

Economic Development Advisory Council
DRAFT Meeting Minutes
June 12, 2015, 9:00 am to 10:30 am
Grappone Toyota Community Room, 594 NH-3A, Bow, NH 03304

Attendees:

EDAC Members:

1. Carmen Lorentz
2. Zenagui Brahim
3. Dean Christon
4. Kathy Eneguess
5. Judy Gove
6. Jeffrey Hayes
7. Daniel Lee
8. Mark MacKenzie
9. Sarah Smith
10. Tim Sink
11. Philip Suter
12. David Mullen
13. Patrick Clark
14. Pat McDermott
15. Eric Crainich
16. Stephen Heavener

Members of the Public:

- Mark Holden, Associated Builders and Contractors

Department of Resources & Economic Development

- Jeff Rose, Commissioner
- Patrice Myers

1. Lorentz called the meeting to order at 9:06 AM, welcomed the group and had the attendees introduce themselves for the benefit of the guest attendee.
2. The minutes of March 13, 2015 were moved, seconded, and unanimously approved.
3. Lorentz gave an update on the status of the FY 16-17 budget, stating that new funding for out-of-state travel and technology tools was approved by both House and Senate. In addition, \$107,000 for business accelerator programming through Live Free and Start is included and an increase of \$30,000 per year for the Small Business Development Center. The only cut from the Governor's proposed

budget was \$25,000 per year from the Innovation Research Center.

4. Lorentz went through a power point presentation showing the draft vision, goals and objectives of the division's draft strategic plan, as well as the draft key industries that the division will focus its pro-active work on. The presentation is attached and herein incorporated into the minutes. Discussion included how to address the youth retention issue, suggestions for organizations who could be involved in industry partnerships to address workforce gaps, and how to help transition low-wage workers to better careers. On the key industries, suggestions were made to add examples of occupations, age and gender breakdown, and existing career pathways to the industry cluster summaries as appropriate. Discussion also centered around how to move from this strategic plan for the division to a state economic development strategy.
5. Public comment: Mr. Holden asked about the HB 294 legislation re: a comprehensive development plan for the state. The bill has been retained. Discussion focused on the importance of conveying the work of the EDAC to the legislature.

The meeting was adjourned at 10:31 AM.

DRAFT

Economic Development Advisory Council
DRAFT Meeting Minutes
September 11, 2015, 9:00 am
Department of Resources and Economic Development
172 Pembroke Road, Concord, NH 03301

Attendees:

EDAC Members:

1. Representative Naida Kaen
2. Kathleen Reardon
3. Carmen Lorentz
4. Zenagui Brahim
5. Kendall Buck
6. Judy Gove
7. Jeffrey Hayes
8. Daniel Lee
9. Mark MacKenzie
10. Philip Suter
11. David Mullen
12. Eric Crainich

Members of the Public:

- Mark Holden, Associated Builders and Contractors

Other:

- Jeffrey J. Rose, Commissioner, Department of Resources and Economic Development
- Patrice Myers, Division of Economic Development Staff

Chair Reardon called the meeting to order at 9:02 AM. She introduced Commissioner Rose, who greeted the group.

1. June minutes were tabled until next meeting due to lack of a quorum.
2. Lorentz gave a brief update on the FY 16-17 budget: the continuing resolution maintains the division at FY 2015 spending levels which does not include out of state travel, but the division is able to move forward with trade show plans for this October by paying for the trade show booths out of marketing funds and pursuing outside sponsorship for travel costs.
3. Lorentz updated the EDAC on the site selection website: the first RFP issued in the spring had to be cancelled and a new one issued due to some technical problems. Proposals have been received based on the corrected RFP and interviews with vendors are scheduled for later this month. March 2016 is the

target deployment date.

4. The group reviewed the draft FY 2016-17 strategic plan. Discussion focused on the need to provide more explanation of the division's budget and how most funds are allocated to business retention and expansion activities. The EDAC provided many comments on the draft metrics in the document, including what metrics are appropriate for trade shows and out of state travel for business recruitment, the need to include number of new clients for some programs (vs. total number served which was what was in the draft), and the need to include metrics for our partnerships with the Small Business Development Center, Innovation Research Center, and Manufacturing Extension Partnership. Lorentz explained that the plan is to officially release the strategic plan at the division's annual meeting on December 2nd.
5. The group reviewed the draft FY 2015 Annual Report. Lorentz explained that this is part of the Economic Review publication that the division created last year with support from Eversource for printing costs. The idea is that the Economic Review becomes the division's annual report on its strategic plan and on broader economic metrics for the state. Discussion of the draft focused on the need to provide context in terms of the division's budget, the possibility of including a return on investment dollar amount based on the economic impact numbers, the possibility of providing context for government contracting (total federal spending, total federal contracts in NH) and exporting (total exports by NH companies, export activity nationwide), and the desire to see broadband projects broken into the categories of businesses assisted and communities assisted.
6. Public Comment: One member of the public was in attendance. Mark Holden introduced himself and expressed support for the strategic planning work of the EDAC and the division. He referenced two bills from the 2015 legislative session that resulted in study committees – HB 294 relates to strategic planning for economic development and the other bill number was not stated but it was in regards to career and technical education centers.

The meeting was adjourned at 10:30 AM.