

2018 Board of Directors & Staff

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Bank of New Hampshire

Justin Slattery

Executive Director

Kenneth Wilson

Loan Officer

In 2018, Belknap EDC continued to focus on the four strategic goals it outlined four years ago: **retain and attract young talent; support entrepreneurs; enhance workforce development programming, and be a pro-active catalyst, partner, and investor, and/or owner in property development that enhances quality of place or economic opportunity.** We look forward to playing a more direct role in driving new investment to parts of Belknap County that need it the most.

We are pleased to report the following progress on our strategic plan in 2018.

Goal 1: Retain and Attract Young Talent

We continued to invest in branding and marketing the organization to a younger audience in 2018. We used our radio ad campaign, e-newsletters, and social media presence to push information relevant to young workers and entrepreneurs out into the community to generate positive word of mouth about the opportunities the Lakes Region offers. We also continued to add significant new content geared toward young talent to our new website, BelknapEDC.org, which features a streamlined design that aligns the services and strategic initiatives of our organization, and offers an easy navigation for a user-friendly format.

The "Meet Our Young Talent" page on the website features profiles of over 20 young professionals and entrepreneurs. Our partnership with Fusion, the area's young professionals' organization, continues to flourish with coordinated marketing campaigns and successful networking events geared toward young professionals.

Goal 2: Support Entrepreneurs

Thanks to support from the University of New Hampshire and the NH Community Development Finance Authority, Belknap EDC was able to continue to contract with the NH Small Business Development Center (SBDC) to provide a dedicated business advisor for Belknap County. Scott Stephens joined us this year as our new SBDC Business Advisor. He has served in this role in Grafton County and has been a great addition to our team. Scott provided more than 800 hours of one-on-one counseling time in 400 separate sessions with more than 120 business owners/prospective business owners; made many outreach presentations to large groups; canvassed downtown blocks in our communities doing one-on-one outreach to business owners over several days; and met with several Belknap EDC loan clients to assess need for services with financial management. We are so pleased to partner with UNH and CDFA to provide this critical layer of support for entrepreneurs in the Lakes Region.

2018 Investors

Aavid Thermalloy, LLC
Belknap Landscape Co., Inc.
BPS, Inc.
Gracie & Chet Cilley
Cross Insurance
Dana S. Beane & Company
Delta Dental
Engraving Awards & Gifts
EPTAM Plastics
Fay's Boat Yard, Inc.
Franklin Savings Bank
Debbie Frawley Drake
Linda Frawley
Jeffrey Graham
Hart's Turkey Farm Restaurant
Marti Ilg
JMG Marketing
Lawson, Persson & Chisholm P.C.
Nancy LeRoy
LRGHealthcare
Madeira USA Ltd.
McLean Associates
Melcher and Prescott Insurance
Meridian Construction
Misiaszek Turpin PLLC
Don Morrissey
John Moulton
NH Ball Bearings
Opechee Construction Corporation
Patrick's Pub
Leo Sanfacon
Stafford Oil Company
Tanger Outlet Center
The Margate on Winnepesaukee
Tylergraphics
Watermark Marine Construction
Wescott Law PA
Wilder Companies
Christopher Williams



Iron Works Market

Ken Wilson, our part-time loan officer, continues to market our revolving loan fund. In 2018, Ken advised over 20 businesses on financing issues. Ultimately, one of those businesses became Belknap EDC loan clients last year, including Iron Works Market in Gilmanton, which expanded their operations and invested in new equipment for their market.

Our investment in a dedicated loan officer is generating significantly more leads for our loan fund than we have seen in the past and is providing local businesses with a higher quality of service.

Goal 3: Enhance Workforce Development Programming

Belknap EDC dedicated a significant amount of time and energy to addressing our region's long-term workforce needs. As part of the 200 by 2020 Initiative, an outstanding local workforce development partnership initiated by the United Way and the Lakes Region Chamber of Commerce in 2010, Belknap EDC continued to spearhead lakesregioninternships.com. This online database of internships and job shadows has grown quickly to include more than 100 internship and job shadow opportunities and is a valuable tool and resource for our local high school students and teachers. All local high schools are now using the database as a way to connect students and businesses to grow our local workforce for future career opportunities.



Photo taken of the Red Raiders of Belmont High as they visited and toured Mill Falls at the Lake during New Hampshire's Hospitality Month!

Present are the students, advisor Amy Burke, & General Manager of Mill Falls, Gail Batstone.

In an effort to build community awareness of the career opportunities that advanced manufacturing offers, Belknap EDC once again partnered with the State of New Hampshire Division of Economic Development to coordinate events and open houses geared toward educating local students, parents, and the general public to the cutting-edge careers available with our local manufacturers, healthcare, and hospitality industries.

Goal 4: Be a pro-active catalyst, partner, investor, and/or owner in property development that enhances quality of place or economic opportunity in Belknap County.

Belknap EDC has continued to work closely with the City of Laconia and many state and federal partners to build the funding stack and

plans for the redevelopment of the Colonial Theater block in Laconia. Belknap EDC has led efforts to build capital for the project and is planning to move forward toward starting construction later this year. The past year has been very productive with community support helping us move this economic development project forward. With more than ten government and private funding partners and more than 300 community leaders investing in the project, we feel the renovated theater and housing/commercial spaces, will drive economic activity in Downtown Laconia and the region. We are excited to continue to lead this project in 2019. For more details on the project's progress, please visit 609mainstreet.org.

