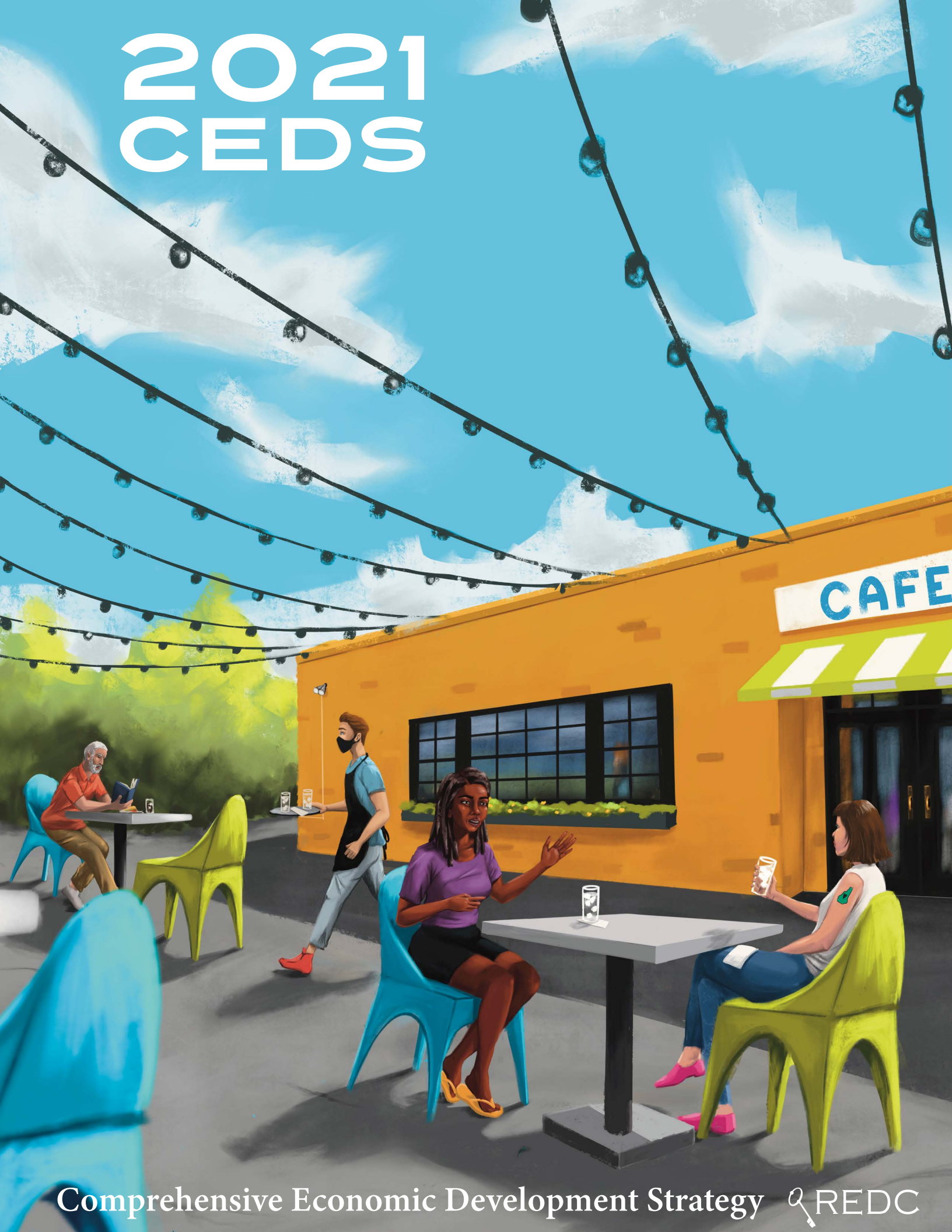


# 2021 CEDS



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# ACKNOWLEDGMENTS

On behalf of the Regional Economic Development Center, I would like to recognize our partners in the publication of the 2021 Comprehensive Economic Development Strategy (CEDS), the first update to our 2020 CEDS. Without the advice and continued support of our many partners, this strategic plan and the support it provides for the region would not be possible.

REDC wishes to thank the United States Department of Commerce, Economic Development Administration (EDA), for their continued support and funding. In addition, REDC would like to acknowledge the Philadelphia Regional EDA office and Mr. Alan Brigham, Economic Development Representative, for their continued support and guidance.

The REDC staff would like to recognize the dynamic and active involvement of the CEDS Steering Committee, the REDC Board of Directors, and our economic development partners on the regional, state, and federal levels for their suggestions and helpful contributions to this year's strategic plan. This year we tackled issues such as the economic impacts of the COVID-19 pandemic, disaster response and recovery, workforce development, and workforce housing trends.

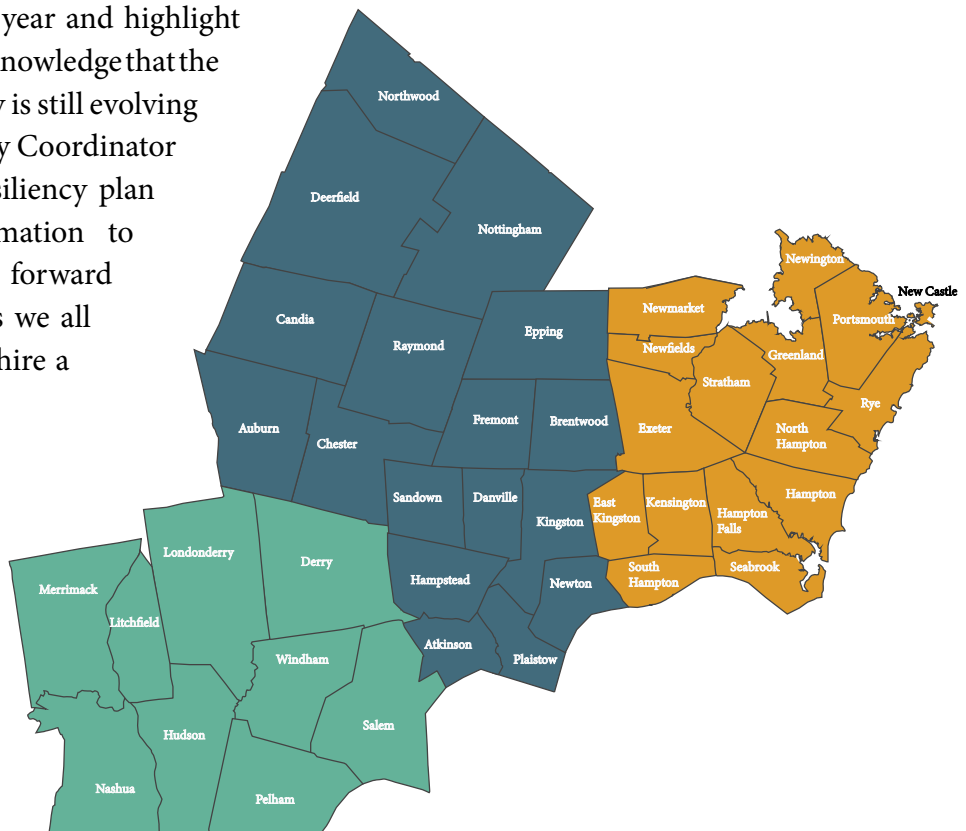
Sincere thanks go to the Regional Planning Commissions, Theresa Walker, the Workforce Housing Coalition, Scott Lemos, and the numerous volunteers who have contributed to the CEDS process through authoring a section, providing photographs, or assembling data.

This publication is intended to report on the hard work done throughout the region over the past year and highlight areas that need increased focus. We acknowledge that the impact of COVID-19 on our economy is still evolving and we have hired a Disaster Recovery Coordinator to assist with creating a regional resiliency plan and to disseminate helpful information to communities and companies. I look forward to your thoughts and engagement as we all work to make southern New Hampshire a better place to live and work.

With gratitude,



Laurel Adams  
President, REDC



# INTRODUCTION

The Regional Economic Development Center of Southern New Hampshire (REDC) is pleased to present the 2021 Comprehensive Economic Development Strategy (CEDS). This is an update to last year's five-year plan and mid-year CEDS.

The REDC CEDS is an economic development master plan for the southern NH region. It emerges from a continuous planning process, developed with broad-based and diverse community participation that addresses the economic problems and potential of an area. The CEDS promotes sustainable economic development and opportunity, fosters effective transportation systems, enhances and protects the environment, and balances resources through sound management of development. The CEDS and its annual updates are submitted to, and approved by, the U.S. Department of Commerce, Economic Development Administration (EDA) each June. The CEDS process begins with the development of a broad-based Steering Committee. During the planning cycle, the REDC staff, its consultants, and the Steering Committee work to provide up-to-date demographics, information on regionally significant programs and projects, contact information on training and job development, and address other regionally significant issues that impact the CEDS member communities, businesses, and citizens. Part of this process includes the identification of Priority Projects, potential public works and planning projects, as well as other projects with the potential for promoting economic and community development that addresses the CEDS vision and goals.

Through the CEDS planning process, REDC and its partners develop a vision statement and set of regional goals and objectives on a five-year cycle. This was completed in 2020 through a set of public visioning sessions and with the help of our Regional

Planning Commissions and the Consensus Building Institute. We then take the next four years to work on achieving those goals and tracking our progress. We want to acknowledge the ongoing effect of the COVID-19 pandemic. We have revisited our 2020-2024 goals and objectives during the 2021 planning period with the first publication of a mid-year CEDS and continue to update our plan as the pandemic evolves.

The CEDS region is comprised of the 37 municipalities that make up Rockingham County, together with the towns of Hudson, Litchfield, Merrimack, Pelham, and the city of Nashua (all within eastern Hillsborough County). For the purposes of demographic analysis, the region is divided into three subregions, as shown below. While this is our official designated Economic Development District (EDD), we often report on things outside the region, as economic effect is not bound by municipal boundaries.

REDC, a not-for-profit organization incorporated in 1994, seeks to promote responsible, sustainable economic development activities within its southern New Hampshire-based region. REDC's focus is on creating jobs for low- to moderate-income (LMI) people by accessing alternative financing for business and industrial expansion or relocations, which in turn provides tax relief for our communities and region. REDC operates several multi-million-dollar loan funds, which facilitate our job creation and retention goals through alternative lending.

# 2020-2024 CEDS Goals and Objectives

The development of the Vision, Goals, and Objectives for the REDC CEDS for 2020-2024 was based upon the grassroots input provided at the in-person and online visioning sessions held throughout the region in 2020. REDC also incorporated its experience in the development of the previous five-year CEDS in 2000, 2005, 2010, and 2015. REDC reviewed the Economic Development Goals and Objectives draft with the CEDS Steering Committee electronically before finalizing the material as part of this CEDS document.

The Vision, Goals, and Objectives of the REDC CEDS are designed to promote and encourage responsible, diversified economic development that fosters high-skill, higher-wage jobs, supports innovative industry sectors and clusters, improves economic conditions, and strengthens the region's resiliency to economic disruption. REDC recognizes that economic development is varied and diverse, as is the support needed within our region.

Our vision for southern New Hampshire is a region rich in opportunity for all ages with a diverse business climate; a commitment to preserve our plentiful cultural, natural, and historic resources; a strong local identity; and convenient access to major thoroughfares and cities. Achieving this future will necessitate forward-thinking collaboration among individuals, businesses, communities, and the state to foster a diverse housing stock, a skilled workforce, robust and resilient infrastructure, a business-friendly environment, and strong communities.

The Economic Development Goals and Objectives for the 2020-2024 REDC CEDS are as follows:



**INFRASTRUCTURE DEVELOPMENT:** To invest in infrastructure planning and improvements such as roads, bridges, walkable communities, water and wastewater systems, broadband,

energy networks, and multi-modal transportation systems that will strengthen and diversify the regional economy, promote economic resiliency, and strengthen the region's adaptation to climate change.

- Encourage project options with a focus on regional cooperation, working collaboratively, or shared services that will consolidate local services to create economic efficiencies and improve the effectiveness of service delivery;
- Facilitate collaboration between the private and public sectors to create more effective and

efficient public/private partnerships to address regional problems and expand the economy;

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

- Incorporate the findings from municipal and regional vulnerability assessments focused on sea level rise, flooding, and the other projected impacts of climate change into infrastructure planning, design, and construction;
- Upgrade water, stormwater, sewer, septic, and wastewater treatment infrastructure to meet regulatory changes or as part of a local, regional, and/or state resiliency plan; and
- Encourage programs that focus on educating the general public and elected officials on what encompasses infrastructure.



**WORKFORCE ATTRACTION & RETENTION:** To attract and retain a skilled workforce by providing the necessary support in the form of housing, education and training,

networking, transportation options, and cultural/social opportunities.

- Leverage the resources available through the workforce development and university/community college systems to address the growing skill needs of the business community and regional workforce;
- Facilitate collaboration among stakeholders in the economic development, workforce development, and education sectors to address the current and future skill needs of the business community and regional workforce;
- Identify and address the employment and skill needs of firms within the specific growing industry sectors and innovative clusters in the region;

- Foster workforce development at the high school and vocational, trade, and technical school levels in an effort to retain New Hampshire talent;
- Create or promote spaces, forums, and events that provide opportunities for employers to connect with potential employees;
- Enhance and augment the existing support network for startups and small- and medium-sized enterprises;
- Improve local networks and connections among young professionals and businesses; and
- Encourage projects, businesses, and services that provide cultural and social opportunities for a younger, educated demographic.



**HOUSING:** To develop diversified housing options for people of all incomes, ages, and lifestyles.

- Work with communities and residents to identify the need for and benefits of a diversified housing stock, including homes of various sizes at multiple price points;
- Increase the availability and affordability of the region's housing supply to ensure the availability of workers for expanding businesses and new firms in the region;
- Work with employers, state and local housing and development entities, banks, and private developers to encourage the development of workforce housing on a regional basis;

- Support the development of financial incentives for communities to work together to address the region’s workforce housing needs;
- Partner with housing-focused organizations like Workforce Housing Coalition of the Greater Seacoast and New Hampshire Housing to support their work advocating for policy at the state and local levels that will facilitate the development of housing;
- Facilitate collaboration between the private and public sectors to create more effective and efficient public/private partnerships to address regional housing problems;
- Promote pedestrian-friendly, mixed-use (residential and commercial) developments in the downtowns and village centers of the region; and
- Increase broad-base knowledge of programs available to homebuyers such as USDA rural development, FHA, and NH Housing Finance Authority programs.
- Support the working landscape of farms, forestland, and fishing industries serving the region;
- Build and rebuild the energy infrastructure of the region through conservation initiatives, development of renewable energy sources, and working with the public utility companies while encouraging a diversity of energy options to insulate against fluctuations in the energy market;
- Engage and encourage local, regional, and state agencies, businesses, and conservation groups to work together in climate adaptation and resiliency planning;
- Identify and redevelop Brownfields sites to return them to productive economic use;
- Redevelop properties for industrial and commercial uses in “pockets of distress” areas, downtowns, and village centers through the use of targeted financial resources;
- Promote plans and activities that foster a sense of community across a diverse population; and
- Promote tourism and recreational plans, development, and activities that reflect the historic, cultural, and natural resources of the region.



**SUSTAINABLE LIVING:** To foster a strong sense of community and maintain the unique qualities of life in southern New Hampshire through sustainable living best management

practices, including the preservation of natural and historic resources and a balanced approach to economic development and resiliency.

- Encourage investment in environmentally sustainable development related to “green” products, processes, and buildings as part of the “green” economy;



# REDC ANNUAL UPDATE

In the past year, REDC continued to build upon its partnership with the Economic Development Administration (EDA) and many other federal, state, and local partners. Working in collaboration with the Rockingham Planning Commission, the CEDS Steering Committee, and our member communities, REDC has fulfilled its responsibilities as the designated administrator for the Rockingham Economic Development District, as assigned by the EDA. REDC has maintained its annual grassroots CEDS planning process, supported regional economic development projects, provided technical assistance to economic stakeholders at the local level, and increased funding opportunities for its members and clients. Below is a highlight of the past year's activities.

## **COVID-19 Response and New Staff:**

Our business advisors provided technical assistance to 80 individuals and/or businesses, including 59 individuals and/or businesses with EIDL Disaster Loan and PPP assistance in April 2020 and 106 inquiries for REDC's mini-grant opportunity in early 2021. For the past few years REDC has provided marketing, graphic design, and technical counseling for both private and public clients. Over the past year, our full-time graphic designer advisor worked with 31 clients on a range of services from logo and website design to marketing videos and the development of brochures. The technical assistance coordinator provides general support to the technical assistance team and is responsible for reporting technical assistance program data to various grant programs. On average, he coordinates with 3-4 potential clients on a weekly basis as well as many existing clients.

In order to meet the growing demands on our technical assistance team, REDC hired two additional employees. The new Technical Assistance Staff includes:

### **Kerri Salls, Business Advisor**

Kerri Salls is REDC's newest full-time business advisor. REDC is expanding its business advising capacity by adding Kerri as a third business advisor at REDC, who will work alongside REDC Business Advisor Chris Duffy and REDC Design Advisor Laura Harper Lake.

Kerri has helped businesses grow for many years as a business consultant at Value Growth Results, Breakthrough Enterprise, and DocTech. She holds an M.B.A from Boston University Questrom School

of Management in International Marketing & Operations Management, and certification as a value growth advisor.

### **Augustine Nyonzima, Technical Assistance Coordinator**

Augustine supports the Technical Assistance team by managing clients, records, and grant reports. Augustine holds a B.A. in Communications from Keene State College and has experience working in offices with refugees and immigrants in America.

## **Disaster Response and Resiliency Planning**

In June 2020, REDC was awarded a \$400,000 CARES Act grant from the Economic Development Administration. As part of that grant, REDC created a new Disaster Recovery Coordinator (DRC) position. Theresa Walker was hired to fill this role, starting July 20, 2020. The DRC's roll is to gather information and disseminate it to our communities as well as assist with orchestrating our response to the economic crisis created by the COVID-19 pandemic. Theresa is working directly with the four Regional Planning Commissions in our region, and remains apprised of recovery efforts and opportunities locally, regionally, and statewide via the Governor's Office for Economic Recovery and Resilience (GOFERR). Additionally, the DRC coordinates with our federal partners such as EDA, EPA, SBA, CDFI, USDA, and HUD. It will be the DRC's responsibility to liaison with our existing CEDS Planner to help develop and put into place our COVID-19 Recovery Plan.

Since she was hired, Theresa has been participating in at least three to four economic development calls/ Zoom meetings per week to review the status of local, regional, and state economies and draft short

and long-term pandemic response strategies for the region; join webinars hosted by state and federal agencies focused on COVID-19 related funding programs and economic disaster recovery; identifying municipalities in the REDC region struggling with accessing state and federal programs and providing information; and compiling information for the REDC's short-term and long-term pandemic response and for CEDS.

## Events and Outreach

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

In June 2018, REDC formed a strategic partnership with the Workforce Housing Coalition (WHC) of the Greater Seacoast aimed at bolstering the impact on the WHC and enhancing the affordable housing goal of the CEDS. REDC remains committed to addressing the housing crisis in southern NH. In August 2020, REDC hired Heather Snide as our Housing Program Intern. Heather worked alongside Sarah Wrightsman, Workforce Housing Coalition Executive Director in the 13 communities not served by one of the state's three housing coalitions: Atkinson, Auburn, Nashua, Derry, Londonderry, Merrimack, Salem, Pelham, Windham, Litchfield, Hudson, Plaistow, and Hampstead.

## Lending

During the past fiscal year, the Board of Directors at REDC made loans to 33 clients totaling \$2.46 million. These loans have the potential to bring a total leveraged value of over \$14.2 million into southern New Hampshire's job economy, creating and/or retaining 220 jobs. The approved loans will

help fund businesses in a variety of industries, including: beauty child care, food, substance abuse facility, financial services, hospitality and event venues, trucking, manufacturing, sports facilities, retail, and a workforce housing project. Of the loans made during this period, 18 loans, for a total of \$450,000, were made on an emergency basis due to the economic impacts of the COVID-19 pandemic.

## CEDS

The COVID-19 pandemic and the associated limits on public gatherings necessitated the reduction in our usual Steering Committee meetings. However, the committee continued to stay active through a series of email discussions and votes. Additionally, REDC held three virtual planning meetings via Zoom: one each in November 2020, March 2021, and June 2021.

REDC continued work on the CEDS Priority Project list. Project requests were distributed via email to all committee members and each of the four Regional Planning Commissions within the REDC region in early 2021. During the winter months, REDC collected updates for projects on the Priority Project list and compiled a list of proposed changes which were presented to and voted on by the Steering Committee via email in April 2021. This year we saw the completion of one project and the addition of six new projects to the 2021 Priority Project List.

REDC worked with the town of Seabrook, NH, on an EDA Public Works grant to repair a failing seawall. This project was awarded a \$695,965 grant in September 2019. REDC continues to work with the town as the grant administrator. The town hired Collins Engineers in May 2020. Preliminary design options were presented in the fall, and the engineering firm is working on permitting and final design. It is anticipated the bid package will be advertised in mid-2021.

REDC staff collected the demographic and economic data for the 2021 CEDS update from January through April 2021, completed writing the document in May 2021, and submitted the 2021 CEDS update to the EDA in June 2021.

## REDC Regional Business Development & Training Center

The Business Training Center has been up and running for several years, and REDC continues to expand the education and training opportunities we offer. REDC has held a number of business startup classes and workshops. Due to the pandemic, in-person meetings and office hours were put on hold this past year, but normally, groups such as the Small Business Administration and SCORE, have held office hours using REDC's free day-use office space. REDC also hosts other groups whose purpose aligns with one of our CEDS goals to use the training center free of charge.

With the declaration of the COVID-19 global pandemic in March 2020, REDC has been working tirelessly to help our existing clients, and all small businesses in our region, to withstand and recover from these trying economic times. We've been here since the beginning of the economic crisis, and we are growing to meet the needs of southern New Hampshire's businesses.

In the past year, REDC was awarded a \$1,000,000 Revolving Loan Fund grant from the EDA. With REDC's match, the total amount of the RLF is \$1,250,000. Additionally, REDC was awarded a \$400,000 non-competitive CARES Act grant from the EDA to assist in the economic recovery and resiliency of our region.

## SPOTLIGHT Dunia Beauty & Hair

Nosanya Frank Dunia came to the U.S. from the Democratic Republic of Congo (DRC) in 2013. In the DRC, he was a barber and owned a hair shop. He was referred to REDC by one of REDC's first New Americans Loan Fund clients, Foresight Tax Services. Dunia wanted to open a hair supply store in Concord, NH, and was seeking assistance in developing a business plan, projections, and funding to. The REDC business advisor directed Dunia in researching wholesale suppliers and pricing for the hair products he wanted to sell. Dunia traveled to Boston and New York City to research hair products supplies and developed a full inventory ordering list, which allowed the advisor and Dunia to develop a budget. The advisor also provided assistance in developing a business plan and in completing and submitting a loan application to the New Americans Loan Fund. Dunia was awarded a loan and with help from the advisor, found a location in Concord, negotiated a lease, and established his new business, Dunia Hair Products, LLC. Dunia Hair Products opened in September of 2020. Dunia worked with the REDC design advisor to develop a logo and website, as well as photography of his store and products.

[www.duniabeauty.com](http://www.duniabeauty.com)



## Interstate 93 Corridor Activities

Interstate 93 is one of New Hampshire’s principal transportation arteries and is critical to the regional economy, connecting communities in south and central New Hampshire with the Boston metropolitan area, and connecting the New Hampshire lakes region and north country to southern New England. The expansion and reconstruction of I-93 involves the widening of a twenty-mile segment, between Exit 1 in Salem and Exit 5 in Manchester, the heaviest traveled highway segment in the state. Rebuilding the segment began in 2006 and is largely completed with any remaining remedial work expected to be finished in the spring of 2021. NH DOT anticipates the total cost of the corridor upgrade to be \$580 million.

Intelligent Transportation System (ITS) technologies and a Traffic Incident Management Plan (TIMP) are integrated into the many improvements being made to the I-93 corridor. ITS refers to diverse technologies designed to make traveling along I-93 safer and more efficient, such as: message boards, traffic cameras, permanent volume count stations, and weather monitoring systems. The TIMP for I-93 is designed to coordinate traffic and emergency operations across the multiple jurisdictional and agency boundaries serving the roadway corridor. The TIMP is being designed to respond to traffic collisions, natural disasters, special events, and other emergencies, with the understanding that improving communication and information exchange between NH DOT and other agencies, emergency responders, and municipalities is vital.

## Spaulding Turnpike Newington-Dover

The Spaulding Turnpike (NH 16/US 4) is a major, limited access north-south highway that links the seacoast area of Rockingham County and I-95 to the

major urban areas of Strafford County, including the communities of Dover, Somersworth, and Rochester. It also provides an important link to Concord via U.S. Route 4 and to vacation and tourist destinations in the lakes region and the White Mountains. The Turnpike is part of the National Highway System (NHS) reflecting its significance as an important transportation link in the state and regional systems. Construction on the Spaulding Turnpike between Newington and Dover to add new travel lanes, reconfigure exits, and rehabilitate bridges over Little Bay to reduce congestion began in 2010, with the majority of the work completed in 2020. The remaining component is addressing the General Sullivan Bridge. The current preferred alternative for that structure is to remove the bridge superstructure and replace with a steel girder superstructure and structural steel frame utilizing the existing piers, but less susceptible to corrosion than the original truss structure. This will create a 16-foot wide, ADA accessible, multiuse path approximately 22.5 feet away from the Little Bay Bridge. The total project is expected to be completed in 2025, with a cost estimate of \$271 million.

[www.newington-dover.com](http://www.newington-dover.com)



Spaulding Turnpike, Newington, NH.

# Ocean Boulevard (NH 1A) Reconstruction

The 2018 Transportation Master Plan for the Hampton Beach Area detailed \$28.6 million (current cost of construction only) in improvements to be made for the full reconstruction of Ocean Boulevard, NH Route 1A, in Hampton. The total funding needed for these improvements after accounting for inflation, engineering, right-of-way, and other development costs, is approximately \$60 million and will result in not only an improved roadway, but a more effective drainage system, safe, convenient, and appropriately sized pedestrian and bicycle accommodations, as well as more efficient traffic flow. The project will fully reconstruct the portion of the roadway from Epping Avenue through the north Ashworth Avenue intersection, addressing the drainage problems, and will result in two northbound travel lanes, a widened and curbed sidewalk along both sides, well defined pedestrian crossing points, a bicycle lane, and parking zones for delivery vehicles.

To date, NH DOT has launched a survey and interactive map, established a Project Advisory Committee, conducted site walks, initiated collection of environmental data, and completed multi-modal traffic counts. Project design will incorporate sea level rise and include coastal resiliency and adaptation strategies.

[https://www.nh.gov/dot/projects/hampton40797/documents/40797\\_rpt\\_08012018.pdf](https://www.nh.gov/dot/projects/hampton40797/documents/40797_rpt_08012018.pdf)

## Bridge Infrastructure

The NH Department of Transportation's 2020 annual report (updated March 2021) of state and municipally owned "Red List Bridges" lists 118 state owned bridges and 223 municipally owned bridges in the state "requiring interim inspections due to know deficiencies, poor conditions, weight restrictions, or type of construction". All bridges in New Hampshire are inspected annually by NH DOT and those on the Red List are inspected twice yearly by the Bureau of Bridge Design's Inspection Section.



Neil R. Underwood Memorial Bridge, Hampton, NH.

**In the CEDS region, work is underway on the following bridges on the State's Red List:**

### Neil R. Underwood Memorial Bridge

This bridge over the Hampton River connects the towns of Hampton and Seabrook and ranks #1 on the State's 2020 priority list of "red-listed bridges" and is considered a "High Impact Bridge" by NH DOT due to the size of the structure and the lift component. Interim repairs were completed in 2018 and involved the removal, repair, and reinstallation of the operating machinery for the drawbridge to ensure continued function until the larger project can be completed. Planning and design for the replacement is underway and includes ongoing meetings with a Public Advisory Committee and coordination with the Coast Guard and Army Corps of Engineers to determine the type, size, and location of the new bridge. In February 2021, NH DOT announced replacing the drawbridge with a fixed bridge is the preferred option and the draft Environmental Assessment has been released for public comment. NH DOT will spend the next two years completing roadway and bridge designs, preparing permits, and designing mitigation measures. Construction is expected to begin in 2024.

<https://www.nh.gov/dot/projects/seabrookhampton15904/index.htm>

## New Castle-Rye Bridge Rehabilitation and Replacement

This bridge carries traffic traveling along NH Route 1B over Little Harbor, an outlet of the Piscataqua River, between New Castle and Rye. The bridge was built in 1942 and ranks #5 on the State's priority list and includes a span that can be lifted to allow the passage of boats. A new bridge is needed to accommodate modern truck loads. NH DOT has been working with the abutting communities and has recommended a fixed bridge with no lift span due to costs and the limited number of lift openings in the past. The proposed design includes a scenic overlook at mid-span. Construction is likely to begin in 2023.

<https://www.nh.gov/dot/projects/newcastlerye16127/>

## North Hampton

Planning began in 2017 to replace the bridge carrying US 1 over the former B&M railroad line in North Hampton. A public hearing on the NH DOT's design for the new bridge was held in October 2018 with plans for work to begin in 2021. The project will also include some safety improvements to the intersection of North Road with U.S. 1.

<https://www.nh.gov/dot/projects/northhampton24457/index.htm>

## I-95 High-Level Bridge

The New Hampshire and Maine Departments of Transportation are partnering to rehabilitate this critical bridge over the Piscataqua River to extend its life another 50 years. The bridge carries 70,000 vehicles a day and is a vital economic link in New England and will be under construction from spring 2019 until summer 2022. The two states have implemented closures at Exit 7 in New Hampshire and Exit 1 in Maine, daytime and overnight lane closures, and options for intelligent transportation systems that enable the shoulder lane to be open to traffic during periods of heavy volume. Repairs are estimated to cost \$62 million and include bridge deck patching and repair, joint replacement, repaving and replacement of the bridge rail, median, and drainage systems. Additionally, upgrades will be made to the bridge to allow for part-time use of the shoulders as travel lanes during periods of heavy traffic.

<https://www.buildingabettergateway.com/piscataqua-river-bridge/>

The current Red List report is available on the NH DOT website:

<https://www.nh.gov/dot/org/projectdevelopment/bridgedesign/documents/bridge-state-red-list.pdf>

## Other Transportation Projects

### I-93 Exit 4A

In cooperation with the Federal Highway Administration and NH DOT, the Towns of Derry and Londonderry are planning a new diamond interchange on I-93 to provide access to the east side of I-93. The purpose of the project is to reduce congestion and improve safety along NH Route 102 and promote economic vitality in the area.

### Epping

Capacity and traffic management improvements from Brickyard Plaza to NH 87 on NH Route 125 are in the early stages. This project is early in the engineering phase and will focus on strategic widening and implementation of other methods of improving traffic flow along the corridor, such as signal synchronization and improved access management. The total project cost is \$14.2 million and work is expected to begin construction in 2023.

### Newfields-Newmarket

This project will replace the NH 108 bridge over the B&M Railroad. The project is considering the addition of improved shoulders to more safely accommodate bicycle traffic. The total project cost is \$6.4 million and construction is anticipated to begin in 2022.

### Plaistow-Kingston

Reconstruction of NH 125 to an anticipated three lanes from two, from south of the Plaistow-Kingston town line northerly approximately 1.8 miles to tie into work completed at the Hunt Road/Newton Junction Road intersection with NH 125. This is the final phase of construction for the Plaistow-

Kingston NH 125 Corridor study completed in 1999. The project is anticipated to construct a three-lane cross section, address safe driveway and side-street access, and improve shoulders. Additionally, accommodations are planned for improvements to the Hunt Road/Newton Junction Road traffic signals to better facilitate bicycle and pedestrian crossings and future sidewalk construction. The total project cost is \$16.8 million and the project is anticipated to start construction in 2023.

### Portsmouth

This project will make improvements to a heavily developed segment of U.S. 1 between Ocean Road and Peverly Hill Road. The project is early in the design stages and may incorporate selective widening, signal synchronization, access management, and other improvements. Total project cost is \$11.6 million and construction is anticipated to begin in 2025.

### Seabrook

This project will implement capacity improvements on U.S. 1 from New Zealand Road to the Hampton Falls town line to address persistent congestion. Signal improvements at the North Access Road and revised driveway access are also anticipated. A signal or some other access improvement to Rocks Road are also being considered. Total project cost is \$2.9 million and construction is anticipated to begin in 2023.



Intersection of New Zealand Road and U.S. 1, Seabrook, NH.

## Bus and Human Services Transportation

The CEDS region benefits from a growing network of publicly subsidized bus service, resulting in an increase in the number of bus riders. These services range from intercity services on I-95 and I-93, to regional and local fixed route service to local demand-response providers. Most of the state's public transit providers temporarily suspended their fixed-route bus service in April and May of 2020 in the early stages of the COVID-19 pandemic, though continued to operate call-in demand response services for essential medical trips. Since fixed-route services resumed in summer 2020, ridership has recovered to approximately 50%-60% of normal volumes on most systems and transit providers have implemented a range of safety protocols for riders and drivers. Ridership on intercity bus services such as Boston Express and C&J have been slower to recover as air travel numbers remain depressed. Heavy traveling passenger volume at Logan Airport in December 2020 remained 76% below the volume from December 2019.

Fixed-route service is available in the more populated communities in the region and includes:

**Boston Express** – connecting Concord, Manchester, Londonderry, Salem, and Boston in the I-93 corridor, including bus stations at Exit 2 in Salem and Exits 4 and 5 in Londonderry.

[www.bostonexpressbus.com](http://www.bostonexpressbus.com)

**C & J** – operating between Dover, Portsmouth, Newburyport, MA, Boston, and New York City along the I-95 corridor, with bus stations in Dover and Portsmouth. C&J opened a new station on NH107 off Exit 1 in Seabrook in fall 2020. [www.ridecjr.com](http://www.ridecjr.com)

**The Cooperative Alliance for Seacoast Transportation (COAST)** – operates routes in Rockingham and Strafford Counties, including commuter express service, local fixed routes and demand response service for people with disabilities. [www.coastbus.org](http://www.coastbus.org)

**The University of New Hampshire's Wildcat Transit system** – provides service from the Durham campus to Newmarket, Dover and Portsmouth.

<https://www.unh.edu/transportation/buses-shuttles>

**Merrimack Valley Regional Transit Authority (MVRTA)** – offers a single stop in the CEDS region at the State Line Plaza in Plaistow.

[www.mvrta.com](http://www.mvrta.com)

**The Greater Derry-Salem Cooperative Alliance for Regional Transportation (CART)** – this transit system was begun in 2006 and provides curb-to-curb demand response public transportation and route deviation shuttle service five days a week in the communities of Chester, Derry, Hampstead, Londonderry, and Salem. In 2019, CART merged with the Manchester Transit Authority for efficiency. Service in CART communities continues to be provided with CART branded vehicles operated by MTA. [www.cart-rides.org](http://www.cart-rides.org)

The CEDS region has one of the fastest growing older adult populations in New Hampshire, and the population is growing. Access to transportation for medical care, groceries, and other basic life needs can make the difference for many people in being able to live independently and age in place. While COAST and CART offer excellent service, many residents rely on nonprofit organizations to provide limited mobility service. Area hospital needs assessments continue to point to the need for expanding transportation options. Major nonprofit providers in the region include. During 2020, Lamprey Health Care stopped operating transportation services, and is working with other agencies on replacement services:

- Transportation Assistance for Seacoast Citizens (TASC); covering eight communities in the eastern CEDS region [www.tasc-rides.org](http://www.tasc-rides.org)
- Rye Senior Serve serving Rye; Community Caregivers of Greater Derry; serving seven communities in western Rockingham County [www.comcaregivers.org](http://www.comcaregivers.org)

- Greater Salem Caregivers; serving Salem and Pelham [www.salemcare.org](http://www.salemcare.org)
- Ready Rides; serving nine communities in Rockingham and Strafford counties [www.readyrides.org](http://www.readyrides.org)
- Rockingham Nutrition Meals on Wheels Program; providing nutritious meals and beneficial support services to older and disabled residents of Rockingham County. [www.rockinghammealsonwheels.org](http://www.rockinghammealsonwheels.org)

More complete directories of regional transportation services can be found at:

Directory for eastern Rockingham and Strafford counties: [www.communityrides.org](http://www.communityrides.org)

Directory for western Rockingham County:

<https://www.therpc.org/application/files/1915/0548/2908/DerrySalem-TranspDirectory-2017.pdf>

### **Commuter Rail**

**Downeaster** – The Northern New England Passenger Rail Authority (NNEPRA) provides the only commuter rail service operating in the CEDS region, serving 12 communities in three states. The regional service, operated by Amtrak and known as the Amtrak Downeaster, provides daily service between Brunswick, ME and Boston, MA, with 10 intermediate stops, including stops in New Hampshire in Dover, Durham, and Exeter. The Downeaster makes five round-trips daily between Portland and Boston, with three of those trips extending to Freeport and Brunswick, ME. The Downeaster broke ridership records in 2019, carrying 574,404 passengers, a 7.8% increase over 2018. In August 2019, the train carried a monthly record of 60,944 trips. As with fixed route bus services, the Downeaster suspended operations briefly in spring 2020 and saw reduced ridership for the year due to COVID-19 as ridership recovers.

**Capital Corridor** – Advocates for commuter rail in New Hampshire have been working for nearly two



decades to establish passenger rail service from Concord, NH to Boston. These two capital cities are currently served by I-93 and Route 3, the busiest highway corridor in New Hampshire with 165,000 vehicles each day. Supporters of passenger rail service cite concerns about traffic congestion, sprawl development, air quality, and reliance on single-occupant vehicles as reasons for establishing passenger rail service from Concord to Boston.

## Hampton Harbor Dredging

Emergency dredging operations were completed in March 2020 in Hampton Harbor to remove silt that had built up naturally in the navigational channel and prevented commercial fishermen and pleasure boaters from accessing the harbor during low tide. 150,000 cubic yards of silt were removed from shallow spots in the channel and deposited a half-mile away near Seabrook Beach. \$4.6 million in funds for the dredging came from the U.S. Army Corps of Engineers. Silting in the Hampton Harbor channel had made it impassable at low tide and prevented fishermen from offloading their catch, forcing vessels to dock at other marinas to offload. The harbor is the state's largest fishing port.

### SPOTLIGHT

## Town of Raymond Infrastructure Projects

The town of Raymond is developing plans for two infrastructure initiatives to support economic development and private investment in the town. The Water Storage Tower project replaces two aged storage tanks that will meet and exceed state sanitary guidelines and ensures long term viability of the water system. The development of a Wastewater Treatment Facility project unlocks the redevelopment potential for the downtown core and adjacent Industrial and Commercial Zones. The cost of the two projects is approximately \$15 million. Together the projects will infuse a potential \$90 - \$110 million into the regional economy and create over 200 new jobs.

The town was notified by NH DES that the existing water storage system is deficient and requires upgrades or replacement. The town is working with local developers to secure a site for the storage system on the property for a proposed 190+ unit market-rate housing, adjacent to downtown. The project will achieve compliance with the state's requirements, allow for new commercial, industrial, and residential development, and increase the capacity of the fire suppression capabilities of downtown Raymond and the Exit 4, Industrial Area.

Currently the town lacks any municipal wastewater infrastructure, which hinders economic development within the town. The proposed wastewater facility will support a potential site within the town for a Fortune 150 Company distribution center, as well as revitalize downtown Raymond through expansion of commercial historic building utilization, spurring additional and sustained growth, and expand market rate housing, addressing regional housing crisis.

## University of New Hampshire

The University of New Hampshire (UNH) is a public research university founded in 1866 with its main campus in Durham. Composed of 11 colleges and graduate schools, UNH offers 2,000 courses in over 100 majors. Campus operations during the 2020-2021 academic year were modified substantially because of COVID-19, with courses being offered online and in-person, and residential life curtailed. UNH anticipates returning to normal operations for the fall 2021 semester.

UNH promotes economic development, workforce education, and business innovation through many programs and services offered statewide. Several of these programs responded quickly to the COVID-19 pandemic and developed resources, some of which are described below:

### UNH Cooperative Extension

#### Community and Business Resources for COVID-19

In partnership with the NH Department of Business and Economic Affairs and the NH Small Business Development Center, UNH Cooperative Extension developed and offered webinars and training programs focused on responding to the pandemic. <https://extension.unh.edu/tags/covid-19>

**NH Food Access Map** – An online, searchable map that lists farms, food pantries, meal providers, and organizations providing nutrition assistance. <https://unhcoopext.maps.arcgis.com/apps/MapSeries/index>.

**NH Farm Products Map** – An online, searchable map that lists farms, food hubs, food cooperative, and local food guides. <https://unhcoopext.maps.arcgis.com/apps/MapSeries/index>

**Local Seafood Finder** – An online, searchable map that lists storefront locations for locally harvested fish, off-the-boat sellers, and Community Supported Fisheries. <https://storymaps.arcgis.com/stories/448001c265f049e186baf63f9918a8b1>



UNH Wildcat Stadium, Durham, NH.

In addition to COVID-specific programming, UNH Cooperative Extension operates several programs focusing on strengthening communities through economic development. Programs include:

**The Business Engagement and Retention Program** – Assists communities with developing, maintaining, and growing a thriving local economy by building the capacity of community leaders and volunteers to connect with businesses to understand and address their needs, challenges, and opportunities. <https://extension.unh.edu/tags/business-engagement-and-retention-program>

**The Economic Development Academy** – Works with municipal economic development professionals to strengthen local businesses, build local leadership, and improve the quality of life for residents. Academy participants design projects based on community needs and best practices, with a focus on leveraging local assets to drive economic innovation. <https://extension.unh.edu/tags/economic-development-academy>

**Economic Profile Program** – allows communities to identify local and regional economic assets and opportunities to help leaders prioritize community needs and implement effective strategies to strengthen a community’s economic base.

<https://extension.unh.edu/tags/economic-profiles>

### Workforce 2025

Workforce 2025 is an initiative created by the NH Business and Industry Association, the NH Charitable Foundation, and the University System of New Hampshire, designed to ensure that the state’s public colleges and university are preparing a highly skilled workforce able to meet the needs of New Hampshire businesses. Several aspects of the program are operating remotely during the pandemic.

<https://www.usnh.edu/engagement/workforce-2025>

### UNHInnovation

UNHInnovation advocates for, manages, and promotes UNH’s intellectual property, promotes partnerships between UNH and the business community, licenses UNH technologies, creates start-up companies based on innovations created at the University, and develops new opportunities for university and industry collaboration.

UNHInnovation also hosts the Interoperability Laboratory and the NH Innovation Research Center. The program is operating remotely during the pandemic. <https://innovation.unh.edu/>

### NH Social Venture Innovation Challenge

The Social Venture Innovation Challenge invites students as individuals, or in teams up to 5 members, from across the state to identify pressing social, environmental, or economic issues at the state, national, or global level, and develop innovative, sustainable, business-oriented ideas to solve them. The Challenge is an idea-state competition designed to inspire students and the community and provide a forum for these ideas. Challenge winner receive awards that help bring needed resources to advance their ideas.

<https://www.unh.edu/social-innovation/svic>

## UNH Manchester

The University of New Hampshire at Manchester is the urban campus of the public University of New Hampshire. Established in 1985, UNH Manchester provides career-driven programs with a focus on experiential learning. Innovative programs include majors in homeland security, cybersecurity police and risk management, digital language arts, and public service and nonprofit leadership. Due to its location in the heart of Manchester, the largest city in northern New England, the campus is within a 30-minute drive of more than half of New Hampshire’s population. UNH Manchester confers associate, bachelor’s and master’s degrees and has collaborative agreements with several organizations, including the Institute of Art and Design at New England College and the Massachusetts College of Pharmacy and Health Sciences. <https://manchester.unh.edu/>

### SPOTLIGHT

## UNH First Step Program

UNH First Step is a concurrent credit program that allows New Hampshire high school students to earn UNH credit at their high schools. The program brings high school and college educators together with the shared goal to advance academic excellence and opportunity for New Hampshire students. The program launched at Pinkerton Academy in Derry in fall 2019 as a two-year pilot, during which time the university anticipates offering the program at several high schools near the Manchester and Durham campuses. Once the two-year pilot is successfully completed, the goal is to continue to expand to high schools throughout the state.

<https://manchester.unh.edu/academics/unh-first-step-concurrent-credit-program>

## SPOTLIGHT

### ApprenticeshipNH

With \$3.45 million in grant funding from the U.S. Department of Labor, CCSNH has been able to expand its successful ApprenticeshipNH program to help hundreds of NH high school students gain access to registered apprenticeship programs in the automotive, advanced manufacturing, business and finance, construction, healthcare, and hospitality industries. The program provides high school students with the opportunity to earn while they learn and supports businesses seeking qualified workers.

<https://apprenticeshipnh.com/>

## Community College System of NH

The Community College System of NH (CCSNH) is a public system of higher education consisting of seven colleges and five academic centers located across the state. CCSNH colleges are accredited by the New England Commission of Higher Education, the same entity that accredits four-year colleges and universities in New Hampshire. The Chancellor's Office, located in Concord, provides central support to the colleges and academic centers.

CCSNH serves over 26,000 students annually, offering over 200 associate degrees and certificate programs, transfer pathways, and affordable rates of tuition. Programs are aligned with the needs of New Hampshire's businesses and communities, with an emphasis on health sciences, hospitality, business, and advanced manufacturing.

[www.ccsnh.edu](http://www.ccsnh.edu)

## Notable Programs and Organizations

**NH Advanced Manufacturing Partnership (NH AMP)** – a collaborative project between CCSNH, UNH, and New Hampshire businesses that provides community college students with paid

work experiences that will advance them toward employment or transferring to a four-year UNH degree program in engineering.

<https://www.ccsnh.edu/nh-community-college-students-get-amp-ed-up-through-work-based-learning-program/>

**WorkReadyNH** – a tuition-free program providing specific skills required by New Hampshire employers. After completing the program, participants receive a WorkReadyNH certificate from CCSNH.

<https://www.ccsnh.edu/colleges-and-programs/workready-nh/>

**Running Start** – enables high school students to take community college courses for dual high school and college credit at low or no cost for STEM courses.

<https://www.ccsnh.edu/colleges-and-programs/programs-for-high-school-students-to-earn-college-credit/running-start/>

**Pathway to Work** – a voluntary program administered by NH Employment Security designed to assist unemployed claimants with starting their own businesses in NH. The program provides financial support while participants access resources, information, and training needed to get their businesses off the ground.

<https://www.nhes.nh.gov/nhworking/pathwaytowork/>



Impact Circle, Leadership NH. Photo courtesy of Leadership NH.

**Leadership NH** – A unique, year-long educational program to inform emerging leaders on statewide issues and perspectives with an expectation that participants will take on leadership roles on statewide issues.

[www.leadershipnh.org](http://www.leadershipnh.org)

**Stay Work Play New Hampshire** – a nonprofit organization established in 2009 to inform young workers and recent college graduates about the benefits and opportunities of living and working in New Hampshire. Initiatives include 603 Day, which showcases New Hampshire natives that have chosen to stay in New Hampshire, and NH Internships, a free resource for New Hampshire employers to post their internship positions.

<https://stayworkplay.org/about-us/>

**Emerging Leaders Training Program** – a partnership of the Business and Industry Association of NH and Sojourn Partners, the program is a six-month course focused on leadership training, including concepts of strategy, influence, change, employee engagement, communication, coaching, and mentoring.

<https://web.biaofnh.com/events/BIA-Emerging-Leader-Training-Powered-by-Sojourn-Partners-342/details>

**UNH Professional Development and Training** – Programs designed to advance careers or launch new careers, with one-day workshops, short-term certificate programs, conferences, online courses, on-site customized training for businesses, and continuing education classes on a wide range of topics.

<https://training.unh.edu/>

# Technical & Trade Training Programs

In 2012, REDC compiled a comprehensive list of postsecondary technical and trade training programs available in and around southern New Hampshire, focusing our research primarily on trade programs such as electrical, plumbing, HVAC, welding, machinery, advanced machinery/CNC, and other like programs. As part of the 2021 CEDS process, REDC reviewed the most current data and updated it. In addition to those programs on the map, two schools in the Boston, MA area (the Wentworth Institute of Technology [<https://wit.edu/>] and the Benjamin Franklin Institute of Technology [[www.bfit.edu](http://www.bfit.edu)]), offer a wide array of programs and classes.

