

Approved Minutes

WEDC Meeting 5-13-16

- I. Meeting called to order at 7:35
- II. Attending: Joel Desilets, Bruce Richardson, Bob Higgins, Ed Gallagher, Mike Oldenburg, Ruth Ellen Post, Gary Garfield, and Laura Scott. Ralph Valentine joined at 7:50
- III. Economic Development Discussion led by Christi St. Lawrence, Windham Planning Board
 - a. Ms. St. Lawrence recently spoke to Mark Kaplan of Alpha Loft at the New Hampshire High Tech Conference. She believes it may be worthwhile to meet with him regarding Windham economic development opportunities.
 - b. Ms. St. Lawrence discussed interactions and findings at the conference regarding incubator businesses.
 - c. Ms. St. Lawrence suggested the Town may want to work with DRED so we can get the town's name out with companies that want to move into the area.
 - d. Discussion was held on what sets us apart from other towns i.e.
 - i. Broadband
 - ii. Proximity to Boston
 - e. The board discussed making a video and other promotional materials for showcasing Windham. We could use the high school students to produce these materials. Mr. Desilets discussed having a free video prepared by the person who did a video for the City of Lowell, Massachusetts.
 - f. Mr. Garfield suggested having a roundtable discussion with companies like Colliers, CB Richard Ellis and the likes to better understand what the companies who may want to move to town are looking for.
 - g. The board discussed educating the Town officials that we have a problem with our revenue being just shy of 8% when it should be somewhere closer to 15%. We have stiff competition from neighboring towns like Londonderry and Salem which are currently drawing businesses to their towns.
 - h. Mr. Desilets discussed his support of hiring a person to market the town. He suggested we do a cost benefit analysis of the position to demonstrate to the Selectmen that the position is justified.
- IV. Proposal to Selectmen to hire additional staff by Ed Gallagher
 - a. Ed is reaching out to Mr. Horenburger, Mr. Brenton and Mr. Sullivan regarding hiring a Marketing Person. There are some on the board who do not see the value in hiring a person to market the Town.

- V. Approval of March 11, 2016 minutes.
 - a. Motioned to approve by: Mr. Higgins
 - b. Second by: Mr. Valentine
 - c. Vote carries 6-0-2
- VI. Approval of April 8, 2016 minutes
 - a. Motioned by: Mr. Higgins
 - b. Second by: Mr. Oldenberg
 - c. Vote carries 6-0-2
- VII. Master Plan
 - a. Planning Board is working on updating the chapter on Economic Development
 - b. Mr. Gosslyn and Ms. Post will lead the effort
- VIII. Joint Planning Board Meeting
 - a. Does the EDC want to have a joint meeting?
 - i. Mr. Delelets suggests we finish the Economic Development Strategic Plan first
 - ii. Ms. Post stated that the planning board is in a position to help the WEDC and urges more communication.
 - iii. Mr. Valentine suggested we wait until the New Hampshire Department of Environmental Services report regarding the feasibility of extending a water line from Hudson to Exit 3 of I-93 is out in 4 weeks.
- IX. Land use subcommittee report by Mr Oldenburg – See Handout
 - a. Sub-committee recommends combining 4 lots along Rt.111 to provide access from RT.111 to conservation land south of the high school.
 - b. The use of the areas would be recreational (zoned rural/agricultural) and could support activities such as farmers market, horse trails, etc.
 - i. Motion by Mr. Deslets to have Mr. Oldenburg present the concept to planning board
 - ii. Second by: Mr. Valentine
 - iii. Vote carries: 8-0
- X. Infrastructure Sub Committee
 - a. Liberty Utilities has filed a franchise application to bring natural gas to Windham and Pelham
 - b. The Public Utilities Commission has a meeting on Monday night and Mr. Valentine would like to testify in favor of the application.
 - i. Mr. Garfield motioned to have WEDC authorize Mr. Valentine to seek permission from the Board of Selectman to testify at the PUC meeting on Monday and report back to WEDC and Selectmen.
 - ii. Second by: Mr. Higgins

iii. Vote carries: 7-0-1

ACTION ITEMS

- 1) Look at developing a forum to meet with developers/property brokers about what they are looking for when relocating companies in Southern New Hampshire.
- 2) Evaluate making a video promoting the Town of Windham.
- 3) Review current marketing materials possibly at next meeting.

9:30 Motion to Adjourn By Mr. Valentine

Second By: Mr. Deslets

Vote carries: 8-0

Minutes Taken by: Mr. Garfield