



# COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY



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# Acknowledgements

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On behalf of the Regional Economic Development Center, I would like to recognize our partners in the publication of the 2019 Comprehensive Economic Development Strategy (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 recognize the Philadelphia Regional EDA office and Mr. Alan Brigham, EDR, 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 workforce development, workforce housing trends, and potential solutions regarding how to better facilitate entrepreneurship in our state's new American population, first generation immigrants.

Sincere thanks go to the Regional Planning Commissions, Theresa Walker, The Workforce Housing Coalition, NH Community College System, Chancellor Ross Gittell, and the numerous volunteers who have contributed to the CEDS process through authoring a section, providing photographs, or assembling data.

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

With gratitude,

A handwritten signature in dark blue ink, appearing to read 'L Adams', with a stylized flourish at the end.

Laurel Adams  
President, REDC

# Introduction

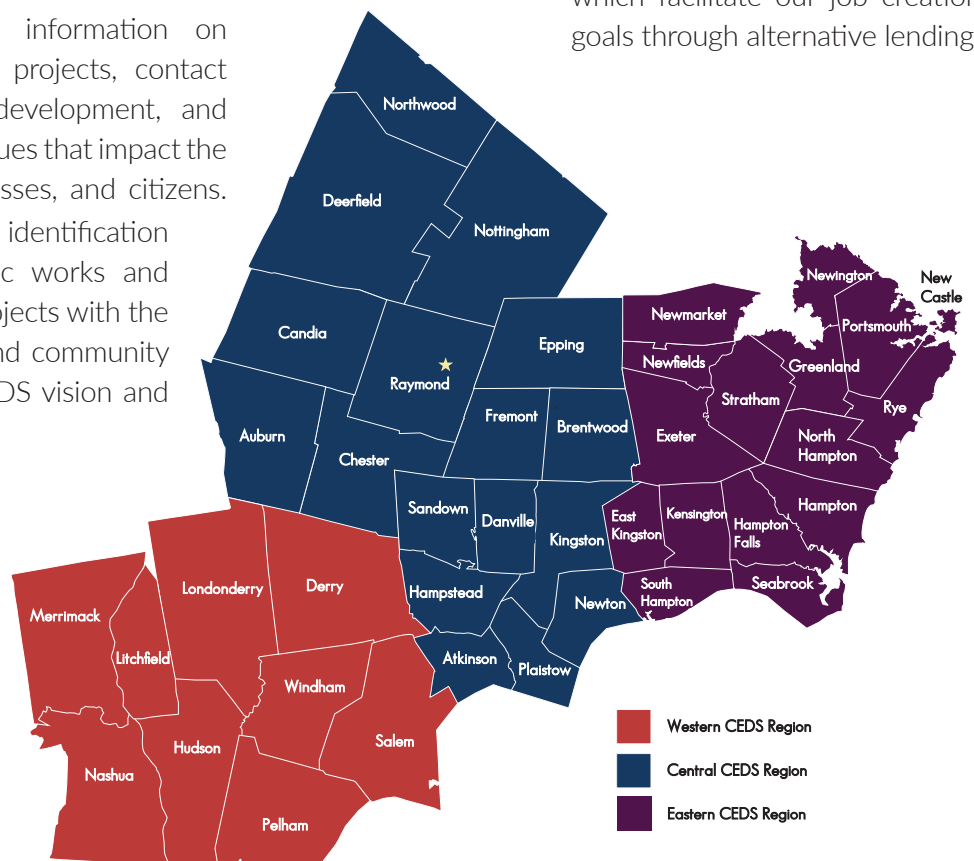
The Regional Economic Development Center of Southern New Hampshire (REDC) is pleased to present the 2019 Comprehensive Economic Development Strategy (CEDS). This is the fourth update to the 2015 CEDS and visioning sessions.

The REDC CEDS is an economic development master plan for the southern NH region. It emerges from a continuous planning process, developed with broad-based and diverse community participation that addresses the economic problems and potential of an area. The CEDS should promote sustainable economic development and opportunity, foster effective transportation systems, enhance and protect the environment, and balance resources through sound management of development. The CEDS and its annual updates are submitted to, and approved by, the U.S. Department of Commerce, Economic Development Administration (EDA) each June. The CEDS process begins with the development of a broad-based Steering Committee. During the planning cycle, the REDC staff, its consultants, and the Steering Committee work to provide up-to-date demographics, information on regionally significant programs and projects, contact information on training and job 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 set of regional goals on a five-year cycle (this was last completed in 2015). We then take the next four years to work on achieving those goals and tracking our progress. We look forward to a new five-year CEDS cycle next year.

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 goals through alternative lending.





## 2015-2019 REDC CEDS Goals and Objectives

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

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



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

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

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



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

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



## Workforce Attraction & Retention

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

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



## Affordable Housing

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

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

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



## Sustainable Living

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

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



# REDC Annual Update

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

## CEDS

REDC held four planning meetings: one each in October 2018, February 2019, April 2019, and June 2019. Additionally, REDC and the Workforce Housing of the Greater Seacoast partnered for two events this past year. In April 2019, they hosted the "Building Up NH for Success," a forum and discussion on housing and economic development in southern NH. Second, in May 2019, they hosted the Pelham Housing Workshop, a two-day workforce housing charrette.



Executive Director of the Workforce Housing Coalition and REDC Housing Planner Sarah Wrightsman speaking at the Pelham Housing Workshop.

REDC worked to continue diversifying our CEDS Steering Committee. REDC said goodbye to nine Steering Committee members and added five new private sector members. REDC continues to reach out to communities to recruit new members.

REDC continued work on CEDS Priority Project list. Project requests were mailed to all municipalities within the REDC region in early 2019. During the winter months, REDC collected updates for projects on the Priority Project list and compiled a list of proposed changes to present to the Steering Committee at its April meeting. Additionally, REDC reached out to many communities in an effort to find new projects. This year we saw the completion of two projects and the addition of 11 new projects to the 2019 Priority Project List.

REDC staff collected the demographic and economic data for the 2019 CEDS Update January through April 2019, completed writing the document in May 2019, and submitted the 2019 CEDS update to the EDA in June 2019.

## Brownfields

The REDC is exploring pursuing additional Brownfields funding in the near future. The funds have been used to make loans and grants to clean up Brownfields sites throughout the region and state. There was more than \$60 million dollars leverage with this program, and impacts including job creation, hundreds of units of workforce housing as well as mixed-use development which will result in economic benefits for decades to come. Over the past year, REDC worked to manage the final project under this grant, which was in a distressed census tract in Nashua, NH, and included 132 units of workforce housing which are now occupied.

## REDC Regional Business Development & Training Center

The Business Training Center has been up and running for five years, and REDC continues to expand the education and training opportunities we offer. REDC has held a number of business startup classes and workshops. Groups such as the Small Business Administration and SCORE, have held office hours using REDC's free, day-use office space. REDC also hosts other groups, such as wastewater advisory panels, Lamprey River watershed committees, and others whose purpose aligns with one of our CEDS goals. Additionally, REDC has expanded its in-house business counseling and added marketing and graphic design services to assist potential and existing clients gain a broader reach across the region. Our business advisors provided technical assistance to over 100 individuals and/or businesses, 22 of which resulted in loans made by REDC over the past year. For the past few years REDC has provided marketing and graphic design and technical counseling for both private and public clients. Over the past year, our full time graphic designer worked with many clients on a range of services from logo and website design to marketing videos and the development of brochures.

This year, REDC and the Workforce Housing Coalition (WHC) of the Greater Seacoast began a partnership, with the Workforce Housing Coalition of the Greater Seacoast, taking residence at the REDC Training Center. Though the two organizations remain independent entities, their missions parallel in ways that are fitting for the two to collaborate and share resources under the same roof.

## Events and Outreach

REDC continued to present at maker spaces, incubators, business expos, chamber of commerce events, Rotary meetings, planning boards and commissions, and economic development committee meetings. REDC is also working with congressional representatives to further infrastructure improvements in the region, encourage regional cooperation, and promote grassroots economic development at the town, regional,



REDC client and owner of SkinGreat Rita Toth presents pitch advice at a pitch workshop REDC hosted for competitors in the Granite State Growth Competition.



Executive Director of the Workforce Housing Coalition and REDC Housing Planner Sarah Wrightsman.

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 addition, REDC celebrated our 25th Anniversary with a gala event at our client Birch Wood Vineyards, which was capped off by a \$25,000 pitch contest.

## Lending

During the past fiscal year, the Board of Directors at REDC approved/closed on 22 loans totaling \$2.3 million. These loans have the potential to bring a total leveraged value of over \$24 million into southern New Hampshire's job economy, creating and/or retain 475 jobs. The approved loans will help fund a variety of businesses, including: manufacturing, opioid addiction



## REDC Annual Update

treatment center, maker space, automotive dealer, insurance, and tax preparation.

In partnership with stakeholders throughout New Hampshire, REDC is successfully operating 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. To date, the fund has made twelve loans totaling \$458,000. This program, with roots in the CEDS process, directly addresses the CEDS goal of Workforce Attraction and Retention, providing a much-needed service to those individuals who may otherwise get lost in, or frustrated with, traditionally offered services. In addition, our demographic work has shown that without immigration, NH would have had a net population loss between the past two censuses. NH, as one of the oldest states in the Union, has a median age approaching 43; this is worrisome long-term for our future workforce. Our newest Americans are, on average, nearly ten years younger than our NH natives, which is promising for NH's future. We are currently working hard to raise capital for this fund and an EDA RLF grant may be a good complement to our other funding sources.



Photo courtesy of Zem Zem Mediterranean Restaurant.

### Client Spotlight: Zem Zem Mediterranean Restaurant

When Ali Shukur and Huda Hassan arrived from Iraq in 2009 with their daughters, they worked in Manchester, NH, at a restaurant and catering business. They decided to leave that business and start their own: Zem Zem Mediterranean Restaurant, a limited service Middle Eastern restaurant, specializing in cooking halal meat, delicious Mediterranean food, and baked goods. To do this, they needed alternative financing for equipment and working capital, which REDC provided, as well as technical assistance, logo, menu, and website design services.



Since opening their doors in January 2019, Zem Zem Mediterranean Restaurant has developed a regular following from Middle Eastern immigrants, as well as local residents and business workers in the area.

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

"This is a family business that we have worked a lot to build our way into our own restaurant. Now we finally made it with the help of REDC because, without them, we wouldn't have been able to open a restaurant. They have helped us very much and they still do. They gave us a loan to help start up our restaurant. We try our best to help our customers feel welcome and to enjoy their experience with us and hopefully many more. We make sure our food is fresh, delicious, and will be enjoyed. So thank you very much REDC."

Ali Shukur,  
Zem Zem Mediterranean Restaurant

# Infrastructure

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## Interstate I-93 Corridor Activities

Interstate I-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 expected to continue through 2020. NH DOT anticipates the total cost of the corridor upgrade to be \$580 million. [www.rebuildingi93.com](http://www.rebuildingi93.com)

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 travelling along I-93 safer and more efficient, such as message boards, traffic cameras, 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 plan 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 to reduce congestion on the Spaulding Turnpike between Newington and Dover began in 2010, adding new travel lanes, reconfiguring exits, and rehabilitating bridges over Little Bay. Work on the bridges themselves and the Newington part of the project has largely been completed. Work now is focusing on the reconstruction of Exit 6 and the connection to Route 4, as well as determining the best approach to addressing rehabilitation of the General Sullivan Bridge and maintaining the only bicycle and pedestrian connection on the east side of Little Bay. The total project is expected to be completed in 2022, with a cost estimate of \$271 million.

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

## Bus and Human Transportation Services

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



Southbound Stonehedge Slope work on I-93. Photo courtesy of NH Department of Transportation.



# Infrastructure

local, demand-response providers. Fixed-route service is available in the more populated communities in the region and includes:

- **Boston Express** – connecting Concord, Manchester, Londonderry, Salem, and Boston in the I-93 corridor, including 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 and Portsmouth, NH, Newburyport and Boston, MA, and New York City along the I-95 corridor, with bus stations in Dover and Portsmouth. [www.ridecj.com](http://www.ridecj.com)
- **The Cooperative Alliance for Seacoast Transportation (COAST)** – operates several routes in Rockingham and Strafford Counties, including commuter express service, and demand response service for people with disabilities. [www.coastbus.org](http://www.coastbus.org)
- **The University of New Hampshire's Wildcat Transit System** – provides service from the Durham campus to surrounding communities. [www.unh.edu/transportation/wildcat-transit](http://www.unh.edu/transportation/wildcat-transit)
- **Merrimack Valley Regional Transit Authority (MVRTA)** – offers only 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) transit system** – began in 2006 and provides curb-to-curb demand response public transportation and route deviation shuttle service five days a week in the communities of Chester, Derry, Hampstead, Londonderry, and Salem. [www.cart-rides.org](http://www.cart-rides.org)

The CEDS region has one of the fastest growing senior 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 non-profit organizations to provide limited mobility



Amtrak Downeaster, Durham, NH.

service. Area hospitals continue to point to the need for expanding transportation options. In response to this need, a volunteer driver program has been established in Hampton, called Transportation Assistance for Seacoast Citizens (TASC). TASC serves eight communities in the eastern CEDS region and service is available to senior citizens and individuals with disabilities.

[www.tasc-rides.org](http://www.tasc-rides.org)

## Commuter Rail

**Downeaster** - Amtrak operates the only commuter rail service operating in the CEDS region, serving 12 communities in three states. The regional service, 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 nine of 12 months in 2018, carrying more than 551,000 riders.

**Capital Corridor** - Advocates for commuter rail in New Hampshire have been working for several years to establish passenger rail service from Concord to Boston. These two capital cities are currently served by Interstate 93 and Route 3, the busiest highway

corridor in the 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.

NH Senate Bill 241 was introduced in the State Legislature in March 2019 to enable NH DOT to access \$4 million in federal funds to complete the NH Capital Corridor study. The study would include an analysis

of the engineering and environmental aspects of extending passenger rail from Boston to Manchester. NH DOT and the NH Hampshire Rail Transit Authority (NH RTA) completed the first phase of NH Capital Corridor Study in 2015, proposing two stops in Nashua, a stop at the Manchester-Boston Regional Airport, and a stop in downtown Manchester. The study indicated positive economic development impacts of passenger rail service, including the creation of 5,600 permanent new jobs, 3,400 construction jobs, \$750 million in commercial and residential development, and millions of dollars of reinvested worker earning.

## Ocean Boulevard Reconstruction

The recently completed update to the 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, NH. 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. Phase 1 work is slated to take place between 2019 and 2024, with \$8.3 million in funding included in the state's Ten-Year Transportation Improvement Plan. This initial work 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. [https://www.nh.gov/dot/projects/hampton40797/documents/40797\\_rpt\\_08012018.pdf](https://www.nh.gov/dot/projects/hampton40797/documents/40797_rpt_08012018.pdf)

This year, the project was added to the 2019 CEDS Priority Project list.



Approximate Project Study Area Map from Hampton Beach Area Master Plan - Transportation Update (August 2018).



### Hampton-Seabrook Harbor Dredging

The US Army Corps of Engineers has set aside \$4.6 million for emergency dredging in Hampton-Seabrook Harbor, with work scheduled to begin in October 2019. At the March 2018 Town Meeting, voters in the Town of Hampton passed a warrant article calling for federal officials and delegates to fund the dredging of Hampton-Seabrook Harbor to enable the on-going passage of recreational boats, commercial fishing vessels, and tour boats providing whale watch trips. Shoaling and winter storms have caused sand to pile high enough to prevent boats from exiting and entering the harbor at low tides. Officials estimate over 1,500 vessels require access in and out of the harbor every year and the marina is estimated to be the single largest contributor to the Hampton economy.

### Bridge Infrastructure

The NH Department of Transportation's 2018 annual report of state and municipally owned "Red List Bridges" lists 133 state owned-bridges and 252 municipally owned bridges in the state "requiring interim inspections due to known 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.

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

**Neil R. Underwood Memorial Bridge** - NH Route 1A Bridge, Hampton-Seabrook – This bridge over the Hampton River connects the towns of Hampton and Seabrook and ranks #1 on the state's 2018 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 began in February 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 is well underway in 2019 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.

<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 #6 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. Construction work is anticipated to begin in 2019.

<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.

<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 beginning in 2019. The bridge carries 70,000 vehicles a day and is a vital economic link in New England. The two states are reviewing options for intelligent transportation systems, such as changeable message signs that would enable the shoulder lane to be open to traffic during periods of heavy volume. Repairs are estimated to cost \$62 million and include bridge deck repair, repaving and replacement of the bridge rail, median, and drainage systems.

<https://www.nh.gov/dot/projects/portsmouthkittery13678E/index.htm>

The current Red List report is available on the NH DOT website: [https://www.nh.gov/dot/org/projectdevelopment/bridgedesign/documents/2019-02-25bridge\\_state\\_red\\_list.pdf](https://www.nh.gov/dot/org/projectdevelopment/bridgedesign/documents/2019-02-25bridge_state_red_list.pdf)

# Regional Cooperation

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Communities in the CEDS region cooperate on a wide range of projects and programs designed to make efficient use of municipal resources, including staff time and knowledge as well as taxpayer dollars. Examples of unique forms of regional cooperation operating in the CEDS region include:

## **NH Public Works Mutual Aid Program (NHPWMA)**

This is the first statewide program in the US specifically designed for municipal Public Works Departments. The program is a voluntary network of member municipalities that assist one another during emergencies, such as blizzards and floods. Disasters seldom strike within municipal limits and the program allows communities from all over the state to respond to those most affected. NHPWMA has helped numerous towns and cities repair and restore damaged infrastructure by enabling access and exchange of specialized supplies, equipment, and personnel. Administration of the program is overseen by the NH Municipal Association and the UNH Technology Transfer Center. <https://t2.unh.edu/ma>

**Southern New Hampshire Regional Water Project** Five towns in Southern New Hampshire will start receiving one million gallons of drinking water per day from Manchester in a new regional cooperative established in March 2019. Southern New Hampshire Regional Water Project members include Manchester Water Works, Derry, Plaistow, Windham, Salem, and utility companies in Hampstead and Merrimack. Municipalities need the additional water due to the region's growing population and contamination found in local wells. Construction of the interconnection infrastructure will begin in the summer of 2019, and the towns will use the funds from a settlement between the state and polluters responsible for the chemical additive MtBE. [https://www4.des.state.nh.us/nh-dwg-trust/wp-content/uploads/2018/02/20171102-So-NH-Regional-Option\\_Trust-Fund.pdf](https://www4.des.state.nh.us/nh-dwg-trust/wp-content/uploads/2018/02/20171102-So-NH-Regional-Option_Trust-Fund.pdf)

## **Seacoast Chief Fire Officers Mutual Aid District**

The mission of this program is to promote a regional concept for improved emergency fire service facilities, act as a group for discussion to improve fire prevention, promote fire service training, and maintain mutual aid agreements between 43 member municipalities in the Seacoast region, including Maine and Massachusetts, the Portsmouth Naval Shipyard, Pease Air National Guard, and Seabrook Station.

<https://seacoastchiefs.com/>

## **Spotlight: Rockingham Electricity Supply Aggregation**

The Rockingham Planning Commission (RPC) has recently launched the Rockingham Electricity Supply Aggregation program for municipal, school, and county facilities in the 27-town RPC region. The goal of the program is to purchase electricity as a group from a competitive supplier at a lower rate than each member could receive on its own. By purchasing as an aggregation, municipalities and school districts can offer electricity suppliers a larger demand than if they each tried to purchase electricity individually. This larger demand allows suppliers to offer a better rate to the aggregation than it could to individual members, and makes it possible for members to share the costs of documenting load data, organizing a RFP process, selecting a supplier, conducting negotiations, and managing energy contracts. The RPC will procure a competitive supplier and program participants will contract with the same supplier and will receive the same contract terms. The RPC anticipates going out to bid for the supplier in July 2019. <http://www.rpc-nh.org/aggregation>

# Workforce Attraction & Retention

## Small Business Development Center

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

Client companies come from all sectors seeking advice on financing, improving operations, business sustainability best practices, bringing new products to market, and where to start in launching a new business or purchasing an existing one. The NH SBDC's services are offered in regional offices and satellite locations by certified business advisors who provide one-on-one long-term management advising to small businesses at no cost to the client. SBDC advisors are experienced business owners and managers, certified through the New England SBDC Professional Development Program.

In their Resource Center, the SBDC offers online courses, resources, and tools for entrepreneurs, as well as environmental management advising and education through the Business Sustainability Program.

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



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

**SBDC E-Learning 24/7:** 15,000+ courses taken, 230+ NH communities, 47 U.S. states, 28 countries, and six continents.

	SBDC 2018 Assistance in NH	SBDC Assistance in REDC Communities
Clients	853	187
Jobs Created	214	53
Jobs Retained	193	55
Business Starts	63	19
Employees	3,091	676
Client Annual Sales	\$323.51 million	\$172.3 million
Total Capital Formation	\$21,120,668	\$5,298,165



# 34 Years NH SBDC has advised businesses



**2,027**

Businesses created  
over the last 25 years



**7,607**

Jobs created  
over the last 25 years



**\$231.27** Million  
Capital Raised in  
the Last Decade



**6,012**

hours were spent assisting

**853**

small business clients in NH.

After 5 Years

**80%**

of SBDC-counseled  
businesses are still  
in business.

**44%**

survival rate of non-  
assisted businesses.

## New Hampshire Department of Business and Economic Affairs

The state agencies involved in economic development in New Hampshire underwent a reorganization in 2017 after Governor Chris Sununu established the Department of Business and Economic Affairs (DBEA). The DBEA is comprised of the Division of Economic Development and the Division of Travel and Tourism Development and is focused on strengthening the growth and vitality of the state's economy by working with business and industry, academic institutions, and municipalities to strengthen the economic vitality of the state and promote New Hampshire as a destination for domestic and international visitors.

The DBEA is currently working with Fourth Economy Consulting of Pittsburgh, PA to produce and release a Statewide Economic Development Plan for the 2019 – 2029 period. The plan will serve as a living document and roadmap that will provide the overall strategy by which the DBEA will work with partners and other stakeholders to ensure continued economic prosperity in New Hampshire. The plan will be actionable with measurable goals and recommendations for future activities. Release of the plan is anticipated for fall 2019. [www.dbea.nh.gov](http://www.dbea.nh.gov)



University of New Hampshire, Durham, NH.

### The University of New Hampshire

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

**UNH Cooperative Extension** – Economic Development Academy – 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>

**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 universities are preparing a highly skilled workforce able to meet the needs by New Hampshire businesses. <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. [www.innovation.unh.edu](http://www.innovation.unh.edu)

**NH Social Venture Innovation Challenge** – The Social Venture Innovation Challenge is an idea-state competition designed to inspire students and community members to develop innovative, solution-oriented thinking around social and environmental challenges, and to provide a forum for these ideas. Challenge winners 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 provides career-driven programs with a focus on experiential learning. In January 2019, UNH Manchester announced it was expanding its workforce development efforts in bioengineering with the launch of the new Millyard Scholars Program. The program provides scholarships and research opportunities for high-achieving students interested in the field of

biotechnology, with an emphasis on biofabrication. The program is coupled with the mission of the Manchester-based Advance Regenerative Manufacturing Institute, which is creating an industry to regenerate human tissue and organs. The biofabrication industry combines biology-related research, computer science, material science, and engineering to create an industry for engineered tissue manufacturing. In addition, UNH Manchester has established new teaching and research facilities in the areas of bioengineering and cellular biology, which includes incubator space for start-up biotechnology firms, which will provide on-site research and internship opportunities for Millyard Scholars. <https://manchester.unh.edu/millyard-scholars-program>

## Community College System

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

Two of NH's Community Colleges are located within the REDC region.

### Nashua Community College

Nashua Community College is part of the Community College System of New Hampshire and is committed to providing comprehensive, market-driven programs that respond to the needs of students, businesses and communities. The school offers 33 Associate Degree programs and 21 certificate programs. For more information, visit [www.nashuacc.edu](http://www.nashuacc.edu).

NCC offers specialized accreditation courses and certificates in the fields of:

- Automotive Technology and Honda Automotive Technology (National Automotive Technicians Education Foundation and the instructors are certified by the National Institute for Automotive Service Excellence certifications);
- Aviation Technology (FAA approval);
- Business Administration (Accounting, Management, Marketing, and Small Business Entrepreneurship are accredited by ACSPC -- The Accreditation Council for Business Schools and Programs);
- Electronic Engineering Technology (Technology Accreditation Commission/Accreditation Board for Engineering and Technology, Inc);



Nashua Community College. Photo courtesy of Nashua Community College.



## Workforce Attraction & Retention

- Nursing (New Hampshire Board of Nursing and the Accreditation Commission for Education in Nursing–ACEN).
- Veterinary Technology (Committee on Veterinary Technology Education and Activities).

### Great Bay Community College

Great Bay Community College has a vision to be the best science, technology, career, and transfer-oriented community college in New England. They have a main campus in Portsmouth and a second campus, the Advanced Technology & Academic Center, in Rochester. The school offers 25 Associate Degree programs and 24 certificate programs. For more information, visit [www.greatbay.edu](http://www.greatbay.edu).

GBCC offers specialized accreditation courses and certificates in the fields of:

- Business Programs (Association of Collegiate Business Schools and Programs–ACBSP);
- Nursing (New Hampshire Board of Nursing and the Accreditation Commission for Education in Nursing–ACEN);
- Surgical Technology (Commission on Accreditation of Allied Health Education Programs); and

### GBCC's Advanced Technology & Academic Center in Rochester

The award-winning Advanced Technology & Academic Center (ATAC) is an extension of Great Bay Community College with a focus on short term advanced manufacturing and technical programs. ATAC offers training in advanced composites manufacturing, nondestructive testing, computer numeric control (CNC), and medical assisting. ATAC also serves local employers by providing short-term and customized training in their state-of-the-art labs.

### Community Colleges Build New Registered Apprenticeship Pathways

Registered Apprenticeship is a program of the United States Department of Labor (USDOL) that connects job seekers looking to learn new skills with employers looking for qualified workers. Through work-based learning, apprentices receive both classroom instruction and paid on-the-job training that meets U.S. Department of Labor national standards. Apprentices earn while they learn, reducing their need to take on debt, and employers are able to train and

retain a highly-skilled workforce. CCSNH's ApprenticeshipNH program works with employers to hire and train apprentices in partnership with a NH community college, combining work experience with focused coursework that accelerates the learning process and enables employees to have an immediate impact that increases over the life of the program.

Colleges within the Community College System of NH are



GBCC's Advanced Technology & Academic Center in Rochester.

Photo courtesy of Great Bay Community College.

the preferred training sites for ApprenticeshipNH programs. While they learn, students earn income at an ApprenticeshipNH participating company.

Here is how it works:

- ApprenticeshipNH helps employers develop classroom instruction portion of apprenticeship.
- The college closest to employer provides an instructor to develop lesson plans and teach the class. The instructor will also help the employer develop the on-site training portion of the apprenticeship.
- A Community College campus with appropriate programs and facilities hosts related trainings, provides instructors and adjunct faculty to teach ApprenticeshipNH courses.
- The NH Office of Apprenticeship works closely with ApprenticeshipNH and the employer to develop an apprenticeship program.

## Stay Work Play NH

Stay Work Play NH (SWP) is a nonprofit organization whose mission is to attract and retain more young people in New Hampshire. The organization was originally established in 2009 and charged with the task of running a website and associated marketing efforts with the objective of showcasing what New Hampshire has to offer to people in their 20s and 30s.

This year, SWP will now engage in nonpartisan, issues-based advocacy, speaking on behalf of young people at the New Hampshire State House.

In early 2018, SWP released the results of a survey the organization commissioned to gather data on what factors New Hampshire residents between the ages of 20 and 40 take into consideration when making the decision to stay in or leave the Granite State. The data informed the organization's four policy priority areas: housing affordability, education debt, outdoor recreation, and electing young people.

Learn more at [www.stayworkplay.org](http://www.stayworkplay.org).

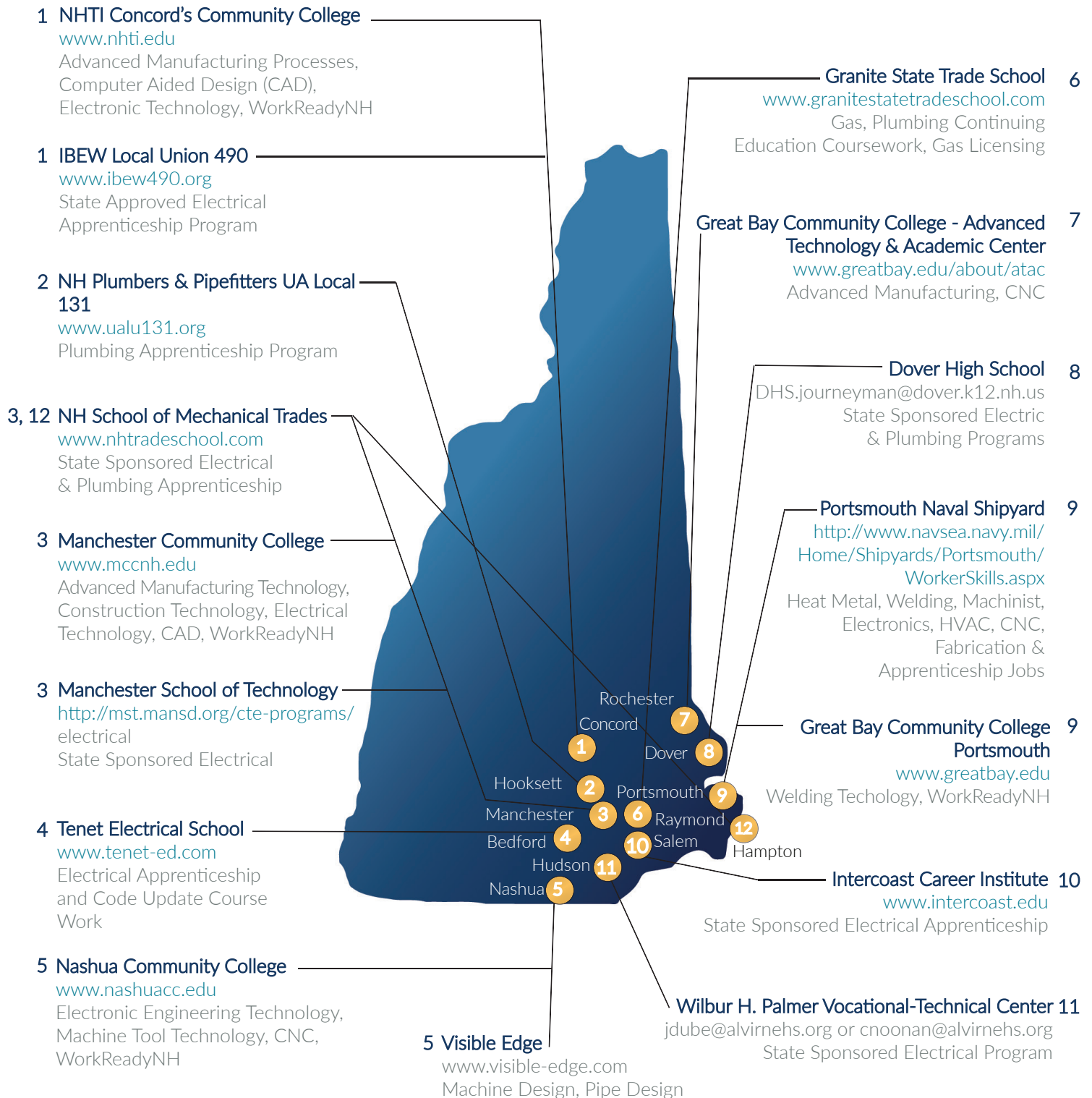


"While many industries have lobbyists in Concord to advocate on their behalf, the 441,424 citizens between the ages of 18 and 44 have been voiceless, with no group evaluating how the hundreds of legislative bills introduced each year could affect them."

Will Stewart, Executive Director  
Stay Work Play NH

## 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 2019 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 [[www.wit.edu](http://www.wit.edu)] and the Benjamin Franklin Institute of Technology [[www.bfit.edu](http://www.bfit.edu)]), offer a wide array of programs and classes.





# Affordable Housing

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In its grassroots efforts to develop the CEDS five-year economic goals, REDC acknowledged that the lack of affordable housing is a region-wide issue. The CEDS goal emphasizes that effort should be placed “to develop diversified housing options for all income levels.” In New Hampshire, workforce – or affordable – housing is housing which is affordable to renters making up to 60 percent of the area median income, and homeowners making up to 100 percent of the area median income. Affordable housing for members of the workforce and available within a reasonable proximity to their place of employment is critical to the region’s economy and to the social and cultural fabric of communities. Municipalities, housing developers, housing advocates, and investors all have a role in creating more affordable housing in the region. In the REDC region, diverse housing options are needed for people of all income levels, including young professionals and the aging population.

Workforce housing is commonly targeted at essential workers in a community such as police officers, firefighters, teachers and medical personnel, but serves all people making less than 100 percent of the area median income regardless of type of employment.

The NH Housing Finance Authority (NHHFA) has developed resources to support the development of affordable and workforce housing:

- *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.

These resources are available at the NHHFA website: [www.nhhfa.org/workforce-housing](http://www.nhhfa.org/workforce-housing)

## Accessory Dwelling Units

On June 1, 2017, the New Hampshire Accessory Dwelling Units (ADU) statute (RSA 674:71-73) became law. This year, the NHHFA developed two guidebooks to support municipalities and homeowners.

*Accessory Dwelling Units in New Hampshire: A Guide for Municipalities* is designed to help municipalities meet the NH ADU law and shape future development of accessory dwelling units in their communities.

*A New Hampshire Homeowner’s Guide to Accessory Dwelling Units* is designed to help homeowners navigate the process of developing an accessory dwelling unit, including costs, financing, permitting, and more.

These resources are available at the NHHFA website: [www.nhhfa.org/workforce-housing](http://www.nhhfa.org/workforce-housing)

The NH Housing Finance Authority, in partnership with the state’s housing coalitions and Plan NH, hosted Kol Peterson, nationally known ADU expert and author of *Backdoor Revolution: The Definitive Guide to ADU Development*. Peterson, who has helped to catalyze the exponential growth of ADUs in Portland, Oregon over the last decade through ADU advocacy, education, consulting, policy work, and entrepreneurship, delivered his presentation, “An ADU For You” in four New Hampshire cities and towns.

Peterson’s Portsmouth presentation was filmed and can be found at: [www.seacoastwhc.org/publications](http://www.seacoastwhc.org/publications)

The intent of the NH ADU law is to expand the supply of housing without further land development and encourage efficient use of existing housing stock and infrastructure. The statute defines ADU as residential living units that are within or attached to a single-family dwelling and provide independent living facilities for one or more persons.

The lack of affordable housing is seen as a constraint to attracting and retaining a young workforce in the CEDS region. In addition, New Hampshire's aging population has resulted in an increased interest in "aging in place". ADUs are an important component of expanding the availability of housing, and homeowners now have the right to create an ADU for a family member, caregiver, or as a rental unit, in accordance with local planning and building ordinances.

### SPOTLIGHT: The Municipal Technical Assistance Grant Program

Administered by Plan NH and funded by the NH Housing Finance Authority, the Municipal Technical Assistance Grant (MTAG) Program is for communities who want to expand supply, diversity, and affordability of their housing stock and need to change their land use regulations in order to do so. Grants range from \$5,000 to \$20,000 and require a 25% cash match. Grant funds are for hiring consultants to review and rewrite regulations in order to address the needs of the community. Outreach and engagement are key to the MTAG program.

The Town of Exeter is among the winning communities for the 2018-19 MTAG. Exeter will use the awarded \$20,000 to explore the future of housing in the commercial districts on Lincoln and Water Streets and Portsmouth Avenue. This process kicked off in mid-April with a community listening session led by Exeter's Housing Advisory Committee and Horsley Whitten Group.

Learn more about how Exeter is using their MTAG dollars at [www.exeterhousingfuture.com](http://www.exeterhousingfuture.com).

### SPOTLIGHT: Charrette to the West

In June 2018, the Regional Economic Development Center 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. Together, the REDC and WHC launched the "Charrette to the West," delivering the Coalition's signature housing design charrettes to one of the 13 communities not served by one of the state's housing coalitions: Auburn, Atkinson, Derry, Hampstead, Hudson, Litchfield, Londonderry, Nashua, Merrimack, Pelham, Plaistow, Salem, and Windham. After the submission of a promising application, Pelham was selected to host the first "Charrette to the West."

In March 2019, Pelham became the first community to repeal the incentives for age-restricted housing in the state. Prior to applying for the "Charrette to the West," members of the planning board selected workforce housing as their priority topic for the year and committed themselves to drafting a workforce housing ordinance for the March 2020 ballot.

On the first day of the charrette, the team gathered to walk Pelham's town center before gathering at the Hobbs Community Center for a community listening session. On the second day, the team worked quickly and collaboratively on renderings, recommendations, and financial feasibility before revealing ideas to the community.

**"Exeter residents are a diverse group of people. We have old and young, small families, large families, and people who live alone. We have people who aren't ready to buy a home, so they want something to rent. We have wealthy people and families of modest means. We have young professionals not ready to settle down and elderly folks who need help day to day. We have hopeful young families looking to buy their first home. This diversity is at the core of what makes Exeter so special. A diverse group of residents requires a diverse set of housing choices. The more we can support all these needs and preferences in our housing stock, the better we will sustain our vitality into the future."**

– Excerpt from [www.exeterhousingfuture.com](http://www.exeterhousingfuture.com)

“I grew up in Pelham. I wanted to stay in town, but I ended up having to move because the houses that were available in Pelham were new construction and were far too expensive. This was very disappointing because not only is Pelham my hometown, but I also work for the town now.”

– Participant of Pelham housing surveys



Photos from the two-day Pelham Charrette.

Pelham's lack of municipal sewer proved to be a challenge to the charrette team, but the team studying small cottage clusters managed to create two renderings with seven to 11 beds affordable to potential homeowners for \$310,000 with conventional financing.

The team exploring recommendations for zoning ordinance amendments also created opportunities for Pelham to gradually grow its housing stock by allowing incremental growth to occur. This included allowing detached accessory dwelling units by right in every

district; being clear about the town's expectations for landscaping and architectural design; and creating a new zone surrounding the existing mixed-use zoning district and allowing the next increment of development by right in this zone.

Results from the charrette report will be incorporated into the update to the housing chapter of the Master Plan.

The full report can be found at [www.seacoastwhc.org/publications](http://www.seacoastwhc.org/publications)



# Sustainable Living

## Water Quality

**Perfluoroalkyl Substances (PFAS)** – Threats to groundwater quality by chemical contamination remain a concern for municipalities and businesses in the CEDS region. Contamination of drinking water wells and aquifers by chemicals referred to as PFAS has resulted in the NH Legislature, State Agencies, and U.S. EPA working to establish maximum contaminant levels to protect human health.

Residents, businesses, and municipal officials in the Seacoast and southern New Hampshire region continue to work with state and federal regulators and legislators to address concerns about threats to public health posed by contaminants present in drinking water supplies. Contamination sources include 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.

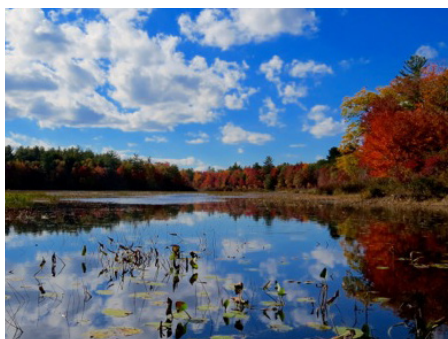
The NH Department of Environmental Services (DES) website provides updated information on the state's work to establish Maximum Contaminant Levels (MCLs) and Ambient Groundwater Quality Standards (AGQS) for four per—and polyfluoroalkyl substances: <https://www4.des.state.nh.us/nh-pfas-investigation/>

**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. Stormwater is created by rain and melting snow

flows over roads, parking lots, and yards, collecting heavy metals, bacteria, and other pollutants and carrying those pollutants into the region's water supply. Polluted stormwater runoff is frequently transported through Municipal Separate Storm Sewer Systems (MS4) and discharged into local water bodies. In January 2017, the U.S. EPA issued the 2017 New Hampshire Small MS4 General Permit. Most municipalities in the CEDS region are subject to the 2017 MS4 permit requirements. The permit requires municipalities to enact six minimum control measures: public education and outreach, public involvement and participation, illicit discharge detection and elimination, construction site stormwater control, post-construction stormwater management, and pollution prevention. Regulated communities are required to develop a Stormwater Management Program (SWMP) by July 1, 2019 and to report to EPA annually on minimum control measures undertaken. <https://www.des.nh.gov/organization/divisions/water/stormwater/ms4.htm>

## Spotlight: Powwow River Watershed Collaborative

Nine communities in the CEDS region are working with the Rockingham Planning Commission (RPC) to improve and protect water quality in the Powwow River Watershed. Land use in the watershed communities (Seabrook, Kensington, East Kingston, Kingston, Danville, Sandown, Hampstead, Newton



Photos by Evy Nathan, Kingston Conservation Commission.

and South Hampton) is largely rural and undeveloped and so threats to water quality are not always obvious. Data from NH DES indicates there are serious water quality impairments, sparking the need for regional collaboration to identify effective strategies to improve water quality and protect natural resources. Strategies identified include improving stormwater management regulations, erosion and sediment control regulations, and strengthening regulatory protection of vegetated buffers along surface water. <http://www.rpc-nh.org/environment/water-resources/powwow>

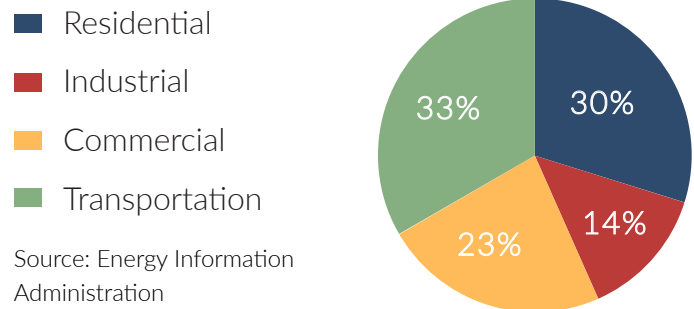
## Energy

Energy consumers in the CEDS region are challenged by high costs for many reasons: climate, a lack of supply of low-cost resources, market uncertainty, inadequate infrastructure, and geographic realities. New Hampshire has the third highest electricity rates in the contiguous United States. Commercial and industrial consumers in the state purchased nearly two-thirds of all retail electricity sales in 2018, 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.

