

Economic Development Advisory Council

DRAFT Meeting Minutes

March 13, 2015, 9:00 am to 10:30 am

172 Pembroke Road, Concord, NH 03301

Attendees:

EDAC Members:

1. Kathleen Reardon, Citizens' Bank
2. Carmen Lorentz, Director DED
3. Representative Naida Kaen
4. Zenagui Brahim, Manufacturing Extension Partnership
5. Dean Christon, NH Housing Finance Authority
6. Kathy Eneguess
7. Pat McDermott, Hinkley, Allen & Snyder, LLP
8. Daniel Lee, Plymouth State University
9. Phil Ferneau, Borealis Ventures
10. Sarah Smith, UNH Cooperative Extension
11. Stephen Heavener, Capitol Regional Development Council
12. David Mullen, Pease Development Authority
13. Eric Crainich, Design Standards Corp.
14. Eric Proulx, Tanger Outlet Center
15. Tim Sink, Greater Concord Chamber of Commerce

Division of Economic Development Staff:

- Carol Miller, DED Director of Broadband
- Patrice Myers, DED Staff

Chair Reardon called the meeting to order at 9:08 AM.

1. David Mullen moved to accept the minutes from the 12-12-14 meeting. Sarah Smith seconded and they were unanimously approved.
2. Lorentz gave an update on the new technology tools that the division is pursuing using money from the Economic Development Fund, which was approved in December. She stated that the EMSI data subscription has been acquired, that an RFP for the site selection website is being written, and that the division will pursue a sole source contract for the client relationship management (CRM) software that the Procurement Technical Assistance Team uses so that all teams in the division can integrate onto one CRM. The site selection website and CRM contracts will likely not be completed until fall 2015. Discussion centered around whether the remaining money in the Economic Development Fund can be set aside for an economic development strategy for New Hampshire.

3. Lorentz provided an informational handout regarding the FY 16-17 budget (incorporated into the minutes as an attachment). Discussion focused on the money for Live Free and Start and the workforce study that the Governor included in the division's budget and the importance of educating policymakers about the work the division does. The group asked for Lorentz to email a copy of the budget briefing document that the division provided to Finance – Division I.
4. Lorentz reminded the EDAC that the division's strategic plan is due by the end of the calendar year. The goal is to have our target industries defined shortly and to present draft goals and objectives to the EDAC in June, so that we can present a draft of the entire plan to the EDAC in September.

Lorentz then gave a power point presentation on statewide industry clusters identified using EMSI data (incorporated into the minutes as an attachment). Lorentz noted that EMSI has 23 pre-defined clusters. In four of those clusters, NH showed a higher than average concentration of employment: Advanced Materials, Apparel and Textiles, Education & Knowledge Creation, and Information Technology & Telecommunications.

Discussion focused on:

- The need to look at the pre-defined clusters on a regional vs. a statewide basis – this might show other clusters that are important to regions that don't show up when you look at the entire state.
- Look at clusters in neighboring states to determine if/how we might be able to leverage those.
- How to ensure that our focus remains on small and medium sized enterprises.
- How to ensure that we focus on clusters with higher than average wages.

Lorentz stated that she will work with staff to address these points and send a revised industry cluster list to the EDAC by email in the next few weeks.

Brahim moved to adjourn the meeting; McDermott seconded. All were in favor.

The meeting adjourned at 10:31 AM.