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- 1** NHTI Concord's Community College  
[www.nhti.edu](http://www.nhti.edu)  
Advanced Manufacturing Processes, Computer Aided Design (CAD), Electronic Technology, WorkReadyNH
  - 1** IBEW Local Union 490  
[www.ibew490.org](http://www.ibew490.org)  
Electrical Apprenticeship Program
  - 2** NH Plumbers & Pipefitters UA Local 131  
[www.ualu131.org](http://www.ualu131.org)  
Plumbing Apprenticeship Program
  - 3** NH School of Mechanical Trades  
[www.nhtradeschool.com](http://www.nhtradeschool.com)  
Plumbing, Electrical, AC, Oil and Gas Heating
  - 3** Manchester Community College  
[www.mccnh.edu](http://www.mccnh.edu)  
Advanced Manufacturing Technology, HVAC, Welding, Electrical Technology, Automotive Technology
  - 3** Manchester School of Technology  
<https://mst.mansd.org/school-info/programs/cte-programs>  
Automotive Technology, HVAC, Electrical Technology, Residential Carpentry, Residential Plumbing, Manufacturing Technology
  - 4** Tenet Electrical School  
[www.tenet-ed.com](http://www.tenet-ed.com)  
Electrical Apprenticeship and Code Update Coursework
  - 5** Nashua Community College  
[www.nashuacc.edu](http://www.nashuacc.edu)  
Machine Tool Technology, CNC Operator, Automotive Service and Repair, Aviation Technology
  - 5** Visible Edge  
[www.visible-edge.com](http://www.visible-edge.com)  
Advanced Manufacturing, CNC, Mechanical Design
  - 6** Granite State Trade School  
[www.granitestatetradeschool.com](http://www.granitestatetradeschool.com)  
Gas, Oil, HVAC, Electrical, Plumbing
  - 7** Great Bay Community College - Advanced Technology & Academic Center  
[www.greatbay.edu](http://www.greatbay.edu)  
Advanced Manufacturing, CNC, Welding
  - 8** Dover School of Technology  
603-516-4700  
Electrical and Plumbing Apprenticeship Programs
  - 9** Portsmouth Naval Shipyard  
<http://www.navsea.navy.mil/Home/Shipyards/Portsmouth/WorkerSkills.aspx>  
Structural, Mechanical, Electrical Courses and Apprenticeships
  - 9** Great Bay Community College Portsmouth  
[www.greatbay.edu](http://www.greatbay.edu)  
Biotechnology, Welding Technology
  - 10** Wilbur H. Palmer Vocational-Technical Center  
<http://cte.sau81.org>  
Building Trades, Pre-Engineering, Heavy Duty Mechanics, Welding Technology



Housing purchased in 2020 in Newmarket, NH.

## Introduction

Driven in part by the pandemic, the region's housing market has worsened over the past year. For the first time in decades, New Hampshire's housing supply is being measured in weeks of supply, not months. If no other homes became available and the market continued at the same pace, there would no homes for sale in about 3 weeks. A healthy market has 5-6 months of supply. This has been particularly challenging for first-time homebuyers given the competition among buyers. Prices continue to climb as demand is high and supply is low.

Per RSA 674:58-61, workforce housing is rental housing affordable to households making up to 60% of the area median income (AMI) and for-sale housing affordable to households making up to 100% AMI. In this case, the term "affordable" simply means that more than 30% of total household income is being spent on gross housing costs, including taxes and utilities. The spirit of New Hampshire's workforce housing law to ensure there is housing affordable to members of the workforce, including schoolteachers; firefighters; police officers; healthcare professionals; entry-level workers in banks; offices; and manufacturing; small business owners; librarians; postal workers; and more.

RSA 674:58-61 also requires New Hampshire municipalities provide reasonable and realistic

opportunities for the development of financially feasible workforce housing. In other words, a municipalities' zoning regulations should not prevent a housing developer from doing what they do: develop housing. Ensuring there is an adequate supply of housing, especially close to places of employment, is critical to the region's economy.

The New Hampshire Housing Finance Authority (NHHFA) has developed resources to support communities in their efforts to expand housing affordability, supply, and diversity and meet the requirements of RSA 674:58-61.

- *Meeting the Workforce Housing Challenge Guidebook* is designed to help municipal land use boards meet state workforce housing law requirements and shape future growth in their communities.
- *Housing Solutions Handbook for New Hampshire* offers tools and techniques to provide affordable and workforce housing development opportunities.
- *Accessory Dwelling Units in New Hampshire: A Guide for Municipalities* is designed to help municipalities meet New Hampshire's ADU law and shape future development of ADUs in their community.

These resources and more are available at [www.nhhfa.org](http://www.nhhfa.org).

## Legislative and Local Policy Updates

### Housing Appeals Board

The Housing Appeals Board (HAB) is now open for business. Effective July 1, 2020, the Housing Appeals Board is an alternative venue to Superior Court to hear appeals of local decisions relative to housing and housing development. Although the Housing Appeals

Board has the same legal standards as trial court, it offers a simpler process with an accelerated timeline. Decisions made by the HAB can be appealed to New Hampshire's Supreme Court.

### Legislation

The 2020-2021 legislative session saw dozens of bills related to topics addressing the state's housing crisis. At the time of writing, two bills remain: house bill 154 and senate bill 86.

Sponsored by Representative Casey Conley, HB 154, relative to community revitalization tax relief incentives, would enable municipalities to offer community revitalization tax incentives for the construction of additional housing in designated areas. This bill also revises the criteria for assistance from the affordable housing fund, administered by NH Housing. HB 154 survived crossover and, at the time of writing, is headed to the Senate.

Part II of SB 86-FN, adopting omnibus legislation relative to planning and zoning, would reestablish New Hampshire's Housing and Conservation Planning Program at the Office of Strategic Initiatives. This initiative, brought forward by Senator Rebecca Perkins Kwoka, is with the House at the time of writing.

### Local Policy

During town elections, Salem voters adopted an article requiring workforce housing in new multifamily projects. Specifically, Salem's Planning Board proposed the following amendment to the zoning ordinance: At least 10% of the total dwelling units in all new multifamily housing projects which exceed the density allowed in the underlying zoning district shall be dedicated as affordable to moderate income households, defined as being available at a cost of no more than 30% of gross household income of households at or below 60% of the Lawrence, MA PMSA - NH Portion median income as reported by the U.S. Department of Housing and Urban Development.

## Housing, School Enrollment, and Property Taxes

Misunderstandings about the relationship between housing development, school enrollment, and property taxes have fueled resistance to housing development for decades. Luckily, there are data available to help to debunk this myth.

Russ Thibeault of Applied Economic Research studied this topic when preparing research for the New Hampshire Housing Finance Authority. His paper, "Housing and School Enrollment in New Hampshire: A Decade of Dramatic Change", published in June 2012, uncovered the following:

- The majority of school growth came from local families that were already in the community in existing housing.
- Demographic forces are a more powerful determinant of school enrollment than housing construction.
- As a result of demographic forces, school enrollment is declining in nearly every community across New Hampshire.
- On average, a new single-family home generates 0.64 public school students and new multifamily housing generates only 0.17 public school students per unit.

Barriers to housing construction due to a reluctance to educate more children is a serious issue, because housing affordability is a continuing problem in New Hampshire. In 2019, the New Hampshire Association of Realtors commissioned Dr. Richard England, Professor Emeritus of Economics at the University of New Hampshire, to answer the question: Will more kids in town raise the local tax rate? Dr. England's research demonstrated that the answer to that question is no.



Dr. England's research suggests that a large reason why this myth continues to be perpetuated is that it fails to distinguish between the average cost of schooling and the marginal cost of educating an additional child. The marginal cost of an extra student is substantially less than the average cost per student and is often zero. The research discussed here and more can be found at [www.seacoastwhc.org/resources](http://www.seacoastwhc.org/resources).

## SPOTLIGHT

### Harmony Homes

The housing crisis has been a challenge for employers across the region for many years now as the lack of housing affordable to the region's workers has made it difficult to attract and retain workers. One employer, John Randolph, the owner of Harmony Homes, an assisted living and memory care facility in Durham, decided to build housing for his staff.



Bound by the region's workforce shortage, Harmony Homes provided employees with 21% raises and improved employee benefits, but they still weren't attracting the help they needed. Randolph asked his staff what their biggest challenges were and learned housing and childcare were among the top issues. Much of Randolph's staff were in their twenties and commuting 45 minutes or more because they could not afford to live closer to work.

Randolph responded by proposing a seven-unit apartment building at Harmony Homes by the Bay (one of two locations). In addition to the apartments, the ground floor of the new building will be a childcare center, open to Harmony Homes' employees. For the lucky employees who will be able to live seconds away from work, rent for these units will be based on their pay.

Of course, these units won't solve the staffing issue that Harmony Homes continues to struggle with. That's why Randolph is building 44 more single-family homes on Back River Road in Dover. The 384-square foot homes, The Cottages at Back River Road, will create an affordable neighborhood providing each tenant with a private living area with a bedroom, bathroom, kitchen, and shared outdoor space.

Rent for 35 of the units will be locked in near the HUD fair market rental rates; rent at The Cottages at Back River Road will start at \$950 per month. The target rental market will first be Harmony Homes staff and other young professionals in the area.

This project could set an example as a creative affordable housing solution to help the region retain younger members of the workforce, but for Randolph, it is a long-term investment in their community. What was vital to the project's success was Dover's openness to embrace the idea. The project takes advantage of zoning tools that promote affordable, smaller units. Dover's ordinance allows for small single-family homes to be built on smaller lots to allow for greater density.

## SPOTLIGHT New Hampshire Community Loan Fund

While the median home price in New Hampshire is \$287,500, the median purchase price for manufactured housing in New Hampshire is only \$69,470. Manufactured homes, commonly called “mobile homes”, make up a significant portion of New Hampshire’s supply of affordable housing and account for 6% of the state’s total housing stock. Of the 37,707 homes in New Hampshire valued under \$100,000, nearly all are manufactured housing. Owning a manufactured home costs \$1,003 per month on average – less than the average rent in every part of the REDC CEDS region. Manufactured housing is one part of the solution to New Hampshire’s housing crisis.

The New Hampshire Community Loan Fund, based in Concord, supports the purchase of manufactured homes through fixed-rate, long-term mortgages for homeowners and home buyers in resident-owned communities (ROCs) or on their own land in New Hampshire. ROC-NH, a program of the Community Loan Fund, helps residents of manufactured home parks in New Hampshire preserve their affordable homes and create stronger, more vibrant communities. The Community Loan Fund provides loans, training, and technical assistance to help resident cooperatives buy and manage their communities. Today New Hampshire is home to 134 resident-owned communities, containing nearly 8,250 affordable homes.

### Woodbury Cooperative

Five years ago, the residents at Woodbury Cooperative, located in Portsmouth, became a resident-owned community (ROC) to avoid eviction. Buying their community saved the 12 manufactured homes, three apartments, and three unused commercial buildings.

Today, this ROC faces significant challenges. In order to revitalize the community, the owners need to remove abandoned, dilapidated

commercial buildings; improve the water and sewer infrastructure; reorient two homes to improve spacing for fire safety; and widen the shared driveway to accommodate fire trucks. This project will also add 4 additional units of affordable housing. The residents of Woodbury Cooperative are seeking funding for these critical improvements.

Portsmouth is a desirable community with high housing costs and few options for people with low to moderate incomes. Woodbury Cooperative is an important piece of keeping Portsmouth diverse and affordable. The residents at Woodbury Cooperative all make less than 80% of the area median income, and some are part of the local workforce. This project will add affordable housing, expand the city’s tax base, and once the infrastructure is upgraded, the ROC will be forever affordable under cooperative ownership.

This mission of the New Hampshire Community Loan Fund is to serve as a catalyst, leveraging financial, human, and civic resources to enable traditionally underserved people to participate more fully in New Hampshire’s economy. The Community Loan Fund does this by:

- Providing loans, capital, and technical assistance;
- Complementing and extending the reach of conventional lenders and public institutions; and
- Bringing people and institutions together to solve problems.

Established in 1983, the Community Loan Fund was one of the first Community Development Financial Institutions in the nation and has received industry awards and recognition for social impact, financial strength, and performance. Learn more about the New Hampshire Community Loan Fund by visiting [www.communityloanfund.org](http://www.communityloanfund.org).

## Water Quality

Since 1990, the amount of developed land in the REDC region has doubled. As forest and farmland are converted to buildings, roads, and parking lots, the amount of impervious surface increases, causing rain and snowmelt to wash across the surface and carry pollutants into rivers and streams, lakes and ponds, Great Bay, and the Atlantic Ocean.

Many of the municipalities in the REDC region lie within the Great Bay watershed and land use decisions made by municipal officials play a critical role in protecting water quality. In 2020, the Piscataqua Region Estuaries Partnership, known as PREP, conducted an analysis of municipal regulatory and non-regulatory approaches to water quality protection. The Piscataqua Region Environmental Planning Assessment (PREPA) highlights the need for more protection for water quality, natural resources, and climate resiliency across the watershed. Actions municipalities can take to strengthen water quality protection in the region include conserving undeveloped

land, requiring vegetated buffers around surface water bodies, increasing setback requirements for structures, adopting fertilizer application and stormwater management regulations, and completing a climate vulnerability assessment. Regional planning commissions in the REDC region can assist municipalities with land use regulations and programs designed to improve water quality protection.

<https://preestuaries.org/resources/prepa/>

In addition to Great Bay, many of the rivers, lakes, and ponds in the REDC region are listed as “impaired or threatened by a pollutant or pollutants” by DES. DES is required by the Federal Clean Water Act to compile and report every two years on the quality of surface water in the state. The listing of a water body on the impaired list is a catalyst for enacting change in local land use regulations and for educating homeowners and businesses about threats to water quality and how these threats can be reduced or prevented. The current list of impaired waters in the region is available on the DES website:

<https://www.des.nh.gov/sites/g/files/ehbemt341/files/documents/2020-01/r-wd-19-10.pdf>

Additional water quality programs underway in the region include:

### MS4 Permitting

The U.S. EPA estimates 83% of the surface water quality impairments in New Hampshire are due to polluted stormwater runoff entering surface water from roads, parking lots, and yards. Polluted stormwater runoff is frequently transported through Municipal Separate Storm Sewer Systems (MS4) and discharged into local water bodies. Many communities in the REDC region manage MS4 systems regulated by the U.S. EPA. Regulated communities must report to EPA annually on stormwater management programs.

<https://www4.des.state.nh.us/nh-ms4/>



Oyster River, Durham, NH.

## PFAS

Threats to groundwater quality by chemical contamination are an ongoing concern for municipalities and businesses in the region. Residents, businesses, and municipal officials in the seacoast and southern New Hampshire continue to work with state and federal regulators and legislators to address concerns about threats to public health posed by PFAS contaminants present in drinking water supplies. PFAS (Per- and polyfluoroalkyl substances) are man-made chemicals manufactured and used in a variety of industries since the 1940s. The chemicals are very persistent in the environment and the human body, and there is evidence that exposure to PFAS can lead to adverse human health effects.

Contamination sources in the REDC region include leachate from a landfill that is an EPA Superfund site, manufacturing compounds from private industry, and fire-retardant chemicals used at the former Pease Air Force Base. A new water treatment facility has opened at Pease International Tradeport, the culmination of a seven-year effort to deal with PFAS contamination in the drinking water. The U.S. Air Force invested \$65 million in the new water treatment system that is acting as a model for hundreds of other Air Force facilities dealing with similar issues.

<https://www4.des.state.nh.us/nh-pfas-investigation/>

NH DES manages several other programs related to water quality and public health, including a Beach Inspection Program, Clean Lakes Program, Lakes Management and Protection Program, Lead and Copper in Drinking Water Programs, Private Well Testing Program, Rivers Management and Protection Program, Shellfish Program, Shoreland Program, Stormwater Program, Volunteer Lake and River Assessment Programs, Water Supply Land Conservation Grants, Watershed Management Bureau, and Wetlands Bureau.

<https://www.des.nh.gov/water>

## SPOTLIGHT

### Great Bay Total Nitrogen Permit

The U.S. EPA issued the Great Bay Total Nitrogen Permit in November 2020, requiring communities in the Great Bay watershed to limit nitrogen discharges from wastewater treatment plants and other sources to improve and protect water quality and ecosystem health. In April 2021, several municipalities in the watershed agreed to work together to share the costs with meeting permit requirements, with Portsmouth, Dover, and Rochester leading the partnership, known as the Municipal Alliance for Adaptive Management. The permit allows for an adaptive management framework that enables communities to collaborate on water quality testing, scientific analysis, and long-term management goals for reducing nitrogen and other pollutants from entering Great Bay.

## Climate Adaptation Planning

Municipalities along New Hampshire's coast are increasingly taking steps to adapt to rising seas and climate change. With grant funds from the NH Department of Environmental Services Coastal Program, the Rockingham Planning Commission (RPC) and Strafford Regional Planning Commission are developing a user-friendly coastal innovative land use guide to inform local decision makers about climate change and increase the resiliency in the region. The guide will cover a wide variety of resiliency and adaptation priorities, challenges, and opportunities, and will provide innovative model regulations and land development standards, companion natural resource protection measures and planning tools, case stories of implementation successes and challenges, and examples of implementation options and strategies.

<http://www.therpc.org/sustainability>



Photography by Nicholas Doherty.

## Energy

New Hampshire has some of the highest electricity rates in the United States for many reasons: climate, a lack of supply of low-cost resources, market uncertainty, inadequate infrastructure, and geographic realities. Commercial and industrial consumers in the state purchased nearly two-thirds of all retail electricity sales in 2019, and the high cost of energy is often cited as being detrimental to economic development. The cost of energy is particularly impactful on lower wage-earners in the state, who often spend more than a third of their income on purchasing energy. In 2019, 17% of electricity generation in the state come from renewable sources, including small-scale solar installations, biomass, and hydroelectric power. The largest nuclear power reactor in New England is in Seabrook and provides 61% of New Hampshire's electricity generation.

In December 2019, Governor Sununu issued an executive order preparing New Hampshire for future wind development. In March 2021, the New Hampshire State Senate advanced a plan to require utility investment in large offshore wind energy projects and other renewable sources with the aim to create zero-carbon energy and bring jobs to the state.

Senate Bill 151 would have a new state committee solicit proposals from New Hampshire utilities for connecting the regional grid to at least 600 megawatts of new offshore wind on the East Coast, and up to 800 megawatts of renewables in total.

### SPOTLIGHT

## NHSaves

NHSaves is a collaboration of NH's electric and natural gas utilities (Eversource, Liberty, NH Electric Cooperative, and Unitil). The utilities are working together to provide NH customers with information, incentives, and support designed to save energy, reduce costs, and protect the NH environment. During the pandemic, NHSaves utility partners have held virtual workshops for businesses and municipalities highlighting energy-saving opportunities such as energy audits, insulation, air sealing, and rebates.

[www.nhsaves.com](http://www.nhsaves.com)



## SPOTLIGHT

### NH Food Alliance

The NH Food Alliance is a statewide network that connects the people, businesses, organizations, and communities dedicated to growing a thriving, fair, and sustainable local food system in New Hampshire. Programs organized by the NH Food Alliance include the 2021 NH Food System Statewide Gathering, which highlight organizations that are developing the local food economy, creating food production infrastructure, addressing food insecurity, increasing farmland conservation and access, and improving food system reliability and resilience.

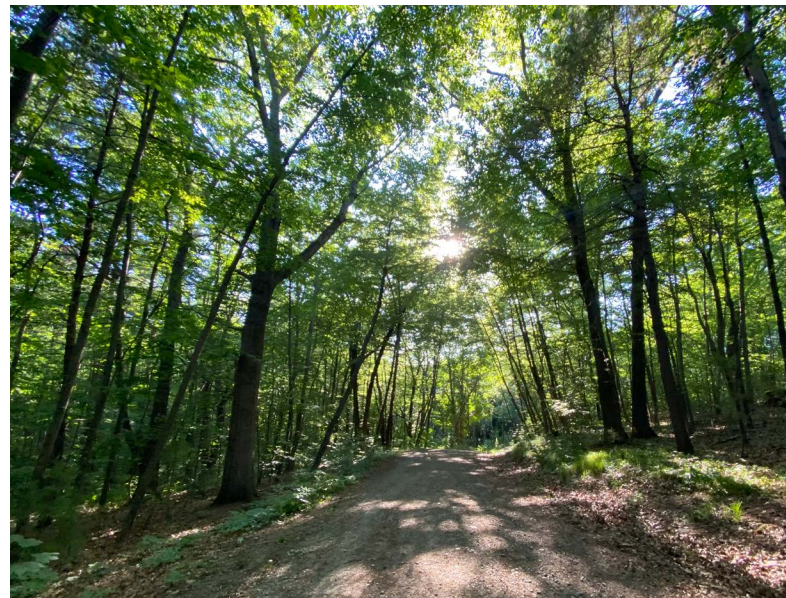
[www.nhfoodalliance.org](http://www.nhfoodalliance.org)

## Agricultural and Forest Resources

Farming, forestry, and food production are critically important to the region’s resiliency. Farmers responded quickly to the pandemic, aggregating locally produced food, marketing directly to consumers, establishing online sales platforms and offering safe delivery services. Farm and forestry operations in the REDC region offer diverse products and services to local, regional, national, and international markets.

Interest in purchasing locally grown food and other agricultural and forest products continues to increase, as evidenced by an increased demand for local foods in grocery stores, farmers’ markets, farm stands, and restaurants. Consumers have many options for purchasing local agricultural products, including summer and winter farmers’ markets, mobile markets, community gardens, farm stands, locally grown food delivery services, and Community Supported Agriculture (CSA) shares.

At over 84% forest cover, New Hampshire is the second most forested state in the country after Maine. 4.6 million acres of forest in the state are considered “timberland” capable of producing repeated timber crops. Forest products include wood



Forest trails in Stratham, NH.

products, pulp and paper, wood energy (biomass), Christmas trees, and maple syrup. Farm and forestland in the region provide critically important ecosystem services, including protecting water quality, sequestering carbon, and providing wildlife habitat.

## NH Fisheries and Aquaculture

New Hampshire’s seafood fishing industry and supporting businesses and markets were negatively

affected by the pandemic, including global trade restrictions, domestic lockdowns, and reduced operations. The CARES Act allocated \$2.7 million in funds to New Hampshire seafood businesses, for-hire fishing businesses, qualified aquaculture businesses, and resident commercial harvesters that suffered a greater than 35% economic revenue loss caused by COVID-19 effects in 2020 relative to their previous five-year average revenue for the same period.

NH Fish and Game worked with the Atlantic State Marine Fisheries Commission to distribute the funds. Funds were allocated by sector, based on the percentage of landings revenue from the previous five years. The Commercial Sector received 40.1% of the NH CARES allocation, with funds distributed to lobster and crab (93%), saltwater/groundfish (6%), and aquaculture (1%). The commercial saltwater category of the commercial sector encompasses

any seafood landed commercially that was not an aquaculture product or from the lobster and/or crab fishery. The for-hire fishing sector received 4.3% of the allocation. This industry encompasses both party and charters (six or more less customers) vessels. The Seafood Sector industry received 55.6% of the allocation. This industry encompasses the New Hampshire resident seafood processor and dealer businesses.

Additional COVID-19 resources for New Hampshire's seafood fishing industry are being provided by NH Sea Grant. NH Sea Grant has compiled links and resources with key input from local fishermen, business support agencies, and the National Sea Grant Network. Resources include financial assistance, health and well-being, and best practices for direct seafood sales to consumers. <https://seagrant.unh.edu/covid-19-resources-fisheries-seafood-industry>

## SPOTLIGHT

### Yankee Fishermen's Cooperative

The Yankee Fishermen's Cooperative at Seabrook Harbor thrived during the pandemic, grossing more revenue in 2020 than in 2019. The pandemic closed a number of wholesale fisheries in New England and many new fishermen joined the Cooperative. This growth enabled the Cooperative to hire additional staff to handle the increased supply of seafood coming through the facility for wholesale and retail sales. The Cooperative sales radius also increased during the pandemic, expanding beyond New England into New York state and Canada. [www.yankee-coop.com](http://www.yankee-coop.com)

## Tourism and Recreational Amenities

Tourism is New Hampshire's second largest industry after manufacturing, and a vital contributor to the REDC region. The COVID-19 pandemic struck hotels, resorts, campgrounds, recreational sites, restaurants, retail stores, and arts and entertainment venues harshly, forcing many to curtail operations and reduce staff and services. The industry is hopeful tourism business will rebound beginning with the summer 2021 season and the easing of health and safety restrictions.

The NH Department of Business and Economic Affairs (BEA), Division of Travel and Tourism Development compiles annual tourism statistics, including visitor spending. Data for both the state and REDC region for 2020 reports a sharp drop in spending from 2019 levels, depicted on page 30. In the seacoast, retail sales decreased by 21.27% in the summer of 2020 over the summer of 2019, food service decreased by 18%, accommodations

decreased by 29.3%, local transportation and gas decreased by 8%, arts, entertainment, and recreation decreased by \$17.87%, food stores decreased by 9.26%, and visitor air transportation decreased by 67.78%.

A decrease in revenue was also reported statewide for the same periods, with retail sales down 21.12%, food service down 20.91%, accommodations down 34.69%, local transportation and gas down 29.7%, arts, entertainment, and recreation down 16.04%, food stores down 8.05%, and visitor air transportation down 74.63%.

Under Governor Sununu’s Safer at Home Program, business operations were provided with reopening and operating guidelines to protect consumers and employees. These guidelines were revised throughout the pandemic to reflect guidance from federal agencies and state health data trends.

<https://www.covidguidance.nh.gov/>

## Consumer Spending by Industry

Industry	2019 Summer NH Statewide	2019 Summer NH Seacoast	2020 Summer NH Statewide	2020 Summer NH Seacoast
Retail Sales	\$740.4M (39%)	\$340.9M (62.4%)	\$584M (40.5%)	\$268.4M (63.4%)
Food Service	\$321.9M (16.9%)	\$70.7M (12.9%)	\$254.6M (17.6%)	\$52.9M (12.5%)
Accommodations	\$312.8M (16.5%)	\$65.1M (11.9%)	\$204.3M (14.2%)	\$46M (10.9%)
Local Transportation & Gas	\$240.1M (12.6%)	\$30.0M (5.5%)	\$168.8M (11.7%)	\$21.6M (5.1%)
Arts, Entertainment & Recreation	\$164.0M (8.6%)	\$23.5M (4.3%)	\$137.7M (9.5%)	\$19.3M (4.6%)
Food Stores	\$94.4M (5%)	\$16.2M (3%)	\$86.6M (6%)	\$4.7M (3.5%)
Visitor Air Transportation	\$26.8M (1.4%)	\$441.3K (0.1%)	\$6.8M (0.5%)	\$142.2K (0%)

Source: Dean Runyan Associates <https://www.travelstats.com/qimpacts/newhampshire>

Note: The value inside the parentheses is the percent of the total revenue for all the categories listed. M is million, K is thousand.

## Arts and Culture

There are many ways to experience and participate in the arts and culture endeavors in the REDC CEDS region. There are a robust number of galleries and creative collectives of all sizes in the cities and towns of the region. Some include artist collectives, where visitors can enjoy not only the artwork on the gallery’s walls, but also view the studios of the artists and watch while they work. Additionally, there is no shortage of musical and performance venues in the REDC CEDS region, offering plays, musicals, dance, comedy performances, youth theater, and local and touring musical acts.

### The New Hampshire State Council on the Arts

The New Hampshire State Council on the Arts is a state agency enhancing the quality of life in New Hampshire by stimulating economic growth through the arts, investing in the creativity of students, making the arts accessible to underserved populations, and preserving heritage arts. The council strives to ensure that every citizen and community in New Hampshire enjoys the cultural, civic, economic, and educational benefits of the arts.



The State Arts Council provides a wide variety of services, competitive grants, and technical assistance to nonprofit organizations, schools, healthcare facilities and to individual artists, helping to ensure that the arts thrive in New Hampshire and are accessible to all. Funding for our grants and services is provided by the New Hampshire Legislature and the National Endowment for the Arts, a federal agency. During the pandemic, Artist Emergency Grants were introduced to assist artists who have lost income due to the loss of jobs or cancellation/modification of specific, scheduled gigs or opportunities.

<https://www.nh.gov/nharts/index.html>

Another initiative created by the New Hampshire State Council on the Arts was a free online series titled Creative Campfires. These virtual gatherings were facilitated by NH Artist Laureate Amanda Whitworth and a rotating roster of creatives of varying disciplines, discussing how the pandemic has affected their artistic practices and livelihoods.

<https://www.nh.gov/nharts/artsandartists/creativecampfires.html>

## Museums

Connecting to New Hampshire's history, culture, and natural resources are important elements to museums in the REDC CEDS region, and include:

- American Independence Museum – Exeter, NH [www.independencemuseum.org](http://www.independencemuseum.org)
- Aviation Museum of New Hampshire – Londonderry, NH [www.nhahs.org](http://www.nhahs.org)
- Black Heritage Trail of New Hampshire – Portsmouth, NH [www.blackheritagetrailnh.org](http://www.blackheritagetrailnh.org)
- Fitts Museum – Candia, NH [www.fittsmuseum.org](http://www.fittsmuseum.org)
- Great Bay Discovery Center – Greenland, NH [www.greatbay.org](http://www.greatbay.org)
- Seacoast Science Center – Rye, NH [www.seacoastsciencecenter.org](http://www.seacoastsciencecenter.org)
- Strawberry Banke Museum – Portsmouth, NH [www.strawberrybanke.org](http://www.strawberrybanke.org)
- USS Albacore Museum – Portsmouth, NH [www.ussalbacore.org](http://www.ussalbacore.org)

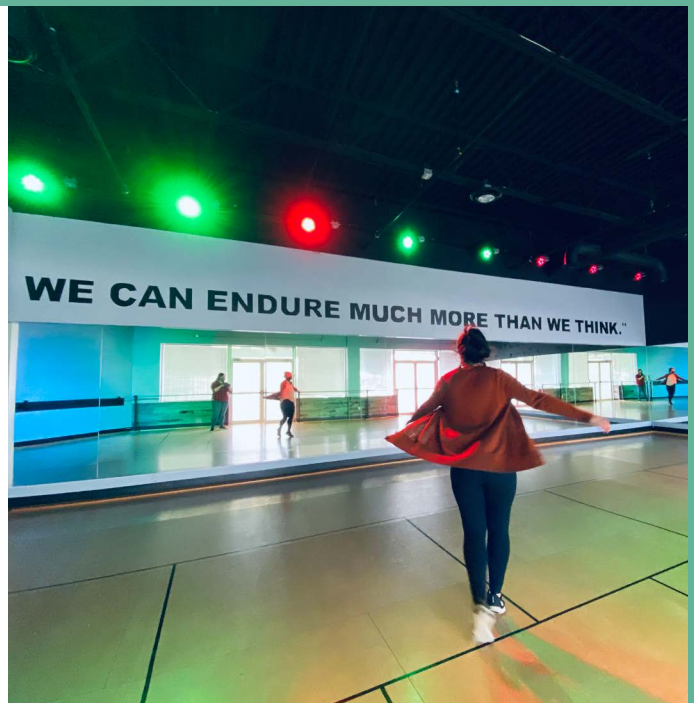
## SPOTLIGHT

### The Block Collaborative

The Block Collaborative is a studio located in Portsmouth, NH. This studio offers dance, art, personal development classes, and more in a vibrant and creative environment. The Block's goal is to help grow the community with the love and passion of art.

This space was created by Anthony and Brenda Bounphakhom in 2020, and is offering programs for adults and youths, in classes like Creative Movement, Contemporary, Hip Hop, Breaking, Ballet, Jazz, Tumbling, and Improv. They also have rotating art installations, often interactive, in multiple spaces throughout the building.

[www.theblockcollaborative.com](http://www.theblockcollaborative.com)



# CHANGES IN THE REGION

Since the publication of the 2020 CEDS, new demographic and economic data for the region, state, and country has become available. The purpose of this section is to provide an annual update of the best available data, which generally is no more than one to two years old, depending on the source. In addition, the new data has been incorporated into the appropriate data tables found in the Appendix. Specifically, updated or supplementary information has been added in the areas of population, housing price data, rental data, foreclosures, employment, unemployment, wage data, employment reductions from layoffs, property valuations and tax rates, per capita income, poverty, and country of origin. This information is summarized in narrative form below.

## Population Counts

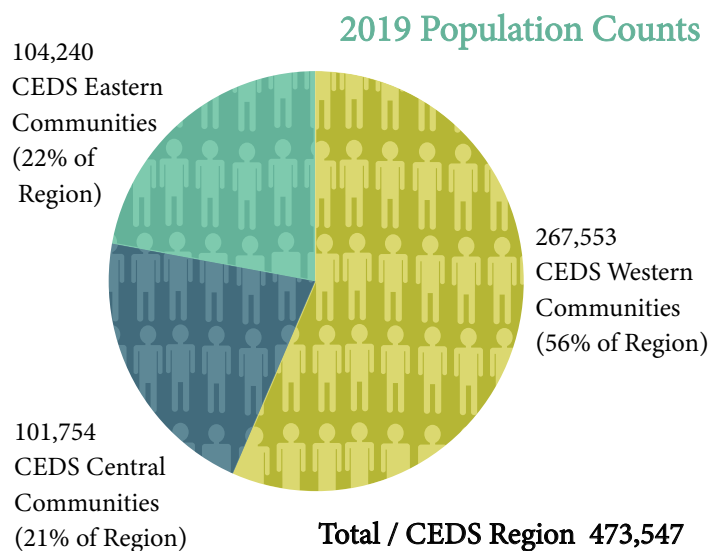
The NH Office of Strategic Initiatives (NH OSI, formerly NH OEP) publishes population estimates for New Hampshire cities and towns on an annual basis. Since the 1980 census, a dwelling unit method has been used by NH OSI in the 37 communities with a 1980 population of 5,000 or more. In all remaining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

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

2019 population estimates are the best available information.

The 2019 estimates are provided in Table A-1 of the Appendix. These figures are an estimate for July 2019. According to the estimates, the REDC CEDS region was home to 473,547 persons in 2019 and experienced an estimated net growth of 2,343 individuals between 2018 and 2019. Overall, one-year growth rates were down across the region and state, decreasing to roughly 0.5% or less. Eight of the region's communities experienced a population decrease, and only six communities saw an annual increase greater than 1%. As a comparison, the U.S. 1-year population growth from 2018 to 2019 was 0.5%.

Within the REDC region, the largest concentration of persons resides within the Western subregion. In 2019, 56% of the region's citizens, or 267,553 persons, lived within the Western subregion. The Eastern and Central subregions split the remaining population, with 104,240 (22%) persons in the Eastern subregion and 101,754 (21%) in the Central subregion. The ratio of population remains unchanged from previous years. For the first time in several years, the Central subregion was not the fastest growing area; the Western subregion outpaced the other two subregions in annual growth rate.



Source: NH Office of Strategic Initiatives

In April 2021, the U.S. Census Bureau released the initial counts from the 2020 census. Overall, population growth in the U.S. is slowing, with the slowest growth in the Midwest and Northeast. At 4.6% growth, New Hampshire's growth decreased when compared with the previous decade, but it was higher than all other New England states except Massachusetts, which grew 7.4% over the decade. That matches the 7.4% resident population increase in the U.S.

Population experts attribute NH's slowing population to several factors. One reason is that since 2017, deaths have outpaced births, so immigration has been the only source of population growth, according to Kenneth Johnson, a sociology professor and senior demographer with the UNH Carsey School of Public Policy. Another reason for the decrease in growth is that there is little new housing in NH. From 2010 to 2019, only 32,651 units of housing — everything from apartments to seaside mansions — received permits, said Noah Hodgetts, assistant planner for the New Hampshire Office of Strategic Initiatives. If there are no places for new residents to live, they cannot move to the state.

## Housing Availability

REDC uses the American Community Survey 5-year data for reporting on housing stock estimates. Table B-1 of the Appendix lists housing estimates for 2017 through 2019.

In 2019, there were 197,892 total housing units within the REDC region, with 54% of those units within the Western subregion (106,507 units). This correlates to the population data discussed above. The Eastern subregion follows with 50,544 units (25%), and finally the Central subregion with 40,841 units (21%).

What continues to stand out in the 2018 data is the higher-than-average percent of vacancies in the Eastern subregion when compared to the Central and Western REDC subregions (12.2% for Eastern, 6.8% for Central, and 4% for Western). It is possible

that the elevated rate of vacancies in the Eastern subregion is due to the season nature of the Seacoast. Coastal communities such as Hampton, New Castle, Rye, and Seabrook have higher vacancy rates than the surrounding communities. These communities experience higher volumes of summer rentals and seasonal residencies, possibly contributing to a higher-than-average vacancy rate. However, the REDC region fares better than the state, which had a vacancy rate of 16.2% in 2019.

## Housing Sales and Purchase Price

New Hampshire Housing Finance Authority (NHHFA) compiles a housing purchase price database annually for new and existing homes, condominium, and non-condominium sales. Summarized results from 2020 for all counties in the state are presented in Table B-4 of the Appendix. In addition, individual community results for REDC regions and counties covering the 12-month period from January 2020 to December 2020 are presented in Table B-5.

Based on the sales data across New Hampshire for 2020, the average sale price of a home (new or



Housing in Newmarket, NH.

existing) increased when compared with 2019 values by \$32,333 (a 12% increase). Between 2015 and 2020, the average sale price of a home (new or existing) increased by \$81,333 (a 37% increase). Generally, sale prices were up across the state in 2020, with an increase in the average price for every county.

In 2020, the highest average sales price for all homes was Rockingham County, with an average cost of \$395,000, up \$46,000 from 2019 (a 13% increase), and a 5-year increase of \$120,000 (a 44% increase) since 2015. The second highest average sales price was in Hillsborough County at \$317,000, up \$35,000 in one year (a 12% increase). Hillsborough County has seen an increase of \$92,000 over the past 5 years (a 41% increase). Once again, both Rockingham and Hillsborough Counties were the only counties above the statewide average sale price of \$302,333, but with Rockingham and Hillsborough Counties contributing most of the home sales in the state, this is not surprising.

When looking at the towns and cities that comprise the REDC CEDS region, the median transaction price for all homes in the region was \$388,032, up 14% from 2019. In 2020, the highest median price for all sales was recorded in the town of New Castle at \$1,299,500 for 18 transactions. During the same period, the lowest was recorded in the town of Raymond at \$283,933 for 139 transactions. Only two communities – Raymond and Plaistow – had a median sales price below \$300,000. During 2020, the average transaction price for a home sale was largest in the Eastern subregion (\$476,830), followed by the Central subregion (\$369,841), and finally the Western subregion (\$354,846). It should be noted that calculations based on sample sizes less than 50 are considered highly volatile, and seven of the 42 communities (all in the Eastern subregion) reported fewer than 50 sales during 2020. Note, the REDC regional and subregion totals are based on weighted averages of all reporting communities.

For sales of new homes, 38 of the 42 communities in the REDC CEDS region had ten or fewer new home sales during 2020, and no communities had over 50 new home sales during the past year. The year-to-

year change in new home prices is extremely volatile due to the small sample size. For example, the median new home sale price in 2020 increased 57.2% from 2019 in Portsmouth; however, the sample size was only one sale. Looking at the five-year trend from 2015 to 2020, new home sale prices were up about 31% in the REDC CEDS region and 26% for the state.

While prices continue to rise, total sales declined between 2019 and 2020. According to New Hampshire Housing, there were fewer sales statewide (a decrease from 22,476 to 20,201) in 2020 versus 2019. Within the REDC region, 6,898 sales were completed in 2020, a 14% increase from 2019. Within the REDC region, the Central, Eastern, and Western subregions experienced increases in total sales of 13, 10, and 15 percent, respectively.

Of the total sales reported in 2020 for the REDC region (6,898), 97% (6,715) were existing and homes only 3% (183) were new construction. The percentage of new home sales is marginally less for the state overall, with only 1.8% of homes being new construction in 2020. Sales in the REDC region make up 34% of all home sales for the state.

In 2020, 55% of all home sales for the REDC region were made in the Western subregion, where the population is most dense. The Western subregion had the greatest number of sales (3,809), followed by the Eastern (1,708) and Central (1,381) subregions. In all three subregions, the sale of existing homes far outpaces that of new construction.

## Housing Rental Prices

In addition to housing sales data, New Hampshire Housing Finance Authority (NHHFA) collects data on average rental costs in towns and cities across the state. NHHFA sends rental cost surveys to landlords of rental units and summarizes the results annually each June. Completing the survey is voluntary; therefore, the data provided cannot be considered a comprehensive look at the rental picture in southern NH. In 2020, the highest average monthly rental

prices can be found in the Eastern subregion at \$1,659 per month, with the highest average rental cost in Rye at \$2,218 and the lowest average monthly rental cost in North Hampton at \$1,132. The Central subregion prices ranged from \$910 to \$2,269 per month, while the Western subregion prices ranged from \$1,202 to \$2,195 per month. The table of page below summarizes the average monthly rental prices for our region and the state of New Hampshire. Note that the subregion averages are calculated as an average based on only those communities reporting data within the subregion, and those communities are not the same from year to year. Therefore, a year-to-year comparison of the REDC region and subregions is not advised.

According to New Hampshire Housing’s 2020 Residential Rental Cost Survey, rising rental costs and low vacancy rates continued to be the trend for most of the state in 2020. The statewide average monthly rent decrease modestly from \$1,303 to \$1,283 between 2019 and 2020. Hillsborough and Rockingham counties continue to be among the most expensive counties in the state with average rents of \$1,412 and \$1,548, respectively. Supply continues to be a problem across the state with vacancy rates around 1%. The housing crisis was made worse by the coronavirus pandemic, which strained an already strained housing market.

### Rental Data (2016 - 2020)

TOWN/AREA	2016	2017	2018	2019	2020	2019-2020 Increase	2019-2020 % change
CEDS Eastern Subregion Average	\$1,471	\$1,535	\$1,391	\$1,593	\$1,659	\$66	3.978300181
CEDS Central Subregion Average	\$1,165	\$1,182	\$1,190	\$1,288	\$1,343	\$55	4.09530901
CEDS Western Subregion Average	\$1,217	\$1,266	\$1,309	\$1,496	\$1,572	\$76	4.834605598
REDC CEDS Region Average	\$1,269	\$1,314	\$1,243	\$1,417	\$1,469	\$52	3.539823009
Hillsborough County Average	\$1,214	\$1,280	\$1,346	\$1,350	\$1,412	\$62	4.390934844
Rockingham County Average	\$1,241	\$1,268	\$1,245	\$1,534	\$1,548	\$14	0.904392765
State of NH Average	\$1,113	\$1,143	\$1,177	\$1,303	\$1,283	(\$20)	-1.558846454

The subregion averages are based on the average monthly rental rates for those towns reporting rates. A comparison of rental rates from year to year for the REDC region and subregions cannot be made due to the fact that the towns reporting rates are not the same from year to year. Source: NHHFA, rental prices are average as reported by each community for all rental units, regardless of size.

## Deed Foreclosures

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

There were significantly fewer foreclosures in 2020 than in previous years, due to the foreclosure moratorium in response to the coronavirus pandemic. In 2020, there were 58 foreclosures in the REDC CEDS region, compared to 194 in 2019. Statewide there were 262 foreclosures in 2020, compared to 731 in 2019. While the foreclosure moratorium certainly decreased foreclosures last year, foreclosures have been declining for nearly a decade now. In 2020, the majority of foreclosures in the REDC CEDS region were in the Western subregion, which is expected since it also has the largest housing stock across the region. It is difficult to predict how the pandemic will affect foreclosures now that the moratorium has come to an end.

# Employment and Wages

**Note:** the most current data available is used in this section; however, the bulk of the data comes from pre-COVID-19 years, when the economic impacts of the pandemic are not yet recorded. The Regional Economy section (pages 46-54) has a more complete picture of the regions' current economic situation.

Hillsborough and Rockingham Counties continue to be the hub of employment for the state of New Hampshire. Pre-pandemic in 2019, the two counties added a combined total of 154 new places of employment, which was equal to the growth in the previous twelve months. The two counties combined reported 21,858 establishments, which is 45% of the state's total. Additionally, the two counties had an average annual employment of 357,683 jobs in 2019, which is 54% of the state total. This is an increase of 3,905 jobs from 2018 for the two regional counties. A summary of employment units (establishments), average employment, and average weekly wages by industry classification for Hillsborough and Rockingham counties, as well as the state of NH, is found in Table C-2 of the Appendix. This table has been updated with data from 2019, the latest available from the Labor Market Information Bureau of the NH Department of Employment Security.

In 2018, as in years past, the Retail Trade industry (NAICS Codes 44-45) supported the largest number of jobs in Rockingham County at 25,089 jobs, while Healthcare and Social Assistance (NAICS 62) provided the most employment in Hillsborough County at 30,980 positions. In Rockingham, Retail Trade supported just under 17% of all employment, followed by Healthcare and Social Assistance (17,138 jobs), which supplied 11% of employment. Manufacturing (NAICS 31-33) and Accommodation and Food Services (NAICS 72) jobs rounded out the top employment sectors with roughly 10%, or 15,978 and 15,711 jobs respectively, of the available employment in 2019. Meanwhile in Hillsborough County, Healthcare and Social Assistance supported 15% of all employment during 2019, followed by Retail Trade with 27,838 jobs at just under 14%, and Manufacturing (26,686 jobs) at 13%. There has been little variation in these top categories of employment over the past several years.

Table C-3: Employers, Employment, and Wages by Community in the Appendix looks at similar data for establishments, employment, and wages, but at the local level rather than by industry class, for the most current two years of data (2018-2019). A summary of that information for the region, counties, and state is provided in the table below. Looking at the annual changes from 2018 to 2019, employers,

## Summary: Employers, Employment, and Wages by Community

Town/Area	2018			2019		
	Establishments	Avg. Annual Employment	Average Weekly Wage	Establishments	Avg. Annual Employment	Average Weekly Wage
CEDS Eastern Subregion	4,896	76,282	\$981	4,823	75,944	\$1,064
CEDS Central Subregion	2,264	25,071	\$871	2,294	25,516	\$886
CEDS Western Subregion	7,623	132,037	\$1,117	7,672	133,860	\$1,148
REDC CEDS region	14,783	233,390	\$966	14,789	235,320	\$1,008
Hillsborough County	11,421	203,961	\$1,182	11,481	205,989	\$1,220
Rockingham County	10,283	149,817	\$1,069	10,377	151,694	\$1,110
New Hampshire	48,086	658,816	\$1,092	48,798	665,374	\$1,128

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

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

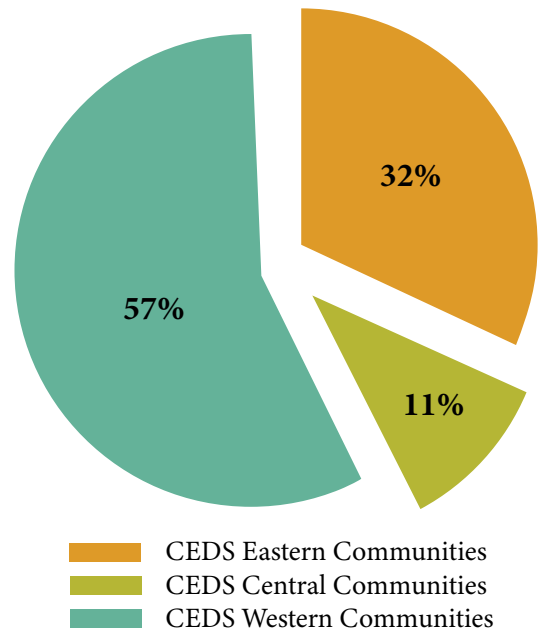
employment, and wages generally increased across the region. The REDC CEDS region gained an additional 2,991 jobs and 95 establishments from 2018 to 2019. The Western subregion continues to hold the largest base of employment due to the size of the Nashua regional area. Additionally, it has the highest average weekly wage of the three subregions.

As demonstrated in the chart to the right, over half of the jobs within the REDC CEDS region are located in the Western subregion (57%), followed by 32% in the Eastern subregion and 11% within the Central subregion. The distribution of jobs within the region has not changed substantially in several years. Altogether, the 42 communities of the region contain 35% of all jobs within New Hampshire.

Tables C-2, C-3, and C-5 in the Appendix include weekly wage information in addition to the employer and employment data already discussed. The Appendix tables show changes in numbers of employers, employees and average wages from 2018 and 2019. REDC presents the data for each community within the REDC CEDS region and summarized by CEDS subregion, but it should be noted that some data is suppressed in smaller communities or where a single employer makes up more than 80 percent of the collected data. This means that the subregional totals do not always add to the county totals. In addition, the wage information for the subregions and the region is an average of the individual town data, not a true average of all wages.