Facts about energy use in New Hampshire:

- Nearly half of all New Hampshire households rely on heating oil as their primary heating fuel, one of the highest rates in the U.S.
- Since 2016 New Hampshire has obtained more of its electricity generation from wind power than coal-fired power plants.
- Seabrook Station, the largest nuclear power reactor in New England, provided 58% of New Hampshire's net electricity generation in 2018.
- New Hampshire's Renewable Portfolio Standard requires 25% of electricity sold in the state to come from renewable energy resources by 2025; in 2018 over 20% of generation came from renewables.
- Ultra-low sulfur heating oil replaced high-sulfur heating oil in New Hampshire in 2018.

### NH Energy Consumption 2016



The NH Office of Strategic Initiatives released an updated New Hampshire 10-Year State Energy Strategy in April 2018. The Strategy lists several goals to improve state energy policy to enable business and consumer cost savings, job creation, economic growth, industry competitiveness, environmental protection, and a reliable and resilient energy system.

<https://www.nh.gov/osi/energy/programs/documents/2018-10-year-state-energy-strategy.pdf>

## Spotlight: Granite Bridge

Granite Bridge is a local natural gas pipeline and storage project, which would utilize a designated State Energy Infrastructure Corridor along Route 101 to bring additional natural gas supply to the residents and businesses in southern and central New Hampshire. Granite Bridge is needed to supply the growing needs of customers who are seeking a clean, safe, and economic alternative to their existing fuel source.

The proposed Granite Bridge pipeline would be 26 miles long and 16-inches in diameter. The line would be buried completely within the New Hampshire Department of Transportation's (NH DOT) right-of-way along Route 101 and would link together two existing natural gas pipelines that are currently located in Manchester and Exeter.

Granite Bridge would also feature a liquefied natural gas (LNG) storage facility, which would be located in an abandoned quarry in the town of Epping. This facility would store low-cost natural gas that was purchased during periods of low-demand, which would be used to serve customers when demand and prices increase.

This storage facility would provide customers with increased reliability and reduced exposure to high natural gas prices in winter.

Granite Bridge would allow for expanded natural gas service to areas along Route 101 that are currently unserved. Based on initial estimates, Granite Bridge would create 330 full-time construction jobs. Liberty Utilities has entered into a labor agreement with the New Hampshire Building Trades Council to maximize the use of local, New Hampshire labor throughout construction.

## Agriculture

Agriculture and farming are thriving in the CEDS region as interest in eating locally grown food continues to increase. Consumers have many options for purchasing locally grown and produced food products, including summer and winter farmers' markets, mobile markets, community gardens, farm stands and Community Supported Agriculture (CSA) shares. Several farms in the region enables consumers to purchase food via a mobile app, allowing shoppers to select farm fresh food and a variety of pickup or delivery options.

An inventory of farming in the CEDS region is provided by the

2017 USDA Census of Agriculture, released in April 2019. The Census of Agriculture is conducted once every five years and is a complete count of U.S. farms and ranches and the people who operate them. Demographic information is available at national, state, and county levels.

Information about farms in the CEDS region and New Hampshire is included in the table below. It is interesting to note that the Census recorded Rockingham County as having the most acres in orchards in the state, 560 acres. Hillsborough County ranked first in the state in the number of farms producing potatoes, with 37 farms.

	New Hampshire	Rockingham County	Hillsborough County
Number of Farms	4,123	618 (#1 in NH)	605 (#2 in NH)
Acres	425,393	32,231	44,216
Average farm acreage	103	52	73
Median farm acreage	35	16	25
Market value of agricultural products sold	\$187,794,000	\$18,773,000	\$22,398,000
Farms with young producers (less than 35 years old)	456	87 (#1 in NH)	56
Farms with new and beginning producers (ten or fewer years of farming experience)	1,415 (#8 in U.S.)	214	256 (#1 in NH)



SAMM Van. Photo courtesy of Seacoast Eat Local.

## Spotlight: SAMM Van – Seacoast Eat Local's Seacoast Area Mobile Market

SAMM, the Seacoast Area Mobile Market, is the first mobile market program of its kind in New Hampshire. The goal of SAMM is to provide access to locally grown and produced food in communities in the region that may lack farmers' markets of their own, have high concentrations of low-income residents and



residents at risk for food security, or have a reportedly high number of residents with lack of access to consistent means of transportation. SAMM is committed to increasing the number of sustainable agricultural businesses in the region and strengthening the local farm economy. SAMM also works with employers in the region interested in providing employees with convenient access to local food by bringing the van to area businesses. SAMM is operated by Seacoast Eat Local with funding from Harvard Pilgrim Health Care and the NH Charitable Foundation. [www.seacoasteatlocal.org/samm/](http://www.seacoasteatlocal.org/samm/)

## NEFS Sector 11 Allocation

Fish	TAC 2018 (lbs)	Actual Landings 2018 (lbs)	% Harvested 2018	Initial TAC 2019 (lbs)	2019 TAC % Change
Gulf of Maine Cod	94,346	62,080	66%	97,958	4%
Gulf of Maine Winter Flounder	17,419	4,520	26%	16,668	-4%
Gulf of Maine Haddock	607,092	32,415	5%	525,797	-13%
White Hake	316,702	255,379	81%	271,427	-14%
American Plaice	44,656	23,982	54%	54,966	23%
Pollock	7,407,110	557,724	8%	7,342,882	-1%
Witch Flounder	13,649	10,646	78%	31,139	128%
Redfish	435,113	14,658	3%	470,057	8%
Gulf of Maine Yellowtail	29,551	17,896	61%	22,128	-25%
Totals	8,965,668	979,300	11%	8,833,022	-1%

TAC: Total Allowable Catch

Source: NH Fisheries Sector 11 Management Report.  
Note: 2018 Actual Landings for 11 months; year ends April 20, 2019.

## NH Fisheries

The NH Fishing Industry is entering its tenth year under the Northeast Marine Fisheries Service (NMFS) implemented Amendment 16 to the Northeast Multispecies Fisheries Management Plan (FMP). The above chart shows the Total Allowable Catch (TAC) for 2018 and the actual landings through 11 months of fishing. As can be seen, fishermen have only caught 11% of their TAC, but have caught 66% of their cod quota. As previously reported, low overall landings are caused by the fact that cod quota is being reached and limiting fishermen's ability to catch other species. Personal reporting from fishermen also indicated that pollock, which has a very large quota, are just not showing up like in years past. The table also shows the proposed 2019 TAC and overall the numbers have changed very little with a 1% reduction from 2018. A bright note is that witch flounder (commonly known as gray sole) TAC is up by 128% and fishermen did catch 78% of their quota of this high value fish.

In the last four CEDS, REDC has reported on the decrease in allowable catch of the locally important groundfish species. Groundfish is a loose term that covers many of that fish the local fishermen catch, including cod, haddock, pollock, redfish, yellowtail flounder, and others. As reported, the allowable quota for these fish has decreased by over 90% over the last eight years. As a result, many fishermen have gotten out of the industry, while some have remained and struggled to adjust to these strict measures and entered a market sharing system whereby fishermen buy quota from other permit holders to allow them to continue fishing.

There are efforts, however, to adapt to the limited available catch of groundfish by seeking better pricing through direct-to-consumer marketing, trying out aquaculture as an alternative form of income from the sea and shifting to alternative species. This year's report will discuss some of these alternative approaches.



NH Community Seafood Manager Andrea Tomlison and Fisherman Tommy Lyons. Photo courtesy of New Hampshire Community Seafood.

### New Hampshire Community Seafood

New Hampshire Community Seafood (NHCS) is a for-profit, multi-stakeholder cooperative formed in 2013. The purpose of the cooperative is three-fold: to connect local fishermen and local seafood consumers, to return a larger price to commercial fishermen for their catch by selling direct to consumers, and to promote consumption of under-utilized species, such as monkfish, king whiting, and dogfish. Shareholders are comprised of 15 NH fishermen and 300 consumers. Fish are sold direct to consumers through a Community Supported Fishery (CSF), which is very similar to the more well-known Community Supported Agriculture (CSA). In the CSF, consumers sign up and pre-pay for weekly shares of fish. Options include 8-week, 16-week, and 32-week terms at one-half, one, and two pound quantities. NHCS has had as many as 550 members ordering shares in a season.

Entering its seventh year, the organization is managed by Andrea Tomlison and overseen by a board of fishermen, a UNH Cooperative Extension agent, and a community member. The organization has established 18 pickup sites around the state and has also signed up area restaurants through a similarly model Restaurant Supported Fishery (RSF). Two years ago, NHCS added lobsters, to the shares and added locally sourced scallops and oysters, as a weekly add-on option. The

shellfish addition has gone so well that a full share of shellfish is being added as an option for consumers this year. NHCS buys fish from local fishermen at \$0.50/lb above the daily market rate. Fish are processed in NH by Tristate Seafood in Somersworth and distributed within 1-2 days of landing to the 18 pickup locations. Each week, consumers receive a different species of fish along with recipe suggestions. Last year Ms. Tomlison ran a consumer recipe contest on Facebook. Consumers submitted their individual recipes and a winner was selected each week. In 2018, NHCS bought about 50,000 pounds of fish from local fishermen. Although this only represents about 10% of last year's landings, the program returned about \$25,000 more to fishermen than selling to out of state wholesalers.

### Isle of Shoals Mariculture

Isle of Shoals Mariculture is a new mussel venture owned by two NH fishermen, Vinnie Prien and Pete Flannigan. UNH conducted several years of research on long-line mussel culture and the commercial fishermen used that research to form a commercial venture, get an offshore aquaculture permit, and set out long-lines for culturing mussels. The fishermen were interested in developing an additional source of revenue using their fishing infrastructure and know-how. For several years the fishermen had initial success with their longlines in getting natural sets of seed (larval mussels are free-floating and settle on the long-lines) and growing through the first year. However, when the fishermen returned to the lines after the winter for three years in a row, all their lines were bare. After investigation and work with the UNH Cooperative Extension, it was determined that a local sea duck, the common eider, was feeding on the mussels during the winter and stripping the lines of the men's' product.

Isle of Shoals Mariculture and the UNH Cooperative Extension were awarded a grant to conduct research to prevent eider duck predation of the mussels. The team deployed the seeded lines with protective mesh sleeves of different material. Initial results have been very positive and this spring/summer, the fishermen hope to harvest and sell their first successful production of mussels. Long-line mussels are graded very highly

for their full meat content and cleanliness. These mussels should get a high price in the market and provide local fishermen with another revenue source to offset reductions in landings of wild harvested fish.

### Gillnetting for Monkfish

Gillnetting is an important form of capturing groundfish locally. Fishery nets are set along the bottom of the ocean, and fish swim into the invisible mesh and are caught around the head. It is considered a fairly selective fishery based upon the size of the mesh that fishermen use. Local gillnetters, including Geordie King who operates the fishing vessel Ocean Pride, have developed a technique to target monkfish, a high-value, firm meat fish that is separately regulated from the overall groundfish quota system. Fishermen who have a commercial groundfish permit can also buy a monkfish permit. There are five classes of monkfish permits, determined by vessel size. These permits can allow fishermen to ground fish with some of their gear and target monkfish only with other gear. Fishermen use a very large 12-inch mesh size that lets most fish swim through except for the very large headed monkfish. Geordie reports that strings of

monkfish netting catch almost nothing but monkfish, and because of the large mesh size, catch mostly large monk, which is a sustainable method of harvesting the fish. The large head of a monkfish has no edible meat, but the body that resembles just a tail is made up of a firm white meat and that has been called "the poor man's lobster", because the texture resembles lobster meat. Monkfish have become very popular, driving the price up. Monk "tails" can sell for \$2 to \$3 per pound compared to the average price of groundfish at about \$1.00 to \$1.50 per pound so this valuable fish can be a very beneficial add-on to a commercial fishermen's catch strategy.

NH commercial fishermen have struggled for nine years with the severe catch limits. Hopeful that someday commercially important fish stocks will rebuild if they limit their catching efforts now, fishermen are seeking creative ways to augment their reduced groundfish income with innovative strategies like the ones reviewed in this section. There is a glimmer of hope that these strict catch limits are having a positive effect as grey sole, haddock, and to a very small extent, cod, have shown signs of recovery. When cod stocks strongly rebuild, our NH fishermen may be able to return to the days of regular profitable fishing. Until then the NH CSF, aquaculture, and targeting alternative species may help the fishermen survive.



Medium Size Monkfish. Photo courtesy of New Hampshire Community Seafood.

## Tourism

Travel and tourism are vital industries in the CEDS region. Tourism is New Hampshire's second largest industry after manufacturing, with approximately 40 million travelers visiting the state annually, generating approximately \$5.5 billion in spending.

Tourism is a broad term that encompasses hotels, resorts, restaurants, retail, and arts and entertainment. Factors impacting tourism include weather, gas prices, and currency exchange rates. The NH Department of Resources and Economic Development's Division of Travel and Tourism provides the New Hampshire Travel Barometer, a series of reports intended to provide



## Sustainable Living

benchmarks and indicators for travel and tourism trends throughout the state. Reports are available for counties and regions for each of the four seasons.

The New Hampshire Travel Barometer for 2017, the most recent annual report available, lists the following impacts of travel and tourism for the state:

- Total direct travel spending in NH was over \$5.5 billion, an increase of 2.8% over 2016;
- Direct travel-generated employment was 47,900 in 2017, an increase of 1% over 2016; and
- Direct travel-generated earnings were almost \$1.4 billion, an increase of 2.2% in 2016.

<http://www.deanrunyan.com/NHTravelImpacts/NHTravelImpacts.html>

The New Hampshire Travel Council is an independent organization of tourism professionals advocating for the state's travel and tourism industry. The council organizes the annual Governor's Conference on Tourism and produces a monthly newsletter for members, The New Hampshire Tourism Insider. The April 2019 conference highlighted innovation in the tourism industry, including creating social media campaigns designed to increase visitor spending.

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

## Cultural & Recreational Amenities

### State Parks

New Hampshire has 93 state park properties, with 15 located in the CEDS region:

- White Island Historic Site, Isles of Shoals – wildlife viewing, picnicking
- Fort Constitution Historic Site, New Castle – historic site, picnicking, fishing
- Fort Stark Historic Site, New Castle – historic site, picnicking, fishing



Hampton Beach, Hampton NH. Photo by Jenna Anand.

- Wentworth-Coolidge Historic Site, Portsmouth – historic home, picnicking, fishing
- Odiorne State Park, Rye – biking, picnicking, boat launch, fishing, Seacoast Science Center
- Jenness State Beach, Rye – swimming, picnicking
- Rye Harbor State Park, Rye – fishing, picnicking, boat launch
- Wallis Sands State Park, Rye – swimming, picnicking
- North Hampton State Beach, North Hampton – swimming, picnicking
- North Beach, Hampton – swimming, picnicking
- Hampton Beach State Park, Hampton – RV camping, swimming, picnicking, fishing
- Kingston State Park, Kingston – swimming, fishing, picnicking
- Taylor Sawmill Historic Site, Derry – historic site, picnicking, Ballard State Forest
- Pawtuckaway State Park, Nottingham – cabin/tent camping, biking, fishing, canoeing/kayaking, swimming, hiking
- Robert Forest Farm, Derry – historic site, picnicking, trails, interpretative programs

These parks provide a variety of recreational opportunities for all ages and abilities, and include beaches on the ocean and alongside lakes, campgrounds, historic sites, waysides, natural areas, and trail systems.

## 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 council offers grants, programs, and services guided by the New Hampshire State Council on the Arts Strategic Plan 2019-2021. Plan goals include partnering with New Hampshire's tourism industry

to develop greater awareness of the state's cultural assets, investing in the perpetuation of traditional arts and folklife, and investing in arts education. Grants are awarded through a combination of state funds and federal funds from the National Endowment for the Arts.

In 2017, the State Council of the Arts awarded grant funds to municipalities, organizations and individuals for several projects in the CEDS region, including the Prescott Park Arts Festival, Portsmouth Music and Arts Center, American Independence Museum in Exeter, Granite State Arts Academy in Salem, traditional arts apprenticeships in music in Hampton, stained glass window restoration in Windham, music programs in the Nashua School District, Symphony NH in Nashua, and a family art program at Dartmouth-Hitchcock in Nashua for individuals living with HIV and their families. <https://www.nh.gov/nharts/index.html>



## Spotlight: Art Up Front Street Studios and Gallery

Art Up Front Street studios and Gallery (AUFS) is Exeter's first collective of working artists' studios and gallery for painters, designers, illustrators, print makers, assemblage artists, and creatives. AUFS was created in 2016 after the owners purchased a building that was the former teen center in the town, located at 120 Front Street in Exeter. The space was then divided into individual artist studio units, for up to nine artists to work side-by-side. There is also a gallery and performance space, where monthly art receptions are held, as well as community events, lectures, classes, open mics for writers and musicians, and figure drawing sessions. [www.artupfrontstreet.com](http://www.artupfrontstreet.com)

Photos courtesy of Art Up Front Street Studios and Gallery.



# Background Conditions

## Changes in the Region

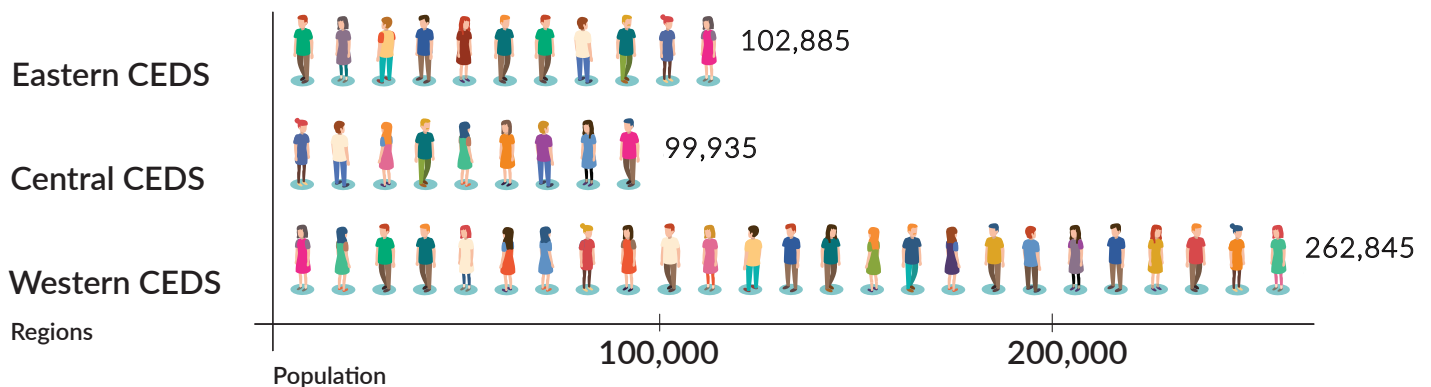
Since the publication of the 2018 CEDS update, new demographic and economic data for the region, state, and country has become available. The purpose of this section is to provide an annual update of the best available data, which generally is no more than one to two years old, depending on the source. In addition, the new data has been incorporated into the appropriate data tables found in the Appendix. Specifically, updated or supplementary information had been added in the areas of population, housing price data, rental data, foreclosures, employment, unemployment, wage data, employment reductions from layoffs, property valuations and tax rates, 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

## 2017 Annual Population Estimates



Source: NH Office of Strategic Initiatives

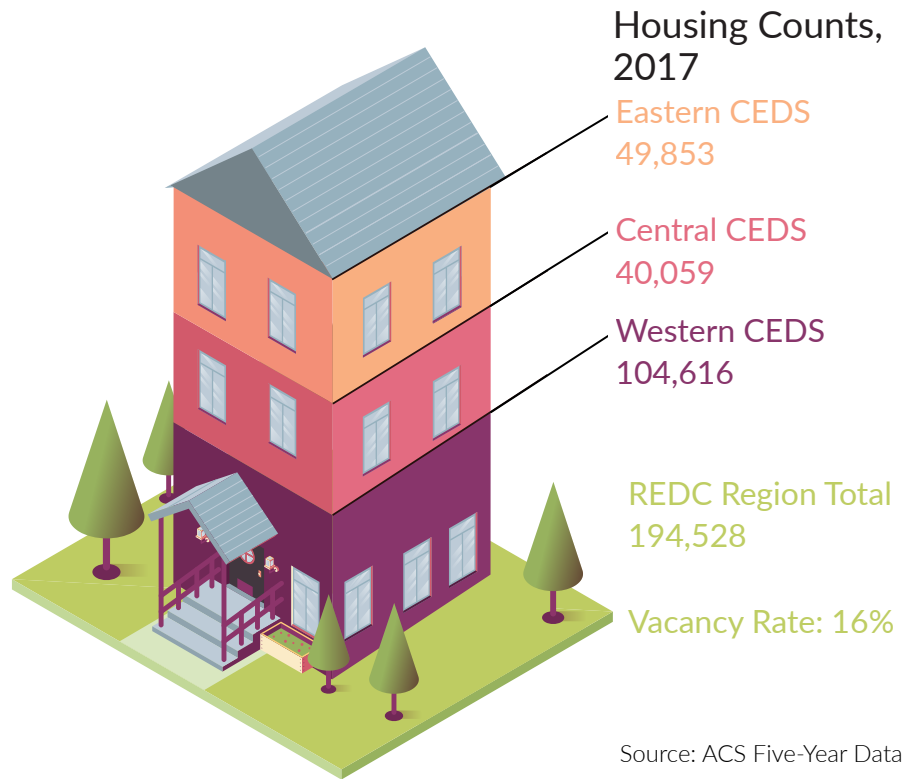


time of writing this document, the NH OSI 2017 population estimates are the best available information.

The 2017 estimates are provided in Table A-1 of the Appendix. These figures are an estimate for July 2017. According to the estimates, the REDC region was home to 465,665 persons in 2017 and experienced an estimated net growth of 3,961 individuals between 2016 and 2017, which is roughly double the increase in individuals from 2015 to 2016. Overall, one-year growth rates were up across the region and state, although still relatively low and hovering at or below 1%, while only two communities experienced a population decrease. As a comparison, the U.S. one-year population growth from 2016 to 2017 was 0.8%. With an increase of 1,187 persons (1.2%), only the Eastern subregion had an annual growth rate of more than 1%.

According to Carsey School senior demographer Kenneth Johnson, from 2016 to 2017, NH experienced the largest population gain for the state since 2005, with the bulk of the increase to migration, rather than natural causes. “Births in New Hampshire only minimally exceeded deaths and thus contributed little to the population gain,” Johnson writes in his 2018 study. About 900 more births than deaths occurred during that time period, he found. The biggest change was in the 20-29 age cohort, which experienced an annual gain of 1,200 persons from 2013 and 2017, compared to an average loss of 1,500 annually from 2008 to 2012.

Within the REDC region, the largest concentration of persons resides within the Western subregion. In 2017, 56% of the region’s citizens, or 262,845 persons, lived within the Western subregion. The Eastern and Central subregions split the remaining population, with 102,885 (22%) persons in the Eastern subregion and 99,935 (21%) in the Central subregion. The ratio of population remains unchanged from previous years.



## Housing Counts

Starting with the 2012 data, REDC uses the American Community Survey 5-year data for reporting on housing stock estimates. Table B-1 of the Appendix lists housing estimates for 2015 through 2017 (the most recent years available).

In 2017, there were 194,528 total housing units within the REDC region, with 54% of those units within the Western subregion (104,616 units). This correlates to the population data, discussed above. The Eastern subregion follows with 49,853 units (26%) and finally the Central subregion with 40,059 units (21%). For the first time in two years, the housing stock in the Eastern subregion increased, up 777 units (2%).

What continues to stand out in the 2017 data is the higher than average percent of vacancies in the Eastern subregion when compared to the REDC region (11% for Eastern, 6% Central, 4% Western). It is possible that the elevated rate of vacancies in the Eastern subregion is due to the seasonal nature of the Seacoast. Coastal communities such as Hampton, New Castle, Rye, and Seabrook have higher vacancy

## Background Conditions

### Median Sales Price for REDC CEDS Counties



Rockingham County  
330,000  
Up 5% from 2017

**Both counties in  
the REDC region  
were the only two  
above the state  
median sales price of  
\$254,000.**



Hillsborough County  
\$265,000  
Up 6% from 2017

Source: NH Housing

rates than the surrounding communities. These communities experience high volumes of summer rentals and seasonal residencies, possibly contributing to a higher than average vacancy rate. However, the entire REDC region fares better than the state, which had a vacancy rate of 16% in 2017.

## Housing Sales and Purchase Prices

NH Housing Finance Authority (NHHFA) compiles a housing purchase price database annually for new and existing homes, condominium, and non-condominium sales. Summarized results from 2018 for all counties in the state are presented in Table B-4 of the Appendix. In addition, individual community results for REDC region and counties covering the 12-month period from January 2018 to December 2018 are presented in Table B-5.

Based on the sales data across NH for 2018, the average sale price of a home (new or existing) increased when compared to 2017 values, by 6% or \$14,000. Generally, sale prices were up across the state in 2018, with an increase in the average price for each county.

In 2018, the highest median sales price for all homes was once again in Rockingham County, with an average cost at \$330,000, up \$16,000 or 5% from 2017. The second highest median sales price was once again in

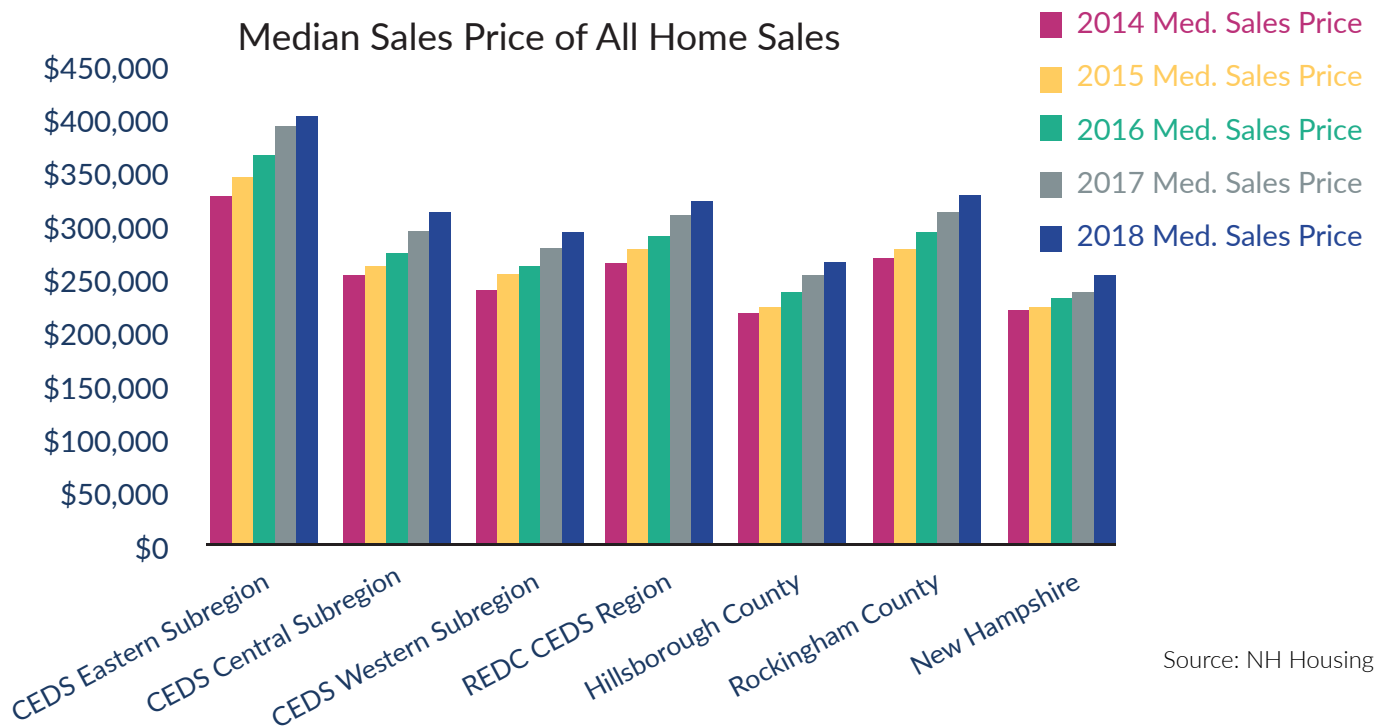
Hillsborough County at \$265,000, which is a 6% (\$15,000) increase from 2017. Both counties in the REDC region were the only two above the state median sales price of \$254,000, but with Hillsborough and Rockingham Counties contributing 51% of all home sales in the state, this is not surprising.

Overall, sale prices are up an average of 15% for the state from 2013 to 2018, with Rockingham County prices increasing 23% and Hillsborough County prices up 18% during the same period.

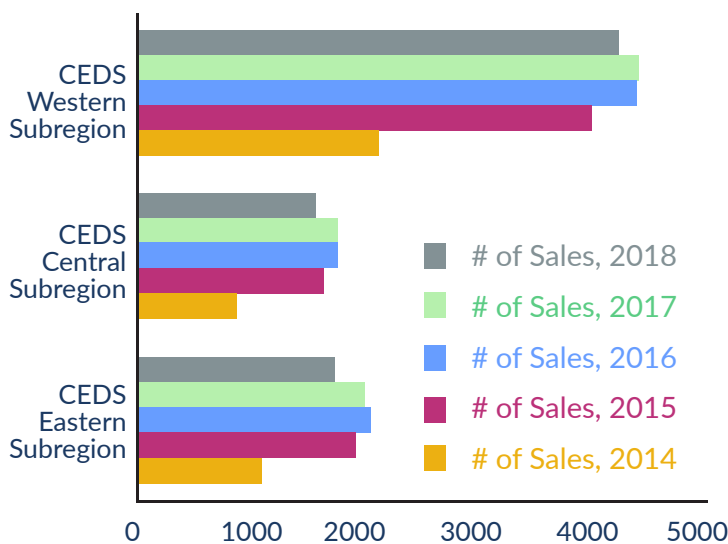
When looking at the towns and cities that comprise the REDC region, the median transaction price for all homes in the region was \$322,818 up 4% from 2017. In 2018, the highest median price for all sales was once again recorded in the town of New Castle at \$765,000 for 16 transactions. During the same period, the lowest median price was recorded in Plaistow at \$245,000 for 137 transactions. During 2018, the average transaction price for a home sale was largest in the Eastern subregion, followed by the Central and Western subregions. At \$403,015, the average sale price for all homes in the Eastern subregion was over \$88,000 greater than the average sale price in either of the other two regions (\$314,465 in the Central subregion, \$293,171 in the Western subregion). It should be noted that calculations based on sample sizes less than 50 are considered highly volatile, and only 81% of the REDC region communities reported at least 50 sales during 2018, with the bulk of the

under-represented sales (seven of the eight), coming from communities in the Eastern subregion. Note, the REDC regional and subregion totals are based on weighted averages of all reporting communities.

A comparison of all home sale prices from 2014 to 2018 within the various subregions, counties, and the state is shown below. The chart shows how the average home prices have steadily increased across all over the past five years.



## Total Number of Home Sales, 2018



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 2018 increased 190% from 2017 in Hampton Falls; however, the sample size was only one sale. 31 of the communities in the REDC region had ten or fewer new home sales during 2018; and no communities had over 50 new home sales during the past year. Looking at the five-year trend from 2013 to 2018, new home sale prices were up about 30% in the REDC region and 25% for the state.

While prices continue to go up, total sales were down in 2018 across the state and region. The NHHFA reported there were 22,483 sales across the state, which is a 6% decrease from 2017. Within the REDC region, 7,581 sales were completed during 2018, down about 8% (665 sales) from the previous year. Although this is the second year of decrease in sales



## Background Conditions

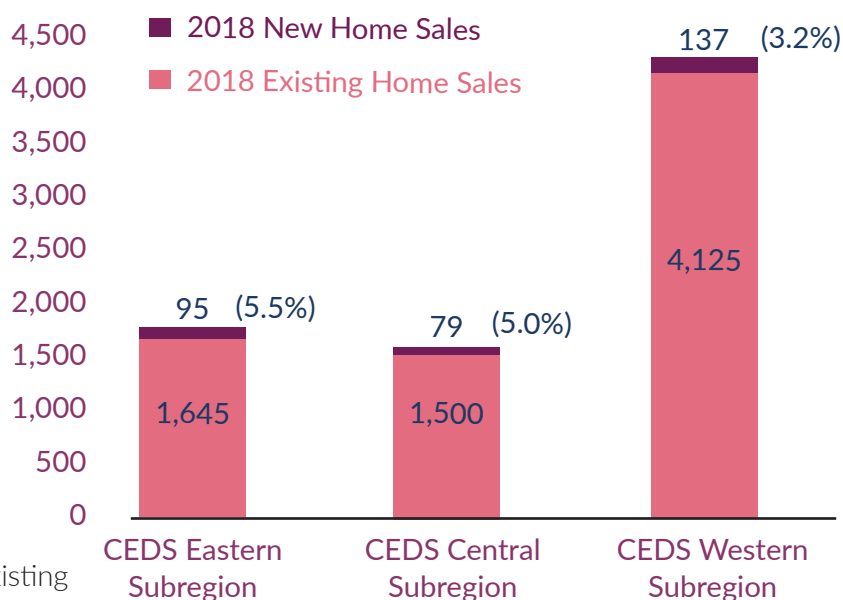
for the region, the total number of sales for 2018 remains high and is roughly 1.8% higher than the total sales from 2014.

Breaking out the numbers within the REDC region, the Eastern and Central subregions saw the largest percent decrease in sales. The Eastern subregion experienced a decrease of 277 sales (14%) from year to year, and the Central subregion was down 12% (211 sales). The Western subregion witnessed the smallest decrease in total sales during 2018 as compared to 2017, with total down only 177 homes (4%).

Of the total sales reported in 2018 for the REDC region (7,581), 96% (7,270) were of existing homes and only 4% (311) were new construction. The percentage of new home sales is marginally less for the state overall, with approximately 3% of all home sales being new homes. This is the same percent of new home sales during the previous two years. While 34% of all home sales for the state fall within the REDC region, it is interesting to note is that during 2018, 48% of all new homes sold in the state of NH were located within the REDC region.

In 2018, 56% of all home sales for the REDC region were made in the Western subregion, where the population is most dense. The chart above shows the distribution of each type of home sales (new and existing) that make up the total number of home sales within each REDC subregions. The Western subregion had the greatest number of sales during 2017 (4,262 sales), followed by the Eastern (1,740 sales) then Central subregions (1,579 sales), this stands to reason since the largest population and available housing stock is within the Western subregion. In all three subregions, the sale of existing homes far outpaces that of new construction. During 2018, the Eastern subregion had a larger percentage of new construction sales (5.5% new to 94.5% existing homes) when compared to the other two subregions. At 95 new homes sold, the Eastern subregion held 31% of new home sales in 2018, while it only held 23% of all homes sold in the region for that year.

### Distribution of Home Sales for 2018, by Subregion



Source: NH Housing

## Housing Rental Prices

In addition to housing sales data, the NH Housing Finance Authority 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 2018, the highest average monthly rental prices continue to be found in the CEDS Eastern subregion at \$1,391 per month, with the highest average rental cost in Newfields at \$1,987 and the lowest average rental cost in Stratham at \$955. The Central subregion rates ranged from \$760 to \$1,925 per month, while the Western subregion prices ranged from \$1,038 to \$1,566 per month. The table on page 37 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 NHHFA's 2018 Residential Rental Cost Survey, rising rental costs and low vacancy rates continued to be the trend of most of the state in 2018. The statewide average monthly rent increased from \$1,143 to \$1,177 between the 2017 and 2018 survey. Hillsborough County saw a 5.2 percent increase from \$1,280 to \$1,346. Rockingham County, on the other hand, saw a small decrease in average rental price from \$1,268 to \$1,245. Average monthly rent in Rockingham and Hillsborough County remain higher than the statewide average and the two highest of New Hampshire counties. Building permits for multi-family housing improved in 2018, but vacancy rates remain low across the state (2.1 percent for all units) and in Rockingham (0.8 percent for all units) and Hillsborough (1.4 percent for all units) counties. Supply of rental units continues to be a problem across the state and in the seacoast region.

## Average Monthly Rental Rates

TOWN/AREA	2012	2013	2014	2015	2016	2017	2018
CEDS Eastern Subregion Average	\$1,321	\$1,336	\$1,276	\$1,346	\$1,471	\$1,535	\$1,391
CEDS Central Subregion Average	\$1,051	\$1,042	\$1,346	\$1,104	\$1,165	\$1,182	\$1,109
CEDS Western Subregion Average	\$1,081	\$1,097	\$1,166	\$1,240	\$1,217	\$1,266	\$1,309
REDC CEDS Region Average	\$1,117	\$1,134	\$1,104	\$1,185	\$1,269	\$1,314	\$1,243
Hillsborough County Average	\$1,067	\$1,054	\$1,228	\$1,073	\$1,214	\$1,280	\$1,346
Rockingham County Average	\$1,070	\$1,099	\$1,240	\$1,163	\$1,241	\$1,268	\$1,245
State of NH Average	\$1,005	\$1,018	\$1,183	\$1,069	\$1,113	\$1,143	\$1,177

Source: NH Housing

- Notes: 1) Rental prices are average as reported by each community for all rental units, regardless of size.  
 2) The subregion averages are based on the average monthly rental rates for those towns reporting rates.  
 3) A comparison of rental rates from year to year for the REDC region and subregions cannot be made due to the fact that the towns reporting rates are not the same from year to year.  
 4) Calculations based on a sample size of less than 20 are highly volatile and not considered valid. Most communities in the REDC region have sample sizes of less than 20.

## Deed Foreclosures

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.

### Deed Foreclosures

Town/Area	2012	2013	2014	2015	2016	2017	2018	Year-to-Year Change 2017 -2018	
CEDS Eastern Subregion	157	103	85	71	59	38	18	-20	-53%
CEDS Central Subregion	291	212	184	160	134	118	52	-66	-56%
CEDS Western Subregion	671	456	324	281	237	184	102	-82	-45%
REDC CEDS Region	1,119	771	593	512	430	340	172	-186	-49%
Hillsborough County	1,100	776	535	493	436	334	200	-134	-40%
Rockingham County	726	511	398	354	284	239	107	-132	-55%
New Hampshire	3,659	2,702	2,074	1,724	1,555	1,305	860	-445	-34%

Source: The Warren Group via New Hampshire Housing

# Background Conditions

After an increase in the number of foreclosures in the REDC region and state from 2011 to 2012, the table demonstrates that there has been a steady decrease in foreclosures through 2018, reaching a seven-year low. Overall, the number of foreclosures was down 49% in the REDC region from 2017, and down 85% from the high in 2012. During this same period, New Hampshire experienced a 76% decrease in foreclosures. In 2018, the largest number of foreclosures occurred in the Western subregion, which is expected since it also has the largest housing stock in the region.

## Employment and Wages

Hillsborough and Rockingham Counties continue to be the hub of employment for the state of New Hampshire. Adding a combined total of 40 new places of employment in 2017, the two counties combined reported 21,557 establishments, which is 46% of the state's total. Additionally, the two counties had an average annual employment of 350,799 jobs in 2017, which is 54% of the state total. This is an increase of 4,144 jobs from 2016 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 2017, the latest available from the Labor Market Information Bureau of the NH Department of Employment Security.

As in years past, in 2017, the retail trade industry (NAICS Codes 44-45) supported the largest number of jobs in Rockingham County at 25,798, a slight decrease of 222 jobs, and healthcare and social services (NAICS 62) provided the most employment in Hillsborough County, with 29,696 positions, an increase of 850 jobs. In Rockingham, retail supported 17% of all employment, followed by health care (16,617 jobs), which supplied 11% of employment. Manufacturing (NAICS 31-33) jobs rounded out the top three employment sectors with 10%, or 15,206 jobs, of the available employment in 2017. Meanwhile in Hillsborough County, healthcare supported 15% of all employment during 2017, followed by retail with 27,955 jobs at 14%, and manufacturing (25,553 jobs) at 13%. There has been little variation in the types and numbers of these top categories of employment over the past few years.

### Rockingham County Jobs



Retail 17%



Heathcare 11%



Manufacturing 10%

### Hillsborough County Jobs



Heathcare 15%



Retail 14%



Manufacturing 13%

Source: NH Department of Employment Security



Table C-3: Employers, Employment & Wages by Community in the Appendix looks at similar data for establishments, employment, and wages but at a town level rather than by industry class, for the most current two years of data. A summary of that information for the region, counties, and state is provided the table, below.

Overall, employers and employment were down across the REDC region, while wages increased from 2016 to 2017.

During this period, the REDC region lost 216 jobs and 176 establishments, with the bulk of the reductions in the larger Western subregion. This subregion experienced a loss of 556 jobs and 159 establishments, outweighing any gains made by the other subregions. Once again, the Eastern subregion experienced the largest net increase in jobs, growing 259 jobs from 2016 to 2017, which is a mere tenth of the job growth during the previous year. The Central subregion is the only subregion to have a net increase in establishments, up 19 units, just under a 1% gain from the previous year.

