01	Books and Manuals
	102.01	UPWP Development and Management		407.02	Travel
	102.02	Annual Performance Report		407.03	Postage
	102.03	Status Conference		407.04	Publications
	102.04	Monthly Status Reports		407.05	Other
	102.05	Staff Administration		407.06	Materials
103 Training and Memberships				500	Technical Assistance and Support
	103.01	Training		501	Local and Regional Assistance
	103.02	Memberships		501.01	Local Technical Assistance Cost Share Program
104 Indirect Cost Adjustment				501.03	Local and Regional Transportation Meetings
	104.01	Adjustment		502	Statewide Assistance
200 Policy and Planning				502.02	HSIP Assistance
	201	Ten Year Plan (TYP)		502.05	Coordinate Regional Data with NH DOT Planning
	201.01	Project Review and Scoping		503	Local Public Agency (LPA) Program Support
	201.02	Environmental Review		503.01	Transportation Alternatives
	201.03	Information Dissemination		504	Special Projects
	201.04	Meetings and Public Hearings		504.01	Special Projects
	201.05	Transportation Legislation Tracking			FY24/25 UPWP Codes will be identified as follows:

Informational Material



The Executive Council of the State of New Hampshire
State House, 107 North Main Street, Concord, NH 03301

CINDE WARMINGTON
EXECUTIVE COUNCIL
DISTRICT TWO

TO: All District Two Cities and Towns
FROM: Executive Councilor Cinde Warmington
DATE: Monday, April 1, 2024

The Governor and Executive Council met on Wednesday, March 27, 2024, in Concord, NH at the State House and considered an agenda of approximately 93 items. The next scheduled meetings of the Governor and Executive Council will be held on Wednesday, April 10, 2024, in Concord, NH, beginning with the breakfast meeting at 8:00 a.m. at the New Hampshire Department of Justice at 1 Granite Place South and following with the regular meeting at 10:00 a.m. at the State House.

These meetings are open to the public.

The highlighted items below are of significance to District Two:

All Items were approved by unanimous vote of the Executive Council Except for the following:

Items # 1A: Withdrawn by Agency

Item #7A: 5-0 Tabled

Item #49: 4-1 Councilor Wheeler voting No

CONSENT CALENDAR AGENDA

#1 MOP 150, I, B (1): Expenditure Approvals

DEPARTMENT OF SAFETY

A. **WITHDRAWN** by Agency - Thomas Kaempfer, Assistant Director of the Division of Motor Vehicles, to travel outside of a 300-mile radius of the office headquarters, to Arlington, VA, to attend the American Association of Motor Vehicle Administrators Leadership Academy, April 7-12, 2024. Effective upon G&C approval. No funds are being requested for this travel.

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DEPARTMENT OF SAFETY

B. Authorized the Division of Emergency Services and Communications (DESC) to send one Communications Supervisor I over 300 miles one way in a DOS DESC Radio Communications Maintenance State vehicle, at a cost of \$870, to Lansdale, PA to receive tower climbing certification training from April 17-20, 2024. Effective upon G&C approval. **100% Agency Income**

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DEPARTMENT OF HEALTH AND HUMAN SERVICES

Office of the Commissioner

C. Authorized to enter Sarah Frances Draper into an educational tuition agreement with Southern New Hampshire University, Boston, MA, to participate in Cognitive Processes, from May 13, 2024 to July 21, 2024 and to pay costs in an amount of \$1,433.25. **20% Federal Funds, 80% General Funds**

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DEPARTMENT OF HEALTH AND HUMAN SERVICES

Office of the Commissioner

D. Authorized to enter Sandy Lisa Healy into an educational tuition agreement with Manchester Community College,

Manchester, NH, to participate in Human Growth and Development, from May 20, 2024 to August 10, 2024 and to pay costs in an amount of \$705. **20% Federal Funds, 80% General Funds**

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DEPARTMENT OF EDUCATION

E. Authorized to pay National Council on School Facilities, Washington, DC, in an amount not to exceed \$5,000, for membership dues. Effective July 1, 2024, upon G&C approval through June 30, 2025. **100% General Funds**

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DEPARTMENT OF JUSTICE

F. Authorized to pay the National Criminal Justice Association, Washington, DC, in the amount of \$5,306, for membership dues. Effective July 1, 2024, upon G&C approval through June 30, 2025. **100% Federal Funds**

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#2 MOP 150, I, B (2): Approval of Acceptances

DEPARTMENT OF TRANSPORTATION

A. Authorized the Bureau of Highway Maintenance to accept 17,250 trash bags, with a reported value of \$2,754.25, from New Hampshire the Beautiful Inc., for use in the Sponsor-a-Highway Program.

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FISH AND GAME DEPARTMENT

B. Authorized to accept a \$7,500 donation from the National Wild Turkey Federation, Edgefield, SC, to be utilized by the Wildlife Division for habitat improvement projects. Effective upon G&C approval through June 30, 2024.

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DEPARTMENT OF SAFETY

C. Authorized the Division of Emergency Services and Communications to accept the donation of a comfort dog, valued at approximately \$7,000, from Hero Pups, LLC, Stratham, NH. Effective upon G&C approval.

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#3 MOP 150, I, B (3): Reports and Findings

DEPARTMENT OF LABOR

A. Authorized to accept and place on file the Biennial Report for the period July 1, 2021 through June 30, 2023.

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#4 MOP 150, I, B (4): Nominations, Confirmations and Appointments

DEPARTMENT OF MILITARY AFFAIRS AND VETERANS SERVICES

A. Authorized the nomination of Christopher A. Fauver, Springfield, VT, for promotion to the rank of Colonel in the NH Army National Guard. This officer meets the physical, moral and professional qualifications for this grade promotion in the NH Army National Guard.

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DEPARTMENT OF MILITARY AFFAIRS AND VETERANS SERVICES

B. Authorized the nomination of LTC Brian S. Fisher, Deerfield, NH, for promotion to the rank of Colonel in the NH Army National Guard. This officer meets the physical, moral and professional qualifications for this grade promotion in the NH Army National Guard.

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DEPARTMENT OF MILITARY AFFAIRS AND VETERANS SERVICES

C. Authorized the nomination of Nicholas N. McLellan, Northwood, NH, for promotion to the rank of Major in the NH Army National Guard. This officer meets the physical, moral and professional qualifications for this grade promotion in the NH Army National Guard.

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DEPARTMENT OF MILITARY AFFAIRS AND VETERANS SERVICES

D. Authorized the nomination of Major Jared T. Tobolski, Mineola, NY, for promotion to the rank of Major in the NH Air National Guard. This officer meets the physical, moral and professional qualifications for this grade promotion in the NH Air National Guard.

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DEPARTMENT OF MILITARY AFFAIRS AND VETERANS SERVICES

E. Authorized the nomination of LTC Mark D. Williams, Claremont, NH, for promotion to the rank of Lieutenant Colonel in the NH Army National Guard. This officer meets the physical, moral and professional qualifications for this grade promotion in the NH Army National Guard.

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DEPARTMENT OF MILITARY AFFAIRS AND VETERANS SERVICES

F. Authorized the confirmation of Major Joel E. Webley, Collierville, TN, for appointment to the rank of Lieutenant Colonel, in the NH Air National Guard.