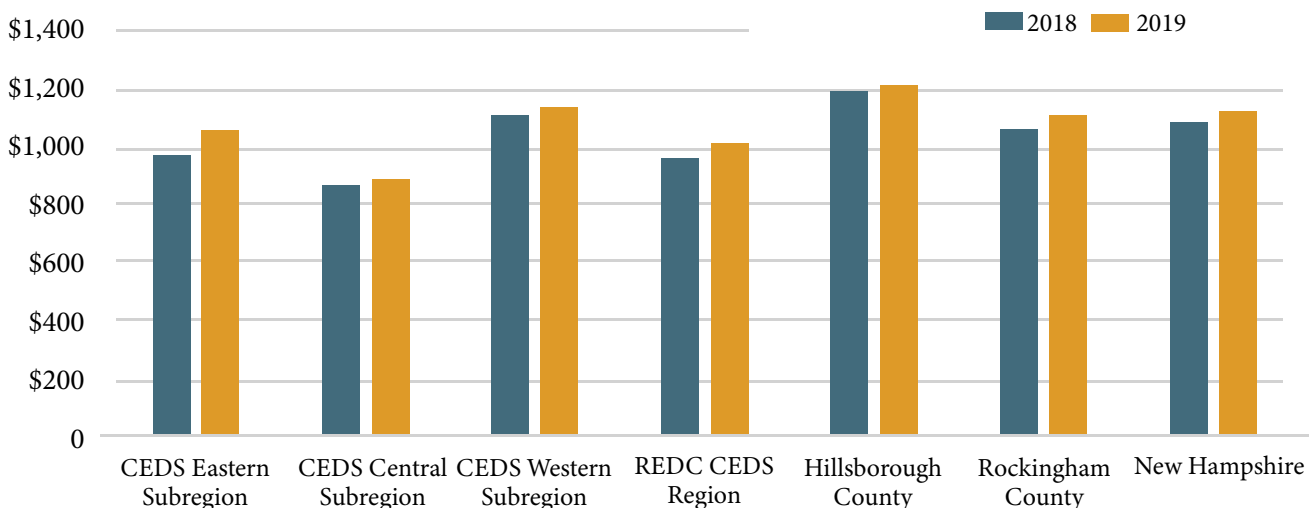
The chart below outlines the average weekly wages for the region and state for the most recent two years of data. The average weekly wage for the state increased by \$36/week, roughly 3% from 2018 to 2019. As in years past, only the Western subregion had an average wage greater than that of the state due to the higher wages in western Rockingham County and the greater Nashua area.

### Distribution of Jobs in the REDC CEDS Region, 2019



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

### Average Weekly Wages (2018 - 2019)



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

The average weekly wage for the REDC CEDS region increased by \$42/week from 2018 to 2019. The largest single year increase was in the Eastern subregion, which was up \$83/week, for an 8.5% increase. On the other end of the spectrum, the Central subregion, which has the lowest average weekly wage at \$886/week, had the smallest one-year increase of only \$15/week. The Western subregion continued to pay the highest average weekly wage at \$1,148/week in 2019, which is a \$31 or 2.8% increase from the prior year.

Although the region is doing fairly well in terms of employment and wages, the region makes less than the state average wages. Only the Western subregion continues to have an average weekly wage above that of the state, yet even then, only three of the nine communities comprising the region are above the state's \$1,128/week average. In the Eastern subregion, only four of 16 communities are above the state average, and in the Central subregion, only one of the 17 communities is above the state average wage. At \$1,008/week, the REDC CEDS regions' average weekly wage is approximately 10.5% less than the state average.

Within the region, the highest average wage rate in 2019 was in the town of Merrimack at \$1,965 weekly, followed by Newington and Portsmouth at \$1,398/week and \$1,312/week, respectively. The lowest average weekly wage during 2019 was for employees working in the town of Epping at \$671/week.

# 2.6%

The 2019 annual unemployment rate for the REDC CEDS region

# 6.7%

The 2020 annual unemployment rate for the REDC CEDS region

When examining the average weekly wages for each employment sector, the top earners in Rockingham County during 2019 were Management of Companies/Enterprises (NAICS 55) and Utilities (NAICS 22) at \$2,993 and \$2,362/week, respectively. For Hillsborough County, the top wages went to the Finance and Insurance sector (NAICS 52) at \$2,713/week and Professional and Technical Services (NAICS 54) at \$2,012/week.

In Hillsborough County, the lowest weekly wages were found in the Arts, Entertainment, and Recreation sector (NAICS 71) at \$390/week and the Accommodation and Food Services sector at \$451/week in Rockingham County.

## Unemployment Rates and Trends

Table C-4 in the Appendix includes town-by-town annual unemployment data from 2010 through 2020. Over this 10-year period, rates continually decreased until 2020 when the COVID-19 pandemic caused a significant disruption to the regional, state, and national economy.

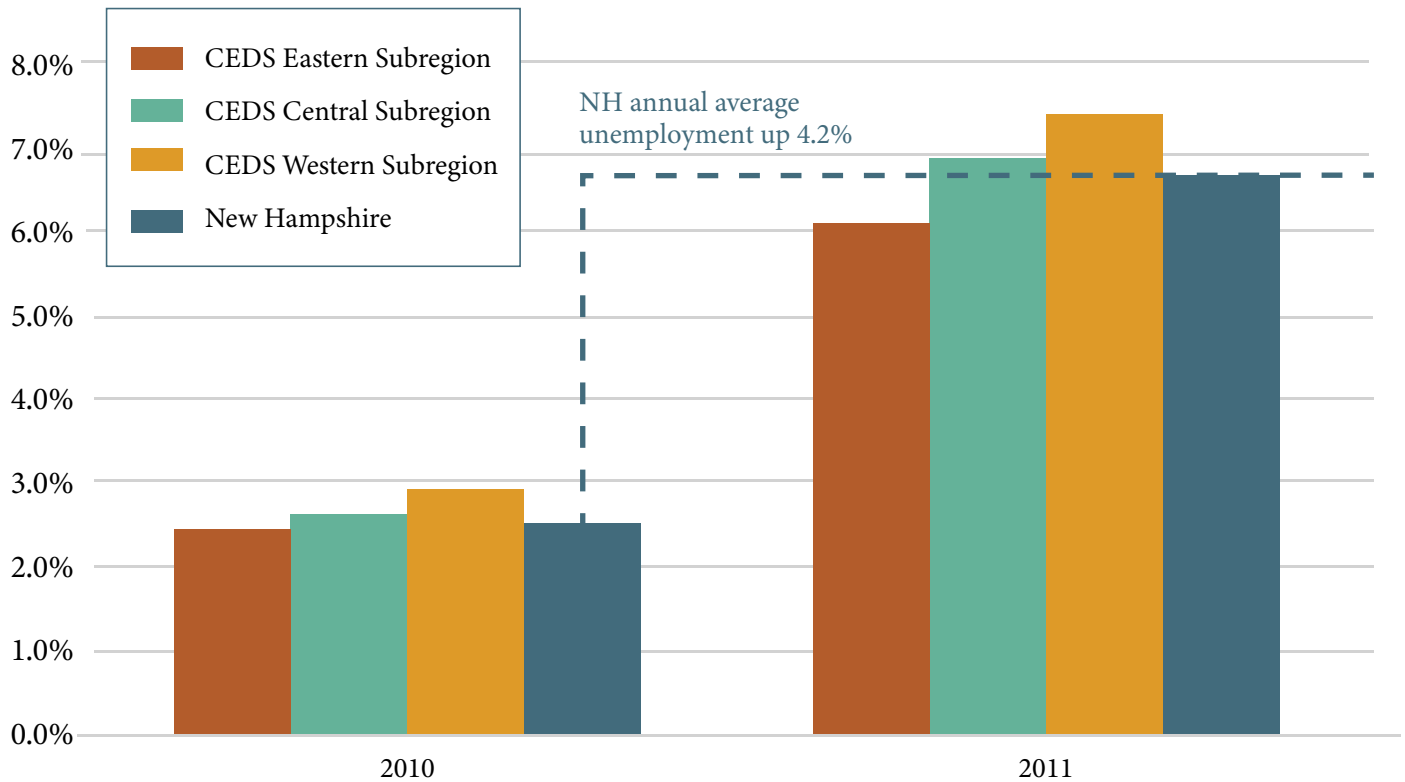
Looking at the average annual (not seasonally adjusted unemployment data) rates increased approximately 3% to 6% from 2019 to 2020. The peak impacts of the shutdowns were felt in April and May 2020. Pre-COVID-19, the unemployment rates for Hillsborough and Rockingham counties were around 3%, however in April, they soared to over 17% due to the closure of many businesses. Since the peak in April, rates have slowly lowered to 3.7% (Rockingham County and NH) and 3.9% (Hillsborough County) in the month of December. The largest one-month drop was from May to June, when rates went from the mid-15% to mid-9% across all counties in the state.

The 2020 annual unemployment rate for the REDC CEDS region was 6.7%, which was up 4.1% from 2019. Within the region, the largest annual increase in the unemployment rate from 2019 to 2020 was



in the Western subregion, which was up 4.5% for the year. The Eastern subregion had the smallest pandemic impact, with its annual rate increasing 3.7%. The chart below outlines the annual unemployment rates for the REDC CEDS region and the state for the two most recent years.

### Annual Unemployment Rates (2010 - 2011)



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

In addition to reviewing unemployment data on a town-by-town basis, the CEDS also reviews information based on the various NECTAs through its region. The U.S. Office of Management and Budget (OMB) uses the term NECTA, New England City and Town Area, which is a geographic and statistical entity for use in describing aspects of the New England region of the United States.

The regional NECTAs, the New England region, and country were at five-year lows for unemployment at the conclusion of 2019; however, the 2020 annual

rates were higher due to the economic disruption of the pandemic. Similar to the municipalities within the region, annual rates for the NECTAs were up over 3% for the year. The hardest hit areas in the region were the Salem and Pelham areas, while the Raymond area experienced the smallest annual increase, matching the Portsmouth area with the lowest annual rate of 6.2%

On a regional and national scale, New Hampshire has always ranked well nationally in pre-COVID-19 years. In 2019, with an unemployment rate of 2.5%,

## Average Annual Unemployment Rates\* For REDC CEDS Region NECTAs

	2019	2020	1 year change from 2019-2020
Manchester NH NECTA	2.4%	6.7%	4.3%
Nashua NH-MA NECTA, NH Portion	2.8%	7.1%	4.3%
Pelham Town, Lowell-Billerica-Chelmsford MA-NH NECTA Division	3.2%	8.4%	5.2%
Portsmouth NH-ME Metro NECTA, NH Portion	2.3%	6.2%	3.9%
Raymond NH LMA	2.5%	6.2%	3.7%
Salem Town, NH Portion, Lawrence-Methuen-Salem MA-NH NECTA	3.4%	8.6%	5.2%
Seabrook-Hampstead Area, NH Portion, Haverhill-Newburyport-Amesbury MA-NH NECTA Division	3.1%	8.0%	4.9%
Hillsborough County	2.6%	7.0%	4.4%
Rockingham County	2.7%	7.1%	4.4%
New Hampshire	2.5%	6.7%	4.2%
New England	3.1%	8.0%	4.9%
United States	3.7%	8.1%	4.4%

\*Rates are Not Seasonally Adjusted

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

New Hampshire was second only to Vermont with the lowest unemployment rate in the New England region, and third on the national scale. However, in 2020, NH's unemployment rate increased more than several other states, and at 6.7% unemployment, NH ranked 22nd nationally.

When looking at monthly unemployment rates, we start to see some of signs of recovery. The table on page 41 outlines the monthly (not seasonally adjusted) unemployment rates for March 2020 and the first three months of 2021. It is important to keep in mind that the March data used comes from a survey of employment taken from the week or pay period that includes the 12th of the month; therefore, the March 2020 data predates some to many of the business and school closures. Rates in March 2020 were virtually the same as March 2019. When looking at the March 2021 rates, many of the areas

within the region are at or below the March 2020 rates, indicating the economy is recovering from the economic impacts of the pandemic. However, the civilian labor force decreased across the region and state, so there were fewer employed individuals in 2021 than in 2020.

## Labor Force

The U.S. Bureau of Labor Statistics defines Civilian Labor Force as all people age 16 and older who are classified as either employed or unemployed. Conceptually, the labor force level is the number of people who are either working or actively looking for work. As mentioned above, the number of individuals available for work decreased over the pandemic.

## Monthly Unemployment Rates\* For Regional NECTAs

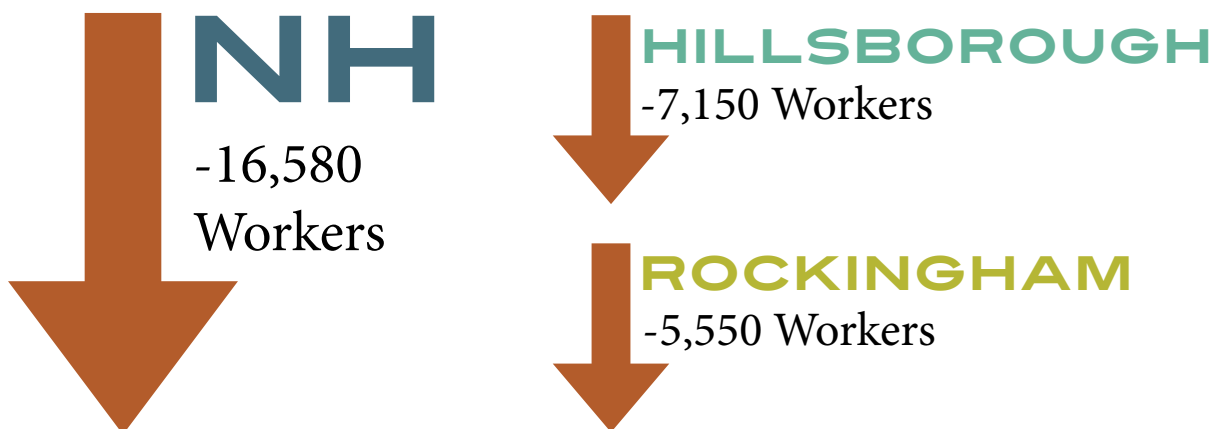
	March 2020	January 2021	February 2021	March 2021	Change Jan-March 2021	Change March 2020-2021
Manchester NH MetroNECTA	2.9%	4.0%	3.1%	3.2%	-0.8%	0.3%
Nashua NH-MA NECTA Division, NH Portion	3.5%	4.2%	3.3%	3.3%	-0.9%	-0.2%
Pelham Town, NH Portion, Lowell-Billerica-Chelmsford MA-NH NECTA Division	4.2%	4.8%	3.9%	3.9%	-0.9%	-0.3%
Portsmouth NH-ME MetroNECTA, NH Portion	2.9%	3.7%	2.9%	2.9%	-0.8%	0.0%
Raymond NH LMA	3.2%	3.5%	2.7%	2.9%	-0.6%	-0.3%
Salem Town, NH Portion, Lawrence-Methuen-Salem MA-NH NECTA Division	4.1%	4.8%	3.8%	3.8%	-1.0%	-0.3%
Seabrook-Hampstead Area, NH Portion, Haverhill-Newburyport-Amesbury MA-NH NECTA Division	4.0%	4.6%	3.6%	3.6%	-1.0%	-0.4%
Hillsborough County	3.3%	4.2%	3.3%	3.3%	-0.9%	0.0%
Rockingham County	3.4%	4.0%	3.1%	3.2%	-0.8%	-0.2%
New Hampshire	3.1%	4.0%	3.1%	3.2%	-0.8%	0.1%
United States	4.5%	6.8%	6.6%	6.2%	-0.6%	1.7%

\*Rates are Not Seasonally Adjusted

Source: NH Economic and Labor Market Information Bureau

When comparing March 2020 to March 2021, the unemployment rates for the state and two regional counties is roughly the same, however the labor force decreased by 2.2% for the state and 3% for the two counties.

## Comparing Labor Force March 2020 and March 2021



Source: NH Economic and Labor Market Information Bureau

A shrinking labor force is typically caused by an aging population that retires, young people staying in school or others leaving work to return to school, and migration to another region or state. However, during the pandemic, for most of 2020 and the beginning of 2021, the state of NH suspended the requirement that individuals drawing unemployment actively look for work. There are many businesses in the region that are actively looking for employees and there is a worker shortage.

Table C-6 in the Appendix tracks civilian labor force data at the county and state level, along with the other New England states, and the annual averages for 2019 and 2020 are summarized below. As discussed previously, the labor force decreased over the past year during the pandemic. The nation lost 1.7% of its workforce, while the New England region witnessed a 2.9% reduction. Only New Hampshire had a percent loss of workers less than the nation, and at a 1.5% loss, it was the lowest loss in the New England region.

## Civilian Labor Force and Employment

REGION/ STATE (in thousands)	2019				2020			
	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)
Hillsborough County	242.8	236.2	6.5	2.7	240.1	223.3	16.8	7.0
Rockingham County	188.6	183.3	5.2	2.8	186.0	172.8	13.1	7.1
New Hampshire	773.4	753.3	20.1	2.6	761.7	710.8	50.9	6.7
Connecticut	1917.3	1848.5	68.8	3.6	1872.6	1724.6	148.0	7.9
Maine	696.2	677.2	189.9	2.7	676.5	639.8	36.8	5.4
Massachusetts	3782.1	3667.7	114.4	3.0	3658.3	3334.1	324.2	8.9
Rhode Island	558.9	538.7	20.2	3.6	541.7	490.8	550.8	9.4
Vermont	344.4	336.4	8.0	2.3	330.1	311.6	18.4	5.6
New England	8072.3	7821.8	250.4	3.1	7841.0	7211.8	629.2	8.0
United States	163539	157538	6001	3.7	160742	147795	12947	8.1

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

## SPOTLIGHT

### NH Works Rapid Response

In previous CEDS, REDC has utilized the data from The Office of Workforce Opportunity, Department of Business and Economic Affairs, which monitors significant plant layoff and business closings during the year. Rapid Response is a voluntary NH Works program that assists workers dislocated due to a layoff or closing of a business. When a group of 25 or more workers is dislocated, NH Works Rapid Response teams work with the employer to arrange a meeting with affected employees. NH Works Rapid Response teams help workers design a plan for re-employment, including retraining, and helps address the many questions a dislocated worker has regarding state and federal programs. If a company chooses to participate, NH Works receives a count of the number of layoffs and other important information that helps to expedite services and unemployment insurance claims.

When the COVID-19 pandemic struck, many NH businesses needed to temporarily or permanently close or lay off workers to adjust to the state and local mandates for safe work conditions and social distancing requirements. A number of those employers reached out to NH Works for assistance, and the NH Works Rapid Response program adjusted to the crisis by logging anyone who called for support and were letting employees go, whether temporarily or permanently. Not only does this change how job losses are reported, but it made follow up difficult, especially when a business reported a temporary closure and then never reopened.

The NH Works Rapid Response program is evolving, partially in response to the economic disruptions caused by the pandemic. It is rebuilding its website to create a resource for all workers who have lost their job. One highlight of the new site will be a video informing all NH residents of available services. The goal is to reach all those impacted by job loss, especially those small, unmeasured layoffs.

For more information on NH Works and Rapid Response, visit their website at NH Economy: Welcome <https://www.nheconomy.com/nh-rapid-response>

## Income and Poverty

*Note: the most current data available used in this section predates the COVID-19 pandemic when the economic impacts of the pandemic are not yet recorded.*

The ACS collects data regarding income and poverty, and categorizes it by factors such as ethnicity, gender, age, family type, etc. For the purposes of the annual CEDS updates, REDC narrowed down the scope of

data to look solely at the per capita income, since this is the factor that is often used in various reports and distress criteria. The ACS defines per capita income as the mean money income received in the past 12 months computed for every man, woman, and child in a geographic area. It is derived by dividing the total income of all people 15 years old and over in a geographic area by the total population in that area. Notes: income is not collected for people under 15 years old even though those people are included in the denominator of per capita income. This measure is rounded to the nearest whole dollar.

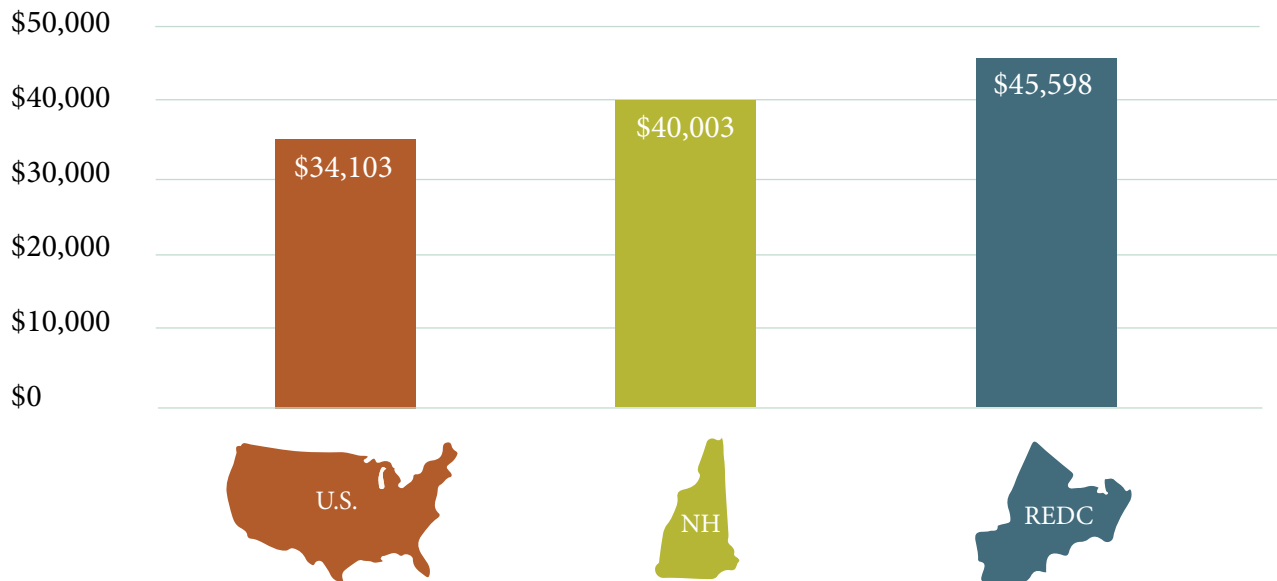
Poverty is calculated as a percentage of the population below the poverty threshold, rather than giving a numerical dollar value. The Census Bureau uses a set of money income thresholds that vary by family size and composition to determine who is in poverty. If a family's total income is less than the family's threshold, that family and every individual in it is considered to be in poverty. The official poverty thresholds do not vary geographically, but they are updated for inflation using the Consumer Price Index (CPI-U). The official poverty definition uses money income before taxes and does not include capital gains or noncash benefits (such as public housing, Medicaid, and food stamps).

Table F-3 in the Appendix lists the per capita income for annual 12-month periods from 2014 through 2019 for the municipalities within the CEDS region, as well as Hillsborough and Rockingham counties, New Hampshire, and the United States. Similarly,

Table F-4 lists the percentage of the population considered below the poverty threshold for the same period and locations. The subregional and regional values of both tables are based on population counts.

In 2019, the average per capita income for the REDC CEDS region, generated from the ACS five-year data from 2014-2019 and adjusted to 2019 dollars, was \$45,598, which was up \$1,879 from 2018. On average, the entire CEDS region, the two-county area in our region, and the state experienced an increase in the per capita income from 2018 to 2019. The Eastern subregion retained the highest per capital income in the region at \$53,980, with a 5.0% increase from 2018. The Central subregion experienced increased growth at 3.8% between 2018 and 2019, with an average income of \$43,890 in 2019, while the Western subregion, which has the lowest per capita income for the region at \$42,983 grew 4.2% over the year.

### 2019 Per Capita Income



Source: American Community Survey 5-year estimates.

In 2019, the REDC CEDS region average per capita income continued to exceed the United States average (\$34,103) by about 34%. Although not as large of a difference, the New Hampshire state average annual income of \$40,003 was still 17% greater than that of the national average.

At \$33,813, only the town of Raymond had a per capita income lower than that of the nation and remains the lowest per capita income average in the REDC CEDS region, while New Castle continued to have the highest per capita income level within the region at \$134,049.

Although per capita incomes continued to increase roughly 3-6% across the region and state from 2018 to 2019, poverty levels didn't experience a

corresponding adjustment. The one year change from 2018 to 2019 shows the poverty levels decreasing less than 0.5% in our region and state. A summary of the poverty levels for our region, state, and U.S. for the most recent five years of data is listed below. As one might expect, New Hampshire residents experience a much lower poverty rate than that of the U.S. Similarly, most of the CEDS region fared better than the state on whole.

## Poverty Rates

Area	2015	2016	2017	2018	2019	2018-2019 one-year change
CEDS Eastern Communities	6.3%	5.7%	5.1%	4.9%	5.1%	0.2%
CEDS Central Communities	5.0%	5.0%	4.6%	4.6%	4.2%	-0.4%
CEDS Western Communities	6.9%	6.9%	6.7%	6.2%	5.7%	-0.5%
REDC CEDS Region	6.4%	6.2%	5.9%	5.6%	5.3%	-0.3%
Hillsborough County	8.8%	8.6%	8.6%	8.1%	7.8%	-0.3%
Rockingham County	5.5%	5.1%	4.8%	4.7%	4.6%	-0.1%
New Hampshire	8.9%	8.5%	8.1%	7.9%	7.6%	-0.2%
United States	15.5%	15.1%	14.6%	14.1%	13.4%	-0.7%

Source: American Community Survey; NH Office of Strategic Initiatives  
 Note: Subregion and region values are weighted averages based on population.

During 2019, the Central subregion continued to experience the lowest level of poverty in the region, at only 4.2%. There were three communities within the REDC CEDS region having poverty levels at or above the state level of 7.6%, although Hillsborough County on whole fared slightly worse than the state with a rate of 7.8% for 2019. At 9.3%, Nashua had the highest level of poverty in 2019, while Litchfield and Windham had the lowest levels at 0.5% and 0.7%, respectively. There were no communities within the CEDS region with a poverty level greater than that of the national rate of 13.4%.

By Scott Lemos , Lecturer, Economics and Management, University of New Hampshire

## New Hampshire Overview

### 2021 Brings Continued Recovery from the COVID-19 Pandemic

The COVID-19 pandemic brought on tremendous damage for the global, U.S., and New Hampshire economies. Through 2020, the pandemic caused severe economic disruptions as households, governments, and businesses adopted a variety of mandatory and voluntary measures to slow the spread of the deadly disease. Much of the impact of these disruptions was focused on particular sectors of the economy, such as travel and hospitality, and job losses were primarily concentrated among lower-wage workers. Within New Hampshire, the two industries hit hardest by the pandemic were Leisure and Hospitality and Health and Education Services. By April 2020, these two sectors lost 53.5% and 15.6% of their jobs within the state, respectively.

Fortunately, the steep economic downturn in early 2020 was met with a sharp resurgence in jobs in the latter half of the year. By the end of 2020, NH regained 67,000 of the 115,000 jobs lost in the beginning of the year, and the start of 2021 has ushered in continued recovery. Though it is a difficult time to put forward an economic outlook, the extensive vaccination campaign currently implemented across the U.S. is expected to greatly reduce the number of new cases of COVID-19. As a result, the U.S. and NH economies are expected to make a full recovery toward the middle to latter half of 2021, as labor market conditions continue to improve.

Even prior to the COVID-19 pandemic there was concern about the economic outlook and expectations of a slow down or possible end to a long period of growth. A notable concern is whether the effects of the COVID-19 stimulus relief packages provide sufficient relief to both consumers and businesses, in terms of their immediate impacts on economic activity and longer-run impacts on

rising federal debt levels. Further, historically low unemployment continues to be a positive for those seeking employment within the state, but there remain strong indications that employment growth in NH would be higher if there was greater availability of skilled workers. As the state continues to recover from this past year, access to a skilled workforce will continue to shape deeper, structural changes within the economy.

### NH Economy in 2020: The COVID-19 Pandemic Ushers in Difficult Times Economically for the State

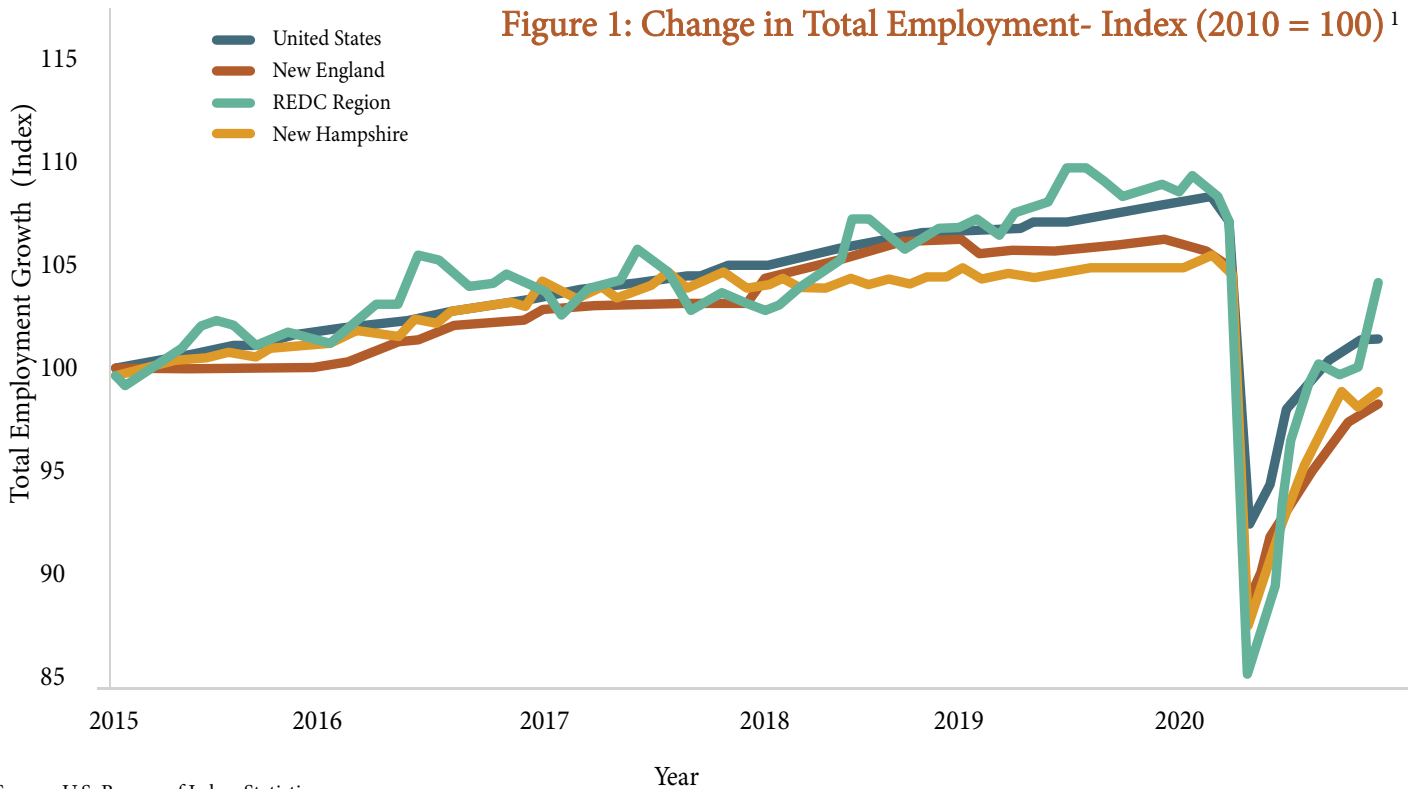
Figure 1 highlights how the regional (REDC, comprised of Rockingham County and five communities in Hillsborough County), New Hampshire, New England, and the national economies fared since 2015, including the strong economic downturn in the first half of 2020 and subsequent upturn in the second half. NH and the REDC CEDS region had lower employment growth than the U.S. since 2015 and was hit harder by the COVID-19 pandemic. During the depths of the economic downturn, NH employment fell 16.4% from January to April 2020, whereas the U.S. lost 14.3% over the same period. Each of these losses represent the largest declines in employment in recent history. The REDC CEDS region has had growth above the New England average throughout the period and has experienced larger percentage increases in jobs in the most recent six months compared to NH, New England, and the U.S. overall.

### Employment Trends

Figure 1 also highlights the stark differences in economic conditions between the first and second half of 2020. During the first four months of 2020, marked by extensive business closures that all but halted the economy, NH lost 112,800 jobs overall. Though, throughout the remainder of the year, the NH economy regained 59.1%, or 66,700 of those jobs, as the economy grew at a rapid 11.9% from May to December 2020.



**Figure 1: Change in Total Employment- Index (2010 = 100) <sup>1</sup>**

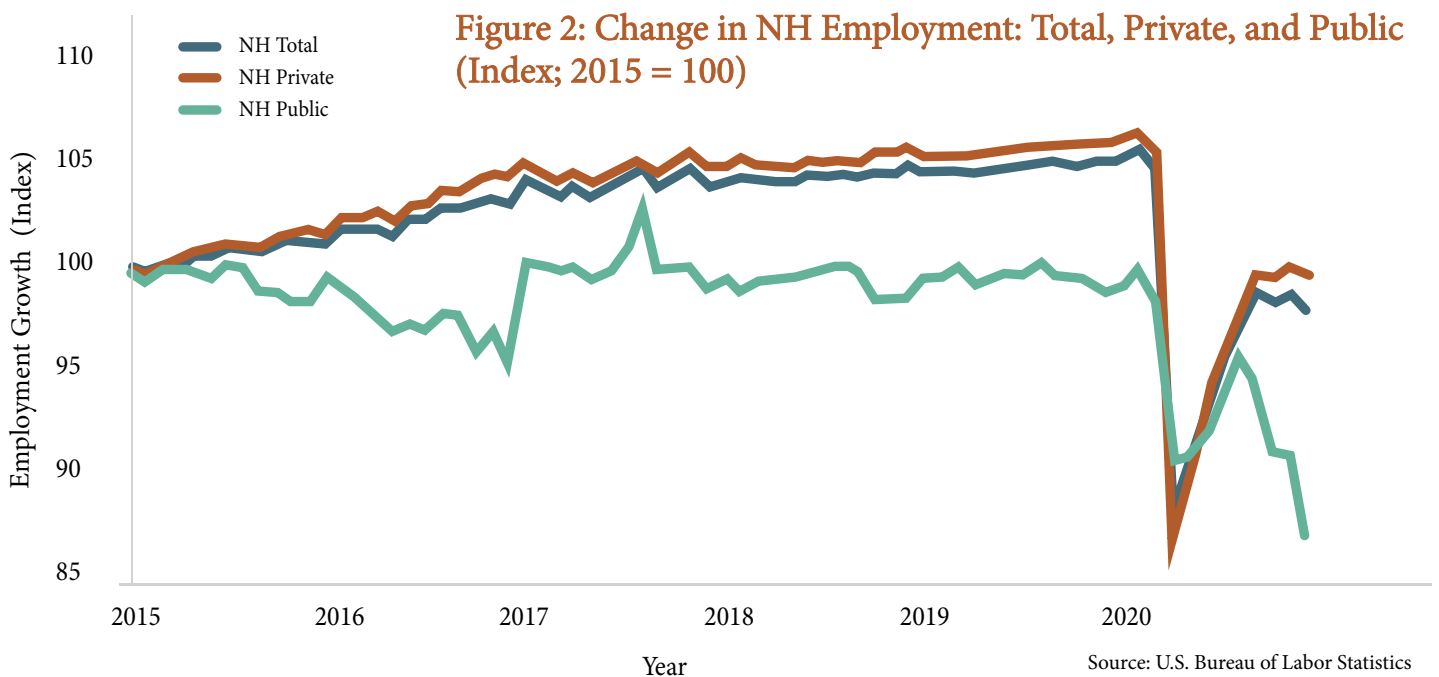


Source: U.S. Bureau of Labor Statistics

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

As Figure 2 indicates, the private sector in New Hampshire has been the driver of employment growth over the period. This has held true throughout 2020, particularly in the depths of the economic downturn in April 2020. Here, the private sector grew by 12,400 jobs, which accounted for all of the job growth experienced in the state, as the public sector continued to experience job losses over the period. The economic conditions of NH in 2020 are similar to competing states, such as Colorado and Virginia, who have similar economic and demographic profiles and are competing with NH for tech employment and quality of life/lifestyle residents.

**Figure 2: Change in NH Employment: Total, Private, and Public (Index; 2015 = 100)**



Source: U.S. Bureau of Labor Statistics

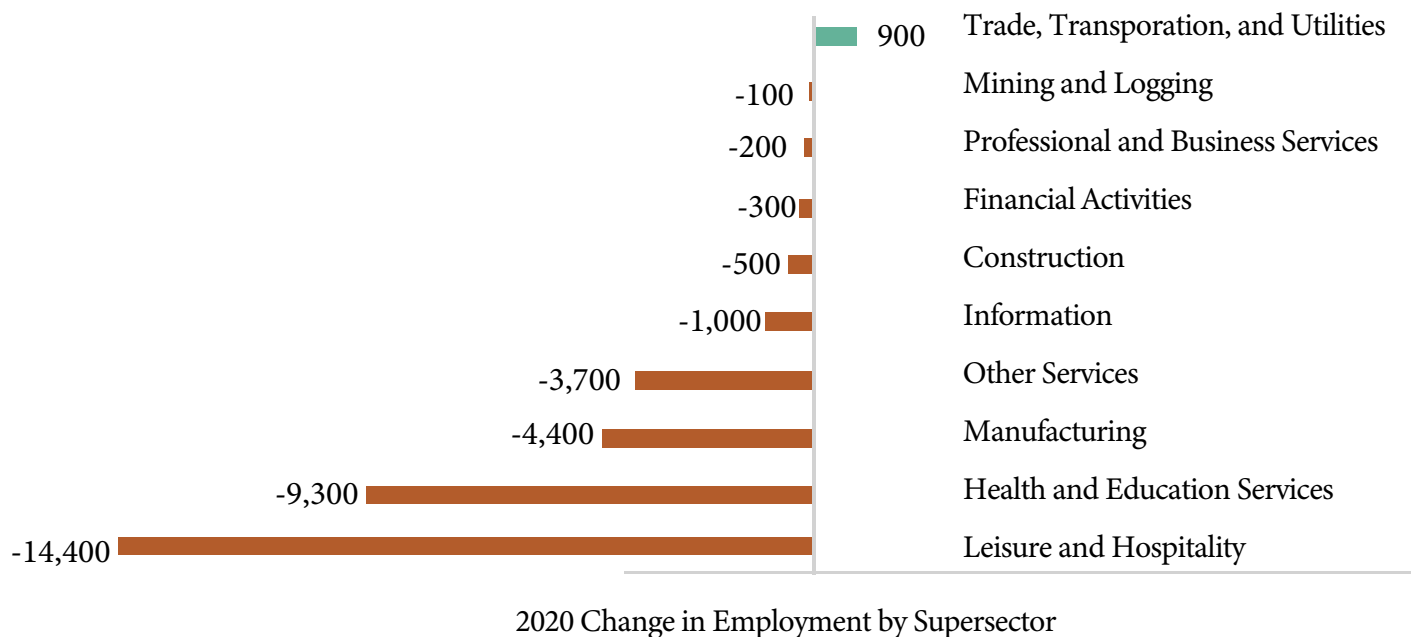


Photography by Pat Whelen.

### Employment by Industry

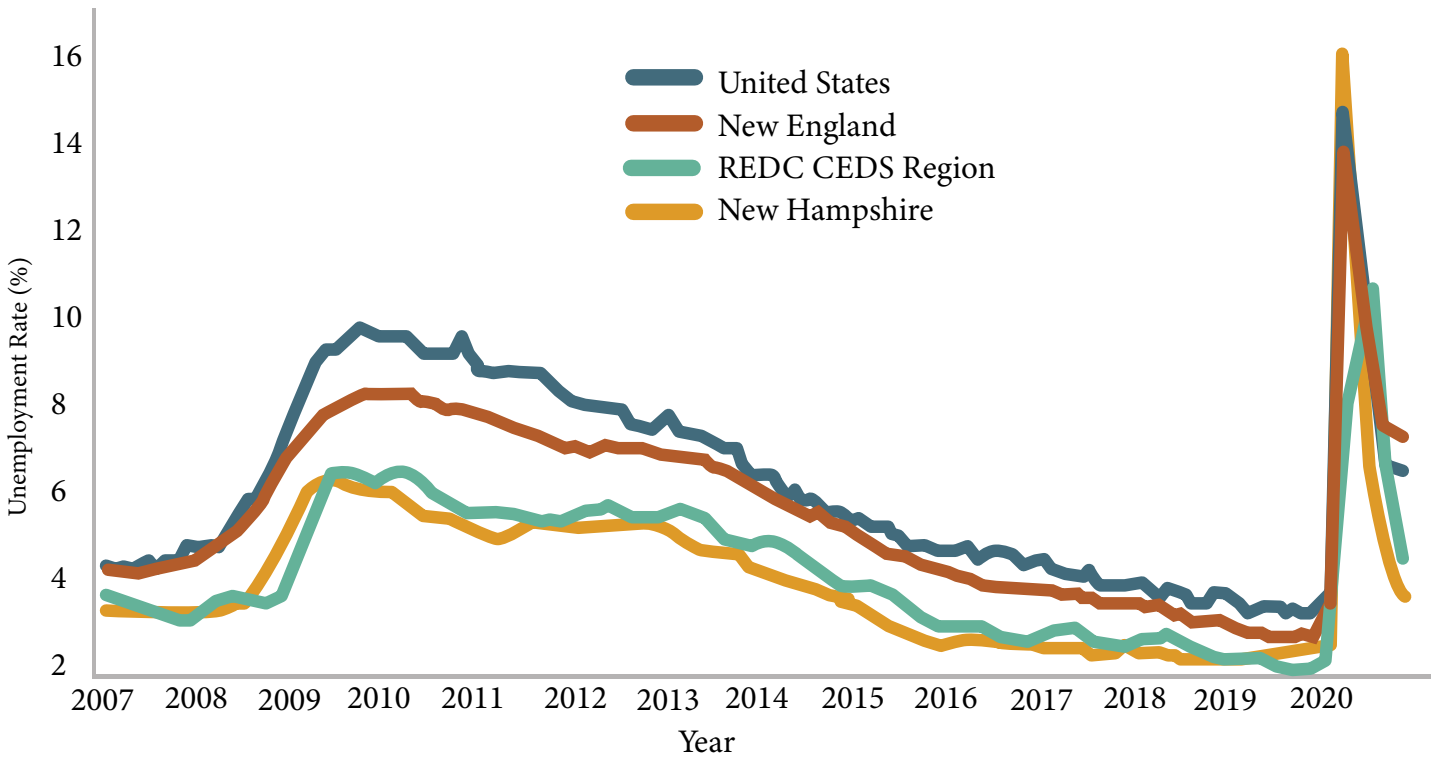
As Figure 3 shows, in New Hampshire all but one industry had employment declines during 2020. The largest losses in employment were felt in Leisure and Hospitality, which lost 14,400 jobs over the period, Health and Education Services, losing 9,300 jobs, and finally Manufacturing, losing 4,400 jobs in the same time. The only sector that had positive net employment growth for the year was Trade, Transportation, and Utilities, which added 900 jobs for the state.

Figure 3: Year-Over-Year Private Sector Job Growth for New Hampshire (2020)



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

Figure 4: Unemployment Rate (2007-2020)<sup>1</sup>



Source: U.S. Bureau of Labor Statistics

## Unemployment

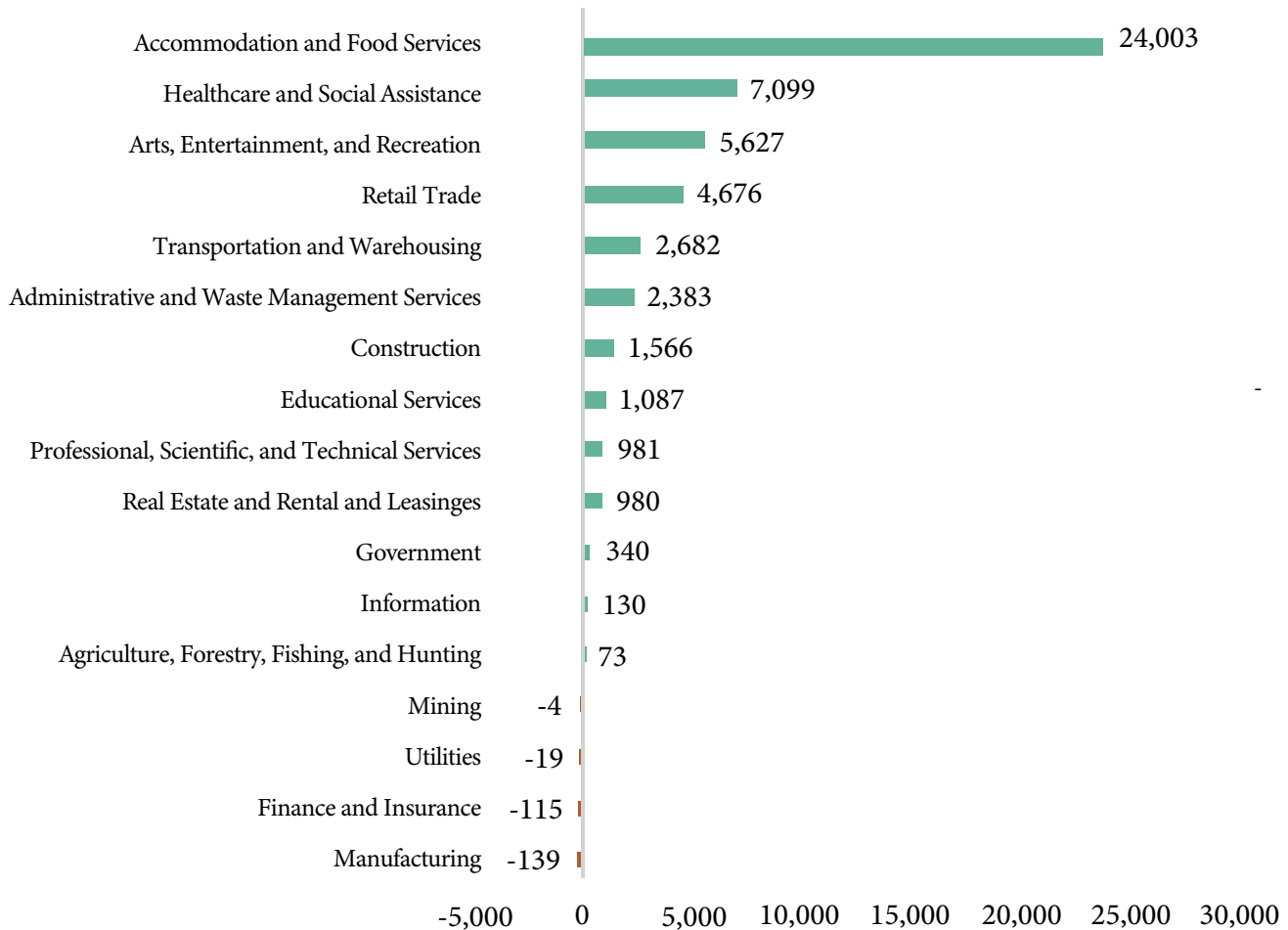
As Figure 4 shows, New Hampshire and the REDC CEDS region had continued with very low unemployment rates until the March 2020 COVID-19 pandemic, rates that were well below the national and regional averages. From 2007 to 2019, the unemployment rate in New Hampshire and the REDC CEDS region had consistently been one to two percentage points below the U.S. and New England levels. At the end of 2019, the unemployment rate in NH was at a seasonally adjusted rate of 2.6%, a rate below that prior to the 2008-2009 recession.

The COVID-19 pandemic significantly changed this picture as mass employment layoffs took

hold during the second quarter of 2020 due to a halting of the economy following public safety lockdown measures. Unemployment rates peaked at a seasonally adjusted rate of 16% for the state, which is the highest recorded unemployment rate in modern history and higher than that experienced in the REDC CEDS region (15.6%) and New England (13.8%) more broadly. Fortunately, these spikes in unemployment were short-lived and unemployment rates for the state and REDC CEDS region fell to just above 4% by the end of 2020. Further, as of February 2021, the unemployment rate in the state was 3.3%, approaching pre-COVID-19 pandemic levels.

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

**Figure 5. NH Employment Projections (2020-2022), by Industry**



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



NH State Response Vaccination Site. Newington, NH.

