REDC Partnership Planning Program
Combined Annual Progress Report and CEDS Annual Update

Grantee:	**Rockingham Economic Development Corp dba REDC**
Project Title:	2026-2028 Planning Grant
Project Number:	ED25PHI0G0309
Grant Period:	April 1, 2025 – March 31, 2028
Reporting period:	October 1, 2025 – September 30, 2026
Report Prepared by:	Jennifer Kimball, CEDS Planner
Five-year CEDS Time Period:	2025-2029
CEDS Performance Year:	2027: Second update to 2025-2029 CEDS

Annual Evaluation

The following is an evaluation of the REDC Action Plan as listed in REDC's 2025-2029 CEDS, pages 72-73, using the Evaluation Framework outlined on page 74.

Activity 1: Private Sector Investment

Task	Benefits/Outcome/Impacts/Deliverables
Jobs created	REDC closed loans having the potential to create 57 jobs for southern New Hampshire's economy.
Jobs retained	REDC closed loans having the potential to retain 95 jobs for southern New Hampshire's economy.
Number/types investment	During the past six months, the Board of Directors at REDC closed on 20 loans to 17 clients totaling over $2.9 million. The approved loans will help fund a variety of businesses such as retail shops, eateries, a hotel, contractors, childcare, a law firm, a health club, and a manufacturer. Additionally, two of the BOD approved loans have the potential to develop 88 new housing units.
Private dollars leveraged	These loans have the potential to bring a total leveraged value of over $45 million into the NH economy.

Activity 2: CEDS Five-Year Goals

Task	Benefits/Outcome/Impacts/Deliverables
Grassroots Planning	REDC held four Strategy Committee meetings during the reporting period. • At our November 19, 2025, meeting, we heard economic development updates from the town of Salem, discussed changes to the new planning grant funding and requirements, and kicked off the 2026 CEDS update planning. • At our February 11, 2026, meeting, we heard economic development updates from the town of Exeter, learned about programs and products available through the CDFA, and received an overview and tour of Phoenix Tailings.

	• At our April 15, 2026, meeting, we discussed and approved the 2026 Priority Project list, learned about Uncharted Tutoring with a hands-on demonstration, heard economic development updates from the town of Derry, got an example of economic development in action from meeting host Cask & Vine, followed by a tour of their facility. There was also a bonus tour of the Abbott Court Priority Project site. • At our June 17, 2026, meeting, we reviewed the REDC 2026 CEDS update, learned about the Grit to Grow Summit and Collaborative and the REDC Kiva Lending program
Strategy Committee participation	At our November meeting, there were 15 attendees, representing 12 different organizations. At our February meeting, there were 23 attendees, representing 18 different organizations. At our April meeting, there were 13 attendees, representing 11 different organizations. At our June meeting, there were 17 attendees, representing 12 different organizations. There was a mix of municipal and state employees and small business owners at each meeting.
Meet with Communities	During the reporting period, REDC CEDS Planner met with: • Rye, NH, to discuss potential Priority Projects and funding. • Northwood, NH, to discuss the CEDS and Priority Project process. • Newmarket, NH, to discuss potential Priority Projects and funding. • Salem, NH, to discuss EDA grant options. • Nashua, NH, to discuss economic development and projects.
CEDS Priority Areas Programs	• CEDS planner sits on the Workforce Housing Coalition BOD. • CEDS planner & REDC President the NH Housing's 2025 Housing & Economy Conference. • CEDS planner helps plan and participates in the regional Tri-Regional Economic Development Stakeholder monthly meetings. • CEDS planner attended the WHC Fall Housing Summit. • Former REDC Business Advisor Liz Salas participated in the Business Alliance for People of Color's Holiday Marketplace. • CEDS planner participated in the WHC's Where We Live tour. • CEDS planner attended NH Housing's 2026 Housing & Economy Conference.
Number & Types of new Priority Projects	• 1035 Lafayette Rd. Workforce Housing Development, Portsmouth. Estimated costs $28.5 million. Priority Areas: Housing, Childcare, Transportation, Environment and Natural Resources, Community Vibrancy. • Sherburne School Workforce Housing Development, Portsmouth. Estimated costs $36.5 million for first phase. Priority Areas: Housing, Infrastructure and Utilities, Transportation, Community Vibrancy. • Salem Depot Park (Phase 1), Salem. Estimated costs: $1.06 million. Priority Areas: Community Vibrancy. • Southern NH Regional Drinking Water Line, Salem. Estimated costs $30+ million. Estimated jobs Hundreds. Priority Areas: Infrastructure and Utilities. • Windham Greenway Recreation Trail, Windham. Estimated costs $2.4 million. Priority Areas: Transportation, Environment and Natural Resources, Community Vibrancy.