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#5 MOP 150, I, B (5): Other Items


DEPARTMENT OF AGRICULTURE, MARKETS & FOODS

A. Authorized to amend a Cooperative Project Agreement with the University of New Hampshire Office of Sponsored Research (originally approved by G&C on 6/28/23, Item #107), for the 2023 IPM Program for Fruit and Vegetable Crops On-Farm Monitoring by extending the completion date from March 31, 2024 to September 30, 2024, and amending the Campus Project Director from Kyle Quigley to Amber Vinchesi-Vahl with no additional funding. Effective upon G&C approval. **100% Other Funds – Integrated Pest Management**

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DEPARTMENT OF ENERGY

B. Authorized to amend an existing contract with Douglas W. Brogan, Concord, NH (originally approved by G&C on 4/12/23, Item #68), by extending the contract from April 30, 2024 to April 30, 2025, to assist and advise the Department in evaluating water utility engineering and capital cost data. Effective upon G&C approval. No additional funding is being requested. **100% Other (Special Utility Assessment)**

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DEPARTMENT OF ENVIRONMENTAL SERVICES

C. Authorized to amend a grant to the Town of Amherst, NH (originally approved by G&C on 12/21/22, Item #79), by extending the completion date from April 1, 2024 to January 1, 2026 to remediate per – and polyfluoroalkyl substances (PFAS). This is a no cost time extension. **100% PFAS Response Funds**

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DEPARTMENT OF ENVIRONMENTAL SERVICES

D. Authorized to amend an American Rescue Plan Act grant to the Loon Estates Cooperative, Inc., Northwood, NH (originally approved by G&C on 5/18/22, Item #74), by modifying the scope of services for the water and wastewater system improvements project. Effective upon G&C approval through March 31, 2025. This is a no cost scope

amendment. **100% Federal Funds**

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DEPARTMENT OF ENVIRONMENTAL SERVICES

E. Authorized to amend a Lead Service Line Inventory Grant to the City of Concord, NH (originally approved by G&C on 3/22/23, Item #89), by extending the completion date from March 30, 2024 to December 31, 2024, and adjusting the scope of work for lead service line inventories. This is a no cost time amendment. (2) Further authorized to amend an American Rescue Plan Act grant to the City of Concord (originally approved by G&C on 3/8/23, Item #41), by extending the completion date from June 1, 2024 to April 1, 2025, to complete water system improvements that will improve cybersecurity. This is a no cost time extension. Effective upon G&C approval. **100% Federal Funds**

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DEPARTMENT OF ENVIRONMENTAL SERVICES

F. Authorized to amend a Lead Service Line Inventory Grant to the Merrimack Village District, Merrimack, NH (originally approved by G&C on 4/12/23, Item #97), by extending the completion date from March 30, 2024 to December 31, 2024. This is a no cost time amendment. (2) Further authorized to amend a Lead Service Line Inventory grant to the Town of Newmarket, NH (originally approved by G&C on 3/22/23, Item #93), by extending the completion date from March 30, 2024 to December 31, 2024. This is a no cost time amendment. The approval of these amendments is needed to provide additional time to complete water system improvements that will meet federal lead service line inventory requirements. Effective upon G&C approval. **100% Federal Funds**

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DEPARTMENT OF ENVIRONMENTAL SERVICES

G. Authorized to amend a Lead Service Line Inventory grant to the Hampstead Area Water Company, Inc., Atkinson, NH (originally approved by G&C on 3/22/23, Item #91), by extending the completion date from March 30, 2024 to December 31, 2024. This is a no cost time amendment. (2) Further authorized to amend a Lead Service Line Inventory grant to the Town of Salem, NH (originally approved by G&C on 5/3/23, Item #106), by extending the completion date from March 30, 2024 to December 31, 2024. This is a no cost time amendment. (3) Further authorized to amend a Lead Service Line Inventory grant to the Town of Seabrook, NH (originally approved by G&C on 3/22/23, Item #94), by extending the completion date from March 30, 2024 to December 31, 2024. This is a no cost time amendment. Effective upon G&C approval. **100% Federal Funds**

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DEPARTMENT OF ENVIRONMENTAL SERVICES

H. Authorized to amend a Lead Service Line Inventory grant to the Berlin Water Works, Berlin, NH (originally approved by G&C on 3/22/23, Item #86), by extending the completion date from March 30, 2024 to December 31, 2024. This is a no cost time amendment. (2) Further authorized to amend a Lead Service Line Inventory grant to the Central Hooksett Water Precinct, Hooksett, NH (originally approved by G&C on 3/22/23, Item #87), by extending the completion date from March 30, 2024 to December 31, 2024. This is a no cost time amendment. (3) Further authorized to amend a Lead Service Line Inventory grant to the Town of Exeter, NH (originally approved by G&C on 3/22/23, Item #90), by extending the completion date from March 30, 2024 to December 31, 2024. This is a no cost time amendment. Effective upon G&C approval. **100% Federal Funds**

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DEPARTMENT OF ADMINISTRATIVE SERVICES

I. Authorized to amend an existing contract with SIMPLIFILE LC, Provo, UT (originally approved by G&C on 6/2/21, Item #129), for Electronic Lien recording services by extending the completion date from April 30, 2024 to April 30, 2025, with no change to the price limitation of \$300,000. Effective upon G&C approval.

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DEPARTMENT OF ADMINISTRATIVE SERVICES

J. Authorized to amend an existing contract with Electronic Risks Consultants, Inc., Phillipsburg, NJ, for laboratory equipment maintenance and repair services, by adding additional equipment with no change to the price limitation of \$1,368,193.20 and no change to the completion date of June 30, 2024. Effective upon G&C approval.

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REGULAR AGENDA

DEPARTMENT OF HEALTH AND HUMAN SERVICES

Office of the Commissioner

#6 Authorized to extend one full-time temporary Compliance Officer-5 (Program Specialist IV), the purpose of this position is to evaluate programs, operations, and data for use in developing and implementing federal regulatory compliance protocols, and internal quality assurance. Effective November 7, 2024, upon G&C approval through November 6, 2025. **51.6% Federal Funds, 13.1% Other Funds, 35.3% General Funds**

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#7 Authorized to extend one full-time temporary ADMIN ASSTS-4 (Legal Secretary IV), the purpose of this position includes processing all appeals, maintaining and processing all electronic and first-class mail, scheduling hearings, maintaining the calendar for all hearing officers, docketing all cases, as well as handling all phone calls for the unit. Effective June 29, 2024, upon G&C approval through June 28, 2025. **39.7% Federal Funds, 60.3% General Funds**

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#7A **TABLED** to enter into a contract with Unite USA, Inc., New York, NY, in the amount of \$7,948,825 for a closed loop referral solution. Effective upon G&C approval through September 30, 2029, with the option to renew for up to five additional years. **58% Federal Funds, 42% General Funds**

[Download](#)  **VOTE: 5-0**

Division for Children, Youth & Families

#8 Authorized to continue one full-time temporary CMTY SVC MGRS-4, this position is responsible for directing aspects of residential facility management. Effective April 4, 2024, upon G&C approval through April 3, 2025. **100% General Funds**

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#9 Authorized to enter into a **sole source** amendment to an existing contract with Green Omega L3C, LLC, Vergennes, VT (originally approved by G&C on 4/12/23, Item #18), for the provision of Restorative Practices Training, by increasing the price limitation by \$114,313 from \$80,000 to \$194,313, with no change to the contract completion date of February 28, 2025. Effective upon G&C approval. **100% Federal Funds**