### NH Outlook After the COVID-19 Pandemic

Though longer-term structural impacts of the COVID-19 pandemic are uncertain, the industries that were most immediately affected by the lockdown measures within the state are expected the strongest recoveries through 2022, reversing the massive job losses felt in the first half of 2020 and adding some beyond that. In particular, industries within New Hampshire that are expected to grow the most through 2022 are Accommodation and Food Services (24,003) which represents the largest increase in any industry over the period, followed by Healthcare and Social Assistance (7,099 jobs), and Arts, Entertainment, and Recreation (5,627 jobs), see Figure 5.

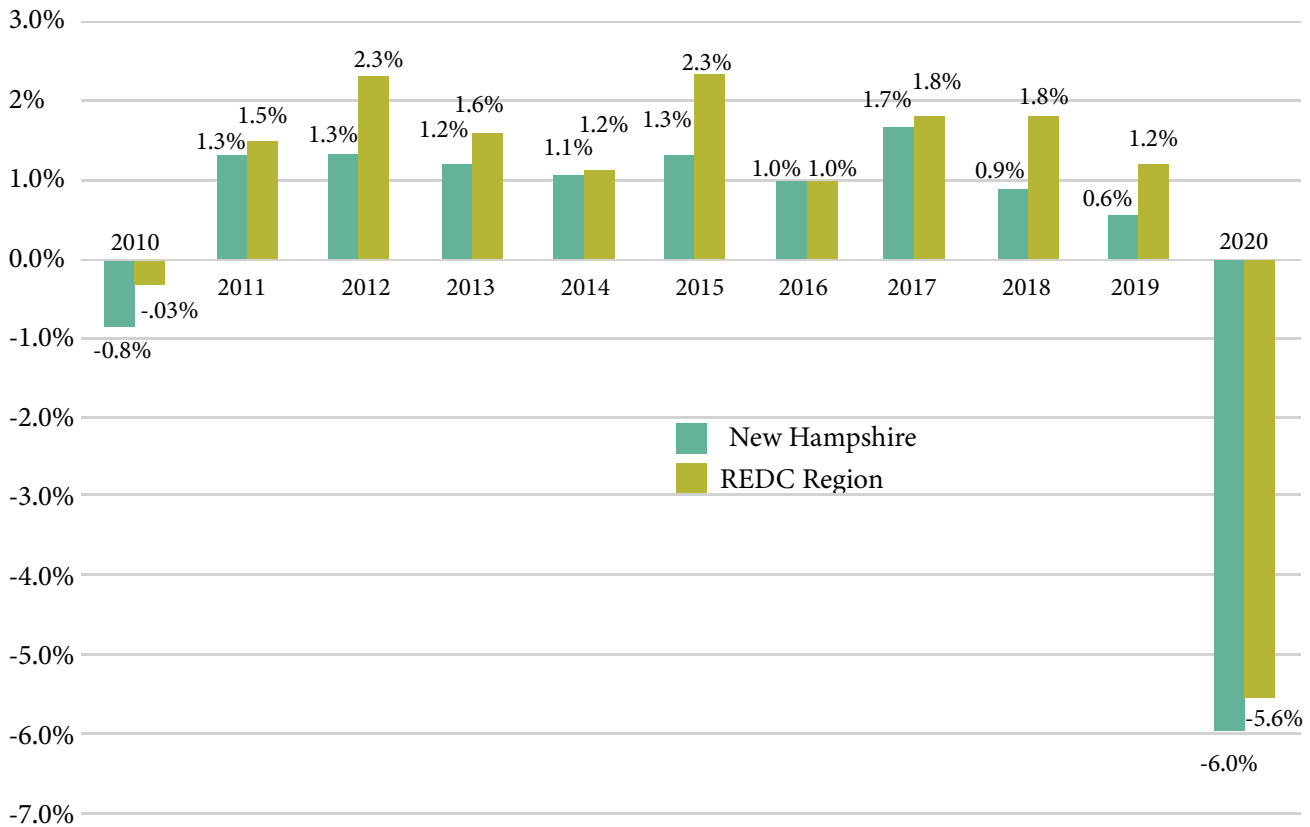
# REDC CEDS Region Economy

## COVID-19 Effects Less in the REDC CEDS Region than in New Hampshire

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

Figure 6 highlights private sector job growth trends in the REDC CEDS region. The region has experienced consistent stronger job growth than NH over the ten-year period and lost a smaller percentage of jobs during the last year, 5.6%, as opposed to the 6.0% employment loss in the state overall.

**Figure 6: Private Sector Job Growth (%) for NH and REDC CEDS region - 2020**



Source: NH Dept. of Employment Security, Economic & Labor Market Information Bureau, Quarterly Employment & Wages.

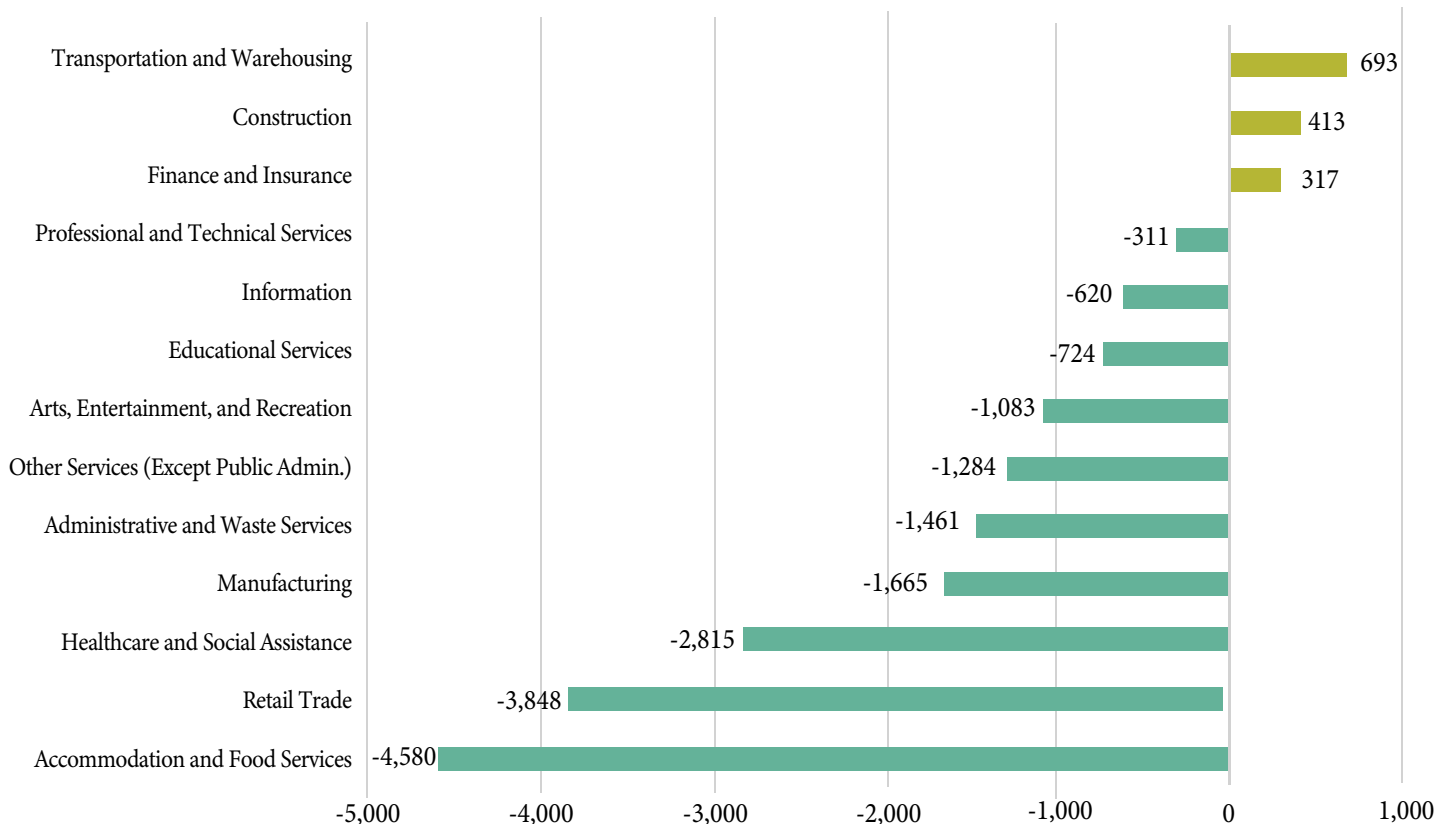
As Figure 7 highlights, the largest losses in private-sector employment over the region during 2020 were in Accommodation and Food Services, losing 4,580 jobs, Retail Trade, which fell by 3,848 jobs, and Healthcare and Social Assistance, losing 2,815 jobs over the period. Due to the nature of the statewide lockdowns intermittently throughout the past year, NH and the REDC CEDS region experienced job losses across similar industries and are each expected to regain jobs in those industries through 2021 and into 2022.

### Economic Outlook Conclusion

While the REDC CEDS region has a relatively strong recent economic experience and foundation, the impacts of the COVID-19 pandemic have had profound impacts on the regional and national economy in 2020. Most recent estimates suggest that the U.S. economy will continue to expand rapidly over the coming year, reaching its previous peak by mid-2021 and surpassing its potential level by 2025,

averaging 2.6% growth during that five-year period. With the far-reaching effects of the pandemic, the overall impact on NH and REDC’s economy was short, though quite severe, as reflected by the steep economic decline in the second quarter of 2020 followed by an immediate period of recovery in subsequent months. The leading determining factors for the NH and REDC CEDS region outlook are the pace of vaccine distribution and uptake among its residents, as well as how NH and the REDC CEDS region is positioned to respond to the economic shocks and resulting global economic changes relative to other U.S. states and regions. The main deterrent to continued REDC CEDS regional growth after the immediate negative effects of the pandemic are recovered is the historically tight labor market, with low unemployment and a shortage of skilled workers for businesses in the area that are positioned for growth and businesses desiring to move to the area.

**Figure 7: Year-Over-Year Private Sector Job Growth for the REDC CEDS region – 2020**



Source: U.S. Bureau of Labor Statistics

## SPOTLIGHT

### Small Businesses Development Center

The NH Small Business Development Center (SBDC) is an outreach program of UNH's Paul College of Business & Economics and a partnership program with the U.S. Small Business Association (SBA), UNH, the State of NH, and the private sector. SBDC provides confidential business management consulting and educational programs to more than 3,000 New Hampshire small businesses each year. The NH SBDC's services are offered in regional offices and satellite locations by certified business advisors who provide one-on-one long-term management advising to small businesses at no cost to the client. SBDC advisors are experienced business owners and managers, certified through the New England SBDC Professional Development Program.

Throughout the pandemic, the SBDC has provided businesses with important resources, including recovery and resiliency webinars designed to help businesses operate in response to COVID-19. Webinar topics include information on federal relief programs, such as the Paycheck Protection Program (PPP), Economic Injury Disaster Loan (EIDL), and Grants for Shuttered Venues, as well as guidance on NH programs, such as the Main Street Relief Fund.

<https://www.nhsbdc.org/covid-19-assistance>

In partnership with UNH Cooperative Extension, SBDC created the Resiliency Academy for Small Businesses and Communities. Over the course of five weeks online, the Academy brought together small business and community leaders from across the state to discuss resiliency planning and business retention, defining and measuring resilience, workforce needs, communications, cybersecurity, innovation, sustainability, and partnerships. Businesses received the tools and support needed to develop a business resiliency plan and community leaders received tools and information to address resilience topics in their planning.

<https://www.nhsbdc.org/resiliency-academy>



# How is our State and Region Responding to COVID-19?

## State Actions

On March 27, 2020, the U.S. Congress passed the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) and President Trump signed the CARES Act into law. The Governor's Office for Emergency Relief and Recovery (GOFERR) was established by Governor Sununu by Executive Order on April 14, 2020 to work with the governor and the legislature to establish and oversee a process for allocation and expenditure of COVID-19 emergency funds provided by the federal government.

The CARES Act provided significant emergency relief funding to New Hampshire, including:

- \$7,496,020 in Community Development Block Grant funds
- \$3,800,000 in Emergency Solutions funds
- \$404,880 in Housing for Persons with AIDS (HOPWA) funds
- \$3,262,422 in Election Security Grant funds
- \$4,410,342 in Byrne-JAG State and Local Law Enforcement Grant funds
- \$6,947,671 in Childcare and Development Block Grant funds
- \$82,534,000 in Education Stabilization funds
- \$5,448,000 in Public Health Emergency Preparedness (PHEP) funds
- \$37,891,454 in Federal Transit Administration Grant funds
- \$5,541,000 in Low Income Home Energy Assistance Program funds

- \$427,000 in National Endowment for the Arts funds
- \$423,000 in National Endowment for the Humanities funds
- \$1,250,000,00 from the CARES Act Coronavirus Relief Fund ("flex funds")

The \$1,250,000,000 in CARES Act flex funds could only be used to cover costs incurred by the State that were: necessary expenditures due to COVID-19; were not accounted for in the State budget most recently approved as of the date of the enactment of the CARES Act; and were incurred during the period that began on March 1, 2020 and ended December 30, 2020. The December 30th deadline was later extended into 2021.

GOFERR created 24 programs to manage distribution of CARES Act funds. These programs provided funding across New Hampshire for a broad range of services, including emergency broadband expansion, local agriculture, mental health support, live venues, housing relief, childcare relief, and reimbursements to municipalities and counties for COVID related expenses. On May 6, 2021, the governor reported that the state would recoup approximately \$50 million in CARES Act grant funds awarded to businesses whose pandemic losses were smaller than originally estimated. He said these recouped funds would be redistributed to support any business with COVID related expenses, establish a hotels and lodging fund, and provide additional funds for Live Venues not eligible for the funding under the federal Shuttered Live Venue program.

A full list of programs and their descriptions is available on the GOFERR website:

<https://www.goferr.nh.gov/covid-expenditures>





The Portsmouth Music Hall was a recipient of Live Venue Relief Grant Funds allocated by the Governor's Office for Emergency Relief and Recovery.

On March 11, 2021, the US Congress passed the \$1.9 trillion American Rescue Plan Act of 2021 (ARP) and President Biden signed the ARP Act in to law. NH is slated to receive approximately \$1.54 billion from the Act, with approximate distribution as follows:

- State of NH - \$959 million
- State of NH Capital Project Funds - \$122 million
- NH CDBG Entitlement Cities - \$106 million (Dover, Manchester, Nashua, Portsmouth, Rochester)
- NH Non-entitlement Towns and Cities - \$106 million
- NH Counties - \$264 million

On May 6, 2021, Governor Sununu announced he will work with the NH Legislature to use ARP funds allocated to the state for projects related to clean drinking water infrastructure, broadband expansion, mental health services, and support for state parks.

Further action by the state will be determined after guidance regarding the use of funds is received from the Federal Treasury.

### Regional Response

Local government and businesses across the region continue to adapt and innovate in response to the pandemic. With the passage of the American Recovery Plan, municipalities are awaiting further guidance from the Federal Treasury regarding how ARP funds

may be spent, with some communities considering establishing revolving loan funds to assist local businesses.

Following guidelines and best practices established by the State, restrictions on activities and operations are lifting, with the governor keen to provide decision makers with flexibility in their response to protecting health and safety. On May 8, 2021, the Governor's Task Force on Reopening put in place new operational guidelines for business operation. These Universal Best Practices replaced earlier guidelines and are recommendations for all individuals, businesses, and organizations to consider and implement for the operation of their business. Nothing in the guidance precludes any business, organization, or individual business operators from taking additional precautions for the health and safety of its employees and consumers.

<https://www.covidguidance.nh.gov/sites/g/files/ehbemt381/files/inline-documents/sonh/universal-best-practices.pdf>

## SPOTLIGHT

### The Seacoast Chamber Alliance

# SEACOAST

— Chamber Alliance —

The six seacoast region Chambers of Commerce include:

- Hampton Area Chamber of Commerce
- Exeter Area Chamber of Commerce
- The Chamber Collaborative of Greater Portsmouth
- Greater Dover Chamber of Commerce
- Greater Rochester Chamber of Commerce
- The Falls Chamber of Commerce

These six chambers have had an informal relationship for a while, but when the pandemic struck in 2020, the group formalized their relationship, creating the Seacoast Chamber Alliance. The Alliance became a working group and made the decision to use their resources to assist not only their 2,500 members, but to help out any businesses within the communities by providing various services like business assistance, referrals to other agencies, and advice on funding applications. Using funds from, and partnering with, NH Department of Business and Economic Affairs, the Alliance developed a website that provides a landing pad for both visitors and local businesses.

Moving forward, the Seacoast Chamber Alliance looks to maintain its successful website and continue to work with all businesses in the region. In 2021, the individual Chambers were eligible for and received Payroll Protection Program funds from the SBA and were able to bring back staff. Additionally, they plan to tackle various workforce issues such as recruiting, training, and housing through the sharing of resources and working with state agencies. In 2021, the Alliance hopes to see additional federal funding that will directly assist with the tourism industry. For more on the Seacoast Chamber Alliance, visit their website: [www.visitseacoastnh.com](http://www.visitseacoastnh.com)

Resiliency and recovery planning have taken on a new urgency since the onset of the COVID-19 pandemic, with an emphasis not only on recovering but also equity, inclusion, and innovating, adapting, and transforming how businesses and municipalities work together. Resilience has been defined for individuals, businesses, the natural environment, and most recently for the community economy. These definitions have similar characteristics. Resilience is the capacity to survive, adapt, and grow no matter what kinds of shock or disruptions. The purpose of resiliency planning is to enable government, business and industry, and people to assess the risks posed by major disruptions to our economic base caused by natural hazards, such as pandemics or severe weather, and man-made economic disruptions. Establishing economic resilience in our regional economy requires the ability of all stakeholders to think about the future, anticipate risk, evaluate how that risk can impact key economic assets, and build a responsive capacity.

The EDA describes the shock or disruption to the economic base coming about in the following ways:

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

For resiliency planning, hazards can be classified into three general categories: natural, technological, and human-caused. A natural hazard is defined as “those events originating from the physical environment, typically because of radiation from the sun, heat flow

within the earth, or force of gravity”. FEMA includes widespread infectious disease and pandemics in the natural hazard category. A technological hazard is a hazard “related to industry, nuclear materials, the built environment, computers, and transportation systems”. Humans can also cause disasters, but it can be difficult to identify a corresponding hazard. 9/11 was a disaster, but what was the hazard? The airplanes? The buildings? There is not really an answer, but making these distinctions is an important part of resiliency planning for post-disaster economic recovery.

## Natural Disaster Response

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

Natural disaster response and adaptation and resiliency planning is taking place in the CEDS region at many levels. The NH Department of Safety's Homeland Security and Emergency Management (HSEM) is responsible for coordinating the planning for, responding to, and recovery from major natural and manmade disaster. HSEM is responsible for developing the state's Hazard Mitigation Plan, updated in 2018: [https://prd.blogs.nh.gov/dos/hsem/wp-content/uploads/2015/11/State-of-New-Hampshire-Multi-Hazard-Mitigation-Plan-Update-2018\\_FINAL.pdf](https://prd.blogs.nh.gov/dos/hsem/wp-content/uploads/2015/11/State-of-New-Hampshire-Multi-Hazard-Mitigation-Plan-Update-2018_FINAL.pdf)

At the local level, municipalities are required by FEMA to develop Natural Hazard Mitigation Plans and to update these plans every five years. HSEM, regional planning commissions, and private

consultants work closely with towns and cities in the region to update these plans, which document threats from natural hazards and town actions to mitigate and prevent hazard damage. Infectious disease, such as the COVID-19 pandemic, are part of these plans. <https://www.nh.gov/safety/divisions/hsem/HazardMitigation/index.html>

Regional Planning Commissions in the REDC region are leaders in assisting communities with planning for natural hazards, especially hazards posed by climate change such as increased flooding, rising tides, stormwater management, and local natural hazard mitigation plans. Information on hazard mitigation and resiliency projects being led by the planning commissions is available on their websites:

- Nashua Regional Planning Commission  
<https://www.nashuarpc.org/energy-environmental-planning/hazard-mitigation-planning/>
- Rockingham Planning Commission  
<https://www.therpc.org/regional-community-planning/climate-change>
- Southern NH Planning Commission  
<https://www.snhpc.org/environmental-energy-planning/climate-adaptation>
- Strafford Regional Planning Commission  
<http://www.strafford.org/services/climatechange.php>

## Infectious Disease/Pandemic Planning

FEMA and the Department of Homeland Security include infectious disease and pandemics in the natural hazard category. By now, everyone in the region is familiar with the impacts of a pandemic on every aspects of our lives – home, work, and school. A pandemic is defined as a global outbreak of disease that occurs when a new virus emerges in the human



Signage for the NH State Response Vaccination Site in Newington, NH.

population, spreading easily in a sustained manner, and causing serious illness. An epidemic describes a smaller-scale infectious outbreak, within a region or population, that emerges at a disproportional rate. A pandemic may cause severe impacts to an organization's ability to perform its essential functions and cause travel restrictions, business and school closures, and significant economic impacts. All sectors of the community and economy must prepare to continue their essential functions during widespread infectious disease outbreaks and include specific mitigation measures in their hazardous mitigation plans and continuity of operation plans.

Pandemics and widespread infectious disease outbreaks demand a different set of continuity planning considerations that address conditions specific to disease outbreak, including absenteeism, social distancing procedures, and impacts on interdependencies. Additional information on pandemic planning is available online from

FEMA; [www.fema.gov](http://www.fema.gov)

Department of Homeland Security;  
<https://www.dhs.gov/epidemicpandemic>

and the Centers for Disease Control and Prevention;  
<https://www.cdc.gov/coronavirus/2019-ncov/php/pandemic-preparedness-resources.html>

# Economic Disruption Planning

Resilience is not limited to environmental impacts or ecological systems. Resilience requires attention across all the elements that contribute to the REDC region: economic development, housing availability, transportation, and other infrastructure. Resiliency planning requires participation of all stakeholders, from elected officials and anchor institutions to residents and entrepreneurs. The cornerstone of economic disruption planning is risk assessment – assessing hazards and the risks they present, conducting vulnerability assessments, conducting impact analysis, developing mitigation plans, and determining how to estimate the costs of damages from disaster.

## SPOTLIGHT

### New Hampshire Business Resiliency Surveys

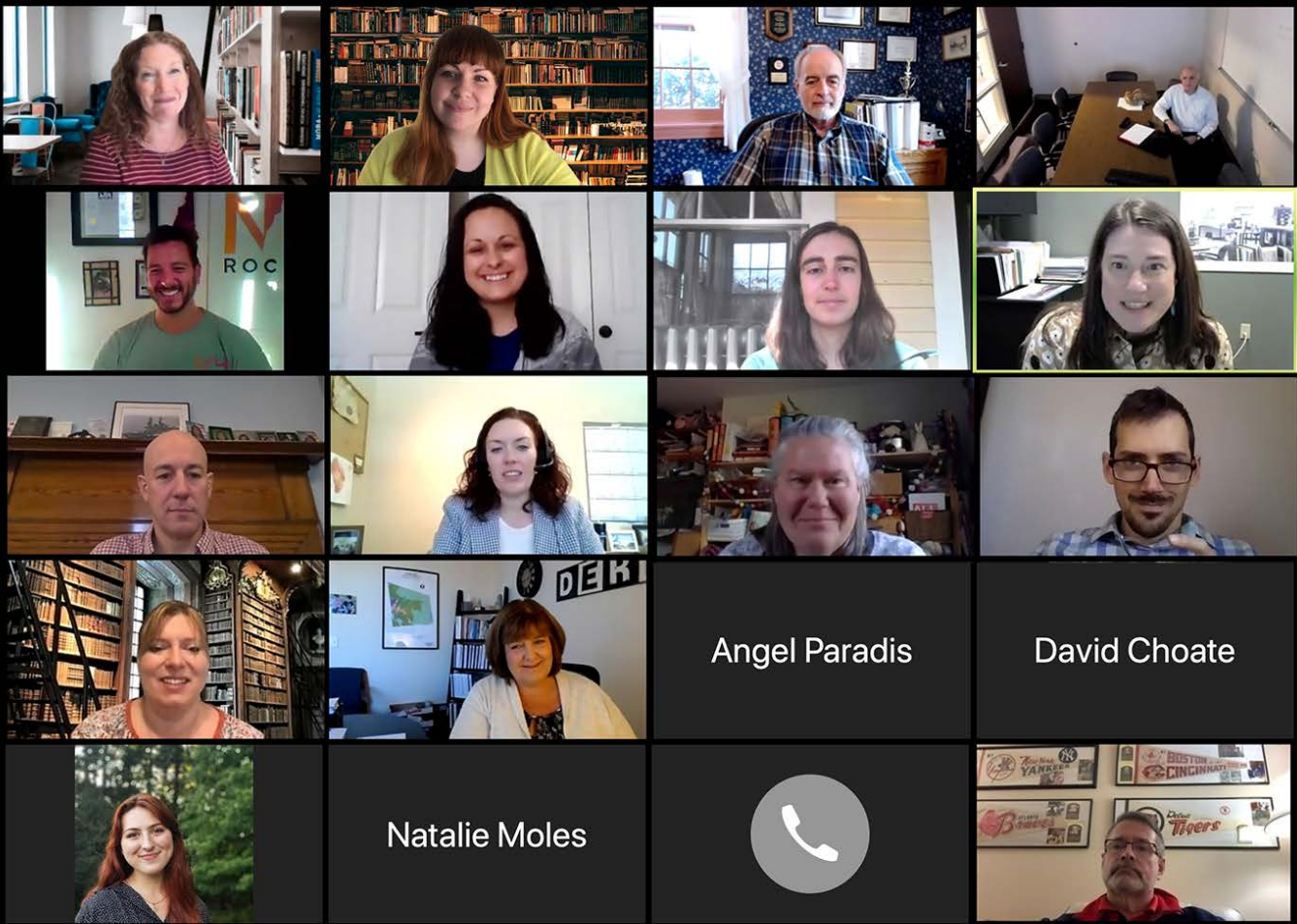
With CARES Act funding, the NH Small Business Development Center (SBDC) worked with the UNH Survey Center to conduct Business Resiliency Surveys in June 2020 and February 2021. The surveys were conducted to discover current and lasting effects of the COVID-19 pandemic on NH small businesses, with over 1,500 businesses in 172 municipalities responding to the June 2020 survey and over 1,600 businesses in 174 municipalities responding to the February 2021 survey. Key findings include:

- Only one in six respondents say their business had a resiliency plan or continuity of operations plan prior to the COVID-19 pandemic;
- 73% of respondents said that resiliency planning will be very important to the business in the future;
- 70% reported their business has seen monthly revenue decrease because of the pandemic.

NHSBDC Phase 1 Business Resiliency Survey, June 2020: [https://www.nhsbdc.org/sites/default/files/media/2021-01/nh\\_sbdc\\_2020\\_business\\_resiliency\\_survey.pdf](https://www.nhsbdc.org/sites/default/files/media/2021-01/nh_sbdc_2020_business_resiliency_survey.pdf)

NHSBDC Phase 2 Business Resiliency Survey, February 2021: <https://www.nhsbdc.org/sites/default/files/media/2021-03/sbdc-phase-2-business-resiliency-survey-feb-2021.pdf>

NHSBDC plans to conduct a third survey in the summer of 2021.



Virtual CEDS Steering Committee Meeting on November, 9, 2020

## REDC's Role

Economic recovery and resiliency planning requires attention to distinct but intimately related systems – physical systems, including infrastructure, economic systems, and social systems. The REDC plays a vital role in all these systems in the region and is actively engaged in the region's response to the COVID-19 pandemic through several initiatives:

**Technical Assistance** – REDC's president, business advisors, and administrative staff continue to work closely with loan clients on accessing resources during the pandemic as well as financial planning for the future; REDC's design advisor is assisting clients with timely website development and social media marketing to connect businesses with customers during a period of uncertainty.

**CEDS** – REDC's CEDS planner is working closely with municipal economic development stakeholders

to develop priority projects designed to strengthen the economic resilience of the region and strengthen the recovery.

**Disaster Recovery** – REDC's disaster recovery coordinator is actively tracking the region's response to the pandemic to develop an economic recovery and resiliency plan offering best management practices.

## Next Steps/What Should be Considered

Resiliency planning and best practices are integrated into local emergency management planning, but not local economic development planning in the REDC region. With grant funds from the CARES Act, REDC staff are actively engaged in developing tools and training to assist municipalities and businesses with developing their economic recovery

and resilience plans and increasing awareness of the connection between resilience to economic disruptions and economic vitality and growth.

The REDC Economic Recovery and Resiliency Plan is under development and will be based upon an expanded definition of resilience, one in which we strive for more than getting back to normal, instead working for better and different outcomes by adapting, innovating, transforming, and connecting. The plan will offer guidance on qualities of resilient systems: reflective, robust, redundant, flexible, resourceful, integrated, and inclusive. Resilience also implies that everyone wins, requiring planners, business advisors, and economic development officials to ask who benefits, who bears losses, and where are resources distributed?

The plan will review how resilient, entrepreneurial communities and businesses are fostered by best practices that enable overcoming adversity, and support innovation and adaptation. These practices include:

- Investment in education, technology, infrastructure, and broadband
- Engaging the community over the long term
- Creating communities where people want to live
- Growing youth engagement and next-generation leadership
- Identifying and growing the assets at the community and regional level
- Building networks and fostering collaboration
- Moving multiple sectors forward for economic development and growing value chains
- Cultivating entrepreneurs and developing resources for business startups

Post-pandemic, economic development strategy must focus on resiliency for both communities and businesses. The pandemic has been a catalyst for municipal leaders to communicate directly with businesses to learn about their immediate needs. This intentional connection is a start, but deeper connections can be made as businesses develop their resiliency plans and as we work together to answer the question “what do you wish you had in place before the pandemic?”

## Project Selection Criteria

Using the 2020 CEDS Priority Project List as the starting point for the 2021 List, REDC requested updates on existing projects from each project proponent starting in January 2020. Then in February 2020, REDC utilized a comprehensive Request for Projects process to request new proposals from around the region.

After collecting the new and updated project proposals, REDC staff reviewed each to ensure compliance with at least one of the CEDS goals and objectives, which include Infrastructure Development (ID); Workforce Attraction and Retention (WF); Housing (H); and Sustainable Living (SL). Projects are also categorized on length of project/time for completion, which are: Short-term (less than 24 months), Intermediate Term (2-5 years), and Long-term (over 5 years).

Due to the COVID-19 stay at home orders in place, projects were presented to the CEDS Steering Committee via a Zoom meeting in March, and an email in mid-April. Updates were provided for all projects that provided information, and new projects were outlined in detail. REDC staff made recommendations for additions and changes to the CEDS Priority Project List based on its review of the materials submitted by the municipalities and organizations. The Steering Committee approved changes to the List via a vote on March 17, 2021, and an email vote between April 21 and April 28, 2021.

## 2021 Priority Project List Updates

During the 2020-2021 planning cycle, seven of the REDC CEDS Priority Projects were removed from the List: one was completed, four were removed by

the project proponent, and two were merged into a new project. The following outlines each project.

**Shirkin Road Project, Fremont, NH.** The Planning Board reviewed the project in spring 2021, and it has stagnated; therefore, the town requested removal of the project from the list.

**Joanne Drive Extension, Plaistow, NH.** The property owner is no longer interested in pursuing this project. The town requested it be removed from the list.

**C & J Bus Terminal, Seabrook, NH.** The project opened in November 2020. The full-service bus line terminal has approximately 900 parking spaces and provides daily transportation to the Boston area. The \$4 million project was funded completely by private developer funds.

**Water Line Project (three phases), Stratham, NH.** These projects were merged to the Stratham Gateway Public Water & Sewer Project.

**Wastewater Treatment Project (three phases), Stratham, NH.** These projects were merged to the Stratham Gateway Public Water & Sewer Project.

**Stratham Town Center Project, Stratham, NH.** The town requested to remove the project.

**Granite Bridge, Liberty Utilities; Route 11 Corridor, NH.** In late July 2020, Liberty Utilities announced it was cancelling the project because they were able to find an alternative that does not require the construction of new infrastructure.

For detailed updates regarding each project, please refer to the Project Update Matrix, starting on page 66.



# New Priority Projects

Infrastructure Development = ID   Sustainable Living = SL  
Workforce Attraction & Retention = WF   Housing = H

After extensive outreach, the RPF process produced six new priority projects for the 2021 CEDS. Details on each project are provided below.

## Halls Village Road Reconstruction

**Location:** Chester, NH

**Time Frame:** Short-term

**Goals Addressed:** ID

**Estimated Cost:** \$1.01 million

**Potential Funding Sources:** Municipal

**Estimated Jobs:** 34 temporary; 14 retained

**Project Description:** The project is intended to upgrade approximately 1.2 miles of a narrow and poor condition Class V town road. The project also includes the upgrade of two undersized culvert locations for stream crossings which have occasionally overtopped the road. HVR is a bypass that is heavily used as a connector by the residents of Chester and the surrounding towns of Derry, Sandown, and Fremont, as well as commercial trucking and contracting traffic operating regionally in this area.

## Derry Rail Trail Extension

**Location:** Derry, NH

**Time Frame:** Short-term

**Goals Addressed:** ID, SL

**Estimated Cost:** \$825,000

**Potential Funding Sources:** Federal Transportation Alternative Funds, Municipal

**Estimated Jobs:** unknown

**Project Description:** This project will extend the existing Derry Rail Trail to the Londonderry town line, tying into the regional trail system and Granite State Rail Trail system. The proposed extension is 1,900 feet.



Derry Rail Trail, Derry, NH. Photography courtesy of the Derry Rail Trail Alliance.

## Squamscott River Sewer Siphons & Webster Avenue Pump Station

**Location:** Exeter, NH

**Time Frame:** Short-term

**Goals Addressed:** ID

**Estimated Cost:** \$8.1 million

**Potential Funding Sources:** American Rescue Fund Act resources (if applicable), EDA funding, Municipal

**Estimated Jobs:** unknown

**Project Description:** This is a two phase project to increase sewer capacity which will allow for future growth and prevent the likeliness of sanitary sewer overflows. The first phase includes replacing two parallel inverted sewer siphon pipes under the Squamscott River. The second phase includes upgrading the current flow capacity at the Webster Avenue sewage pump station.

## Kings Highway Flood Control Improvements

**Location:** Hampton, NH

**Time Frame:** Short-term

**Goals Addressed:** ID, SL

**Estimated Cost:** \$2.5 million

**Potential Funding Sources:** NOAA, NFWF, BRIC/FEMA, Municipal

**Estimated Jobs:** none

**Project Description:** The project scope includes improving the drainage system on Greene Street, Gentian Street, Meadow Pond Road, and Kings Highway to reduce the ongoing flooding associated with chronic tidal flooding and sea level rise. The improvements include new catch basins and gravity drain lines, and the reconstruction of an old sewer pump station to redirect collected water from Meadow Pond.

## Thibeault Industrial Park

**Location:** Raymond, NH

**Time Frame:** Short-term

**Goals Addressed:** ID

**Estimated Cost:** \$9.6 million

**Potential Funding Sources:** unknown

**Estimated Jobs:** 250-350

**Project Description:** This project proposes to develop 341 acres of land for an industrial park, subdivided into 16 five-acre commercial/ industrial lots. The project includes the construction of a bridge providing access from Route 27 and using an existing onsite well to help the town with an additional municipal water supply.

## NH SBDC Inclusivity Project

**Location:** Regionwide

**Time Frame:** Short-term

**Goals Addressed:** WF

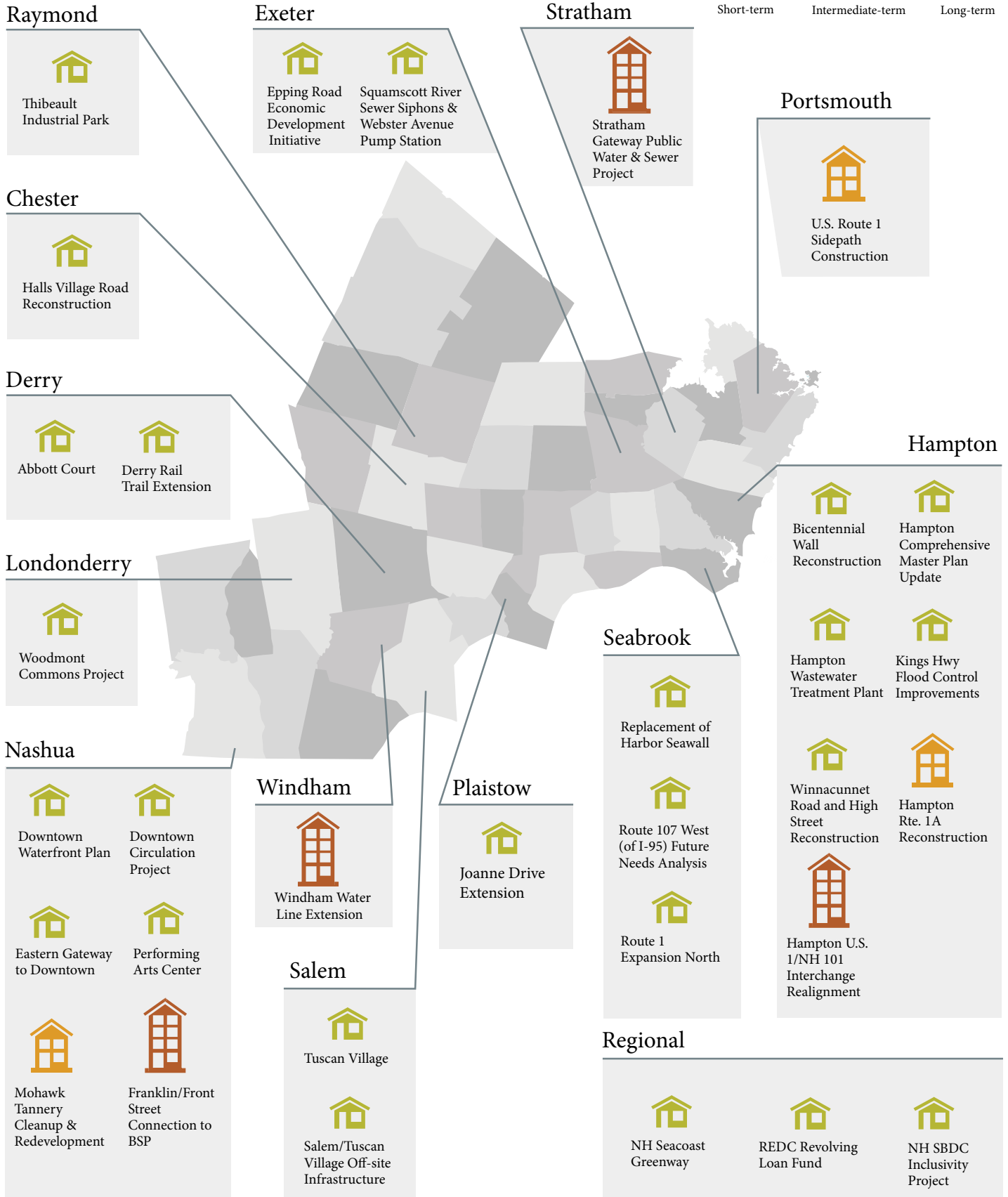
**Estimated Cost:** unknown

**Potential Funding Sources:** SBA Funds, CARES Act, Private Banks

**Estimated Jobs:** unknown

**Project Description:** The NH SBDC Inclusivity Project is a statewide effort, with a focus on working more closely with REDC and local economic development partners to support minority entrepreneurs and minority owned businesses. The plan includes targeted outreach and marketing including a website with resource links. The programming includes the development of new and additional materials and content tailored for the target markets and provides Diversity, Equity & Inclusion training for SBDC staff. The goal of the program is to cultivate new and existing businesses, create jobs, and provide enhanced opportunities for underserved minorities and new Americans.

# 2021 Priority Project List Map by Location & Duration



# 2021 REDC /CEDS Priority Project Update Matrix

- Short-term
- Intermediate-term
- Long-term

Infrastructure Development = ID Sustainable Living = SL  
 Workforce Attraction & Retention = WF Housing = H

## CHESTER - Halls Village Road Reconstruction

**DESCRIPTION:** The project is intended to upgrade approximately 1.2 miles of a narrow and poor condition Class V town road. The project also includes the upgrade of two undersized culvert locations for stream crossings which have occasionally overtopped the road. HVR is a bypass that is heavily used as a connector by the residents of Chester and the surrounding towns of Derry, Sandown, and Fremont, and also commercial trucking and contracting traffic operating regionally in this area.

**UPDATE:** This is a new project.

<b>Goals:</b> ID	<b>Estimated Costs:</b> Total cost: \$1,010,000	<b>Estimated Jobs:</b> 34 temporary jobs; retaining 14 for businesses on HVR	<b>Funding Sources:</b> Municipal
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## DERRY - Abbott Court

**DESCRIPTION:** The project will create a new building for incubation spaces, USDA production, post-secondary education, career development, community meeting space, and parking. The project is in an Opportunity Zone.

**UPDATE:** No changes.

<b>Goals:</b> ID, WF, H, SL	<b>Estimated Costs:</b> Tech school: \$12-16 million Parking garage: \$3.3-4.2 million Apartment building: \$6.5-7 million	<b>Estimated Jobs:</b> 40 new/ retained	<b>Funding Sources:</b> EDA Grant; Municipal Bond; Public/Private; Direct Sale
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## DERRY - Derry Rail Trail Extension

**DESCRIPTION:** This project will extend the existing Derry Rail Trail to the Londonderry town line, tying into the regional trail system and Granite State Rail Trail system. The proposed extension is 1,900 feet.

**UPDATE:** This is a new project.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$825,000	<b>Estimated Jobs:</b> Temporary construction jobs	<b>Funding Sources:</b> Federal Transportation Alternative Funds, Municipal
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## EXETER - Epping Road Economic Development Initiative

**DESCRIPTION:** Extend sewer and waterlines and improve the roadway and signalization of Epping Road, from Continental Drive to and through the Rte. 101 interchange using a TIF.

**UPDATE:** All of the improvements have been constructed, save the second half of the new private road (Ray Farmstead Road) with a water crossing and utilities. To date, the TIF has brought in more than \$3.24 million in new revenue. The town has several private projects underway with more expected in 2021 that have been approved or are in the planning process. A corridor study is complete, and the town is considering further infrastructure improvements.

<b>Goals:</b> ID	<b>Estimated Costs:</b> \$7.95 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> TIF District
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## EXETER - Squamscott River Sewer Siphons & Webster Avenue Pump Station

**DESCRIPTION:** This is a two phase project to increase sewer capacity which will allow for future growth and prevent the likeliness of sanitary sewer overflows. The first phase includes replacing two parallel inverted sewer siphon pipes under the Squamscott River. The second phase includes upgrading the current flow capacity at the Webster Avenue sewage pump station.

**UPDATE:** This is a new project.

<b>Goals:</b> ID	<b>Estimated Costs:</b> Phase 1 - Squamscott River Siphons \$3.5 million Phase 2 - Webster Ave Pump Station \$4.6 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> American Rescue Fund Act resources (if applicable), EDA funding, Municipal
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## HAMPTON - Bicentennial Wall Reconstruction

**DESCRIPTION:** Reconstruction of the existing seawall located the northerly end of North Beach in Hampton (at Bicentennial Park).

**UPDATE:** Scope of project is unchanged; funding opportunities delayed until 2022.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$2,550,000	<b>Estimated Jobs:</b> retain existing jobs in immediate area	<b>Funding Sources:</b> FEMA, Hazardous Mitigation Grant Funding, Coastal Resilience Funding, Municipal
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## HAMPTON - Hampton Comprehensive Master Plan Update

**DESCRIPTION:** A comprehensive update to the Hampton Master Plan in two phases. Phase I involves the Vision and Coastal Management Components. Phase II will address the numerous additional components to achieve a comprehensive update, including existing and future land use, transportation, housing, economic development, utilities and public service, natural resources, implementation, etc.

**UPDATE:** Preparation of the Town of Hampton Comprehensive Master Plan Update is ongoing. A firm was contracted for the Phase I services (Vision and Coastal Management). They are in the late stages of their work, which is anticipated to wrap up on March 31, 2021. The Phase II services, which involve the overall comprehensive update of the Town's Master Plan (including integration of the Phase I deliverables) will start in March of 2021 and is expected to continue through December of 2022. The firm Resilience Planning and Design has been contracted for Phase II.

<b>Goals:</b> ID, WF, H, SL	<b>Estimated Costs:</b> Phase I: \$45,000 Phase II: \$125,000	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> NOAA/NHCP grant, Municipal
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## HAMPTON - Hampton Wastewater Treatment Plant

**DESCRIPTION:** Implementation of a three-phase design and construction project necessary to ensure continued reliable and efficient operation of the town's existing wastewater treatment plant and to comply with the town's effluent discharge permit.

**UPDATE:** Funding for Phase 1 was approved, and construction is underway. Due to construction length for Phase 1, the remaining phases will begin later than previously projected.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Phase 1: \$11,700,000	<b>Estimated Jobs:</b> Unknown, but will retain jobs and allow for future development	<b>Funding Sources:</b> Municipal, CWSRF
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## HAMPTON - Kings Hwy Flood Control Improvements

**DESCRIPTION:** The project scope includes improving the drainage system on Greene Street, Gentian Street, Meadow Pond Road, and Kings Highway to reduce the ongoing flooding associated with chronic tidal flooding and sea level rise. The improvements include new catch basins and gravity drain lines, and the reconstruction of an old sewer pump station to redirect collected water from Meadow Pond.

**UPDATE:** This is a new project.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Design & Permitting: \$200,000 Construction: \$2,300,000	<b>Estimated Jobs:</b> N/A	<b>Funding Sources:</b> NOAA, NFWF, BRIC/FEMA, Municipal
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## HAMPTON - Winnacunnet Road and High Street Reconstruction

(formerly Winnacunnet Road Reconstruction)

**DESCRIPTION:** Reconstruction of Winnacunnet Road from Lafayette Road to Ocean Boulevard and High Street from Lafayette Road to Mill Pond Lane. Includes replacement of failing utility infrastructure and sidewalks, as well as surfacing of the roadways.

**UPDATE:** The project was on the 2021 Warrant for funding, however it did not pass. Next funding attempt is in 2022.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Total project cost \$15,700,000	<b>Estimated Jobs:</b> N/A	<b>Funding Sources:</b> CWSRF, Municipal
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## HAMPTON / HAMPTON BEACH AREA COMMISSION - Hampton Route 1A Reconstruction

**DESCRIPTION:** Update of the HBAC Environmental/Resilience sections of the HBAC Master Plan to ensure a complete picture and understanding of increasing coastal hazards. Design, engineering, and complete reconstruction of the roadway, infrastructure, and sidewalks for critical sections of Ocean Blvd (Route 1A) from the new Seabrook-Hampton Bridge (currently known as the Neil R Underwood Bridge) to the High Street intersection. Work shall be in concert with the design and construction of the new Seabrook-Hampton Bridge.

**UPDATE:** In February 2021, the HBAC, with the support of NH DES Coastal Program, held the HBAC Resilience Symposium. There were 13 different local, state, and federal presenters who gave reports on the environmental studies they had done and how businesses, residents, and transportation were or will be affected in the Hampton Beach area. An additional panel of 12 advisors volunteered to assist HBAC develop a resiliency strategy pulling from those studies to assistance in updating the Master Plan. In 2020, NH DOT assigned a supervising engineer and staff to develop the design engineering for the bridge and roadway. A public hearing on the early design was held in March 2021.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Phase 1: engineering \$8.8 million Phase 2: construction \$52 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Unknown
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## HAMPTON / RPC - Hampton U.S. 1 / NH 101 Interchange Realignment

**DESCRIPTION:** Realignment of the U.S. Route 1 and NH Route 101 interchange in Hampton.

**UPDATE:** The project was incorporated into the 2021-2030 Ten Year Plan, signed by the governor in June 2020. The project is projected for construction starting in 2028.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$7.4 million (2028 dollars)	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> National Highway System, Transportation Block Grants, NH DOT
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## LONDONDERRY - Woodmont Commons Project

**DESCRIPTION:** Development of a 600-acre mixed-use, approved Planned Unit Development (PUD) Master Plan. Permitted for up to 1.8 million square feet of commercial space, over 1,400 residential dwelling units, plus hotel, institutional, and civic uses.