	• Southern NH Workforce Corridor Pilot, Regional. Estimated costs $350,000. Estimated jobs 2-8 part time. Priority Areas: Childcare, Workforce Development and Attraction, Environment and Natural Resources. • REDC EDA Revolving Loan Fund, Regional. Estimated costs $2 million. Estimated jobs 250+ created or retained. Priority Areas: Workforce Development, Community Vibrancy.
Priority Projects in Progress	Progress has been made on the following projects. For more details, please visit *https://www.redc.com/ceds-2025* • Halls Village Road Reconstruction, Chester. • Abbott Court, Derry. • New Police Station and Fire Substation, Exeter. • Squamscott River Sewer Siphons & Webster Avenue Pump Station, Exeter. • Hampton Wastewater Treatment Plant, Hampton. • Nimco Redevelopment, Nashua. • Nashua Public Library, Nashua. • Mohawk Tannery Cleanup & Development, Nashua. • Redevelopment of Elm Street School, Nashua. • Newington Port Roadway Improvements, Newington. • Salem Police Station, Salem. • Tuscan Village, Salem. • Yankee Fishermen's Cooperative Infrastructure Improvements, Seabrook. • COAST Facility Expansion, Seacoast Region. • NH Seacoast Greenway, Seacoast Region.
Priority Projects Completed	• Wason Pond Recreation Area Bridge Replacement, Chester. Completed April 2026 for a total of $453,000. • Epping Road Economic Development Initiative, Exeter. Construction activities finished in 2025 for a total of $6,364,000. • Bicentennial Wall Reconstruction, Hampton. Completed in 2025 for $2,659,780. • Kings Highway Flood Control Improvements, Hampton. Completed May 2026 for $4,305,390. • Salem Master Plan Updates, Salem. Completed April 2025 for $150,000. • Career Pathway Program, regional. Project finished Spring 2025, costing $342,550 plus $2,000 in scholarships.

Activity 3: Promote Economic Development

Task	Benefits/Outcome/Impacts/Deliverables
Provide TA	REDC's business advisors provided technical assistance and services to 80 clients. Of those, the technical advisors provided on-going services to 20 clients.
Promote Kiva Lending	During the reporting period, there were 57 new Kiva loan applications. REDC staff held 5 webinars and 4 in-person informational events.
Kiva clients receiving coaching; Kiva loans 100% funded	REDC provided coaching to 52 applicants to assist them with their application, provide information about the loan process, and/or provide business management coaching. 8 of these loans were 100% funded.
Economic Development Events	• REDC Business Advisors hosted several in-person and webinar Kiva Workshops for small businesses. • Former REDC Business Advisor Liz Salas participated in the Business Alliance for People of Color's Holiday Marketplace. • Executive VP Stephanie Santos spoke on a panel at the Goldman Sachs 10,000 Small Businesses program. • REDC participated in the Bellwether CCU webinar on best practices for starting a business. • REDC is received NH Small Business Administration's (SBA) 2025 Leading Microloan Intermediary of the Year Award. • REDC hosted a Lender Breakfast event in Exeter, NH. • REDC Graphic Designer Laura Harper Lake attended the 2026 NH Nonprofit Conference and Expo.

Compliance with Grant Scope of Work:

1) Complete the first, second, and third updates to the 2025 five-year CEDS. Continue the grass roots planning process, which includes the production, dissemination, and implementation of the CEDS. Identify, recruit, and train new CEDS Steering Committee members who broadly represent our region's principal economic interests.
   - *This task is ongoing. REDC submitted the required annual CEDS report in October 2025 and published its 2026 CEDS update in June 2026. The report may be found online here: https://www.redc.com/_files/ugd/69da16_9c5e35947b104f479b78ccdfc1052e3b.pdf*
2) Identify projects, programs, and actions that will address the 2025-2029 CEDS goals and objectives.
   - *See matrix above for project updates and programs attended.*
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.
   - *The 2026 Priority Project list was finalized in April 2026 and available on our website. REDC will begin updating the list later in 2026.*

4) Continue to build upon and update the CEDS Resiliency components which were initially integrated into the 2017 CEDS Update. Update the 2022 REDC Resiliency and Recovery plan as needed.
    - *The Economic Resiliency section of the CEDS was reviewed an updated for the 2026 update.*
5) Provide financing and technical assistance to the private sector where job growth and emerging technologies are part of the outcome.
    - *See matrix above for lending updates.*
6) Comply with EDA regulations particularly those regarding eligibility, designation, and CEDS.
    - *Ongoing.*
7) Comply with any audit requirements.
    - *REDC has retained the services of Fitz DeGuglielmo to complete our annual audit. They have been working on the audit and we expect a final report by the end of October 2026.*
8) Comply with and support GPRA reporting.
    - *Ongoing.*

CEDS Strategy and Committee Updates

REDC began work on the first update to the 2025-2029 CEDS in October 2025. The committee meet four times over the course of the planning cycle. From September 2025 through June 2026, REDC staff and the Strategy Committee, with assistance from our partners and consultants, verified and updated the background inventory and regional overview; reviewed and approved the 2026 Priority Project list; completed a new State of the Economy report; and added new partners and resources to the Priority Areas section. New spotlight features and work from the planning commissions that share our region have been included for the 2026 Update. Finally, the CEDS website has been revised to include the information listed within the CEDS, as well as updated demographics and statistics. Work on the 2026 Update was completed in June 2026.