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#10 Authorized to enter into a **sole source** amendment to an existing contract with Maxim Healthcare Staffing Services, Inc., Manchester, NH (originally approved by G&C on 12/22/21, Item #20A), for continued staffing needs at Sununu Youth Services Center, by increasing the price limitation by \$500,000 from \$2,346,720 to \$2,846,720 and by extending the completion date from April 30, 2024 to October 31, 2024. Effective May 1, 2024, upon G&C approval. **100% General Funds**

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#11 Authorized to enter into a **sole source** amendment to an existing contract with Mindshare Consulting Group, LLC, Lutz, FL (originally approved by G&C on 7/12/22, Item #10A), to continue providing the Department 24-house access and technical support to its proprietary Mindshare portal to enable the Department to identify children at the highest risk of abuse and neglect, by exercising a contract renewal option by increasing the price limitation by

\$108,000 from \$108,000 to \$216,000 and extending the completion date from June 30, 2024 to June 30, 2026. Effective July 1, 2024, upon G&C approval. **100% General Funds**

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Division for Behavioral Health

#12 Authorized to **retroactively** continue the full-time temporary position SCV SPECS-6, this position provides coordination and management of the Opioid Abatement Advisory Commission planning the development and modification of programs, policies, and procedures and managing and evaluating the work product of state and local programs providing services in accordance with RSA 126-A:84-86. Effective **retroactive** to November 10, 2023, upon G&C approval through November 9, 2024. **100% Other Funds (Opioid Abatement Trust Fund)**

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#13 Authorized to enter into **sole source** contracts with the Contractors as detailed in the letter dated March 5, 2024, in an amount not to exceed \$320,000 to deliver coalition operation support services focused on prevention and reduction of substance use by youth. Effective upon G&C approval through June 30, 2025, with the option to renew for up to two additional years. **100% General Funds**

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#13A Authorized to enter into contracts with the Contractors as detailed in the letter dated March 4, 2024, in an amount not to exceed \$8,500,000 for the provision of year-round emergency shelter services and supportive services to individuals and families who are experiencing homelessness, or who are at risk of homelessness. Effective April 1, 2024, upon G&C approval through June 30, 2025, with the option to renew for up to five additional years. **100% General Funds**

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New Hampshire Hospital

#14 Authorized to make a **retroactive** payment to the National Association of State Mental Health Program Directors Research Institute, Inc., Falls Church, VA, in the amount of \$7,802, for continued participation in the Research Institute's Behavioral Healthcare Performance Measurement System. Effective March 1, 2024, upon G&C approval through February 28, 2025. **86% General Funds, 14% Other**

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Division of Medicaid Services

#15 Authorized to enter into a **sole source** amendment to an existing contract with Myers and Stauffer, LLC, Owings Mills, MD (originally approved by G&C on 12/6/17, Item #7), to continue providing out-patient hospital and hospital-based rural health clinics cost settlement services, by increasing the price limitation by \$146,885 from \$679,111 to \$825,996 and by extending the completion date from March 31, 2024 to March 31, 2025. Effective upon G&C approval. **50% General Funds, 50% Federal Funds**

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#16 Authorized to enter into an amendment to an existing contract with Milliman, Inc., Seattle, WA (originally approved by G&C on 5/18/22, Item #8A), to continue providing actuarial services and technical support, by exercising a renewal option by increasing the price limitation by \$6,247,384 from \$5,416,530 to \$11,663,914 and extending the completion date from June 30, 2024 to June 30, 2026. Effective upon G&C approval. **50% Federal Funds, 34% General Funds, 16% Other Funds as defined in RSA 126-AA:3,I**

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Division of Long Term Supports and Services

#17 Authorized to enter into **sole source** amendment to an existing contract with the City of Nashua, NH (originally approved by G&C on 9/23/20, Item #16), for transportation services to adults ages 60 years and older, by exercising a contract renewal option by increasing the price limitation by \$377,874 from \$755,748 to \$1,133,622 and by extending the completion date from June 30, 2024 to June 30, 2026. Effective July 1, 2024, upon G&C approval. **51% Federal**

Funds, 49% General Funds

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#18 Authorized to enter into an amendment to an existing contract with Amoskeag Health, Manchester, NH (originally approved by G&C on 6/15/22, Item #41), for specialty services for children with medical complexity, by exercising a contract renewal option by increasing the price limitation by \$730,000 from \$730,000 to \$1,460,000 and by extending the completion date from June 30, 2024 to June 30, 2026. Effective July 1, 2024, upon G&C approval.

25% Federal Funds, 75% General Funds

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Division of Public Health Services

#19 Authorized to amend an existing Memorandum of Understanding with the New Hampshire Department of Justice, Office of Chief Medical Examiner, Concord, NH (originally approved by G&C on 9/20/23, Item #24), for monitoring incidence, trends, and characteristics of Sudden Unexpected Infant Death and Sudden Death in the Young, by increasing the price limitation by \$4,500 from \$52,049 to \$56,549 with no change to the completion date of September 29, 2025. Effective April 1, 2024, upon G&C approval. **100% Federal Funds**

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#20 Authorized to enter into Provider Agreements with eligible Oral Health Providers for the purpose of providing oral health care services statewide, specifically to support school and community-based dental programs. (2) Further authorized The New Hampshire Healthy Lives Oral Health Program to make unencumbered payments not to exceed \$2,995,422 for all participating oral health care providers. Effective upon G&C approval through June 30, 2028. **61% Federal Funds, 39% General Funds**

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#21 Authorized to make a **retroactive** amendment to an existing contract with Perry Johnson Laboratory Accreditation, Inc., Troy, MI (originally approved by G&C on 1/22/20, Item #17), for the provision of ISO/IEC 17025 accreditation for microbiology, chemistry, radiochemistry, and rabies laboratory procedures conducted at the New Hampshire Public Health Laboratories, by exercising a contract renewal option by extending the completion date from December 31, 2023 to December 31, 2027 and increasing the price limitation by \$34,712 from \$27,685 to \$62,397. Effective **retroactive** to January 1, 2024, upon G&C approval. **100% Federal Funds**

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#22 Authorized to enter into a **sole source** amendment to an existing contract with Theiagen Consulting LLC, Highlands Ranch, CO (originally approved by G&C on 7/19/23, Item #13), for continuation of support and data analysis for whole genome sequencing, by exercising a contract renewal option by increasing the price limitation by \$152,096 from \$107,000 to \$259,096 and extending the completion date from June 30, 2024 to June 30, 2026. Effective upon G&C approval. **100% Federal Funds**

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#23 Authorized to enter into a **sole source** amendment to an existing contract with Mary Hitchcock Memorial Hospital, Lebanon, NH (originally approved by G&C on 6/1/22, Item #25), for the provision of injury prevention services, by exercising a contract renewal option by increasing the price limitation by \$278,931 from \$473,633 to \$752,564 and by extending the completion date from March 31, 2024 to March 31, 2026. Effective April 1, 2024, upon G&C approval. **83.39% Federal Funds, 16.61% General Funds**

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#23A Authorized to amend the existing Provider Agreement template for the New Hampshire Healthy Lives Program (originally approved by G&C on 11/14/18, Item #20) to continue to make unencumbered payments for the provision of cervical cancer and cardiovascular services and to add additional optional chronic disease services, including diabetes and arthritis, by increasing the price limitation by \$7,197,669 from \$3,757,240 to \$10,954,909 and by extending the completion date from June 30, 2024 to June 30, 2028. Effective upon G&C approval. **91% Federal Funds, 9%**

General Funds

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DEPARTMENT OF TRANSPORTATION

#24 Authorized the Bureau of Right-of-Way to pay property owners, tenants, and/or claimants \$27,670 as documented in the Contemplated Awards lists, for amounts greater than \$5,000 for the period extending from January 3, 2024 through January 18, 2024. Effective upon G&C approval.