**UPDATE:** Phase 1 is currently under construction, and includes 175,000 square feet of retail space, 570 restaurant seats, 120,000 square feet of office, 286 residential dwelling units, parking decks, and a 130-room hotel. Infrastructure improvements include improvements to NH Route 102 (Nashua Road) and public water and sewer utility extensions. The first two buildings (603 Brewery/Restaurant and a mixed-use building with 36,000 square feet of commercial space on the first floor and 87 residential dwelling units on the upper floors) were completed in 2019. A residential subdivision of 28 single-family homes is under construction with several homes occupied as of March 2021. A 240-unit Independent Living Facility, the Baldwin, received final approval from the Planning Board in January 2021, with construction expected to begin in spring 2021. Off-site improvements to Route 102/Nashua Road are underway and are expected to be complete in summer 2021.

<b>Goals:</b> ID, WF, H	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> Phase 1: 600 new jobs Remaining Phases: over 3,000 new jobs	<b>Funding Sources:</b> Private Developer
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## NASHUA - Downtown Waterfront Plan

**DESCRIPTION:** A community-led visioning process for the area located along a 1.8 mile section of the Nashua River from Mine Falls Park, through the millyard and downtown, ending at the Bridge Street bridge.

**UPDATE:** No update.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Plan: \$50,000 Total: \$24 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> TIF District
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## NASHUA - Downtown Circulation Project

**DESCRIPTION:** Create a new circulation pattern for the "Courthouse Oval" (Walnut St, Central St, Factory St) by realigning roadways to square off area and provide streetscaping along School St.

**UPDATE:** No update.

<b>Goals:</b> ID, WF	<b>Estimated Costs:</b> \$250,000	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Unknown
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## NASHUA - Eastern Gateway to Downtown

**DESCRIPTION:** Bound by the confluence of the Nashua and Merrimack Rivers, the project will focus on intersection and local access improvements, followed by promoting infill development.

**UPDATE:** No update.

<b>Goals:</b> ID	<b>Estimated Costs:</b> Infrastructure: \$3.6 million Infill Development: Unknown	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> NH DOT, Private Developer
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## NASHUA - Performing Arts Center

**DESCRIPTION:** Development of a 750-seat Performing Arts Center with a flexible venue for use as an event space.

**UPDATE:** No update.

<b>Goals:</b> WF, SL	<b>Estimated Costs:</b> \$21 million	<b>Estimated Jobs:</b> 20-30 direct jobs and 220 indirect jobs.	<b>Funding Sources:</b> 70% municipal bond; 30% unknown
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## NASHUA - Mohawk Tannery Cleanup & Redevelopment

**DESCRIPTION:** Revitalization of former tannery site, cleanup, and reuse of 39 acres for mixed use.

**UPDATE:** No update.

<b>Goals:</b> ID, H, SL	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> EPA, State, Municipal, Private Developer
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## NASHUA - Franklin / Front Street Connection to BSP

**DESCRIPTION:** Creation of a connection from either Front or Franklin Streets to the BSP, allowing improved access to the northern portion of the millyard.

**UPDATE:** No update.

<b>Goals:</b> ID	<b>Estimated Costs:</b> \$4 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> NH DOT
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## PORTSMOUTH - U.S. Route 1 Sidepath Construction

**DESCRIPTION:** Creation of a walkable and bike-able connection for neighborhoods and destinations along Route 1 through construction of ten ft. sidepaths on each side of road in available NH DOT right-of-way. This will be a phased project: the first phase is the design work from the intersection of Elwyn Road/Peverly Hill Road to Heritage Ave. to correspond with the NH DOT Route 1 Corridor. Additional sections will be designed as part of Phase 2 and construction of the project is Phase 3. Because of the corridor project and DOT involvement, final costs may be more than the city portion.

**UPDATE:** NH DOT has worked on the preliminary design with public input. The design alternatives were presented to the public in Nov. 2020. The city and NH DOT plan to finalize alternatives during winter 2021.

<b>Goals:</b> ID, WF, SL	<b>Estimated Costs:</b> Portsmouth cost \$1,425,000 Phase 1: \$130,000 Phase 2: \$295,000 Phase 3: \$1,000,000	<b>Estimated Jobs:</b> Unknown /Indirect	<b>Funding Sources:</b> Municipal bond
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## RAYMOND / THIBEAULT CORP. - Thibeault Industrial Park

**DESCRIPTION:** This project proposes to develop 341 acres of land for an industrial park, subdivided into 16 five-acre commercial/industrial lots. The project includes the construction of a bridge providing access from Route 27 and using an existing on-site well to help the town with an additional municipal water supply.

**UPDATE:** New Project.

<b>Goals:</b> ID	<b>Estimated Costs:</b> Land: \$4 million; Bridge: \$2.1 million Access roads and drainage: \$3.5 million	<b>Estimated Jobs:</b> 250-350	<b>Funding Sources:</b> Unknown
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## SALEM / TUSCAN VILLAGE DEVELOPMENT - Tuscan Village

**DESCRIPTION:** Redevelopment of the former Rockingham Park Racetrack. The mixed-use project will include multifamily housing, retail, medical offices, office space, a hotel, restaurants, and a car dealership. The total project is 170 acres and will contain close to 2.5 million sq. ft. of development.

**UPDATE:** North Tuscan Village - The Starbucks outbuilding is due to open by June. Corsa apartment building (256 units) are fully occupied. Tuscan Villa townhouse condos are under construction (45 units occupied, 40 under construction). 160,000 sq. ft. retail plaza is partially occupied, including an 80,000 sq. ft. supermarket. South Tuscan Village - Hanover apartments (281 units), Chase Bank, and Klemm gas station/convenience store/car wash are fully occupied. 200,000 sq. ft. multi-tenant retail plaza (including L.L. Bean, Pottery Barn, Williams-Sonoma, Old Navy, Arhaus, Chipotle, Sleep Number, Beach Plum restaurant, Drive Custom Fit) is under construction (occupancy due May 2021). The medical office building is under construction. Two additional residential projects (500 units) and 800,000 sq. ft. life science office/R & D center are planned.

<b>Goals:</b> ID	<b>Estimated Costs:</b> \$590.8 million	<b>Estimated Jobs:</b> 5,000	<b>Funding Sources:</b> Private Developer
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## SALEM - Salem / Tuscan Village Off-site Infrastructure

**DESCRIPTION:** This project covers a necessary off-site infrastructure improvement needed adjacent to, and in conjunction with, Tuscan Village. The Ring Road project will create three new roadway links with new intersections on Rt. 28.

**UPDATE:** The Town continues to update the 2011 Depot Master Plan to reflect current conditions and planned improvements.

<b>Goals:</b> ID	<b>Estimated Costs:</b> Ring Road: \$4 million	<b>Estimated Jobs:</b> 5,000	<b>Funding Sources:</b> EDA Grant, Municipal, Private Developer
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## SEABROOK - Replacement of Harbor Seawall

**DESCRIPTION:** Replace appx. 575 LF of steel sheet pile on the existing bulkhead, repair the existing timber fender system, and regrade/repave the land behind the seawall.

**UPDATE:** The town was awarded a \$695,965 EDA Public Works grant in September 2019. The town hired Collins Engineers in May 2020. Preliminary design options were presented in the fall, and the engineering firm is working on permitting and final design. It is anticipated the bid package will be advertised in mid-2021, with construction occurring in 2022.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$1.67 million	<b>Estimated Jobs:</b> 100 retained	<b>Funding Sources:</b> EDA Public Works grant, Municipal Bond, Private Developer
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## SEABROOK - Route 1 Expansion North

**DESCRIPTION:** The proposal is to widen Route 1 from New Zealand Road north to the Hampton Falls town line from three lanes to four.

**UPDATE:** In early 2021, the town approved a MOU with NH DOT, and it is scheduled to be executed by June. Preliminary engineering is scheduled for 2021/22; right-of-way acquisition in 2022; and construction in 2023.

<b>Goals:</b> ID	<b>Estimated Costs:</b> \$2.8 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> NH DOT 50% committed, Exaction Fees, Private Developer
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## SEABROOK - Route 107 West (of I-95) Future Needs Analysis

**DESCRIPTION:** The purpose of the project is to create a needs assessment for the Route 107 corridor west of Route 1, which was designated an Opportunity Zone in 2018.

**UPDATE:** The town anticipates beginning a future traffic and transportation needs study in 2022.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Unknown
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## STRATHAM - Stratham Gateway Public Water & Sewer Project

(formerly Stratham Gateway Project)

**DESCRIPTION:** The Gateway District, along Route 108/Portsmouth Avenue, is Stratham's largest commercial district. The desired goals of this project include introduction of water and sewer utilities to foster a village-like environment with vibrant mixed uses, including diversified housing types and commercial and recreational amenities.

**UPDATE:** The Gateway project was merged with the multiple-phased water and wastewater projects. The town continues to investigate opportunities to extend public water and sewer facilities to this district. The new, combination project was moved from Short/Intermediate-term to Long-term.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$8.3 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> EDA, Federal and State Grants, Municipal, Private Developer
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## WINDHAM - Windham Water Line Extension

**DESCRIPTION:** A water needs and assessment study to help the town determine the costs associated with implementing a public water system, followed by implementation of recommendations as funding becomes available.

**UPDATE:** Voters rejected a TIF District Plan in March 2021 to help pay for the costs of the waterline extension. The town will continue to seek grants and other funding options, but the timeline is extended five to ten years pending further discussion. Moved from Short-term.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$9.5 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Grants, Municipal, TIF District, Private Investment
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## SEACOAST REGION / RPC - NH Seacoast Greenway

**DESCRIPTION:** The NH Seacoast Greenway is part of the U.S. East Coast Greenway, running from Portsmouth to Seabrook.

**UPDATE:** NH DOT has selected contractors for preliminary design and environmental permitting to build the rail trail on the recently acquired 9.6 miles of the rail corridor (Hampton-Portsmouth 26485). Anticipated construction completion is late 2022 or early 2023. The five corridor communities of Portsmouth, Greenland, Rye, North Hampton, and Hampton have signed trail agreements with NH DOT providing for NH DOT to build a stone dust trail on the corridor, then turn the trail over to the towns for management and routine maintenance. An analogous agreement is being prepared for Seabrook, where developers of adjacent commercial properties have pledged materials, labor, equipment, and in some cases cash funding for short-term trail development. A project to complete trail construction in Seabrook is also in the 2021-2030 Ten Year Transportation Plan. A project to complete the gap through Hampton Falls and southern Hampton was submitted by Hampton Falls in September 2020 and received the top preliminary regional ranking in October 2020. Following feasibility and budget review at NH DOT, regional rankings will be finalized in April 2021 for the 2023-2032 Ten Year Plan. The project remains a priority on MPO Long Range Transportation Plan.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Hampton-Portsmouth: \$2.0-2.5 million Seabrook-Hampton: \$3.8-4.4 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> CMAQ, STBG, TAP, Private Sector
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## REGION-WIDE / REDC - REDC Revolving Loan Fund

**DESCRIPTION:** To apply for an EDA Revolving Loan Fund (RLF) as a new source of financing for REDC.

**UPDATE:** REDC received a \$1 million grant, for a project total of \$1.25 million, from the EDA in April 2020. REDC is working with the EDA to finalize all conditions and anticipates deploying the funds starting late spring 2021.

<b>Goals:</b> WF	<b>Estimated Costs:</b> \$1.25 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> EDA grant for \$1 million, REDC for \$250,000
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## REGION-WIDE / NH SBDC - NH SBDC Inclusivity Project

**DESCRIPTION:** The NH SBDC Inclusivity Project is a statewide effort, with a focus on working more closely with REDC and local economic development partners to support minority entrepreneurs and minority owned businesses. The plan includes targeted outreach and marketing including a website with resource links. The programming includes the development of new and additional materials and content tailored for the target market, and provides Diversity, Equity & Inclusion training for SBDC staff. The goal of the program is to cultivate new and existing businesses, create jobs, and provide enhanced opportunities for underserved minorities and new Americans.

**UPDATE:** New Project.

<b>Goals:</b> WF	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> SBA Funds, CARES Act, Private Banks
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## Removed from List

### FREMONT - Shirkin Road Project

**DESCRIPTION:** Upgrade the existing Class VI Shirkin Road, west of Beede Road. The town modified this project in 2020 to only include the first 700 ft. of Shirkin Road.

**UPDATE:** The Planning Board reviewed the project in spring 2021, and it has stagnated, therefore the town is requesting removal of the project from the list.

### PLAISTOW - Joanne Drive Extension

**DESCRIPTION:** Extend an existing town road (Joanne Dr.) from its intersection with Route 125 to vacant, commercial-zoned land and a large existing manufacturing facility in industrial-zoned land.

**UPDATE:** The property owner is no longer interested in pursuing this project. The town has requested it be removed from the list.

### SEABROOK - C & J Bus Terminal

**DESCRIPTION:** The redevelopment of the vacant Sam's Club site, with 50% of the parcel being owned by C&J Bus Line. C&J will construct a full-service bus line with a terminal at the site, with approximately 900 parking spaces.

**UPDATE:** The project was completed in November 2020. The project was built with 100% private funding.

### STRATHAM - Water Line Projects (Three Phases)

**UPDATE:** These projects were merged to the Stratham Gateway Public Water & Sewer Project.

### STRATHAM - Wastewater Treatment Projects (Three Phases)

**UPDATE:** These projects were merged to the Stratham Gateway Public Water & Sewer Project.

### STRATHAM - Stratham Town Center Project

**DESCRIPTION:** The goal of this project is to create opportunities and to promote the diversity of housing, retail and commercial businesses, and local services in the town center area. Equally important are the quality of life issues and sense of place in the Town Center District to create a vibrant community destination and economically viable mixed-use district.

**UPDATE:** The town requested to remove the project.

### ROUTE 101 CORRIDOR / LIBERTY UTILITIES - Granite Bridge

**DESCRIPTION:** The proposed Granite Bridge pipeline would be buried completely within the NH DOT right-of-way along Route 101 and would link together two existing natural gas pipelines in Manchester and Exeter. Granite Bridge would also feature a liquefied natural gas (LNG) storage facility, located in an abandoned quarry in the town of Epping.

**UPDATE:** In late July 2020, Liberty Utilities announced it was cancelling the project because they were able to find an alternative that does not require the construction of new infrastructure.

# PLAN OF ACTION

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

In 2020, REDC developed a new set of Goals and Objectives, which will guide our activities during the five-year cycle from 2020-2024. REDC will use the following Plan of Action to direct our activities and implementation of the CEDS on an annual basis. Status of these action items is discussed in the Evaluation and Performance Measure section of the CEDS.

Due to the ongoing situation and economic impacts of COVID-19, we will endeavor to update our plan of action as we determine the best ways to help businesses and communities in the region.

## Continue CEDS grassroots planning process:

- Implement the EDA Planning Investment grant on an annual basis and develop annual updates to the 2020 CEDS;
- Schedule two to four CEDS Steering Committee meetings as part of the program year;
- Identify, recruit, train, and orient both public and private sector representatives for the CEDS Steering Committee to maintain a balanced and active committee. Key areas of interest include municipal government, higher education, workforce groups, housing groups, chambers

of commerce, new and emerging technologies, renewable and traditional energy suppliers, expertise in green technologies, banking and financing, and real estate development;

- Host, or partner with other agencies to host, public events in order to keep stakeholders informed of the CEDS process and relevant economic development issues for our region; and
- Provide demographic data and information developed through the CEDS process to municipalities, businesses, nonprofit groups, and the public through an enhanced website and regular electronic updates.

## Promote economic development and opportunities:

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

## Implement the CEDS Goals and Objectives:

- Identify projects, programs, and activities that address one or more of the CEDS Goals via the CEDS Priority Project process and by increasing outreach to local communities and stakeholders;
- Develop/sponsor forums that address one or more of the CEDS Objectives;
- Work with the Steering Committee to identify opportunities that address the CEDS Objectives;
- Continue to provide grant and loan opportunities to the region with the REDC - EDA Brownfields grant;
- Create opportunities that encourage local and regional interactions, including state agencies when appropriate; and
- Provide technical assistance to the proponents of Priority Projects as needed. Identify key Priority Projects that are eligible for EDA funding opportunities. Provide grant writing and management assistance as needed for these projects.

# EVALUATION

## Performance Measures

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

### Private Sector Investment

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

- Number of new jobs created in our region;

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

### Action Plan Items and Objectives

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

- Number of Priority Projects started;
- Number of Priority Projects completed;
- Number of new Priority Projects added to the list;

- Number and types of investments in areas supporting the Goals and Objectives;
- Number and types of programs/activities implemented in areas supporting the Goals and Objectives; and
- Compliance with, and completion of, the CEDS Plan of Action.

### EDA Planning Grant Scope of Work

Funding for the CEDS and its annual updates comes in part from the Department of Commerce, Economic Development Administration. As part of the grant award, the REDC agrees to complete the annual CEDS and provide semi-annual Performance and Project Progress Reports. The EDA authorizes a Scope of Work with each grant award. REDC gauges success based on completing the annually approved EDA Scope of Work. For the 2020-2021 grant award, that includes:

- 1) Complete the 2021 CEDS update, the first update to the 2020 five-year CEDS. Continue the grassroots ongoing planning process, which includes the production, dissemination, and implementation of the annual update. Identify, recruit, and train private sector representatives for key CEDS committees. These members will represent new and emerging technologies, green technologies, banking and financing, small businesses, and real estate developers. The 2021 CEDS Update will be submitted to the EDA by June 30, 2021.
- 2) Identify projects, programs, and actions that will address the 2020-2024 CEDS goals and objectives.
- 3) Identify projects for inclusion on the Priority Project List. Provide technical support for projects on the region's Priority Project List, including identification of potential funding sources, assistance in grant writing, and providing grant management.
- 4) Continue to build upon and update the CEDS Resiliency components which were initially

integrated into the 2017 CEDS Update.

- 5) Active participation in the region's Brownfield Assessment and Brownfield Clean-up programs.
- 6) Provide financing and technical assistance to the private sector where job growth, emerging technologies, and/or green technology efforts are part of the outcome.

## Annual Evaluation

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

### Private Sector Investment

During the past fiscal year, the Board of Directors at REDC made loans to 33 clients totaling \$2.46 million. These loans have the potential to bring a total leveraged value of over \$14.2 million into southern New Hampshire's job economy, creating and/or retaining 220 jobs. The approved loans will help fund businesses in a variety of industries, including: beauty, child care, food, substance abuse facility, financial services, hospitality and event venues, trucking, manufacturing, sports facilities, retail, and a workforce housing project. Of the loans made during this period, 18 loans, for a total of \$450,000, were made on an emergency basis due to the economic impacts of the COVID-19 pandemic.

### Action Plan Items and Objectives

There are six new projects added to this year's Priority Project list. The proposed projects are located in Chester, Derry, Exeter, Hampton, Raymond, and a region-wide project from the Small Business Development Center. The new projects include various infrastructure improvements needed to retain and/or expand economic development, a rail trail extension, the development of 341 acres for an industrial park, and the SBDC's Inclusivity Project to support minority entrepreneurs and businesses. For more detail on the new projects, refer to the Priority Project section.

REDC is happy to report that during the 2020-2021 planning cycle, one of the REDC CEDS Priority Projects was completed. The C & J Bus Terminal in Seabrook, NH, opened in November 2020. The full-service bus line terminal has approximately 900 parking spaces and provides daily transportation to the Boston area. The \$4 million project was funded completely by private developer funds.

In addition, there was positive action on a number of Priority Projects over the past year.

- Epping Road, Exeter: most of the improvements have been constructed, leading to private development.
- Hampton Master Plan Update, Hampton: Phase 1 is underway and almost complete.
- Hampton Wastewater Treatment Plant, Hampton: funding for Phase 1 is secured and construction underway.
- Hampton Route 1A, Hampton: a team at NH DOT has been assigned to the project, and a public hearing on design has been held.
- Woodmont Commons, Londonderry: under construction.
- U.S. Route 1 Sidepath, Portsmouth: preliminary design completed and public meetings held.
- Tuscan Village, Salem: Significant progress has been made on both phases of construction.
- Harbor Seawall, Seabrook: This project was awarded a \$695,965 EDA Public Works Grant in September 2019. The engineering firm was selected and completed the preliminary design.
- Route 1 Expansion, Seabrook: the town approved a MOU with NH DOT.
- NH Seacoast Greenway: NH DOT selected contractors for preliminary design and permitting.

- REDC EDA RLF: REDC was awarded a \$1 million RLF grant in April 2020 and anticipates deploying the funds starting late spring 2021.

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

### **Continue CEDS grassroots planning process**

During the past 12 months, REDC has met this action item by completing and filing the 2020 CEDS, working on the 2021 CEDS update, which will be submitted to the EDA by its June 30, 2021 deadline, holding three Steering Committee meetings through the planning cycle, updating the Priority Project list, completing the evaluation for the past 12-month cycle, and updating all available demographic data. REDC continues to work with member communities on the recruitment of new Steering Committee representatives. Additionally, REDC published the 2020 Mid-Year CEDS in January 2021. This was a mini-CEDS that specifically addressed the economic crisis caused by the COVID-19 pandemic.

### **Promote economic development and opportunities**

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

REDC's business advisors provided technical assistance to 80 individuals and/or businesses, including 59 individuals and/or businesses with EIDL Disaster Loan and PPP assistance in April 2020 and 106 inquiries for REDC's mini-grant opportunity in early 2021. For the past few years REDC has provided marketing, graphic design, and technical



counseling for both private and public clients. Over the past year, our full-time graphic designer advisor worked with 31 clients on a range of services from logo and website design to marketing videos and the development of brochures. The technical assistance coordinator provides general support to the technical assistance team and is responsible for reporting technical assistance program data to various grant programs. On average, he coordinates with three to four potential clients on a weekly basis, as well as with many existing clients.

REDC received and is deploying 80 \$2,500 grants from CDFA/CDBG program. REDC applied for a CDFI Rapid Response Grant and started a CDBG program intended to create jobs by making loans to small businesses. Additionally, REDC applied for and was awarded a \$1 million SBA loan.

In the past year, REDC was awarded a \$1,000,000 Revolving Loan Fund grant from the EDA. With REDC's match, the total amount of the RLF is \$1,250,000. Additionally, REDC was awarded a \$40,000 non-competitive CARES Act grant from the EDA to assist in the economic recovery and resiliency of our region.

Addressing the goal of Workforce Attraction & Retention, REDC, in partnership with stakeholders throughout New Hampshire, continues to offer loans and business coaching via the NH New Americans Loan Fund, with the purpose of encouraging business development and job creation for new Americans (first generation immigrants) in the state.

### **Implement the CEDS Goals and Objectives**

REDC continued to tweak its Priority Project process in an effort to encompass more of the work proposed in member communities by enlisting the help of the four Regional Planning Commissions within communities in our region. This year, the REDC had six new project submittals.

REDC is working with the town of Seabrook on an EDA Public Works grant to repair the seawall at Hampton-Seabrook Harbor. This important infrastructure project has been on the CEDS Priority List for a number of years. The EDA awarded a \$695,965 grant in September 2019. REDC is working with the town as the grant manager. In the past 12 months, the engineering firm was selected, and they completed the preliminary design with permitting underway.

REDC met several times with the town of Raymond officials and a private developer regarding a number of public infrastructure projects and private development to help spur economic development in the economically depressed area.

REDC staff is also working with the towns of Derry and Exeter and the city of Manchester on potential EDA grant applications.

**"THIS GRANT MONEY IS GREATLY APPRECIATED WHILE MY BUSINESS FIGHTS TO CATCH UP ON BACK RENT."**

Katey Lamontagne, Sky High Gymnastics

## **EDA Planning Grant Scope of Work**

### **Complete the 2021 CEDS update, the first update to the 2020 five-year CEDS.**

REDC continued to work with its partners and member communities to update the 2020 CEDS. We held three virtual planning meetings with the Steering Committee throughout the planning cycle. REDC is working with member communities to recruit to private sector Steering Committee members. Finally, the 2021 CEDS update will be submitted to the EDA before the June 30, 2021, deadline.

### **Identify projects, programs, and actions that will address the 2020 CEDS goals and objectives.**

REDC continues to work with local municipalities on infrastructure projects needed to improve building conditions, allowing for economic development. Staff is working with Seabrook, NH, on an EDA Public Works grant for the Seabrook Seawall project. Additionally, staff met with the towns of Derry, Exeter, and Raymond and the city of Manchester regarding their ongoing and/or potential projects.

In August 2020, REDC hired Heather Snide as its Housing Program Intern. Heather worked alongside Sarah Wrightsman, Workforce Housing Coalition



Heather Snide, REDC's 2020 Housing Program Intern.

Executive Director in the 13 communities not served by one of the state's three housing coalitions: Atkinson, Auburn, Nashua, Derry, Londonderry, Merrimack, Salem, Pelham, Windham, Litchfield, Hudson, Plaistow, and Hampstead. Additionally, REDC and WFH co-sponsored an event with Urban 3 on land use and taxation.

REDC President Laurel Adams participated in the Coastal Resilience Symposium in the Hampton Beach area.

### **Identify projects for inclusion on the Priority Project List.**

REDC and the CEDS Steering Committee worked over the past several months on the evaluation and update of the Priority Project list for inclusion in the 2021 CEDS update. First, REDC collected updates to existing projects from January through April 2021. REDC is happy to report that one project was completed in the past 12 months. REDC solicited applications for new projects in the first quarter of 2021, which resulted in the addition of six new projects to this year's list. The Steering Committee finalized the 2021 Priority Project list via an online vote in April 2021. Details on the Priority Project List are outlined in previous sections of this document.

### **Continue to build upon and update the CEDS Resiliency components which were initially integrated into the 2017 CEDS update.**

The 2017 CEDS Update (June 2017) is the first REDC CEDS to include a resiliency component, a requirement by the EDA for every CEDS. Using the EDA guidelines, REDC worked with Rockingham Planning Commission and the CEDS Steering Committee to develop a new section of the CEDS to address the resiliency requirements.

In June, REDC created a new Disaster Recovery Coordinator (DRC) position. Theresa Walker was hired to fill this role, starting July 20, 2020. The DRC gathers information and disseminates it to the regional communities, as well as assists with orchestrating REDC's response to the economic crisis created by the COVID-19 pandemic. The DRC

is working with the existing CEDS Planner to help develop and put into place our COVID-19 Recovery Plan.

In the 2021 planning cycle, the DRC updated the resiliency section of the CEDS and prepared a draft regional response plan.

**Active participation in the region’s Brownfield Assessment and Brownfield Clean-up programs.**

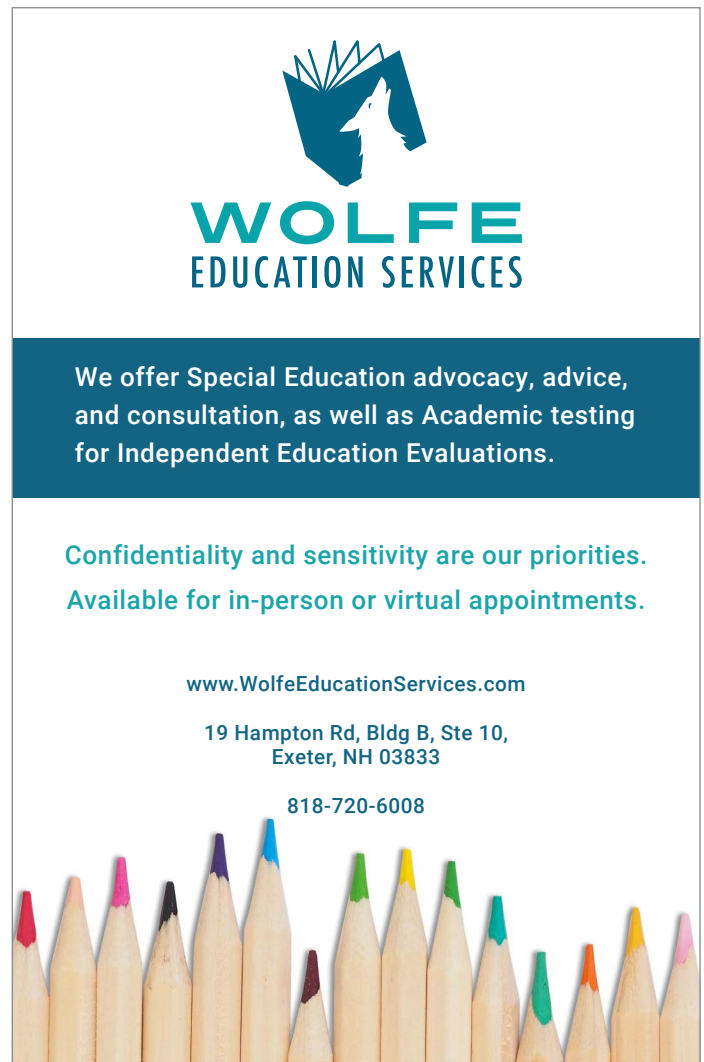
REDC closed out its \$1.875 million EPA Brownfields grant. The funds have been used to make loans and grants to clean up Brownfields sites throughout the region and state. REDC will likely apply for additional funding this fall.

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

During the past fiscal year, the Board of Directors at REDC made loans to 33 clients totaling \$2.46 million. These loans have the potential to bring a total leveraged value of over \$14.2 million into southern New Hampshire’s job economy, creating and/or retaining 220 jobs. The approved loans will help fund businesses in a variety of industries, including: beauty, child care, food, substance abuse facility, financial services, hospitality and event venues, trucking, manufacturing, sports facilities, retail, and a workforce housing project. Of the loans made during this period, 18 loans, for a total of \$450,000, were made on an emergency basis due to the economic impacts of the COVID-19 pandemic.

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development of brochures. The technical assistance coordinator provides general support to the technical assistance team and is responsible for reporting technical assistance program data to various grant programs. On average, he coordinates with three to four potential clients on a weekly basis as well as many existing clients.



Logo and brochure design created by REDC’s design advisor for Wolfe Education Services, a REDC Technical Assistance client.  
[www.wolfeeducationservices.com](http://www.wolfeeducationservices.com)

# STEERING COMMITTEE

The first step in creating a successful Comprehensive Economic Development Strategy is to form a steering committee that is a broad-based representation of the major interests of the region. Once again, REDC started with the previous year's CEDS Steering Committee as a starting point to develop this year's committee. REDC said goodbye to two Steering Committee members and added one new member. Additionally, we bid farewell to Jeff Gowan, long time representative from Pelham, who retired in May 2021. The members of the 2021 Steering Committee and support staff are listed below.

## REDC Staff



**Laurel Adams**  
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## Consultants

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## Partnering Agencies

Nashua Regional Planning Commission	Jay Minkarah, Executive Director	jaym@nashuarpc.org
Rockingham Planning Commission	Tim Roache, Executive Director	troache@therpc.org
Southern New Hampshire Planning Commission	Sylvia von Aulock, Executive Director	SvonAulock@snhpc.org
Strafford Regional Planning Commission	Jen Czysz, Executive Director	jcysz@strafford.org

## CEDS Steering Committee Members

NAME	REPRESENTING
Rose Bryant	Art Up Front Street (Exeter)
Nancy Carmer	REDC BoD / City of Portsmouth
David Choate	Colliers International
Thomas Conaton	REDC BoD / Primary Bank
Glenn Coppelman	Evergreen Farm (Kingston)
Bev Donovan	Town of Derry
Jeff Gowan*	Town of Pelham
Ashley Haseltine	Greater Derry Londonderry Chamber
Joe Ilsley	Town of Raymond
Craig Jewett	REDC BoD / Jewett Construction
Amy Kizak	Town of Londonderry
Barbara Kravitz	Rockingham Planning Commission (RPC)
Karri Makinen	Town of Salem
Robert McDonald	REDC BoD / Town of Londonderry
Rex Norman	Town of Windham
John Nyhan	Hampton Area Chamber of Commerce
Peter Rayno	Enterprise Bank
George Sioras	REDC BoD / Town of Derry
Darren Winham	Town of Exeter
Scott Zeller	REDC BoD / RallyMe.com

\* Jeff Gowan retired in May 2021. Jennifer Beauregard filled his spot for the remainder of the planning cycle.

## Meetings

Date	Meetings	Location	Agenda
11/9/2020	CEDS Steering Committee Meeting #1	Zoom Conference	CARES Act funding and grant opportunities; Disaster Relief Coordinator highlights; Mid-Year CEDS concept, discussion of topics; How has COVID impacted your community/business.
3/17/2021	CEDS Steering Committee Meeting #2	Zoom Conference	Presentation of the Mid-Year CEDS; New Priority Project proposals from Chester, Derry, Exeter, and Hampton; Review of updates to current Priority Project; Discussion of economic impacts to and challenges for municipalities.
4/21/2021 – 4/28/2021	Priority Project e-vote	Email	Presentation of the final 2021 Priority Project List with recommended actions.
6/16/2021	CEDS Steering Committee Meeting #3	Zoom Conference	Review and approval of the 2021 CEDS update.

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# Table A-1: Population History and Estimates

Area	U.S. Census Population Counts										OSI Annual Population Estimates										change in population		
	1970	1980	1990	2000	2010	2014	2015	2016	2017	2018	2019	2018-2019	% change	2014-2019	% change	5-year change	avg. annual growth						
	1970	1980	1990	2000	2010	2014	2015	2016	2017	2018	2019	2018-2019	% change	2014-2019	% change	5-year change	avg. annual growth						
East Kingston	838	1,135	1,352	1,784	2,357	2,387	2,398	2,392	2,404	2,425	2,424	-1	0.0%	37	1.6%	0.3%							
Exeter	8,892	11,024	12,481	14,058	14,306	14,385	14,582	14,845	15,108	15,365	15,382	17	0.1%	997	6.9%	1.4%							
Greenland	1,784	2,129	2,768	3,208	3,549	3,776	3,860	3,886	4,034	4,140	4,146	6	0.1%	370	9.8%	2.0%							
Hampton	8,011	10,493	12,278	14,937	14,976	15,011	15,050	15,145	15,134	15,236	15,207	-29	-0.2%	196	1.3%	0.3%							
Hampton Falls	1,254	1,372	1,503	1,880	2,236	2,241	2,239	2,233	2,296	2,312	2,428	116	5.0%	187	8.3%	1.7%							
Kensington	1,044	1,322	1,631	1,893	2,124	2,113	2,114	2,114	2,121	2,131	2,146	15	0.7%	33	1.6%	0.3%							
New Castle	975	936	840	1,010	968	966	966	963	964	969	968	-1	-0.1%	2	0.2%	0.0%							
Newfields	843	817	888	1,551	1,680	1,685	1,685	1,692	1,704	1,721	1,723	2	0.1%	38	2.3%	0.5%							
Newington	798	716	990	775	753	766	770	781	790	799	800	1	0.1%	34	4.4%	0.9%							
Newmarket	3,361	4,290	7,157	8,027	8,936	9,149	9,170	9,172	9,359	9,455	9,460	5	0.1%	311	3.4%	0.7%							
North Hampton	3,259	3,425	3,637	4,259	4,301	4,463	4,511	4,514	4,540	4,579	4,582	3	0.1%	119	2.7%	0.5%							
Portsmouth	25,717	26,254	25,925	20,784	21,233	21,463	21,496	21,524	21,898	22,166	22,206	40	0.2%	743	3.5%	0.7%							
Rye	4,083	4,508	4,612	5,182	5,298	5,381	5,400	5,439	5,454	5,494	5,479	-15	-0.3%	98	1.8%	0.4%							
Seabrook	3,053	5,917	6,503	7,934	8,693	8,791	8,814	8,829	8,860	8,909	8,904	-5	-0.1%	113	1.3%	0.3%							
South Hampton	558	660	740	844	814	811	810	810	814	826	826	0	0.0%	15	1.8%	0.4%							
Stratham	1,512	2,507	4,955	6,355	7,255	7,297	7,334	7,359	7,405	7,492	7,559	67	0.9%	262	3.6%	0.7%							
<b>CEDS Eastern Communities</b>	<b>65,982</b>	<b>77,505</b>	<b>88,260</b>	<b>94,481</b>	<b>99,479</b>	<b>100,685</b>	<b>101,200</b>	<b>101,698</b>	<b>102,885</b>	<b>104,019</b>	<b>104,240</b>	<b>221</b>	<b>0.2%</b>	<b>3,555</b>	<b>3.5%</b>	<b>0.7%</b>							
Atkinson	2,291	4,397	5,188	6,178	6,751	6,728	6,722	6,748	6,832	6,979	7,115	136	1.9%	387	5.8%	1.2%							
Auburn	2,035	2,883	4,085	4,682	4,953	5,222	5,315	5,393	5,492	5,607	5,653	46	0.8%	431	8.3%	1.7%							
Brentwood	1,468	2,004	2,590	3,197	4,486	4,727	4,678	4,643	4,596	4,531	4,610	79	1.7%	-117	-2.5%	-0.5%							
Candia	1,997	2,989	3,557	3,911	3,909	3,911	3,909	3,899	3,922	3,956	3,967	11	0.3%	56	1.4%	0.3%							
Chester	1,382	2,006	2,691	3,792	4,768	4,818	4,887	4,969	5,100	5,263	5,298	35	0.7%	480	10.0%	2.0%							
Danville	924	1,318	2,534	4,023	4,387	4,433	4,458	4,447	4,479	4,519	4,553	34	0.8%	120	2.7%	0.5%							
Deerfield	1,178	1,979	3,124	3,678	4,280	4,385	4,413	4,480	4,543	4,624	4,659	35	0.8%	274	6.2%	1.2%							
Epping	2,356	3,460	5,162	5,476	6,411	6,736	6,828	6,871	6,944	7,025	7,031	6	0.1%	295	4.4%	0.9%							
Fremont	993	1,333	2,576	3,510	4,283	4,531	4,597	4,669	4,728	4,746	4,765	19	0.4%	234	5.2%	1.0%							
Hampstead	2,401	3,785	6,732	8,297	8,523	8,555	8,602	8,644	8,665	8,745	8,741	-4	0.0%	186	2.2%	0.4%							
Kingston	2,882	4,111	5,591	5,862	6,025	6,015	6,049	6,069	6,136	6,244	6,240	-4	-0.1%	225	3.7%	0.7%							
Newton	1,920	3,068	3,473	4,289	4,603	4,796	4,865	4,901	4,944	4,980	4,967	-13	-0.3%	171	3.6%	0.7%							
Northwood	1,525	2,175	3,124	3,640	4,241	4,222	4,214	4,207	4,240	4,283	4,300	17	0.4%	78	1.8%	0.4%							
Nottingham	952	1,952	2,939	3,701	4,785	4,852	4,904	4,962	5,035	5,099	5,144	45	0.9%	292	6.0%	1.2%							
Plaistow	4,712	5,609	7,316	7,747	7,609	7,562	7,602	7,667	7,705	7,756	7,749	-7	-0.1%	187	2.5%	0.5%							
Raymond	3,003	5,453	8,713	9,674	10,138	10,229	10,257	10,282	10,306	10,406	10,489	83	0.8%	260	2.5%	0.5%							
Sandown	741	2,057	4,060	5,143	5,986	6,202	6,255	6,260	6,268	6,449	6,473	24	0.4%	271	4.4%	0.9%							
<b>CEDS Central Communities</b>	<b>32,760</b>	<b>50,579</b>	<b>73,455</b>	<b>86,800</b>	<b>96,138</b>	<b>97,924</b>	<b>98,555</b>	<b>99,111</b>	<b>99,935</b>	<b>101,212</b>	<b>101,754</b>	<b>542</b>	<b>0.5%</b>	<b>3,830</b>	<b>3.9%</b>	<b>0.8%</b>							
Derry	11,712	18,875	29,603	34,021	33,109	32,960	32,948	32,914	33,037	33,308	33,249	-59	-0.2%	289	0.9%	0.2%							
Hudson	10,638	14,022	19,530	22,928	24,467	24,668	24,781	24,888	25,103	25,458	25,514	56	0.2%	846	3.4%	0.7%							
Litchfield	1,420	4,150	5,516	7,360	8,271	8,363	8,395	8,415	8,458	8,636	8,634	-2	0.0%	271	3.2%	0.6%							
Londonderry	5,346	13,598	19,781	23,236	24,129	24,305	24,891	25,361	25,671	26,022	26,266	244	0.9%	1,961	8.1%	1.6%							
Merrimack	8,595	15,406	22,156	25,119	25,494	25,408	25,396	25,529	25,747	26,237	26,237	490	1.9%	829	3.3%	0.7%							
Nashua	55,820	67,865	79,662	86,605	86,494	87,029	87,551	87,590	88,143	88,706	88,872	166	0.2%	1,843	2.1%	0.4%							
Pelham	5,408	8,090	9,408	10,914	12,897	13,069	13,117	13,221	13,500	13,824	14,032	208	1.5%	963	7.4%	1.5%							
Salem	20,142	24,124	25,746	28,112	28,776	28,611	28,674	28,752	28,914	29,565	29,957	392	1.3%	1,346	4.7%	0.9%							
Windham	3,008	5,664	9,000	10,709	13,592	14,088	14,301	14,358	14,490	14,707	14,972	85	0.6%	704	5.0%	1.0%							
<b>CEDS Western Communities</b>	<b>122,089</b>	<b>171,794</b>	<b>220,402</b>	<b>249,004</b>	<b>257,229</b>	<b>258,501</b>	<b>260,085</b>	<b>260,895</b>	<b>262,845</b>	<b>265,973</b>	<b>267,553</b>	<b>1,580</b>	<b>0.6%</b>	<b>9,052</b>	<b>3.5%</b>	<b>0.7%</b>							
<b>REDC CEDS Region</b>	<b>220,831</b>	<b>299,878</b>	<b>382,117</b>	<b>430,285</b>	<b>452,846</b>	<b>457,110</b>	<b>459,840</b>	<b>461,704</b>	<b>465,665</b>	<b>471,204</b>	<b>473,547</b>	<b>2,343</b>	<b>0.5%</b>	<b>16,437</b>	<b>3.6%</b>	<b>0.7%</b>							
Hillsborough County	223,941	276,608	336,073	380,841	400,721	402,946	404,322	405,747	408,296	412,198	413,413	1,215	0.3%	10,467	2.6%	0.5%							
Rockingham County	138,950	190,345	245,845	277,359	295,223	298,573	300,569	302,194	304,932	308,833	310,258	1,425	0.5%	11,685	3.9%	0.8%							
New Hampshire	737,681	920,475	1,109,252	1,235,550	1,316,470	1,326,813	1,330,608	1,334,795	1,342,795	1,356,458	1,359,711	3,253	0.2%	32,898	2.5%	0.5%							

Sources: U.S. Census and NH Office of Strategic Initiatives

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

AREA	Housing Units (U.S. Census counts)		Avg. Annual Growth Rate '00-'10	Housing Counts			Number Occupied Units	Number Occupied Units	Number Occupied Units	Number Vacant Units	Number Vacant Units	Number Vacant Units
	2000	2010		2017	2018	2019	2017	2018	2019	2017	2018	2019
East Kingston	648	907	3.4%	931	932	929	892	881	888	39	51	41
Exeter	6,107	6,496	0.6%	6,702	6,819	7,013	6,476	6,483	6,542	226	336	471
Greenland	1,244	1,443	1.5%	1,552	1,550	1,599	1,469	1,465	1,516	83	85	83
Hampton	9,349	9,921	0.6%	9,777	9,741	9,654	7,098	7,133	7,088	2,679	2,608	2,566
Hampton Falls	729	900	2.1%	942	948	950	894	901	909	48	47	41
Kensington	672	806	1.8%	884	900	903	806	837	845	78	63	58
New Castle	488	537	1.0%	563	519	567	467	390	436	96	129	131
Newfields	532	591	1.1%	549	576	611	540	566	600	9	10	11
Newington	305	322	0.5%	355	344	329	340	329	307	15	15	22
Newmarket	3,457	4,139	1.8%	4,274	4,211	4,189	4,077	4,009	4,035	197	202	154
North Hampton	1,782	1,914	0.7%	1,922	1,934	2,018	1,747	1,716	1,820	175	218	198
Portsmouth	10,186	10,625	0.4%	10,439	10,359	10,615	10,157	9,998	10,063	282	361	552
Rye	2,645	2,852	0.8%	2,675	3,104	3,059	2,209	2,323	2,364	466	781	695
Seabrook	4,066	4,544	1.1%	4,976	4,849	4,773	3,946	3,869	3,824	1,030	980	949
South Hampton	308	504	5.0%	399	382	375	310	298	302	89	84	73
Stratham	2,371	2,864	1.9%	2,913	2,955	2,960	2,783	2,812	2,817	130	143	143
<b>CEDS Eastern Communities</b>	<b>44,889</b>	<b>49,365</b>	<b>1.0%</b>	<b>49,853</b>	<b>50,123</b>	<b>50,544</b>	<b>44,211</b>	<b>44,010</b>	<b>44,356</b>	<b>5,642</b>	<b>6,113</b>	<b>6,188</b>
Atkinson	2,431	2,788	1.4%	2,865	2,888	2,899	2,708	2,734	2,745	157	154	154
Auburn	1,622	1,814	1.1%	2,037	2,040	2,022	1,984	1,982	1,973	53	58	49
Brentwood	920	1,350	3.9%	1,605	1,595	1,578	1,598	1,556	1,533	7	39	45
Candia	1,384	1,494	0.8%	1,568	1,525	1,565	1,522	1,499	1,537	46	26	28
Chester	1,247	1,596	2.5%	1,746	1,746	1,805	1,694	1,683	1,687	52	63	118
Danville	1,479	1,684	1.3%	1,646	1,649	1,716	1,608	1,612	1,685	38	37	31
Deerfield	1,406	1,743	2.2%	1,835	1,905	1,920	1,623	1,699	1,653	212	206	267
Epping	2,215	2,723	2.1%	2,923	2,873	2,979	2,681	2,582	2,680	242	291	299
Fremont	1,201	1,573	2.7%	1,766	1,774	1,848	1,723	1,724	1,764	43	50	84
Hampstead	3,276	3,727	1.3%	3,763	3,747	3,759	3,590	3,565	3,573	173	182	186
Kingston	2,265	2,480	0.9%	2,583	2,732	2,763	2,335	2,416	2,411	248	316	352
Newton	1,552	1,751	1.2%	1,906	1,910	1,903	1,803	1,793	1,853	103	117	50
Northwood	1,905	2,129	1.1%	2,098	2,168	2,164	1,582	1,615	1,611	516	553	553
Nottingham	1,592	1,986	2.2%	1,993	1,922	2,013	1,764	1,835	1,900	229	87	113
Plaistow	2,927	3,016	0.3%	3,132	3,235	3,262	3,000	3,039	3,119	132	196	143
Raymond	3,710	4,254	1.4%	4,241	4,346	4,281	4,010	4,104	4,112	231	242	169
Sandown	1,777	2,214	2.2%	2,352	2,334	2,364	2,255	2,228	2,229	97	106	135
<b>CEDS Central Communities</b>	<b>32,909</b>	<b>38,322</b>	<b>1.5%</b>	<b>40,059</b>	<b>40,389</b>	<b>40,841</b>	<b>37,480</b>	<b>37,666</b>	<b>38,065</b>	<b>2,579</b>	<b>2,723</b>	<b>2,776</b>
Derry	12,735	13,277	0.4%	13,792	13,776	13,539	12,962	12,910	12,741	830	866	798
Hudson	8,165	9,212	1.2%	9,254	9,325	9,515	8,976	9,018	9,214	278	307	301
Litchfield	2,389	2,912	2.0%	3,080	3,019	3,108	3,080	3,019	3,060	0	0	48
Londonderry	7,718	8,771	1.3%	9,344	9,491	9,686	9,061	9,138	9,338	283	353	348
Merrimack	8,959	9,818	0.9%	10,087	10,264	10,078	9,745	10,034	9,993	342	230	85
Nashua	35,387	37,168	0.5%	37,054	37,922	37,933	35,374	36,274	36,534	1,680	1,648	1,399
Pelham	3,740	4,598	2.1%	4,866	4,907	5,089	4,575	4,631	4,832	291	276	257
Salem	10,866	11,810	0.8%	11,781	12,011	12,005	11,148	11,413	11,536	633	598	469
Windham	3,906	5,164	2.8%	5,358	5,405	5,554	5,093	5,010	5,009	265	395	545
<b>CEDS Western Communities</b>	<b>93,865</b>	<b>102,730</b>	<b>0.9%</b>	<b>104,616</b>	<b>106,120</b>	<b>106,507</b>	<b>100,014</b>	<b>101,447</b>	<b>102,257</b>	<b>4,602</b>	<b>4,673</b>	<b>4,250</b>
<b>REDC CEDS Region</b>	<b>171,663</b>	<b>190,417</b>	<b>1.0%</b>	<b>194,528</b>	<b>196,632</b>	<b>197,892</b>	<b>181,705</b>	<b>183,123</b>	<b>184,678</b>	<b>12,823</b>	<b>13,509</b>	<b>13,214</b>
<b>Hillsborough County</b>	<b>149,961</b>	<b>166,053</b>	<b>1.0%</b>	<b>169,289</b>	<b>170,155</b>	<b>171,192</b>	<b>158,139</b>	<b>159,200</b>	<b>161,086</b>	<b>11,150</b>	<b>10,955</b>	<b>10,106</b>
<b>Rockingham County</b>	<b>113,023</b>	<b>126,709</b>	<b>1.1%</b>	<b>130,187</b>	<b>131,195</b>	<b>132,169</b>	<b>119,955</b>	<b>120,147</b>	<b>121,045</b>	<b>10,232</b>	<b>11,048</b>	<b>11,124</b>
<b>State of NH</b>	<b>546,524</b>	<b>614,754</b>	<b>1.2%</b>	<b>627,619</b>	<b>630,955</b>	<b>634,726</b>	<b>526,710</b>	<b>528,078</b>	<b>532,037</b>	<b>100,909</b>	<b>102,877</b>	<b>102,689</b>