## Annual Establishments, Employment Counts, and Weekly Wages

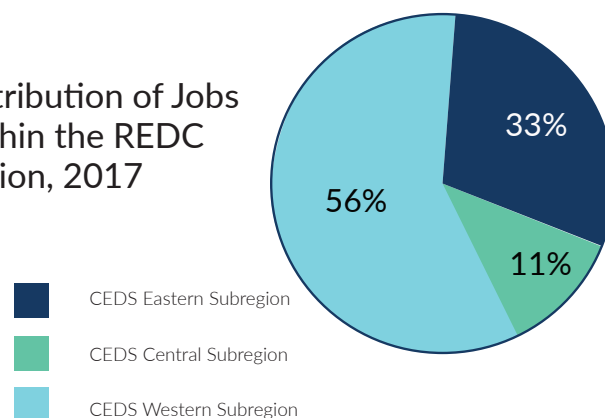
Town/Area	2016			2017		
	Establishments	Avg. Annual Employment	Average Weekly Wage	Establishments	Avg. Annual Employment	Average Weekly Wage
CEDS Eastern Communities	4,793	74,683	\$958	4,757	74,942	\$1,017
CEDS Central Communities	2,220	24,866	\$815	2,239	24,947	\$854
CEDS Western Communities	7,628	130,172	\$1,064	7,469	129,616	\$1,094
REDC CEDS Region	14,641	229,721	\$923	14,465	229,505	\$965
Hillsborough County	11,405	199,729	\$1,119	11,354	201,740	\$1,148
Rockingham County	10,112	146,926	\$1,009	10,203	149,059	\$1,041
New Hampshire	47,056	647,375	\$1,030	47,352	653,496	\$1,060

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.

The 42 communities that make up the REDC region contain 35% of all New Hampshire jobs. The large majority of those jobs (56%) are within the Western subregion, followed by 33% in the Eastern subregion and 11% within the Central subregion. In contrast, the distribution of establishments is 33% for the Eastern subregion, but 15% for the Central subregion and 52% for the Western subregion. The distribution of jobs and places of employment measured in percentages has not changed for the past several years.

### Distribution of Jobs Within the REDC Region, 2017



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

## Background Conditions

### Weekly Average Wages Paid By Employers In:



NH	\$1,060
REDC Region	\$965
Eastern CEDS	\$1,017
Central CEDS	\$854
Western CEDS	\$1,094

Source: NH Employment Security, Economic & Labor Market Information

Tables C-3 and C-5 in the Appendix include weekly wage information in addition to the employer and employment data already discussed. The Appendix tables show changes in numbers of employers, employees, and average wages from 2016 and 2017. REDC presents the data for each community within the REDC 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 average weekly wage for the REDC region increased by \$42 per week, up over 4.5% from 2016 to 2017. This represents a jump in the increase in weekly wages, similar to but greater than the increases on the county and state levels. Weekly wages were up \$30 per week across the state.

The Western subregion continued to pay the highest average weekly wage at \$1,094 per week in 2017, which is a \$30 or 2.8% increase from the prior year. With an increase of over 6% from 2016 to 2017, the Eastern subregion is gaining ground on the Western subregion. The average weekly wage in 2017 was \$1,017 in the Eastern subregion. And although it witnessed a 4.8% increase, the Central subregion continued to pay the lowest weekly wage at \$854.

Although the REDC region is doing fairly well in terms of employment and wages, on a whole, the region makes less than the state average wages. Only the Western subregion continues to have an average weekly wage above that of the state, yet even then, only three of the nine communities comprising the region are above the state's \$1,060/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 \$965/week, the REDC region's average weekly wage is approximately 10% less than the state average.

Within the REDC region, the highest average wage rate in 2017 was in the town of Merrimack at \$1,828 weekly, followed by North Hampton at \$1,583 weekly. The lowest average weekly wage during 2017 was for employees working in the town of Epping at \$650 per week.

Looking back at Table C-2, which breaks out wages by industry, in 2017, the highest weekly wages in Hillsborough County was in the Finance and Insurance sector (\$2,451 per week) and in Rockingham County was in the Management of Companies sector (\$3,152 per week). In both counties, the lowest weekly wages were found in the Accommodation and Food Services sector, \$386 and \$415 per week for Hillsborough and Rockingham, respectively.

## Employment Projections

The NH Employment Security Economic and Labor Market Information Bureau (ELMI) provides employment projections for both industry and occupation. Projections for the years 2014 to 2024 were reported on in previous CEDS updates. In June 2018, the projections were updated for the years 2016 through 2026 on a state-wide level and broken out by regional planning commission.

Over the ten-year period from 2016 to 2026, total employment in New Hampshire is expected to grow by 6.1% with the estimated number of jobs growing

from 694,699 to 736,803. It is anticipated that there will be a loss of over 1,500 jobs in the Goods-Producing Industries, with the largest decrease in the Manufacturing sector, projected down 5.9% or 4,023 jobs. The much larger Service-Providing Industries is projected to add 40,529 jobs to the economy, growing by 7.3% over the course of the decade. A breakout of projected changes by sector is listed in the table below.

## New Hampshire Long-term Industry Projections 2016 to 2026

NAICS Code	Industry	2016 Estimated	2026 Projected	Numeric Change	Percent Change
	<b>Total Employment</b>	694,699	736,803	42,104	6.1%
	<b>All Goods-Producing Industries</b>	96,101	94,575	-1,526	-1.6%
11	Agriculture, Forestry, Fishing, and Hunting	2,021	2,129	108	5.3%
21	Mining	557	556	-1	-0.2%
23	Construction	25,450	27,840	2,390	9.4%
31-33	Manufacturing	68,073	64,050	-4,023	-5.9%
	<b>All Service-Providing Industries</b>	558,589	599,118	40,529	7.3%
22	Utilities	2,159	2,153	-6	-0.3%
42	Wholesale Trade	27,780	30,004	2,224	8.0%
44-45	Retail Trade	95,924	98,716	2,792	2.9%
48-49	Transportation and Warehousing	17,254	18,301	1,047	6.1%
51	Information	12,515	12,207	-308	-2.5%
52	Finance and Insurance	30,335	32,011	1,676	5.5%
53	Real Estate and Rental and Leasing	6,899	7,253	354	5.1%
54	Professional, Scientific, and Technical Services	33,894	38,528	4,634	13.7%
55	Management of Companies and Enterprises	8,868	9,513	645	7.3%
56	Administrative and Support and Waste Management Services	34,846	38,051	3,205	9.2%
61	Educational Services	63,372	65,234	1,862	2.9%
62	Health Care and Social Assistance	90,360	104,549	14,189	15.7%
71	Arts, Entertainment, and Recreation	11,590	12,601	1,011	8.7%
72	Accommodation and Food Services	58,139	62,993	4,854	8.3%
81	Other Services (Except Government)	25,136	27,016	1,880	7.5%
	<b>Government (1, 2)</b>	39,518	39,988	470	1.2%
	<b>Self-employed Workers</b>	40,009	43,110	3,101	7.8%

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

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

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

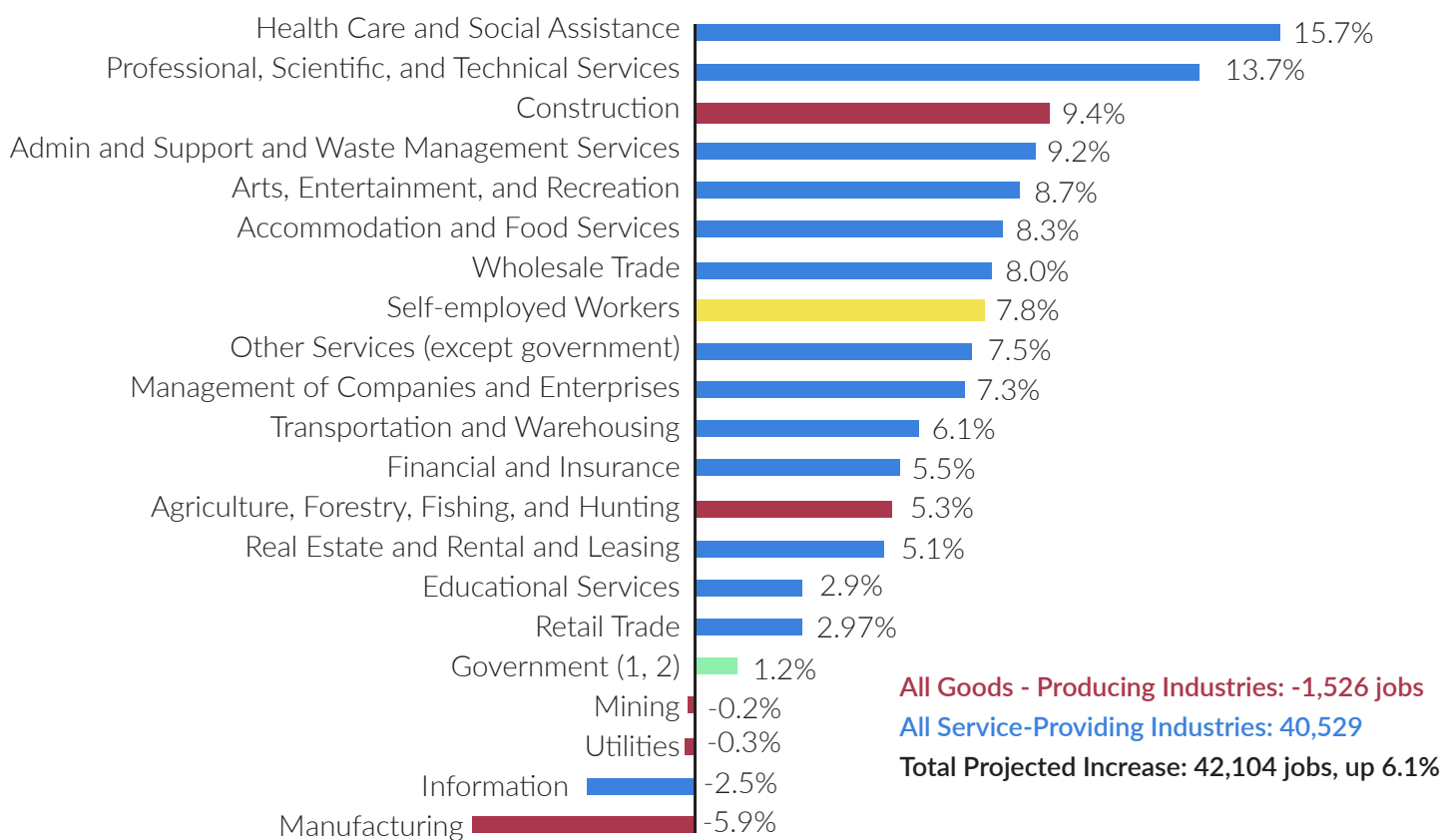


## Background Conditions

Between 2016 and 2026, most sectors are expected to increase in number of jobs. Other than the large decrease in the Manufacturing sector, there are projected job reductions in the Mining, Utilities, and Information sectors. The total loss of jobs projected in those sectors is 4,338 jobs. With a forecasted increase of 14,189 jobs, over one-third of all new employment is expected in the Health Care and Social Assistance sector. Approximately another third of new employment is projected in the Accommodation and Food Services sector (4,854 jobs), the Professional, Scientific, and Technical Services sector (4,634 jobs), and the Administrative and Support and Waste Management Services sector (3,205 jobs).

Examining growth on a percentage basis, the largest employment increases are projected in the Health Care and Social Assistance sector (15.7%) followed by Professional, Scientific, and Technical Services sector (13.7%), and the Construction sector (9.4%). For more detail on the projected percent increases for each job sector, see the chart below.

### New Hampshire Long-Term Industry Projections 2016-2026



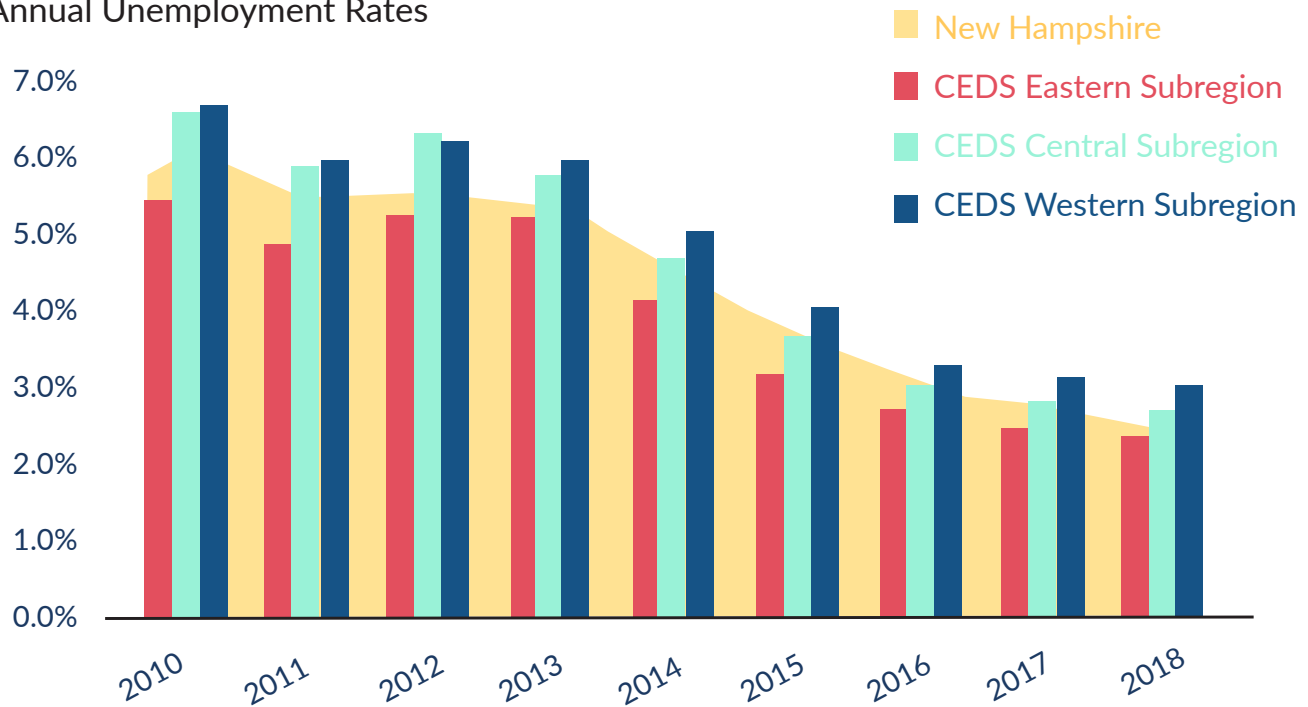
### Projected Percent Change in Number of Jobs

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

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

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

## Annual Unemployment Rates



Source: NH Employment Security, Economic & Labor Market Information Bureau  
 Note: Unemployment rates are not seasonally adjusted.

## Unemployment Rates and Trends

Table C-4 in the Appendix includes unemployment data from 2008 through 2018 for each of the REDC region communities. For the sixth year in a row, annual unemployment rates were down across the state and region, although the rate of decline has slowed, with average decreases less than 0.2 points in most parts of the region. In 2018, the annual unemployment rates for the region and state were at lows not witnessed since 2000, with average unemployment rates 1 to 2 points less than just a decade ago. The average unemployment rate of 2.6% for the REDC region in 2018 is down 0.1 points from 2017. The lowest average unemployment rate for 2017 was in the Eastern subregion (2.4%) and highest in the Western subregion (3.0%). A graphic representation of the recent decline in unemployment rates is above. Note that the regional and subregional data is an average of the individual communities and not an average based on population, therefore it is not a true weighted average. The chart outlines that only the Eastern communities consistently experience a lower unemployment rate than that of the state. And, as it has been for the previous several years, the

state of New Hampshire has an annual unemployment rate (2.5%) lower than both Hillsborough (2.6%) and Rockingham (2.8%) Counties.

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

## Background Conditions

As highlighted in the table, below, all the regional NECTAs showed a decrease in annual unemployment from 2016 to 2017, however, the rate of decline has slowed or even stopped. This continues a six-year trend of decreasing rates. For the fifth year in a row, the highest unemployment rate was found in the Pelham Town portion of the Lowell-Billerica-Chelmsform MA-NH NECTA. Yet even at a rate of 3.5% annual unemployment in 2018, the Pelham, NH NECTA was still less than the national annual unemployment rate of 3.9%. The Portsmouth NH-ME Metro NECTA, NH portion remained the strongest subarea with an annual unemployment rate of only 2.3% for 2018.

### Average Annual Unemployment Rates for the REDC CEDS Subregions NECTAs

	2013	2014	2015	2016	2017	2018	5 year change from 2013-2018	1 year change from 2017-2018
Manchester NH NECTA (change in composition in 2014)	5.1%	4.2%	3.3%	2.7%	2.6%	2.4%	-2.7%	-0.2%
Nashua NH-MA NECTA, NH Portion (change in composition in 2014)	5.5%	4.7%	3.8%	3.1%	3.0%	2.8%	-2.7%	-0.2%
Portsmouth NH-ME Metro NECTA, NH Portion (change in composition in 2014)	4.7%	4.0%	3.0%	2.5%	2.4%	2.3%	-2.4%	-0.1%
Pelham Town, Lowell-Billerica- Chelmsford MA-NH NECTA Division	7.2%	6.0%	4.7%	4.0%	3.7%	3.5%	-3.7%	-0.2%
Salem Town, NH Portion, Lawrence- Methuen-Salem MA-NH NECTA	7.6%	5.4%	4.3%	3.6%	3.6%	3.3%	-4.3%	-0.3%
Seabrook-Hampstead Area, NH Portion, Haverhill-Newburyport- Amesbury MA-NH NECTA Division (new in 2014)	n/a	5.3%	4.3%	3.5%	3.3%	3.2%	n/a	-0.1%
Raymond NH LMA (new in 2014)	n/a	4.2%	3.4%	2.8%	2.5%	2.5%	n/a	0.0%
Hillsborough County	5.4%	4.5%	3.6%	3.0%	2.8%	2.6%	-2.8%	-0.2%
Rockingham County	5.7%	4.7%	3.6%	3.0%	2.9%	2.8%	-2.9%	-0.1%
New Hampshire	5.3%	4.3%	3.4%	2.8%	2.7%	2.5%	-2.8%	-0.2%
New England	7.1%	5.9%	5.0%	4.1%	3.8%	3.5%	-3.6%	-0.3%
United States	7.4%	6.2%	5.3%	4.9%	4.4%	3.9%	-3.5%	-0.5%

Source: U.S. Department of Labor, Bureau of Labor Statistics; NH Employment Security, Economic & Labor Market Information Bureau  
Note: Rates are not seasonally adjusted.



## Monthly Unemployment Rates For Regional NECTAs

	March 2018	January 2019	February 2019	March 2019	change Jan-March 2019	change March 2018-2019
Manchester NH MetroNECTA	2.8%	2.7%	2.7%	2.6%	-0.1%	-0.2%
Nashua NH-MA NECTA Division, NH Portion	3.2%	3.1%	3.1%	3.0%	-0.1%	-0.2%
Portsmouth NH-ME MetroNECTA, NH Portion	2.6%	2.6%	2.5%	2.6%	0.0%	0.0%
Pelham Town, NH Portion, Lowell-Billerica-Chelmsford MA-NH NECTA Division	4.1%	3.8%	3.6%	3.5%	-0.3%	-0.6%
Salem Town, NH Portion, Lawrence-Methuen-Salem MA-NH NECTA Division	3.7%	4.1%	3.8%	3.7%	-0.4%	0.0%
Seabrook-Hampstead Area, NH Portion, Haverhill-Newburyport-Amesbury MA-NH NECTA Division	3.7%	3.8%	3.7%	3.6%	-0.2%	-0.1%
Raymond NH LMA	2.8%	2.9%	2.9%	2.8%	-0.1%	0.0%
Hillsborough County	3.1%	2.9%	2.9%	2.9%	0.0%	-0.2%
Rockingham County	3.1%	3.2%	3.1%	3.0%	-0.2%	-0.1%
New Hampshire	2.9%	2.9%	2.9%	2.8%	-0.1%	-0.1%
United States	4.1%	4.4%	4.1%	3.9%	-0.5%	-0.2%

Source: NH Employment Security, Economic & Labor Market Information Bureau  
 Note: Rates are not seasonally adjusted.

On a regional and national scale, New Hampshire fairs extremely well. At an annual average of 2.5% unemployment for 2018, New Hampshire's rate remained the lowest of the six New England states for a fourth year. New Hampshire's jobless rate continued to remain below the national average rate during 2018, at 1.4 points less than the U.S. average, and had the second lowest rate, tied with Iowa, on the national level behind Hawaii (2.4%).

Unemployment rates continued to decline during the first part of 2019. The table above shows the unemployment rates for the NECTAs, counties, state, and the U.S. for the first quarter of 2019. Each area has experienced a slight reduction in unemployment rates between the start of the year and the end of March 2019. Additionally, rates are the same as or slightly less than the rates one year ago.

# Background Conditions

## Labor Force

Table C-6 in the Appendix tracks civilian labor force data at the county and state level, along with the other New England states and is summarized for 2017 and 2018, below. Generally, there was a decrease in the unemployment rates for all states within New England from 2017 to 2018, the exception being Maine, which remained unchanged. With a rate of 4.1%, Connecticut and Rhode Island are the only two New England states with unemployment rates greater than that of the nation. Overall, the civilian labor force grew modestly in each New England state, with an average rate of 1.6% growth across New England. This slightly outpaced the growth of the labor force across the U.S., which grew 1.1% from 2017 to 2018. The total number of employed workers increased about 2% for the New England states, and the number of unemployed workers decreased approximately 9%, suggesting the creation of new jobs in the region. The U.S. experienced similar growth in employed workers and reduction in unemployed workers.

### Civilian Labor Force In The New England Region

Region / State	2017			
(in thousands)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)
New Hampshire	747	727	20	2.7
Connecticut	1,991	1,829	90	4.7
Maine	700	677	23	3.3
Massachusetts	3,657	3,521	135	3.7
Rhode Island	555	530	25	4.5
Vermont	345	334	10	3.0
New England	7,921	7,618	303	3.8
United States	160,320	148,834	6,982	4.4

Region / State	2018			
(in thousands)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)
New Hampshire	761.8	742.5	19.2	2.5
Connecticut	1905.3	1827.1	78.2	4.1
Maine	698.7	675.2	23.5	3.4
Massachusetts	3805.5	3678.4	127.0	3.3
Rhode Island	555.8	533.2	22.6	4.1
Vermont	346.1	336.8	9.2	2.7
New England	8071.1	7793.2	279.9	3.5
United States	162,075	155,761	6,314	3.9

Source: U.S. Department of Labor, Bureau of Labor Statistics

## Income and Poverty

The ACS collects data regarding income and poverty, and categorizes it by factors such as ethnicity, gender, age, family type, etc. For the purposes of the annual CEDS updates, REDC narrowed down the scope of data to look solely at the per capita income, since this is the factor that is often used in various reports and distress criteria. The ACS defines per capita income as the mean money income received in the past 12 months computed for every man, woman, and child in a geographic area. It is derived by dividing the total income of all people 15 years old and over in a geographic area by the total population in that area. 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).

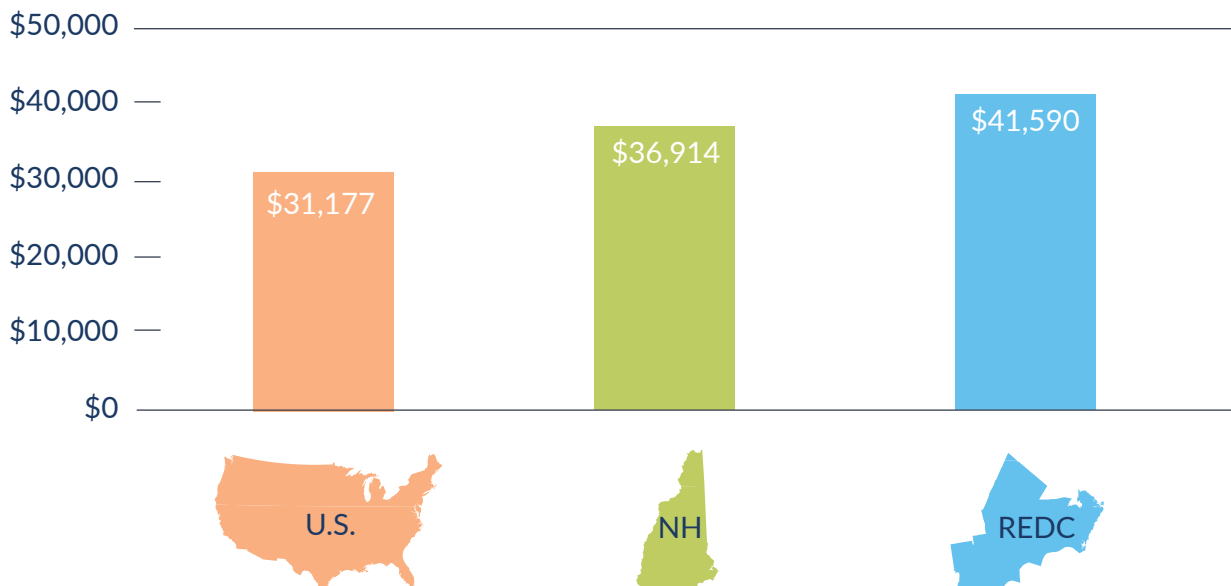
Table F-3 in the Appendix lists the per capita income for annual 12-month periods from 2011 through 2017 for the municipalities within the CEDS region, as well as Hillsborough and Rockingham counties, New Hampshire, and the United States. Similarly, Table F-4 lists the percentage of the population considered below the poverty threshold for the same period and locations. The subregional and regional values of both tables are based on population counts.

In 2017, the average per capita income for the REDC region, generated from the ACS five-year data from 2012-2017 and adjusted to 2017 dollars, was \$41,590,

which was up \$1,859 from 2016. On average, the entire REDC region, the two-county area in our region, and the state all experienced an increase in the per capita income from 2016 to 2017. After a slight slowdown in income growth from 2015 to 2016, the Eastern subregion once again experienced the largest year-over-year growth, increasing 5.8% from 2016, and it retains the highest per capita income in the region at \$48,617. The Central subregion also experienced increased growth at just over 5% between 2016 and 2017, while the Western subregion (which has the lowest per capita income for the region) at \$38,969 grew at 3.9% over the year.

In 2017, the REDC region average per capita income of \$41,590 continued to exceed the United States average (\$31,177) by about 33%. Although not as large of a difference, the New Hampshire state average annual income of \$36,914 was still 18% greater than that of the national average.

### 2017 Per Capita Income



Source: American Community Survey 5-year estimates



## Background Conditions

Looking within the REDC region in 2017, none of the communities have a lower per capita income level than the national average. At \$31,401, the town of Raymond, NH, had the lowest per capita income average in the region, while New Castle continued to have the highest per capita income level within the region at \$92,842.

Although per capita incomes continued to increase roughly 4-6% across the region and state from 2016 to 2017, poverty levels didn't experience a corresponding adjustment. The one-year change from 2016 to 2017 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 two 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.

During 2017, the Central subregion continued to experience the lowest level of poverty in the REDC region, at only 4.6%. There were only three communities within the entire REDC region having poverty levels at or above the state level of 8.1%; although, Hillsborough County on whole fared slightly worse than the state with a rate of 8.6% for 2017. At 10.8%, Nashua had the highest level of poverty in 2017, while Stratham had the lowest level at only 0.7%. There were no communities within the REDC region with a poverty level greater than that of the national rate of 14.6%.

### Poverty Rates

Area	2016	2017	1-year change
Eastern Communities	5.7%	5.2%	-0.5%
Central Communities	5.0%	4.6%	0.4%
Western Communities	6.9%	6.7%	0.2%
REDC CEDS Region	6.2%	5.9%	-0.3%
New Hampshire	8.5%	8.1%	-0.4%
United States	15.1%	14.6%	-0.5%

Source: American Community Survey; NH Office of Strategic Initiatives

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

# The Regional Economy

by Chancellor Ross Gittel, NH Community College System

with contributing author Scott Lemos, UNH Economics PhD student

## New Hampshire Overview Update, March 2019

Last year, 2018, the state experienced continued growth in employment across different sectors, and continued to have declining unemployment. By early 2019, the state's unemployment was tied with Iowa for lowest in the nation.

Overall, employment in New Hampshire grew by 0.6% in 2018. Private sector employment grew 0.9% over the 12-month period, which is ahead of the New England average of 0.5% growth for both total and private sector employment, but below the national average of 1.7% (total) and 1.9% (private sector).

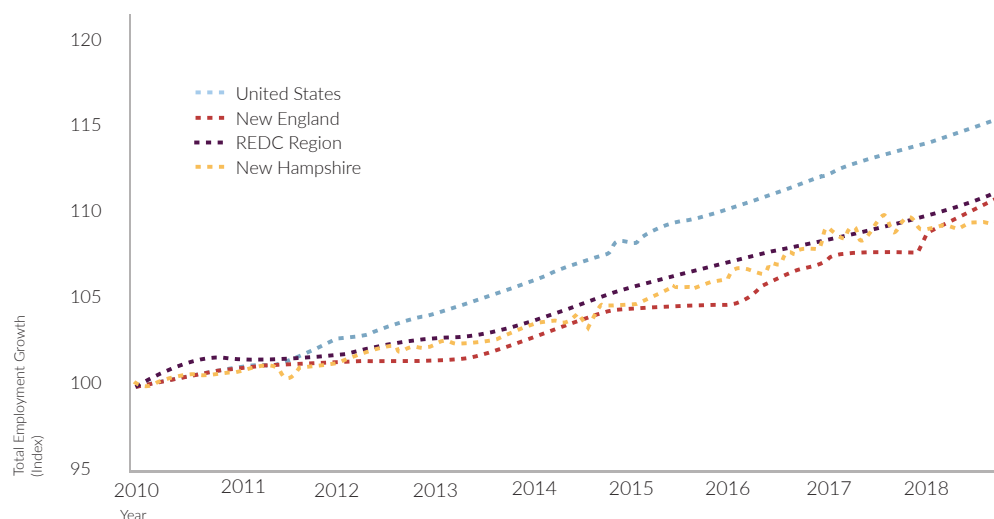
The state's unemployment rate was 2.4% in December of 2018, down from an already low, virtually full employment rate of 2.6% in December of 2017. The NH rate remains well below the U.S. figure, which was 3.9% at the end of 2018. NH's declining unemployment follows the trend in New England with a lowering of

unemployment from 3.7% in December 2017 to 3.3% in December 2018.

With the state's low unemployment, the state's growth in employment continues to lag pre-recession growth, even with an uptick in in-migration. New Hampshire's net domestic migration increased to 3,928 residents between July 2017 and July 2018, and is second in New England behind Maine (4,469 residents), while each of the other New England states experienced net domestic out-migration over the same period. Prime-age working adults (18-45 years old) comprise the majority (61.5%) of those moving to the state.

Figure 1 profiles employment changes in the REDC area, New Hampshire, New England, and the nation from 2010 through 2018. It depicts (a) NH's modest growth, 10 percent over the period, relative to the national average; (b) growth in REDC area between U.S. and NH rates; and (3) steady growth over the period for the nation, New England, NH, and REDC region.

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



<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.

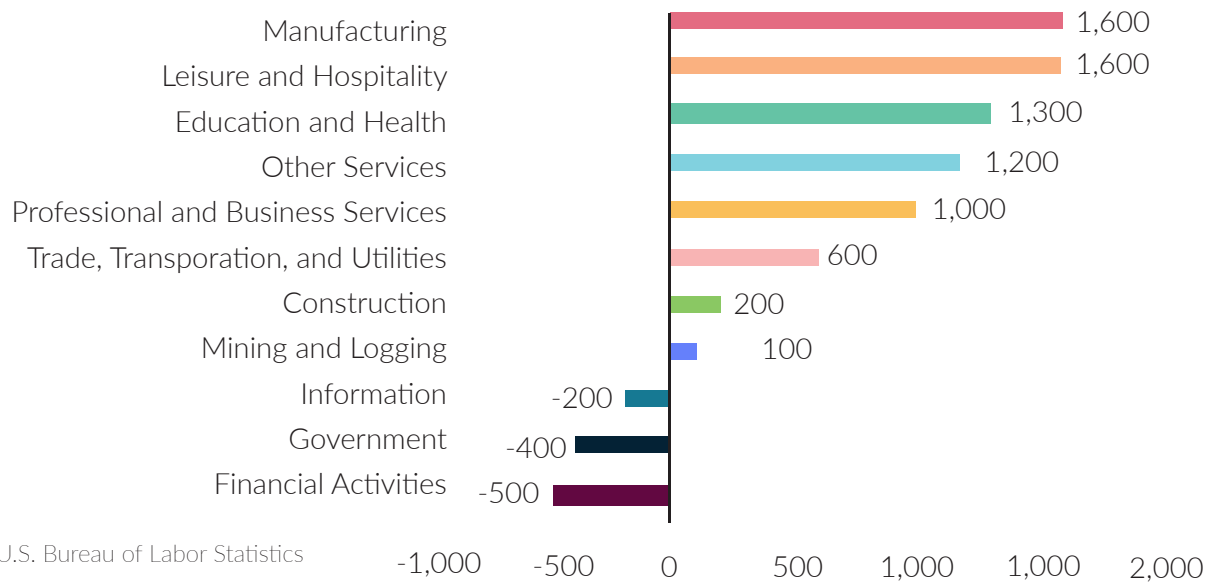
Source: U.S. Bureau of Labor Statistics

## Regional Economy

In NH in 2018, increases in private sector employment (5,100 jobs) were offset by decreases in public sector employment (-700 jobs), contributing to the overall state employment increase of 4,400 jobs.

As Figure 2 below shows, in New Hampshire the largest gain in private sector employment over the past year was in manufacturing, with an increase of 1,600 jobs for the year. Following closely behind were leisure and hospitality (1,600), education, and healthcare (1,300), and other services (1,200). It is important to note that education and health sector employment, is more than three-fourths health industry-related employment.

**Figure 2: Year-Over-Year Super Sector Job Growth for New Hampshire – 2018**



Employment growth in New England (see Figure 3) was concentrated in Education and Health and Professional and Business Services. NH's growth was more diverse, spread more evenly across five sectors, Manufacturing, Leisure and Hospitality, Education and Health, Others Services and Professional and Business Services.

**Figure 3: Year-Over-Year Super Sector Job Growth for New England – 2018**

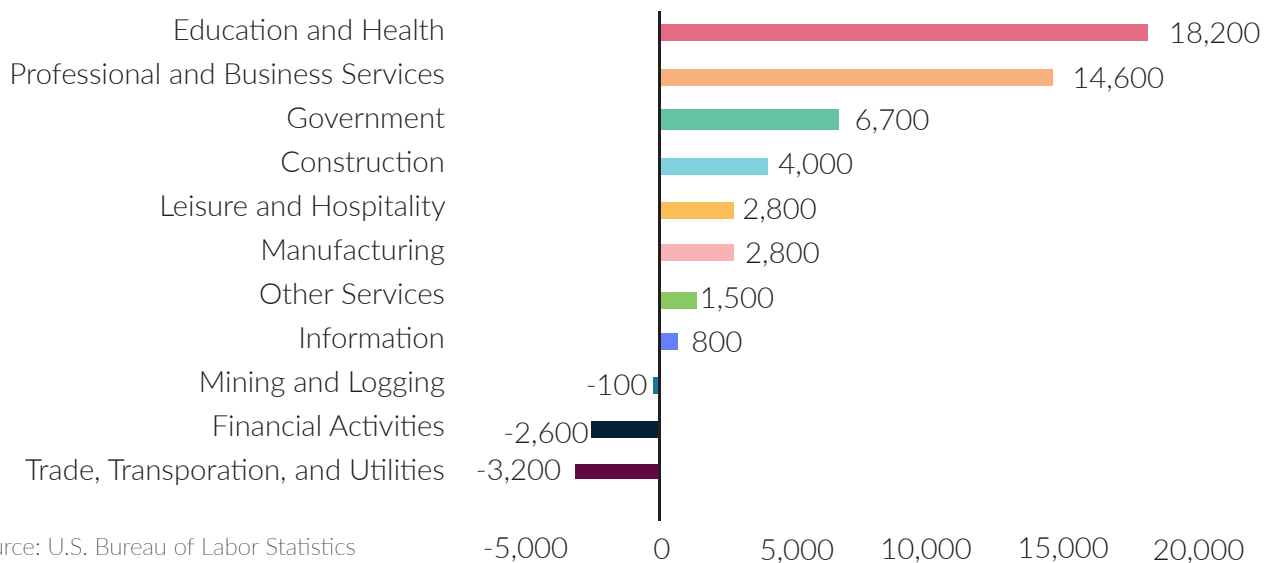
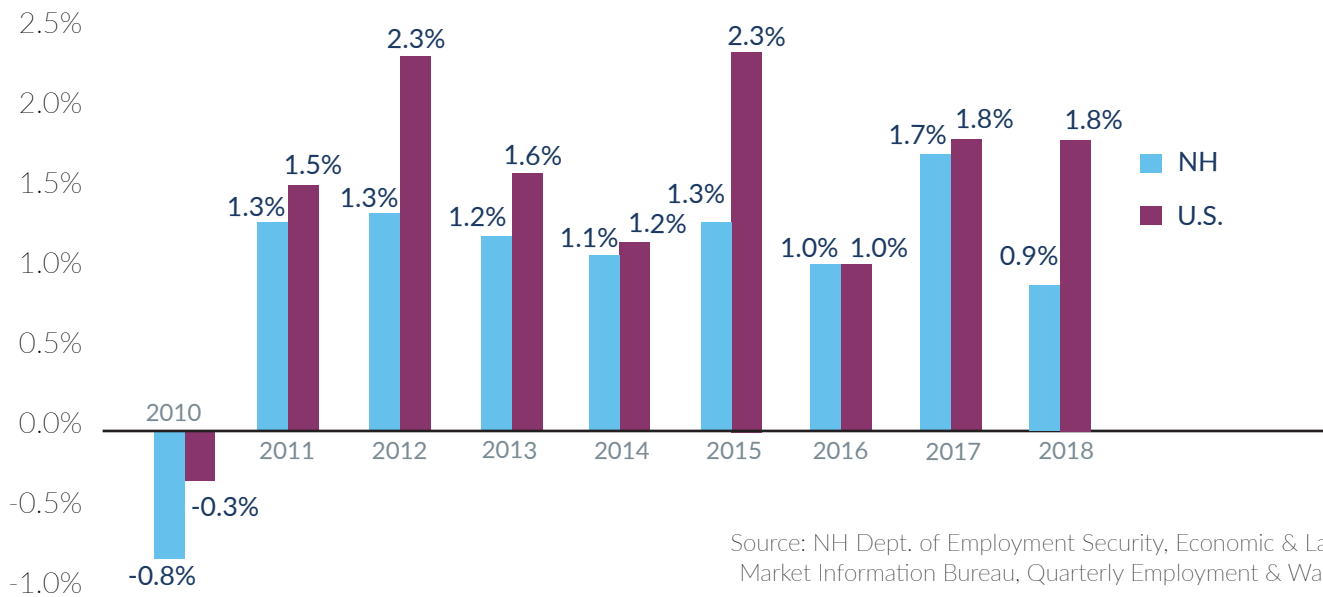


Figure 4: Private Sector Job Growth



## REDC Area Economy

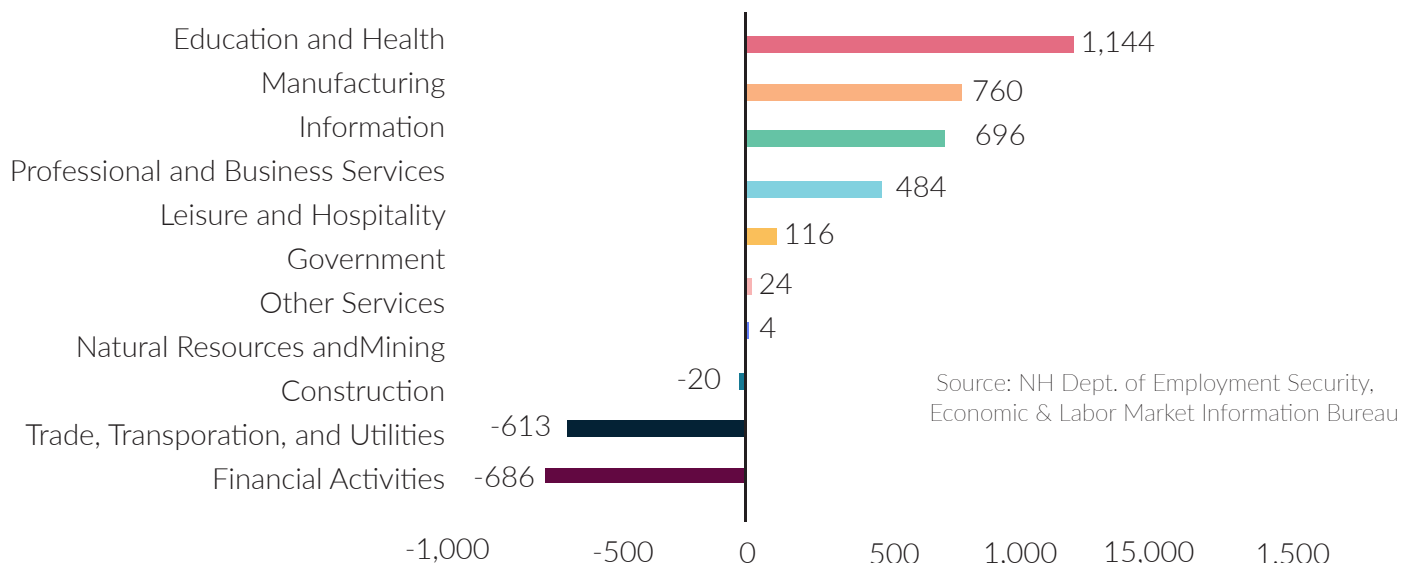
### Growth Stronger in the REDC Region than in New Hampshire

The REDC region is comprised of Rockingham County and five communities in Hillsborough County. Figure 4 highlights important private sector job growth trends in the REDC region. The region has experienced stronger job growth than NH for the eight-year period since the end of the great recession. In 2018, the REDC region continued its strong private sector job growth, growing at 1.8%, compared to state growth of 0.9%.