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#25 Authorized the Bureau of Right-of-Way to pay property owners \$83,000 as documented in the Contemplated Awards lists, for amounts greater than \$5,000 for the period extending from January 19, 2024 through January 30, 2024. Effective upon G&C approval.

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#26 Authorized the Bureau of Rail & Transit to enter into a **sole source** contract with RLS & Associates, Inc., Dayton, OH, for an amount not to exceed \$414,000 for the management and execution of the New Hampshire Statewide Mobility Manager Program. Effective upon G&C approval for the period of April 1, 2024 through June 30, 2026. **100% Federal Funds**

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#27 Authorized the Bureau of Rail & Transit to enter into a **sole source** contract amendment with Jalbert Leasing, Inc. d/b/a C&J Bus Lines, Portsmouth, NH (originally approved by G&C on 3/3/21, Informational Item #E), to increase the contract amount by \$264,000 from \$4,356,867 to \$4,620,867, to support daily commuter bus service between Dover, Portsmouth, and Seabrook, NH and Boston, MA, as detailed in the letter dated February 15, 2024. (2) Further authorized to extend the contract completion date from June 30, 2024 to December 31, 2024. Effective upon G&C approval. **100% Federal Funds**

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#28 Authorized the Bureau of Rail & Transit to enter into a **retroactive sole source** contract amendment with Concord Coach Lines, Inc., Concord, NH (originally approved by G&C on 3/3/21, Informational Item #D), to increase the contract amount by \$105,000 from \$3,385,125 to \$3,490,125, to support daily commuter bus service between Concord, NH and Boston, MA as detailed in the letter dated February 15, 2024. (2) Further authorized to **retroactively** extend the contract completion date from December 31, 2023 to December 31, 2024. Effective upon G&C approval.

100% Federal Funds

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DEPARTMENT OF INFORMATION TECHNOLOGY

#29 Authorized to grant an annual salary step increase for Kathryn Michener, Director of User Experience, in the amount of \$5,720 from salary level of \$98,842 to a new salary level of \$104,562. Effective **retroactive** to October 4, 2023, upon G&C approval.

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#30 Authorized to accept and expend \$57,600 in State Fiscal Year 2024 from the State Homeland Security Grant Program funds available from the Department of Safety to implement Cybersecurity training for State Agencies to participate in the training and assessment programs offered through the State Homeland Security Grant Program. Effective upon G&C approval through August 31, 2026. **100% Federal Transfer from Other Agency**

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#31 Authorized, for the benefit of the Department of Safety, to enter into a **sole source** amendment to an existing contract with ENE Systems of New Hampshire, Bow, NH (originally approved by G&C on 6/15/22, Item #64), by increasing the price limitation by \$409,335 from \$1,600,000 to \$2,009,335 for the purpose of adding new sites to the

Department of Safety building surveillance camera system, with no change to the contract date of June 30, 2027. Effective upon G&C approval. **73.3% Transfer from Other Agency, 26.7% Agency Watercraft Safety Funds**

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COMMUNITY DEVELOPMENT FINANCE AUTHORITY

#32 Authorized, under the Community Development Block Grant program, to award a grant to the Town of Wolfeboro, NH, in the amount of \$500,000 on behalf of Laconia Area Community Land Trust d/b/a Lakes Region Community Developers to support the construction of 30 new units of housing at the Harriman Hill Phase III housing project located on Beck Drive, Wolfeboro. Effective upon G&C approval through December 31, 2025. **100% Federal Funds**

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#33 Authorized, under the Community Development Block Grant program, to award a grant to the Town of Woodstock, NH, in the amount of \$500,000 on behalf of the Affordable Housing Education and Development to support the construction of 29 new units of housing at the Peeling Village Affordable Housing project located on Lost River Road, Woodstock. Effective upon G&C approval through December 31, 2025. **100% Federal Funds**

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DEPARTMENT OF REVENUE ADMINISTRATION

#34 Authorized to place Attorney Jennifer Ramsey at Step 7 of unclassified salary grade FF, earning \$112,770 annually, for the position of Tax Policy Analyst. Effective May 3, 2024, upon G&C approval. **100% General Funds**

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#35 Authorized to place Mr. Keen Wong at Step 7 of unclassified salary grade DD, earning \$99,500 annually, for the position of Field Audit Leader. Effective May 3, 2024, upon G&C approval. **100% General Funds**

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#36 Authorized to exercise a renewal option and amend the contract with Montagne Powers, LLC, Manchester, NH (originally approved by G&C on 8/2/23, Item #26), by increasing the contract amount by \$40,000 from \$40,000 to \$80,000, and extend the completion date from June 30, 2024 to June 30, 2025 to continue providing strategic communications and public relations services to the Department. Effective upon G&C approval. **100% General Funds**

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DEPARTMENT OF AGRICULTURAL, MARKETS & FOOD

#37 Authorized the Division of Pesticide Control to enter into a Cooperative Project Agreement with the University of New Hampshire, Office of Sponsored Research, in the amount of \$69,416, for the advancement of agricultural research and to assist in the promotion of Integrated Pest Management practices in NH. Effective upon G&C approval through March 31, 2025. **100% Other Funds**

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#38 Authorized the Division of Pesticides Control to enter into a grant agreement with the New Hampshire Timberland Owners Association, Concord, NH, in the amount of \$10,000, for the advancement of agricultural research and to assist in the promotion of Integrated Pest Management practices in NH. Effective upon G&C approval through December 31, 2024. **100% Other Funds (Integrated Pest Management Fund)**

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#38A Authorized the Division of Agricultural Development to provide awards as detailed in the letter dated March 21, 2024, not to exceed a total of \$148,071 from DAMF Crop Loss Program to six recipients. (2) Further authorized to disburse advance payments to the six recipients in amounts indicated in the letter. Effective upon G&C approval

through September 30, 2024. **100% Federal Funds**

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NEW HAMPSHIRE INSURANCE DEPARTMENT

#39 Authorized to increase their fleet size by one vehicle to be used by the Insurance Departments Fraud Unit team for operations and undercover functions to include surveillance operations and criminal investigations. Effective upon G&C approval. **100% Other Funds**

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#40 Authorized to place Jason Dexter at step 7 of unclassified salary grade GG, earning \$121,751, for the position of Assistant Commissioner. Effective upon G&C approval. **100% Agency Income**

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#41 Authorized to place Michelle Heaton at step 6 of unclassified salary grade HH, earning \$126,384, for the position of Director of Life and Health. Effective upon G&C approval. **100% Agency Income**

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#42 Authorized to enter into a **sole source** cooperative project agreement with the University of New Hampshire – Web/Mobile Development in the amount of \$38,491, to provide website enhancements and hosting for the NHID's HealthCost website associated with the initiative to improve the health insurance premium rate review process and transparency related to health insurance premiums and medical care costs in NH. Effective upon G&C approval through June 30, 2028. **100% Other Funds**

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DEPARTMENT OF CORRECTIONS

#43 Authorized to enter into a no-cost Confidential Disclosure Agreement with Asegua Therapeutics LLC to ensure confidentiality of data for discussion, evaluation and negotiation related to Asegua's product pricing and associated contingencies. Effective upon G&C approval through March 31, 2027.