REDC continues to work on ensuring the Strategy Committee broadly represents our region. While four committee members were removed after a lack of participation over the past two years, we welcomed six new members, representing work force development, the arts, small businesses, and the state of NH, along with under-represented communities from our region. REDC continues to work with the UNH Cooperative Extension on developing a plan to expand the capacity of the Strategy Committee over the next two to three years.

Changes at REDC

In March 2026, REDC said goodbye to two Board members who retired after completing their respective terms. Andre Garron and Mike Decelle both served for about nine years.

Business Advisor Liz Salas left REDC in March, taking a position at Bangor Savings Bank in Concord.

Finance Director Karla Dillon moved on from REDC in April, taking a position at Cross Roads House in Portsmouth, NH.

Chad Linehan joined REDC in May 2026, as our new Business Advisor. Chad brings direct experience in commercial and SBA lending, including management of C&I and SBA loan pipelines, review of complex small-business transactions, compliance with SBA operating procedures and internal credit policy, and borrower guidance. He holds an ABA Certificate in Business and Commercial Lending and a bachelor's degree in Spanish and International Affairs from the University of New Hampshire.

Schedule and Goals for upcoming year (Q3/4 2026 and Q1/2 2027)

Fall 2026:

- Work with UNH Coop Ext on Strategy Committee capacity building work.
- Kick off 2027 CEDS update planning.
- Hold Strategy Committee meeting.
- Complete Planning Grant Performance/Annual and Financial Reporting

Winter 2027:

- Data collection, updating CEDS demographic sections.
- Solicit Priority Projects and updates to projects.
- Hold one or two Strategy Committee meetings.

Spring 2027:

- Complete data collection updates.
- Finalize the draft 2027 CEDS update.
- Public comment period for updates.
- Adopt 2027 CEDS Update, upload to website, distribute.
- Hold one or two Strategy Committee meetings.
- Complete Planning Frant Financial reporting (and other reports as required).

Summer 2027:

- Complete annual evaluation of CEDS process.
- Continue to update demographics and statisics.

Client Spotlight, Success Stories, Media Coverage

News:

REDC was honored to have our annual Comprehensive Economic Development Strategy (CEDS) recognized in a spotlight article by the National Association of Development Organizations (NADO). https://www.nado.org/wp-content/uploads/2026/02/From-Spreadsheets-to-Strategy-The-Evolution-of-the-Regional-Economic-Development-Center-CEDS.pdf

REDC is received NH Small Business Administration's (SBA) 2025 Leading Microloan Intermediary of the Year Award.

REDC compiled its first Annual Report in April 2026, available for review: https://redcnh.wixstudio.com/annual-report-2026

In April 2026, REDC completed the acquisition of a loan portfolio from the New Hampshire Business Finance Authority (BFA), consisting of nine loans to small businesses in the Lakes Region. This milestone establishes REDC's presence in Belknap County and marks an important step in expanding our impact across the Lakes Region.

REDC's client, DeadProof Pizza Co, was one of eight food truck businesses to participate in the 19th season of the Food Network's "The Great Food Truck Race," which premiered on Sunday, July 26 at 9|8c on Food Network and can be streamed on HBO Max and discovery+.

REDC's client, Auspicious Brew was featured in the September issue of NH Magazine. https://www.nhmagazine.com/brewing-new-communities-in-new-hampshire/

REDC's Graphic Designer and Design Advisor created this short about what makes the REDC CEDS is so great: https://www.youtube.com/shorts/oBoe0AVptIo

Client Spotlight:
DeadProof Pizza Co is a business based in Derry, NH, that offers unique, new era comfort food, including pizza, smash burgers, chicken tenders, and a lot more. They also partake in pop-ups, restaurant takeovers, festivals, and catering.



DeadProof Pizza Co. received financing from REDC in 2024 to help purchase equipment and machinery, including the trailer shown in the photo.

During the summer 2026, REDC interviewed owner Dante Marino. He shared what his experience was like working with REDC to receive funding, owning a business in New Hampshire, and his top priority of being a business owner. Dante also highlighted recent big milestones for his business, including being a part of the 2026 Great Food Truck Race on the Food Network.

To view the interviews, please visit REDC's YouTube channel: PART 1 | PART 2

For more information on REDC's events, client stories, and media coverage, please visit our Facebook page: https://www.facebook.com/REDCofSNH
YouTube channel: https://www.youtube.com/@redcnhofSNH/featured