Much of the employment growth in the REDC area has been in four sectors – Education and Health, Manufacturing, Information and Professional and Business Services (see Figure 5). The Information sector, which includes software and computing related employment, stands out as a growth sector in REDC but not overall in New Hampshire.

New Hampshire and the REDC region continue to have unemployment rates well below the national and regional averages (see Figure 6). Over the past decade,

Figure 5: Year-Over-Year Private Sector Job Growth for the REDC region – 2018



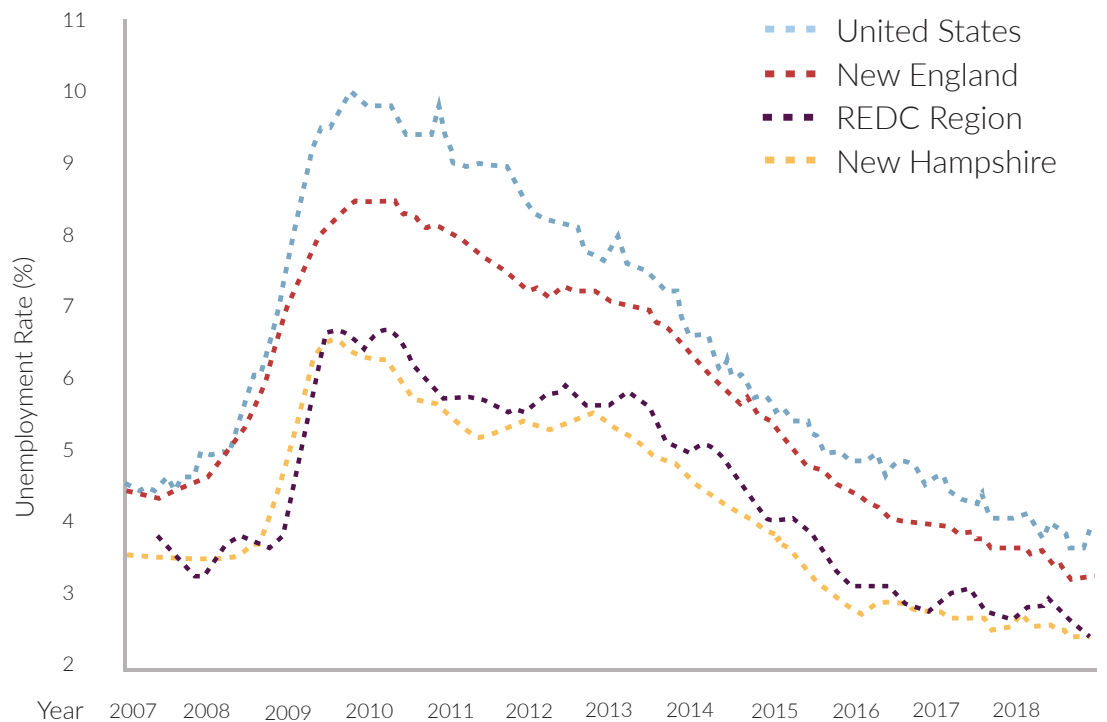
Source: US Bureau of Labor Statistics



## Regional Economy

the unemployment rate in New Hampshire and the region has consistently been one-to-two percentage points below the U.S. and New England levels. By the end of 2018, the unemployment rate in New Hampshire declined to a seasonally-adjusted rate of 2.4%, as the state and the REDC region have fallen below their pre-2008 recession rates.

**Figure 6:**  
**Unemployment Rate**  
**(2007-2017)<sup>2</sup>**



Source: U.S. Bureau of Labor Statistics

<sup>2</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-month moving average.

## The U.S. and New Hampshire Forecast

A December 2018 forecast by Moody's Analytics projects the U.S. economy to grow overall (Gross National Product) by just under 3% in 2019 with declining growth over the following two years, 2020 and 2021. Employment growth nationally is expected to also peak (at 1.5%) in 2019 and then there will be declining growth to 2021, when employment is expected to be flat. New Hampshire's employment growth is expected to be around the U.S. average over the next 3 years with the state expected to continue to have lower unemployment than the U.S. average throughout the forecast period.

### Summary

REDC's regional economy continues to be a strong performer relative to the rest of NH and New England. Overall economic and employment growth is expected to decline slightly in 2020 and then be relatively low in 2021. The main deterrent to REDC regional growth in 2018 was again the tight labor market. There is no indication that the current rate of growth or character of growth in REDC will change significantly in 2019 or 2020.

**Table 1: Gross State Product and Employment Growth**

		2017	2018	2019f	2020f	2021f
Gross Product	U.S.	2.3	3.5	2.9	0.9	2.3
	NH	1.9	3.1	2.6	0.1	1.7
Employment Growth	U.S.	1.4	1.9	1.5	0.3	-0.1
	NH	1.0	1.7	1.5	0.2	-0.2

Source: Moody's Analytics-U.S. Macro Forecast & Regional Forecast, Dec. 2018

## Opportunity Zones

Opportunity Zones were established by the U.S. Congress in 2017 to encourage long-term investments in low-income urban and rural communities nationwide. The Opportunity Zones program provides a tax incentive for investors to re-invest their unrealized capital gains into Opportunity Funds that are dedicated to investing into Designated Opportunity Zones.

On May 3, 2018, Gov. Chris Sununu nominated 27 low-income census tracts to be designated as Opportunity Zones. These tracts were subsequently certified by the U.S. Department of Treasury as "Designated Opportunity Zones" later that month.

"New Hampshire's resiliency lies in our local communities – they are the backbone of our society and the focal point of cultural activity," said Governor Sununu. "For far too long, however, some communities have been left behind. While some have thrived in recent years, others are struggling to keep up. These local neighborhoods deserve an economic boost, and that is what we are going to give them. The goal is simple: to create jobs, to increase wages, and to revitalize communities across the state."


## New American Population

The REDC continues to lead in recognizing the positive economic impacts associated with New Hampshire's growing immigrant community, referred to as New Americans. Foreign-born residents make up 7% of New Hampshire's population, a smaller share than the rest of the country (13%), with the majority residing in urban areas in southern New Hampshire.

The REDC is also a leader in learning more about the New Americans living and working in the CEDS region. A report commissioned by the REDC and written by the University of New Hampshire's Carsey School of Public Policy Center for Impact Finance provides an analysis of the credit needs of the New American community. The REDC New Credit Needs Assessment Report was completed in January 2019 and includes a demographic analysis and interviews with New American business owners and entrepreneurs, immigrant support and resettlement organizations, and economic and business development organizations.

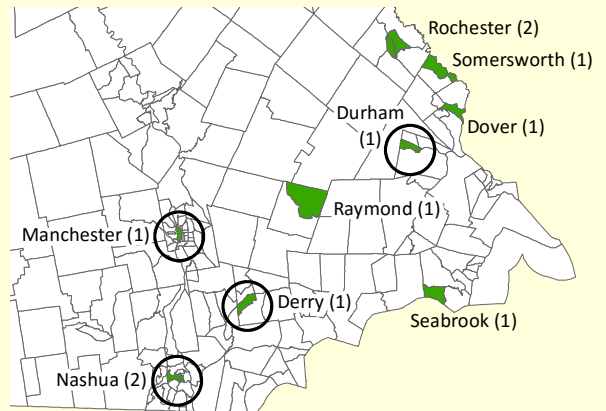
The purpose of the Assessment Report is to explore market demand for the expansion of the existing REDC NH New American Loan Fund. This fund is designed to encourage business development and job creation for first

## Census Tracts Selected for Opportunity Zone Designation

 Tract Selected

Small tracts are circled for visibility.

0 5 10 20 30 40 Miles



There are five Designated Opportunity Zones within the REDC region: one each in Derry, Raymond, and Seabrook, and two in Nashua. A map of the Opportunity Zones in southern NH is shown above.

## Regional Economy

generation immigrants in New Hampshire. Working both independently and in partnership with local lenders, the REDC helps New Americans secure micro-funding to start or grow their small businesses. The REDC also provides free technical assistance to help borrowers, including financial services, accounting and bookkeeping, website and logo design, and marketing. <https://www.redc.com/newamericanloanfund>

The Assessment Report recommends the following ideas for increasing applicants to the REDC's NH New American Loan Fund:

- Organizing a New American Business Development Task Force to bring business support agencies together to develop a comprehensive strategy to spur New American business development. Task Force members could include representatives from the SBDC, Chambers of Commerce, BIA, municipal economic development departments, immigrant support organization, and the community college system.
- Conducting outreach to New Americans in New Hampshire via informal immigrant networks and social and cultural organizations, often accessible through the Boston consulates of the diaspora international populations.
- Offering culturally appropriate and accessible basic Business 101 training programs for New American Entrepreneurs, including workshops in other languages

that recognize the experience, skills and knowledge of participants no matter their formal education. Classes should focus on financial education, accounting and taxes, licensing permits, insurance, contracts, and other legal information.

- Developing a network of mentors and peer mentors to guide New American Entrepreneurs to provide hands-on guidance during business startup, cultivate business ideas, and assist in obtaining training.
- Exploring alternative credit scoping and underwriting methods that address access and risk for New Americans who may not have a credit score. Alternative data sources for establishing a credit score may include internet and phone bills.
- Introducing credit builder products that help new borrowers learn payment discipline and help create strong credit histories, including saving groups and other community development credits products and services.

The Assessment Report concludes, "Over the next decade the economic growth and prosperity of New Hampshire is inextricably linked to the ability of immigrants and New Americans to become integrated into the workforce and the small business fabric of the state." The REDC is committed to strengthening the success of the NH New Americans Loan Fund to support business development and job creation in the region.



**GOLD**  
Auto Sales

Thierry Amani (pictured left) moved to the U.S. from Nairobi, Kenya in 2014. Thiery has recently opened Gold Auto Sales to assist new Americans, and all people, buy affordable cars. REDC provided funding to Thierry for working capital and vehicle acquisition, as well as business planning assistance, logo design (see above), and website design assistance.

# Resiliency Planning

## What is Resiliency Planning?

The region's ability to prevent, withstand, and quickly recover from an economic shock is linked to our prosperity. The purpose of resiliency planning is to enable government, business and industry, and residents to assess the risks posed by major disruptions to our economic base caused by natural hazards and man-made economic disruptions.

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

- Downturns or other significant events in the national or international economy which impact demand for locally produced goods and consumer spending;
- Downturns 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.
- Establishing economic resilience in our regional economy requires the ability of all stakeholders to

anticipate risk, evaluate how that risk can impact key economic assets, and build a responsive capacity.

## Natural Disaster Response

Both state government and local governments in the CEDS 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 on going 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, adaptation, and resiliency planning taking place in the CEDS region include:

- **State of New Hampshire Hazard Mitigation Plan** – The NH Homeland Security and Emergency Management Division (NHHSEM) of the NH Department of Safety is responsible for developing the state's Hazard Mitigation Plan. The NHHSEM Planning Section administers the



Photo by Roman Pentin.



# Resiliency Planning

Hazard Mitigation Assistance programs, assisting with the development of comprehensive hazard mitigation plans and projects to protect citizens and their property from exposure to all hazards including natural, human caused, and technological.

<https://www.nh.gov/safety/divisions/hsem/HazardMitigation/documents/hazard-mitigation-plan.pdf>



Photo by Jim Gade.

- **Municipal Hazard Mitigation Plans** – The U.S. Congress adopted the Disaster Mitigation Act in 2000, providing Federal funding for the development of state and local hazard mitigation plans and projects. Congress now requires states and local governments to develop compliant plans to be eligible for federal hazard mitigation funding. NHHSEM and regional planning commissions work closely with municipalities to develop these plans. FEMA requires municipal hazard mitigation plans be updated every five years.

[www.nh.gov/safety/divisions/hsem/HazardMitigation/index.html](http://www.nh.gov/safety/divisions/hsem/HazardMitigation/index.html)

- **NH Coastal Risk and Hazards Commission Report**  
In 2013, the NH legislature established the NH Coastal Risk and Hazards Commission to “recommend legislation, rules, and other actions to prepare for projected sea level rise and other coastal and watershed hazards such as storms, increased river flooding, and storm water runoff, and the risks such hazards pose to municipalities and state assets in New Hampshire.” The Commission, comprised of a broad-based membership from the legislature, state agencies, coastal municipalities, regional planning commissions,

the University of New Hampshire, and representatives of the real estate and insurance sector, released a comprehensive final report in 2016, “*Preparing New Hampshire for Projected Storm Surge, Sea-Level Rise, and Extreme Precipitation*”. The report identifies guiding principles: Act Early, Respond Incrementally, Revise and Revise, Collaborate and Coordinate, Incorporate ‘Risk Tolerance’ in Design, and Make “No Regrets” Decisions. [www.nhcrhc.org/final-report/](http://www.nhcrhc.org/final-report/)

- **Building Resilience Against Severe Weather and Climate Effects** – As part of the national BRACE framework (Building Resilience Against Climate Effects), the NH Department of Health and Human Services is working with regional public health networks to build community- level resilience to severe weather and a changing climate with improved preparedness and innovative approaches to reduce impacts to public health, such as extreme heat and cold weather, expanded tick season, and health effects of flooding and storm damage.

[www.cdc.gov/climateandhealth/BRACE.htm](http://www.cdc.gov/climateandhealth/BRACE.htm)

- **Nashua Region Water Resiliency Action Plan** – The Nashua Regional Planning Commission completed this plan to help municipalities become more resilient to the impacts that climate change has on their water infrastructure. Plan recommendations are being incorporated into local hazard mitigation plans to develop a climate adaptation strategy.

[www.nashuarpc.org/land-use-planning/highlighted-projects/](http://www.nashuarpc.org/land-use-planning/highlighted-projects/)

- **Climate and Health Adaptation Plan for the Nashua Region** – The Nashua Regional Planning Commission is partnering with the Greater Nashua Regional Public Health Network to develop a Climate and Health Adaptation Plan for the Nashua region. The plan uses the BRACE (Building Resiliency Against Climate Effects) framework established by the Centers for Disease Control and Prevention. Hazards due to severe weather and climate change will be linked to associated health impacts, such as asthma and heatstroke, to develop intervention strategies to minimize community burdens from such events. [www.nashuarpc.org/land-use-planning/highlighted-projects/](http://www.nashuarpc.org/land-use-planning/highlighted-projects/)

- **Tides to Storms** – Assessing Risk and Vulnerability to Sea Level Rise and Storm Surge – The Rockingham Planning Commission (RPC) completed this project in 2015 to map and assess the vulnerability of coastal municipalities and public infrastructure to flooding from expected increases in storm surge and rates of sea level rise. Coastal communities in the CEDS region have a distinct and pressing need to address the existing and future impacts relating to climate change, particularly relating to coastal flooding from storm surge and sea level rise. Without proactive solutions to address the expected impacts of climate change, coastal communities face a multitude of challenges to ensure the security, health and welfare of their citizens, and to provide for a resilient economic future.  
[www.rpc-nh.org/application/files/9314/5936/0696/Tides\\_to\\_Storms\\_ExSumm\\_Doc\\_lib.pdf](http://www.rpc-nh.org/application/files/9314/5936/0696/Tides_to_Storms_ExSumm_Doc_lib.pdf)
- **Climate Risk in the Seacoast (C-RiSe)** – Assessing Vulnerability of Municipal Assets and Resources to Climate Change – This project, a partnership between the NH Department of Environmental Services (NH DES), NH Coastal Program, UNH, NH Department of Transportation, Strafford Regional Planning Commission, and the Rockingham Planning Commission, provided communities along Great Bay with maps and assessments of flood impacts associated with projected increases in sea level, storm surge, and precipitation events to road and transportation assets, critical facilities and infrastructure, and natural resources. [www.rpc-nh.org/regional-community-planning/climate-change/resources](http://www.rpc-nh.org/regional-community-planning/climate-change/resources)
- **Setting SAIL** – A partnership between NH DES, NH Coastal Program, UNH Cooperative Extension, Great Bay Estuarine Research Reserve, Strafford Regional Planning Commission and Rockingham Planning Commission. SAIL provided support to municipalities to implement recommendations from the Coastal Risk and Hazards Commission final report, described above. Completed projects include Climate Adaptation Master Plan chapters and outreach to property owners vulnerable to flooding from sea level rise.  
[www.rpc-nh.org/regional-community-planning/climate-change/sail](http://www.rpc-nh.org/regional-community-planning/climate-change/sail)
- **NH Coastal Adaptation Workgroup (CAW)** – CAW is a collaboration of 24 organizations working directly with coastal watershed communities to ensure they are resourceful, ready and resilient to the impacts of extreme weather and long-term climate change. In May 2017, CAW launched a new website designed to quickly connect local decision makers and citizens with information about how to reduce the risk of damage from coastal hazards. [www.nhcaw.org](http://www.nhcaw.org)
- **NH Drought Management Team** – Although New Hampshire is typically thought of as a water-rich state, it may be even more susceptible to drought than other states due to our geology. The state is underlain by bedrock and water storage is limited to fractures, with shallow stores of water in groundwater aquifers, making drought preparedness and timely response imperative to mitigating drought conditions. In New Hampshire, drought response efforts are coordinated through a Drought Management Team, comprised of stakeholders representing specific activities of interests that can be impacted by drought and representatives from relevant state and federal agencies.  
[www.des.nh.gov/organization/divisions/water/dam/drought/](http://www.des.nh.gov/organization/divisions/water/dam/drought/)

## Economic Disruption Planning

Resilience is not limited to environmental impacts or ecological systems. Resilience requires attention across all the elements that contribute to the CEDS



Photo by Wade Austin-Ellis.

# Resiliency Planning



Photo by Ruslan Valeev.

region: economic development, housing patterns, transportation and other infrastructure. Resiliency planning requires participation of all stakeholders, from elected officials and anchor institutions to residents and entrepreneurs. Examples of economic resiliency planning taking place in the CEDS region include:

## **Strategic Economic Plan for New Hampshire** –

Prepared by the Business and Industry Association of New Hampshire in 2013. The plan outlines a vision for New Hampshire, “To ensure New Hampshire provides meaningful advantages for businesses through a vibrant, sustainable economy and the nation’s best environment in which our residents can prosper.” The plan outlines goals for nine strategic issues:

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

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

[www.biaofnh.com/uploads/5/9/9/2/59921097/strategic\\_economic\\_plan\\_for\\_nh\\_summary.pdf](http://www.biaofnh.com/uploads/5/9/9/2/59921097/strategic_economic_plan_for_nh_summary.pdf)

New Hampshire’s nine Regional Planning Commissions (RPCs), with Nashua Regional Planning Commission (NRPC) acting as the lead applicant, worked collaboratively in 2012 to develop comprehensive and coordinated regional plans in each of the state’s nine regional planning areas. The three-year project, funded with a grant from the U.S. Housing and Urban Development

Agency, culminated with a State Snapshot, bringing planning efforts for resiliency, transportation, land use, economic development, housing environment, energy, cultural and historic resources, public health, and environmental planning into a common framework. The planning commissions worked with a range of business and community leaders, state agencies, counties and municipalities, and citizen groups, to develop a robust and productive public dialogue within each region. Regional plans for communities in the CEDS region may be found at the regional planning commission websites:

- Rockingham Planning Commission:  
[www.rpc-nh.org/regional-community-planning/regional-master-plan](http://www.rpc-nh.org/regional-community-planning/regional-master-plan)
- Strafford Regional Planning Commission:  
[www.strafford.org/services/regmasterplan.php](http://www.strafford.org/services/regmasterplan.php)
- Nashua Regional Planning Commission:  
[www.nashuarpc.org/web-apps/documents/?data=7&ccm\\_order\\_by=year\\_end&ccm\\_order\\_dir=desc](http://www.nashuarpc.org/web-apps/documents/?data=7&ccm_order_by=year_end&ccm_order_dir=desc)
- Southern New Hampshire Planning Commission:  
[www.snhpc.org/pdf/Final\\_Full\\_RCP.pdf](http://www.snhpc.org/pdf/Final_Full_RCP.pdf)

**Target Industry Analysis** – Completed by the Southern New Hampshire Planning Commission. The Analysis identifies target industries for future growth in the thirteen municipalities in the SNHPC region. Target industries were identified by assessing many factors, including the historic presence of any industries, current

employment by industry, market trends availability of resources, labor availability, transportation access and other infrastructure, and financial resources.

[www.snhpc.org/pdf/TargetINDCom12010.pdf](http://www.snhpc.org/pdf/TargetINDCom12010.pdf)

**NH Weathering Change** – The New Hampshire economy is one of the most weather-sensitive in the nation – from our travel, tourism and ski industries to logging, logistics, manufacturing and technology. Business leaders in New Hampshire have been gathering together since 2014 to discuss the impacts of climate change on their companies, including increased occurrence of extreme precipitation events and unseasonable temperature swings. Similar meetings have been held in the CEDS region, including a gathering of Pease International Tradeport tenants in 2016.

Questions these leaders are discussing include:

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

More information on these efforts is available in the 2015 report, *Weathering Change: New Hampshire Business Leaders on Risk, Resilience and Climate Change*.  
[www.cleanenergy nh.org/weathering-change/](http://www.cleanenergy nh.org/weathering-change/)

## REDC's Role

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

The National Association of Development Organizations (NADO) issued a report in 2015, *Planning for a More Resilient Future – A Guide to Regional Approaches*. The report states that as the financial, social, and environmental costs of disaster continue to rise, regional organizations, such as the REDC, are in a unique position to guide and support communities and regions toward greater resilience. The REDC can play a key role in assessing and enhancing economic resilience by working with businesses to help increase their ability to rapidly return to normal functioning after a disaster and can pursue a broad range of economic development strategies and initiatives to improve long-term regional competitiveness.

[www.nado.org/wp-content/uploads/2015/10/Regional\\_Resilience\\_report\\_FINAL.pdf](http://www.nado.org/wp-content/uploads/2015/10/Regional_Resilience_report_FINAL.pdf)

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

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

### Funding and financing

A fundamental challenge shared by all is how to communicate the urgency of resilience to a range of stakeholders, from elected officials to business leaders to community groups to the general public. For each



# Resiliency Planning

of these audiences, the challenges share some aspects but require different kinds of information, messaging, and engagement. As resilience requires long-term dedication among these groups, their ongoing support is fundamental. [www.iscvt.org/program/partnership-resilient-communities/](http://www.iscvt.org/program/partnership-resilient-communities/)

The U.S. Economic Development Administration (EDA) has amended guidelines for the CEDS to include an economic resilience requirement because it is apparent that economic prosperity is linked to a region's ability to prevent, withstand, and quickly recover from major disruptions to its underlying economic base. In addition, the CEDS process provides a critical mechanism to help REDC identify regional vulnerabilities and prevent or respond to economic disruptions.

The REDC works closely with municipalities in its region and the regional planning commissions that serve the region. These partnerships enable the REDC to undertake both steady-state economic resilience initiatives and responsive economic resilience initiatives. Steady-state initiatives tend to be long-term efforts that seek to bolster the region's ability to withstand a shock. Responsive initiatives can include establishing capabilities for the REDC to be responsive to the region's recovery needs following an incident.

## **REDC programs that address steady-state initiatives include:**

- Broadening the economic base with diversification and economic gardening, such as the REDC's New American Loan Fund and the Brownfields Program. Economic gardening is an entrepreneurial approach to economic development that seeks to grow the local economy from within. Its premise is that local entrepreneurs create the companies that bring new wealth and economic growth to a region in the form of jobs, increased revenue, and a vibrant local business sector.
- Through the annual CEDS process, the REDC is engaging in comprehensive planning efforts that involve extensive involvement from the community to define and implement a collective vision for resilience, including the integration of local Hazard Mitigation Plan

priority actions and employment of safe development practices to mitigate impacts from extreme weather into the CEDS priority project list.

- Operating a Revolving Loan Fund and Micro Loan Fund to help borrowers secure funding needed to complete projects leading to job creation.
- Promoting business continuity and preparedness through the REDC's Technical Assistance program that provides a business advisor that can work with businesses to understand their vulnerabilities in the face of disruptions and are better prepared to take actions to resume operations after an event.
- Participating in the NH Alliance of Regional Development Corporations to work collaboratively to support, enhance, and promote sustainable economic development opportunities and policies that are sensitive to the unique needs of the diverse regions of New Hampshire.

## **REDC programs that support responsive economic resilience initiatives include:**

- Partnering with regional planning commissions on the development of the CEDS and other programs so that their pre-disaster recovery planning work, via municipal Hazard Mitigation Plans and municipal Emergency Operations Plans, are incorporated into the REDC's workplan.
- Providing a forum, through CEDS meetings and Board of Director meetings, for business and municipal leaders to inform REDC of economic development needs related to recovering from natural disasters and economic disruptions.
- Partnering with Manchester Community College to host free WorkReadyNH classes at the REDC Training Center. Classes are designed to improve worker skills in key areas identified by employers.
- Maintaining a contact list of key municipal officials, business leaders, and non-government and state and federal government agencies to enable active and

regular communication among stakeholders in the region to communicate economic development needs and coordinate impact assessment and recovery efforts.

- The State of New Hampshire has begun work on a Statewide Economic Development Plan. The Department of Business and Economic Affairs (BEA), Division of Economic Development (DED) is charged with developing the 10-year economic development plan for the period 2019 – 2029. The purpose of the plan is to provide BEA and DED with an overall economic development strategy with measurable goals and action items. The plan will include specific strategies for New Hampshire's outdoor economy, economic economy, rural economy, workforce housing, entrepreneurship, tourism, hospitality, as well as strategies to reduce economic inequality. The plan will also evaluate workforce development programs and recommend strategies to establish and maintain career pathways for wide array of careers in the state.

- Develop a workforce resiliency strategy.
- Promote a "Buy Local" program that engages local resources in disaster preparedness, response, and recovery.
- Increase awareness of the connection between resilience to natural disasters and economic disruptions to economic vitality and growth.



Photo by Cristofer Jeschke.

## Next Steps/What Should be Considered

Resilience thinking and best practices are not highly integrated into local economic development planning in the CEDS region. REDC can further resiliency planning efforts at the municipal and regional level in the following ways:

- Develop tools and resources to support economic resilience planning efforts and growth initiatives.
- Provide training and outreach to communities to further their understanding of economic resilience principles.
- Promote ongoing learning and analysis of current vulnerabilities, capacities, and the state of the regional economy.

The EDA has developed an Economic Resilience Planning Checklist which provides a number of best practices that can be used by the REDC, municipalities, and businesses and industries to identify resiliency work. The checklist recommends a number of actions in several categories: research and knowledge building, planning, governance, finance, infrastructure, procurement strategies, business continuity and risk management, workforce support, economic diversification, counseling and technical assistance, and communication systems. The Checklist is available online from EDA, as Appendix C in a report entitled "Resilience in Economic Development Planning", [https://www.eda.gov/files/about/disaster-recovery/EDA\\_CO-Economic-Resilience-Planning\\_Oct2014.pdf](https://www.eda.gov/files/about/disaster-recovery/EDA_CO-Economic-Resilience-Planning_Oct2014.pdf)

# Priority Projects

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## Project Selection Criteria

In the fall of 2018, using the 2018 CEDS Priority Project List as the starting point for the 2019 List, REDC requested updates on existing projects from each project proponent. In early 2019, REDC utilized a comprehensive Request for Projects process to request new proposals from around the region.

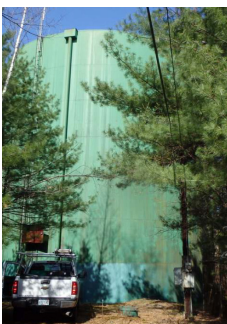
After collecting the new and updated project proposals, REDC staff reviewed each to ensure compliance with

at least one of the CEDS goals and objectives. Projects were presented to the CEDS Steering Committee throughout the year, and new projects were discussed in detail. REDC staff made recommendations for additions and changes to the CEDS Priority Project List based on its review of the materials submitted by the municipalities and organizations. The Steering Committee approved changes to the List at its April 3, 2019 meeting.

## 2019 Priority Project List Updates

During the 2018-2019 planning cycle, three of the REDC CEDS Priority Projects were removed from the List: two were completed and one was removed by the project proponent. The following outlines each project. For detailed updates regarding each project, please refer to the Project Update Matrix, starting on page 66.

**Gordon Street Storage Tank, Hudson, NH.** The purposed of this project was to remove existing lead paint from one of the town's water storage tanks and repaint it. The project was completed in November 2018. The total cost was \$150,000, and it created six part-time jobs.



Before: Gordon Street Storage Tank, Hudson, NH.  
Photos provided by Town of Hudson.

After: Gordon Street Storage Tank, Hudson, NH.

**Route 1 Expansion South of Route 107, Seabrook, NH.** This project saw the widening one of the primary routes through Seabrook in order to improve traffic flow through a dense retail section of town. The project was completed in 2018. (Road work in September 2017, signalization in 2018). The total project cost was \$842,326 with 80% from federal dollars. No permanent jobs were created.

**Water/Waste Water Engineering & Needs Assessment, Plaistow, NH.** The town of Plaistow informed the Steering Committee that it is no longer pursuing this project and asked for it to be removed from the list.

**New Priority Project Details** After extensive outreach, the RPF process produced 11 new priority projects for the 2019 CEDS update. Details on each project are provided below.

### Abbott Court

**Time Frame:** Short-term

**Goals Addressed:** ID, WF, (AH), SL

**Location:** Derry, NH

**Potential Funding Sources:** Municipal Bond, Grants, Tenants

**Estimated Jobs:** 20 new/retained

**Project Description:** The project will create a new structure on approximately four acres of town-owned land in an Opportunity Zone. The proposal includes a culinary incubation space, USDA production kitchen, entrepreneurial and business incubation space, post-secondary education, career development, community meeting space, small office rental space, and public parking. There is a potential for a workforce housing development as part of the project. This site was previously the subject of a Brownfields cleanup.

### Derry Master Plan Update

**Time Frame:** Short-term

**Goals Addressed:** ID, RC, WF, AH, SL

**Location:** Derry, NH

**Potential Funding Sources:** Municipal budget

**Estimated Jobs:** none

**Project Description:** The town is updating its entire Master Plan with the following chapters: Land Use; Demographic, Trends, and Housing; Economic Development; Natural, Historic & Cultural Resources; Open Space and Recreation; Community Services, Facilities and Utilities; Transportation & Circulation; Energy Conservation\*; Community Design\*; and Regional Concerns\* (new sections\*). The proposed Master Plan will incorporate and address the facilities/schools, roads, utilities, arts, public safety, etc. needs. The plan will include an Implementation Program with recommendations.

### Bicentennial Wall Reconstruction

**Time Frame:** Short-term

**Goals Addressed:** ID, SL

**Location:** Hampton, NH

**Potential Funding Sources:** Hazardous Mitigation Grant funding, Coastal Resilience funding, Municipal budget

**Estimated Jobs:** retain existing jobs in the immediate area

**Project Description:** Reconstruction of the existing seawall located the northerly end of North Beach in Hampton (at Bicentennial Park). The new wall will address current deficiencies and changing tides, and will connect the existing walkway network. Design and permitting have been completed.

### Hampton Wastewater Treatment Plant

**Location:** Hampton, NH

**Time Frame:** Short-term

**Potential Funding Sources:** Municipal funding, CWSRF, CDBG, STAG, EPMG, Grants, SAG/SAG Plus

**Goals Addressed:** ID, SL

**Estimated Jobs:** unknown

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

### Hampton Route 1A Reconstruction

**Time Frame:** Intermediate-term

**Goals Addressed:** ID, SL

**Location:** Hampton, NH

**Potential Funding Sources:** unknown

**Estimated Jobs:** unknown

**Project Description:** Complete reconstruction of the roadway, infrastructure, and sidewalks of Ocean Blvd (Route 1A) from the Hampton River Bridge to the Ashworth/Ocean Blvd split; Highland Ave to Church St intersection; Church St to Great Boars Head; Great Boars Head to Dumas Ave; Dumas Ave to Winnacunnet Road intersection; and Winnacunnet Road to High Street intersection.



### New Priority Project Details Continued

#### Woodmont Commons Project

**Time Frame:** Short-term

**Goals Addressed:** ID, WF, AH

**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. The project features a network of walkable streets and public squares and transitions from a downtown urban-village corridor to medium density residential on the outskirts of the project. The first phase of this multi-phase project is currently under construction.

**Location:** Londonderry, NH

**Potential Funding Sources:** Private Developer

**Estimated Jobs:** 3,000 new jobs (all phases)

#### Downtown Circulation Project

**Time Frame:** Short-term

**Goals Addressed:** ID, WF

**Project Description:** Create a new circulation pattern for the "Courthouse Oval" (Walnut St, Central St, Factory St) by re-aligning roadways to square off the area and provide streetscaping along School St. It is anticipated that this will provide better circulation and invigorate use of currently under-utilized buildings.

**Location:** Nashua, NH

**Potential Funding Sources:** unknown

**Estimated Jobs:** unknown

#### Performing Art Center

**Time Frame:** Short-term

**Goals Addressed:** WF, SL

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

**Location:** Nashua, NH

**Potential Funding Sources:** Municipal Bond, unknown

**Estimated Jobs:** 20-30 new jobs, 220 indirect jobs

#### Salem/Tuscan Village Off-Site Infrastructure

**Time Frame:** Short-term

**Goals Addressed:** ID, RC

**Project Description:** The 170-acre Tuscan Village Development is a major redevelopment project requiring multiple major off-site infrastructure improvement projects. This "blanket" project covers two parts. The Ring Road project will create 3 new roadway links with new intersections on Rt. 28 and Main Street. The purpose of this project is to reduce traffic traveling through the Depot intersection via Rt 28 and Broadway. The Water Supply project involves the purchase of a new regional water supply to address both the Tuscan Village project, as well as allow for future growth within the town. This is a multi-jurisdictional project.

**Location:** Salem, NH

**Potential Funding Sources:** Municipal Funding, Private Developer, EDA Grant, Salem Water Fund

**Estimated Jobs:** unknown

#### Route 1 Expansion North

**Time Frame:** Short-term

**Goals Addressed:** ID

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

**Location:** Seabrook, NH

**Potential Funding Sources:** NH DOT, Private Developer, Exaction Fees

**Estimated Jobs:** none

#### Granite Bridge

**Time Frame:** Intermediate-term

**Goals Addressed:** ID, RC, SL

**Project 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. The project will allow for the expansion of natural gas service to unserved areas.

**Location:** Route 101 Corridor, NH


**Potential Funding Sources:** Liberty Utilities and its customers

**Estimated Jobs:** 330 construction jobs

# Priority Project Map by Location & Duration



## Fremont

 Shirkin Road Project

## Exeter

 Epping Road Economic Development Initiative


 YMCA Exeter Project

## Stratham

 Water System Phase I

 Water System Phase II

 Waste Water System Phase I

 Water System Phase III

 Stratham Town Center Project

 Waste Water System Phase II

 Waste Water System Phase III

## Raymond

 Granite Meadows Business Park


 Town of Raymond Wastewater Treatment Facility

## Derry

 Abbott Court

 Derry Master Plan Update


## Londonderry


 Woodmont Commons project


## Portsmouth


 Regional Biosolids/Septage Treatment Facility


## Hampton

 Bicentennial Wall Reconstruction


 Hampton U.S. 1/NH 101 Interchange Realignment


 Hampton Rte. 1A reconstruction


 Hampton Waste Water Treatment Plant

 Winnacunnet Road Reconstruction


## Seabrook

 Replacement of Harbor Seawall


 Route 107 West (of I-95) Future Needs Analysis


 Route 1 Expansion North

## Plaistow

 Joanne Drive Extension


## Salem

 Tuscan Village

 Salem/Tuscan Village Off-site Infrastructure


## Regional


 NH Seacoast Greenway


 REDC Revolving Loan Fund


 Granite Bridge


## Nashua


 Downtown Water Front Plan

 Downtown Circulation Project


 Eastern Gateway to Downtown

 Performing Arts Center

 Mohawk Tannery Cleanup & Redevelopment

 Franklin/Front Street Connection to BSP

## Pelham

 Pelham/Route 38 Water/Sewer Study

## Windham

 Windham Water Line Extension

## 2019 REDC /CEDS Priority Project Update Matrix



Short-term



Intermediate-term



Long-term

Project Name	Sponsor/ Location	Goal/s Addressed	Estimated Costs	Estimated Jobs	Funding Sources
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Abbott Court	Derry	ID, WF, (AH), SL	UNK	20 new/ retained	Municipal bond, grants, tenants.
NEW PROJECT: The project will create a new building to house a culinary incubation space, USDA production kitchen, entrepreneurial & business incubation space, post-secondary education, career development, community meeting space, small office rental space, & public parking. There is a potential for a workforce housing development as part of the project.					

Derry Master Plan Update	Derry	ID, RC, WF, AH, SL	\$120,000	n/a	Municipal budget.
NEW PROJECT: The town is updating its entire Master Plan. The proposed Master Plan will incorporate and address the facilities/schools, roads, utilities, arts, public safety, etc. needs and will include an Implementation Program with recommendations.					

Epping Road Economic Development Initiative	Exeter	ID	\$7.95 million	UNK	TIF
Infrastructure work began in 2018, with construction completion anticipated in June 2019. The improvements are spurring private development along the corridor.					

YMCA Exeter Project	Southern District YMCA -- Exeter	SL, WF	\$6 million	5-45	Capital Campaign
Project for aquatic expansion is temporarily on hold. YMCA is studying alternative options for funding and construction, expected completion of study in 2020.					

Shirkin Road Project	Fremont	ID	UNK	UNK	Private Industry, Grants
At March 2019 town meeting vote, the zoning district was renamed to the Shirkin Road Commercial District, and there were minor modifications to the allowed uses. Additionally, there is a plan for an industrial project before the Planning Board, and if approved, will be required to upgrade a 700-foot section of the road.					

Bicentennial Wall Reconstruction	Hampton	ID, SL	\$2,500,000	retain existing jobs in immediate area.	Hazardous Mitigation Grant Funding, Coastal Resilience Funding, municipal funding
NEW PROJECT: Reconstruction of the existing seawall located the northerly end of North Beach in Hampton (at Bicentennial Park).					

Infrastructure Development = ID    Regional Cooperation = RC    Workforce Attraction & Retention = WF  
Affordable Housing = AH    Sustainable Living = SL    Unknown at this time = UNK

Project Name	Sponsor/ Location	Goal/s Addressed	Estimated Costs	Estimated Jobs	Funding Sources
Hampton Waste Water Treatment Plant	Hampton	ID, SL	Phase 1: \$13,880,000 Phase 2: \$13,700,000 Phase 3: \$7,290,000	UNK: but will retain jobs and allow for future development	Municipal funding, CWSRF, CDBG, STAG, EPMG, grants, SAG/SAG Plus
NEW PROJECT: 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.					
Winnacunnet Road Reconstruction	Hampton	ID, SL	Phase 1: \$1 million Phase 2: \$1.5 million	500-100	Town Transportation Grant, Municipal Funding
Town anticipates petitioning residents for funding in 2020. No changes to scope.					
Hampton Route 1A reconstruction	Hampton Beach Area Commission / Hampton	ID, SL	Phase 1: engineering \$7.8 million Phase 2: construction \$52 million	UNK	UNK
NEW PROJECT: Complete reconstruction of the roadway, infrastructure, and sidewalks for critical sections of Ocean Blvd (Route 1A) from the Hampton River Bridge to the High Street intersection.					
Hampton U.S. 1/NH 101 Interchange Realignment	RPC/Hampton sponsored; Located in Hampton	ID, RC	\$7.6million	UNK	Fed Highway Programs (CMAQ), NH DOT, STBG
The project was forwarded to the NH DOT 10-year plan, however, the project cost represents nearly the entire programming budget for the solicitation cycle. Rockingham MPO is working with DOT to identify better funding.					
Woodmont Commons Project	Londonderry	ID, WF, AH	UNK	Phase 1: 600 new jobs; Remaining Phases: over 3,000 new jobs	Private Developer
NEW PROJECT: 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.					
Downtown Waterfront Plan	Nashua	ID, SL	Plan: \$50,000 Total: \$24 million	UNK	TIF District
No changes to the status of this project.					



## Priority Projects

 Short-term

 Intermediate-term

 Long-term

Project Name	Sponsor/ Location	Goal/s Addressed	Estimated Costs	Estimated Jobs	Funding Sources
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Downtown Circulation Project	Nashua	ID, WF	\$250,000	UNK	UNK
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NEW PROJECT: Create a new circulation pattern for the "Courthouse Oval" (Walnut St, Central St, Factory St) by re-aligning roadways to square off area and provide streetscaping along School St.

Eastern Gateway to Downtown	Nashua	ID	Infrastructure: \$3.6 million Development: UNK	UNK	NH DOT, Private Developer
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No changes to the status of this project.

Performing Arts Center	Nashua	WF, SL	\$21 million	20-30 direct jobs and 220 indirect jobs.	70% municipal bond; 30% unknown
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NEW PROJECT: Development of a 750 seat Performing Arts Center with a flexible venue for use as an event space.

Mohawk Tannery Cleanup & Redevelopment	Nashua	ID, AH, SL	UNK	UNK	State, EPA, Local, Private
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No changes to the status of this project.

Franklin/ Front Street Connection to BSP	Nashua	ID	\$4 million	UNK	NH DOT
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No changes to the status of this project.

Pelham/Route 38 Water/Sewer Study	Pelham	ID, SL	\$80,000 - \$150,000	UNK	Grants, Private, Town
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No changes to the status of this project.

Joanne Drive Extension	Plaistow	ID, WF	\$1.6 million	30-50	Private Developer, Town
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The town is working with state agencies to determine the feasibility of bringing potable water to Plaistow. The Joanne Drive project is on hold until the water issue is addressed (1-2 years). Moved from Short-term.

Project Name	Sponsor/ Location	Goal/s Addressed	Estimated Costs	Estimated Jobs	Funding Sources
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Regional Biosolids/ Septage Treatment Facility	Portsmouth	ID, SL, RC	UNK	UNK	UNK
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No changes to the status of this project.