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#43A Authorized to enter into a contract with Pro City Facilities Inc., Manchester, NH, in the amount of \$142,000, for the provision of professional kitchen cleaning services. Effective upon G&C approval for the period beginning April 1, 2024 through March 31, 2025, with the option to renew for one additional period of up to two years. **100% General Funds**

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DEPARTMENT OF ENERGY

#44 Authorized to make adjustments to Department wide appropriations and funding for Fiscal Year 2024 and 2025, as detailed in the letter dated March 27, 2024, to improve and make more economical the administration of the Department. Effective upon G&C approval through June 30, 2025. **87% Other Funds, 13% Federal Funds**

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#45 Authorized to enter into a **sole source** amendment to an existing contract with River Consulting Group, Inc., Clayton, GA (originally approved by G&C on 1/26/22, Item #60), by increasing the price limitation by \$25,000 from \$335,820 to \$360,820 and extending the expiration date from August 30, 2024 to December 31, 2024 to assist and advise the Department in analysis and litigation relating to the electric distribution system planning and engineering. Effective upon G&C approval. **100% Special Utility Assessment**

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#46 Authorized to enter into a **retroactive** amendment to a contract with River Consulting Group, Inc, Clayton, GA (originally approved by G&C on 1/26/22, Item #61), by extending the expiration date from February 1, 2024 to

December 31, 2025 to assist and advise the Department in analysis and litigation relating to natural gas distribution system planning and engineering. Effective upon G&C approval. **100% Other (Special Utility Assessment)**

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GOVERNOR'S OFFICE FOR EMERGENCY RELIEF AND RECOVERY

#47 Authorized to accept and expend \$106,567 to enter into an agreement with CASA of NH to expand their abilities to advocate for the children of NH. Effective upon G&C approval through June 30, 2025. **100% Federal Funds.**

Fiscal Committee approved on March 15, 2024.

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#48 Authorized to enter into an agreement with CASA of NH, Manchester, NH in the amount of \$103,961 in American Rescue Plan Act State Fiscal Recovery Funds in order to expand their abilities to advocate for the children of NH. Effective upon G&C approval through June 30, 2025. **100% Federal Funds. Fiscal Committee approved on March 15, 2024. Contingent upon approval of Item #47 above.**

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#49 Authorized to enter into an agreement with NHSCOT, Concord, NH in the amount of \$197,300 in American Rescue Plan Act State Fiscal Recovery Funds in order to replace revenue lost during the COVID-19 pandemic and due to the cancellation of the 2023 Highland Games. Effective upon G&C approval through June 30, 2025. **100% Federal Funds**

[Download](#)  **VOTE: 4-1 Councilor Wheeler voting No**

FISH AND GAME DEPARTMENT

#50 Authorized to pay the Association of Fish and Wildlife Agencies, Washington, DC, in the amount of \$38,143, for annual membership dues. Effective upon G&C approval **retroactive** for the period of January 1, 2024 through December 31, 2024. **100% Fish and Game Funds**

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DEPARTMENT OF NATURAL AND CULTURAL RESOURCES

#51 Authorized the Division of Parks and Recreation, Cannon Mountain Aerial Tramway and Ski Area to enter into a **retroactive** Memorandum of Agreement (MOA) with Plymouth State University (PSU), Plymouth, NH for discounted price recreational ski and snowboard programs at Cannon Mountain Ski Area, administered by the PSU Student Activities Association. Effective upon G&C approval for the period of December 20, 2023 through the last day of the 2023-2024 ski season. No State Funds Required. (2) Further authorized to accept a payment of \$12,000 for discounted recreational ski and snowboard programs at Cannon Mountain in accordance with the terms of the MOA.

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#52 Authorized the Division of the Arts to award a Conservation License Plate grant to Plainfield Historical Society, Plainfield, NH in the amount of \$20,000 to install fire prevention systems in the Plainfield Town Hall to protect the Maxfield Parrish Stage Set and facility. Effective upon G&C approval through October 31, 2024. **100% Other Funds (Agency Income)**

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DEPARTMENT OF ENVIRONMENTAL SERVICES

#53 Authorized to budget and expend prior year carry forward funds from Water Users fees in the Connecticut Coos Dam Project Account in the amount of \$88,500 to cover higher than expected operating expenses. Effective upon G&C approval through June 30, 2024. **100% Connecticut-Coos Project Funds**

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#54 Authorized to enter into a contract with the New England Water Works Association, Inc., Holliston, MA, totaling \$40,000 to provide training classes for NH's certified drinking water operators. Effective upon G&C approval through

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#55 Authorized to enter into a **sole source** amendment with Eastern Analytical, Inc., Concord, NH (originally approved by G&C on 6/1/22, Item #79), for laboratory analytical services to support the Spill Response and Complaint Investigation Section, by increasing the contract amount by \$10,000 from \$64,389 to \$74,389. Effective upon G&C approval through June 30, 2025. **60% Oil Pollution Control Fund, 40% Hazardous Waste Cleanup Fund**

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#56 Authorized to enter into a **sole source** agreement with the University of New Hampshire, Sponsored Programs Administration, Durham, NH, in the amount of \$45,000 to convert three NHDES existing map viewers to a new web platform. Effective upon G&C approval through June 30, 2025. **100% Capital (General) Funds**

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#57 Authorized to enter into a **sole source** agreement with the University of New Hampshire, Sponsored Programs Administration, Durham, NH, in the amount of \$114,400 to support the Piscataqua Region Monitoring Collaborative project. Effective upon G&C approval through December 31, 2025. **57% CWSRF Management Fees, 43% General Funds**

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#58 Authorized to award a grant to the Winnepesaukee River Basin Program, Franklin, NH, in the amount not to exceed \$50,000 for wastewater utility cybersecurity improvements. Effective upon G&C approval through April 1, 2025. **100% Federal Funds**

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#59 Authorized to award a grant to Centennial Estates Cooperative, Inc., Derry, NH in the amount not to exceed \$340,000 to finance treatment installation to remediate per – and polyfluoroalkyl substances. Effective upon G&C approval through June 1, 2025. **100% Federal Funds**

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#60 Authorized to enter into a grant agreement with the Town of Belmont, NH totaling \$207,520 for partial funding of one plow truck replacement. Effective upon G&C approval through December 31, 2024. **100% NH Volkswagen Environmental Mitigation Trust Funds**

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#61 Authorized to enter into a grant agreement with the Town of Enfield, NH totaling \$180,000 for partial funding of one plow truck replacement. Effective upon G&C approval through December 31, 2024. **100% NH Volkswagen Environmental Mitigation Trust Funds**

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#62 Authorized to enter into a Memorandum of Understanding with the NH Fish and Game Department to improve and define roles and responsibilities related to planning, protection, rescue and rehabilitation of oiled wildlife. Effective upon G&C approval.

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#62A Authorized Stinson Lake Homeowners Association to perform work on Stinson Lake in Rumney, NH.