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



# Table B-4: Housing Purchase Prices - NH Counties

<b>All Homes</b>										
	2015	2016	2017	2018	2019	2020	1-yr change 2019 to 2020	% Change 1-YR	5-yr change 2015 to 2020	% Change 5-YR
Hillsborough County	\$225,000	\$235,000	\$250,000	\$265,000	\$282,000	\$317,000	\$35,000	12%	\$92,000	41%
Rockingham County	\$275,000	\$294,000	\$314,000	\$330,000	\$349,000	\$395,000	\$46,000	13%	\$120,000	44%
Belknap County	\$191,333	\$200,000	\$205,000	\$219,993	\$240,000	\$268,000	\$28,000	12%	\$76,667	40%
Carroll County	\$199,000	\$199,466	\$217,000	\$218,000	\$239,000	\$270,000	\$31,000	13%	\$71,000	36%
Cheshire County	\$163,933	\$169,933	\$178,000	\$181,000	\$199,800	\$233,000	\$33,200	17%	\$69,067	42%
Coos County	\$104,466	\$100,000	\$105,000	\$110,000	\$120,000	\$145,000	\$25,000	21%	\$40,534	39%
Grafton County	\$180,166	\$189,933	\$185,000	\$200,000	\$207,533	\$231,000	\$23,467	11%	\$50,834	28%
Merrimack County	\$199,600	\$210,000	\$228,000	\$240,000	\$249,900	\$280,500	\$30,600	12%	\$80,900	41%
Strafford County	\$205,000	\$211,500	\$229,933	\$244,933	\$255,000	\$284,533	\$29,533	12%	\$79,533	39%
Sullivan County	\$157,000	\$159,000	\$159,000	\$172,000	\$175,566	\$212,766	\$37,200	21%	\$55,766	36%
<b>New Hampshire Statewide</b>	<b>\$221,000</b>	<b>\$230,000</b>	<b>\$240,000</b>	<b>\$254,000</b>	<b>\$270,000</b>	<b>\$302,333</b>	<b>\$32,333</b>	<b>12%</b>	<b>\$81,333</b>	<b>37%</b>

<b>Existing Homes</b>										
	2015	2016	2017	2018	2019	2020	1-yr change 2019 to 2020	% Change 1-YR	5-yr change 2015 to 2020	% Change 5-YR
Hillsborough County	\$224,000	\$232,533	\$247,000	\$262,000	\$280,000	\$315,000	\$35,000	13%	\$91,000	41%
Rockingham County	\$272,000	\$286,000	\$306,533	\$325,000	\$347,000	\$390,000	\$43,000	12%	\$118,000	43%
Belknap County	\$190,000	\$199,000	\$204,000	\$217,533	\$239,966	\$265,000	\$25,034	10%	\$75,000	39%
Carroll County	\$198,900	\$199,000	\$215,000	\$215,000	\$239,000	\$267,766	\$28,766	12%	\$68,866	35%
Cheshire County	\$163,533	\$169,900	\$176,266	\$181,000	\$199,000	\$232,000	\$33,000	17%	\$68,467	42%
Coos County	\$104,400	\$99,900	\$105,100	\$110,000	\$120,000	\$145,000	\$25,000	21%	\$40,600	39%
Grafton County	\$180,000	\$189,000	\$183,000	\$197,000	\$207,090	\$230,000	\$22,910	11%	\$50,000	28%
Merrimack County	\$197,000	\$208,000	\$225,000	\$239,993	\$248,000	\$280,000	\$32,000	13%	\$83,000	42%
Strafford County	\$200,000	\$209,933	\$226,800	\$240,000	\$253,933	\$280,000	\$26,067	10%	\$80,000	40%
Sullivan County	\$157,000	\$158,000	\$158,000	\$170,000	\$175,000	\$212,533	\$37,533	21%	\$55,533	35%
<b>New Hampshire Statewide</b>	<b>\$219,933</b>	<b>\$225,000</b>	<b>\$237,933</b>	<b>\$250,000</b>	<b>\$269,933</b>	<b>\$300,000</b>	<b>\$30,067</b>	<b>11%</b>	<b>\$80,067</b>	<b>36%</b>

<b>New Homes</b>										
	2015	2016	2017	2018	2019	2020	1-yr change 2019 to 2020	% Change 1-YR	5-yr change 2015 to 2020	% Change 5-YR
Hillsborough County	\$353,866	\$355,933	\$359,933	\$359,933	\$420,000	\$396,500	-\$23,500	-6%	\$42,634	12%
Rockingham County	\$347,800	\$380,000	\$405,000	\$427,000	\$481,100	\$478,533	-\$2,567	-1%	\$130,733	38%
Belknap County	\$296,466	\$504,000	\$284,833	\$280,000	\$315,500	\$374,933	\$59,433	19%	\$78,467	26%
Carroll County	\$260,000	\$275,266	\$315,000	\$390,000	\$338,966	\$539,000	\$200,034	59%	\$279,000	107%
Cheshire County	\$194,500	\$204,466	\$213,200	n/a	\$313,500	\$295,000	-\$18,500	-6%	\$100,500	52%
Coos County	\$119,000	\$333,500	n/a	n/a	n/a	\$241,933	n/a	n/a	\$122,933	103%
Grafton County	\$227,000	\$350,000	\$340,000	\$373,000	\$402,500	\$369,000	-\$33,500	-8%	\$142,000	63%
Merrimack County	\$262,933	\$309,000	\$330,000	\$332,916	\$362,333	\$324,933	-\$37,400	-10%	\$62,000	24%
Strafford County	\$343,466	\$355,866	\$358,500	\$352,500	\$364,933	\$386,266	\$21,333	6%	\$42,800	12%
Sullivan County	\$207,466	\$367,466	\$312,033	n/a	n/a	\$675,000	n/a	n/a	\$467,534	225%
<b>New Hampshire Statewide</b>	<b>\$337,200</b>	<b>\$361,466</b>	<b>\$365,000</b>	<b>\$374,266</b>	<b>\$410,000</b>	<b>\$424,933</b>	<b>\$14,933</b>	<b>4%</b>	<b>\$87,733</b>	<b>26%</b>

Source: NHHFA Purchase Price Database, median price

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

Area	2020 All Home Sales			2020 Existing Home Sales			2020 New Home Sales			Med. Sales Price Change 2019-2020			Med. Sales Price Change 2015-2020		
	Med Sales Price	Sample Size		Med Sales Price	Sample Size		Med Sales Price	Sample Size		All Sales	Existing	New	All Sales	Existing	New
East Kingston	\$495,000	31		\$477,500	30		\$527,400	1		42.7%	37.6%	n/a	92.5%	85.7%	n/a
Exeter	\$389,466	276		\$390,000	260		\$352,000	16		7.7%	7.9%	n/a	34.3%	41.8%	-0.8%
Greenland	\$547,500	50		\$525,000	49		\$718,600	1		35.2%	29.6%	n/a	59.5%	57.0%	35.6%
Hampton	\$397,000	399		\$380,000	378		\$510,000	21		15.1%	10.1%	n/a	38.3%	32.1%	82.2%
Hampton Falls	\$520,000	27		\$520,000	27		n/a	0		-8.3%	-8.3%	n/a	25.5%	25.5%	n/a
Kensington	\$540,000	37		\$540,000	37		n/a	0		24.1%	28.6%	n/a	51.3%	51.3%	n/a
New Castle	\$1,299,500	18		\$1,299,500	18		n/a	0		31.6%	31.6%	n/a	10.6%	10.6%	n/a
Newfields	\$512,500	18		\$510,000	17		\$655,000	1		4.1%	3.6%	n/a	42.8%	42.1%	n/a
Newington	\$792,466	8		\$785,000	7		\$799,933	1		22.4%	51.0%	3.2%	12.1%	11.0%	n/a
Newmarket	\$345,000	116		\$345,000	115		\$465,000	1		7.8%	7.8%	-34.5%	51.6%	52.7%	4.5%
North Hampton	\$610,000	59		\$610,000	59		n/a	0		6.1%	6.1%	n/a	39.4%	44.5%	n/a
Portsmouth	\$547,000	396		\$545,000	395		\$789,000	1		17.6%	17.2%	57.2%	60.9%	60.3%	47.1%
Rye	\$747,500	72		\$747,500	72		n/a	0		-3.2%	-3.5%	n/a	30.0%	30.4%	n/a
Seabrook	\$394,766	70		\$394,766	70		n/a	0		11.2%	-53.8%	n/a	14.4%	21.3%	n/a
South Hampton	\$542,000	11		\$542,000	11		n/a	0		47.0%	47.0%	n/a	64.1%	64.1%	n/a
Stratham	\$439,966	120		\$438,733	116		\$618,800	4		-0.1%	1.7%	-10.9%	21.9%	21.5%	36.7%
<b>CEDS Eastern Communities</b>	<b>\$476,830</b>	<b>1,708</b>		<b>\$473,158</b>	<b>1,661</b>		<b>\$484,513</b>	<b>47</b>		<b>13%</b>	<b>7%</b>	<b>-34%</b>	<b>40%</b>	<b>40%</b>	<b>34%</b>
Atkinson	\$432,500	118		\$429,166	114		\$542,466	4		10.9%	10.0%	n/a	47.7%	46.6%	n/a
Auburn	\$419,966	68		\$416,000	65		\$699,933	3		15.9%	12.9%	134.4%	40.0%	45.1%	57.3%
Brentwood	\$438,366	58		\$438,366	58		n/a	0		-3.7%	-3.7%	n/a	12.9%	9.9%	n/a
Candia	\$430,000	56		\$385,000	55		\$520,000	1		16.7%	16.7%	n/a	59.1%	59.1%	n/a
Chester	\$430,000	82		\$431,266	78		\$401,433	4		9.2%	9.5%	n/a	36.5%	36.9%	9.7%
Danville	\$378,466	60		\$355,766	52		\$486,333	8		11.3%	4.6%	n/a	46.7%	37.9%	n/a
Deerfield	\$355,000	62		\$347,966	58		\$394,966	4		3.8%	3.6%	13.2%	31.9%	30.8%	46.3%
Epping	\$325,000	98		\$324,933	95		\$539,933	3		1.9%	1.9%	26.2%	32.7%	35.1%	87.9%
Fremont	\$346,266	62		\$342,533	61		\$497,000	1		9.9%	8.7%	n/a	48.0%	46.7%	111.4%
Hampstead	\$432,500	126		\$430,000	123		\$575,000	3		18.5%	17.8%	n/a	40.9%	40.1%	75.6%
Kingston	\$380,000	83		\$377,500	82		\$425,000	1		16.6%	15.8%	n/a	57.7%	57.3%	39.9%
Newton	\$374,933	59		\$374,933	59		n/a	0		5.6%	5.6%	n/a	42.6%	43.8%	n/a
Northwood	\$302,500	54		\$297,500	52		\$462,700	2		0.9%	0.5%	-15.1%	30.8%	32.2%	79.5%
Nottingham	\$364,466	66		\$364,000	65		\$364,933	1		6.1%	6.7%	-18.3%	35.0%	34.8%	30.4%
Plaistow	\$295,000	101		\$295,000	99		\$510,000	2		7.3%	8.1%	-4.2%	43.9%	47.5%	55.8%
Raymond	\$283,933	139		\$279,933	129		\$337,466	10		-2.1%	-4.3%	23.8%	36.5%	34.6%	30.8%
Sandown	\$370,000	89		\$370,000	88		\$534,933	1		14.2%	14.2%	n/a	44.0%	45.7%	78.3%
<b>CEDS Central Communities</b>	<b>\$369,741</b>	<b>1,381</b>		<b>\$367,308</b>	<b>1,333</b>		<b>\$465,680</b>	<b>48</b>		<b>10%</b>	<b>9%</b>	<b>21%</b>	<b>41%</b>	<b>42%</b>	<b>49%</b>
Derry	\$305,500	516		\$311,000	491		\$262,533	25		10.3%	12.9%	-45.6%	38.9%	41.4%	9.4%
Hudson	\$330,000	346		\$330,000	339		\$398,000	7		8.2%	8.2%	n/a	27.8%	31.0%	13.1%
Litchfield	\$375,000	103		\$372,533	101		\$571,966	2		10.3%	9.6%	n/a	36.4%	35.7%	49.0%
Londonderry	\$390,500	446		\$389,933	431		\$575,000	15		30.2%	30.0%	15.0%	36.6%	39.5%	43.1%
Merrimack	\$320,000	448		\$320,000	444		\$512,500	4		20.3%	20.3%	-19.0%	42.2%	42.2%	31.4%
Nashua	\$316,000	1,133		\$315,266	1,124		\$340,000	9		12.9%	12.6%	-19.0%	43.0%	42.7%	0.4%
Pelham	\$431,266	164		\$431,266	158		\$425,000	6		3.9%	6.4%	-16.4%	34.8%	39.4%	-12.4%
Salem	\$393,266	402		\$385,500	392		\$486,266	10		9.3%	8.6%	2.4%	45.4%	42.8%	59.7%
Windham	\$545,000	251		\$530,000	241		\$764,400	10		18.2%	16.5%	4.9%	52.5%	47.6%	238.2%
<b>CEDS Western Communities</b>	<b>\$354,846</b>	<b>3,809</b>		<b>\$353,046</b>	<b>3,721</b>		<b>\$446,420</b>	<b>88</b>		<b>15%</b>	<b>15%</b>	<b>-11%</b>	<b>40%</b>	<b>41%</b>	<b>22%</b>
<b>REDC CEDS Region</b>	<b>\$388,032</b>	<b>6,898</b>		<b>\$385,587</b>	<b>6,715</b>		<b>\$461,255</b>	<b>183</b>		<b>14%</b>	<b>12%</b>	<b>-7%</b>	<b>40%</b>	<b>40%</b>	<b>31%</b>
Hillsborough County	\$317,000	5,408		\$315,000	5,322		\$396,500	86		12%	13%	-6%	41%	41%	12%
Rockingham County	\$395,000	4,704		\$390,000	4,549		\$478,533	155		13%	12%	-1%	44%	43%	38%
New Hampshire	\$302,333	20,201		\$300,000	19,830		\$424,933	371		12%	11%	4%	37%	36%	26%

Source: NH Housing Finance Authority Purchase Price Database, median prices  
 Note: Calculations based on sample sizes less than 50 are considered highly volatile; CEDS Subregion Sales Prices based on weighted averages.

# Table B-7: Foreclosure Data

Area								Year-to-Year Change	5-Year Change
	2014	2015	2016	2017	2018	2019	2020	2019-2020	2015-2020
East Kingston	0	3	2	0	0	1	0	-1	-3
Exeter	19	17	15	5	3	8	3	-5	-14
Greenland	4	3	3	2	0	2	0	-2	-3
Hampton	14	15	12	7	9	6	1	-5	-14
Hampton Falls	2	2	0	0	0	0	0	0	-2
Kensington	0	1	2	2	0	2	2	0	1
New Castle	0	0	0	0	0	0	0	0	0
Newfields	1	0	0	0	0	1	0	-1	0
Newington	0	0	0	0	0	0	0	0	0
Newmarket	8	7	5	3	1	1	1	0	-6
North Hampton	5	3	2	5	0	0	0	0	-3
Portsmouth	14	7	1	5	0	5	0	-5	-7
Rye	1	1	1	0	1	1	0	-1	-1
Seabrook	4	4	8	5	4	3	0	-3	-4
South Hampton	1	1	1	0	0	0	0	0	-1
Stratham	12	7	7	4	0	0	0	0	-7
<b>CEDS Eastern Communities</b>	<b>85</b>	<b>71</b>	<b>59</b>	<b>38</b>	<b>18</b>	<b>30</b>	<b>7</b>	<b>-23</b>	<b>-64</b>
Atkinson	6	4	3	2	0	2	0	-2	-4
Auburn	8	8	2	1	2	2	0	-2	-8
Brentwood	7	4	2	1	0	0	0	0	-4
Candia	4	6	4	7	1	2	0	-2	-6
Chester	7	5	3	5	3	2	1	-1	-4
Danville	6	11	8	8	3	2	1	-1	-10
Deerfield	9	12	10	5	0	6	2	-4	-10
Epping	13	10	10	6	6	3	4	1	-6
Fremont	16	5	4	6	0	3	1	-2	-4
Hampstead	9	10	10	7	5	1	0	-1	-10
Kingston	13	12	15	11	3	2	0	-2	-12
Newton	12	6	6	10	0	5	0	-5	-6
Northwood	10	10	7	8	3	7	3	-4	-7
Nottingham	10	3	10	4	6	2	0	-2	-3
Plaistow	11	11	11	14	4	5	0	-5	-11
Raymond	28	29	17	17	11	6	2	-4	-27
Sandown	15	14	12	6	5	5	2	-3	-12
<b>CEDS Central Communities</b>	<b>184</b>	<b>160</b>	<b>134</b>	<b>118</b>	<b>52</b>	<b>55</b>	<b>16</b>	<b>-39</b>	<b>-144</b>
Derry	52	58	37	29	16	24	8	-16	-50
Hudson	32	30	28	18	10	13	4	-9	-26
Litchfield	12	5	6	7	2	4	0	-4	-5
Londonderry	36	27	22	19	10	14	5	-9	-22
Merrimack	43	28	28	15	11	15	2	-13	-26
Nashua	99	79	74	50	34	23	10	-13	-69
Pelham	8	16	10	11	9	3	0	-3	-16
Salem	33	27	23	25	7	9	5	-4	-22
Windham	9	11	9	10	3	4	1	-3	-10
<b>CEDS Western Communities</b>	<b>324</b>	<b>281</b>	<b>237</b>	<b>184</b>	<b>102</b>	<b>109</b>	<b>35</b>	<b>-74</b>	<b>-246</b>
<b>REDC CEDS Region</b>	<b>593</b>	<b>512</b>	<b>430</b>	<b>340</b>	<b>172</b>	<b>194</b>	<b>58</b>	<b>-136</b>	<b>-454</b>
<b>Hillsborough County</b>	<b>535</b>	<b>493</b>	<b>436</b>	<b>334</b>	<b>200</b>	<b>195</b>	<b>53</b>	<b>-142</b>	<b>-440</b>
<b>Rockingham County</b>	<b>398</b>	<b>354</b>	<b>284</b>	<b>239</b>	<b>107</b>	<b>134</b>	<b>42</b>	<b>-92</b>	<b>-312</b>
<b>New Hampshire</b>	<b>2,074</b>	<b>1,724</b>	<b>1,555</b>	<b>1,305</b>	<b>860</b>	<b>731</b>	<b>262</b>	<b>-469</b>	<b>-1,462</b>

Source: the Warren Group via NH Housing Finance Authority.

Notes: Data collected from 2005-2011 is via a different source and should not be used to compare to 2012 and later.

Foreclosure Deeds were suspended from March 15, 2020 through June 30, 2020 due to COVID-19.

# Table C-2: Employment and Wages for Hillsborough County

NAICS Code	Industry	Hillsborough County 2017			Hillsborough County 2018			Hillsborough County 2019		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
<b>ALL</b>	<b>Total, Private plus Government</b>	<b>11,354</b>	<b>201,740</b>	<b>\$1,148</b>	<b>11,421</b>	<b>203,961</b>	<b>\$1,182</b>	<b>11,481</b>	<b>205,989</b>	<b>\$1,220</b>
	Total Private	11,065	180,839	\$1,156	11,135	182,874	\$1,190	11,195	184,819	\$1,230
<b>101</b>	<b>Goods-Producing Industries</b>	<b>1,646</b>	<b>33,513</b>	<b>\$1,490</b>	<b>1,672</b>	<b>34,296</b>	<b>\$1,526</b>	<b>1,735</b>	<b>35,047</b>	<b>\$1,558</b>
<b>11</b>	<b>Agriculture/Forestry/Fishing</b>	<b>30</b>	<b>183</b>	<b>\$665</b>	<b>30</b>	<b>194</b>	<b>\$632</b>	<b>33</b>	<b>212</b>	<b>\$641</b>
111	Crop Production	14	124	\$480	14	138	\$497	14	153	\$479
112	Animal Production	n	n	n	n	n	n	n	n	n
113	Forestry and Logging	12	48	\$1,049	12	46	\$1,006	12	46	\$1,158
114	Fishing, Hunting, and Trapping	0	0	\$0	0	0	\$0	0	0	\$0
115	Agriculture and Forestry Support Activities	n	n	n	n	n	n	n	n	n
<b>21</b>	<b>Mining</b>	<b>8</b>	<b>50</b>	<b>\$1,335</b>	<b>7</b>	<b>55</b>	<b>\$1,366</b>	<b>8</b>	<b>60</b>	<b>\$1,417</b>
211	Oil and Gas Extraction	0	0	\$0	0	0	\$0	0	0	\$0
212	Mining (except Oil and Gas)	8	50	\$1,335	7	55	\$1,366	8	60	\$1,417
213	Support Activities for Mining	0	0	\$0	0	0	\$0	0	0	\$0
<b>23</b>	<b>Construction</b>	<b>1,012</b>	<b>7,726</b>	<b>\$1,247</b>	<b>1,046</b>	<b>7,731</b>	<b>\$1,264</b>	<b>1,110</b>	<b>8,090</b>	<b>\$1,312</b>
236	Construction of Buildings	265	1,674	\$1,337	274	1,679	\$1,395	295	1,687	\$1,460
237	Heavy and Civil Engineering Construction	27	370	\$1,456	32	395	\$1,326	32	417	\$1,363
238	Specialty Trade Contractors	720	5,682	\$1,206	740	5,657	\$1,221	783	5,987	\$1,266
<b>31-33</b>	<b>Manufacturing</b>	<b>596</b>	<b>25,553</b>	<b>\$1,570</b>	<b>589</b>	<b>26,316</b>	<b>\$1,609</b>	<b>584</b>	<b>26,686</b>	<b>\$1,641</b>
311	Food Manufacturing	34	502	\$729	32	537	\$704	32	497	\$769
312	Beverage and Tobacco Product Manufacturing	11	453	\$1,362	11	460	\$1,371	15	494	\$1,299
313	Textile Mills	6	598	\$1,067	6	577	\$1,135	6	565	\$1,151
314	Textile Product Mills	9	105	\$884	9	108	\$910	7	38	\$678
315	Apparel Manufacturing	n	n	n	n	n	n	n	n	n
316	Leather and Allied Product Manufacturing	3	8	\$816	3	9	\$769	3	8	\$867
321	Wood Product Manufacturing	12	200	\$1,120	12	200	\$1,069	11	203	\$1,131
322	Paper Manufacturing	8	415	\$1,278	8	417	\$1,328	7	419	\$1,269
323	Printing and Related Support Activities	48	658	\$1,115	52	664	\$1,363	50	638	\$1,214
324	Petroleum and Coal Products Manufacturing	n	n	n	n	n	n	n	n	n
325	Chemical Manufacturing	16	361	\$1,280	15	373	\$1,375	17	384	\$1,424
326	Plastics and Rubber Products Manufacturing	36	1,971	\$1,148	36	1,995	\$1,115	35	1,972	\$1,085
327	Nonmetallic Mineral Product Manufacturing	20	400	\$1,161	20	397	\$1,198	21	376	\$1,257
331	Primary Metal Manufacturing	11	1,241	\$1,170	12	1,301	\$1,272	12	1,334	\$1,227
332	Fabricated Metal Product Manufacturing	103	3,243	\$1,180	104	3,304	\$1,239	102	3,301	\$1,257
333	Machinery Manufacturing	50	1,028	\$1,761	44	1,016	\$1,756	45	1,099	\$1,741
334	Computer and Electronic Product Manufacturing	130	11,012	\$1,974	124	11,600	\$2,014	124	12,006	\$2,048
335	Electrical Equipment/Appliances Manufacturing	21	1,218	\$1,493	21	1,196	\$1,587	19	1,156	\$1,598
336	Transportation Equipment Manufacturing	5	75	\$1,522	5	65	\$1,553	4	64	\$1,618
337	Furniture and Related Product Manufacturing	9	102	\$799	9	70	\$934	8	69	\$881
339	Miscellaneous Manufacturing	62	1,922	\$1,463	63	1,992	\$1,348	62	2,026	\$1,494
<b>102</b>	<b>Service-Providing Industries</b>	<b>9,420</b>	<b>147,327</b>	<b>\$1,080</b>	<b>9,462</b>	<b>148,577</b>	<b>\$1,113</b>	<b>9,460</b>	<b>149,772</b>	<b>\$1,153</b>
<b>22</b>	<b>Utilities</b>	<b>14</b>	<b>239</b>	<b>\$2,003</b>	<b>14</b>	<b>254</b>	<b>\$2,180</b>	<b>14</b>	<b>272</b>	<b>\$2,010</b>
221	Utilities	14	239	\$2,003	14	254	\$2,180	14	272	\$2,010
<b>42</b>	<b>Wholesale Trade</b>	<b>824</b>	<b>7,427</b>	<b>\$1,716</b>	<b>811</b>	<b>7,299</b>	<b>\$1,770</b>	<b>785</b>	<b>7,191</b>	<b>\$1,838</b>
423	Merchant Wholesalers, Durable Goods	299	4,324	\$1,744	319	4,452	\$1,787	337	4,556	\$1,827
424	Merchant Wholesalers, Nondurable Goods	82	1,413	\$1,106	87	1,461	\$1,125	94	1,317	\$1,223
425	Electronic Markets and Agents and Brokers	443	1,690	\$2,153	404	1,385	\$2,397	354	1,318	\$2,493
<b>44-45</b>	<b>Retail Trade</b>	<b>1,518</b>	<b>27,995</b>	<b>\$675</b>	<b>1,511</b>	<b>27,692</b>	<b>\$689</b>	<b>1,494</b>	<b>27,838</b>	<b>\$701</b>
441	Motor Vehicle and Parts Dealers	172	3,998	\$1,133	172	3,985	\$1,137	174	4,089	\$1,208
442	Furniture and Home Furnishings Stores	73	866	\$781	71	906	\$762	72	919	\$806
443	Electronics and Appliance Stores	89	1,443	\$1,576	86	1,202	\$1,392	78	985	\$1,082
444	Building Material and Garden Supply Stores	112	2,205	\$717	113	2,205	\$722	112	2,235	\$762
445	Food and Beverage Stores	157	6,227	\$389	157	6,174	\$400	150	6,334	\$408
446	Health and Personal Care Stores	131	1,380	\$665	133	1,374	\$674	138	1,398	\$690
447	Gasoline Stations	121	813	\$505	121	810	\$502	124	850	\$518
448	Clothing and Clothing Accessories Stores	211	2,727	\$387	206	2,629	\$413	207	2,540	\$456
451	Sporting Goods, Hobby, Book, and Music Stores	107	1,290	\$417	101	1,202	\$430	101	1,177	\$455
452	General Merchandise Stores	62	3,649	\$471	67	3,618	\$478	68	3,474	\$497
453	Miscellaneous Store Retailers	199	1,821	\$476	192	1,803	\$472	186	1,673	\$494
454	Nonstore Retailers	86	1,577	\$1,213	93	1,785	\$1,457	84	2,164	\$1,308
<b>48-49</b>	<b>Transportation and Warehousing</b>	<b>214</b>	<b>3,836</b>	<b>\$843</b>	<b>210</b>	<b>3,834</b>	<b>\$878</b>	<b>213</b>	<b>4,036</b>	<b>\$898</b>
481	Air Transportation	17	262	\$1,248	17	258	\$1,290	17	254	\$1,395
484	Truck Transportation	77	760	\$994	78	743	\$1,081	74	718	\$1,150
485	Transit and Ground Passenger Transportation	30	877	\$452	30	857	\$477	31	872	\$513
486	Pipeline Transportation	0	0	\$0	0	0	\$0	0	0	\$0
487	Scenic and Sightseeing Transportation	0	0	\$0	0	0	\$0	0	0	\$0
488	Support Activities for Transportation	34	280	\$1,010	n	n	n	38	309	\$967
491	Postal Service	0	0	\$0	0	0	\$0	0	0	\$0
492	Couriers and Messengers	35	1,083	\$927	n	n	n	34	1,303	\$941
493	Warehousing and Storage	21	573	\$813	19	572	\$841	19	581	\$815

Source: NH Economic and Labor Market Information Bureau

n = data do not meet disclosure standards

# Table C-2: Employment and Wages for Hillsborough County Continued

NAICS Code	Industry	Hillsborough County 2017			Hillsborough County 2018			Hillsborough County 2019		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
<b>51</b>	<b>Information</b>	<b>178</b>	<b>5,626</b>	<b>\$1,820</b>	<b>179</b>	<b>6,101</b>	<b>\$1,823</b>	<b>189</b>	<b>6,038</b>	<b>\$1,901</b>
511	Publishing Industries (except Internet)	77	2,163	\$2,257	73	2,135	\$2,288	82	2,202	\$2,337
512	Motion Picture and Sound Recording	19	556	\$737	21	541	\$811	21	549	\$833
515	Broadcasting (except Internet)	7	235	\$1,238	6	221	\$1,327	6	219	\$1,361
517	Telecommunications	35	2,082	\$1,614	38	2,618	\$1,681	36	2,544	\$1,741
518	Data Processing and Related Services	18	504	\$2,261	20	502	\$1,884	24	454	\$2,225
519	Other Information Services	23	88	\$1,825	22	85	\$1,855	20	70	\$1,962
<b>52</b>	<b>Finance and Insurance</b>	<b>630</b>	<b>10,288</b>	<b>\$2,451</b>	<b>625</b>	<b>9,852</b>	<b>\$2,568</b>	<b>613</b>	<b>9,822</b>	<b>\$2,713</b>
522	Credit Intermediation and Related Activities	n	n	n	n	n	n	n	n	n
523	Financial Investment and Related Activities	177	5,208	\$3,194	175	4,845	\$3,377	170	4,829	\$3,558
524	Insurance Carriers and Related Activities	240	2,939	\$1,865	242	2,936	\$2,028	237	2,952	\$2,106
525	Funds, Trusts, and Other Financial Vehicles	n	n	n	n	n	n	n	n	n
<b>53</b>	<b>Real Estate and Rental and Leasing</b>	<b>369</b>	<b>2,480</b>	<b>\$1,050</b>	<b>365</b>	<b>2,487</b>	<b>\$1,064</b>	<b>360</b>	<b>2,370</b>	<b>\$1,118</b>
531	Real Estate	306	1,730	\$1,073	305	1,742	\$1,085	302	1,699	\$1,165
532	Rental and Leasing Services	n	n	n	n	n	n	n	n	n
533	Lessors of Nonfinancial Intangible Assets	n	n	n	n	n	n	n	n	n
<b>54</b>	<b>Professional and Technical Services</b>	<b>1,372</b>	<b>12,254</b>	<b>\$1,864</b>	<b>1,380</b>	<b>12,340</b>	<b>\$1,902</b>	<b>1,381</b>	<b>12,664</b>	<b>\$2,012</b>
541	Professional and Technical Services	1,372	12,254	\$1,864	1,380	12,340	\$1,902	1,381	12,664	\$2,012
5411	Legal Services	237	1,653	\$1,807	238	1,657	\$1,850	236	1,647	\$1,930
5412	Accounting and Bookkeeping Services	168	1,770	\$1,727	168	1,763	\$1,736	169	1,759	\$1,858
5413	Architectural and Engineering Services	193	1,997	\$1,928	186	2,010	\$2,127	195	2,474	\$2,093
5414	Specialized Design Services	30	191	\$1,305	28	138	\$1,171	27	144	\$1,200
5415	Computer Systems Design and Related Services	372	3,598	\$2,344	378	3,585	\$2,354	373	3,437	\$2,601
5416	Management and Technical Consulting Services	202	1,123	\$1,657	212	1,134	\$1,699	211	1,080	\$1,822
5417	Scientific Research and Development Services	27	602	\$2,079	28	670	\$1,962	30	740	\$2,007
5418	Advertising, PR, and Related Services	52	614	\$952	51	635	\$1,010	50	624	\$1,047
5419	Other Professional and Technical Services	91	706	\$815	92	748	\$795	89	759	\$844
<b>55</b>	<b>Management of Companies/Enterprises</b>	<b>115</b>	<b>3,362</b>	<b>\$1,650</b>	<b>110</b>	<b>3,314</b>	<b>\$1,616</b>	<b>116</b>	<b>3,286</b>	<b>\$1,588</b>
551	Management of Companies/Enterprises	115	3,362	\$1,650	110	3,314	\$1,616	116	3,286	\$1,588
<b>56</b>	<b>Administrative and Waste Services</b>	<b>830</b>	<b>11,798</b>	<b>\$798</b>	<b>869</b>	<b>12,191</b>	<b>\$891</b>	<b>875</b>	<b>12,001</b>	<b>\$904</b>
561	Administrative and Support Services	800	11,578	\$797	838	11,955	\$890	844	11,755	\$904
5611	Office Administrative Services	132	1,101	\$1,832	138	1,073	\$1,957	141	1,246	\$1,863
5612	Facilities Support Services	n	n	n	n	n	n	4	31	\$921
5613	Employment Services	108	4,447	\$647	116	4,510	\$757	118	4,182	\$789
5614	Business Support Services	63	815	\$947	63	1,016	\$1,261	61	1,015	\$1,023
5615	Travel Arrangement and Reservation Services	37	229	\$809	26	228	\$864	25	203	\$1,001
5616	Investigation and Security Services	49	927	\$913	51	1,004	\$971	50	926	\$1,014
5617	Services to Buildings and Dwellings	380	3,618	\$627	408	3,708	\$651	421	3,868	\$663
5619	Other Support Services	n	n	n	n	n	n	23	284	\$803
562	Waste Management and Remediation Services	30	221	\$851	32	236	\$941	32	246	\$925
<b>61</b>	<b>Educational Services</b>	<b>197</b>	<b>6,609</b>	<b>\$853</b>	<b>198</b>	<b>6,686</b>	<b>\$889</b>	<b>196</b>	<b>6,638</b>	<b>\$973</b>
611	Educational Services	197	6,609	\$853	198	6,686	\$889	196	6,638	\$973
<b>62</b>	<b>Health Care and Social Assistance</b>	<b>1,107</b>	<b>29,696</b>	<b>\$1,018</b>	<b>1,123</b>	<b>30,538</b>	<b>\$1,052</b>	<b>1,131</b>	<b>30,980</b>	<b>\$1,087</b>
621	Ambulatory Health Care Services	720	10,336	\$1,425	732	10,707	\$1,467	737	10,910	\$1,516
622	Hospitals	15	9,465	\$1,025	14	9,686	\$1,056	15	9,656	\$1,104
623	Nursing and Residential Care Facilities	116	5,384	\$654	116	5,283	\$689	115	5,378	\$705
624	Social Assistance	257	4,511	\$508	261	4,863	\$523	264	5,036	\$532
<b>71</b>	<b>Arts, Entertainment, and Recreation</b>	<b>175</b>	<b>2,871</b>	<b>\$395</b>	<b>181</b>	<b>3,105</b>	<b>\$387</b>	<b>188</b>	<b>3,312</b>	<b>\$390</b>
711	Performing Arts and Spectator Sports	30	346	\$509	33	395	\$454	34	377	\$490
712	Museums, Historic Sites, Zoos, and Parks	9	134	\$498	8	137	\$486	8	140	\$506
713	Gambling, Recreation, Amusement Industries	136	2,391	\$373	140	2,573	\$372	145	2,795	\$371
<b>72</b>	<b>Accommodation and Food Services</b>	<b>872</b>	<b>15,966</b>	<b>\$386</b>	<b>875</b>	<b>15,876</b>	<b>\$402</b>	<b>885</b>	<b>16,070</b>	<b>\$418</b>
721	Accommodation	52	1,272	\$483	51	1,316	\$462	52	1,286	\$504
722	Food Services and Drinking Places	819	14,694	\$378	824	14,560	\$397	833	14,784	\$410
<b>81</b>	<b>Other Services Except Public Admin</b>	<b>985</b>	<b>6,817</b>	<b>\$686</b>	<b>988</b>	<b>6,926</b>	<b>\$709</b>	<b>992</b>	<b>7,178</b>	<b>\$732</b>
811	Repair and Maintenance	354	2,117	\$988	358	2,142	\$996	357	2,138	\$1,036
812	Personal and Laundry Services	335	2,737	\$541	331	2,772	\$572	337	2,837	\$583
813	Membership Associations and Organizations	155	1,783	\$564	163	1,830	\$595	170	2,023	\$632
814	Private Households	141	180	\$529	136	182	\$556	127	180	\$577
<b>99</b>	<b>Unclassified Establishments</b>	<b>24</b>	<b>62</b>	<b>\$800</b>	<b>26</b>	<b>83</b>	<b>\$779</b>	<b>29</b>	<b>76</b>	<b>\$909</b>
999	Unclassified Establishments	24	62	\$800	26	83	\$779	29	76	\$909
	<b>Total Government</b>	<b>289</b>	<b>20,901</b>	<b>\$1,076</b>	<b>286</b>	<b>21,088</b>	<b>\$1,113</b>	<b>286</b>	<b>21,170</b>	<b>\$1,131</b>
	Federal Government	71	3,930	\$1,651	71	4,047	\$1,734	70	4,150	\$1,728
	State Government	102	1,746	\$824	99	1,717	\$854	98	1,682	\$900
	Local Government	116	15,226	\$957	116	15,324	\$978	117	15,338	\$996

Source: NH Economic and Labor Market Information Bureau

n = data do not meet disclosure standards

# Table C-2: Employment and Wages for Rockingham County

NAICS Code	Industry	Rockingham County 2017			Rockingham County 2018			Rockingham County 2019		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
<b>ALL</b>	<b>Total, Private plus Government</b>	<b>10,203</b>	<b>149,059</b>	<b>\$1,041</b>	<b>10,283</b>	<b>149,817</b>	<b>\$1,069</b>	<b>10,377</b>	<b>151,694</b>	<b>\$1,110</b>
	Total Private	9,903	134,948	\$1,050	9,984	135,525	\$1,079	10,076	137,342	\$1,123
<b>101</b>	<b>Goods-Producing Industries</b>	<b>1,489</b>	<b>22,384</b>	<b>\$1,336</b>	<b>1,518</b>	<b>22,957</b>	<b>\$1,346</b>	<b>1,536</b>	<b>23,611</b>	<b>\$1,389</b>
<b>11</b>	<b>Agriculture/Forestry/Fishing</b>	<b>29</b>	<b>259</b>	<b>\$526</b>	<b>28</b>	<b>275</b>	<b>\$546</b>	<b>28</b>	<b>246</b>	<b>\$528</b>
111	Crop Production	15	190	\$412	15	202	\$440	14	187	\$478
112	Animal Production	5	16	\$565	5	19	\$485	4	21	\$496
113	Forestry and Logging	3	15	\$1,249	n	n	n	3	15	\$1,355
114	Fishing, Hunting, and Trapping	0	0	\$0	n	n	n	n	n	n
115	Agriculture and Forestry Support Activities	6	37	\$797	6	39	\$822	n	n	n
<b>21</b>	<b>Mining</b>	<b>11</b>	<b>125</b>	<b>\$1,059</b>	<b>11</b>	<b>113</b>	<b>\$1,127</b>	<b>10</b>	<b>113</b>	<b>\$1,139</b>
211	Oil and Gas Extraction	0	0	\$0	0	0	\$0	0	0	\$0
212	Mining (except Oil and Gas)	n	n	n	n	n	n	n	n	n
213	Support Activities for Mining	n	n	n	n	n	n	n	n	n
<b>23</b>	<b>Construction</b>	<b>970</b>	<b>6,793</b>	<b>\$1,238</b>	<b>1,000</b>	<b>6,967</b>	<b>\$1,259</b>	<b>1,023</b>	<b>7,275</b>	<b>\$1,291</b>
236	Construction of Buildings	246	1,249	\$1,290	251	1,258	\$1,267	261	1,292	\$1,297
237	Heavy and Civil Engineering Construction	47	1,275	\$1,640	47	1,273	\$1,644	49	1,282	\$1,635
238	Specialty Trade Contractors	677	4,269	\$1,103	701	4,437	\$1,146	712	4,701	\$1,196
<b>31-33</b>	<b>Manufacturing</b>	<b>479</b>	<b>15,206</b>	<b>\$1,395</b>	<b>479</b>	<b>15,603</b>	<b>\$1,400</b>	<b>475</b>	<b>15,978</b>	<b>\$1,448</b>
311	Food Manufacturing	29	1,434	\$1,458	28	1,452	\$1,423	26	1,456	\$1,448
312	Beverage and Tobacco Product Manufacturing	23	458	\$819	25	483	\$877	26	519	\$874
313	Textile Mills	3	514	\$1,102	n	n	n	n	n	n
314	Textile Product Mills	9	27	\$719	n	n	n	10	91	\$1,022
315	Apparel Manufacturing	n	n	n	n	n	n	n	n	n
316	Leather and Allied Product Manufacturing	n	n	n	n	n	n	n	n	n
321	Wood Product Manufacturing	17	189	\$1,111	17	179	\$1,209	16	175	\$1,287
322	Paper Manufacturing	8	91	\$840	8	81	\$806	7	71	\$718
323	Printing and Related Support Activities	35	424	\$1,036	34	469	\$1,036	31	467	\$1,039
324	Petroleum and Coal Products Manufacturing	4	165	\$1,541	4	170	\$1,644	4	158	\$1,733
325	Chemical Manufacturing	19	1,230	\$1,827	21	1,345	\$1,891	19	1,462	\$1,898
326	Plastics and Rubber Products Manufacturing	22	1,332	\$1,231	22	1,281	\$1,077	21	1,230	\$1,133
327	Nonmetallic Mineral Product Manufacturing	21	932	\$1,292	19	905	\$1,299	21	854	\$1,452
331	Primary Metal Manufacturing	5	239	\$964	5	256	\$1,025	5	285	\$1,081
332	Fabricated Metal Product Manufacturing	114	2,721	\$1,342	117	2,780	\$1,325	119	2,769	\$1,333
333	Machinery Manufacturing	32	1,296	\$1,619	35	1,478	\$1,630	32	1,589	\$1,660
334	Computer and Electronic Product Manufacturing	55	1,865	\$1,655	53	1,957	\$1,686	54	2,079	\$1,707
335	Electrical Equipment/Appliances Manufacturing	18	1,155	\$1,375	16	1,115	\$1,405	17	1,273	\$1,434
336	Transportation Equipment Manufacturing	10	182	\$999	12	172	\$1,005	12	182	\$1,054
337	Furniture and Related Product Manufacturing	22	322	\$1,100	19	300	\$1,127	16	278	\$1,202
339	Miscellaneous Manufacturing	32	614	\$1,443	32	625	\$1,410	33	621	\$1,610
<b>102</b>	<b>Service-Providing Industries</b>	<b>8,415</b>	<b>112,564</b>	<b>\$993</b>	<b>8,467</b>	<b>112,568</b>	<b>\$1,025</b>	<b>8,540</b>	<b>113,731</b>	<b>\$1,068</b>
<b>22</b>	<b>Utilities</b>	<b>19</b>	<b>814</b>	<b>\$2,440</b>	<b>19</b>	<b>766</b>	<b>\$2,444</b>	<b>20</b>	<b>714</b>	<b>\$2,362</b>
221	Utilities	19	814	\$2,440	19	766	\$2,444	20	714	\$2,362
<b>42</b>	<b>Wholesale Trade</b>	<b>867</b>	<b>6,795</b>	<b>\$1,565</b>	<b>847</b>	<b>6,972</b>	<b>\$1,613</b>	<b>830</b>	<b>6,938</b>	<b>\$1,631</b>
423	Merchant Wholesalers, Durable Goods	280	3,259	\$1,432	300	3,364	\$1,468	316	3,506	\$1,501
424	Merchant Wholesalers, Nondurable Goods	122	1,945	\$1,443	127	2,046	\$1,460	144	2,107	\$1,546
425	Electronic Markets and Agents and Brokers	466	1,591	\$1,986	421	1,562	\$2,127	369	1,325	\$2,110
<b>44-45</b>	<b>Retail Trade</b>	<b>1,510</b>	<b>25,798</b>	<b>\$567</b>	<b>1,482</b>	<b>25,244</b>	<b>\$603</b>	<b>1,462</b>	<b>25,089</b>	<b>\$637</b>
441	Motor Vehicle and Parts Dealers	206	2,735	\$998	201	2,734	\$1,018	198	2,690	\$1,066
442	Furniture and Home Furnishings Stores	88	728	\$667	89	799	\$695	86	836	\$717
443	Electronics and Appliance Stores	82	1,105	\$1,227	74	1,176	\$1,478	74	1,287	\$1,758
444	Building Material and Garden Supply Stores	127	2,794	\$665	128	2,853	\$679	127	2,880	\$704
445	Food and Beverage Stores	129	6,227	\$366	127	6,084	\$383	120	6,188	\$384
446	Health and Personal Care Stores	131	1,233	\$667	128	1,201	\$689	125	1,148	\$703
447	Gasoline Stations	113	978	\$459	120	917	\$486	120	962	\$507
448	Clothing and Clothing Accessories Stores	190	1,751	\$366	184	1,698	\$385	184	1,619	\$415
451	Sporting Goods, Hobby, Book, and Music Stores	98	1,145	\$353	93	1,030	\$368	92	981	\$403
452	General Merchandise Stores	66	4,527	\$427	66	4,329	\$444	65	4,081	\$453
453	Miscellaneous Store Retailers	208	1,820	\$458	202	1,808	\$475	205	1,812	\$494
454	Nonstore Retailers	75	754	\$1,097	70	616	\$1,285	66	606	\$1,228
<b>48-49</b>	<b>Transportation and Warehousing</b>	<b>225</b>	<b>5,067</b>	<b>\$909</b>	<b>220</b>	<b>5,098</b>	<b>\$960</b>	<b>219</b>	<b>5,252</b>	<b>\$989</b>
481	Air Transportation	7	203	\$1,375	8	206	\$1,389	8	210	\$1,704
484	Truck Transportation	98	961	\$1,081	93	972	\$1,095	94	1,000	\$1,132
485	Transit and Ground Passenger Transportation	33	1,212	\$549	35	1,214	\$583	34	1,231	\$596
486	Pipeline Transportation	n	n	n	n	n	n	n	n	n
487	Scenic and Sightseeing Transportation	n	n	n	n	n	n	n	n	n
488	Support Activities for Transportation	38	519	\$1,134	38	548	\$1,296	36	587	\$1,306
491	Postal Service	0	0	\$0	0	0	\$0	0	0	\$0
492	Couriers and Messengers	21	759	\$779	20	768	\$808	18	800	\$788
493	Warehousing and Storage	17	1,354	\$1,035	18	1,333	\$1,100	18	1,367	\$1,124