Granite Meadows Business Park	Harrington & Reeves sponsored; Raymond	ID, WF	\$30-40 million	UNK	Private
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The project is now fully permitted with four different layouts for the proposed retail/distribution development.

Town of Raymond Wastewater Treatment Facility	Raymond	ID	\$30 million	UNK	NH DES, EDA, CDBG, EPA, USACOE
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No changes to the status of this project.

Tuscan Village	Salem/ Tuscan Village Development	ID, RC	\$590,750,400	5,000	Private Developer
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Phase I is under construction, with several components close to completion. Phase II plans have been updated and is under review with the town. Total size will be 1.6 million sq. ft. and will create roughly 5,000 jobs.

Salem/Tuscan Village Off-site Infrastructure	Salem	ID, RC	Ring Road: \$4 million Water Supply \$5,355,000	UNK	Municipal, Private Developers, EDA Grant, Salem Water Fund
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NEW PROJECT: This project covers two parts of the necessary off-site infrastructure improvements 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. The Water Supply project involves the purchase of a new regional water supply to address both the Tuscan Village project, as well as allow for future growth within the town.

Infrastructure Development = ID    Regional Cooperation = RC    Workforce Attraction & Retention = WF  
Affordable Housing = AH    Sustainable Living = SL    Unknown at this time = UNK

## Priority Projects

 Short-term

 Intermediate-term

 Long-term

Project Name	Sponsor/ Location	Goal/s Addressed	Estimated Costs	Estimated Jobs	Funding Sources
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Replacement of Harbor Seawall	Seabrook	ID, SL	\$1.3 million	50-100 retained	Private, EDA, Municipal Bonding
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The town is currently working with REDC on an EDA Public Works grant to help fund the project. A proposal application was approved by the EDA in February 2019. A full application was submitted in June 2019.

Route 1 Expansion North	Seabrook	ID	\$2.8 million	0	NH DOT 50% committed, private, exaction fees
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NEW PROJECT: The proposal is to widen Route 1 from New Zealand Road north to the Hampton Falls town line from three lanes to four.

Route 107 West (of I-95) Future Needs Analysis	Seabrook	ID, SL	UNK	0	UNK
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In 2018, the census tract in Seabrook, west of Route 1, was designated an Opportunity Zone. The town anticipates this will help spur development in the area.

Stratham Gateway Project	Stratham	ID, SL	\$1 Million	UNK	EDA, Local, Private
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No changes to the status of this project.

Well Development/ Testing/Permitting (Water System Phase I)	Stratham	ID, SI, RC	\$150,000	UNK	Local, State, Coastal, TIF
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No changes to the status of this project.

Water System Treatment/Storage/ Distribution Design (Water System Phase II)	Stratham	ID, SI, RC	UNK	UNK	Local, State, Coastal, TIF
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No changes to the status of this project.

Project Name	Sponsor/ Location	Goal/s Addressed	Estimated Costs	Estimated Jobs	Funding Sources
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Waste Water Disposal/Testing/Permitting (Waste Water System Phase I)	Stratham	ID, SL, RC	UNK	UNK	Local, State, Costal
No changes to the status of this project.					

Water Supply System Construction (Water System Phase III)	Stratham	ID, RC, SL	UNK	UNK	TIF, State, Bonds, Local
No changes to the status of this project.					

Sewer Collection/Treatment/Disposal Design (Waste Water System Phase II)	Stratham	ID, RC, SL	UNK	UNK	TIF, State, Bonds, Local
No changes to the status of this project.					

Waste Water System Construction (Waste Water System Phase III)	Stratham	ID, RC, SL	UNK	UNK	TIF, State, Bonds, Local
No changes to the status of this project.					

Stratham Town Center Project	Stratham	ID, AH, SI	\$90,000	UNK	Local, NH DOT
No changes to the status of this project.					

Infrastructure Development = ID    Regional Cooperation = RC    Workforce Attraction & Retention = WF  
 Affordable Housing = AH    Sustainable Living = SL    Unknown at this time = UNK



## Priority Projects



Short-term



Intermediate-term



Long-term

Project Name	Sponsor/ Location	Goal/s Addressed	Estimated Costs	Estimated Jobs	Funding Sources
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NH Seacoast Greenway	RPC/Seacoast Region	ID, RC, SL	\$5 - \$6.3 million	UNK	CMAQ, STBG, TAP, Private, Brownfields, Local
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NH DOT and Pan Am Railway have nearly reached an agreement to purchase the remaining 9.6 miles segment of abandoned line. In January 2019, NH DOT signed an agreement with Portsmouth, Greenland, Rye, North Hampton, and Hampton for the rail and maintenance. Construction anticipated in 2020 or 2021 for this segment. Work is continuing on the Seabrook segment.

REDC Revolving Loan Fund	REDC/Region-wide	WF	\$450,000 - \$1.9 million	UNK	50% RLF EDA Grant; 50% TBD
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REDC plans to apply for EDA funds for this Revolving Loan Fund in 2019.

Granite Bridge	Liberty Utilities; Route 101 Corridor	ID, RC, SL	\$440 million	330 construction jobs	Liberty Utilities and it's customers
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NEW PROJECT: 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.

Infrastructure Development = ID    Regional Cooperation = RC    Workforce Attraction & Retention = WF  
Affordable Housing = AH    Sustainable Living = SL    Unknown at this time = UNK

### Projects Removed From List

Gordon Street Storage Tank	Hudson	
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Project completed November 2018. Total cost \$150,000. Created 6 PT jobs.

Route 1 Expansion South of Route 107	Seabrook	
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Project Completed in 2018. (Road work in September 2017, signalization in 2018), Total project cost \$842,326 with 80% from federal dollars. No permanent jobs created.

Water/Waste Water Engineering & Needs Assessment	Plaistow	
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The town is no longer pursuing this project.

# Plan of Action

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

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

## 1. Continue CEDS grassroots planning process:

- Implement the EDA Planning Investment grant on an annual basis and develop the annual updates to the 2015 CEDS;
- Schedule four CEDS Steering Committee meetings as part of the program year;
- Maintain the required percentage of private sector representatives on the CEDS Steering Committee. If we fall below that percentage, then identify, recruit, train, and orient private sector representatives for the CEDS Steering Committee. Key areas of interest include new and emerging technologies; renewable and traditional energy suppliers; expertise in green technologies; banking and financing; 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;
- Provide demographic data and information developed through five-year CEDS process to municipalities, businesses, non-profit groups, and the public through an enhanced website and regular electronic updates.

## 2. Promote economic development and opportunities:

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

## 3. Implement the CEDS Goals and Objectives:

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

# Evaluation

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## 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 2018-2019 grant award, that includes:

1. Complete the fourth annual update to the 2015 CEDS (2019 CEDS update). Continue the grass roots on-going planning process, which includes the production, dissemination, and implementation of the annual update. Identify, recruit, and train private sector representatives for key CEDS committees. These members will represent new and emerging technologies, green technologies, banking and financing, as well as real estate developers. Submit the 2019 CEDS update to the EDA by June 30, 2019.
2. Identify projects, programs, and actions that will address the 2015 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 Cleanup 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 2015-2019 performance measures.

### Private Sector Investment

During the past fiscal year, the Board of Directors at REDC closed on 22 loans totaling \$2.2 million. These loans have the potential to bring a total leveraged value of nearly \$19 million into and create and/or retain 974 jobs for southern New Hampshire's economy. The approved loans will help fund a variety of businesses, including: food industry, mechanical and welding trades, esthetician products and services, manufacturing, auto sales, and construction.

### Action Plan Items and Objectives

There are eleven new projects added to this year's Priority Project List. The proposed projects are located in Derry (2), Hampton (3), Londonderry (1), Nashua (2), Salem (1), and Seabrook (1), plus a region-spanning project for new gas pipelines and liquefied natural gas (LNG) storage facility. The new projects include various infrastructure improvements needed to retain and/or expand economic development, a mixed-use Planned Unit Development, a mixed-use space for training and education, a Master Plan update, and a Performing Arts center. For more detail on the new projects, refer to the Priority Project section.

There was also positive action on a number of Priority Projects over the past year. Construction work began in 2018 on the Epping Road Economic Development Initiative (Exeter), with construction completion anticipated in June 2019. The improvements are spurring private development along the corridor. The Granite Meadows Business Park in Raymond is now fully permitted with four different layouts for the proposed retail/ distribution development. In Seabrook, the town and REDC are working on submitting an EDA Public Works grant to help fund the project. A proposal application was approved by the EDA in February 2019, and a full application will be submitted in late spring 2019. Finally, the Rockingham Regional Planning

Commission reported that the NH DOT and Pan Am Railway have nearly reached an agreement to purchase the remaining 9.6 miles segment of abandoned line for the NH Seacoast Greenway project. In January 2019, NH DOT signed an agreement with Portsmouth, Greenland, Rye, North Hampton, and Hampton for the rail and maintenance. Construction anticipated in 2020 or 2021 for this segment.

REDC is happy to report that during the 2018-2019 planning cycle, two of the REDC CEDS Priority Projects were completed.

Gordon Street Storage Tank, Hudson, NH. The purposed of this project was to removed existing lead paint from and repaint one of the town's water storage tanks. The project was completed in November 2018. The total cost was \$150,000, and the project created 6 part-time jobs.

Route 1 Expansion South of Route 107, Seabrook, NH. This project saw the widening one of the primary routes through Seabrook in order to improve traffic flow through a dense retail section of town. The project was completed in 2018. Total project cost was \$842,326 with 80% from federal dollars. No permanent jobs were created.

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 2018 CEDS update, working on the 2019 CEDS update, which will be submitted to the EDA by its June 30, 2019 deadline, holding four 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 private sector representatives.



## Evaluation

### Promote Economic Development and Opportunities

The opening of the REDC Business Training Center has been an economic boon to the southern NH region. REDC's business advisor provided technical assistance to 93 individuals and/or businesses, 13 of which resulted in loans made by REDC. REDC also provides marketing and graphic design and technical counseling for both private and public clients. Over the past twelve months, our graphic designer worked with 13 clients on



Lyell Castonguay and Carand Burnnet of BIG INK, winning the Granite State Growth Competition on May 9, 2019.

a range of services from logo and website design to the development of brochures. REDC also hosts its own business development workshops and classes, free of charge.

In early 2019, REDC hosted the Granite State Growth Competition, a \$25,000 prize business pitch competition. The competition supports New Hampshire's entrepreneurial ecosystem and increases the visibility and skills of young businesses. Out of the 34 business that applied, ten were selected to participate in the first round. Seven businesses advanced to the semi-final round, where the applicants pitched to the judges and an audience during a free event at REDC headquarters in Raymond. The judges then selected five businesses for the final round, and each was required to participate in a 20-minute question and answer session with the judges, who shared insights and guidance, helping contestants refine their pitches. After incorporating feedback from the judges, the competition culminated with the five finalists presenting their pitches live in front of a packed crowd at REDC's 25th anniversary celebration on May 9, 2019, at Birch Wood Vineyards in Derry. The winning business, BIG INK, was announced at the conclusion of the event.

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.

Finally, REDC began the process of applying for its second CDFI loan and an EDA Revolving Loan Fund to secure much needed funding for our region.

### 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 eleven new project submittals.

In April 2019, the REDC, in conjunction with the Workforce Housing Coalition of the Greater Seacoast and NH Housing, hosted “Building Up NH for Success,” a forum and discussion on housing and economic development in southern NH. The panel of experts discussed the state of housing in NH, housing-related legislation, opportunities and challenges to building homes in our region, and home ownership programs.

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 Seabrook Seawall is critical for continued use of both the wharf and adjacent channel. Seabrook Station (NextEra) utilizes the wharf for delivery for their large, mission critical equipment. NextEra Energy is the largest employer in Seabrook, with approximately 500 direct jobs, increasing by an additional 1,000 jobs every 18 months during planned re-fueling outages, and almost 2,000 additional jobs that are supported indirectly by the goods and services required by Seabrook operations and employee needs. According to NextEra, the Seabrook Station has a \$10 million annual impact on the regional economy.

After NextEra, the commercial fishing industry, tourism, recreation, and retail sales make up the bulk of Seabrook’s economy. The Yankee Fisherman’s Cooperative, founded in 1990, consists of two full-time employees, 12 - 15 seasonal employees, and 75 member fishermen. They provide both wholesale and public retail of their catch, run an ice house, sell lobster bait, and allow use of their dock and tools for boat repairs. The Yankee Fisherman’s Cooperative utilizes the channel directly adjacent to the failing wall. By repairing the failing infrastructure, not only will Yankee Cooperative retain two full-time jobs and keep 75 small businesses (fishermen) running, it will be able to generate approximately \$3 million in annual revenue. Additionally, it will allow the 30 to 50 daily fishing and recreation vessels continued use of the channel.

A proposal application was approved by the EDA in February 2019, and a full application will be submitted in late spring 2019.

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

## EDA Planning Grant Scope of Work

**1. Complete the fourth annual update to the 2015 CEDS (2019 CEDS update). Continue the grass roots on going planning process, which includes the production, dissemination, and implementation of the annual update. Identify, recruit, and train private sector representatives for key CEDS committees. These members will represent new and emerging technologies, green technologies, banking and financing, as well as real estate developers. REDC will submit the 2019 CEDS update to the EDA by June 30, 2019.**

REDC continued to work with its partners and member communities to update the 2015 CEDS. We held four planning meetings with its Steering Committee throughout the planning cycle. REDC is working with member communities to recruit to private sector Steering Committee members. Finally, the 2019 CEDS update was submitted to the EDA before the June 30, 2019, deadline.

**2. Identify projects, programs, and actions that will address the 2015 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 Salem regarding their on-going projects.

REDC partnered with PlanNH on a fall 2018 conference that covered vibrant communities and rural economic development strategies.

REDC and the Workforce Housing of the Greater Seacoast partnered for two events this past year. In April 2019, they hosted the “Building Up NH for Success,” a forum and discussion on housing and economic development in southern NH. Second, in May 2019, they hosted the Pelham Housing Workshop, a two-day workforce housing charrette.

## Evaluation

In early 2019, REDC hosted the Granite State Growth Competition, a \$25,000 prize business pitch competition. The competition supports New Hampshire's entrepreneurial ecosystem and increases the visibility and skills of young businesses.

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

REDC and the CEDS Steering Committee worked over the past several months on the evaluation and update of the 2018 Priority Project list for inclusion in the 2019 CEDS update. First, REDC collected updates to existing projects from January through March 2019. REDC is happy to report that two projects were completed and closed-out in the past 12 months. REDC solicited applications for new projects in the first quarter of 2019, which resulted in the addition of eleven new projects to this year's list. The Steering Committee finalized the 2019 Priority Project list at its April 2019 meeting. Details on the Priority Project List are outlined in previous sections of this document.

**4.** *Continue to build upon and update the CEDS Resiliency components that 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.

During the 2019 planning cycle, REDC and Rockingham Regional Planning Commission staff worked to update the section, streamlining important information for both natural disaster response and economic disruption planning. The draft section was completed in May 2019 and included in the 2019 CEDS Update.

**5.** *Active participation in the region's Brownfield Assessment and Brownfield Cleanup 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.

**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.*

During the past fiscal year, the Board of Directors at REDC closed on 22 loans totaling \$2.2 million. These loans have the potential to bring a total leveraged value of nearly \$19 million into and create and/or retain 974 jobs for southern New Hampshire's economy. The approved loans will help fund a variety of businesses, including: food industry, mechanical and welding trades, esthetician products and services, manufacturing, auto sales, and construction.

The Business Training Center has been up and running for five years, and REDC continues to expand the education and training opportunities we offer. Groups such as the Small Business Administration and SCORE, have held office hours using REDC's free, day-use office space. Additionally, REDC has expanded its in-house business counseling and added marketing and graphic design services to assist potential and existing clients gain a broader reach across the region. REDC's business advisor provided technical assistance to 93 individuals and/or businesses, 13 of which resulted in loans made by REDC. REDC also provides marketing, graphic design, and technical counseling for both private and public clients. Over the past twelve months, our graphic designer worked with 13 clients on a range of services from logo and website design to the development of brochures. REDC also hosts its own business development workshops and classes, free of charge.

# 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. REDC said goodbye to nine Steering Committee members and added five new private sector members.

## REDC Staff

Laurel Adams	President	Laurel@redc.com
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Sarah Wrightsman	Housing Planner	Sarah@redc.com

## Consultants

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Ross Gittell	Chancellor, Community College System of NH	rgittell@ccsnh.edu

## Partnering Agencies

Nashua Regional Planning Commission	Jay Minkarah, Executive Director	jaym@nashuarpc.org
Rockingham Planning Commission	Tim Roache, Executive Director	troache@rpc-nh.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 Meetings

Date	Meetings	Location	Agenda
10/31/2018	CEDS Steering Committee Meeting #1	Seabrook	<ul style="list-style-type: none"><li>Summary of 2018 CEDS</li><li>Discussion on Workforce Housing; presentation on “Charrette to the West” opportunity</li><li>Beginning planning for 2019 CEDS; recruitment of members</li></ul>
2/6/2019	CEDS Steering Committee Meeting #2	Exeter	<ul style="list-style-type: none"><li>Introduction of new members</li><li>Presentations on Exeter Econ. Dev. 2019 (Russ Dean, Darren Winham, Rose Bryant)</li><li>Priority Project updates</li><li>Presentation on Water Issues by Theresa Walker</li></ul>
4/3/2019	CEDS Steering Committee Meeting #3	Londonderry	<ul style="list-style-type: none"><li>Presentation on Route 1A (Hampton) reconstruction project</li><li>Discuss and finalize 2019 Priority Project list</li><li>Building Up NH For Success public forum/roundtable on housing issues in southern NH</li></ul>
6/19/2019	CEDS Steering Committee Meeting #4	Raymond/REDC	<ul style="list-style-type: none"><li>Review and approval of the 2019 CEDS Update</li></ul>



## CEDS Steering Committee Members

Name	Representing
Rose Bryant	Art Up Front Street Studios and Gallery (Exeter)
Nancy Carmer	REDC BoD / City of Portsmouth
David Choate, III	Colliers International
Thomas Conaton	REDC BoD / Eastern Bank
Glenn Coppelman	Evergreen Farm (Kingston)
Beverly Donovan	Greater Haverhill Chamber
André Garron	REDC BoD / Town of Salem
Jeff Gowan	Town of Pelham
Ashley Haseltine	Greater Derry Londonderry Chamber
Craig Jewett	REDC BoD / Jewett Construction
Julian Kiszka	Town of Plaistow
Amy Kizak	Town of Londonderry
Barbara Kravitz	Rockingham Planning Commission (RPC)
Christina McCarthy	Town of Raymond
Robert McDonald	REDC BoD / Town of Londonderry
Rex Norman	Town of Windham
John Nyhan	Hampton Area Chamber of Commerce
Peter Rayno	Enterprise Bank
Joe Robinson	Norwood Group
George Sioras	REDC BoD / Town of Derry
Darren Winham	Town of Exeter
Scott Zeller	REDC BoD / RallyMe.com



CEDS Steering Committee Meeting #2, located at Sea Dog Brewing Company, Exeter, NH.

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Table A-1: Population History and Estimates

2019 CEDS Update																										
Table A-1: Population History and Estimates																										
Area	U.S. Census Population Counts										OSI Annual Population Estimates										change in population					
																					1-year change		5-year change		avg. annual growth rate	
	1950	1960	1970	1980	1990	2000	2010	2012	2013	2014	2015	2016	2017	2016-2017	% change	2012-2017	% change									
East Kingston	449	574	838	1,135	1,352	1,784	2,357	2,365	2,372	2,387	2,398	2,392	2,404	12	0.5%	39	1.6%	39	1.6%	39	1.6%	39	1.6%	39	1.6%	0.3%
Exeter	5,664	7,243	8,892	11,024	12,481	14,058	14,306	14,366	14,454	14,385	14,582	14,845	15,108	263	1.8%	742	5.2%	742	5.2%	742	5.2%	742	5.2%	742	5.2%	1.0%
Greenland	719	1,196	1,784	2,129	2,768	3,208	3,549	3,628	3,699	3,776	3,860	3,886	4,034	148	3.8%	406	11.2%	406	11.2%	406	11.2%	406	11.2%	406	11.2%	2.2%
Hampton	2,847	5,379	8,011	10,493	12,278	14,937	15,430	14,887	14,979	15,011	15,050	15,145	15,134	-11	-0.1%	247	1.7%	247	1.7%	247	1.7%	247	1.7%	247	1.7%	0.3%
Hampton Falls	629	885	1,254	1,372	1,503	1,880	2,236	2,239	2,241	2,241	2,239	2,233	2,296	63	2.8%	57	2.5%	57	2.5%	57	2.5%	57	2.5%	57	2.5%	0.5%
Kensington	542	708	1,044	1,322	1,631	1,893	2,124	2,118	2,113	2,113	2,114	2,114	2,121	7	0.3%	3	0.1%	3	0.1%	3	0.1%	3	0.1%	3	0.1%	0.0%
New Castle	583	823	975	936	840	1,010	968	970	971	966	966	963	964	1	0.1%	-6	-0.6%	-6	-0.6%	-6	-0.6%	-6	-0.6%	-6	-0.6%	-0.1%
Newfields	469	737	843	817	888	1,551	1,680	1,678	1,683	1,685	1,685	1,692	1,704	12	0.7%	26	1.5%	26	1.5%	26	1.5%	26	1.5%	26	1.5%	0.3%
Newington	494	2,499	798	716	990	775	753	750	748	766	770	781	790	9	1.2%	40	5.3%	40	5.3%	40	5.3%	40	5.3%	40	5.3%	1.1%
Newmarket	2,709	3,153	3,361	4,290	7,157	8,027	8,936	8,942	9,173	9,149	9,170	9,172	9,359	187	2.0%	417	4.7%	417	4.7%	417	4.7%	417	4.7%	417	4.7%	0.9%
North Hampton	1,104	1,910	3,259	3,425	3,637	4,259	4,301	4,394	4,421	4,463	4,511	4,514	4,540	26	0.6%	146	3.3%	146	3.3%	146	3.3%	146	3.3%	146	3.3%	0.7%
Portsmouth	18,830	25,833	25,717	26,254	25,925	20,784	20,779	21,273	21,280	21,463	21,496	21,524	21,898	374	1.7%	625	2.9%	625	2.9%	625	2.9%	625	2.9%	625	2.9%	0.6%
Rye	1,982	3,244	4,083	4,508	4,612	5,182	5,298	5,336	5,336	5,381	5,400	5,439	5,454	15	0.3%	118	2.2%	118	2.2%	118	2.2%	118	2.2%	118	2.2%	0.4%
Seabrook	1,788	2,209	3,053	5,917	6,503	7,934	8,693	8,732	8,768	8,791	8,814	8,829	8,860	31	0.4%	128	1.5%	128	1.5%	128	1.5%	128	1.5%	128	1.5%	0.3%
South Hampton	314	443	558	660	740	844	814	811	810	811	811	810	814	4	0.5%	3	0.4%	3	0.4%	3	0.4%	3	0.4%	3	0.4%	0.1%
Stratham	759	1,033	1,512	2,507	4,955	6,355	7,255	7,270	7,280	7,297	7,334	7,359	7,405	46	0.6%	135	1.9%	135	1.9%	135	1.9%	135	1.9%	135	1.9%	0.4%
CEDS Eastern Communities	39,882	57,869	65,982	77,505	88,260	94,481	99,479	99,759	100,328	100,685	101,200	101,698	102,885	1,187	1.2%	3,126	3.1%	3,126	3.1%	3,126	3.1%	3,126	3.1%	3,126	3.1%	0.6%
Atkinson	492	1,017	2,291	4,397	5,188	6,178	6,751	6,739	6,732	6,728	6,722	6,748	6,832	84	1.2%	93	1.4%	93	1.4%	93	1.4%	93	1.4%	93	1.4%	0.3%
Auburn	1,158	1,292	2,035	2,883	4,085	4,682	4,953	5,054	5,154	5,222	5,315	5,393	5,492	99	1.8%	438	8.7%	438	8.7%	438	8.7%	438	8.7%	438	8.7%	1.7%
Brentwood	819	1,072	1,468	2,004	2,590	3,197	4,486	4,623	4,666	4,727	4,678	4,643	4,596	-47	-1.0%	-27	-0.6%	-27	-0.6%	-27	-0.6%	-27	-0.6%	-27	-0.6%	-0.1%
Candia	1,243	1,490	1,997	2,989	3,557	3,911	3,909	3,916	3,919	3,911	3,909	3,899	3,922	23	0.6%	6	0.2%	6	0.2%	6	0.2%	6	0.2%	6	0.2%	0.0%
Chester	807	1,053	1,382	2,006	2,691	3,792	4,768	4,792	4,762	4,818	4,887	4,969	5,100	131	2.6%	308	6.4%	308	6.4%	308	6.4%	308	6.4%	308	6.4%	1.3%
Danville	508	605	924	1,318	2,534	4,023	4,387	4,441	4,436	4,433	4,458	4,447	4,479	32	0.7%	38	0.9%	38	0.9%	38	0.9%	38	0.9%	38	0.9%	0.2%
Deerfield	706	714	1,178	1,979	3,124	3,678	4,280	4,371	4,394	4,385	4,413	4,480	4,543	63	1.4%	172	3.9%	172	3.9%	172	3.9%	172	3.9%	172	3.9%	0.8%
Epping	1,796	2,006	2,356	3,460	5,162	5,476	6,411	6,544	6,617	6,736	6,828	6,871	6,944	73	1.1%	400	6.1%	400	6.1%	400	6.1%	400	6.1%	400	6.1%	1.2%
Fremont	698	783	993	1,333	2,576	3,510	4,283	4,364	4,432	4,531	4,597	4,669	4,728	59	1.3%	364	8.3%	364	8.3%	364	8.3%	364	8.3%	364	8.3%	1.7%
Hampstead	902	1,261	2,401	3,785	6,732	8,297	8,523	8,563	8,547	8,555	8,602	8,644	8,665	21	0.2%	102	1.2%	102	1.2%	102	1.2%	102	1.2%	102	1.2%	0.2%
Kingston	1,283	708	2,882	4,111	5,591	5,862	6,025	6,007	6,011	6,015	6,049	6,069	6,136	67	1.1%	129	2.1%	129	2.1%	129	2.1%	129	2.1%	129	2.1%	0.4%
Newton	1,173	1,419	1,920	3,068	3,473	4,289	4,603	4,693	4,734	4,796	4,865	4,901	4,944	43	0.9%	251	5.3%	251	5.3%	251	5.3%	251	5.3%	251	5.3%	1.1%
Northwood	966	1,034	1,525	2,175	3,124	3,640	4,241	4,249	4,252	4,222	4,214	4,207	4,240	33	0.8%	-9	-0.2%	-9	-0.2%	-9	-0.2%	-9	-0.2%	-9	-0.2%	0.0%
Nottingham	566	623	952	1,952	2,939	3,701	4,785	4,830	4,840	4,852	4,904	4,962	5,035	73	1.5%	205	4.2%	205	4.2%	205	4.2%	205	4.2%	205	4.2%	0.8%
Plaistow	2,082	2,915	4,712	5,609	7,316	7,747	7,609	7,576	7,563	7,562	7,602	7,667	7,705	38	0.5%	129	1.7%	129	1.7%	129	1.7%	129	1.7%	129	1.7%	0.3%
Raymond	1,428	1,867	3,003	5,453	8,713	9,674	10,138	10,208	10,210	10,229	10,257	10,282	10,306	24	0.2%	98	1.0%	98	1.0%	98	1.0%	98	1.0%	98	1.0%	0.2%
Sandown	315	366	741	2,057	4,060	5,143	5,986	6,136	6,184	6,202	6,255	6,260	6,268	8	0.1%	132	2.2%	132	2.2%	132	2.2%	132	2.2%	132	2.2%	0.4%
CEDS Central Communities	16,942	20,225	32,760	50,579	73,455	86,800	96,138	97,106	97,453	97,924	98,555	99,111	99,935	824	0.8%	2,829	2.9%	2,829	2.9%	2,829	2.9%	2,829	2.9%	2,829	2.9%	0.6%
Derry	5,826	6,987	11,712	18,875	29,603	34,021	33,109	33,008	32,988	32,960	32,948	32,914	33,037	123	0.4%	29	0.1%	29	0.1%	29	0.1%	29	0.1%	29	0.1%	0.0%
Hudson	4,183	5,876	10,638	14,022	19,530	22,928	24,467	24,514	24,538	24,668	24,781	24,888	25,103	215	0.9%	589	2.4%	589	2.4%	589	2.4%	589	2.4%	589	2.4%	0.5%
Litchfield	427	721	1,420	4,150	5,516	7,360	8,271	8,303	8,330	8,363	8,395	8,415	8,458	43	0.5%	155	1.9%	155	1.9%	155	1.9%	155	1.9%	155	1.9%	0.4%
Londonderry	1,640	2,457	5,346	13,598	19,781	23,236	24,129	24,137	24,209	24,305	24,891	25,361	25,671	310	1.2%	1,534	6.4%	1,534	6.4%	1,534	6.4%	1,534	6.4%	1,534	6.4%	1.3%
Merrimack	1,908	2,989	8,595	15,406	22,156	25,119	25,494	25,473	25,474	25,408	25,427	25,396	25,52													

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

AREA	Housing Units (U.S. Census counts)		Avg. Annual Growth Rate '00-'10	ACS Housing Counts								
				Housing Counts	Housing Counts	Housing Counts	Number Occupied Units	Number Occupied Units	Number Occupied Units	Number Vacant Units	Number Vacant Units	Number Vacant Units
	2000	2010		2015	2016	2017	2015	2016	2017	2015	2016	2017
East Kingston	648	907	3.4%	947	916	931	897	861	892	50	55	39
Exeter	6,107	6,496	0.6%	6,395	6,456	6,702	6,257	6,327	6,476	138	129	226
Greenland	1,244	1,443	1.5%	1,450	1,499	1,552	1,405	1,390	1,469	45	109	83
Hampton	9,349	9,921	0.6%	9,676	9,593	9,777	6,809	6,934	7,098	2,867	2,659	2,679
Hampton Falls	729	900	2.1%	950	936	942	923	902	894	27	34	48
Kensington	672	806	1.8%	834	864	884	746	805	806	88	59	78
New Castle	488	537	1.0%	551	559	563	468	473	467	83	86	96
Newfields	532	591	1.1%	569	543	549	562	535	540	7	8	9
Newington	305	322	0.5%	328	354	355	305	333	340	23	21	15
Newmarket	3,457	4,139	1.8%	4,025	4,122	4,274	3,839	3,928	4,077	186	194	197
North Hampton	1,782	1,914	0.7%	1,869	1,955	1,922	1,729	1,750	1,747	140	205	175
Portsmouth	10,186	10,625	0.4%	10,782	10,617	10,439	10,262	10,143	10,157	520	474	282
Rye	2,645	2,852	0.8%	2,977	2,751	2,675	2,415	2,263	2,209	562	488	466
Seabrook	4,066	4,544	1.1%	4,598	4,685	4,976	3,823	3,861	3,946	775	824	1,030
South Hampton	308	504	5.0%	445	421	399	303	307	310	142	114	89
Stratham	2,371	2,864	1.9%	2,860	2,805	2,913	2,818	2,712	2,783	42	93	130
<b>CEDS Eastern Communities</b>	<b>44,889</b>	<b>49,365</b>	<b>1.0%</b>	<b>49,256</b>	<b>49,076</b>	<b>49,853</b>	<b>43,561</b>	<b>43,524</b>	<b>44,211</b>	<b>5,695</b>	<b>5,552</b>	<b>5,642</b>
Atkinson	2,431	2,788	1.4%	2,757	2,828	2,865	2,630	2,686	2,708	127	142	157
Auburn	1,622	1,814	1.1%	2,021	2,052	2,037	1,932	1,985	1,984	89	67	53
Brentwood	920	1,350	3.9%	1,475	1,502	1,605	1,475	1,496	1,598	0	6	7
Candia	1,384	1,494	0.8%	1,563	1,493	1,568	1,511	1,469	1,522	52	24	46
Chester	1,247	1,596	2.5%	1,675	1,705	1,746	1,618	1,659	1,694	57	46	52
Danville	1,479	1,684	1.3%	1,596	1,597	1,646	1,548	1,524	1,608	48	73	38
Deerfield	1,406	1,743	2.2%	1,722	1,793	1,835	1,570	1,590	1,623	152	203	212
Epping	2,215	2,723	2.1%	2,874	2,908	2,923	2,596	2,597	2,681	278	311	242
Fremont	1,201	1,573	2.7%	1,643	1,693	1,766	1,643	1,683	1,723	0	10	43
Hampstead	3,276	3,727	1.3%	3,685	3,720	3,763	3,496	3,514	3,590	189	206	173
Kingston	2,265	2,480	0.9%	2,746	2,668	2,583	2,502	2,450	2,335	244	218	248
Newton	1,552	1,751	1.2%	1,867	1,870	1,906	1,792	1,796	1,803	75	74	103
Northwood	1,905	2,129	1.1%	2,061	2,125	2,098	1,634	1,614	1,582	427	511	516
Nottingham	1,592	1,986	2.2%	1,992	1,999	1,993	1,783	1,771	1,764	209	228	229
Plaistow	2,927	3,016	0.3%	3,034	3,014	3,132	2,838	2,873	3,000	196	141	132
Raymond	3,710	4,254	1.4%	4,133	4,177	4,241	3,926	3,963	4,010	207	214	231
Sandown	1,777	2,214	2.2%	2,367	2,393	2,352	2,238	2,287	2,255	129	106	97
<b>CEDS Central Communities</b>	<b>32,909</b>	<b>38,322</b>	<b>1.5%</b>	<b>39,211</b>	<b>39,537</b>	<b>40,059</b>	<b>36,732</b>	<b>36,957</b>	<b>37,480</b>	<b>2,479</b>	<b>2,580</b>	<b>2,579</b>
Derry	12,735	13,277	0.4%	13,609	13,577	13,792	13,020	12,931	12,962	589	646	830
Hudson	8,165	9,212	1.2%	9,167	9,156	9,254	8,837	8,858	8,976	330	298	278
Litchfield	2,389	2,912	2.0%	2,983	3,025	3,080	2,848	2,982	3,080	135	43	0
Londonderry	7,718	8,771	1.3%	8,870	9,244	9,344	8,576	8,919	9,061	294	325	283
Merrimack	8,959	9,818	0.9%	9,936	10,057	10,087	9,576	9,688	9,745	360	369	342
Nashua	35,387	37,168	0.5%	36,825	36,762	37,054	34,619	34,889	35,374	2,206	1,873	1,680
Pelham	3,740	4,598	2.1%	4,638	4,700	4,866	4,453	4,506	4,575	185	194	291
Salem	10,866	11,810	0.8%	11,733	11,892	11,781	11,110	11,240	11,148	623	652	633
Windham	3,906	5,164	2.8%	5,315	5,311	5,358	5,096	5,101	5,093	219	210	265
<b>CEDS Western Communities</b>	<b>93,865</b>	<b>102,730</b>	<b>0.9%</b>	<b>103,076</b>	<b>103,724</b>	<b>104,616</b>	<b>98,135</b>	<b>99,114</b>	<b>100,014</b>	<b>4,941</b>	<b>4,610</b>	<b>4,602</b>
<b>REDC CEDS Region</b>	<b>171,663</b>	<b>190,417</b>	<b>1.0%</b>	<b>191,543</b>	<b>192,337</b>	<b>194,528</b>	<b>178,428</b>	<b>179,595</b>	<b>181,705</b>	<b>13,115</b>	<b>12,742</b>	<b>12,823</b>
<b>Hillsborough County</b>	<b>149,961</b>	<b>166,053</b>	<b>1.0%</b>	<b>167,207</b>	<b>167,606</b>	<b>169,289</b>	<b>155,208</b>	<b>156,114</b>	<b>158,139</b>	<b>11,999</b>	<b>11,492</b>	<b>11,150</b>
<b>Rockingham County</b>	<b>113,023</b>	<b>126,709</b>	<b>1.1%</b>	<b>127,994</b>	<b>128,637</b>	<b>130,187</b>	<b>118,095</b>	<b>118,672</b>	<b>119,955</b>	<b>9,899</b>	<b>9,965</b>	<b>10,232</b>
<b>State of NH</b>	<b>546,524</b>	<b>614,754</b>	<b>1.2%</b>	<b>618,950</b>	<b>620,729</b>	<b>627,619</b>	<b>520,251</b>	<b>521,373</b>	<b>526,710</b>	<b>98,699</b>	<b>99,356</b>	<b>100,909</b>

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



Table B-4: Housing Purchase Prices – NH Counties

All Homes										
	2013	2014	2015	2016	2017	2018	1-YR change 2017 to 2018	% Change 1-YR	5-YR change 2013 to 2018	% Change 5-YR
Hillsborough County	\$225,000	\$216,766	\$225,000	\$235,000	\$250,000	\$265,000	\$15,000	6%	\$40,000	18%
Rockingham County	\$269,000	\$268,000	\$275,000	\$294,000	\$314,000	\$330,000	\$16,000	5%	\$61,000	23%
Belknap County	\$172,400	\$194,933	\$191,333	\$200,000	\$205,000	\$219,993	\$14,993	7%	\$47,593	28%
Carroll County	\$180,000	\$186,500	\$199,000	\$199,466	\$217,000	\$218,000	\$1,000	0%	\$38,000	21%
Cheshire County	\$164,000	\$160,000	\$163,933	\$169,933	\$178,000	\$181,000	\$3,000	2%	\$17,000	10%
Coos County	\$88,600	\$118,600	\$104,466	\$100,000	\$105,000	\$110,000	\$5,000	5%	\$21,400	24%
Grafton County	\$190,000	\$168,000	\$180,166	\$189,933	\$185,000	\$200,000	\$15,000	8%	\$10,000	5%
Merrimack County	\$202,500	\$201,533	\$199,600	\$210,000	\$228,000	\$240,000	\$12,000	5%	\$37,500	19%
Strafford County	\$200,000	\$210,000	\$205,000	\$211,500	\$229,933	\$244,933	\$15,000	7%	\$44,933	22%
Sullivan County	\$148,000	\$144,500	\$157,000	\$159,000	\$159,000	\$172,000	\$13,000	8%	\$24,000	16%
New Hampshire Statewide	\$220,000	\$219,000	\$221,000	\$230,000	\$240,000	\$254,000	\$14,000	6%	\$34,000	15%

Existing Homes										
	2013	2014	2015	2016	2017	2018	1-YR change 2017 to 2018	% Change 1-YR	5-YR change 2013 to 2018	% Change 5-YR
Hillsborough County	\$220,000	\$211,000	\$224,000	\$232,533	\$247,000	\$262,000	\$15,000	6%	\$42,000	19%
Rockingham County	\$260,000	\$255,000	\$272,000	\$286,000	\$306,533	\$325,000	\$18,467	6%	\$65,000	25%
Belknap County	\$170,200	\$191,000	\$190,000	\$199,000	\$204,000	\$217,533	\$13,533	7%	\$47,333	28%
Carroll County	\$179,900	\$186,000	\$198,900	\$199,000	\$215,000	\$215,000	\$0	0%	\$35,100	20%
Cheshire County	\$164,000	\$160,000	\$163,533	\$169,900	\$176,266	\$181,000	\$4,734	3%	\$17,000	10%
Coos County	\$87,700	\$118,600	\$104,400	\$99,900	\$105,100	\$110,000	\$4,900	5%	\$22,300	25%
Grafton County	\$185,000	\$165,067	\$180,000	\$189,000	\$183,000	\$197,000	\$14,000	8%	\$12,000	6%
Merrimack County	\$199,000	\$199,000	\$197,000	\$208,000	\$225,000	\$239,993	\$14,993	7%	\$40,993	21%
Strafford County	\$195,000	\$203,000	\$200,000	\$209,933	\$226,800	\$240,000	\$13,200	6%	\$45,000	23%
Sullivan County	\$145,000	\$145,000	\$157,000	\$158,000	\$158,000	\$170,000	\$12,000	8%	\$25,000	17%
New Hampshire Statewide	\$215,000	\$213,533	\$219,933	\$225,000	\$237,933	\$250,000	\$12,067	5%	\$35,000	16%

New Homes										
	2013	2014	2015	2016	2017	2018	1-YR change 2017 to 2018	% Change 1-YR	5-YR change 2013 to 2018	% Change 5-YR
Hillsborough County	\$307,000	\$311,333	\$353,866	\$355,933	\$359,933	\$359,933	\$0	0%	\$52,933	17%
Rockingham County	\$320,000	\$358,600	\$347,800	\$380,000	\$405,000	\$427,000	\$22,000	5%	\$107,000	33%
Belknap County	\$229,900	\$251,766	\$296,466	\$504,000	\$284,833	\$280,000	-\$4,833	-2%	\$50,100	22%
Carroll County	\$182,900	\$190,000	\$260,000	\$275,266	\$315,000	\$390,000	\$75,000	24%	\$207,100	113%
Cheshire County	\$165,600	\$140,500	\$194,500	\$204,466	\$213,200	n/a	n/a	n/a	n/a	n/a
Coos County	\$121,500	\$111,766	\$119,000	\$333,500	n/a	n/a	n/a	n/a	n/a	n/a
Grafton County	\$254,133	\$265,400	\$227,000	\$350,000	\$340,000	\$373,000	\$33,000	10%	\$118,867	47%
Merrimack County	\$250,000	\$258,000	\$262,933	\$309,000	\$330,000	\$332,916	\$2,916	1%	\$82,916	33%
Strafford County	\$302,000	\$316,266	\$343,466	\$355,866	\$358,500	\$352,500	-\$6,000	-2%	\$50,500	17%
Sullivan County	\$178,533	\$135,500	\$207,466	\$367,466	\$312,033	n/a	n/a	n/a	n/a	n/a
New Hampshire Statewide	\$298,900	\$315,000	\$337,200	\$361,466	\$365,000	\$374,266	\$9,266	3%	\$75,366	25%

Source: NHHFA Purchase Price Database, median price

\* n/a: pricing data not available for markets with less than 20 sales.