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DEPARTMENT OF EDUCATION

#63 Authorized to enter into a **sole source** contract with Dr. Richard A. Gustafson, Bedford, NH in an amount not to exceed \$108,000 to serve as an advisor, trainer, coordinator, observer at site visits for the New England Commission of

Higher Education and evaluator for the Division of Educator Support and Higher Education, and the Higher Education Commission. Effective upon G&C approval for the period of July 1, 2024 through June 30, 2027. **100% Other Funds**

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#64 Authorized to enter into a **sole source** amendment to an existing contract with Double Line, Inc., Hutto, TX (originally approved by G&C on 10/4/23, Item #86) by increasing the price limitation by \$61,800 from \$311,365 to \$373,165 and by replacing the end date of June 30, 2026 with June 30, 2024, to build continuous Extract, Transform, and Load system code between the NH Department of Education's current data warehouse and its new Common Educational Data Standards data warehouse. Effective upon G&C approval. **100% Federal Funds**

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#65 Authorized the Bureau of Vocational Rehabilitation (VR) to **retroactively** amend the existing **sole source** contract with Granite State Independent Living, Concord, NH (originally approved by G&C on 11/29/23, Item #92), to provide the "Inspiring the Mastery of Postsecondary Achievement in College" program in five regions of NH, by modifying the scope of services to increase the cohort size, and changing the period of performance from October 1, 2023 through September 30, 2024 to September 1, 2023 through August 31, 2024. Effective upon G&C approval with an option to renew for one additional year. **100% Federal Funds**

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NEW HAMPSHIRE LOTTERY

#66 Authorized to enter into a contract with Spectrum Gaming Group FL, LLC, Horsham, PA, for an amount not to exceed \$88,800, to provide gaming consultant services to the State of New Hampshire Charitable Gaming Study Committee. Effective upon G&C approval through December 1, 2024.

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DEPARTMENT OF SAFETY

#67 Authorized the Division of State Police to accept and expend an additional \$65,376 from the US Department of Justice, Office of Justice Programs for the purpose of reducing DNA backlog cases within the State Police Forensic Lab. Effective upon G&C approval through June 30, 2025. **100% Federal Funds**

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#68 Authorized the Office of the Commissioner to grant an annual salary increase for Steven R. Lavoie, Assistant Commissioner, in the amount of \$6,978 from a current salary of \$140,913 to a new salary of \$147,891. Effective April 5, 2024, upon G&C approval. **25% General Funds, 27% Highway Funds, 48% Other Funds**

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#69 Authorized the Division of State Police to enter into a **sole source** contract with Cookson Strategies Corporation, Manchester, NH in the amount of \$438,885, for the purpose of rapidly developing a comprehensive "No Safe Experience" Public Awareness Campaign on the increasing dangers associated with recreational substance use. Effective upon G&C approval through September 30, 2024. **100% Federal Funds**

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#70 Authorized the Division of Homeland Security and Emergency Management to enter into a grant agreement with the Towns of Bartlett & Hart's Location, NH, for a total amount of \$9,000, to update their Hazard Mitigation Plans. Effective upon G&C approval through October 29, 2026. **100% Federal Funds**

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#71 Authorized the Division of Homeland Security and Emergency Management to enter into a grant agreement with the City of Nashua, NH, in the amount of \$26,800, for department-wide exercise, from Homeland Security Exercise

and Evaluation Program grant funds. Effective upon G&C approval through August 31, 2025. **100% Federal Funds**

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#72 Authorized the Division of Homeland Security and Emergency Management to enter into a grant agreement with the Town of Walpole, NH, in the amount of \$1,058,791, to build and renovate the community's existing Emergency Operations Center. Effective upon G&C approval through April 30, 2026. **100% Federal Funds**

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DEPARTMENT OF JUSTICE

#73 Authorized to appoint Peter M. MacKenna, as an Attorney, at a salary level of \$86,000. Effective upon G&C approval or April 5, 2024, whichever is later.

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DEPARTMENT OF ADMINISTRATIVE SERVICES

#74 Authorized the request of the Division of Personnel for waiver of classification decisions. Effective upon G&C approval.

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#75 Authorized to enter into a Memorandum of Understanding with the NH Department of Health and Human Services (DHHS) to provide DHHS Human Resources office staff access to the online LinkedIn Platform to be provided by DAS in the amount of \$21,600. Effective upon G&C approval through May 3, 2025. **60% General Funds, 20% Federal Funds, 20% Other Funds.** (2) Further authorized to accept and expend \$21,600 from NH DHHS. Effective upon G&C approval through June 30, 2024. **100% Transfer from Other Agency**

[Download](#) 

#76 Authorized to enter into a **retroactive** amendment to an existing contract with Slalom, Inc., Boston, MA (originally approved by G&C on 10/13/21, Item #99), for salesforce professional services by extending the completion date from December 31, 2023 to December 31, 2024 with no change to the price limitation of \$10,000,000. Effective January 1, 2024, upon G&C approval.

[Download](#) 

#77 Authorized to enter into a contract with Amoskeag Maintenance Services, LLC, Bow, NH, in an amount up to and not to exceed \$832,040 for sand sweeping and removal services. Effective upon G&C approval through March 31, 2029, with an option to extend for up to an additional two years.

[Download](#) 

#78 Authorized to enter into an amendment to existing contract with Waste Management of New Hampshire, Inc., Foxboro, MA (originally approved by G&C on 3/8/23, Item #65) for recycling collection services by adding one new location and by increasing the price limitation by \$1,994.37 from \$419,608.09 to an amount up to and not to exceed \$421,602.46 with no change to the completion date. Effective upon G&C approval through April 30, 2025.

[Download](#) 

#79 Authorized to enter into a contract with United Ag & Turf NE, LLC, Scarborough, ME, in an amount up to and not to exceed \$1,002,584.25 for the supply of John Deere replacement parts. Effective upon G&C approval through January 31, 2029, with the option to renew for an additional two-year period.

[Download](#) 

#80 Authorized to enter into a **sole source** amendment to an existing contract with Cloutier Sand & Gravel Company, Inc., Columbia, NH, by increasing the price limitation by \$430,000 from \$215,000 to an amount up to and not to exceed \$645,000 with no change to the completion date of April 30, 2026 for aggregates. Effective upon G&C

approval.

[Download](#) 

#81 Authorized to enter into a **sole source** amendment to an existing contract with Northeast Earth Mechanics, LLC, Pittsfield, NH by increasing the price limitation by \$250,000 from \$125,000 to an amount up to and not to exceed \$375,000 for aggregates. Effective upon G&C approval through April 30, 2026.

[Download](#) 


#82 Authorized to enter into a **sole source** amendment to an existing contract with St. Pierre, Inc., Charlestown, NH, by increasing the price limitation by \$279,531.71 from \$139,765.86 to an amount up to and not to exceed \$419,297.57 with no change to the completion date of April 30, 2026 for aggregates. Effective upon G&C approval.

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#83 Authorized to enter into a **retroactive sole source** amendment to an existing contract with Belletete's, Inc., Jaffrey, NH, for building materials and hardware by increasing the price limitation by \$395,642.51 from \$600,000 to an amount up to and not to exceed \$995,642.51. Effective **retroactive** to March 7, 2023, upon G&C approval through February 28, 2025.

[Download](#) 

#84 Authorized to enter into a **retroactive sole source** amendment to an existing contract with the Granite Group Wholesalers LLC, Concord, NH, by increasing the price limitation by \$197,309.58 from \$125,000 to an amount up to and not to exceed \$322,309.58 for building materials and hardware Effective **retroactive** to September 18, 2023, upon G&C approval through February 28, 2025.

[Download](#) 

#85 Authorized to enter into a **sole source** amendment to an existing contract with Home Depot USA, Inc., Atlanta, GA, for building materials and hardware by increasing the price limitation by \$700,000 from \$1,400,000 to an amount up to and not to exceed \$2,100,000, with no change to the completion date of February 28, 2025. Effective upon G&C approval through February 28, 2025.

[Download](#) 

#86 Authorized to enter into a contract with Colt Recycling, Hudson, NH in the amount of \$0.00 for electronic waste removal and recycling services. Effective upon G&C approval through January 31, 2031, with the option to renew for up to an additional two-year period.