Source: NH Economic and Labor Market Information Bureau

n = data do not meet disclosure standards

# Table C-2: Employment and Wages for Rockingham County Continued

NAICS Code	Industry	Rockingham County 2017			Rockingham County 2018			Rockingham County 2019		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
<b>51</b>	<b>Information</b>	<b>117</b>	<b>3,139</b>	<b>\$1,804</b>	<b>120</b>	<b>2,694</b>	<b>\$2,036</b>	<b>130</b>	<b>2,577</b>	<b>\$2,070</b>
511	Publishing Industries (except Internet)	43	1,500	\$2,010	43	1,571	\$2,288	60	1,616	\$2,272
512	Motion Picture and Sound Recording	15	139	\$389	15	133	\$443	13	140	\$382
515	Broadcasting (except Internet)	5	44	\$1,434	5	33	\$1,582	4	30	\$1,353
517	Telecommunications	21	835	\$1,778	26	506	\$1,694	25	490	\$1,798
518	Data Processing and Related Services	20	538	\$1,746	19	379	\$2,175	18	232	\$2,514
519	Other Information Services	13	83	\$1,263	12	73	\$1,378	10	68	\$1,519
<b>52</b>	<b>Finance and Insurance</b>	<b>481</b>	<b>5,275</b>	<b>\$1,760</b>	<b>487</b>	<b>5,331</b>	<b>\$1,880</b>	<b>483</b>	<b>5,393</b>	<b>\$2,022</b>
522	Credit Intermediation and Related Activities	169	2,174	\$1,485	171	2,228	\$1,544	171	2,347	\$1,669
523	Financial Investment and Related Activities	n	n	n	n	n	n	169	815	\$3,732
524	Insurance Carriers and Related Activities	142	2,350	\$1,529	141	2,319	\$1,625	143	2,230	\$1,768
525	Funds, Trusts, and Other Financial Vehicles	n	n	n	n	n	n	0	0	\$0
<b>53</b>	<b>Real Estate and Rental and Leasing</b>	<b>331</b>	<b>1,689</b>	<b>\$1,143</b>	<b>318</b>	<b>1,724</b>	<b>\$1,193</b>	<b>319</b>	<b>1,655</b>	<b>\$1,417</b>
531	Real Estate	266	1,168	\$1,098	256	1,172	\$1,105	258	1,203	\$1,123
532	Rental and Leasing Services	n	n	n	n	n	n	n	n	n
533	Lessors of Nonfinancial Intangible Assets	n	n	n	n	n	n	n	n	n
<b>54</b>	<b>Professional and Technical Services</b>	<b>1,141</b>	<b>10,401</b>	<b>\$1,666</b>	<b>1,174</b>	<b>10,422</b>	<b>\$1,747</b>	<b>1,207</b>	<b>10,659</b>	<b>\$1,748</b>
541	Professional and Technical Services	1,141	10,401	\$1,666	1,174	10,422	\$1,747	1,207	10,659	\$1,748
5411	Legal Services	137	708	\$1,406	139	696	\$1,475	142	696	\$1,479
5412	Accounting and Bookkeeping Services	134	1,061	\$1,212	140	1,062	\$1,279	151	1,136	\$1,275
5413	Architectural and Engineering Services	184	2,236	\$1,713	188	2,315	\$1,799	192	2,433	\$1,651
5414	Specialized Design Services	33	180	\$1,148	31	196	\$1,176	28	205	\$1,225
5415	Computer Systems Design and Related Services	266	3,493	\$1,961	266	3,258	\$2,085	284	3,191	\$2,153
5416	Management and Technical Consulting Services	233	1,208	\$1,917	256	1,364	\$1,961	254	1,470	\$2,037
5417	Scientific Research and Development Services	21	243	\$1,947	21	224	\$2,098	18	221	\$2,049
5418	Advertising, PR, and Related Services	41	212	\$1,157	38	211	\$1,192	38	203	\$1,357
5419	Other Professional and Technical Services	94	1,060	\$1,059	96	1,096	\$1,134	100	1,104	\$1,172
<b>55</b>	<b>Management of Companies/Enterprises</b>	<b>115</b>	<b>1,893</b>	<b>\$3,152</b>	<b>112</b>	<b>2,096</b>	<b>\$2,432</b>	<b>118</b>	<b>2,270</b>	<b>\$2,993</b>
551	Management of Companies/Enterprises	115	1,893	\$3,152	112	2,096	\$2,432	118	2,270	\$2,993
<b>56</b>	<b>Administrative and Waste Services</b>	<b>757</b>	<b>10,066</b>	<b>\$1,043</b>	<b>745</b>	<b>9,326</b>	<b>\$1,069</b>	<b>756</b>	<b>9,263</b>	<b>\$1,100</b>
561	Administrative and Support Services	699	9,330	\$1,022	682	8,528	\$1,041	693	8,501	\$1,071
5611	Office Administrative Services	137	1,238	\$1,962	135	1,076	\$1,941	126	1,172	\$1,925
5612	Facilities Support Services	n	n	n	n	n	n	n	n	n
5613	Employment Services	114	3,650	\$975	112	3,131	\$1,013	109	2,738	\$1,113
5614	Business Support Services	44	1,105	\$901	48	1,074	\$974	50	1,086	\$923
5615	Travel Arrangement and Reservation Services	32	216	\$1,378	23	197	\$1,324	20	206	\$1,325
5616	Investigation and Security Services	29	838	\$979	30	766	\$988	31	799	\$950
5617	Services to Buildings and Dwellings	324	2,014	\$623	311	2,017	\$675	341	2,301	\$701
5619	Other Support Services	n	n	n	n	n	n	n	n	n
562	Waste Management and Remediation Services	58	736	\$1,309	63	798	\$1,369	63	762	\$1,427
<b>61</b>	<b>Educational Services</b>	<b>135</b>	<b>2,871</b>	<b>\$822</b>	<b>139</b>	<b>2,926</b>	<b>\$837</b>	<b>150</b>	<b>3,077</b>	<b>\$842</b>
611	Educational Services	135	2,871	\$822	139	2,926	\$837	150	3,077	\$842
<b>62</b>	<b>Health Care and Social Assistance</b>	<b>844</b>	<b>16,617</b>	<b>\$980</b>	<b>866</b>	<b>16,832</b>	<b>\$1,030</b>	<b>882</b>	<b>17,138</b>	<b>\$1,062</b>
621	Ambulatory Health Care Services	592	6,835	\$1,318	611	7,029	\$1,362	628	7,132	\$1,410
622	Hospitals	8	3,953	\$1,070	8	4,028	\$1,121	8	4,186	\$1,137
623	Nursing and Residential Care Facilities	48	2,478	\$645	50	2,536	\$706	51	2,576	\$736
624	Social Assistance	196	3,350	\$431	197	3,238	\$448	194	3,243	\$461
<b>71</b>	<b>Arts, Entertainment, and Recreation</b>	<b>180</b>	<b>3,022</b>	<b>\$448</b>	<b>193</b>	<b>3,191</b>	<b>\$458</b>	<b>202</b>	<b>3,302</b>	<b>\$461</b>
711	Performing Arts and Spectator Sports	40	310	\$798	43	334	\$678	42	341	\$683
712	Museums, Historic Sites, Zoos, and Parks	12	153	\$373	12	165	\$384	12	167	\$398
713	Gambling, Recreation, Amusement Industries	129	2,559	\$411	138	2,693	\$436	147	2,795	\$438
<b>72</b>	<b>Accommodation and Food Services</b>	<b>824</b>	<b>14,680</b>	<b>\$415</b>	<b>841</b>	<b>15,389</b>	<b>\$432</b>	<b>850</b>	<b>15,711</b>	<b>\$451</b>
721	Accommodation	71	1,572	\$523	73	1,675	\$547	75	1,700	\$580
722	Food Services and Drinking Places	754	13,107	\$402	768	13,715	\$419	774	14,011	\$436
<b>81</b>	<b>Other Services Except Public Admin</b>	<b>849</b>	<b>4,380</b>	<b>\$710</b>	<b>882</b>	<b>4,475</b>	<b>\$738</b>	<b>881</b>	<b>4,612</b>	<b>\$773</b>
811	Repair and Maintenance	321	1,628	\$992	322	1,626	\$1,017	321	1,584	\$1,057
812	Personal and Laundry Services	304	1,817	\$487	319	1,850	\$511	324	1,956	\$530
813	Membership Associations and Organizations	98	767	\$675	100	820	\$735	102	897	\$802
814	Private Households	126	168	\$549	141	179	\$572	135	175	\$771
<b>99</b>	<b>Unclassified Establishments</b>	<b>22</b>	<b>60</b>	<b>\$1,033</b>	<b>24</b>	<b>83</b>	<b>\$1,028</b>	<b>31</b>	<b>82</b>	<b>\$842</b>
999	Unclassified Establishments	22	60	\$1,033	24	83	\$1,028	31	82	\$842
<b>Total Government</b>		<b>299</b>	<b>14,111</b>	<b>\$952</b>	<b>299</b>	<b>14,292</b>	<b>\$969</b>	<b>302</b>	<b>14,352</b>	<b>\$990</b>
Federal Government		65	1,040	\$1,335	64	1,078	\$1,387	67	1,099	\$1,366
State Government		90	1,291	\$690	91	1,304	\$680	90	1,309	\$702
Local Government		144	11,781	\$947	144	11,910	\$963	144	11,944	\$988

Source: NH Economic and Labor Market Information Bureau

n = data do not meet disclosure standards

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

NAICS Code	Industry	State of NH - 2018					State of NH - 2019				
		Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplmt	Rock. Co. share of emplmt	Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplmt	Rock. Co. share of emplmt
<b>ALL</b>	<b>Total, Private plus Government</b>	<b>48,086</b>	<b>658,816</b>	<b>\$1,092</b>	<b>31.0%</b>	<b>22.7%</b>	<b>48,798</b>	<b>665,374</b>	<b>\$1,128</b>	<b>31.0%</b>	<b>22.8%</b>
	Total Private	46,065	574,044	\$1,106	31.9%	23.6%	46,772	580,394	\$1,145	31.8%	23.7%
<b>101</b>	<b>Goods-Producing Industries</b>	<b>6,370</b>	<b>100,089</b>	<b>\$1,318</b>	<b>34.3%</b>	<b>22.9%</b>	<b>6,534</b>	<b>101,907</b>	<b>\$1,347</b>	<b>34.4%</b>	<b>23.2%</b>
<b>11</b>	<b>Agriculture/Forestry/Fishing</b>	<b>258</b>	<b>2,054</b>	<b>\$698</b>	<b>9.4%</b>	<b>13.4%</b>	<b>263</b>	<b>2,075</b>	<b>\$733</b>	<b>10.2%</b>	<b>11.9%</b>
111	Crop Production	88	1,002	\$566	13.8%	20.2%	86	1,010	\$594	15.1%	18.5%
112	Animal Production	48	474	\$635	n	4.0%	51	479	\$691	n	4.4%
113	Forestry and Logging	85	423	\$898	10.9%	n	83	425	\$969	10.8%	3.5%
114	Fishing, Hunting, and Trapping	n	n	n	n	n	n	n	n	n	n
115	Agriculture and Forestry Support Activities	n	n	n	n	n	n	n	n	n	n
<b>21</b>	<b>Mining</b>	<b>60</b>	<b>565</b>	<b>\$1,215</b>	<b>9.7%</b>	<b>20.0%</b>	<b>59</b>	<b>553</b>	<b>\$1,278</b>	<b>10.8%</b>	<b>20.4%</b>
211	Oil and Gas Extraction	0	0	\$0	0.0%	0.0%	0	0	\$0	0.0%	0.0%
212	Mining (except Oil and Gas)	53	463	\$1,206	11.9%	n	51	445	\$1,278	13.5%	n
213	Support Activities for Mining	8	102	\$1,256	0.0%	n	8	108	\$1,279	0.0%	n
<b>23</b>	<b>Construction</b>	<b>4,088</b>	<b>26,888</b>	<b>\$1,205</b>	<b>28.8%</b>	<b>25.9%</b>	<b>4,267</b>	<b>27,820</b>	<b>\$1,248</b>	<b>29.1%</b>	<b>26.2%</b>
236	Construction of Buildings	1,041	5,739	\$1,250	29.3%	21.9%	1,120	5,948	\$1,297	28.4%	21.7%
237	Heavy and Civil Engineering Construction	205	3,449	\$1,561	11.5%	36.9%	206	3,405	\$1,563	12.2%	37.7%
238	Specialty Trade Contractors	2,842	17,701	\$1,121	32.0%	25.1%	2,941	18,468	\$1,174	32.4%	25.5%
<b>31-33</b>	<b>Manufacturing</b>	<b>1,964</b>	<b>70,582</b>	<b>\$1,379</b>	<b>37.3%</b>	<b>22.1%</b>	<b>1,944</b>	<b>71,459</b>	<b>\$1,404</b>	<b>37.3%</b>	<b>22.4%</b>
311	Food Manufacturing	122	2,758	\$1,113	19.5%	52.6%	116	2,730	\$1,150	18.2%	53.3%
312	Beverage and Tobacco Product Manufacturing	66	1,123	\$1,029	41.0%	43.0%	75	1,269	\$972	38.9%	40.9%
313	Textile Mills	22	1,900	\$1,304	30.4%	n	22	1,865	\$1,305	30.3%	n
314	Textile Product Mills	40	238	\$798	45.4%	n	38	228	\$815	16.7%	n
315	Apparel Manufacturing	13	458	\$904	n	n	13	461	\$901	n	n
316	Leather and Allied Product Manufacturing	12	194	\$874	4.6%	n	12	197	\$922	4.1%	n
321	Wood Product Manufacturing	95	1,658	\$972	12.1%	10.8%	94	1,691	\$1,002	12.0%	10.3%
322	Paper Manufacturing	23	816	\$1,301	51.1%	9.9%	22	813	\$1,270	51.5%	8.7%
323	Printing and Related Support Activities	162	2,396	\$1,078	27.7%	19.6%	152	2,290	\$1,053	27.9%	20.4%
324	Petroleum and Coal Products Manufacturing	15	254	\$1,525	n	66.9%	16	249	\$1,586	n	63.5%
325	Chemical Manufacturing	61	2,283	\$1,588	16.3%	58.9%	60	2,439	\$1,608	15.7%	59.9%
326	Plastics and Rubber Products Manufacturing	94	5,556	\$1,075	35.9%	23.1%	92	5,519	\$1,079	35.7%	22.3%
327	Nonmetallic Mineral Product Manufacturing	96	1,976	\$1,199	20.1%	45.8%	94	1,888	\$1,290	19.9%	45.2%
331	Primary Metal Manufacturing	34	2,351	\$1,208	55.3%	10.9%	32	2,423	\$1,189	55.1%	11.8%
332	Fabricated Metal Product Manufacturing	384	11,805	\$1,170	28.0%	23.5%	384	11,743	\$1,189	28.1%	23.6%
333	Machinery Manufacturing	153	6,935	\$1,499	14.7%	21.3%	150	7,052	\$1,508	15.6%	22.5%
334	Computer and Electronic Product Manufacturing	255	16,087	\$1,881	72.1%	12.2%	257	16,483	\$1,908	72.8%	12.6%
335	Electrical Equipment/Appliances Manufacturing	59	4,113	\$1,336	29.1%	27.1%	58	4,264	\$1,354	27.1%	29.9%
336	Transportation Equipment Manufacturing	46	2,460	\$1,380	2.6%	7.0%	45	2,615	\$1,376	2.4%	7.0%
337	Furniture and Related Product Manufacturing	62	935	\$964	7.5%	32.1%	60	890	\$994	7.8%	31.2%
339	Miscellaneous Manufacturing	152	4,284	\$1,205	46.5%	14.6%	151	4,350	\$1,309	46.6%	14.3%
<b>102</b>	<b>Service-Providing Industries</b>	<b>39,694</b>	<b>473,955</b>	<b>\$1,062</b>	<b>31.3%</b>	<b>23.8%</b>	<b>40,238</b>	<b>478,487</b>	<b>\$1,102</b>	<b>31.3%</b>	<b>23.8%</b>
<b>22</b>	<b>Utilities</b>	<b>94</b>	<b>2,028</b>	<b>\$2,245</b>	<b>12.5%</b>	<b>37.8%</b>	<b>97</b>	<b>2,003</b>	<b>\$2,126</b>	<b>13.6%</b>	<b>35.6%</b>
221	Utilities	94	2,028	\$2,245	12.5%	37.8%	97	2,003	\$2,126	13.6%	35.6%
<b>42</b>	<b>Wholesale Trade</b>	<b>4,931</b>	<b>28,089</b>	<b>\$1,805</b>	<b>26.0%</b>	<b>24.8%</b>	<b>4,885</b>	<b>28,180</b>	<b>\$1,870</b>	<b>25.5%</b>	<b>24.6%</b>
423	Merchant Wholesalers, Durable Goods	1,242	11,563	\$1,645	38.5%	29.1%	1,514	12,263	\$1,701	37.2%	28.6%
424	Merchant Wholesalers, Nondurable Goods	497	7,779	\$1,263	18.8%	26.3%	634	8,011	\$1,358	16.4%	26.3%
425	Electronic Markets and Agents and Brokers	3,192	8,747	\$2,498	15.8%	17.9%	2,737	7,906	\$2,653	16.7%	16.8%
<b>44-45</b>	<b>Retail Trade</b>	<b>5,732</b>	<b>94,410</b>	<b>\$631</b>	<b>29.3%</b>	<b>26.7%</b>	<b>5,650</b>	<b>94,021</b>	<b>\$653</b>	<b>29.6%</b>	<b>26.7%</b>
441	Motor Vehicle and Parts Dealers	767	12,590	\$1,041	31.7%	21.7%	760	12,702	\$1,087	32.2%	21.2%
442	Furniture and Home Furnishings Stores	298	2,674	\$702	33.9%	29.9%	293	2,707	\$736	33.9%	30.9%
443	Electronics and Appliance Stores	248	3,087	\$1,307	38.9%	38.1%	228	2,943	\$1,334	33.5%	43.7%
444	Building Material and Garden Supply Stores	502	9,673	\$678	22.8%	29.5%	499	9,691	\$712	23.1%	29.7%
445	Food and Beverage Stores	572	21,730	\$404	28.4%	28.0%	557	22,173	\$410	28.6%	27.9%
446	Health and Personal Care Stores	444	4,242	\$716	32.4%	28.3%	444	4,155	\$734	33.6%	27.6%
447	Gasoline Stations	561	4,438	\$446	18.3%	20.7%	558	4,496	\$463	18.9%	21.4%
448	Clothing and Clothing Accessories Stores	611	6,103	\$407	43.1%	27.8%	597	5,794	\$435	43.8%	27.9%
451	Sporting Goods, Hobby, Book, and Music Stores	380	4,137	\$404	29.1%	24.9%	375	3,947	\$434	29.8%	24.9%
452	General Merchandise Stores	286	14,691	\$458	24.6%	29.5%	289	14,157	\$469	24.5%	28.8%
453	Miscellaneous Store Retailers	684	5,461	\$473	33.0%	33.1%	678	5,378	\$493	31.1%	33.7%
454	Nonstore Retailers	382	5,585	\$1,210	32.0%	11.0%	373	5,878	\$1,201	36.8%	10.3%
<b>48-49</b>	<b>Transportation and Warehousing</b>	<b>855</b>	<b>14,622</b>	<b>\$889</b>	<b>26.2%</b>	<b>34.9%</b>	<b>880</b>	<b>15,079</b>	<b>\$926</b>	<b>26.8%</b>	<b>34.8%</b>
481	Air Transportation	34	504	\$1,384	51.2%	40.9%	35	503	\$1,573	50.5%	41.7%
484	Truck Transportation	362	3,110	\$1,077	23.9%	31.3%	367	3,147	\$1,138	22.8%	31.8%
485	Transit and Ground Passenger Transportation	138	3,545	\$534	24.2%	34.2%	138	3,559	\$560	24.5%	34.6%
486	Pipeline Transportation	n	n	n	n	n	n	n	n	n	n
487	Scenic and Sightseeing Transportation	18	296	\$534	0.0%	n	20	321	\$528	0.0%	n
488	Support Activities for Transportation	126	1,413	\$1,079	n	38.8%	140	1,507	\$1,097	20.5%	39.0%
491	Postal Service	3	38	\$855	0.0%	0.0%	n	n	n	n	n
492	Couriers and Messengers	94	2,914	\$861	n	26.4%	99	3,232	\$874	40.3%	24.8%
493	Warehousing and Storage	78	2,795	\$1,011	20.5%	47.7%	76	2,763	\$1,051	21.0%	49.5%

Source: NH Economic and Labor Market Information Bureau

n = data do not meet disclosure standards



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

NAICS Code	Industry	State of NH - 2018					State of NH - 2019				
		Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplmt	Rock. Co. share of emplmt	Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplmt	Rock. Co. share of emplmt
<b>51</b>	<b>Information</b>	<b>818</b>	<b>12,351</b>	<b>\$1,800</b>	<b>49.4%</b>	<b>21.8%</b>	<b>947</b>	<b>12,333</b>	<b>\$1,870</b>	<b>49.0%</b>	<b>20.9%</b>
511	Publishing Industries (except Internet)	300	4,988	\$2,163	42.8%	31.5%	416	5,142	\$2,252	42.8%	31.4%
512	Motion Picture and Sound Recording	74	963	\$647	56.2%	13.8%	76	983	\$639	55.8%	14.2%
515	Broadcasting (except Internet)	46	624	\$1,105	35.4%	5.3%	48	618	\$1,139	35.4%	4.9%
517	Telecommunications	150	3,862	\$1,678	67.8%	13.1%	139	3,784	\$1,720	67.2%	12.9%
518	Data Processing and Related Services	102	1,422	\$2,110	35.3%	26.7%	124	1,324	\$2,210	34.3%	17.5%
519	Other Information Services	146	492	\$1,324	17.3%	14.8%	144	483	\$1,482	14.5%	14.1%
<b>52</b>	<b>Finance and Insurance</b>	<b>2,207</b>	<b>26,348</b>	<b>\$2,032</b>	<b>37.4%</b>	<b>20.2%</b>	<b>2,225</b>	<b>26,372</b>	<b>\$2,134</b>	<b>37.2%</b>	<b>20.4%</b>
522	Credit Intermediation and Related Activities	784	8,028	\$1,391	n	27.8%	780	8,051	\$1,501	n	29.2%
523	Financial Investment and Related Activities	593	6,413	\$3,475	75.5%	n	604	6,483	\$3,582	74.5%	12.6%
524	Insurance Carriers and Related Activities	811	11,871	\$1,688	24.7%	19.5%	818	11,811	\$1,771	25.0%	18.9%
525	Funds, Trusts, and Other Financial Vehicles	20	35	\$1,256	n	n	23	28	\$1,799	n	0.0%
<b>53</b>	<b>Real Estate and Rental and Leasing</b>	<b>1,360</b>	<b>7,138</b>	<b>\$1,059</b>	<b>34.8%</b>	<b>24.2%</b>	<b>1,372</b>	<b>7,046</b>	<b>\$1,143</b>	<b>33.6%</b>	<b>23.5%</b>
531	Real Estate	1,094	4,956	\$1,014	35.1%	23.6%	1,104	4,962	\$1,052	34.2%	24.2%
532	Rental and Leasing Services	256	2,155	\$1,139	n	n	255	2,053	\$1,351	n	n
533	Lessors of Nonfinancial Intangible Assets	10	27	\$3,105	n	n	12	31	\$1,915	n	n
<b>54</b>	<b>Professional and Technical Services</b>	<b>6,308</b>	<b>37,878</b>	<b>\$1,881</b>	<b>32.6%</b>	<b>27.5%</b>	<b>6,580</b>	<b>38,823</b>	<b>\$1,940</b>	<b>32.6%</b>	<b>27.5%</b>
541	Professional and Technical Services	6,308	37,878	\$1,881	32.6%	27.5%	6,580	38,823	\$1,940	32.6%	27.5%
5411	Legal Services	697	3,897	\$1,650	42.5%	17.9%	694	3,893	\$1,703	42.3%	17.9%
5412	Accounting and Bookkeeping Services	647	3,984	\$1,513	44.3%	26.7%	678	4,194	\$1,551	41.9%	27.1%
5413	Architectural and Engineering Services	766	6,413	\$1,841	31.3%	36.1%	796	7,009	\$1,824	35.3%	34.7%
5414	Specialized Design Services	105	428	\$1,234	32.2%	45.8%	106	452	\$1,234	31.9%	45.4%
5415	Computer Systems Design and Related Services	2,065	11,901	\$2,336	30.1%	27.4%	2,220	11,793	\$2,466	29.1%	27.1%
5416	Management and Technical Consulting Services	1,201	4,548	\$2,042	24.9%	30.0%	1,228	4,579	\$2,118	23.6%	32.1%
5417	Scientific Research and Development Services	166	1,866	\$2,401	35.9%	12.0%	181	1,997	\$2,487	37.1%	11.1%
5418	Advertising, PR, and Related Services	219	1,596	\$948	39.8%	13.2%	224	1,604	\$984	38.9%	12.7%
5419	Other Professional and Technical Services	442	3,245	\$1,043	23.1%	33.8%	452	3,302	\$1,066	23.0%	33.4%
<b>55</b>	<b>Management of Companies/Enterprises</b>	<b>555</b>	<b>9,144</b>	<b>\$1,966</b>	<b>36.2%</b>	<b>22.9%</b>	<b>567</b>	<b>9,255</b>	<b>\$2,046</b>	<b>35.5%</b>	<b>24.5%</b>
551	Management of Companies/Enterprises	555	9,144	\$1,966	36.2%	22.9%	567	9,255	\$2,046	35.5%	24.5%
<b>56</b>	<b>Administrative and Waste Services</b>	<b>3,973</b>	<b>35,812</b>	<b>\$955</b>	<b>34.0%</b>	<b>26.0%</b>	<b>4,008</b>	<b>35,444</b>	<b>\$995</b>	<b>33.9%</b>	<b>26.1%</b>
561	Administrative and Support Services	3,765	33,787	\$942	35.4%	25.2%	3,801	33,427	\$982	35.2%	25.4%
5611	Office Administrative Services	893	4,344	\$1,825	24.7%	24.8%	888	4,652	\$1,809	26.8%	25.2%
5612	Facilities Support Services	n	n	n	n	n	15	135	\$897	23.0%	n
5613	Employment Services	748	11,793	\$878	38.2%	26.5%	749	10,868	\$964	38.5%	25.2%
5614	Business Support Services	280	3,044	\$1,060	33.4%	35.3%	293	3,080	\$1,008	33.0%	35.3%
5615	Travel Arrangement and Reservation Services	110	840	\$1,074	27.1%	23.5%	108	835	\$1,157	24.3%	24.7%
5616	Investigation and Security Services	152	2,242	\$946	44.8%	34.2%	154	2,226	\$955	41.6%	35.9%
5617	Services to Buildings and Dwellings	1,430	9,839	\$631	37.7%	20.5%	1,513	10,631	\$642	36.4%	21.6%
5619	Other Support Services	n	n	n	n	n	81	999	\$792	28.4%	n
562	Waste Management and Remediation Services	208	2,025	\$1,169	11.7%	39.4%	208	2,016	\$1,206	12.2%	37.8%
<b>61</b>	<b>Educational Services</b>	<b>797</b>	<b>20,183</b>	<b>\$1,075</b>	<b>33.1%</b>	<b>14.5%</b>	<b>819</b>	<b>20,336</b>	<b>\$1,119</b>	<b>32.6%</b>	<b>15.1%</b>
611	Educational Services	797	20,183	\$1,075	33.1%	14.5%	819	20,336	\$1,119	32.6%	15.1%
<b>62</b>	<b>Health Care and Social Assistance</b>	<b>3,710</b>	<b>92,385</b>	<b>\$1,085</b>	<b>33.1%</b>	<b>18.2%</b>	<b>3,709</b>	<b>94,097</b>	<b>\$1,123</b>	<b>32.9%</b>	<b>18.2%</b>
621	Ambulatory Health Care Services	2,351	33,453	\$1,471	32.0%	21.0%	2,351	34,197	\$1,527	31.9%	20.9%
622	Hospitals	45	29,258	\$1,154	33.1%	13.8%	44	29,825	\$1,187	32.4%	14.0%
623	Nursing and Residential Care Facilities	346	14,219	\$695	37.2%	17.8%	341	14,309	\$718	37.6%	18.0%
624	Social Assistance	968	15,454	\$475	31.5%	21.0%	972	15,766	\$494	31.9%	20.6%
<b>71</b>	<b>Arts, Entertainment, and Recreation</b>	<b>787</b>	<b>12,296</b>	<b>\$443</b>	<b>25.3%</b>	<b>26.0%</b>	<b>816</b>	<b>12,874</b>	<b>\$453</b>	<b>25.7%</b>	<b>25.6%</b>
711	Performing Arts and Spectator Sports	176	1,483	\$696	26.6%	22.5%	184	1,547	\$743	24.4%	22.0%
712	Museums, Historic Sites, Zoos, and Parks	65	607	\$443	22.6%	27.2%	66	631	\$455	22.2%	26.5%
713	Gambling, Recreation, Amusement Industries	546	10,206	\$407	25.2%	26.4%	566	10,697	\$410	26.1%	26.1%
<b>72</b>	<b>Accommodation and Food Services</b>	<b>3,522</b>	<b>59,676</b>	<b>\$418</b>	<b>26.6%</b>	<b>25.8%</b>	<b>3,560</b>	<b>60,362</b>	<b>\$435</b>	<b>26.6%</b>	<b>26.0%</b>
721	Accommodation	527	9,527	\$495	13.8%	17.6%	528	9,411	\$521	13.7%	18.1%
722	Food Services and Drinking Places	2,995	50,149	\$403	29.0%	27.3%	3,031	50,950	\$419	29.0%	27.5%
<b>81</b>	<b>Other Services Except Public Admin</b>	<b>3,747</b>	<b>20,989</b>	<b>\$729</b>	<b>33.0%</b>	<b>21.3%</b>	<b>3,800</b>	<b>21,603</b>	<b>\$755</b>	<b>33.2%</b>	<b>21.3%</b>
811	Repair and Maintenance	1,380	6,984	\$1,020	30.7%	23.3%	1,392	7,069	\$1,039	30.2%	22.4%
812	Personal and Laundry Services	1,064	7,184	\$543	38.6%	25.8%	1,082	7,308	\$558	38.8%	26.8%
813	Membership Associations and Organizations	737	6,008	\$637	30.5%	13.6%	773	6,432	\$680	31.5%	13.9%
814	Private Households	566	813	\$569	22.4%	22.0%	553	794	\$635	22.7%	22.0%
<b>99</b>	<b>Unclassified Establishments</b>	<b>300</b>	<b>608</b>	<b>\$1,736</b>	<b>13.7%</b>	<b>13.7%</b>	<b>324</b>	<b>659</b>	<b>\$1,844</b>	<b>11.5%</b>	<b>12.4%</b>
999	Unclassified Establishments	300	608	\$1,736	13.7%	13.7%	324	659	\$1,844	11.5%	12.4%
<b>Total Government</b>		<b>2,022</b>	<b>84,772</b>	<b>\$994</b>	<b>24.9%</b>	<b>16.9%</b>	<b>2,026</b>	<b>84,980</b>	<b>\$1,014</b>	<b>24.9%</b>	<b>16.9%</b>
Federal Government		388	7,763	\$1,567	52.1%	13.9%	397	7,923	\$1,572	52.4%	13.9%
State Government		835	20,350	\$1,048	8.4%	6.4%	834	20,306	\$1,067	8.3%	6.4%
Local Government		798	56,659	\$896	27.0%	21.0%	795	56,750	\$917	27.0%	21.0%

Source: NH Economic and Labor Market Information Bureau n = data do not meet disclosure standards

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

Area	2018			2019			# Change: 2018-2019			% Change: 2018-2019		
	Estab-lishments	Avg. Annl. Employ-ment	Average Weekly Wage	Estab-lishments	Avg. Annl. Employ-ment	Average Weekly Wage	Estab-lishments	Avg. Annl. Employ-ment	Average Weekly Wage	Estab-lishments	Avg. Annl. Employ-ment	Average Weekly Wage
East Kingston	37	237	\$817	39	231	\$875	2	-6	\$58	5.1%	-2.6%	6.6%
Exeter	592	10,951	\$1,173	588	11,069	\$1,218	-4	118	\$44	-0.7%	1.1%	3.6%
Greenland	180	1,963	\$1,055	181	1,960	\$1,111	1	-3	\$56	0.6%	-0.2%	5.1%
Hampton	542	5,846	\$1,064	544	5,944	\$1,096	2	98	\$32	0.4%	1.6%	2.9%
Hampton Falls	85	567	\$803	82	532	\$857	-3	-35	\$54	-3.7%	-6.6%	6.3%
Kensington	45	317	\$989	44	317	\$1,014	-1	0	\$25	-2.3%	0.0%	2.5%
New Castle	26	355	\$702	n	n	n	n/a	n/a	n/a	n/a	n/a	n/a
Newfields	63	706	\$898	n	n	n	n/a	n/a	n/a	n/a	n/a	n/a
Newington	203	5,575	\$1,196	190	5,408	\$1,398	-13	-167	\$203	-6.8%	-3.1%	14.5%
Newmarket	172	1,545	\$909	172	1,591	\$906	0	46	-\$3	0.0%	2.9%	-0.4%
North Hampton	256	2,303	\$973	254	2,376	\$1,123	-2	73	\$150	-0.8%	3.1%	13.3%
Portsmouth	1,909	33,104	\$1,312	1,939	33,745	\$1,378	30	641	\$65	1.5%	1.9%	4.8%
Rye	146	1,329	\$966	154	1,362	\$973	8	33	\$7	5.2%	2.4%	0.7%
Seabrook	343	6,790	\$1,027	338	6,868	\$1,013	-5	78	-\$14	-1.5%	1.1%	-1.3%
South Hampton	30	146	\$747	30	149	\$798	0	3	\$51	0.0%	2.0%	6.4%
Stratham	267	4,548	\$1,073	268	4,392	\$1,143	1	-156	\$70	0.4%	-3.6%	6.1%
<b>CEDS Eastern Communities</b>	<b>4,896</b>	<b>76,282</b>	<b>\$981</b>	<b>4,823</b>	<b>75,944</b>	<b>\$1,064</b>	<b>16</b>	<b>723</b>	<b>\$83</b>	<b>0.3%</b>	<b>1.0%</b>	<b>7.8%</b>
Atkinson	127	1,237	\$994	124	1,265	\$992	-3	28	-\$1	-2.4%	2.2%	-0.1%
Auburn	137	1,677	\$1,291	145	1,781	\$1,226	8	104	-\$64	5.5%	5.8%	-5.3%
Brentwood	155	2,103	\$962	156	2,136	\$991	1	33	\$29	0.6%	1.5%	2.9%
Candia	104	840	\$901	98	876	\$868	-6	36	-\$33	-6.1%	4.1%	-3.8%
Chester	77	427	\$912	76	428	\$892	-1	1	-\$20	-1.3%	0.2%	-2.2%
Danville	43	178	\$762	47	190	\$808	4	12	\$47	8.5%	6.3%	5.8%
Deerfield	88	581	\$741	91	616	\$752	3	35	\$11	3.3%	5.7%	1.5%
Epping	220	3,335	\$644	224	3,323	\$671	4	-12	\$26	1.8%	-0.4%	3.9%
Fremont	71	574	\$762	72	608	\$762	1	34	-\$1	1.4%	5.6%	-0.1%
Hampstead	255	2,272	\$813	260	2,317	\$928	5	45	\$115	1.9%	1.9%	12.4%
Kingston	178	1,674	\$830	184	1,642	\$824	6	-32	-\$7	3.3%	-1.9%	-0.8%
Newton	65	508	\$1,073	70	554	\$1,122	5	46	\$49	7.1%	8.3%	4.4%
Northwood	99	1,053	\$737	97	1,074	\$758	-2	21	\$20	-2.1%	2.0%	2.7%
Nottingham	61	352	\$933	61	345	\$959	0	-7	\$26	0.0%	-2.0%	2.7%
Plaistow	338	4,926	\$779	340	4,915	\$796	2	-11	\$18	0.6%	-0.2%	2.2%
Raymond	184	3,055	\$933	185	3,135	\$949	1	80	\$17	0.5%	2.6%	1.8%
Sandown	62	279	\$731	64	311	\$768	2	32	\$37	3.1%	10.3%	4.8%
<b>CEDS Central Communities</b>	<b>2,264</b>	<b>25,071</b>	<b>\$871</b>	<b>2,294</b>	<b>25,516</b>	<b>\$886</b>	<b>30</b>	<b>445</b>	<b>\$16</b>	<b>1.3%</b>	<b>1.7%</b>	<b>1.8%</b>
Derry	658	8,520	\$848	683	8,854	\$863	25	334	\$15	3.7%	3.8%	1.8%
Hudson	650	11,440	\$1,170	648	11,705	\$1,211	-2	265	\$42	-0.3%	2.3%	3.4%
Litchfield	99	919	\$885	98	945	\$887	-1	26	\$2	-1.0%	2.8%	0.2%
Londonderry	790	14,407	\$1,046	800	14,895	\$1,078	10	488	\$33	1.3%	3.3%	3.0%
Merrimack	768	17,562	\$1,866	782	17,716	\$1,965	14	154	\$99	1.8%	0.9%	5.0%
Nashua	2,694	51,109	\$1,190	2,676	51,686	\$1,216	-18	577	\$26	-0.7%	1.1%	2.2%
Pelham	285	2,539	\$929	290	2,553	\$985	5	14	\$56	1.7%	0.5%	5.7%
Salem	1,284	21,751	\$1,020	1,289	21,669	\$1,044	5	-82	\$24	0.4%	-0.4%	2.3%
Windham	395	3,790	\$1,100	406	3,837	\$1,081	11	47	-\$19	2.7%	1.2%	-1.8%
<b>CEDS Western Communities</b>	<b>7,623</b>	<b>132,037</b>	<b>\$1,117</b>	<b>7,672</b>	<b>133,860</b>	<b>\$1,148</b>	<b>49</b>	<b>1,823</b>	<b>\$31</b>	<b>0.6%</b>	<b>1.4%</b>	<b>2.7%</b>
<b>REDC CEDS Region</b>	<b>14,783</b>	<b>233,390</b>	<b>\$966</b>	<b>14,789</b>	<b>235,320</b>	<b>\$1,008</b>	<b>95</b>	<b>2,991</b>	<b>\$42</b>	<b>0.6%</b>	<b>1.3%</b>	<b>4.2%</b>
<b>Hillsborough County</b>	<b>11,421</b>	<b>203,961</b>	<b>\$1,182</b>	<b>11,481</b>	<b>205,989</b>	<b>\$1,220</b>	<b>60</b>	<b>2,028</b>	<b>\$38</b>	<b>0.5%</b>	<b>1.0%</b>	<b>3.1%</b>
<b>Rockingham County</b>	<b>10,283</b>	<b>149,817</b>	<b>\$1,069</b>	<b>10,377</b>	<b>151,694</b>	<b>\$1,110</b>	<b>94</b>	<b>1,877</b>	<b>\$42</b>	<b>0.9%</b>	<b>1.2%</b>	<b>3.7%</b>
<b>New Hampshire</b>	<b>48,086</b>	<b>658,816</b>	<b>\$1,092</b>	<b>48,798</b>	<b>665,374</b>	<b>\$1,128</b>	<b>712</b>	<b>6,558</b>	<b>\$36</b>	<b>1.5%</b>	<b>1.0%</b>	<b>3.2%</b>

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

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

# Table C-4: Current and Historic Unemployment Data

Area	Annual Unemployment Rate -- Not Seasonally Adjusted											10-yr change from 2010 to 2020	5-yr change from 2015 to 2020	1-yr change from 2019 to 2020
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020 *			
East Kingston	5.2%	4.8%	5.0%	5.6%	4.4%	3.0%	2.4%	2.8%	2.5%	2.4%	6.2%	1.0%	3.2%	3.8%
Exeter	6.1%	5.7%	5.7%	5.1%	4.1%	3.2%	2.6%	2.6%	2.5%	2.4%	6.1%	0.0%	2.9%	3.7%
Greenland	5.1%	5.0%	4.6%	4.3%	3.9%	3.0%	3.3%	2.2%	2.1%	2.5%	5.4%	0.3%	2.4%	2.9%
Hampton	6.0%	5.3%	5.8%	5.9%	5.3%	4.1%	2.7%	3.1%	3.1%	2.9%	8.0%	2.0%	3.9%	5.1%
Hampton Falls	5.1%	5.2%	5.4%	6.1%	4.2%	3.1%	2.8%	2.7%	2.7%	2.3%	5.6%	0.5%	2.5%	3.3%
Kensington	5.8%	5.3%	5.3%	5.3%	3.9%	2.7%	2.4%	2.5%	2.1%	2.8%	6.0%	0.2%	3.3%	3.2%
New Castle	4.2%	3.4%	4.0%	4.3%	3.2%	2.6%	2.4%	2.0%	2.0%	1.8%	3.7%	-0.5%	1.1%	1.9%
Newfields	6.0%	5.0%	5.1%	5.0%	3.4%	2.8%	2.5%	2.2%	2.2%	2.2%	5.2%	-0.8%	2.4%	3.0%
Newington	5.4%	3.4%	5.2%	4.8%	3.8%	2.9%	2.4%	2.0%	1.9%	2.1%	4.6%	-0.8%	1.7%	2.5%
Newmarket	5.2%	4.5%	4.5%	4.1%	3.5%	2.8%	2.4%	2.0%	2.0%	2.3%	6.4%	1.2%	3.6%	4.1%
North Hampton	4.9%	4.2%	5.1%	5.0%	4.1%	2.8%	2.8%	2.6%	2.3%	2.3%	5.8%	0.9%	3.0%	3.5%
Portsmouth	4.8%	4.3%	4.3%	4.1%	3.5%	2.4%	2.2%	2.1%	2.0%	2.0%	6.2%	1.4%	3.8%	4.2%
Rye	5.2%	4.9%	4.8%	5.0%	3.6%	2.8%	2.0%	2.0%	2.0%	2.0%	5.1%	-0.1%	2.3%	3.1%
Seabrook	8.0%	7.3%	8.1%	7.9%	7.1%	5.5%	4.3%	4.1%	4.1%	3.8%	9.9%	1.9%	4.4%	6.1%
South Hampton	4.9%	4.4%	6.5%	6.0%	4.4%	4.0%	3.6%	2.6%	2.9%	2.9%	8.5%	3.6%	4.5%	5.6%
Stratham	4.5%	4.6%	4.5%	4.5%	3.4%	2.6%	2.3%	2.2%	2.2%	2.2%	5.0%	0.5%	2.4%	2.8%
<b>CEDS Eastern Communities</b>	<b>5.4%</b>	<b>4.8%</b>	<b>5.2%</b>	<b>5.2%</b>	<b>4.1%</b>	<b>3.1%</b>	<b>2.7%</b>	<b>2.5%</b>	<b>2.4%</b>	<b>2.4%</b>	<b>6.1%</b>	<b>0.7%</b>	<b>3.0%</b>	<b>3.7%</b>
Atkinson	6.6%	6.2%	5.8%	5.9%	5.4%	4.1%	3.4%	3.2%	3.3%	3.1%	8.2%	1.6%	4.1%	5.1%
Auburn	5.0%	4.6%	4.3%	4.0%	3.7%	2.9%	2.4%	2.5%	2.1%	2.2%	5.5%	0.5%	2.6%	3.3%
Brentwood	6.6%	6.1%	6.2%	5.4%	3.4%	2.6%	2.0%	2.4%	1.9%	2.3%	5.6%	-1.0%	3.0%	3.3%
Candia	5.3%	4.3%	4.7%	4.5%	3.6%	3.0%	2.6%	2.1%	2.1%	1.8%	5.7%	0.4%	2.7%	3.9%
Chester	5.7%	5.2%	5.1%	5.0%	4.3%	3.1%	2.7%	2.9%	2.6%	2.4%	6.6%	0.9%	3.5%	4.2%
Danville	7.5%	7.2%	7.8%	6.7%	5.4%	4.2%	3.0%	3.0%	3.1%	3.0%	8.4%	0.9%	4.2%	5.4%
Deerfield	5.9%	4.5%	5.5%	5.3%	4.0%	3.0%	2.5%	2.3%	2.0%	2.2%	5.5%	-0.4%	2.5%	3.3%
Epping	7.2%	6.2%	6.9%	5.9%	4.4%	3.5%	2.9%	2.3%	2.3%	2.4%	6.7%	-0.5%	3.2%	4.3%
Fremont	7.0%	5.8%	6.5%	5.7%	4.8%	3.7%	3.1%	2.8%	2.4%	2.6%	6.8%	-0.2%	3.1%	4.2%
Hampstead	7.0%	6.1%	6.7%	6.3%	5.1%	4.0%	3.1%	3.3%	2.9%	3.0%	7.3%	0.3%	3.3%	4.3%
Kingston	7.5%	7.0%	7.6%	7.3%	5.9%	4.5%	3.5%	3.5%	3.4%	3.2%	8.0%	0.5%	3.5%	4.8%
Newton	7.0%	6.8%	7.2%	6.0%	4.8%	3.9%	3.2%	3.3%	3.0%	2.1%	7.2%	0.2%	3.3%	5.1%
Northwood	6.1%	6.0%	7.5%	5.0%	4.2%	3.4%	2.8%	2.3%	2.1%	2.4%	6.2%	0.1%	2.8%	3.8%
Nottingham	5.0%	4.3%	4.6%	4.5%	3.5%	2.7%	2.2%	2.3%	2.2%	2.1%	5.4%	0.4%	2.7%	3.3%
Plaistow	7.4%	6.4%	7.5%	7.5%	6.5%	5.1%	4.2%	3.7%	3.8%	3.7%	9.8%	2.4%	4.7%	6.1%
Raymond	7.0%	5.9%	5.9%	5.7%	4.8%	3.9%	3.2%	2.9%	3.0%	2.9%	7.0%	0.0%	3.1%	4.1%
Sandown	7.2%	6.8%	6.9%	6.5%	5.2%	4.2%	3.3%	3.0%	2.8%	2.8%	7.4%	0.2%	3.2%	4.6%
<b>CEDS Central Communities</b>	<b>6.5%</b>	<b>5.8%</b>	<b>6.3%</b>	<b>5.7%</b>	<b>4.6%</b>	<b>3.6%</b>	<b>2.9%</b>	<b>2.8%</b>	<b>2.6%</b>	<b>2.6%</b>	<b>6.9%</b>	<b>0.4%</b>	<b>3.3%</b>	<b>4.3%</b>
Derry	7.0%	6.1%	6.5%	6.1%	5.1%	4.1%	3.5%	3.4%	3.2%	2.9%	8.0%	1.0%	3.9%	5.1%
Hudson	6.6%	5.8%	6.1%	5.8%	5.2%	4.3%	3.4%	3.3%	3.2%	3.1%	7.8%	1.2%	3.5%	4.7%
Litchfield	6.1%	5.4%	5.3%	5.1%	4.9%	3.9%	3.2%	3.0%	2.9%	2.5%	6.8%	0.7%	2.9%	4.3%
Londonderry	5.9%	5.2%	5.6%	5.3%	4.5%	3.6%	2.8%	2.7%	2.8%	2.8%	6.6%	0.7%	3.0%	3.8%
Merrimack	5.7%	4.9%	5.0%	4.9%	4.0%	3.4%	2.9%	2.6%	2.5%	2.4%	6.1%	0.4%	2.7%	3.7%
Nashua	6.7%	6.0%	6.2%	5.9%	5.1%	4.0%	3.3%	3.2%	2.9%	3.0%	8.0%	1.3%	4.0%	5.0%
Pelham	7.8%	7.1%	7.3%	7.2%	6.0%	4.7%	4.0%	3.7%	3.5%	3.2%	8.4%	0.6%	3.7%	5.2%
Salem	8.2%	7.3%	8.1%	7.6%	5.5%	4.3%	3.5%	3.6%	3.3%	3.4%	8.6%	0.4%	4.3%	5.2%
Windham	5.5%	5.1%	5.1%	5.2%	4.7%	3.9%	3.0%	3.1%	2.9%	2.9%	6.7%	1.2%	2.8%	3.8%
<b>CEDS Western Communities</b>	<b>6.6%</b>	<b>5.9%</b>	<b>6.1%</b>	<b>5.9%</b>	<b>5.0%</b>	<b>4.0%</b>	<b>3.3%</b>	<b>3.2%</b>	<b>3.0%</b>	<b>2.9%</b>	<b>7.4%</b>	<b>0.8%</b>	<b>3.4%</b>	<b>4.5%</b>
<b>REDC CEDS Region</b>	<b>6.1%</b>	<b>5.5%</b>	<b>5.9%</b>	<b>5.6%</b>	<b>4.5%</b>	<b>3.5%</b>	<b>2.9%</b>	<b>2.8%</b>	<b>2.6%</b>	<b>2.6%</b>	<b>6.7%</b>	<b>0.6%</b>	<b>3.2%</b>	<b>4.1%</b>
<b>Hillsborough County</b>	<b>6.3%</b>	<b>5.5%</b>	<b>5.7%</b>	<b>5.4%</b>	<b>4.5%</b>	<b>3.6%</b>	<b>3.0%</b>	<b>2.8%</b>	<b>2.6%</b>	<b>2.6%</b>	<b>7.0%</b>	<b>0.7%</b>	<b>3.4%</b>	<b>4.4%</b>
<b>Rockingham County</b>	<b>6.3%</b>	<b>5.7%</b>	<b>6.0%</b>	<b>5.7%</b>	<b>4.7%</b>	<b>3.6%</b>	<b>3.0%</b>	<b>2.9%</b>	<b>2.8%</b>	<b>2.7%</b>	<b>7.1%</b>	<b>0.8%</b>	<b>3.5%</b>	<b>4.4%</b>
<b>New Hampshire</b>	<b>6.1%</b>	<b>5.4%</b>	<b>5.5%</b>	<b>5.3%</b>	<b>4.3%</b>	<b>3.4%</b>	<b>2.8%</b>	<b>2.7%</b>	<b>2.5%</b>	<b>2.5%</b>	<b>6.7%</b>	<b>0.6%</b>	<b>3.3%</b>	<b>4.2%</b>

\* COVID-19 Pandemic declared March 11, 2020, with significant business shutdowns and layoffs.