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

2019 CEDS Update

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

Area	2018 All Home Sales			2018 Existing Home Sales			2018 New Home Sales			Med. Sales Price Change 2017-2018			Med. Sales Price Change 2013-2018		
	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	\$393,000	30		\$387,000	29		\$465,000	1		7.9%	6.5%	20.2%	28.9%	30.1%	21.7%
Exeter	\$339,000	252		\$325,000	235		\$422,000	17		5.9%	8.3%	14.1%	27.9%	27.0%	26.0%
Greenland	\$475,000	81		\$400,000	69		\$591,766	12		0.5%	1.9%	2.2%	26.7%	8.7%	49.3%
Hampton	\$341,500	368		\$335,000	337		\$385,000	31		1.9%	3.5%	-3.5%	13.9%	3.2%	-3.7%
Hampton Falls	\$555,000	31		\$540,700	30		\$1,145,000	1		42.3%	38.7%	189.9%	44.2%	40.4%	179.3%
Kensington	\$382,000	21		\$382,000	21		n/a	0		-1.9%	0.5%	n/a	10.7%	23.2%	n/a
New Castle	\$765,000	16		\$730,000	15		\$1,100,000	1		-38.8%	-41.6%	n/a	-22.7%	-26.3%	20.2%
Newfields	\$406,000	18		\$406,000	18		n/a	0		3.8%	8.3%	n/a	1.9%	1.9%	n/a
Newington	\$613,766	4		\$613,766	4		n/a	0		26.5%	26.5%	n/a	33.3%	33.3%	n/a
Newmarket	\$288,933	155		\$283,533	146		\$505,200	9		1.4%	0.2%	14.4%	24.5%	23.3%	108.3%
North Hampton	\$584,000	68		\$584,000	66		\$655,000	2		7.7%	8.2%	-10.9%	39.0%	39.0%	72.4%
Portsmouth	\$449,500	338		\$439,000	327		\$785,000	11		9.8%	10.4%	-7.6%	26.6%	29.5%	74.5%
Rye	\$650,466	82		\$650,466	82		n/a	0		-0.7%	0.1%	n/a	5.8%	5.8%	n/a
Seabrook	\$336,500	94		\$333,000	90		\$356,000	4		-3.0%	-3.0%	-25.8%	29.4%	34.5%	-12.7%
South Hampton	\$468,900	11		\$468,900	11		n/a	0		9.1%	9.1%	n/a	-6.2%	-6.2%	n/a
Stratham	\$386,533	171		\$384,933	165		\$525,000	6		-3.4%	-3.0%	-6.7%	11.7%	11.9%	12.9%
<b>CEDS Eastern Communities</b>	<b>\$403,015</b>	<b>1,740</b>		<b>\$394,238</b>	<b>1,645</b>		<b>\$505,116</b>	<b>95</b>		<b>3%</b>	<b>3%</b>	<b>8%</b>	<b>17%</b>	<b>17%</b>	<b>21%</b>
Atkinson	\$361,600	129		\$360,000	127		\$572,966	2		1.1%	1.4%	46.6%	38.3%	37.6%	138.7%
Auburn	\$365,000	74		\$349,933	63		\$498,000	11		8.8%	7.0%	10.7%	7.4%	27.2%	29.4%
Brentwood	\$378,866	70		\$376,500	67		\$524,933	3		-2.9%	1.8%	7.0%	23.5%	15.8%	110.1%
Candia	\$312,000	39		\$312,000	39		n/a	0		8.4%	8.4%	n/a	38.7%	38.7%	n/a
Chester	\$350,000	63		\$347,266	56		\$355,000	7		-3.8%	-4.1%	-8.6%	14.8%	26.3%	-2.2%
Danville	\$307,000	55		\$306,975	52		\$386,000	3		1.5%	1.5%	28.1%	30.7%	33.5%	51.4%
Deerfield	\$329,000	69		\$328,533	67		\$405,000	2		12.1%	14.1%	22.9%	40.1%	41.3%	72.4%
Epping	\$302,500	114		\$299,000	105		\$365,000	9		12.5%	18.5%	2.6%	15.0%	30.0%	30.4%
Fremont	\$279,000	81		\$271,466	74		\$311,000	7		5.3%	3.8%	9.9%	21.3%	18.0%	26.9%
Hampstead	\$365,533	163		\$365,266	162		\$382,000	1		19.1%	19.4%	9.9%	41.0%	43.2%	32.6%
Kingston	\$305,533	83		\$300,000	75		\$351,966	8		6.8%	5.4%	-7.4%	32.8%	41.2%	17.4%
Newton	\$341,500	84		\$341,500	77		\$363,000	7		18.8%	20.7%	15.3%	35.0%	39.4%	37.1%
Northwood	\$246,733	72		\$246,733	72		n/a	0		5.0%	5.0%	n/a	59.2%	59.2%	n/a
Nottingham	\$299,774	76		\$299,308	72		\$368,000	4		-8.8%	-1.9%	5.1%	16.4%	20.9%	36.1%
Plaistow	\$245,000	137		\$237,500	134		\$499,933	3		-5.5%	-8.0%	14.9%	36.1%	35.7%	127.2%
Raymond	\$269,000	159		\$270,000	153		\$264,500	6		12.1%	12.5%	-16.0%	41.6%	43.6%	20.0%
Sandown	\$315,000	111		\$312,000	105		\$422,133	6		12.9%	16.2%	6.9%	34.0%	35.7%	46.8%
<b>CEDS Central Communities</b>	<b>\$314,465</b>	<b>1,579</b>		<b>\$311,495</b>	<b>1,500</b>		<b>\$391,697</b>	<b>79</b>		<b>7%</b>	<b>7%</b>	<b>5%</b>	<b>28%</b>	<b>34%</b>	<b>39%</b>
Derry	\$260,000	577		\$259,966	568		\$430,000	9		10.4%	10.6%	30.3%	30.0%	30.0%	87.0%
Hudson	\$289,000	397		\$285,000	383		\$364,966	14		6.3%	5.8%	-3.7%	17.0%	21.3%	15.9%
Litchfield	\$315,000	104		\$315,000	101		\$450,000	3		-2.6%	-1.6%	14.8%	23.5%	24.9%	69.6%
Londonderry	\$319,466	418		\$315,000	397		\$405,000	21		11.1%	12.1%	-10.0%	22.6%	27.3%	12.9%
Merrimack	\$261,000	551		\$260,333	547		\$382,466	4		2.4%	2.1%	0.6%	20.0%	21.7%	19.6%
Nashua	\$262,000	1,338		\$260,000	1,302		\$285,000	36		6.9%	6.6%	-18.3%	16.5%	101.7%	-12.8%
Pelham	\$365,000	186		\$355,000	170		\$418,200	16		4.0%	46.4%	14.4%	22.4%	22.4%	16.2%
Salem	\$330,000	435		\$325,100	418		\$470,000	17		3.1%	3.6%	11.3%	29.4%	30.0%	44.4%
Windham	\$440,000	256		\$429,000	239		\$647,000	17		2.3%	0.9%	5.2%	19.9%	22.6%	35.6%
<b>CEDS Western Communities</b>	<b>\$293,171</b>	<b>4,262</b>		<b>\$289,304</b>	<b>4,125</b>		<b>\$410,982</b>	<b>137</b>		<b>5%</b>	<b>7%</b>	<b>4%</b>	<b>19%</b>	<b>37%</b>	<b>22%</b>
<b>REDC CEDS Region</b>	<b>\$322,818</b>	<b>7,581</b>		<b>\$317,627</b>	<b>7,270</b>		<b>\$434,838</b>	<b>311</b>		<b>4%</b>	<b>5%</b>	<b>4%</b>	<b>20%</b>	<b>29%</b>	<b>30%</b>
Hillsborough County	\$265,000	6,368		\$262,000	6,197		\$359,933	171		6%	6%	0%	18%	19%	17%
Rockingham County	\$330,000	5,005		\$325,000	4,767		\$427,000	238		5%	6%	5%	22%	41%	33%
New Hampshire	\$254,000	22,483		\$250,000	21,833		\$374,266	650		6%	5%	3%	15%	17%	25%

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
	2012	2013	2014	2015	2016	2017	2018	2017-2018	2013-2018
East Kingston	3	8	0	3	2	0	0	0	-8
Exeter	32	29	19	17	15	5	3	-2	-26
Greenland	4	0	4	3	3	2	0	-2	0
Hampton	27	13	14	15	12	7	9	2	-4
Hampton Falls	5	0	2	2	0	0	0	0	0
Kensington	5	3	0	1	2	2	0	-2	-3
New Castle	0	0	0	0	0	0	0	0	0
Newfields	2	2	1	0	0	0	0	0	-2
Newington	1	0	0	0	0	0	0	0	0
Newmarket	17	13	8	7	5	3	1	-2	-12
North Hampton	11	4	5	3	2	5	0	-5	-4
Portsmouth	16	8	14	7	1	5	0	-5	-8
Rye	2	2	1	1	1	0	1	1	-1
Seabrook	17	13	4	4	8	5	4	-1	-9
South Hampton	3	0	1	1	1	0	0	0	0
Stratham	12	8	12	7	7	4	0	-4	-8
<b>CEDS Eastern Communities</b>	<b>157</b>	<b>103</b>	<b>85</b>	<b>71</b>	<b>59</b>	<b>38</b>	<b>18</b>	<b>-20</b>	<b>-85</b>
Atkinson	7	6	6	4	3	2	0	-2	-6
Auburn	11	9	8	8	2	1	2	1	-7
Brentwood	9	5	7	4	2	1	0	-1	-5
Candia	7	12	4	6	4	7	1	-6	-11
Chester	15	7	7	5	3	5	3	-2	-4
Danville	18	17	6	11	8	8	3	-5	-14
Deerfield	12	9	9	12	10	5	0	-5	-9
Epping	22	13	13	10	10	6	6	0	-7
Fremont	16	11	16	5	4	6	0	-6	-11
Hampstead	25	11	9	10	10	7	5	-2	-6
Kingston	18	9	13	12	15	11	3	-8	-6
Newton	16	10	12	6	6	10	0	-10	-10
Northwood	18	15	10	10	7	8	3	-5	-12
Nottingham	16	13	10	3	10	4	6	2	-7
Plaistow	24	17	11	11	11	14	4	-10	-13
Raymond	38	30	28	29	17	17	11	-6	-19
Sandown	19	18	15	14	12	6	5	-1	-13
<b>CEDS Central Communities</b>	<b>291</b>	<b>212</b>	<b>184</b>	<b>160</b>	<b>134</b>	<b>118</b>	<b>52</b>	<b>-66</b>	<b>-160</b>
Derry	131	100	52	58	37	29	16	-13	-84
Hudson	55	47	32	30	28	18	10	-8	-37
Litchfield	23	11	12	5	6	7	2	-5	-9
Londonderry	50	40	36	27	22	19	10	-9	-30
Merrimack	87	52	43	28	28	15	11	-4	-41
Nashua	205	132	99	79	74	50	34	-16	-98
Pelham	23	18	8	16	10	11	9	-2	-9
Salem	81	40	33	27	23	25	7	-18	-33
Windham	16	16	9	11	9	10	3	-7	-13
<b>CEDS Western Communities</b>	<b>671</b>	<b>456</b>	<b>324</b>	<b>281</b>	<b>237</b>	<b>184</b>	<b>102</b>	<b>-82</b>	<b>-354</b>
<b>REDC CEDS Region</b>	<b>1,119</b>	<b>771</b>	<b>593</b>	<b>512</b>	<b>430</b>	<b>340</b>	<b>172</b>	<b>-168</b>	<b>-599</b>
<b>Hillsborough County</b>	<b>1,100</b>	<b>776</b>	<b>535</b>	<b>493</b>	<b>436</b>	<b>334</b>	<b>200</b>	<b>-134</b>	<b>-576</b>
<b>Rockingham County</b>	<b>726</b>	<b>511</b>	<b>398</b>	<b>354</b>	<b>284</b>	<b>239</b>	<b>107</b>	<b>-132</b>	<b>-404</b>
<b>New Hampshire</b>	<b>3,659</b>	<b>2,702</b>	<b>2,074</b>	<b>1,724</b>	<b>1,555</b>	<b>1,305</b>	<b>860</b>	<b>-445</b>	<b>-1,842</b>

Source: the Warren Group via NH Housing Finance Authority

Table C-2: Employment and Wages for Hillsborough County

		Hillsborough County 2015			Hillsborough County 2016			Hillsborough County 2017		
NAICS Code	Industry	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>11,386</b>	<b>196,842</b>	<b>\$1,100</b>	<b>11,405</b>	<b>199,729</b>	<b>\$1,119</b>	<b>11,354</b>	<b>201,740</b>	<b>\$1,148</b>
	Total Private	11,097	175,848	\$1,107	11,117	178,867	\$1,126	11,065	180,839	\$1,156
<b>101</b>	<b>Goods-Producing Industries</b>	<b>1,585</b>	<b>31,842</b>	<b>\$1,401</b>	<b>1,632</b>	<b>32,654</b>	<b>\$1,437</b>	<b>1,646</b>	<b>33,513</b>	<b>\$1,490</b>
<b>11</b>	<b>Agriculture/Forestry/Fishing</b>	<b>29</b>	<b>172</b>	<b>\$588</b>	<b>30</b>	<b>172</b>	<b>\$653</b>	<b>30</b>	<b>183</b>	<b>\$665</b>
111	Crop Production	12	108	\$343	13	111	\$444	14	124	\$480
112	Animal Production	n	n	n	n	n	n	n	n	n
113	Forestry and Logging	14	54	\$986	14	52	\$1,050	12	48	\$1,049
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>7</b>	<b>43</b>	<b>\$1,143</b>	<b>8</b>	<b>47</b>	<b>\$1,249</b>	<b>8</b>	<b>50</b>	<b>\$1,335</b>
211	Oil and Gas Extraction	0	0	\$0	0	0	\$0	0	0	\$0
212	Mining (except Oil and Gas)	0	0	\$0	8	47	\$1,249	8	50	\$1,335
213	Support Activities for Mining	7	43	\$1,143	0	0	\$0	0	0	\$0
<b>23</b>	<b>Construction</b>	<b>953</b>	<b>6,972</b>	<b>\$1,145</b>	<b>994</b>	<b>7,424</b>	<b>\$1,203</b>	<b>1,012</b>	<b>7,726</b>	<b>\$1,247</b>
236	Construction of Buildings	148	1,480	\$1,226	260	1,581	\$1,290	265	1,674	\$1,337
237	Heavy and Civil Engineering Construction	26	338	\$1,333	26	313	\$1,448	27	370	\$1,456
238	Specialty Trade Contractors	679	5,154	\$1,110	708	5,530	\$1,164	720	5,682	\$1,206
<b>31-33</b>	<b>Manufacturing</b>	<b>596</b>	<b>24,654</b>	<b>\$1,480</b>	<b>601</b>	<b>25,010</b>	<b>\$1,512</b>	<b>596</b>	<b>25,553</b>	<b>\$1,570</b>
311	Food Manufacturing	34	458	\$673	36	487	\$671	34	502	\$729
312	Beverage and Tobacco Product Manufacturing	9	402	\$1,403	9	428	\$1,376	11	453	\$1,362
313	Textile Mills	8	656	\$1,058	8	609	\$1,083	6	598	\$1,067
314	Textile Product Mills	8	90	\$732	8	83	\$914	9	105	\$884
315	Apparel Manufacturing	n	n	n	3	42	\$1,524	n	n	n
316	Leather and Allied Product Manufacturing	n	n	n	n	n	n	3	8	\$816
321	Wood Product Manufacturing	10	162	\$1,005	11	187	\$1,029	12	200	\$1,120
322	Paper Manufacturing	8	490	\$1,222	8	452	\$1,201	8	415	\$1,278
323	Printing and Related Support Activities	50	679	\$958	49	666	\$1,049	48	658	\$1,115
324	Petroleum and Coal Products Manufacturing	n	n	n	n	n	n	n	n	n
325	Chemical Manufacturing	16	314	\$1,200	16	324	\$1,241	16	361	\$1,280
326	Plastics and Rubber Products Manufacturing	35	1,937	\$1,102	35	1,915	\$1,121	36	1,971	\$1,148
327	Nonmetallic Mineral Product Manufacturing	20	407	\$1,075	19	399	\$1,127	20	400	\$1,161
331	Primary Metal Manufacturing	11	1,137	\$1,099	11	1,198	\$1,150	11	1,241	\$1,170
332	Fabricated Metal Product Manufacturing	105	3,125	\$1,155	103	3,177	\$1,158	103	3,243	\$1,180
333	Machinery Manufacturing	49	1,025	\$1,644	49	956	\$1,608	50	1,028	\$1,761
334	Computer and Electronic Product Manufacturing	128	10,298	\$1,885	131	10,680	\$1,915	130	11,012	\$1,974
335	Electrical Equipment/Appliances Manufacturing	22	1,339	\$1,390	21	1,262	\$1,481	21	1,218	\$1,493
336	Transportation Equipment Manufacturing	6	113	\$1,362	6	100	\$1,383	5	75	\$1,522
337	Furniture and Related Product Manufacturing	9	93	\$785	10	103	\$745	9	102	\$799
339	Miscellaneous Manufacturing	6	1,878	\$1,273	64	1,926	\$1,307	62	1,922	\$1,463
<b>102</b>	<b>Service-Providing Industries</b>	<b>9,512</b>	<b>144,005</b>	<b>\$1,041</b>	<b>9,485</b>	<b>146,213</b>	<b>\$1,057</b>	<b>9,420</b>	<b>147,327</b>	<b>\$1,080</b>
<b>22</b>	<b>Utilities</b>	<b>14</b>	<b>273</b>	<b>\$1,748</b>	<b>14</b>	<b>237</b>	<b>\$1,875</b>	<b>14</b>	<b>239</b>	<b>\$2,003</b>
221	Utilities	14	273	\$1,748	14	237	\$1,875	14	239	\$2,003
<b>42</b>	<b>Wholesale Trade</b>	<b>872</b>	<b>7,555</b>	<b>\$1,825</b>	<b>846</b>	<b>7,522</b>	<b>\$1,719</b>	<b>824</b>	<b>7,427</b>	<b>\$1,716</b>
423	Merchant Wholesalers, Durable Goods	306	4,443	\$1,705	300	4,374	\$1,744	299	4,324	\$1,744
424	Merchant Wholesalers, Nondurable Goods	86	1,285	\$1,844	83	1,328	\$1,091	82	1,413	\$1,106
425	Electronic Markets and Agents and Brokers	480	1,827	\$2,103	462	1,820	\$2,117	443	1,690	\$2,153
<b>44-45</b>	<b>Retail Trade</b>	<b>1,532</b>	<b>27,879</b>	<b>\$658</b>	<b>1,528</b>	<b>28,108</b>	<b>\$665</b>	<b>1,518</b>	<b>27,995</b>	<b>\$675</b>
441	Motor Vehicle and Parts Dealers	177	3,934	\$1,110	174	4,036	\$1,103	172	3,998	\$1,133
442	Furniture and Home Furnishings Stores	74	803	\$737	73	832	\$755	73	866	\$781
443	Electronics and Appliance Stores	93	1,605	\$1,596	92	1,597	\$1,560	89	1,443	\$1,576
444	Building Material and Garden Supply Stores	112	2,116	\$711	111	2,194	\$708	112	2,205	\$717
445	Food and Beverage Stores	156	6,037	\$368	157	6,115	\$377	157	6,227	\$389
446	Health and Personal Care Stores	129	1,380	\$657	134	1,381	\$658	131	1,380	\$665
447	Gasoline Stations	122	839	\$442	118	791	\$454	121	813	\$505
448	Clothing and Clothing Accessories Stores	223	2,826	\$374	217	2,765	\$382	211	2,727	\$387
451	Sporting Goods, Hobby, Book, and Music Stores	115	1,462	\$397	111	1,340	\$407	107	1,290	\$417
452	General Merchandise Stores	57	3,778	\$442	60	3,727	\$456	62	3,649	\$471
453	Miscellaneous Store Retailers	194	1,889	\$459	199	1,878	\$458	199	1,821	\$476
454	Nonstore Retailers	81	1,209	\$1,302	83	1,453	\$1,252	86	1,577	\$1,213
<b>48-49</b>	<b>Transportation and Warehousing</b>	<b>215</b>	<b>3,770</b>	<b>\$822</b>	<b>213</b>	<b>3,971</b>	<b>\$804</b>	<b>214</b>	<b>3,836</b>	<b>\$843</b>
481	Air Transportation	19	256	\$1,139	18	263	\$1,206	17	262	\$1,248
484	Truck Transportation	81	831	\$914	80	796	\$948	77	760	\$994
485	Transit and Ground Passenger Transportation	30	753	\$451	28	864	\$445	30	877	\$452
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	32	258	\$993	34	265	\$1,016	34	280	\$1,010
491	Postal Service	0	0	\$0	0	0	\$0	0	0	\$0
492	Couriers and Messengers	29	1,039	\$911	32	1,169	\$851	35	1,083	\$927
493	Warehousing and Storage	24	633	\$798	22	614	\$766	21	573	\$813

Source: NH Economic and Labor Market Information Bureau



Table C-2: Employment and Wages for Hillsborough County

NAICS Code Industry		Hillsborough County 2015			Hillsborough County 2016			Hillsborough County 2017		
		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>179</b>	<b>5,141</b>	<b>\$1,703</b>	<b>173</b>	<b>5,348</b>	<b>\$1,799</b>	<b>178</b>	<b>5,626</b>	<b>\$1,820</b>
511	Publishing Industries (except Internet)	79	2,366	\$2,051	76	2,260	\$2,205	77	2,163	\$2,257
512	Motion Picture and Sound Recording	16	388	\$896	16	390	\$946	19	556	\$737
515	Broadcasting (except Internet)	7	223	\$1,292	7	231	\$1,315	7	235	\$1,238
517	Telecommunications	40	1,860	\$1,556	38	1,850	\$1,584	35	2,082	\$1,614
518	Data Processing and Related Services	16	200	\$926	15	527	\$1,669	18	504	\$2,261
519	Other Information Services	21	103	\$1,801	21	90	\$1,706	23	88	\$1,825
<b>52</b>	<b>Finance and Insurance</b>	<b>619</b>	<b>10,054</b>	<b>\$2,248</b>	<b>634</b>	<b>10,397</b>	<b>\$2,368</b>	<b>630</b>	<b>10,288</b>	<b>\$2,451</b>
522	Credit Intermediation and Related Activities	n	n	n	n	n	n	n	n	n
523	Financial Investment and Related Activities	166	5,180	\$2,820	180	5,373	\$3,034	177	5,208	\$3,194
524	Insurance Carriers and Related Activities	247	2,863	\$1,850	243	2,888	\$1,843	240	2,939	\$1,865
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>360</b>	<b>2,408</b>	<b>\$1,056</b>	<b>364</b>	<b>2,390</b>	<b>\$1,083</b>	<b>369</b>	<b>2,480</b>	<b>\$1,050</b>
531	Real Estate	298	1,742	\$1,103	302	1,650	\$1,117	306	1,730	\$1,073
532	Rental and Leasing Services	n	n	n	n	n	n	n	n	n
533	Lessor of Nonfinancial Intangible Assets	n	n	n	n	n	n	n	n	n
<b>54</b>	<b>Professional and Technical Services</b>	<b>1,447</b>	<b>12,649</b>	<b>\$1,747</b>	<b>1,395</b>	<b>12,209</b>	<b>\$1,802</b>	<b>1,372</b>	<b>12,254</b>	<b>\$1,864</b>
541	Professional and Technical Services	1,447	12,649	\$1,747	1,395	12,209	\$1,802	1,372	12,254	\$1,864
5411	Legal Services	257	1,649	\$1,687	243	1,662	\$1,852	237	1,653	\$1,807
5412	Accounting and Bookkeeping Services	180	1,762	\$1,663	175	1,797	\$1,684	168	1,770	\$1,727
5413	Architectural and Engineering Services	198	1,999	\$1,605	197	1,911	\$1,682	193	1,997	\$1,928
5414	Specialized Design Services	30	184	\$1,265	29	194	\$1,318	30	191	\$1,305
5415	Computer Systems Design and Related Services	404	4,075	\$2,185	377	3,628	\$2,309	372	3,598	\$2,344
5416	Management and Technical Consulting Services	198	1,054	\$1,715	201	1,101	\$1,620	202	1,123	\$1,657
5417	Scientific Research and Development Services	36	656	\$1,873	31	623	\$1,956	27	602	\$2,079
5418	Advertising, PR, and Related Services	53	566	\$844	53	597	\$852	52	614	\$952
5419	Other Professional and Technical Services	93	705	\$750	91	698	\$774	91	706	\$815
<b>55</b>	<b>Management of Companies/Enterprises</b>	<b>124</b>	<b>3,135</b>	<b>\$1,531</b>	<b>121</b>	<b>3,365</b>	<b>\$1,499</b>	<b>115</b>	<b>3,362</b>	<b>\$1,650</b>
551	Management of Companies/Enterprises	124	3,135	\$1,531	121	3,365	\$1,499	115	3,362	\$1,650
<b>56</b>	<b>Administrative and Waste Services</b>	<b>814</b>	<b>11,747</b>	<b>\$766</b>	<b>838</b>	<b>11,739</b>	<b>\$789</b>	<b>830</b>	<b>11,798</b>	<b>\$798</b>
561	Administrative and Support Services	784	11,552	\$766	810	11,538	\$789	800	11,578	\$797
5611	Office Administrative Services	124	1,156	\$1,849	129	1,167	\$1,836	132	1,101	\$1,832
5612	Facilities Support Services	13	98	\$499	n	n	n	n	n	n
5613	Employment Services	92	4,721	\$592	105	4,495	\$626	108	4,447	\$647
5614	Business Support Services	69	844	\$868	64	847	\$890	63	815	\$947
5615	Travel Arrangement and Reservation Services	56	228	\$809	56	230	\$883	37	229	\$809
5616	Investigation and Security Services	46	923	\$861	49	946	\$887	49	927	\$913
5617	Services to Buildings and Dwellings	372	3,406	\$596	381	3,526	\$611	380	3,618	\$627
5619	Other Support Services	14	177	\$689	n	n	n	n	n	n
562	Waste Management and Remediation Services	30	195	\$776	28	201	\$786	30	221	\$851
<b>61</b>	<b>Educational Services</b>	<b>196</b>	<b>5,952</b>	<b>\$837</b>	<b>195</b>	<b>6,399</b>	<b>\$834</b>	<b>197</b>	<b>6,609</b>	<b>\$853</b>
611	Educational Services	196	5,952	\$837	195	6,399	\$834	197	6,609	\$853
<b>62</b>	<b>Health Care and Social Assistance</b>	<b>1,100</b>	<b>28,368</b>	<b>\$986</b>	<b>1,101</b>	<b>28,846</b>	<b>\$1,002</b>	<b>1,107</b>	<b>29,696</b>	<b>\$1,018</b>
621	Ambulatory Health Care Services	721	9,832	\$1,404	719	10,016	\$1,418	720	10,336	\$1,425
622	Hospitals	14	8,959	\$1,004	15	9,199	\$1,011	15	9,465	\$1,025
623	Nursing and Residential Care Facilities	105	5,462	\$588	109	5,355	\$619	116	5,384	\$654
624	Social Assistance	261	4,115	\$478	260	4,277	\$487	257	4,511	\$508
<b>71</b>	<b>Arts, Entertainment, and Recreation</b>	<b>163</b>	<b>2,681</b>	<b>\$445</b>	<b>170</b>	<b>2,789</b>	<b>\$375</b>	<b>175</b>	<b>2,871</b>	<b>\$395</b>
711	Performing Arts and Spectator Sports	28	421	\$835	30	393	\$448	30	346	\$509
712	Museums, Historic Sites, Zoos, and Parks	10	136	\$472	9	141	\$473	9	134	\$498
713	Gambling, Recreation, Amusement Industries	125	2,125	\$366	131	2,255	\$357	136	2,391	\$373
<b>72</b>	<b>Accommodation and Food Services</b>	<b>873</b>	<b>15,594</b>	<b>\$364</b>	<b>872</b>	<b>15,939</b>	<b>\$377</b>	<b>872</b>	<b>15,966</b>	<b>\$386</b>
721	Accommodation	54	1,403	\$508	55	1,417	\$520	52	1,272	\$483
722	Food Services and Drinking Places	819	14,192	\$350	817	14,523	\$363	819	14,694	\$378
<b>81</b>	<b>Other Services Except Public Admin</b>	<b>996</b>	<b>6,777</b>	<b>\$680</b>	<b>1,005</b>	<b>6,910</b>	<b>\$700</b>	<b>985</b>	<b>6,817</b>	<b>\$686</b>
811	Repair and Maintenance	356	2,145	\$932	360	2,128	\$946	354	2,117	\$988
812	Personal and Laundry Services	321	2,586	\$562	329	2,670	\$599	335	2,737	\$541
813	Membership Associations and Organizations	172	1,849	\$577	171	1,917	\$590	155	1,783	\$564
814	Private Households	148	197	\$464	146	195	\$485	141	180	\$529
<b>99</b>	<b>Unclassified Establishments</b>	<b>9</b>	<b>22</b>	<b>\$1,038</b>	<b>17</b>	<b>46</b>	<b>\$728</b>	<b>24</b>	<b>62</b>	<b>\$800</b>
999	Unclassified Establishments	9	22	\$1,038	17	46	\$728	24	62	\$800
<b>Total Government</b>		<b>289</b>	<b>20,994</b>	<b>\$1,041</b>	<b>289</b>	<b>20,862</b>	<b>\$1,054</b>	<b>289</b>	<b>20,901</b>	<b>\$1,076</b>
	Federal Government	70	3,974	\$1,615	71	3,966	\$1,618	71	3,930	\$1,651
	State Government	102	1,782	\$793	102	1,731	\$819	102	1,746	\$824
	Local Government	117	15,238	\$920	116	15,166	\$933	116	15,226	\$957

Source: NH Economic and Labor Market Information Bureau

Table C-2: Employment and Wages for Rockingham County

NAICS Code	Industry	Rockingham County 2015			Rockingham County 2016			Rockingham County 2017		
		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>10,025</b>	<b>143,650</b>	<b>\$999</b>	<b>10,112</b>	<b>146,926</b>	<b>\$1,009</b>	<b>10,203</b>	<b>149,059</b>	<b>\$1,041</b>
	Total Private	9,727	129,571	\$1,008	9,813	132,843	\$1,016	9,903	134,948	\$1,050
<b>101</b>	<b>Goods-Producing Industries</b>	<b>1,435</b>	<b>20,954</b>	<b>\$1,261</b>	<b>1,459</b>	<b>21,711</b>	<b>\$1,289</b>	<b>1,489</b>	<b>22,384</b>	<b>\$1,336</b>
<b>11</b>	<b>Agriculture/Forestry/Fishing</b>	<b>29</b>	<b>264</b>	<b>\$508</b>	<b>27</b>	<b>261</b>	<b>\$515</b>	<b>29</b>	<b>259</b>	<b>\$526</b>
111	Crop Production	14	185	\$410	13	187	\$410	15	190	\$412
112	Animal Production	5	23	\$484	5	17	\$504	5	16	\$565
113	Forestry and Logging	4	19	\$1,010	3	18	\$1,116	3	15	\$1,249
114	Fishing, Hunting, and Trapping	0	0	\$0	0	0	\$0	0	0	\$0
115	Agriculture and Forestry Support Activities	6	38	\$754	6	39	\$741	6	37	\$797
<b>21</b>	<b>Mining</b>	<b>13</b>	<b>122</b>	<b>\$1,064</b>	<b>11</b>	<b>125</b>	<b>\$1,067</b>	<b>11</b>	<b>125</b>	<b>\$1,059</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>913</b>	<b>6,161</b>	<b>\$1,172</b>	<b>937</b>	<b>6,385</b>	<b>\$1,182</b>	<b>970</b>	<b>6,793</b>	<b>\$1,238</b>
236	Construction of Buildings	234	1,112	\$1,164	244	1,216	\$1,215	246	1,249	\$1,290
237	Heavy and Civil Engineering Construction	49	1,250	\$1,531	47	1,143	\$1,533	47	1,275	\$1,640
238	Specialty Trade Contractors	630	3,799	\$1,057	646	4,026	\$1,072	677	4,269	\$1,103
<b>31-33</b>	<b>Manufacturing</b>	<b>480</b>	<b>14,407</b>	<b>\$1,314</b>	<b>484</b>	<b>14,939</b>	<b>\$1,350</b>	<b>479</b>	<b>15,206</b>	<b>\$1,395</b>
311	Food Manufacturing	30	1,350	\$1,478	29	1,383	\$1,553	29	1,434	\$1,458
312	Beverage and Tobacco Product Manufacturing	17	379	\$878	19	429	\$844	23	458	\$819
313	Textile Mills	n	n	n	n	n	n	3	514	\$1,102
314	Textile Product Mills	n	n	n	8	27	\$696	9	27	\$719
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	191	\$1,083	17	189	\$1,068	17	189	\$1,111
322	Paper Manufacturing	9	95	\$8,011	n	n	n	8	91	\$840
323	Printing and Related Support Activities	39	408	\$936	38	424	\$989	35	424	\$1,036
324	Petroleum and Coal Products Manufacturing	5	185	\$1,328	5	163	\$1,484	4	165	\$1,541
325	Chemical Manufacturing	17	1,094	\$1,684	19	1,216	\$1,721	19	1,230	\$1,827
326	Plastics and Rubber Products Manufacturing	22	1,283	\$1,034	21	1,377	\$1,018	22	1,332	\$1,231
327	Nonmetallic Mineral Product Manufacturing	22	758	\$1,219	20	854	\$1,263	21	932	\$1,292
331	Primary Metal Manufacturing	5	227	\$914	5	232	\$953	5	239	\$964
332	Fabricated Metal Product Manufacturing	116	2,513	\$1,238	119	2,663	\$1,285	114	2,721	\$1,342
333	Machinery Manufacturing	31	1,256	\$1,372	33	1,263	\$1,500	32	1,296	\$1,619
334	Computer and Electronic Product Manufacturing	57	2,077	\$1,607	58	1,893	\$1,648	55	1,865	\$1,655
335	Electrical Equipment/Appliances Manufacturing	17	1,005	\$1,370	18	1,115	\$1,390	18	1,155	\$1,375
336	Transportation Equipment Manufacturing	n	n	n	n	n	n	10	182	\$999
337	Furniture and Related Product Manufacturing	23	322	\$1,043	22	322	\$1,080	22	322	\$1,100
339	Miscellaneous Manufacturing	32	539	\$1,432	31	571	\$1,440	32	614	\$1,443
<b>102</b>	<b>Service-Providing Industries</b>	<b>8,292</b>	<b>108,617</b>	<b>\$959</b>	<b>8,354</b>	<b>111,132</b>	<b>\$963</b>	<b>8,415</b>	<b>112,564</b>	<b>\$993</b>
<b>22</b>	<b>Utilities</b>	<b>17</b>	<b>845</b>	<b>\$2,371</b>	<b>19</b>	<b>848</b>	<b>\$2,238</b>	<b>19</b>	<b>814</b>	<b>\$2,440</b>
221	Utilities	17	845	\$2,371	19	848	\$2,238	19	814	\$2,440
<b>42</b>	<b>Wholesale Trade</b>	<b>883</b>	<b>6,634</b>	<b>\$1,604</b>	<b>867</b>	<b>6,770</b>	<b>\$1,551</b>	<b>867</b>	<b>6,795</b>	<b>\$1,565</b>
423	Merchant Wholesalers, Durable Goods	287	3,252	\$1,526	286	3,270	\$1,386	280	3,259	\$1,432
424	Merchant Wholesalers, Nondurable Goods	102	1,764	\$1,355	117	1,891	\$1,440	122	1,945	\$1,443
425	Electronic Markets and Agents and Brokers	495	1,617	\$2,031	464	1,609	\$2,015	466	1,591	\$1,986
<b>44-45</b>	<b>Retail Trade</b>	<b>1,495</b>	<b>25,694</b>	<b>\$545</b>	<b>1,511</b>	<b>26,020</b>	<b>\$554</b>	<b>1,510</b>	<b>25,798</b>	<b>\$567</b>
441	Motor Vehicle and Parts Dealers	206	2,714	\$956	205	2,775	\$965	206	2,735	\$998
442	Furniture and Home Furnishings Stores	84	703	\$650	88	754	\$644	88	728	\$667
443	Electronics and Appliance Stores	82	1,135	\$1,109	88	1,131	\$1,188	82	1,105	\$1,227
444	Building Material and Garden Supply Stores	127	2,684	\$668	125	2,799	\$668	127	2,794	\$665
445	Food and Beverage Stores	131	6,139	\$354	129	6,316	\$356	129	6,227	\$366
446	Health and Personal Care Stores	126	1,239	\$590	131	1,262	\$628	131	1,233	\$667
447	Gasoline Stations	112	955	\$404	110	953	\$425	113	978	\$459
448	Clothing and Clothing Accessories Stores	192	1,765	\$363	194	1,752	\$370	190	1,751	\$366
451	Sporting Goods, Hobby, Book, and Music Stores	103	1,160	\$358	98	1,188	\$350	98	1,145	\$353
452	General Merchandise Stores	62	4,572	\$415	63	4,497	\$421	66	4,527	\$427
453	Miscellaneous Store Retailers	195	1,822	\$423	204	1,837	\$448	208	1,820	\$458
454	Nonstore Retailers	78	805	\$1,110	77	756	\$1,053	75	754	\$1,097
<b>48-49</b>	<b>Transportation and Warehousing</b>	<b>232</b>	<b>4,554</b>	<b>\$863</b>	<b>231</b>	<b>4,905</b>	<b>\$891</b>	<b>225</b>	<b>5,067</b>	<b>\$909</b>
481	Air Transportation	6	183	\$1,344	7	205	\$1,387	7	203	\$1,375
482	Rail Transportation	0	0	\$0	0	0	\$0	0	0	\$0
483	Water Transportation	n	n	n	n	n	n	n	n	n
484	Truck Transportation	101	826	\$1,011	101	920	\$1,043	98	961	\$1,081
485	Transit and Ground Passenger Transportation	37	1,302	\$543	37	1,256	\$543	33	1,212	\$549
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	37	430	\$1,067	35	455	\$1,083	38	519	\$1,134
491	Postal Service	0	0	\$0	0	0	\$0	0	0	\$0
492	Couriers and Messengers	22	591	\$857	24	684	\$807	21	759	\$779
493	Warehousing and Storage	18	1,164	\$981	17	1,325	\$1,028	17	1,354	\$1,035