[Download](#) 

#87 Authorized to enter into a contract with North Coast Services, LLC, Concord, NH in the amount of \$0.00 for electronic waste removal and recycling services. Effective upon G&C approval through January 31, 2031, with the option to renew for up to an additional two-year period.

[Download](#) 

#88 Authorized to enter into a contract with Northeast Electronics and Recycling, LLC, Salem, NH in the amount of \$0.00 for electronic waste removal and recycling services. Effective upon G&C approval through January 31, 2031, with the option to renew for up to an additional two-year period.

[Download](#) 

#89 Authorized to enter into a contract with R.S. Lindsey & Co., Inc., Goffstown, NH in the amount of \$0.00 for electronic waste removal and recycling services. Effective upon G&C approval through January 31, 2031, with the option to renew for up to an additional two-year period.

[Download](#) 

#90 Authorized to enter into a contract with AT New Hampshire, LLC, Manchester, NH in an amount up to and not to exceed \$3,468,500 for model year 2024 truck cabs & chassis. Effective upon G&C approval through December 31, 2024, with an option to renew for up to an additional two-year period.

[Download](#) 

#91 Authorized to enter into a contract with Pest-End Inc., Methuen, MA, in an amount up to and not to exceed \$297,960 for pest and wildlife control. Effective upon G&C approval through March 31, 2027, with an option to renew for up to two additional years.

[Download](#) 

#92 Authorized to enter into a contract with The Eliminator Pest Control Inc., Lyndonville, VT, in an amount up to and not to exceed \$410,888.40 for pest and wildlife control. Effective upon G&C approval through March 31, 2027, with an option to renew for up to two additional years.

[Download](#) 

#93 Authorized the Division of Public Works Design and Construction to enter into an agreement with Underwood Engineers, Inc., Portsmouth, NH, in an amount that shall not exceed \$500,000, for Civil-Structural Engineering Services required for planning, design and construction of various Public Works' Projects as necessary and required by the Department. Effective upon G&C approval through June 30, 2027.

[Download](#) 

*

The Executive Council confirmed the following individuals to serve on State Boards and Commissions

William Flanders, Hampton, NH to the Board of Speech-language Pathologists and Hearing Care Providers for the State of New Hampshire

Lisa B. Mitchell, Hampton Falls, NH to the Board of Speech-language Pathologists and Hearing Care Providers for the State of New Hampshire

Thomas P. Hughes, Meredith, NH to the Current Use Advisory Board for the State of New Hampshire

Anthony Andre Belanger, Tilton, NH to the Waste Management Council for the State of New Hampshire

Steven D. Bullek, Madbury, NH to the Waste Management Council for the State of New Hampshire

Eric S. Steinhauer, Concord, NH to the Waste Management Council for the State of New Hampshire

Chales N. DeCurtis, Henniker, NH to the Water Council for the State of New Hampshire

Laura E. B. Lombardi, Concord, NH as Justice, New Hampshire Circuit Court for the State of New Hampshire

The Governor nominated the following individuals to serve on State Boards and Commissions

Abigail L. Alexander, Fort Lauderdale, FL as Associate Medical Examiner for the State of New Hampshire

Richard P. Riddle, Manchester, NH to the Board of Physical Therapists for the State of New Hampshire

Mary Ann Melizzi-Golja, Nashua, NH to the Board of Speech-language Pathologists and Hearing Care Providers for the State of New Hampshire

Frank A. MacConnell, Newport, NH to the Cannon Mountain Advisory Commission for the State of New Hampshire

Thaddeus D. Presby, Franconia, NH to the Cannon Mountain Advisory Commission for the State of New Hampshire

Timothy DePalo, Dover, NH as Division Directors, Department of Information Technology for the State of New Hampshire

Alexander Stone, Amherst, NH as the Enterprise Applications Management Director, Department of Administrative Services for the State of New Hampshire

Jonathan S. Frizzell, Colebrook, NH as Justice, New Hampshire Superior Court for the State of New Hampshire

William H. Stelling, Manchester, NH to the New Hampshire State Council on the Arts for the State of New Hampshire

Adam Memmolo, Penacook, NH to the New Moter Vehicle Arbitration Board for the State of New Hampshire

Rajesh M. Nair, Nashua, NH to the State Board of Education for the State of New Hampshire

The Executive Council welcomes public input on nominations that are brought forward by the Governor for consideration and confirmation.

If you have interest in serving on any of the 300+ State Boards or Commissions please send a letter of interest along with a resume to the Director of Appointments in care of the Governor's office. Please feel free to contact me with concerns or support for any of the above individuals or any other issues you might have. A listing of the Boards and Commissions, along with the qualifications required, can be found at <http://sos.nh.gov/GC2.aspx>

News Articles

https://www.laconiadailysun.com/opinion/letters_to_editor/meghan-semiao-honored-to-be-voted-in-to-serve-ashland-for-next-three-years/article_8f75035a-e243-11ee-990e-03a4bc50a287.html

Meghan Semiao: Honored to be voted in to serve Ashland for next three years

Mar 15, 2024

To The Daily Sun,

I want to offer my sincere gratitude for the voters of Ashland for your vote of confidence this week. As the newest member of the Ashland Selectboard I promise to carry out my responsibilities with integrity and thoughtfulness. I look forward to the next three years and am honored to serve the great town of Ashland.

Meghan Semiao

Ashland

David Katz: Municipal staffing situation will get worse before it gets better

Mar 15, 2024

To The Daily Sun,

City departments short-staffed, managing recruiting problems? No fooling. This is a regional problem. Just a few marginal observations.

1. City pays \$18/hour. No workers at that rate. Choices — either don't do the work and hope for the best (hope is never a plan) or hire a contractor that pays its workers \$35/hour plus markup to do the work the city or town can't do on its own. Makes perfect financial sense.

2. The state/municipal retirement system offers no incentive to keep experienced workers on the municipal payroll. Say an 18- to 20-year-old with a high school diploma or GED doesn't want to stand behind a grill and flip burgers and instead wants to work outdoors with their hands and learn a real skill. They join a public works department, and it normally takes 10 years to be vested. At age 28-30, they probably have added responsibilities and decide to stay on another 10 years in a secure job and at age 38-40 have 20 years in the municipal retirement system, maybe earning the full retirement benefit and then take retirement (at age 40?). They then find a private sector job doing similar work but in a front-line leadership role collecting both their municipal retirement benefit and a private sector paycheck. Can't fault them for that but now, a municipality has lost some collective institutional memory, a front-line leader and must start the cycle all over again. The municipality will then have few choices to build a stable work force with experienced leadership. Another municipality may get lucky and poaches that person with a better deal. Vesting on Day 1 incentivizes workers to stay in public sector jobs and helps solve unfunded pension liabilities. That works in the private sector.

Our municipal staffing situation will get worse before better.

David Katz

New Hampton

With new foreclosure, state's chosen buyer in \$21.5 million Laconia land deal takes another hit

Emails show state grew frustrated as buyer's team delayed closing

By: [Annmarie Timmins](#) - March 25, 2024 5:00 am



Robynne Alexander, the state's chosen buyer for a \$21.5 million Laconia land deal, purchased two properties in Gilford in 2022. She has received a foreclosure notice on both and citations from the town for the trash, vehicles, and debris on the site. (Alan MacRae | New Hampshire Bulletin)

The developer who has needed three extensions to close a \$21.5 million Laconia land deal with the state continues to break agreements on other deals, according to a February lawsuit and another foreclosure, this one on a Gilford property she bought less than two years ago.