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

Note: Subregion and region values are the averages of the communities comprising the region.

# Table C-5: Employment and Weekly Wages

Area	Private Employers, 2018				Total Number of Employees, 2018				Private Employers, 2019				Total Number of Employees, 2019				Avg. Weekly Wage Total Private + Gov't	
	Private Goods-Producing	Private Service-Providing	Total	Gov't	Private Goods-Producing	Private Service-Providing	Total	Gov't	Private Goods-Producing	Private Service-Providing	Total	Gov't	Private Goods-Producing	Private Service-Providing	Total	Gov't	2018	2019
East Kingston	11	23	34	96	41	100	141	237	13	23	36	82	46	104	150	231	\$817	\$875
Exeter	63	513	576	986	1,349	8,616	10,965	10,951	60	511	572	981	1,273	8,815	9,815	11,069	\$1,173	\$1,218
Greenland	35	140	174	157	326	1,481	1,963	1,963	33	142	175	156	315	1,490	1,566	1,960	\$1,055	\$1,111
Hampton	59	466	524	1,012	1,020	3,814	5,846	5,846	58	468	526	1,029	1,023	3,892	5,944	5,944	\$1,064	\$1,096
Hampton Falls	13	70	82	96	72	399	567	567	13	66	79	101	71	360	532	532	\$803	\$857
Kensington	9	34	43	65	27	226	317	317	8	34	42	65	23	230	317	317	\$989	\$1,014
New Castle	n	n	22	48	n	n	355	355	0	n	n	50	0	n	n	n	\$702	n
Newfields	16	41	57	80	400	225	706	706	14	n	n	72	359	n	n	n	\$898	n
Newington	19	182	201	223	2,309	3,043	5,575	5,575	18	170	188	210	2,376	2,822	5,408	5,408	\$1,196	\$1,398
Newmarket	25	141	166	310	201	1,034	1,545	1,545	24	143	166	309	200	1,082	1,591	1,591	\$909	\$906
North Hampton	37	213	249	297	270	1,936	2,503	2,503	34	212	246	101	272	2,004	2,376	2,376	\$973	\$1,123
Portsmouth	129	1,726	1,855	1,922	2,869	28,313	33,104	33,104	132	1,748	1,881	1,991	2,951	28,802	33,745	33,745	\$1,312	\$1,378
Rye	n	n	138	212	n	n	1,329	1,329	13	132	145	208	23	1,132	1,362	1,362	\$966	\$973
Seabrook	57	277	334	417	1,177	5,100	6,790	6,790	52	277	330	521	1,191	5,157	6,868	6,868	\$1,027	\$1,013
South Hampton	9	19	28	40	50	56	146	146	8	20	28	44	43	62	149	149	\$747	\$798
Stratham	31	231	261	487	806	3,255	4,548	4,548	30	232	262	438	798	3,155	4,392	4,392	\$1,073	\$1,143
<b>CEDS Eastern Communities</b>	<b>513</b>	<b>4,076</b>	<b>4,744</b>	<b>6,344</b>	<b>10,917</b>	<b>57,598</b>	<b>76,282</b>	<b>76,282</b>	<b>510</b>	<b>4,178</b>	<b>4,676</b>	<b>6,358</b>	<b>10,964</b>	<b>59,107</b>	<b>75,944</b>	<b>75,944</b>	<b>\$981</b>	<b>\$1,064</b>
Attinson	34	92	125	68	386	783	1,237	1,237	30	92	122	68	374	823	1,265	1,265	\$994	\$992
Auburn	45	90	134	138	527	1,012	1,677	1,677	47	95	142	144	618	1,019	1,444	1,444	\$1,291	\$1,226
Brentwood	38	102	140	634	400	1,069	2,103	2,103	41	102	142	602	434	1,101	2,136	2,136	\$962	\$991
Candia	30	70	99	103	263	474	840	840	28	278	93	100	278	497	876	876	\$901	\$868
Chester	25	49	74	160	107	160	427	427	27	46	73	168	112	148	428	428	\$912	\$892
Danville	18	23	41	41	77	60	178	178	19	26	45	42	86	62	190	190	\$762	\$808
Deerfield	32	54	86	82	219	280	581	581	32	57	89	94	198	323	616	616	\$741	\$752
Epping	34	176	210	386	151	2,798	3,335	3,335	36	178	214	384	164	2,775	3,323	3,323	\$644	\$671
Fremont	24	45	68	131	125	317	574	574	24	44	68	132	133	343	608	608	\$762	\$762
Hampstead	60	191	251	112	404	1,756	2,272	2,272	62	194	256	109	431	1,778	2,317	2,317	\$813	\$928
Kingston	41	128	169	323	156	1,195	1,674	1,674	42	133	175	324	147	1,170	1,642	1,642	\$830	\$824
Newton	21	40	60	171	153	184	508	508	25	40	64	168	163	222	554	554	\$1,073	\$1,122
Northwood	29	65	94	175	179	699	1,053	1,053	28	64	92	179	158	737	1,074	1,074	\$737	\$758
Nottingham	16	39	56	172	60	119	352	352	18	38	56	178	62	105	345	345	\$933	\$959
Plaistow	55	274	329	1,020	636	3,271	4,926	4,926	57	274	330	1,011	632	3,272	4,915	4,915	\$779	\$796
Raymond	34	145	179	374	414	2,268	3,055	3,055	36	144	180	396	432	2,307	3,135	3,135	\$933	\$949
Sandown	22	37	59	55	74	150	279	279	21	40	61	60	80	171	311	311	\$731	\$768
<b>CEDS Central Communities</b>	<b>558</b>	<b>1,620</b>	<b>2,174</b>	<b>4,145</b>	<b>4,351</b>	<b>16,595</b>	<b>25,071</b>	<b>25,071</b>	<b>573</b>	<b>1,631</b>	<b>2,202</b>	<b>4,159</b>	<b>4,502</b>	<b>16,853</b>	<b>25,516</b>	<b>25,516</b>	<b>\$871</b>	<b>\$886</b>
Derry	104	543	647	996	687	6,837	8,520	8,520	109	564	672	1,003	716	7,135	8,854	8,854	\$848	\$863
Hudson	168	471	638	958	4,351	6,132	11,440	11,440	171	464	636	949	4,448	6,308	11,705	11,705	\$1,170	\$1,127
Litchfield	32	62	94	349	237	332	919	919	32	60	93	360	254	331	945	945	\$885	\$887
Londonderry	133	643	776	1,108	3,932	9,368	14,407	14,407	138	648	786	1,092	4,259	9,544	14,895	14,895	\$1,046	\$1,078
Merrimack	122	630	752	1,106	3,374	13,082	17,562	17,562	126	640	766	1,116	3,534	13,066	17,716	17,716	\$1,866	\$1,965
Nashua	276	2,378	2,654	4,618	8,466	38,025	51,109	51,109	283	2,353	2,636	4,651	8,651	38,383	51,686	51,686	\$1,190	\$1,216
Pelham	71	208	278	522	626	1,391	2,539	2,539	72	211	283	509	643	1,401	2,553	2,553	\$929	\$985
Salem	144	1,117	1,261	2,175	2,760	17,860	21,751	21,751	146	1,120	1,266	2,169	300	2,945	592	592	\$1,100	\$1,044
Windham	61	326	387	570	312	2,908	3,790	3,790	58	339	397	592	300	2,945	3,837	3,837	\$1,100	\$1,081
<b>CEDS Western Communities</b>	<b>1,111</b>	<b>6,378</b>	<b>7,487</b>	<b>11,358</b>	<b>24,745</b>	<b>95,935</b>	<b>132,037</b>	<b>132,037</b>	<b>1,135</b>	<b>6,399</b>	<b>7,535</b>	<b>11,420</b>	<b>25,677</b>	<b>96,763</b>	<b>133,860</b>	<b>133,860</b>	<b>\$1,117</b>	<b>\$1,138</b>
REDC CEDS Region	2,182	12,074	14,405	21,847	39,993	170,128	233,990	233,990	2,218	12,208	14,413	21,937	41,143	172,723	219,377	235,320	\$966	\$1,005
Hillsborough County	1,672	9,462	11,135	21,088	34,296	148,577	203,961	203,961	1,735	9,460	11,195	21,170	35,047	149,772	205,989	205,989	\$1,182	\$1,220
Rockingham County	1,518	8,467	9,984	14,292	22,957	112,568	149,817	149,817	1,536	8,540	10,076	14,352	23,611	113,731	151,694	151,694	\$1,069	\$1,110
<b>New Hampshire</b>	<b>6,370</b>	<b>39,694</b>	<b>46,065</b>	<b>84,772</b>	<b>100,089</b>	<b>473,955</b>	<b>658,816</b>	<b>658,816</b>	<b>6,534</b>	<b>40,238</b>	<b>46,772</b>	<b>84,980</b>	<b>101,907</b>	<b>478,487</b>	<b>665,374</b>	<b>665,374</b>	<b>\$1,092</b>	<b>\$1,128</b>

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

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

REGION/STATE (in thousands)	2015			2016			2017		
	Civilian Labor Force	Employed	Unemployed Rate (%)	Civilian Labor Force	Employed	Unemployed Rate (%)	Civilian Labor Force	Employed	Unemployed Rate (%)
Hillsborough County	230.1	221.8	8.3	232.3	225.3	7.0	234.2	227.3	7.0
Rockingham County	179.0	172.5	6.5	181.9	176.4	5.5	183.3	177.7	5.6
New Hampshire	746.3	720.8	25.5	752.5	731.0	21.5	755.0	733.8	21.2
Connecticut	1892.1	1785.8	106.3	1893.2	1801.4	91.8	1903.3	1819.4	83.9
Maine	687.9	657.6	30.3	693.9	667.7	26.2	699.5	675.9	23.6
Massachusetts	3589.4	3417.3	172.1	3617.5	3472.3	145.2	3682.0	3541.5	140.5
Rhode Island	555.3	521.8	33.5	553.2	524.4	28.8	555.9	530.9	25.0
Vermont	334.3	333.0	12.3	335.0	333.6	10.8	336.7	335.9	10.5
New England	7817.5	7437.5	380.0	7856.2	7531.9	324.3	7943.0	7638.2	304.7
United States	157130	148834	8296	159187	151436	7751	160320	153337	6982
REGION/STATE (in thousands)	2018			2019			2020		
Civilian Labor Force	Employed	Unemployed Rate (%)	Civilian Labor Force	Employed	Unemployed Rate (%)	Civilian Labor Force	Employed	Unemployed Rate (%)	
Hillsborough County	238.7	232.1	6.6	242.8	236.2	6.5	240.1	223.3	16.8
Rockingham County	185.8	180.4	5.4	188.6	183.3	5.2	186.0	172.8	13.1
New Hampshire	764.6	744.3	20.2	773.4	753.3	20.1	761.7	710.8	50.9
Connecticut	1905.4	1831.0	74.4	1917.3	1848.5	68.8	1872.6	1724.6	148.0
Maine	698.3	676.6	21.7	696.2	677.2	189.9	676.5	639.8	36.8
Massachusetts	3763.2	3633.4	129.7	3782.1	3667.7	114.4	3658.3	3334.1	324.2
Rhode Island	558.2	535.5	22.7	558.9	538.7	20.2	541.7	490.8	550.8
Vermont	346.7	337.6	9.1	344.4	336.4	8.0	330.1	311.6	18.4
New England	8036.3	7758.5	277.8	8072.3	7821.8	250.4	7841.0	7211.8	629.2
United States	162075	155761	6314	163539	157538	6001	160742	147795	12947

Source: NH Employment Security, U.S. Bureau of Labor Statistics  
 NOTE: data for years 2015-2020 were revised and updated in 2021.

# Table E-1: Property Valuation and Taxes

Area	2019 Population	Property Valuation and Taxes			
		2019 Total Equalized Valuation	2019 Valuation per Capita	Full Value Tax Rate	State Rank Tax Rate (1=lowest)
East Kingston	2,424	\$ 404,522,164	\$ 166,882	\$ 22.52	136
Exeter	15,382	\$ 2,418,717,653	\$ 157,243	\$ 23.27	120
Greenland	4,146	\$ 954,307,897	\$ 230,176	\$ 16.40	50
Hampton	15,207	\$ 4,057,698,779	\$ 266,831	\$ 16.01	51
Hampton Falls	2,428	\$ 549,417,101	\$ 226,284	\$ 22.11	102
Kensington	2,146	\$ 415,210,258	\$ 193,481	\$ 19.46	80
New Castle	968	\$ 802,742,782	\$ 829,280	\$ 6.19	8
Newfields	1,723	\$ 291,658,003	\$ 169,273	\$ 20.59	125
Newington	800	\$ 1,073,222,127	\$ 1,341,528	\$ 9.34	16
Newmarket	9,460	\$ 1,071,729,412	\$ 113,291	\$ 24.26	139
North Hampton	4,582	\$ 1,290,053,186	\$ 281,548	\$ 16.70	53
Portsmouth	22,206	\$ 6,784,387,454	\$ 305,520	\$ 14.86	37
Rye	5,479	\$ 2,536,438,251	\$ 462,938	\$ 10.22	17
Seabrook	8,904	\$ 3,005,723,286	\$ 337,570	\$ 15.75	39
South Hampton	826	\$ 173,048,136	\$ 209,501	\$ 17.85	68
Stratham	7,559	\$ 1,576,544,944	\$ 208,565	\$ 18.63	81
<b>CEDS Eastern Communities</b>	<b>104,240</b>	<b>\$ 27,405,421,433</b>	<b>\$ 262,907</b>	<b>NA</b>	<b>NA</b>
Atkinson	7,115	\$ 1,198,704,778	\$ 168,476	\$ 17.67	49
Auburn	5,653	\$ 954,081,692	\$ 168,774	\$ 18.81	64
Brentwood	4,610	\$ 702,593,087	\$ 152,406	\$ 27.70	156
Candia	3,967	\$ 537,788,721	\$ 135,566	\$ 18.60	72
Chester	5,298	\$ 775,987,379	\$ 146,468	\$ 20.80	94
Danville	4,553	\$ 488,117,330	\$ 107,208	\$ 28.06	165
Deerfield	4,659	\$ 728,984,215	\$ 156,468	\$ 23.11	83
Epping	7,031	\$ 965,201,474	\$ 137,278	\$ 27.70	119
Fremont	4,765	\$ 557,038,486	\$ 116,902	\$ 31.05	157
Hampstead	8,741	\$ 1,390,644,090	\$ 159,094	\$ 20.99	106
Kingston	6,240	\$ 916,941,662	\$ 146,946	\$ 22.00	109
Newton	4,967	\$ 624,554,035	\$ 125,741	\$ 26.38	130
Northwood	4,300	\$ 616,971,708	\$ 143,482	\$ 22.52	72
Nottingham	5,144	\$ 766,623,927	\$ 149,033	\$ 22.50	82
Plaistow	7,749	\$ 1,233,269,910	\$ 159,152	\$ 21.31	117
Raymond	10,489	\$ 1,192,260,746	\$ 113,668	\$ 26.59	123
Sandown	6,473	\$ 773,362,993	\$ 119,475	\$ 26.96	161
<b>CEDS Central Communities</b>	<b>101,754</b>	<b>\$ 14,423,126,233</b>	<b>\$ 141,745</b>	<b>NA</b>	<b>NA</b>
Derry	33,249	\$ 3,677,968,779	\$ 110,619	\$ 26.12	154
Hudson	25,514	\$ 3,610,615,802	\$ 141,515	\$ 20.28	70
Litchfield	8,634	\$ 1,115,576,791	\$ 129,207	\$ 23.65	100
Londonderry	26,266	\$ 4,816,326,189	\$ 183,367	\$ 19.39	84
Merrimack	26,237	\$ 4,097,905,748	\$ 156,188	\$ 24.13	114
Nashua	88,872	\$ 11,880,404,376	\$ 133,680	\$ 21.76	89
Pelham	14,032	\$ 2,045,901,922	\$ 145,803	\$ 19.40	88
Salem	29,957	\$ 5,758,775,055	\$ 192,235	\$ 21.98	70
Windham	14,792	\$ 3,127,881,124	\$ 211,458	\$ 22.55	66
<b>CEDS Western Communities</b>	<b>267,553</b>	<b>\$ 40,131,355,786</b>	<b>\$ 149,994</b>	<b>NA</b>	<b>NA</b>
<b>REDC CEDS Region</b>	<b>473,547</b>	<b>\$ 81,959,903,452</b>	<b>\$ 173,077</b>	<b>NA</b>	<b>NA</b>
<b>Hillsborough County</b>	<b>413,413</b>	<b>\$ 53,414,410,320</b>	<b>\$ 129,204</b>	<b>\$ 23.12</b>	<b>NA</b>
<b>Rockingham County</b>	<b>310,258</b>	<b>\$ 59,209,498,814</b>	<b>\$ 190,840</b>	<b>\$ 19.32</b>	<b>NA</b>
<b>New Hampshire</b>	<b>1,359,711</b>	<b>\$ 207,887,398,996</b>	<b>\$ 152,891</b>	<b>NA</b>	<b>NA</b>

Sources: NH Department of Revenue Administration; NH Office of Strategic Initiatives Notes: Total Valuation includes utilities. State Rank includes unincorporated areas.

# Table F-3: ACS Data: Per Capita Income

Area	2014	2015	2016	2017	2018	2019	1-year	% change	5-year	% change
							change	2018-2019	change	2014-2019
East Kingston	\$39,405	\$39,413	\$40,527	\$43,202	\$45,440	\$44,142	-\$1,298	-2.9%	\$4,737	12.0%
Exeter	\$40,310	\$40,616	\$42,164	\$46,827	\$49,549	\$50,642	\$1,093	2.2%	\$10,332	25.6%
Greenland	\$47,768	\$47,745	\$49,511	\$49,777	\$51,331	\$52,504	\$1,173	2.3%	\$4,736	9.9%
Hampton	\$43,081	\$45,189	\$45,740	\$47,475	\$51,748	\$55,233	\$3,485	6.7%	\$12,152	28.2%
Hampton Falls	\$54,481	\$61,298	\$65,862	\$71,221	\$69,656	\$69,789	\$133	0.2%	\$15,308	28.1%
Kensington	\$51,523	\$51,406	\$50,733	\$49,538	\$50,583	\$50,343	-\$240	-0.5%	-\$1,180	-2.3%
New Castle	\$94,166	\$97,601	\$87,613	\$92,842	\$105,175	\$134,049	\$28,874	27.5%	\$39,883	42.4%
Newfields	\$51,874	\$52,945	\$52,204	\$53,753	\$59,001	\$62,419	\$3,418	5.8%	\$10,545	20.3%
Newington	\$40,537	\$45,170	\$43,242	\$48,688	\$51,110	\$55,154	\$4,044	7.9%	\$14,617	36.1%
Newmarket	\$32,894	\$32,633	\$34,133	\$37,848	\$39,386	\$39,407	\$21	0.1%	\$6,513	19.8%
North Hampton	\$60,672	\$65,339	\$63,228	\$66,817	\$60,176	\$59,427	-\$749	-1.2%	-\$1,245	-2.1%
Portsmouth	\$42,724	\$45,062	\$45,745	\$47,836	\$50,351	\$53,344	\$2,993	5.9%	\$10,620	24.9%
Rye	\$57,171	\$61,697	\$60,071	\$62,850	\$75,666	\$86,541	\$10,875	14.4%	\$29,370	51.4%
Seabrook	\$28,794	\$28,791	\$29,578	\$32,492	\$35,356	\$39,976	\$4,620	13.1%	\$11,182	38.8%
South Hampton	\$47,001	\$47,755	\$50,219	\$49,709	\$50,633	\$49,448	-\$1,185	-2.3%	\$2,447	5.2%
Stratham	\$59,990	\$58,137	\$53,588	\$54,956	\$56,673	\$56,070	-\$603	-1.1%	-\$3,920	-6.5%
<b>CEDS Eastern Communities</b>	<b>\$44,363</b>	<b>\$45,751</b>	<b>\$45,967</b>	<b>\$48,617</b>	<b>\$51,401</b>	<b>\$53,980</b>	<b>\$2,579</b>	<b>5.0%</b>	<b>\$9,617</b>	<b>21.7%</b>
Atkinson	\$41,691	\$43,938	\$49,142	\$49,765	\$51,869	\$53,300	\$1,431	2.8%	\$11,609	27.8%
Auburn	\$41,274	\$41,238	\$43,896	\$45,996	\$46,223	\$49,610	\$3,387	7.3%	\$8,336	20.2%
Brentwood	\$38,591	\$39,042	\$39,772	\$46,081	\$48,686	\$51,757	\$3,071	6.3%	\$13,166	34.1%
Candia	\$39,822	\$39,475	\$41,243	\$43,962	\$46,302	\$46,034	-\$268	-0.6%	\$6,212	15.6%
Chester	\$40,388	\$43,176	\$47,311	\$48,760	\$51,699	\$51,890	\$191	0.4%	\$11,502	28.5%
Danville	\$33,100	\$33,448	\$33,002	\$34,596	\$35,616	\$40,246	\$4,630	13.0%	\$7,146	21.6%
Deerfield	\$36,004	\$35,858	\$34,858	\$39,158	\$42,445	\$47,204	\$4,759	11.2%	\$11,200	31.1%
Epping	\$33,535	\$34,982	\$33,706	\$35,538	\$35,459	\$36,355	\$896	2.5%	\$2,820	8.4%
Fremont	\$38,265	\$40,336	\$42,016	\$42,883	\$41,059	\$44,269	\$3,210	7.8%	\$6,004	15.7%
Hampstead	\$39,960	\$41,611	\$42,289	\$43,995	\$46,028	\$46,554	\$526	1.1%	\$6,594	16.5%
Kingston	\$43,586	\$44,718	\$45,814	\$46,706	\$43,961	\$45,291	\$1,330	3.0%	\$1,705	3.9%
Newton	\$34,840	\$37,765	\$40,080	\$40,544	\$42,777	\$45,871	\$3,094	7.2%	\$11,031	31.7%
Northwood	\$34,008	\$33,735	\$34,757	\$36,565	\$38,756	\$38,707	-\$49	-0.1%	\$4,699	13.8%
Nottingham	\$39,019	\$38,353	\$40,726	\$43,474	\$42,070	\$43,193	\$1,123	2.7%	\$4,174	10.7%
Plaistow	\$32,150	\$32,956	\$34,774	\$37,397	\$38,504	\$41,239	\$2,735	7.1%	\$9,089	28.3%
Raymond	\$28,689	\$29,476	\$29,743	\$31,401	\$34,132	\$33,813	-\$319	-0.9%	\$5,124	17.9%
Sandown	\$35,362	\$37,429	\$39,156	\$41,569	\$39,865	\$40,199	\$334	0.8%	\$4,837	13.7%
<b>CEDS Central Communities</b>	<b>\$36,687</b>	<b>\$37,781</b>	<b>\$39,203</b>	<b>\$41,250</b>	<b>\$42,284</b>	<b>\$43,890</b>	<b>\$1,606</b>	<b>3.8%</b>	<b>\$7,202</b>	<b>19.6%</b>
Derry	\$30,570	\$31,447	\$31,967	\$33,208	\$34,002	\$36,531	\$2,529	7.4%	\$5,961	19.5%
Hudson	\$37,065	\$38,009	\$38,856	\$40,725	\$42,146	\$45,140	\$2,994	7.1%	\$8,075	21.8%
Litchfield	\$36,021	\$37,456	\$37,962	\$39,208	\$41,622	\$46,036	\$4,414	10.6%	\$10,015	27.8%
Londonderry	\$40,369	\$39,687	\$40,884	\$42,266	\$43,412	\$44,753	\$1,341	3.1%	\$4,384	10.9%
Merrimack	\$39,833	\$39,695	\$40,980	\$42,470	\$45,836	\$45,886	\$50	0.1%	\$6,053	15.2%
Nashua	\$32,842	\$33,100	\$33,896	\$35,288	\$38,435	\$39,844	\$1,409	3.7%	\$7,002	21.3%
Pelham	\$36,572	\$38,067	\$39,140	\$40,888	\$42,718	\$45,142	\$2,424	5.7%	\$8,570	23.4%
Salem	\$36,734	\$37,325	\$39,983	\$40,689	\$42,460	\$44,585	\$2,125	5.0%	\$7,851	21.4%
Windham	\$51,810	\$50,546	\$50,932	\$54,080	\$57,419	\$57,251	-\$168	-0.3%	\$5,441	10.5%
<b>CEDS Western Communities</b>	<b>\$36,106</b>	<b>\$36,450</b>	<b>\$37,500</b>	<b>\$38,969</b>	<b>\$41,262</b>	<b>\$42,983</b>	<b>\$1,721</b>	<b>4.2%</b>	<b>\$6,877</b>	<b>19.0%</b>
<b>REDC CEDS Region</b>	<b>\$38,049</b>	<b>\$38,782</b>	<b>\$39,731</b>	<b>\$41,590</b>	<b>\$43,720</b>	<b>\$45,598</b>	<b>\$1,879</b>	<b>4.3%</b>	<b>\$7,549</b>	<b>19.8%</b>
<b>Hillsborough County</b>	<b>\$34,767</b>	<b>\$35,242</b>	<b>\$36,012</b>	<b>\$37,622</b>	<b>\$39,478</b>	<b>\$40,955</b>	<b>\$1,477</b>	<b>3.7%</b>	<b>\$6,188</b>	<b>17.8%</b>
<b>Rockingham County</b>	<b>\$39,605</b>	<b>\$40,469</b>	<b>\$41,449</b>	<b>\$43,474</b>	<b>\$45,242</b>	<b>\$47,222</b>	<b>\$1,980</b>	<b>4.4%</b>	<b>\$7,617</b>	<b>19.2%</b>
<b>New Hampshire</b>	<b>\$33,821</b>	<b>\$34,362</b>	<b>\$35,264</b>	<b>\$36,914</b>	<b>\$38,548</b>	<b>\$40,003</b>	<b>\$1,455</b>	<b>3.8%</b>	<b>\$6,182</b>	<b>18.3%</b>
<b>United States</b>	<b>\$28,555</b>	<b>\$28,930</b>	<b>\$29,829</b>	<b>\$31,177</b>	<b>\$32,621</b>	<b>\$34,103</b>	<b>\$1,482</b>	<b>4.5%</b>	<b>\$5,548</b>	<b>19.4%</b>

Sources: American Community Survey, U.S. Census Bureau; NH Office of Strategic Initiatives

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

# Table F-4: ACS Data: Poverty Rates

Area	2014	2015	2016	2017	2018	2019	1-year change		5-year change	
							2018 - 2019	2014 - 2019		
East Kingston	2.9%	3.1%	3.5%	3.5%	5.6%	5.5%	-0.1%	2.6%		
Exeter	7.4%	7.0%	7.4%	5.9%	5.5%	5.7%	0.2%	-1.7%		
Greenland	4.2%	3.4%	1.5%	2.7%	4.7%	4.2%	-0.5%	0.0%		
Hampton	7.1%	5.9%	5.0%	4.5%	4.9%	4.5%	-0.4%	-2.6%		
Hampton Falls	3.7%	4.7%	4.0%	5.8%	3.5%	3.6%	0.1%	-0.1%		
Kensington	4.0%	4.6%	4.7%	3.9%	4.0%	2.2%	-1.8%	-1.8%		
New Castle	2.7%	1.0%	1.2%	0.8%	0.9%	1.0%	0.1%	-1.7%		
Newfields	0.1%	1.7%	1.9%	2.4%	3.0%	3.2%	0.2%	3.1%		
Newington	4.4%	4.5%	4.6%	2.8%	4.4%	4.8%	0.4%	0.4%		
Newmarket	10.0%	10.9%	8.8%	7.4%	5.9%	6.8%	0.9%	-3.2%		
North Hampton	3.7%	4.5%	5.3%	4.2%	5.2%	5.9%	0.7%	2.2%		
Portsmouth	7.6%	6.6%	6.1%	6.9%	6.1%	6.7%	0.6%	-0.9%		
Rye	4.8%	4.8%	5.1%	4.6%	3.6%	4.4%	0.8%	-0.4%		
Seabrook	12.4%	11.7%	9.3%	5.8%	4.9%	4.8%	-0.1%	-7.6%		
South Hampton	2.6%	2.8%	3.0%	3.5%	5.3%	3.4%	-1.9%	0.8%		
Stratham	0.3%	0.6%	0.3%	0.7%	1.1%	1.7%	0.6%	1.4%		
<b>CEDS Eastern Communities</b>	<b>6.6%</b>	<b>6.3%</b>	<b>5.7%</b>	<b>5.1%</b>	<b>4.9%</b>	<b>5.1%</b>	<b>0.2%</b>	<b>-1.5%</b>		
Atkinson	3.1%	3.2%	1.8%	2.1%	1.7%	2.2%	0.5%	-0.9%		
Auburn	2.6%	2.5%	2.7%	2.1%	1.8%	1.4%	-0.4%	-1.2%		
Brentwood	7.4%	9.0%	8.3%	2.6%	2.5%	2.7%	0.2%	-4.7%		
Candia	3.8%	5.3%	5.4%	6.3%	4.3%	4.4%	0.1%	0.6%		
Chester	4.5%	5.2%	3.9%	3.1%	3.2%	2.7%	-0.5%	-1.8%		
Danville	2.7%	3.1%	3.3%	3.9%	2.1%	2.3%	0.2%	-0.4%		
Deerfield	3.8%	3.5%	4.0%	5.2%	5.6%	6.1%	0.5%	2.3%		
Epping	6.3%	6.3%	6.3%	5.5%	8.9%	5.3%	-3.6%	-1.0%		
Fremont	2.7%	1.8%	3.0%	2.7%	2.6%	1.8%	-0.8%	-0.9%		
Hampstead	6.2%	5.5%	4.0%	6.9%	6.5%	4.2%	-2.3%	-2.0%		
Kingston	5.5%	4.8%	6.8%	4.9%	6.3%	8.1%	1.8%	2.6%		
Newton	9.1%	6.1%	5.0%	3.9%	4.3%	3.6%	-0.7%	-5.5%		
Northwood	8.4%	8.7%	8.1%	8.5%	4.3%	4.8%	0.5%	-3.6%		
Nottingham	3.0%	2.1%	2.1%	1.3%	4.4%	5.0%	0.6%	2.0%		
Plaistow	3.3%	3.4%	4.7%	2.1%	3.9%	4.1%	0.2%	0.8%		
Raymond	8.8%	6.9%	8.5%	9.7%	8.1%	7.5%	-0.6%	-1.3%		
Sandown	7.3%	6.5%	4.6%	2.9%	2.3%	2.2%	-0.1%	-5.1%		
<b>CEDS Central Communities</b>	<b>5.4%</b>	<b>5.0%</b>	<b>5.0%</b>	<b>4.6%</b>	<b>4.6%</b>	<b>4.2%</b>	<b>-0.4%</b>	<b>-1.2%</b>		
Derry	8.1%	7.9%	7.3%	6.9%	7.9%	8.1%	0.2%	0.0%		
Hudson	4.4%	4.4%	5.8%	5.4%	4.7%	4.0%	-0.7%	-0.4%		
Litchfield	4.7%	4.2%	3.9%	3.2%	3.3%	0.5%	-2.8%	-4.2%		
Londonderry	3.0%	2.6%	2.8%	2.9%	2.9%	2.3%	-0.6%	-0.7%		
Merrimack	3.8%	4.0%	4.6%	5.0%	3.7%	3.9%	0.2%	0.1%		
Nashua	10.7%	11.0%	11.0%	10.8%	9.9%	9.3%	-0.6%	-1.4%		
Pelham	6.2%	5.4%	5.1%	3.5%	3.9%	1.8%	-2.1%	-4.4%		
Salem	4.0%	4.7%	4.1%	4.5%	4.4%	4.6%	0.2%	0.6%		
Windham	3.4%	3.8%	3.7%	2.9%	0.7%	0.7%	0.0%	-2.7%		
<b>CEDS Western Communities</b>	<b>6.8%</b>	<b>6.9%</b>	<b>6.9%</b>	<b>6.7%</b>	<b>6.2%</b>	<b>5.7%</b>	<b>-0.5%</b>	<b>-1.1%</b>		
<b>REDC CEDS Region</b>	<b>6.5%</b>	<b>6.4%</b>	<b>6.2%</b>	<b>5.9%</b>	<b>5.6%</b>	<b>5.3%</b>	<b>-0.3%</b>	<b>-1.2%</b>		
<b>Hillsborough County</b>	<b>8.6%</b>	<b>8.8%</b>	<b>8.6%</b>	<b>8.6%</b>	<b>8.1%</b>	<b>7.8%</b>	<b>-0.3%</b>	<b>-0.8%</b>		
<b>Rockingham County</b>	<b>5.7%</b>	<b>5.5%</b>	<b>5.1%</b>	<b>4.8%</b>	<b>4.7%</b>	<b>4.6%</b>	<b>-0.1%</b>	<b>-1.1%</b>		
<b>New Hampshire</b>	<b>8.9%</b>	<b>8.9%</b>	<b>8.5%</b>	<b>8.1%</b>	<b>7.9%</b>	<b>7.6%</b>	<b>-0.3%</b>	<b>-1.3%</b>		
<b>United States</b>	<b>15.6%</b>	<b>15.5%</b>	<b>15.1%</b>	<b>14.6%</b>	<b>14.1%</b>	<b>13.4%</b>	<b>-0.7%</b>	<b>-2.2%</b>		

Sources: American Community Survey, U.S. Census Bureau; NH Office of Strategic Initiatives

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



# Table F-5: ACS Data: Citizenship Data

Area	2019 Total Population	2019 U.S. Citizen				2019 Not a U.S. Citizen *	2019 Percentage Foreign-Born Population
		Born in U.S.	Born in Puerto Rico/U.S. Islands	Born Abroad to U.S. Parents	Naturalized Citizen *		
East Kingston	14,610	13,570	15	202	679	144	6%
Exeter	15,077	14,229	48	124	433	243	4%
Greenland	4,009	3,659	5	57	149	139	7%
Hampton	15,467	14,729	17	151	381	189	4%
Hampton Falls	2,383	2,281	0	27	64	11	3%
Kensington	2,291	2,189	0	14	57	31	4%
New Castle	835	802	0	16	17	0	2%
Newfields	1,757	1,672	0	23	44	18	4%
Newington	713	667	0	9	25	12	5%
Newmarket	9,063	8,506	0	95	226	236	5%
North Hampton	4,457	4,121	14	54	223	45	6%
Portsmouth	21,775	19,835	57	220	709	954	8%
Rye	5,466	5,261	0	78	87	40	2%
Seabrook	8,830	8,292	0	20	244	274	6%
South Hampton	775	725	0	4	37	9	6%
Stratham	7,427	6,679	10	104	389	245	9%
<b>CEDS Eastern Communities</b>	<b>114,935</b>	<b>107,217</b>	<b>166</b>	<b>1,198</b>	<b>3,764</b>	<b>2,590</b>	<b>6%</b>
Atkinson	6,952	6,712	0	21	143	76	3%
Auburn	5,446	5,229	5	30	130	52	3%
Brentwood	4,612	4,393	7	42	96	74	4%
Candia	3,936	3,729	0	113	77	17	2%
Chester	5,129	4,887	0	58	155	29	4%
Danville	4,515	4,438	0	24	52	1	1%
Deerfield	4,476	4,288	0	69	69	50	3%
Epping	6,966	6,657	28	62	75	144	3%
Fremont	4,677	4,522	0	30	109	16	3%
Hampstead	8,621	8,207	1	20	153	240	5%
Kingston	6,260	6,077	0	34	93	56	2%
Newton	4,920	4,695	0	42	126	57	4%
Northwood	4,299	4,180	0	17	47	55	2%
Nottingham	5,058	4,903	0	19	85	51	3%
Plaistow	7,689	7,273	1	134	111	170	4%
Raymond	10,428	10,048	99	57	147	77	2%
Sandown	6,389	6,154	0	0	190	45	4%
<b>CEDS Central Communities</b>	<b>100,373</b>	<b>96,392</b>	<b>141</b>	<b>772</b>	<b>1,858</b>	<b>1,210</b>	<b>3%</b>
Derry	33,448	31,487	268	162	866	665	5%
Hudson	25,356	23,798	42	269	938	309	5%
Litchfield	8,566	8,187	0	157	158	64	3%
Londonderry	25,927	24,383	91	117	868	468	5%
Merrimack	25,987	24,305	27	272	1,047	336	5%
Nashua	88,815	72,797	1,371	666	7,045	6,936	16%
Pelham	13,798	13,087	0	187	450	74	4%
Salem	29,234	26,063	108	319	2,121	623	9%
Windham	14,610	13,570	15	202	679	144	6%
<b>CEDS Western Communities</b>	<b>265,741</b>	<b>237,677</b>	<b>1,922</b>	<b>2,351</b>	<b>14,172</b>	<b>9,619</b>	<b>9%</b>
<b>REDC CEDS Region</b>	<b>481,049</b>	<b>441,286</b>	<b>2,229</b>	<b>4,321</b>	<b>19,794</b>	<b>13,419</b>	<b>7%</b>
<b>Hillsborough County</b>	<b>413,035</b>	<b>365,767</b>	<b>3,701</b>	<b>3,635</b>	<b>22,205</b>	<b>17,727</b>	<b>10%</b>
<b>Rockingham County</b>	<b>306,359</b>	<b>287,898</b>	<b>785</b>	<b>2,596</b>	<b>9,501</b>	<b>5,579</b>	<b>5%</b>
Concord	43,244	38,633	89	418	1,837	2,267	9%
Dover	31,577	28,737	116	450	974	1,300	7%
Durham	16,481	15,120	0	150	468	743	7%
Hanover	11,467	9,473	0	232	561	1,201	15%
Laconia	16,476	15,853	13	167	339	104	3%
Lebanon	13,623	12,006	131	204	442	840	9%
Manchester	112,109	93,108	1,967	806	8,270	7,958	14%
Rochester	30,955	29,463	86	344	430	632	3%
Somersworth	11,925	10,763	41	116	338	667	8%
<b>New Hampshire</b>	<b>1,348,124</b>	<b>1,248,155</b>	<b>5,531</b>	<b>11,744</b>	<b>46,349</b>	<b>36,345</b>	<b>6%</b>
<b>United States</b>	<b>324,697,795</b>	<b>275,537,270</b>	<b>2,019,168</b>	<b>3,129,487</b>	<b>21,847,890</b>	<b>22,163,980</b>	<b>14%</b>

Source: 5-year American Community Survey, U.S. Census Bureau

\* For additional information on Country of Origin, refer to Table F-6.

# Table F-6: ACS Data: Country of Origin

Area	2019 Naturalized U.S. Citizen, place of birth						2019 Not a U.S. Citizen, place of birth						2019 Total Foreign-Born Residents
	Europe	Asia	Africa	Oceania	Latin America	Northern America	Europe	Asia	Africa	Oceania	Latin America	Northern America	
East Kingston	19	0	5	0	0	0	23	0	0	0	0	0	47
Exeter	147	185	20	0	12	25	74	49	0	12	97	11	676
Greenland	9	65	52	0	8	8	76	62	1	0	24	0	288
Hampton	208	105	10	0	37	21	76	28	28	0	25	32	570
Hampton Falls	19	30	8	0	0	7	0	0	0	0	0	11	75
Kensington	26	14	0	0	5	12	17	8	3	3	0	0	88
New Castle	3	4	0	0	0	10	0	0	0	0	0	0	17
Newfields	11	20	9	0	4	0	3	7	0	0	2	0	62
Newington	13	10	0	0	0	2	0	0	0	0	0	0	37
Newmarket	55	159	0	0	2	10	37	151	0	0	10	38	462
North Hampton	54	110	8	0	44	7	22	0	0	0	0	23	268
Portsmouth	329	224	27	0	101	28	171	549	82	3	104	45	1,663
Rye	52	17	0	0	18	0	31	0	0	0	31	0	127
Seabrook	64	106	0	0	41	33	41	7	0	0	215	11	518
South Hampton	12	11	0	0	14	0	0	9	0	0	0	0	46
Stratham	169	201	0	0	0	19	19	207	0	0	19	0	634
<b>CEDS Eastern Communities</b>	<b>1,190</b>	<b>1,261</b>	<b>139</b>	<b>0</b>	<b>337</b>	<b>182</b>	<b>584</b>	<b>1,077</b>	<b>114</b>	<b>18</b>	<b>496</b>	<b>180</b>	<b>5,578</b>
Atkinson	26	78	0	0	39	0	62	0	0	0	0	14	219
Auburn	44	42	0	0	19	25	0	0	1	0	39	12	182
Brentwood	34	42	0	0	20	20	14	16	0	0	22	22	170
Candia	8	24	0	0	32	13	17	0	0	0	0	0	94
Chester	60	50	15	0	20	10	0	9	0	0	0	20	184
Danville	34	18	0	0	0	0	0	1	0	0	0	0	53
Deerfield	48	18	0	0	3	0	33	0	0	17	0	0	119
Epping	12	27	0	0	0	36	126	0	0	0	0	18	219
Fremont	23	50	0	0	18	18	7	0	0	0	0	9	125
Hampstead	52	28	0	12	46	15	96	112	0	0	0	32	393
Kingston	18	55	0	0	0	20	56	0	0	0	0	0	149
Newton	39	11	11	0	32	33	12	30	0	0	15	0	183
Northwood	11	19	0	0	8	9	17	0	0	0	25	13	102
Nottingham	34	42	0	0	0	9	10	32	0	0	0	9	136
Plaistow	32	0	0	0	62	17	88	54	0	0	16	12	281
Raymond	79	30	0	0	8	30	39	0	0	0	1	37	224
Sandown	62	42	15	0	71	0	27	0	0	0	27	18	235
<b>CEDS Central Communities</b>	<b>616</b>	<b>576</b>	<b>41</b>	<b>12</b>	<b>287</b>	<b>326</b>	<b>604</b>	<b>254</b>	<b>1</b>	<b>17</b>	<b>118</b>	<b>216</b>	<b>3,068</b>
Derry	404	206	30	0	123	103	197	174	52	0	172	70	1,531
Hudson	243	288	78	0	193	136	13	179	29	0	3	85	1,247
Litchfield	87	41	0	0	0	30	13	0	17	0	0	34	222
Londonderry	293	262	22	0	182	109	21	149	0	0	243	55	1,336
Merrimack	155	356	79	56	304	97	173	140	0	0	0	23	1,383
Nashua	1,176	2,923	341	10	2,154	441	247	3,111	662	9	2,538	369	13,981
Pelham	143	196	15	0	82	14	36	21	0	7	10	0	524
Salem	375	959	29	6	649	103	204	169	30	8	155	57	2,744
Windham	300	162	0	0	115	102	74	29	0	0	41	0	823
<b>CEDS Western Communities</b>	<b>3,176</b>	<b>5,930</b>	<b>594</b>	<b>72</b>	<b>3,802</b>	<b>1,135</b>	<b>978</b>	<b>3,972</b>	<b>790</b>	<b>24</b>	<b>3,162</b>	<b>693</b>	<b>23,791</b>
<b>REDC CEDS Region</b>	<b>4,982</b>	<b>7,230</b>	<b>774</b>	<b>84</b>	<b>4,426</b>	<b>1,643</b>	<b>2,166</b>	<b>5,303</b>	<b>905</b>	<b>59</b>	<b>3,776</b>	<b>1,089</b>	<b>32,437</b>
<b>Hillsborough County</b>	<b>5,431</b>	<b>7,477</b>	<b>1,929</b>	<b>107</b>	<b>5,029</b>	<b>2,232</b>	<b>1,929</b>	<b>7,230</b>	<b>1,710</b>	<b>19</b>	<b>5,769</b>	<b>1,070</b>	<b>39,932</b>
<b>Rockingham County</b>	<b>3,178</b>	<b>3,426</b>	<b>261</b>	<b>18</b>	<b>1,693</b>	<b>925</b>	<b>1,684</b>	<b>1,852</b>	<b>197</b>	<b>43</b>	<b>1,225</b>	<b>578</b>	<b>15,080</b>
Concord	388	696	308	0	252	193	155	1,420	451	0	169	72	4,104
Dover	32	19	0	0	7	46	117	729	7	0	297	150	1,404
Durham	160	199	24	0	34	51	132	453	37	10	18	93	1,211
Hanover	137	301	25	0	18	80	340	540	64	0	156	101	1,762
Laconia	138	107	0	0	74	20	32	19	0	0	7	46	443
Lebanon	190	129	64	0	16	43	120	416	65	0	137	102	1,282
Manchester	2,031	2,465	1,240	20	1,790	724	739	3,250	895	3	2,851	220	16,228
Rochester	98	137	0	0	195	0	53	341	0	0	148	90	1,062
Somersworth	49	211	0	0	40	38	0	606	0	0	43	18	1,005
<b>New Hampshire</b>	<b>13,175</b>	<b>15,964</b>	<b>3,183</b>	<b>314</b>	<b>8,422</b>	<b>5,291</b>	<b>6,031</b>	<b>15,674</b>	<b>2,697</b>	<b>203</b>	<b>8,513</b>	<b>3,227</b>	<b>82,694</b>
<b>United States</b>	<b>3,112,692</b>	<b>8,029,155</b>	<b>1,253,276</b>	<b>109,350</b>	<b>8,950,183</b>	<b>393,056</b>	<b>1,651,153</b>	<b>5,612,525</b>	<b>1,003,397</b>	<b>161,873</b>	<b>13,311,450</b>	<b>423,297</b>	<b>44,011,407</b>

Source: 5-year American Community Survey, U.S. Census Bureau

# Acronym Guide

ACS	American Community Survey
AMID	Advanced Manufacturing by Innovation and Design
ATAC	Advanced Technology & Academic Center
CART	Greater Derry-Salem Cooperative Alliance for Regional Transportation
CCSNH	Community College System of New Hampshire
CMAQ	Congestion Mitigation and Air Quality
CSA	Community Supported Agriculture
CTAP	Community Technical Assistance Program
EDA	Economic Development Administration
EDD	Economic Development District
ELMI	Economic & Labor Market Information Bureau
EPA	Environmental Protection Agency
FEIS	Federal Environmental Impact Study
FEMA	Federal Emergency Management Agency
GBCC	Great Bay Community College
NCC	Nashua Community College
NCRC	National Career Readiness Certificate
NECTA	New England City and Town Area
NHCS	New Hampshire Community Seafoods
NH DES	New Hampshire Department of Environmental Services
NH DOT	New Hampshire Department of Transportation
NHES	New Hampshire Employment Security
NHHFA	New Hampshire Housing Finance Authority
NH OSI	New Hampshire Office of Strategic Initiatives
NHTI	New Hampshire Technical Institute
NHRTA	New Hampshire Rail Transit Authority
NMFS	Northeast Marine Fisheries Service
NPDES	National Pollutant Discharge Elimination System
NRPC	Nashua Regional Planning Commission
OMB	United States Office of Management and Budget
RFP	Request for Proposal
RLF	Revolving Loan Fund
RPC	Rockingham Planning Commission or Regional Planning Commission
SBA	Small Business Administration
SBDC	Small Business Development Center
SCORP	Statewide Comprehensive Outdoor Recreation Plan
SNHPC	Southern New Hampshire Planning Commission
SRPC	Strafford Regional Planning Commission
STEM	Science, Technology, Engineering, and Mathematics
TAC	Total Allowable Catch
TIF	Tax Increment Finance District
UNHCE	University of New Hampshire Cooperative Extension
WWTF	Wastewater Treatment Facility

# REDC BOARD OF DIRECTORS

## **Executive Committee**

Scott Zeller, Chairman of the Board

Dianne Connolly, Vice Chairman of the Board

Thomas Conaton, Treasurer & Secretary

## **Board Members**

William Davis

Robert McDonald

George Sioras

Craig Jewett

Nancy Carmer

Mike Decelle

André Garron

Full biographies of each board member can be found at [www.redc.com/about](http://www.redc.com/about).

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



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