Source: NH Economic and Labor Market Information Bureau

Table C-2: Employment and Wages for Rockingham County

		Rockingham County 2015			Rockingham County 2016			Rockingham County 2017		
NAICS Code	Industry	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>116</b>	<b>3,330</b>	<b>\$1,765</b>	<b>115</b>	<b>3,278</b>	<b>\$1,759</b>	<b>117</b>	<b>3,139</b>	<b>\$1,804</b>
511	Publishing Industries (except Internet)	43	1,280	\$1,987	44	1,372	\$1,943	43	1,500	\$2,010
512	Motion Picture and Sound Recording	12	142	\$337	11	138	\$362	15	139	\$389
515	Broadcasting (except Internet)	5	64	\$1,048	5	56	\$1,214	5	44	\$1,434
517	Telecommunications	21	893	\$1,712	20	924	\$1,660	21	835	\$1,778
518	Data Processing and Related Services	18	811	\$1,867	20	694	\$1,923	20	538	\$1,746
519	Other Information Services	16	140	\$1,267	16	94	\$1,209	13	83	\$1,263
<b>52</b>	<b>Finance and Insurance</b>	<b>465</b>	<b>5,999</b>	<b>\$1,776</b>	<b>472</b>	<b>6,177</b>	<b>\$1,826</b>	<b>481</b>	<b>5,275</b>	<b>\$1,760</b>
521	Monetary Authorities - Central Bank	0	0	\$0	0	0	\$0	0	0	\$0
522	Credit Intermediation and Related Activities	163	2,104	\$1,380	168	2,159	\$1,444	169	2,174	\$1,485
523	Financial Investment and Related Activities	n	n	n	163	698	\$3,308	n	n	n
524	Insurance Carriers and Related Activities	148	3,226	\$1,729	139	3,314	\$1,764	142	2,350	\$1,529
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>315</b>	<b>1,554</b>	<b>\$1,044</b>	<b>322</b>	<b>1,650</b>	<b>\$1,086</b>	<b>331</b>	<b>1,689</b>	<b>\$1,143</b>
531	Real Estate	257	1,087	\$1,000	261	1,139	\$1,052	266	1,168	\$1,098
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>1,199</b>	<b>8,344</b>	<b>\$1,533</b>	<b>1,108</b>	<b>8,639</b>	<b>\$1,550</b>	<b>1,141</b>	<b>10,401</b>	<b>\$1,666</b>
541	Professional and Technical Services	1,199	8,344	\$1,533	1,108	8,639	\$1,550	1,141	10,401	\$1,666
5411	Legal Services	150	695	\$1,362	144	708	\$1,369	137	708	\$1,406
5412	Accounting and Bookkeeping Services	141	1,044	\$1,169	136	1,054	\$1,189	134	1,061	\$1,212
5413	Architectural and Engineering Services	158	1,869	\$1,734	184	2,044	\$1,758	184	2,236	\$1,713
5414	Specialized Design Services	28	146	\$1,062	30	168	\$1,120	33	180	\$1,148
5415	Computer Systems Design and Related Services	248	2,085	\$1,670	245	2,125	\$1,609	266	3,493	\$1,961
5416	Management and Technical Consulting Services	219	1,035	\$1,870	215	1,035	\$2,006	233	1,208	\$1,917
5417	Scientific Research and Development Services	27	300	\$1,947	26	266	\$2,064	21	243	\$1,947
5418	Advertising, PR, and Related Services	39	215	\$1,025	39	208	\$1,121	41	212	\$1,157
5419	Other Professional and Technical Services	82	956	\$993	91	1,031	\$1,075	94	1,060	\$1,059
<b>55</b>	<b>Management of Companies/Enterprises</b>	<b>118</b>	<b>1,979</b>	<b>\$3,519</b>	<b>118</b>	<b>1,932</b>	<b>\$3,183</b>	<b>115</b>	<b>1,893</b>	<b>\$3,152</b>
551	Management of Companies/Enterprises	118	1,979	\$3,519	118	1,932	\$3,183	115	1,893	\$3,152
<b>56</b>	<b>Administrative and Waste Services</b>	<b>739</b>	<b>9,970</b>	<b>\$954</b>	<b>746</b>	<b>10,031</b>	<b>\$984</b>	<b>757</b>	<b>10,066</b>	<b>\$1,043</b>
561	Administrative and Support Services	680	9,299	\$927	687	9,316	\$962	699	9,330	\$1,022
5611	Office Administrative Services	117	1,045	\$1,919	124	1,110	\$1,984	137	1,238	\$1,962
5612	Facilities Support Services	10	89	\$604	n	n	n	n	n	n
5613	Employment Services	103	3,617	\$874	108	3,672	\$917	114	3,650	\$975
5614	Business Support Services	51	1,263	\$776	44	1,148	\$831	44	1,105	\$901
5615	Travel Arrangement and Reservation Services	40	246	\$1,626	38	247	\$1,291	32	216	\$1,378
5616	Investigation and Security Services	32	845	\$905	31	851	\$944	29	838	\$979
5617	Services to Buildings and Dwellings	214	1,984	\$568	323	2,043	\$571	324	2,014	\$623
5619	Other Support Services	13	209	\$610	n	n	n	n	n	n
562	Waste Management and Remediation Services	59	672	\$1,321	59	715	\$1,267	58	736	\$1,309
<b>61</b>	<b>Educational Services</b>	<b>132</b>	<b>2,730</b>	<b>\$804</b>	<b>133</b>	<b>2,736</b>	<b>\$821</b>	<b>135</b>	<b>2,871</b>	<b>\$822</b>
611	Educational Services	132	2,730	\$804	133	2,736	\$821	135	2,871	\$822
<b>62</b>	<b>Health Care and Social Assistance</b>	<b>847</b>	<b>15,603</b>	<b>\$928</b>	<b>845</b>	<b>16,401</b>	<b>\$939</b>	<b>844</b>	<b>16,617</b>	<b>\$980</b>
621	Ambulatory Health Care Services	591	6,386	\$1,254	590	6,640	\$1,268	592	6,835	\$1,318
622	Hospitals	9	3,631	\$1,016	11	3,862	\$1,041	8	3,953	\$1,070
623	Nursing and Residential Care Facilities	44	2,472	\$611	47	2,535	\$621	48	2,478	\$645
624	Social Assistance	203	3,114	\$410	197	3,365	\$411	196	3,350	\$431
<b>71</b>	<b>Arts, Entertainment, and Recreation</b>	<b>172</b>	<b>3,017</b>	<b>\$400</b>	<b>184</b>	<b>3,050</b>	<b>\$424</b>	<b>180</b>	<b>3,022</b>	<b>\$448</b>
711	Performing Arts and Spectator Sports	34	361	\$559	35	330	\$662	40	310	\$798
712	Museums, Historic Sites, Zoos, and Parks	12	149	\$364	12	152	\$369	12	153	\$373
713	Gambling, Recreation, Amusement Industries	126	2,507	\$379	138	2,568	\$397	129	2,559	\$411
<b>72</b>	<b>Accommodation and Food Services</b>	<b>819</b>	<b>14,124</b>	<b>\$380</b>	<b>824</b>	<b>14,364</b>	<b>\$399</b>	<b>824</b>	<b>14,680</b>	<b>\$415</b>
721	Accommodation	74	1,545	\$466	71	1,527	\$455	71	1,572	\$523
722	Food Services and Drinking Places	745	12,759	\$377	753	12,837	\$392	754	13,107	\$402
<b>81</b>	<b>Other Services Except Public Admin</b>	<b>815</b>	<b>4,230</b>	<b>\$673</b>	<b>843</b>	<b>4,304</b>	<b>\$683</b>	<b>849</b>	<b>4,380</b>	<b>\$710</b>
811	Repair and Maintenance	303	1,643	\$946	313	1,609	\$956	321	1,628	\$992
812	Personal and Laundry Services	280	1,658	\$457	293	1,744	\$475	304	1,817	\$487
813	Membership Associations and Organizations	105	752	\$592	108	774	\$628	98	767	\$675
814	Private Households	128	176	\$496	129	177	\$485	126	168	\$549
<b>99</b>	<b>Unclassified Establishments</b>	<b>11</b>	<b>12</b>	<b>\$1,203</b>	<b>17</b>	<b>27</b>	<b>\$995</b>	<b>22</b>	<b>60</b>	<b>\$1,033</b>
999	Unclassified Establishments	11	12	\$1,203	17	27	\$995	22	60	\$1,033
<b>Total Government</b>		<b>298</b>	<b>14,079</b>	<b>\$925</b>	<b>299</b>	<b>14,084</b>	<b>\$934</b>	<b>299</b>	<b>14,111</b>	<b>\$952</b>
Federal Government		63	1,004	\$1,336	64	1,051	\$1,305	65	1,040	\$1,335
State Government		90	1,288	\$668	90	1,329	\$661	90	1,291	\$690
Local Government		145	11,787	\$918	146	11,703	\$932	144	11,781	\$947

Source: NH Economic and Labor Market Information Bureau

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

NAICS Code Industry		State of NH - 2016					State of NH - 2017				
		Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of employmt	Rock. Co. share of employmt	Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of employmt	Rock. Co. share of employmt
<b>ALL</b>	<b>Total, Private plus Government</b>	<b>47,056</b>	<b>647,375</b>	<b>\$1,030</b>	<b>30.9%</b>	<b>22.7%</b>	<b>47,352</b>	<b>653,496</b>	<b>\$1,060</b>	<b>30.9%</b>	<b>22.8%</b>
	Total Private	45,016	562,836	\$1,043	31.8%	23.6%	45,318	569,023	\$1,074	31.8%	23.7%
<b>101</b>	<b>Goods-Producing Industries</b>	<b>6,151</b>	<b>96,138</b>	<b>\$1,251</b>	<b>34.0%</b>	<b>22.6%</b>	<b>6,233</b>	<b>97,995</b>	<b>\$1,294</b>	<b>34.2%</b>	<b>22.8%</b>
<b>11</b>	<b>Agriculture/Forestry/Fishing</b>	<b>255</b>	<b>2,022</b>	<b>\$678</b>	<b>8.5%</b>	<b>12.9%</b>	<b>261</b>	<b>2,011</b>	<b>\$697</b>	<b>9.1%</b>	<b>12.9%</b>
111	Crop Production	76	919	\$551	12.1%	20.3%	84	954	\$548	13.0%	19.9%
112	Animal Production	49	504	\$577	n	3.4%	48	487	\$601	n	3.3%
113	Forestry and Logging	95	439	\$873	11.8%	4.1%	92	412	\$879	11.7%	3.6%
114	Fishing, Hunting, and Trapping	0	0	\$0	n	n	n	n	n	n	n
115	Agriculture and Forestry Support Activities	34	159	\$1,191	n	24.5%	n	n	n	n	n
<b>21</b>	<b>Mining</b>	<b>65</b>	<b>558</b>	<b>\$1,125</b>	<b>8.4%</b>	<b>22.4%</b>	<b>61</b>	<b>549</b>	<b>\$1,214</b>	<b>9.1%</b>	<b>22.8%</b>
211	Oil and Gas Extraction	0	0	\$0	n	n	0	0	\$0	0.0%	0.0%
212	Mining (except Oil and Gas)	n	n	n	n	n	54	456	\$1,205	11.0%	n
213	Support Activities for Mining	n	n	n	n	n	8	92	\$1,256	0.0%	n
<b>23</b>	<b>Construction</b>	<b>3,877</b>	<b>25,460</b>	<b>\$1,132</b>	<b>29.2%</b>	<b>25.1%</b>	<b>3,954</b>	<b>26,465</b>	<b>\$1,183</b>	<b>29.2%</b>	<b>25.7%</b>
236	Construction of Buildings	993	5,756	\$1,177	27.5%	21.1%	1,009	5,798	\$1,251	28.9%	21.5%
237	Heavy and Civil Engineering Construction	194	3,032	\$1,429	10.3%	37.7%	199	3,409	\$1,495	10.9%	37.4%
238	Specialty Trade Contractors	2,689	16,672	\$1,063	33.2%	24.1%	2,746	17,258	\$1,098	32.9%	24.7%
<b>31-33</b>	<b>Manufacturing</b>	<b>1,955</b>	<b>68,098</b>	<b>\$1,313</b>	<b>36.7%</b>	<b>21.9%</b>	<b>1,957</b>	<b>68,971</b>	<b>\$1,355</b>	<b>37.0%</b>	<b>22.0%</b>
311	Food Manufacturing	118	2,568	\$1,189	19.0%	53.9%	121	2,665	\$1,148	18.8%	53.8%
312	Beverage and Tobacco Product Manufacturing	42	942	\$1,071	45.4%	45.5%	54	1,019	\$1,045	44.5%	44.9%
313	Textile Mills	26	1,871	\$1,225	32.5%	n	23	1,950	\$1,279	30.7%	26.4%
314	Textile Product Mills	37	217	\$737	38.2%	12.4%	39	235	\$762	44.7%	11.5%
315	Apparel Manufacturing	15	468	\$998	9.0%	n	15	463	\$1,072	n	n
316	Leather and Allied Product Manufacturing	12	231	\$763	n	n	12	203	\$839	3.9%	n
321	Wood Product Manufacturing	98	1,740	\$946	10.7%	10.9%	96	1,730	\$980	11.6%	10.9%
322	Paper Manufacturing	23	858	\$1,209	52.7%	n	23	829	\$1,264	50.1%	11.0%
323	Printing and Related Support Activities	156	2,409	\$1,010	27.6%	17.6%	157	2,410	\$995	27.3%	17.6%
324	Petroleum and Coal Products Manufacturing	16	249	\$1,409	n	65.5%	15	251	\$1,459	n	65.7%
325	Chemical Manufacturing	56	2,049	\$1,458	15.8%	59.3%	59	2,093	\$1,541	17.2%	58.8%
326	Plastics and Rubber Products Manufacturing	94	5,497	\$1,042	34.8%	25.1%	95	5,538	\$1,118	35.6%	24.1%
327	Nonmetallic Mineral Product Manufacturing	96	1,961	\$1,141	20.3%	43.5%	98	2,028	\$1,182	19.7%	46.0%
331	Primary Metal Manufacturing	34	2,345	\$1,115	51.1%	9.9%	33	2,311	\$1,122	53.7%	10.3%
332	Fabricated Metal Product Manufacturing	388	11,519	\$1,136	27.6%	23.1%	381	11,666	\$1,145	27.8%	23.3%
333	Machinery Manufacturing	159	6,829	\$1,356	14.0%	18.5%	154	6,727	\$1,466	15.3%	19.3%
334	Computer and Electronic Product Manufacturing	262	14,916	\$1,802	71.6%	12.7%	260	15,191	\$1,851	72.5%	12.3%
335	Electrical Equipment/Appliances Manufacturing	59	4,107	\$1,306	30.7%	27.1%	59	4,176	\$1,310	29.2%	27.7%
336	Transportation Equipment Manufacturing	43	2,161	\$1,343	4.6%	n	44	2,317	\$1,341	3.2%	7.9%
337	Furniture and Related Product Manufacturing	67	963	\$926	10.7%	33.4%	68	1,012	\$934	10.1%	31.8%
339	Miscellaneous Manufacturing	157	4,198	\$1,160	45.9%	13.6%	153	4,157	\$1,259	46.2%	14.8%
<b>102</b>	<b>Service-Providing Industries</b>	<b>38,865</b>	<b>466,699</b>	<b>\$1,000</b>	<b>31.3%</b>	<b>23.8%</b>	<b>39,085</b>	<b>471,029</b>	<b>\$1,028</b>	<b>31.3%</b>	<b>23.9%</b>
<b>22</b>	<b>Utilities</b>	<b>100</b>	<b>2,136</b>	<b>\$1,981</b>	<b>11.1%</b>	<b>39.7%</b>	<b>96</b>	<b>2,089</b>	<b>\$2,140</b>	<b>11.4%</b>	<b>39.0%</b>
221	Utilities	100	2,136	\$1,981	11.1%	39.7%	96	2,089	\$2,140	11.4%	39.0%
<b>42</b>	<b>Wholesale Trade</b>	<b>4,959</b>	<b>27,783</b>	<b>\$1,729</b>	<b>27.1%</b>	<b>24.4%</b>	<b>4,948</b>	<b>28,005</b>	<b>\$1,762</b>	<b>26.5%</b>	<b>24.3%</b>
423	Merchant Wholesalers, Durable Goods	968	10,889	\$1,568	40.2%	30.0%	971	10,894	\$1,574	39.7%	29.9%
424	Merchant Wholesalers, Nondurable Goods	401	7,402	\$1,184	17.9%	25.5%	412	7,570	\$1,219	18.7%	25.7%
425	Electronic Markets and Agents and Brokers	3,590	9,493	\$2,340	19.2%	16.9%	3,564	9,541	\$2,409	17.7%	16.7%
<b>44-45</b>	<b>Retail Trade</b>	<b>5,823</b>	<b>95,919</b>	<b>\$596</b>	<b>29.3%</b>	<b>27.1%</b>	<b>5,798</b>	<b>95,470</b>	<b>\$608</b>	<b>29.3%</b>	<b>27.0%</b>
441	Motor Vehicle and Parts Dealers	782	12,544	\$1,004	32.2%	22.1%	776	12,462	\$1,030	32.1%	21.9%
442	Furniture and Home Furnishings Stores	315	2,551	\$685	32.6%	29.6%	309	2,575	\$701	33.6%	28.3%
443	Electronics and Appliance Stores	270	3,425	\$1,281	46.6%	33.0%	256	3,265	\$1,292	44.2%	33.8%
444	Building Material and Garden Supply Stores	491	9,389	\$672	23.4%	29.8%	498	9,430	\$672	23.4%	29.6%
445	Food and Beverage Stores	568	22,025	\$377	27.8%	28.7%	574	22,036	\$388	28.3%	28.3%
446	Health and Personal Care Stores	452	4,367	\$682	31.6%	28.9%	447	4,301	\$703	32.1%	28.7%
447	Gasoline Stations	547	4,438	\$406	17.8%	21.5%	544	4,465	\$431	18.2%	21.9%
448	Clothing and Clothing Accessories Stores	648	6,550	\$380	42.2%	26.7%	633	6,396	\$386	42.6%	27.4%
451	Sporting Goods, Hobby, Book, and Music Stores	407	4,454	\$385	30.1%	26.7%	401	4,387	\$389	29.4%	26.1%
452	General Merchandise Stores	271	15,283	\$433	24.4%	29.4%	282	15,151	\$443	24.1%	29.9%
453	Miscellaneous Store Retailers	703	5,557	\$445	33.8%	33.1%	710	5,490	\$463	33.2%	33.2%
454	Nonstore Retailers	371	5,337	\$1,075	27.2%	14.2%	370	5,512	\$1,083	28.6%	13.7%
<b>48-49</b>	<b>Transportation and Warehousing</b>	<b>873</b>	<b>14,026</b>	<b>\$819</b>	<b>28.3%</b>	<b>35.0%</b>	<b>854</b>	<b>14,291</b>	<b>\$846</b>	<b>26.8%</b>	<b>35.5%</b>
481	Air Transportation	34	511	\$1,300	51.5%	40.1%	35	510	\$1,336	51.4%	39.8%
484	Truck Transportation	377	3,101	\$978	25.7%	29.7%	364	3,070	\$1,033	24.8%	31.3%
485	Transit and Ground Passenger Transportation	142	3,473	\$510	24.9%	36.2%	137	3,611	\$509	24.3%	33.6%
486	Pipeline Transportation	n	n	n	n	n	n	n	n	n	n
487	Scenic and Sightseeing Transportation	20	288	\$556	0.0%	n	20	295	\$573	0.0%	n
488	Support Activities for Transportation	124	1,151	\$972	23.0%	39.5%	123	1,286	\$1,011	21.8%	40.4%
491	Postal Service	n	n	n	n	n	4	31	\$818	0.0%	0.0%
492	Couriers and Messengers	95	2,803	\$814	41.7%	24.4%	94	2,788	\$840	38.8%	27.2%
493	Warehousing and Storage	74	2,660	\$911	23.1%	49.8%	74	2,695	\$947	21.3%	50.2%

Source: NH Economic and Labor Market Information Bureau



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

		State of NH - 2016					State of NH - 2017				
NAICS Code	Industry	Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplymt	Rock. Co. share of emplymt	Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplymt	Rock. Co. share of emplymt
51	<b>Information</b>	737	12,510	\$1,641	42.7%	26.2%	754	12,553	\$1,695	44.8%	25.0%
511	Publishing Industries (except Internet)	251	4,897	\$1,946	46.2%	28.0%	262	4,929	\$2,013	43.9%	30.4%
512	Motion Picture and Sound Recording	66	845	\$643	46.2%	16.3%	72	1,012	\$579	54.9%	13.7%
515	Broadcasting (except Internet)	49	695	\$1,047	33.2%	8.1%	48	651	\$1,083	36.1%	6.8%
517	Telecommunications	138	3,887	\$1,550	47.6%	23.8%	134	3,924	\$1,618	53.1%	21.3%
518	Data Processing and Related Services	90	1,687	\$1,825	31.2%	41.1%	94	1,549	\$1,992	32.5%	34.7%
519	Other Information Services	143	500	\$1,242	18.0%	18.8%	144	488	\$1,283	18.0%	17.0%
52	<b>Finance and Insurance</b>	2,146	29,405	\$1,941	35.4%	21.0%	2,177	26,846	\$1,943	38.3%	19.6%
522	Credit Intermediation and Related Activities	767	7,966	\$1,407	n	27.1%	780	8,016	\$1,369	n	27.1%
523	Financial Investment and Related Activities	577	6,817	\$3,108	78.8%	10.2%	584	6,709	\$3,291	77.6%	n
524	Insurance Carriers and Related Activities	780	14,594	\$1,688	19.8%	22.7%	794	12,089	\$1,578	24.3%	19.4%
525	Funds, Trusts, and Other Financial Vehicles	23	28	\$1,757	n	n	19	32	\$1,477	n	n
53	<b>Real Estate and Rental and Leasing</b>	1,341	6,899	\$1,002	34.6%	23.9%	1,363	7,070	\$1,023	35.1%	23.9%
531	Real Estate	1,089	4,752	\$987	34.7%	24.0%	1,100	4,906	\$997	35.3%	23.8%
532	Rental and Leasing Services	244	2,126	\$1,022	n	n	255	2,141	\$1,068	n	n
533	Lessors of Nonfinancial Intangible Assets	8	20	\$2,467	n	n	8	23	\$2,521	n	n
54	<b>Professional and Technical Services</b>	5,968	33,912	\$1,707	36.0%	25.5%	6,072	37,492	\$1,807	32.7%	27.7%
541	Professional and Technical Services	5,968	33,912	\$1,707	36.0%	25.5%	6,072	37,492	\$1,807	32.7%	27.7%
5411	Legal Services	697	3,861	\$1,603	43.0%	18.3%	685	3,889	\$1,603	42.5%	18.2%
5412	Accounting and Bookkeeping Services	626	4,001	\$1,449	44.9%	26.3%	634	4,033	\$1,510	43.9%	26.3%
5413	Architectural and Engineering Services	741	5,933	\$1,652	32.2%	34.5%	744	6,213	\$1,741	32.1%	36.0%
5414	Specialized Design Services	115	487	\$1,261	39.8%	34.5%	115	484	\$1,268	39.5%	37.2%
5415	Computer Systems Design and Related Services	1,919	9,087	\$2,118	39.9%	23.4%	1,984	11,997	\$2,235	30.0%	29.1%
5416	Management and Technical Consulting Services	1,059	4,063	\$1,958	27.1%	25.5%	1,105	4,281	\$1,957	26.2%	28.2%
5417	Scientific Research and Development Services	170	1,781	\$2,302	35.0%	14.9%	155	1,800	\$2,389	33.4%	13.5%
5418	Advertising, PR, and Related Services	221	1,617	\$808	36.9%	12.9%	221	1,622	\$867	37.9%	13.1%
5419	Other Professional and Technical Services	421	3,082	\$930	22.6%	33.5%	431	3,173	\$980	22.3%	33.4%
55	<b>Management of Companies/Enterprises</b>	553	8,890	\$1,993	37.9%	21.7%	548	8,942	\$2,103	37.6%	21.2%
551	Management of Companies/Enterprises	553	8,890	\$1,993	37.9%	21.7%	548	8,942	\$2,103	37.6%	21.2%
56	<b>Administrative and Waste Services</b>	3,766	34,881	\$888	33.7%	28.8%	3,848	35,330	\$914	33.4%	28.5%
561	Administrative and Support Services	3,576	33,036	\$877	34.9%	28.2%	3,655	33,439	\$902	34.6%	27.9%
5611	Office Administrative Services	830	4,218	\$1,846	27.7%	26.3%	886	4,264	\$1,862	25.8%	29.0%
5612	Facilities Support Services	52	413	\$518	n	n	71	760	\$499	n	n
5613	Employment Services	699	12,213	\$780	36.8%	30.1%	714	12,128	\$820	36.7%	30.1%
5614	Business Support Services	269	2,912	\$856	29.1%	39.4%	268	2,803	\$920	29.1%	39.4%
5615	Travel Arrangement and Reservation Services	155	847	\$1,139	27.2%	29.2%	129	828	\$1,073	27.7%	26.1%
5616	Investigation and Security Services	152	2,260	\$862	41.9%	37.7%	152	2,245	\$910	41.3%	37.3%
5617	Services to Buildings and Dwellings	1,344	9,255	\$580	38.1%	22.1%	1,363	9,492	\$604	38.1%	21.2%
5619	Other Support Services	76	919	\$733	n	n	72	919	\$717	n	n
562	Waste Management and Remediation Services	190	1,845	\$1,081	10.9%	38.8%	193	1,891	\$1,118	11.7%	38.9%
61	<b>Educational Services</b>	738	19,783	\$1,040	32.3%	13.8%	757	20,015	\$1,041	33.0%	14.3%
611	Educational Services	738	19,783	\$1,040	32.3%	13.8%	757	20,015	\$1,041	33.0%	14.3%
62	<b>Health Care and Social Assistance</b>	3,680	89,807	\$1,022	32.1%	18.3%	3,669	91,200	\$1,052	32.6%	18.2%
621	Ambulatory Health Care Services	2304	31,397	\$1,410	31.9%	21.1%	2319	32,547	\$1,436	31.8%	21.0%
622	Hospitals	45	28,836	\$1,101	31.9%	13.4%	44	29,105	\$1,127	32.5%	13.6%
623	Nursing and Residential Care Facilities	336	14,672	\$630	36.5%	17.3%	336	14,364	\$658	37.5%	17.3%
624	Social Assistance	995	14,901	\$438	28.7%	22.6%	971	15,184	\$456	29.7%	22.1%
71	<b>Arts, Entertainment, and Recreation</b>	746	11,596	\$413	24.1%	26.3%	760	11,777	\$426	24.4%	25.7%
711	Performing Arts and Spectator Sports	156	1,484	\$633	26.5%	22.2%	168	1,473	\$632	23.5%	21.0%
712	Museums, Historic Sites, Zoos, and Parks	61	570	\$430	24.7%	26.7%	62	577	\$434	23.2%	26.5%
713	Gambling, Recreation, Amusement Industries	530	9,542	\$378	23.6%	26.9%	530	9,728	\$394	24.6%	26.3%
72	<b>Accommodation and Food Services</b>	3,475	58,138	\$387	27.4%	24.7%	3,477	58,951	\$401	27.1%	24.9%
721	Accommodation	519	9,478	\$463	15.0%	16.1%	526	9,537	\$476	13.3%	16.5%
722	Food Services and Drinking Places	2,956	48,660	\$373	29.8%	26.4%	2,951	49,414	\$386	29.7%	26.5%
81	<b>Other Services Except Public Admin</b>	3,701	20,616	\$691	33.5%	20.9%	3,686	20,497	\$705	33.3%	21.4%
811	Repair and Maintenance	1,366	6,777	\$963	31.4%	23.7%	1,363	6,858	\$993	30.9%	23.7%
812	Personal and Laundry Services	1,020	6,877	\$530	38.8%	25.4%	1,042	7,011	\$521	39.0%	25.9%
813	Membership Associations and Organizations	745	6,142	\$595	31.2%	12.6%	714	5,808	\$607	30.7%	13.2%
814	Private Households	571	820	\$514	23.8%	21.6%	568	820	\$550	22.0%	20.5%
99	<b>Unclassified Establishments</b>	259	398	\$1,594	11.6%	6.8%	280	503	\$1,769	12.3%	11.9%
999	Unclassified Establishments	259	398	\$1,594	11.6%	6.8%	280	503	\$1,769	12.3%	11.9%
	<b>Total Government</b>	2,040	84,538	\$946	24.7%	16.7%	2,034	84,473	\$968	24.7%	16.7%
	Federal Government	385	7,625	\$1,472	52.0%	13.8%	390	7,595	\$1,500	51.7%	13.7%
	State Government	847	20,617	\$997	8.4%	6.4%	843	20,567	\$1,018	8.5%	6.3%
	Local Government	809	56,296	\$857	26.9%	20.8%	801	56,312	\$878	27.0%	20.9%

Source: NH Economic and Labor Market Information Bureau

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

Area	2016			2017			# Change: 2016-2017			% Change: 2016-2017		
	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	34	219	\$820	39	232	\$790	5	13	-\$31	14.7%	5.9%	-3.7%
Exeter	557	10,314	\$1,133	571	10,645	\$1,145	14	331	\$12	2.5%	3.2%	1.1%
Greenland	177	1,906	\$981	177	1,937	\$1,056	0	31	\$75	0.0%	1.6%	7.6%
Hampton	534	5,876	\$1,027	533	5,693	\$1,037	-1	-183	\$10	-0.2%	-3.1%	1.0%
Hampton Falls	86	639	\$695	88	591	\$744	2	-48	\$49	2.3%	-7.5%	7.0%
Kensington	50	362	\$832	48	354	\$883	-2	-8	\$51	-4.0%	-2.2%	6.1%
New Castle	33	375	\$642	n	n	n	n/a	n/a	n/a	n/a	n/a	n/a
Newfields	59	806	\$886	n	n	n	n/a	n/a	n/a	n/a	n/a	n/a
Newington	211	5,715	\$1,037	204	5,796	\$1,157	-7	81	\$120	-3.3%	1.4%	11.6%
Newmarket	161	1,431	\$812	170	1,524	\$878	9	93	\$66	5.6%	6.5%	8.1%
North Hampton	262	2,276	\$1,690	265	2,262	\$1,583	3	-14	-\$107	1.1%	-0.6%	-6.4%
Portsmouth	1,844	32,396	\$1,204	1,872	33,188	\$1,237	28	792	\$33	1.5%	2.4%	2.7%
Rye	149	1,270	\$829	149	1,295	\$946	0	25	\$117	0.0%	2.0%	14.1%
Seabrook	342	6,608	\$953	343	6,818	\$1,014	1	210	\$61	0.3%	3.2%	6.4%
South Hampton	28	136	\$712	30	149	\$711	2	13	-\$1	7.1%	9.6%	-0.1%
Stratham	266	4,354	\$1,067	268	4,458	\$1,055	2	104	-\$13	0.8%	2.4%	-1.2%
<b>CEDS Eastern Communities</b>	<b>4,793</b>	<b>74,683</b>	<b>\$958</b>	<b>4,757</b>	<b>74,942</b>	<b>\$1,017</b>	<b>-36</b>	<b>259</b>	<b>\$59</b>	<b>-0.8%</b>	<b>0.3%</b>	<b>6.2%</b>
Atkinson	133	1,194	\$976	131	1,296	\$971	-2	102	-\$5	-1.5%	8.5%	-0.5%
Auburn	139	1,841	\$1,064	135	1,699	\$1,198	-4	-142	\$134	-2.9%	-7.7%	12.5%
Brentwood	163	1,976	\$927	155	1,902	\$954	-8	-74	\$27	-4.9%	-3.7%	2.9%
Candia	105	832	\$889	106	802	\$896	1	-30	\$8	1.0%	-3.6%	0.9%
Chester	66	384	\$842	74	399	\$911	8	15	\$69	12.1%	3.9%	8.2%
Danville	42	178	\$689	43	171	\$753	1	-7	\$64	2.4%	-3.9%	9.3%
Deerfield	78	449	\$686	83	503	\$727	5	54	\$41	6.4%	12.0%	6.0%
Epping	213	3,458	\$639	215	3,513	\$650	2	55	\$11	0.9%	1.6%	1.7%
Fremont	73	554	\$725	71	564	\$730	-2	10	\$5	-2.7%	1.8%	0.7%
Hampstead	252	2,222	\$739	249	2,246	\$786	-3	24	\$47	-1.2%	1.1%	6.4%
Kingston	173	1,692	\$789	175	1,712	\$793	2	20	\$4	1.2%	1.2%	0.5%
Newton	60	532	\$956	66	499	\$1,040	6	-33	\$85	10.0%	-6.2%	8.8%
Northwood	92	1,034	\$745	96	1,046	\$746	4	12	\$1	4.3%	1.2%	0.2%
Nottingham	49	316	\$921	54	342	\$1,006	5	26	\$85	10.2%	8.2%	9.3%
Plaistow	347	4,857	\$723	339	4,842	\$748	-8	-15	\$25	-2.3%	-0.3%	3.5%
Raymond	179	3,066	\$868	188	3,138	\$886	9	72	\$18	5.0%	2.3%	2.1%
Sandown	56	281	\$680	59	273	\$721	3	-8	\$40	5.4%	-2.8%	5.9%
<b>CEDS Central Communities</b>	<b>2,220</b>	<b>24,866</b>	<b>\$815</b>	<b>2,239</b>	<b>24,947</b>	<b>\$854</b>	<b>19</b>	<b>81</b>	<b>\$39</b>	<b>0.9%</b>	<b>0.3%</b>	<b>4.8%</b>
Derry	648	8,234	\$820	657	8,371	\$827	9	137	\$8	1.4%	1.7%	0.9%
Hudson	623	10,295	\$1,107	630	10,496	\$1,138	7	201	\$31	1.1%	2.0%	2.8%
Litchfield	103	985	\$967	99	964	\$914	-4	-21	-\$53	-3.9%	-2.1%	-5.5%
Londonderry	788	13,488	\$980	793	13,951	\$1,004	5	463	\$23	0.6%	3.4%	2.4%
Merrimack	791	17,974	\$1,761	781	17,869	\$1,828	-10	-105	\$67	-1.3%	-0.6%	3.8%
Nashua	2,734	51,101	\$1,127	2,706	50,912	\$1,150	-28	-189	\$23	-1.0%	-0.4%	2.1%
Pelham	276	2,438	\$884	131	1,296	\$971	-145	-1,142	\$87	-52.5%	-46.8%	9.8%
Salem	1,276	22,013	\$963	1,283	22,009	\$1,002	7	-4	\$39	0.5%	0.0%	4.0%
Windham	389	3,644	\$970	389	3,748	\$1,013	0	104	\$43	0.0%	2.9%	4.5%
<b>CEDS Western Communities</b>	<b>7,628</b>	<b>130,172</b>	<b>\$1,064</b>	<b>7,469</b>	<b>129,616</b>	<b>\$1,094</b>	<b>-159</b>	<b>-556</b>	<b>\$30</b>	<b>-2.1%</b>	<b>-0.4%</b>	<b>2.8%</b>
<b>REDC CEDS Region</b>	<b>14,641</b>	<b>229,721</b>	<b>\$923</b>	<b>14,465</b>	<b>229,505</b>	<b>\$965</b>	<b>-176</b>	<b>-216</b>	<b>\$42</b>	<b>-1.2%</b>	<b>-0.1%</b>	<b>4.6%</b>
<b>Hillsborough County</b>	<b>11,405</b>	<b>199,729</b>	<b>\$1,119</b>	<b>11,354</b>	<b>201,740</b>	<b>\$1,148</b>	<b>-51</b>	<b>2,011</b>	<b>\$29</b>	<b>-0.4%</b>	<b>1.0%</b>	<b>2.6%</b>
<b>Rockingham County</b>	<b>10,112</b>	<b>146,926</b>	<b>\$1,009</b>	<b>10,203</b>	<b>149,059</b>	<b>\$1,041</b>	<b>91</b>	<b>2,133</b>	<b>\$32</b>	<b>0.9%</b>	<b>1.5%</b>	<b>3.2%</b>
<b>New Hampshire</b>	<b>47,056</b>	<b>647,375</b>	<b>\$1,030</b>	<b>47,352</b>	<b>653,496</b>	<b>\$1,060</b>	<b>296</b>	<b>6,121</b>	<b>\$30</b>	<b>0.6%</b>	<b>0.9%</b>	<b>2.9%</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 2008 to 2018	5-yr change from 2013 to 2018	1-yr change from 2017 to 2018
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018			
East Kingston	4.3%	6.0%	5.2%	4.8%	5.0%	5.6%	4.4%	3.0%	2.4%	2.8%	2.5%	-1.8%	-3.1%	-0.3%
Exeter	4.1%	6.3%	6.1%	5.7%	5.7%	5.1%	4.1%	3.2%	2.6%	2.6%	2.5%	-1.6%	-2.6%	-0.1%
Greenland	3.2%	5.0%	5.1%	5.0%	4.6%	4.3%	3.9%	3.0%	3.3%	2.2%	2.1%	-1.1%	-2.2%	-0.1%
Hampton	4.2%	6.3%	6.0%	5.3%	5.8%	5.9%	5.3%	4.1%	2.7%	3.1%	3.1%	-1.1%	-2.8%	0.0%
Hampton Falls	4.2%	5.8%	5.1%	5.2%	5.4%	6.1%	4.2%	3.1%	2.8%	2.7%	2.7%	-1.5%	-3.4%	0.0%
Kensington	4.6%	6.4%	5.8%	5.3%	5.3%	5.3%	3.9%	2.7%	2.4%	2.5%	2.1%	-2.5%	-3.2%	-0.4%
New Castle	2.9%	4.2%	4.2%	3.4%	4.0%	4.3%	3.2%	2.6%	2.4%	2.0%	2.0%	-0.9%	-2.3%	0.0%
Newfields	3.3%	5.8%	6.0%	5.0%	5.1%	5.0%	3.4%	2.8%	2.5%	2.2%	2.2%	-1.1%	-2.8%	0.0%
Newington	2.7%	4.8%	5.4%	3.4%	5.2%	4.8%	3.8%	2.9%	2.4%	2.0%	1.9%	-0.8%	-2.9%	-0.1%
Newmarket	3.2%	5.1%	5.2%	4.5%	4.5%	4.1%	3.5%	2.8%	2.4%	2.0%	2.0%	-1.2%	-2.1%	0.0%
North Hampton	3.0%	4.7%	4.9%	4.2%	5.1%	5.0%	4.1%	2.8%	2.8%	2.6%	2.3%	-0.7%	-2.7%	-0.3%
Portsmouth	3.4%	5.2%	4.8%	4.3%	4.3%	4.1%	3.5%	2.4%	2.2%	2.1%	2.0%	-1.4%	-2.1%	-0.1%
Rye	3.6%	5.4%	5.2%	4.9%	4.8%	5.0%	3.6%	2.8%	2.0%	2.0%	2.0%	-1.6%	-3.0%	0.0%
Seabrook	6.8%	9.3%	8.0%	7.3%	8.1%	7.9%	7.1%	5.5%	4.3%	4.1%	4.1%	-2.7%	-3.8%	0.0%
South Hampton	4.2%	7.7%	4.9%	4.4%	6.5%	6.0%	4.4%	4.0%	3.6%	2.6%	2.9%	-1.3%	-3.1%	0.3%
Stratham	3.3%	5.0%	4.5%	4.6%	4.5%	4.5%	3.4%	2.6%	2.3%	2.2%	2.2%	-1.1%	-2.3%	0.0%
<b>CEDS Eastern Communities</b>	<b>3.8%</b>	<b>5.8%</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>-1.4%</b>	<b>-2.8%</b>	<b>-0.1%</b>
Atkinson	5.2%	7.3%	6.6%	6.2%	5.8%	5.9%	5.4%	4.1%	3.4%	3.2%	3.3%	-1.9%	-2.6%	0.1%
Auburn	3.1%	5.4%	5.0%	4.6%	4.3%	4.0%	3.7%	2.9%	2.4%	2.5%	2.1%	-1.0%	-1.9%	-0.4%
Brentwood	4.5%	6.8%	6.6%	6.1%	6.2%	5.4%	3.4%	2.6%	2.0%	2.4%	1.9%	-2.6%	-3.5%	-0.5%
Candia	3.1%	4.9%	5.3%	4.3%	4.7%	4.5%	3.6%	3.0%	2.6%	2.1%	2.1%	-1.0%	-2.4%	0.0%
Chester	3.3%	5.3%	5.7%	5.2%	5.1%	5.0%	4.3%	3.1%	2.7%	2.9%	2.6%	-0.7%	-2.4%	-0.3%
Danville	5.4%	8.1%	7.5%	7.2%	7.8%	6.7%	5.4%	4.2%	3.0%	3.0%	3.1%	-2.3%	-3.6%	0.1%
Deerfield	3.5%	6.0%	5.9%	4.5%	5.5%	5.3%	4.0%	3.0%	2.5%	2.3%	2.0%	-1.5%	-3.3%	-0.3%
Epping	4.7%	7.4%	7.2%	6.2%	6.9%	5.9%	4.4%	3.5%	2.9%	2.3%	2.3%	-2.4%	-3.6%	0.0%
Fremont	4.5%	7.0%	7.0%	5.8%	6.5%	5.7%	4.8%	3.7%	3.1%	2.8%	2.4%	-2.1%	-3.3%	-0.4%
Hampstead	5.0%	7.4%	7.0%	6.1%	6.7%	6.3%	5.1%	4.0%	3.1%	3.3%	2.9%	-2.1%	-3.4%	-0.4%
Kingston	5.4%	7.6%	7.5%	7.0%	7.6%	7.3%	5.9%	4.5%	3.5%	3.5%	3.4%	-2.0%	-3.9%	-0.1%
Newton	5.4%	7.5%	7.0%	6.8%	7.2%	6.0%	4.8%	3.9%	3.2%	3.3%	3.0%	-2.4%	-3.0%	-0.3%
Northwood	4.0%	6.8%	6.1%	6.0%	7.5%	5.0%	4.2%	3.4%	2.8%	2.3%	2.1%	-1.9%	-2.9%	-0.2%
Nottingham	3.4%	5.6%	5.0%	4.3%	4.6%	4.5%	3.5%	2.7%	2.2%	2.3%	2.2%	-1.2%	-2.3%	-0.1%
Plaistow	5.8%	8.0%	7.4%	6.4%	7.5%	7.5%	6.5%	5.1%	4.2%	3.7%	3.8%	-2.0%	-3.7%	0.1%
Raymond	4.6%	7.5%	7.0%	5.9%	5.9%	5.7%	4.8%	3.9%	3.2%	2.9%	3.0%	-1.6%	-2.7%	0.1%
Sandown	5.5%	7.8%	7.2%	6.8%	6.9%	6.5%	5.2%	4.2%	3.3%	3.0%	2.8%	-2.7%	-3.7%	-0.2%
<b>CEDS Central Communities</b>	<b>4.5%</b>	<b>6.8%</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>-1.8%</b>	<b>-3.1%</b>	<b>-0.2%</b>
Derry	4.5%	6.9%	7.0%	6.1%	6.5%	6.1%	5.1%	4.1%	3.5%	3.4%	3.2%	-1.3%	-2.9%	-0.2%
Hudson	4.2%	6.7%	6.6%	5.8%	6.1%	5.8%	5.2%	4.3%	3.4%	3.3%	3.2%	-1.0%	-2.6%	-0.1%
Litchfield	3.6%	5.7%	6.1%	5.4%	5.3%	5.1%	4.9%	3.9%	3.2%	3.0%	2.9%	-0.7%	-2.2%	-0.1%
Londonderry	3.8%	5.9%	5.9%	5.2%	5.6%	5.3%	4.5%	3.6%	2.8%	2.7%	2.8%	-1.0%	-2.5%	0.1%
Merrimack	3.3%	5.8%	5.7%	4.9%	5.0%	4.9%	4.0%	3.4%	2.9%	2.6%	2.5%	-0.8%	-2.4%	-0.1%
Nashua	4.1%	6.9%	6.7%	6.0%	6.2%	5.9%	5.1%	4.0%	3.3%	3.2%	2.9%	-1.2%	-3.0%	-0.3%
Pelham	5.2%	8.2%	7.8%	7.1%	7.3%	7.2%	6.0%	4.7%	4.0%	3.7%	3.5%	-1.7%	-3.7%	-0.2%
Salem	5.4%	8.0%	8.2%	7.3%	8.1%	7.6%	5.5%	4.3%	3.5%	3.6%	3.3%	-2.1%	-4.3%	-0.3%
Windham	3.6%	6.1%	5.5%	5.1%	5.1%	5.2%	4.7%	3.9%	3.0%	3.1%	2.9%	-0.7%	-2.3%	-0.2%
<b>CEDS Western Communities</b>	<b>4.2%</b>	<b>6.7%</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>-1.2%</b>	<b>-2.9%</b>	<b>-0.2%</b>
<b>REDC CEDS Region</b>	<b>4.2%</b>	<b>6.4%</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>-1.5%</b>	<b>-2.9%</b>	<b>-0.1%</b>
<b>Hillsborough County</b>	<b>3.9%</b>	<b>5.6%</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>-1.3%</b>	<b>-2.8%</b>	<b>-0.2%</b>
<b>Rockingham County</b>	<b>4.3%</b>	<b>6.6%</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>-1.5%</b>	<b>-2.9%</b>	<b>-0.1%</b>
<b>New Hampshire</b>	<b>3.9%</b>	<b>6.2%</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>-1.4%</b>	<b>-2.8%</b>	<b>-0.2%</b>