And, emails the Bulletin obtained through a right-to-know request show that the state was growing frustrated with its chosen buyer, Robynne Alexander, and her legal team last year, at a time it was publicly voicing confidence in her.



Robynne Alexander

Much of the dispute has been over a snowmobile trail that crosses the property in two locations, running through land Alexander wants to develop into housing, medical offices, and a hotel. Alexander and her lawyers wanted it relocated prior to closing; the state said that was never part of the agreement and refused. Negotiations over this went on for months and grew more testy.

In a July 6, 2023, email to one of Alexander's lawyers, Jared Nylund, who is overseeing the property sale for the Department of Administrative Services, said demands to move the trail before closing had undermined his trust in Alexander's team.

"... You just threatened to blow up this deal on very shaky grounds if the state doesn't scrap the (purchase and sales agreement) as written and give the buyer what it wants," Nylund wrote to Laura Dodge, one of the lawyers at McLane Middleton representing Alexander.

Department of Administrative Services Commissioner Charlie Arlinghaus is due back before the Executive Council Wednesday with an update on the property sale.

He'll face stern questioning from Councilor Ted Gatsas, who has opposed a deal with Alexander because of her real estate legal problems. In a [March 2023 email](#) to Alexander and her legal team, Nylund reminded them of Gatsas' opposition.

"As you may recall, there is one executive councilor who has remained consistently opposed to the current sale contract, and we have every reason to believe that he will continue to seize any opportunity that may arise to disrupt or publicly cast doubt on the feasibility or merit of the pending sale," Nylund wrote.

Gatsas said Friday he wants to ask Nylund about his email at the council meeting Wednesday.

In an interview Friday, Arlinghaus said Alexander still had not shown the state evidence that she's secured a second lender to replace the one who departed the project in February. Nor does he have a new closing date, he said. He also said Nylund's frustration has been with Alexander's lawyers, who he said have been "nitpicking details and using them to delay" closing. The lawyers did not return a request for comment.

"It would be good for the state. It would be good for the city (of Laconia)," Arlinghaus said, referring to the sale and Alexander's massive development plan for the 220-acre property. "If there is a chance for this to happen, we need to give them every opportunity. We need not to act precipitously. But we also need not to be patsies."



The former Laconia State School property on Aug. 24, 2021. (Alan MacRae | New Hampshire Bulletin)

'Delay is the enemy'

The Bulletin began reporting on Alexander's long history of tax liens and lawsuits brought by investors in December 2022, before the Executive Council [voted 3-2](#) to approve her \$21.5 million offer for the former Laconia State School property.

The price was nearly twice what [three other bidders](#) had offered, and Alexander proposed a vision [far beyond](#) what they had: 1,800 housing units, a 250-room hotel, medical offices, retail, a conference center that can accommodate 1,000 people, child care facilities, and a dog park. She has since [scaled back](#) some pieces, including the housing.

Alexander's real estate problems, which now include three foreclosures, nine lawsuits, unpaid taxes in multiple communities, and notices filed with the state's Consumer Protection Bureau, led Councilors Gatsas and David Wheeler to oppose a deal with her.

The Bulletin's reporting also worried Laconia city officials, who had been unaware of Alexander's real estate woes. They have long wanted to see the property, held by the state for nearly 100 years, developed and returned to the tax rolls.

"Delay is the enemy right now," Mayor Andrew Hosmer said. "As I've said before, we need housing now. I'd like the jobs and the tax revenue sooner rather than later. Regardless of who the developer is, we are ready to keep working with them. It would be a shame if we work this long and it does not come to fruition, but maybe it will. It seems like a longer shot than it was before."

Alexander's unpaid property taxes and lawsuits didn't concern Arlinghaus, however, and they still don't, he said Friday. Alexander must pay the state cash at closing, which leaves the state without risk.

"From the state's standpoint, we don't care about the buyer's interactions with other property," he said. "We care about her interaction with one property, and that's ours."

Councilor Joe Kenney, whose district includes Laconia, said Alexander's problems on other projects don't worry him because on this project she's working with a team he trusts. He said that includes Melan Hotel Group in Bedford, Greystone Funding, TF Moran, and the McLane Middleton law firm

Kenney said the state is ahead even if this deal fails because drafting a purchase and sales agreement with Alexander forced the state to sort out difficult property title issues, work that will make another deal move quickly.

"All that stuff has a tremendous value," Kenney said. "If we put this back out to bid ... I think we have moved the ball tremendously. Granted, we may not get the big price, but we've added so much value."

Scott Tranchemontagne, the spokesperson for the Laconia project, said it was difficult to resolve issues with the title given the state's long ownership and years of expired leases to resolve. Those were not resolved until March 8, he said, after the first financing agreement expired and the lender declined to give Alexander an extension.

The team is working with a lender it has planned to use later, for development.

"They have committed to funding the acquisition, but require some time to complete their due diligence," Tranchemontagne said. "We remain solely focused on securing the funds and closing as soon as possible."

Unpaid taxes, foreclosure, and breach of contract

Last week, Alexander was foreclosed on for at least the third time, this time on two Gilford properties spanning 20 acres that she agreed to pay \$2.5 million for in August 2022. Attorney Phil Brouillard, who is representing the mortgage holder, said Alexander was not keeping up with payments.

The property is [scheduled to be sold](#) at auction next month.

"She hasn't responded to anything," Brouillard said of multiple attempts to reach Alexander. "We had to do what we had to do." He added, "If she ignores the (Laconia) State School (property) the way she ignored (my client's) property, it's going to be a serious problem for the city of Laconia."

The foreclosure is one of several legal problems Alexander has faced with the property.

She owes the town nearly \$6,700 in taxes that were due in December, according to the assessing office. She was late in paying the taxes in May, according to deed records.

In January, the [town cited her](#) for code violations for failing to ensure a tenant in one unit had adequate heat and for letting "rubbish bags, trash, a vast assortment of junk, and garbage" pile up on the property, according to the violation notice obtained through a right-to-know request.

Tranchemontagne said the debris was on the property when Alexander bought it. "The purchase agreement called for the seller to vacate the property and remove all of the debris, which has not happened," he said.

The seller, Willard Drew, of Gilford, disputed that Friday, saying the agreement required her to keep current with taxes and remove the debris.

In February 2023, a Massachusetts man sued Alexander for breach of contract for using \$100,000 he had given her to invest in a Seacoast housing project for the Gilford property, according to the lawsuit. It alleges Alexander failed to tell Samuel Stockwood that the Seacoast deal had fallen through and had transferred his money without his permission.

Stockwood later learned that the closing date on the Seacoast project had been extended "multiple times." Stockwood alleges Alexander failed to close on the Seacoast deal because she didn't have sufficient investors or other funds to pay \$5.4 million that was due at closing, according to the lawsuit.

The lawsuit also alleges that Alexander abandoned the Seacoast deal because she had begun pursuing the state's property in Laconia. Stockwood's attorney, Sean O'Connell, said in an interview that his client settled the case but declined to say for how much.

Investors in other projects have made similar allegations in several lawsuits.

In February, a California man sued Alexander in Hillsborough County Superior Court for allegedly failing to repay a \$100,000 loan made in May. Alexander told the man she'd pay him in 90 days with 18 percent interest with money she expected to get by selling a piece of property, according to the lawsuit.

Alexander has paid nothing, according to the lawsuit.

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