ENGAGING OUR STAKEHOLDERS



Manufacturing Symposium



Candidate Forum

2018 Incorporators

City & Town Appointments

Michael Kowalski, *Barnstead*
Jon Pike, *Belmont*
John T. O'Brien, *Gilford*
Ed Engler, *Laconia*
Jeanie Forrester, *Meredith*

Chamber of Commerce Appointments

Karmen Gifford, *Lakes Region Chamber of Commerce*
Susan Cerutti, *Meredith Area Chamber of Commerce*

Lakes Region Planning Commission

Jeff Hayes

Laconia Airport Authority

Vacant

Lakes Region Community College

Scott J. Kalicki

LRGHealthcare

Paul Onthank

Manufacturing

Norm Soucy, *Aavid Corporation*
Gary Groleau, *NH Ball Bearings*

Professional

Scott Beane, CPA, *Dana S. Beane & Co.*
Robert Dietz, *Normandin, Cheney & O'Neil, PLLC*
Allison Ambrose, *Wescott Law*

Service/General Business

Donna Gaudet Hosmer, *AutoServ Tilton*
Ryan Robinson, *Mainstay Technology*
Jude Hamel, *Prescott Farm*

Tourism

Rusty McLearn, *Hampshire Hospitality Holdings*
Amy Landers, *Lakes Region Association*

Community Economic Development

Chris Kelly, *Greater Meredith Program*
Rick DeMark, *NCRC&D*
Carmen Lorentz, *Lakes Region Community Developers*

Banking

Ron Magoon, *Franklin Savings Bank*
Cindy Hemeon-Plessner, *Meredith Village Savings Bank*
James Pratt, *Northway Bank*
K. Mark Primeau, *Bank of New Hampshire*
Scott Littlefield, *Profile Bank*
Chris Dickinson, *Meredith Village Savings Bank*
Chris Walkley, *Bank of New Hampshire*

Executive Council

Joseph Kenney

BEA Representative Appointment

Deborah Avery, *Regional Resource Specialist*

County Commissioners

Glen Waring

County Delegation

Dennis Fields, *District 2*
Franklin T. Tilton, *District 4*

State Senators

Bob Giuda
Harold French

State Representatives

Valerie Fraser, *NH House of Representatives*

Current Directors

Allan Beetle
Gracie Cilley

Steven Geer
Randy Eifert
Marti Ilg
Barry Leonard Jr.
Andrew Pike

THANK YOU TO THE SPONSORS of our MARCH 2018 ANNUAL MEETING

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Bill Seed
Greg Dickinson
Stewart Lamprey
Jim Dirubbo
Don Morrissey
Bill Beyer
Eliza Leadbeater
Adrienne Stevens
Mike Persson
Greg Goddard
Anthony Ferruolo
Dave Haley
Tom Garfield
Debbie Frawley Drake
John Thomas
Henry Lipman
Sean Sullivan
Ed Engler
Frank Tilton

At-Large

Warren Bailey, *WB Media* • Ryan Barton, *Mainstay Technologies* • Gail Batstone, *Mill Falls at the Lake* • Rusty Bertholet, *Leisure Time Rentals* • Kate Bishop Hamel, *Community Matters* • Mike Bodnar, *Edward Jones Investments* • Carol A. Cantin, *NH Employment Security* • Fred Clausen, *Lakehouse Cottages* • David Dobbins, *Simply Imagine* • Rod Dyer, *Wescott Law* • B.J. Eckardt, *Walnut Street Productions* • Linda Frawley, *Cotton Hill Consulting* • Jodie Gallant, *JMG Marketing* • Amy Burke, *Belmont High School* • Lou Guevin, *Graham & Graham* • Bryan Halperin, *Winnepesaukee Playhouse* • RJ Harding, *Bank of NH Pavilion at Meadowbrook* • Jeremy Baron • Jeff Hollinger • John Howe, *New Hampshire Business Sales* • Stuart LaSalle, *Lakes Region Community Developers* • Suzanne Lee, *Chi-lin Arts & Antiques of Asia* • Peter Millham, *Wescott Law* • Kenneth Malone, *Malone, Dirubbo & Company* • Alida Millham, *Gilford* • Abigail Mercer, *Bi-State Primary Care Association* • Jim Morash, *Mount Washington Cruises* • John Moulton, *Moulton Farm* • Janet Haines, *Franklin Savings Bank* • Tracey Miles Rich, *Cyberton* • Dr. Leo Sanfacon, *Gilford* • Curtis Stafford, *Stafford Oil* • Leslie Sturgeon, *Women Inspiring Women* • Kristian Svindland, *HRO Plus* • Jesse Thompson, *Northern Design Precast, Inc.* • Shirley Clark, *Madeira USA Ltd.* • Christopher Williams, *AIA, CPW Architects* • Mark Woglom, *Opechee Construction Company* • Christian Zimmermann, *Pike Industries, Inc.* • Michael Seymour, *Bank of New Hampshire Pavilion at Meadowbrook* • Justin Van Etten, *Stewart Ambulance Service* • Paige Quigley, *Wilder Companies* • Sarah Gray, *Body Covers* • Guy Nickerson, *Spinnaker Manufacturing* • Chris Santaniello, *State of New Hampshire* • Steven Geer, *Steven Geer, CPA* • Dick Pendergast, *Greater Meredith Program* • Kevin Halligan, *Laconia Local Eatery* • Justin Dockham, *Melcher & Prescott* • Mike Gagnon, *JG Realty* • Richard Weaver, *Laconia Housing Authority* • Dave Warrender, *Huot Technical Center* • Gretchen Gandini, *WOW Trail* • Jaimie Sousa, *Foundry Financial Group* • Lisa DiMartino • Scott Myers, *City of Laconia* • Jeffrey Graham, *Graham & Graham* • Mark Edelstein • Jane Wood • Sonya Misiaszek, *Misiaszek & Turpin, pllc* • Bob Sargeant, *Meredith Village Savings Bank* • Jeff Savage

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CHAMPION SUPPORTERS