Source: NH Dept. Employ. Security - Economic &amp; 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

Table C-5: Employment and Weekly Wages

2019 CEDS Update

Area	Private Employers, 2016				Total Number of Employees, 2016				Private Employers, 2017				Total Number of Employees, 2017				Avg. Weekly Wage Total Private + Govt	
	Private Goods- Producing	Private Service- Providing	Total		Private Goods- Producing	Private Service- Providing	Govt	Total	Private Goods- Producing	Private Service- Providing	Govt	Total	Private Goods- Producing	Private Service- Providing	Govt	Total	2016	2017
East Kingston	10	21	31		40	89	90	219	11	25	25	36	38	99	95	232	\$820	\$790
Exeter	59	482	541		1,241	8,148	924	10,314	62	493	493	555	1,308	8,360	976	10,645	\$1,133	\$1,145
Greenland	37	134	171		330	1,423	153	1,906	35	136	136	171	332	1,461	145	1,937	\$981	\$1,056
Hampton	56	462	518		939	3,927	1,011	5,876	55	460	460	515	965	3,739	990	5,693	\$1,027	\$1,037
Hampton Falls	10	74	83		102	442	95	639	11	74	74	85	70	425	97	591	\$695	\$744
Kensington	10	39	48		29	275	58	362	9	37	37	46	32	262	59	354	\$832	\$883
New Castle	0	29	29		0	316	59	375	n	n	n	n	n	n	49	n	\$642	n
Newfields	16	38	53		510	218	78	806	n	n	n	n	n	n	75	n	\$886	n
Newington	19	190	209		2,223	3,300	192	5,715	20	182	182	202	2,399	3,196	201	5,796	\$1,037	\$1,157
Newmarket	25	129	155		246	867	318	1,431	26	138	138	164	242	959	323	1,524	\$812	\$878
North Hampton	34	221	255		230	19,946	101	2,276	34	224	224	258	232	1,931	99	2,262	\$1,690	\$1,583
Portsmouth	121	1,669	1,790		2,706	27,809	1,881	32,396	122	1,696	1,696	1,819	2,874	28,446	1,868	33,188	\$1,204	\$1,237
Rye	12	128	140		23	1,039	209	1,270	12	128	128	140	22	1,069	204	1,295	\$829	\$946
Seabrook	55	278	333		1,005	5,108	495	6,608	57	277	277	334	1,103	5,219	496	6,818	\$953	\$1,014
South Hampton	9	17	26		53	47	37	136	10	18	18	28	55	53	40	149	\$712	\$711
Stratham	31	229	260		772	3,162	420	4,354	34	229	229	262	825	3,182	451	4,458	\$1,067	\$1,055
<b>CEDS Eastern Communities</b>	<b>504</b>	<b>4,140</b>	<b>4,642</b>		<b>10,449</b>	<b>76,116</b>	<b>6,121</b>	<b>74,683</b>	<b>498</b>	<b>4,117</b>	<b>4,117</b>	<b>4,615</b>	<b>10,497</b>	<b>58,401</b>	<b>6,168</b>	<b>74,942</b>	<b>\$958</b>	<b>\$1,017</b>
Atkinson	38	93	131		386	742	66	1,194	38	92	92	129	407	818	70	1,296	\$976	\$971
Auburn	42	94	136		534	1,165	142	1,841	45	87	87	132	526	1,028	145	1,699	\$1,064	\$1,198
Brentwood	41	107	148		376	920	680	1,976	37	103	103	140	384	899	618	1,902	\$927	\$954
Candia	28	72	100		253	472	108	832	29	72	72	101	243	455	105	802	\$889	\$896
Chester	21	43	63		77	143	163	384	23	48	48	71	81	160	158	399	\$842	\$911
Danville	15	25	40		66	67	45	178	16	25	25	41	66	62	43	171	\$689	\$753
Deerfield	28	49	76		163	236	49	449	29	53	53	81	189	250	64	503	\$686	\$727
Epping	31	171	202		125	2,933	400	3,458	33	172	172	204	150	2,972	390	3,513	\$639	\$650
Fremont	22	48	70		125	301	129	554	22	46	46	68	123	309	131	564	\$725	\$730
Hampstead	53	195	248		349	1,764	110	2,222	55	190	190	245	365	1,770	110	2,246	\$739	\$786
Kingston	36	128	164		144	1,223	325	1,692	37	129	129	166	145	1,243	321	1,712	\$789	\$793
Newton	19	36	55		148	208	176	532	21	40	40	61	145	186	168	499	\$956	\$1,040
Northwood	29	58	87		194	664	177	1,034	29	62	62	91	201	668	178	1,046	\$745	\$746
Nottingham	14	31	44		59	89	168	316	14	36	36	49	59	107	176	342	\$921	\$1,006
Plaistow	56	281	338		588	3,244	1,026	4,857	56	274	274	330	600	3,210	1,032	4,842	\$723	\$748
Raymond	30	145	174		347	2,303	416	3,066	34	150	150	183	390	2,349	399	3,138	\$868	\$886
Sandown	18	35	53		61	168	53	281	23	34	34	56	76	141	56	273	\$680	\$721
<b>CEDS Central Communities</b>	<b>521</b>	<b>1,611</b>	<b>2,129</b>		<b>3,995</b>	<b>16,642</b>	<b>4,233</b>	<b>24,866</b>	<b>541</b>	<b>1,613</b>	<b>1,613</b>	<b>2,148</b>	<b>4,154</b>	<b>16,627</b>	<b>4,164</b>	<b>24,947</b>	<b>\$815</b>	<b>\$854</b>
Derry	103	534	637		797	6,455	983	8,234	106	541	541	646	642	6,725	1,005	8,371	\$820	\$827
Hudson	163	448	611		4,119	5,252	925	10,295	166	453	453	618	4,316	5,246	934	10,496	\$1,107	\$1,138
Litchfield	29	69	98		236	407	342	985	29	65	65	94	223	398	343	964	\$967	\$914
Londonderry	133	641	774		3,621	8,824	1,043	13,488	134	646	646	779	3,665	9,194	1,092	13,951	\$980	\$1,004
Merrimack	116	658	774		3,019	13,860	1,095	17,974	121	644	644	765	3,093	13,700	1,076	17,869	\$1,761	\$1,828
Nashua	277	2,415	2,692		8,105	38,360	4,637	51,101	277	2,389	2,389	2,665	8,256	38,022	4,634	50,912	\$1,127	\$1,150
Pelham	74	195	269		624	1,326	489	2,438	71	195	195	266	643	1,357	502	2,502	\$884	\$971
Salem	146	1,106	1,252		2,518	18,392	1,103	22,013	144	1,115	1,115	1,259	2,668	18,220	1,121	22,009	\$963	\$1,002
Windham	55	327	381		336	2,702	606	3,644	56	326	326	381	326	2,861	562	3,748	\$970	\$1,013
<b>CEDS Western Communities</b>	<b>1,096</b>	<b>6,393</b>	<b>7,488</b>		<b>23,375</b>	<b>95,578</b>	<b>11,223</b>	<b>130,172</b>	<b>1,104</b>	<b>6,374</b>	<b>6,374</b>	<b>7,473</b>	<b>23,832</b>	<b>95,723</b>	<b>11,269</b>	<b>130,822</b>	<b>\$1,064</b>	<b>\$1,094</b>
REDC Region	2,121	12,144	14,259		37,819	188,336	21,577	229,721	2,143	12,104	12,104	14,236	38,483	170,751	21,601	230,711	\$923	\$965
Hillsborough County	1,632	9,485	11,117		32,654	146,213	20,862	199,729	1,646	9,420	9,420	11,065	33,513	147,327	20,901	201,740	\$1,119	\$1,148
Rockingham County	1,459	8,354	9,813		21,711	111,132	14,084	146,926	1,489	8,415	8,415	9,903	22,384	112,564	14,111	149,059	\$1,009	\$1,041
New Hampshire	6,151	38,865	45,016		94,138	466,699	84,538	647,375	6,233	39,085	39,085	45,318	97,995	471,029	84,473	653,496	\$1,030	\$1,060

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



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

C-6 Civilian Labor Force and Employment: Hillsborough and Rockingham Counties, New Hampshire, and New England 2019 CEDS Update

REGION/STATE (in thousands)	2013				2014				2015			
	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)
Hillsborough County	227.7	215.5	12.2	5.4	228.2	217.9	10.2	4.5	228.7	220.5	8.2	3.6
Rockingham County	175.7	166.1	9.5	5.4	176.3	168.1	8.1	4.6	177.9	141.5	6.3	3.6
New Hampshire	741	704	38	5.1	741	709	32	4.3	742	717	25	3.4
Connecticut	1863	1718	146	7.8	1892	1767	125	6.6	1896	1787	108	5.7
Maine	705	659	47	6.6	696	657	40	5.6	683	653	30	4.4
Massachusetts	3513	3277	236	6.7	3566	3362	204	5.7	3588	3416	172	4.8
Rhode Island	556	503	53	9.5	553	511	42	7.7	554	521	33	6.0
Vermont	351	336	15	4.4	349	335	14	4.1	345	333	12	3.6
New England	7730	7196	533	6.9	7798	7341	457	5.9	7808	7426	381	4.9
United States	155389	143929	11460	7.4	155992	146305	9617	6.2	157130	148834	8296	5.3
REGION/STATE (in thousands)	2016				2017				2018			
	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)
Hillsborough County	231.9	224.9	7.0	3.0	234.1	227.3	6.7	2.9	236.9	230.7	6.2	2.6
Rockingham County	181.7	176.2	5.5	3.0	183.1	177.8	5.4	2.9	185.4	180.3	5.1	2.8
New Hampshire	751.3	729.9	21.4	2.9	754.5	734.0	20.5	2.7	761.8	742.5	19.2	2.5
Connecticut	1891.3	1793.9	97.4	5.1	1896.9	1807.5	89.4	4.7	1905.3	1827.1	78.2	4.1
Maine	691.2	665.1	26.2	3.8	698.4	674.8	23.7	3.4	698.7	675.2	23.5	3.4
Massachusetts	3619.7	3479.4	140.2	3.9	3696.0	3557.0	139.0	3.8	3805.5	3678.4	127.0	3.3
Rhode Island	553.4	524.7	28.7	5.2	553.7	529.3	24.4	4.4	555.8	533.2	22.6	4.1
Vermont	344.8	333.6	11.2	3.2	346.1	335.9	10.3	3.0	346.1	336.8	9.2	2.7
New England	7851.7	7526.6	325.1	4.1	7945.6	7638.4	307.3	3.9	8071.1	7793.2	279.9	3.5
United States	159187	151436	7751	4.9	160320	153337	6982	4.4	162075	155761	6314	3.9

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

Table E-1: Property Valuation and Taxes

Area	2017 Population	Property Valuation and Taxes			
		2017 Total Equalized Valuation	2017 Valuation per Capita	Full Value Tax Rate	State Rank (1=lowest)
East Kingston	2,404	\$ 313,498,776	\$ 130,407	\$ 24.77	135
Exeter	15,108	\$ 1,728,545,417	\$ 114,413	\$ 26.77	178
Greenland	4,034	\$ 736,572,080	\$ 182,591	\$ 16.64	50
Hampton	15,134	\$ 3,327,628,520	\$ 219,878	\$ 16.37	48
Hampton Falls	2,296	\$ 421,349,675	\$ 183,515	\$ 21.10	85
Kensington	2,121	\$ 304,246,458	\$ 143,445	\$ 22.39	101
New Castle	964	\$ 724,258,504	\$ 751,306	\$ 5.85	5
Newfields	1,704	\$ 249,935,626	\$ 146,676	\$ 23.94	123
Newington	790	\$ 1,036,186,847	\$ 1,311,629	\$ 9.10	16
Newmarket	9,359	\$ 750,973,881	\$ 80,241	\$ 26.73	176
North Hampton	4,540	\$ 1,022,825,744	\$ 225,292	\$ 18.50	60
Portsmouth	21,898	\$ 5,468,344,022	\$ 249,719	\$ 15.38	40
Rye	5,454	\$ 2,134,061,700	\$ 391,284	\$ 10.11	18
Seabrook	8,860	\$ 2,596,500,410	\$ 293,059	\$ 16.25	47
South Hampton	814	\$ 135,509,080	\$ 166,473	\$ 19.24	65
Stratham	7,405	\$ 1,262,710,059	\$ 170,521	\$ 20.30	75
<b>CEDS Eastern Communities</b>	<b>102,885</b>	<b>\$ 22,213,146,799</b>	<b>\$ 215,903</b>	<b>NA</b>	<b>NA</b>
Atkinson	6,832	\$ 954,294,754	\$ 139,680	\$ 18.30	58
Auburn	5,492	\$ 672,981,470	\$ 122,539	\$ 21.15	86
Brentwood	4,596	\$ 566,930,884	\$ 123,353	\$ 24.79	136
Candia	3,922	\$ 393,332,309	\$ 100,289	\$ 22.11	96
Chester	5,100	\$ 552,234,300	\$ 108,281	\$ 23.41	117
Danville	4,479	\$ 396,511,581	\$ 88,527	\$ 28.25	196
Deerfield	4,543	\$ 570,320,479	\$ 125,538	\$ 23.30	114
Epping	6,944	\$ 707,214,974	\$ 101,845	\$ 25.94	162
Fremont	4,728	\$ 405,960,200	\$ 85,863	\$ 29.19	203
Hampstead	8,665	\$ 1,024,868,522	\$ 118,277	\$ 24.64	134
Kingston	6,136	\$ 670,538,838	\$ 109,279	\$ 25.78	156
Newton	4,944	\$ 506,682,948	\$ 102,484	\$ 26.58	173
Northwood	4,240	\$ 468,351,605	\$ 110,460	\$ 25.32	151
Nottingham	5,035	\$ 611,779,121	\$ 121,505	\$ 20.95	81
Plaistow	7,705	\$ 997,770,708	\$ 129,497	\$ 23.96	124
Raymond	10,306	\$ 926,503,661	\$ 89,899	\$ 24.20	129
Sandown	6,268	\$ 526,270,990	\$ 83,962	\$ 30.78	222
<b>CEDS Central Communities</b>	<b>99,935</b>	<b>\$ 10,952,547,344</b>	<b>\$ 109,597</b>	<b>NA</b>	<b>NA</b>
Derry	33,037	\$ 2,810,913,612	\$ 85,084	\$ 28.86	199
Hudson	25,103	\$ 3,071,777,122	\$ 122,367	\$ 19.72	70
Litchfield	8,458	\$ 886,792,801	\$ 104,847	\$ 22.49	102
Londonderry	25,671	\$ 3,896,223,165	\$ 151,775	\$ 21.61	92
Merrimack	25,529	\$ 3,382,236,206	\$ 132,486	\$ 23.37	116
Nashua	88,143	\$ 8,148,477,615	\$ 92,446	\$ 25.79	157
Pelham	13,500	\$ 1,715,948,380	\$ 127,107	\$ 21.45	89
Salem	28,914	\$ 4,429,068,500	\$ 153,181	\$ 20.84	78
Windham	14,490	\$ 2,305,084,080	\$ 159,081	\$ 20.20	74
<b>CEDS Western Communities</b>	<b>262,845</b>	<b>\$ 30,646,521,481</b>	<b>\$ 116,595</b>	<b>NA</b>	<b>NA</b>
<b>REDC CEDS Region</b>	<b>465,665</b>	<b>\$ 63,812,215,624</b>	<b>\$ 137,035</b>	<b>NA</b>	<b>NA</b>
<b>Hillsborough County</b>	<b>408,296</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
<b>Rockingham County</b>	<b>304,932</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
<b>New Hampshire</b>	<b>1,342,795</b>	<b>\$ 166,217,964,150</b>	<b>\$ 123,785</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	2011	2012	2013	2014	2015	2016	2017	1-year change 2016 - 2017	% change 2016 - 2017
East Kingston	\$42,916	\$43,887	\$39,366	\$39,405	\$39,413	\$40,527	\$43,202	\$2,675	6.6%
Exeter	\$38,018	\$38,220	\$37,972	\$40,310	\$40,616	\$42,164	\$46,827	\$4,663	11.1%
Greenland	\$45,333	\$53,652	\$50,901	\$47,768	\$47,745	\$49,511	\$49,777	\$266	0.5%
Hampton	\$41,022	\$40,827	\$41,913	\$43,081	\$45,189	\$45,740	\$47,475	\$1,735	3.8%
Hampton Falls	\$57,770	\$54,410	\$59,712	\$54,481	\$61,298	\$65,862	\$71,221	\$5,359	8.1%
Kensington	\$44,747	\$49,509	\$49,435	\$51,523	\$51,406	\$50,733	\$49,538	-\$1,195	-2.4%
New Castle	\$83,682	\$86,051	\$82,879	\$94,166	\$97,601	\$87,613	\$92,842	\$5,229	6.0%
Newfields	\$50,351	\$52,774	\$50,700	\$51,874	\$52,945	\$52,204	\$53,753	\$1,549	3.0%
Newington	\$36,086	\$37,970	\$39,587	\$40,537	\$45,170	\$43,242	\$48,688	\$5,446	12.6%
Newmarket	\$33,473	\$32,032	\$32,244	\$32,894	\$32,633	\$34,133	\$37,848	\$3,715	10.9%
North Hampton	\$48,534	\$57,216	\$61,736	\$60,672	\$65,339	\$63,228	\$66,817	\$3,589	5.7%
Portsmouth	\$39,344	\$40,111	\$39,839	\$42,724	\$45,062	\$45,745	\$47,836	\$2,091	4.6%
Rye	\$56,171	\$54,214	\$52,866	\$57,171	\$61,697	\$60,071	\$62,850	\$2,779	4.6%
Seabrook	\$30,218	\$30,014	\$30,156	\$28,794	\$28,791	\$29,578	\$32,492	\$2,914	9.9%
South Hampton	\$41,922	\$40,721	\$41,425	\$47,001	\$47,755	\$50,219	\$49,709	-\$510	-1.0%
Stratham	\$51,674	\$53,833	\$56,550	\$59,990	\$58,137	\$53,588	\$54,956	\$1,368	2.6%
<b>CEDS Eastern Communities</b>	<b>\$41,718</b>	<b>\$42,596</b>	<b>\$42,862</b>	<b>\$44,363</b>	<b>\$45,751</b>	<b>\$45,967</b>	<b>\$48,617</b>	<b>\$2,649</b>	<b>5.8%</b>
Atkinson	\$41,143	\$39,628	\$42,505	\$41,691	\$43,938	\$49,142	\$49,765	\$623	1.3%
Auburn	\$34,811	\$36,070	\$38,501	\$41,274	\$41,238	\$43,896	\$45,996	\$2,100	4.8%
Brentwood	\$37,385	\$35,815	\$37,506	\$38,591	\$39,042	\$39,772	\$46,081	\$6,309	15.9%
Candia	\$36,809	\$37,781	\$36,618	\$39,822	\$39,475	\$41,243	\$43,962	\$2,719	6.6%
Chester	\$36,954	\$41,261	\$39,816	\$40,388	\$43,176	\$47,311	\$48,760	\$1,449	3.1%
Danville	\$29,699	\$30,857	\$31,443	\$33,100	\$33,448	\$33,002	\$34,596	\$1,594	4.8%
Deerfield	\$36,278	\$37,187	\$36,150	\$36,004	\$35,858	\$34,858	\$39,158	\$4,300	12.3%
Epping	\$30,179	\$32,416	\$32,406	\$33,535	\$34,982	\$33,706	\$35,538	\$1,832	5.4%
Fremont	\$29,274	\$32,512	\$36,331	\$38,265	\$40,336	\$42,016	\$42,883	\$867	2.1%
Hampstead	\$38,704	\$37,425	\$39,530	\$39,960	\$41,611	\$42,289	\$43,995	\$1,706	4.0%
Kingston	\$30,549	\$30,025	\$37,266	\$43,586	\$44,718	\$45,814	\$46,706	\$892	1.9%
Newton	\$32,027	\$32,207	\$34,035	\$34,840	\$37,765	\$40,080	\$40,544	\$464	1.2%
Northwood	\$32,300	\$34,204	\$35,153	\$34,008	\$33,735	\$34,757	\$36,565	\$1,808	5.2%
Nottingham	\$39,431	\$36,058	\$36,367	\$39,019	\$38,353	\$40,726	\$43,474	\$2,748	6.7%
Plaistow	\$35,390	\$31,583	\$31,204	\$32,150	\$32,956	\$34,774	\$37,397	\$2,623	7.5%
Raymond	\$28,531	\$28,149	\$27,755	\$28,689	\$29,476	\$29,743	\$31,401	\$1,658	5.6%
Sandown	\$33,208	\$34,130	\$37,507	\$35,362	\$37,429	\$39,156	\$41,569	\$2,413	6.2%
<b>CEDS Central Communities</b>	<b>\$34,178</b>	<b>\$34,207</b>	<b>\$35,569</b>	<b>\$36,687</b>	<b>\$37,781</b>	<b>\$39,203</b>	<b>\$41,250</b>	<b>\$2,047</b>	<b>5.2%</b>
Derry	\$31,254	\$31,259	\$30,397	\$30,570	\$31,447	\$31,967	\$33,208	\$1,241	3.9%
Hudson	\$33,712	\$34,615	\$36,109	\$37,065	\$38,009	\$38,856	\$40,725	\$1,869	4.8%
Litchfield	\$36,497	\$37,412	\$35,674	\$36,021	\$37,456	\$37,962	\$39,208	\$1,246	3.3%
Londonderry	\$38,492	\$37,865	\$38,553	\$40,369	\$39,687	\$40,884	\$42,266	\$1,382	3.4%
Merrimack	\$37,698	\$40,093	\$38,711	\$39,833	\$39,695	\$40,980	\$42,470	\$1,490	3.6%
Nashua	\$33,032	\$33,352	\$32,874	\$32,842	\$33,100	\$33,896	\$35,288	\$1,392	4.1%
Pelham	\$36,558	\$37,594	\$37,663	\$36,572	\$38,067	\$39,140	\$40,888	\$1,748	4.5%
Salem	\$34,496	\$35,290	\$36,598	\$36,734	\$37,325	\$39,983	\$40,689	\$706	1.8%
Windham	\$48,336	\$49,552	\$49,552	\$51,810	\$50,546	\$50,932	\$54,080	\$3,148	6.2%
<b>CEDS Western Communities</b>	<b>\$35,114</b>	<b>\$35,730</b>	<b>\$35,623</b>	<b>\$36,106</b>	<b>\$36,450</b>	<b>\$37,500</b>	<b>\$38,969</b>	<b>\$1,469</b>	<b>3.9%</b>
<b>REDC CEDS Region</b>	<b>\$36,364</b>	<b>\$36,913</b>	<b>\$37,205</b>	<b>\$38,049</b>	<b>\$38,782</b>	<b>\$39,731</b>	<b>\$41,590</b>	<b>\$1,859</b>	<b>4.7%</b>
<b>Hillsborough County</b>	<b>\$33,653</b>	<b>\$34,208</b>	<b>\$34,390</b>	<b>\$34,767</b>	<b>\$35,242</b>	<b>\$36,012</b>	<b>\$37,622</b>	<b>\$1,610</b>	<b>4.5%</b>
<b>Rockingham County</b>	<b>\$37,422</b>	<b>\$37,820</b>	<b>\$38,399</b>	<b>\$39,605</b>	<b>\$40,469</b>	<b>\$41,449</b>	<b>\$43,474</b>	<b>\$2,025</b>	<b>4.9%</b>
<b>New Hampshire</b>	<b>\$32,357</b>	<b>\$32,758</b>	<b>\$33,134</b>	<b>\$33,821</b>	<b>\$34,362</b>	<b>\$35,264</b>	<b>\$36,914</b>	<b>\$1,650</b>	<b>4.7%</b>
<b>United States</b>	<b>\$27,915</b>	<b>\$28,051</b>	<b>\$28,155</b>	<b>\$28,555</b>	<b>\$28,930</b>	<b>\$29,829</b>	<b>\$31,177</b>	<b>\$1,348</b>	<b>4.5%</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	2011	2012	2013	2014	2015	2016	2017	1-year change 2016 - 2017	5-year change 2012 - 2017
East Kingston	5.4%	4.7%	3.8%	2.9%	3.1%	3.5%	3.5%	0.0%	-1.2%
Exeter	5.7%	7.0%	8.7%	7.4%	7.0%	7.4%	5.9%	-1.5%	-1.1%
Greenland	6.0%	3.3%	3.4%	4.2%	3.4%	1.5%	2.7%	1.2%	-0.6%
Hampton	8.6%	8.9%	7.5%	7.1%	5.9%	5.0%	4.5%	-0.5%	-4.4%
Hampton Falls	2.4%	2.8%	3.1%	3.7%	4.7%	4.0%	5.8%	1.8%	3.0%
Kensington	0.6%	1.5%	2.0%	4.0%	4.6%	4.7%	3.9%	-0.8%	2.4%
New Castle	2.7%	2.6%	2.6%	2.7%	1.0%	1.2%	0.8%	-0.4%	-1.8%
Newfields	0.5%	0.4%	0.1%	0.1%	1.7%	1.9%	2.4%	0.5%	2.0%
Newington	3.7%	6.4%	3.9%	4.4%	4.5%	4.6%	2.8%	-1.8%	-3.6%
Newmarket	12.0%	11.6%	11.2%	10.0%	10.9%	8.8%	7.4%	-1.4%	-4.2%
North Hampton	1.2%	1.9%	2.9%	3.7%	4.5%	5.3%	4.2%	-1.1%	2.3%
Portsmouth	9.0%	7.8%	8.7%	7.6%	6.6%	6.1%	6.9%	0.8%	-0.9%
Rye	3.2%	2.7%	4.0%	4.8%	4.8%	5.1%	4.6%	-0.5%	1.9%
Seabrook	6.5%	9.3%	9.4%	12.4%	11.7%	9.3%	5.8%	-3.5%	-3.5%
South Hampton	3.1%	3.1%	1.1%	2.6%	2.8%	3.0%	3.5%	0.5%	0.4%
Stratham	0.8%	0.4%	0.6%	0.3%	0.6%	0.3%	0.7%	0.4%	0.3%
<b>CEDS Eastern Communities</b>	<b>6.5%</b>	<b>6.5%</b>	<b>6.8%</b>	<b>6.6%</b>	<b>6.3%</b>	<b>5.7%</b>	<b>5.1%</b>	<b>-0.5%</b>	<b>-1.4%</b>
Atkinson	3.6%	4.0%	3.2%	3.1%	3.2%	1.8%	2.1%	0.3%	-1.9%
Auburn	1.7%	2.6%	3.5%	2.6%	2.5%	2.7%	2.1%	-0.6%	-0.5%
Brentwood	2.2%	6.9%	6.9%	7.4%	9.0%	8.3%	2.6%	-5.7%	-4.3%
Candia	4.2%	3.5%	4.5%	3.8%	5.3%	5.4%	6.3%	0.9%	2.8%
Chester	3.9%	4.8%	5.9%	4.5%	5.2%	3.9%	3.1%	-0.8%	-1.7%
Danville	2.0%	1.6%	3.2%	2.7%	3.1%	3.3%	3.9%	0.6%	2.3%
Deerfield	2.9%	3.7%	3.4%	3.8%	3.5%	4.0%	5.2%	1.2%	1.5%
Epping	4.7%	4.7%	4.3%	6.3%	6.3%	6.3%	5.5%	-0.8%	0.8%
Fremont	4.0%	3.7%	2.5%	2.7%	1.8%	3.0%	2.7%	-0.3%	-1.0%
Hampstead	4.6%	4.6%	3.6%	6.2%	5.5%	4.0%	6.9%	2.9%	2.3%
Kingston	1.8%	5.7%	4.4%	5.5%	4.8%	6.8%	4.9%	-1.9%	-0.8%
Newton	5.0%	6.2%	7.4%	9.1%	6.1%	5.0%	3.9%	-1.1%	-2.3%
Northwood	2.6%	3.1%	7.2%	8.4%	8.7%	8.1%	8.5%	0.4%	5.4%
Nottingham	3.5%	4.1%	3.4%	3.0%	2.1%	2.1%	1.3%	-0.8%	-2.8%
Plaistow	4.8%	6.7%	5.4%	3.3%	3.4%	4.7%	2.1%	-2.6%	-4.6%
Raymond	5.9%	6.0%	6.6%	8.8%	6.9%	8.5%	9.7%	1.2%	3.7%
Sandown	7.8%	8.0%	6.7%	7.3%	6.5%	4.6%	2.9%	-1.7%	-5.1%
<b>CEDS Central Communities</b>	<b>4.1%</b>	<b>4.9%</b>	<b>4.9%</b>	<b>5.4%</b>	<b>5.0%</b>	<b>5.0%</b>	<b>4.6%</b>	<b>-0.4%</b>	<b>-0.3%</b>
Derry	6.3%	5.0%	7.3%	8.1%	7.9%	7.3%	6.9%	-0.4%	1.9%
Hudson	3.2%	3.9%	4.5%	4.4%	4.4%	5.8%	5.4%	-0.4%	1.5%
Litchfield	4.5%	4.8%	2.3%	4.7%	4.2%	3.9%	3.2%	-0.7%	-1.6%
Londonderry	2.3%	2.9%	2.8%	3.0%	2.6%	2.8%	2.9%	0.1%	0.0%
Merrimack	3.1%	2.8%	4.2%	3.8%	4.0%	4.6%	5.0%	0.4%	2.2%
Nashua	7.9%	9.3%	10.8%	10.7%	11.0%	11.0%	10.8%	-0.2%	1.5%
Pelham	3.4%	3.6%	4.6%	6.2%	5.4%	5.1%	3.5%	-1.6%	-0.1%
Salem	4.1%	4.0%	4.5%	4.0%	4.7%	4.1%	4.5%	0.4%	0.5%
Windham	1.2%	1.7%	3.4%	3.4%	3.8%	3.7%	2.9%	-0.8%	1.2%
<b>CEDS Western Communities</b>	<b>5.1%</b>	<b>5.6%</b>	<b>6.7%</b>	<b>6.8%</b>	<b>6.9%</b>	<b>6.9%</b>	<b>6.7%</b>	<b>-0.2%</b>	<b>1.2%</b>
<b>REDC CEDS Region</b>	<b>5.2%</b>	<b>5.6%</b>	<b>6.3%</b>	<b>6.5%</b>	<b>6.4%</b>	<b>6.2%</b>	<b>5.9%</b>	<b>-0.3%</b>	<b>0.3%</b>
<b>Hillsborough County</b>	<b>7.5%</b>	<b>8.0%</b>	<b>8.6%</b>	<b>8.6%</b>	<b>8.8%</b>	<b>8.6%</b>	<b>8.6%</b>	<b>0.0%</b>	<b>0.6%</b>
<b>Rockingham County</b>	<b>4.9%</b>	<b>5.2%</b>	<b>5.5%</b>	<b>5.7%</b>	<b>5.5%</b>	<b>5.1%</b>	<b>4.8%</b>	<b>-0.3%</b>	<b>-0.4%</b>
<b>New Hampshire</b>	<b>8.0%</b>	<b>8.4%</b>	<b>8.7%</b>	<b>8.9%</b>	<b>8.9%</b>	<b>8.5%</b>	<b>8.1%</b>	<b>-0.4%</b>	<b>-0.3%</b>
<b>United States</b>	<b>14.3%</b>	<b>14.9%</b>	<b>15.4%</b>	<b>15.6%</b>	<b>15.5%</b>	<b>15.1%</b>	<b>14.6%</b>	<b>-0.5%</b>	<b>-0.3%</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	2017 Total Population	2017 U.S. Citizen				2017 Not a U.S. Citizen *	2017 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	2,465	2,385	12	12	40	16	2%
Exeter	14,734	14,056	49	67	445	117	4%
Greenland	3,866	3,632	5	51	98	80	5%
Hampton	15,322	14,431	0	166	376	349	5%
Hampton Falls	2,336	2,221	0	31	79	5	4%
Kensington	2,195	2,101	0	9	66	19	4%
New Castle	917	909	0	0	8	0	1%
Newfields	1,559	1,478	0	28	43	10	3%
Newington	819	759	5	12	27	16	5%
Newmarket	8,977	8,142	0	90	275	470	8%
North Hampton	4,428	4,193	0	10	184	41	5%
Portsmouth	21,644	19,976	58	184	461	965	7%
Rye	5,401	5,080	2	113	176	30	4%
Seabrook	8,834	8,360	0	0	198	276	5%
South Hampton	793	739	0	4	27	23	6%
Stratham	7,372	6,882	0	155	179	156	5%
<b>CEDS Eastern Communities</b>	<b>101,662</b>	<b>95,344</b>	<b>131</b>	<b>932</b>	<b>2,682</b>	<b>2,573</b>	<b>5%</b>
Atkinson	6,839	6,544	0	0	226	69	4%
Auburn	5,293	5,079	0	11	130	73	4%
Brentwood	4,691	4,476	6	69	102	38	3%
Candia	3,932	3,682	0	95	113	42	4%
Chester	4,935	4,775	22	21	93	24	2%
Danville	4,479	4,357	0	14	91	17	2%
Deerfield	4,422	4,241	0	67	78	36	3%
Epping	6,861	6,573	0	69	84	135	3%
Fremont	4,589	4,453	0	19	97	20	3%
Hampstead	8,601	8,039	0	48	376	138	6%
Kingston	6,141	5,893	0	74	117	57	3%
Newton	4,824	4,630	0	27	100	67	3%
Northwood	4,282	4,178	0	12	74	18	2%
Nottingham	4,962	4,867	0	18	63	14	2%
Plaistow	7,642	7,313	0	32	195	102	4%
Raymond	10,324	10,021	47	91	98	67	2%
Sandown	6,279	6,056	0	27	181	15	3%
<b>CEDS Central Communities</b>	<b>99,096</b>	<b>95,177</b>	<b>75</b>	<b>694</b>	<b>2,218</b>	<b>932</b>	<b>3%</b>
Derry	33,312	31,609	111	166	735	691	4%
Hudson	24,858	23,204	24	219	1,023	388	6%
Litchfield	8,424	8,041	0	82	243	58	4%
Londonderry	25,114	23,596	78	153	861	426	5%
Merrimack	25,566	24,208	30	162	681	485	5%
Nashua	87,642	72,568	928	622	6,618	6,906	15%
Pelham	13,323	12,596	49	71	481	126	5%
Salem	28,951	26,244	32	244	1,610	821	8%
Windham	14,344	13,389	0	123	559	273	6%
<b>CEDS Western Communities</b>	<b>261,534</b>	<b>235,455</b>	<b>1,252</b>	<b>1,842</b>	<b>12,811</b>	<b>10,174</b>	<b>9%</b>
<b>REDC CEDS Region</b>	<b>462,292</b>	<b>425,976</b>	<b>1,458</b>	<b>3,468</b>	<b>17,711</b>	<b>13,679</b>	<b>7%</b>
<b>Hillsborough County</b>	<b>406,371</b>	<b>362,563</b>	<b>3,017</b>	<b>3,050</b>	<b>20,309</b>	<b>17,432</b>	<b>9%</b>
<b>Rockingham County</b>	<b>302,479</b>	<b>285,359</b>	<b>427</b>	<b>2,312</b>	<b>8,665</b>	<b>5,716</b>	<b>5%</b>
Concord	42,717	38,748	63	423	1,259	2,224	8%
Dover	30,901	27,900	36	281	1,068	1,616	9%
Durham	16,148	14,836	9	170	358	775	7%
Hanover	11,428	9,679	0	172	521	1,056	14%
Laconia	16,237	15,628	23	87	357	142	3%
Lebanon	13,544	11,885	63	139	580	877	11%
Manchester	110,601	93,454	1,688	911	6,980	7,568	13%
Rochester	30,212	28,855	21	368	364	604	3%
Somersworth	11,797	10,588	25	132	444	608	9%
<b>New Hampshire</b>	<b>1,331,848</b>	<b>1,238,279</b>	<b>4,064</b>	<b>10,636</b>	<b>42,465</b>	<b>36,404</b>	<b>6%</b>
<b>United States</b>	<b>321,004,407</b>	<b>273,082,894</b>	<b>1,925,944</b>	<b>2,967,442</b>	<b>20,690,362</b>	<b>22,337,765</b>	<b>13%</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

2019 CEDS update

Area	2017 Naturalized U.S. Citizen, place of birth						2017 Not a U.S. Citizen, place of birth						2017 Total Foreign-Born Residents
	Europe	Asia	Africa	Oceania	Latin America	Northern America	Europe	Asia	Africa	Oceania	Latin America	Northern America	
East Kingston	26	0	5	0	9	0	10	0	0	0	0	6	56
Exeter	139	163	87	0	20	36	40	0	0	9	44	24	562
Greenland	28	43	26	0	0	1	20	60	0	0	0	0	178
Hampton	133	174	7	0	37	25	84	178	15	0	20	52	725
Hampton Falls	37	33	9	0	0	0	0	0	0	0	0	5	84
Kensington	45	6	0	0	4	11	9	6	4	0	0	0	85
New Castle	0	0	0	0	0	8	0	0	0	0	0	0	8
New Castle Newfields	7	23	5	0	4	4	10	0	0	0	0	0	53
Newington	8	15	0	0	0	4	3	11	0	0	2	0	43
Newmarket	135	128	0	0	0	12	63	144	0	0	263	0	745
North Hampton	63	61	6	0	47	7	10	26	0	0	5	26	225
Portsmouth	214	144	44	0	0	59	170	549	102	6	92	46	1426
Rye	79	18	0	0	33	46	0	0	0	0	0	30	206
Seabrook	64	87	0	0	10	37	66	43	0	0	156	11	474
South Hampton	17	5	0	0	5	0	0	2	0	0	19	2	50
Stratham	65	84	1	0	0	29	14	124	0	0	18	0	335
CEDS Eastern Communities	1,060	984	190	0	169	279	499	1,117	121	15	619	202	5255
Atkinson	35	88	0	0	92	11	56	0	0	0	0	13	295
Auburn	51	51	0	0	7	21	0	0	0	0	60	13	203
Brentwood	54	25	0	0	0	23	0	0	0	0	6	32	140
Candia	57	27	0	0	11	18	35	7	0	0	0	0	155
Chester	36	10	10	0	26	11	0	7	0	0	0	17	117
Danville	40	26	0	0	15	10	0	1	0	0	0	16	108
Deerfield	54	24	0	0	0	0	20	0	0	16	0	0	114
Epping	52	0	0	0	0	32	112	0	0	0	0	23	219
Fremont	31	20	0	11	18	17	10	0	0	0	0	10	117
Hampstead	151	94	0	8	79	44	62	48	0	0	0	28	514
Kingston	63	38	0	0	0	16	57	0	0	0	0	0	174
Newton	35	6	10	0	39	10	30	25	0	0	12	0	167
Northwood	19	20	0	0	18	17	8	0	0	0	0	10	92
Nottingham	46	0	0	0	0	17	6	0	0	0	0	8	77
Plaistow	63	16	0	0	100	16	0	68	0	0	18	16	297
Raymond	26	35	0	0	10	27	30	10	0	0	14	13	165
Sandown	67	40	12	0	0	62	15	0	0	0	0	0	196
CEDS Central Communities	880	520	32	19	415	352	441	166	0	16	110	199	3150
Derry	430	176	16	0	69	44	195	195	75	0	113	113	1426
Hudson	196	305	107	0	265	150	35	120	33	0	66	134	1411
Litchfield	44	21	0	0	0	178	15	0	17	0	0	26	301
Londonderry	330	223	17	0	180	111	72	147	0	0	127	80	1287
Merrimack	214	216	54	47	67	83	215	242	0	0	2	26	1166
Nashua	1234	2653	393	7	1936	395	323	2938	413	9	2878	345	13524
Pelham	98	165	20	0	158	40	28	17	0	4	47	30	607
Salem	337	585	41	0	559	88	232	299	30	0	236	24	2431
Windham	160	198	29	0	108	64	75	163	0	0	35	0	832
CEDS Western Communities	3043	4542	677	54	3342	1153	1190	4121	568	13	3504	778	22985
REDC CEDS Region	4983	6046	899	73	3926	1784	2130	5404	689	44	4233	1179	31390
Hillsborough County	5172	6589	1605	106	4215	2622	1919	6997	1427	34	5851	1204	37741
Rockingham County	3197	2686	325	19	1500	938	1514	2087	226	31	1240	618	14381
Concord	313	430	209	0	158	149	202	1489	230	0	193	110	3483
Dover	325	505	48	0	137	53	166	985	36	0	262	167	2684
Durham	99	168	30	0	18	43	226	487	20	0	23	19	1133
Hanover	80	337	7	0	22	75	343	491	64	0	97	61	1577
Laconia	210	91	0	0	56	0	45	26	0	16	34	21	499
Lebanon	173	214	41	0	104	48	58	531	96	0	106	86	1457
Manchester	1805	2228	753	30	1413	751	747	3185	882	21	2427	306	14548
Rochester	106	103	0	0	68	87	40	253	0	0	186	125	968
Somersworth	50	226	66	0	84	18	12	517	0	0	79	0	1052
New Hampshire	12976	13565	2634	266	726	5756	6039	15675	2369	161	8709	3451	72327
United States	3,094,094	7,680,272	1,098,243	95,647	8,335,616	386,251	1,700,525	5,433,562	939,254	151,018	13,673,655	439,316	43,027,453

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
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

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

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

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

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

## Board Members

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

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

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

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

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

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

**André Garron** – Mr. Garron is the Town Administrator for the Town of Hooksett, NH. He has over 25 years of community planning and economic development experience, having worked in communities such as the City of Lee's Summit, MO; Town of Goffstown, NH; Town of Londonderry, NH; Town of Salem, NH; and the UNH Cooperative Extension. Mr. Garron is a member of the American Institute of Certified Planners (AICP) and a graduate of the International Economic Development Council's Economic Development Institute.



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



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