

## MINUTES

Exeter Economic Development Commission  
Business Retention & Expansion Subcommittee

November 3, 2011

The first meeting of the Business Retention & Expansion Subcommittee was called to order at 8:00 am on November 3, 2011. Participants present were Madeleine Hamel, Julie Gilman, Doug Eastman, Mike Schidlovsky, Kathy Corson, and Christine Davis.

Discussion centered on the need to build a positive and welcoming relationship with the business community. It was noted that non-profits are a significant contributor to the Exeter economy and often some of the largest employers. In addition they represent two of the largest and growing economic sectors in New Hampshire, education and healthcare.

Throughout the discussion the subcommittee referred to the following:

- \*Vision Session 9/12/11 Priorities for Business Retention & Expansion spreadsheet summary
- \*Business Community Outreach Plan 6/22/11 drafted by the former Business Retention & Recruitment Subcommittee
- \*Exeter Top Employers/Businesses 8/29/11 drafted by Allison Field on behalf of the EEDC

Also, excerpts from the presentation on 6/28/11 to the EEDC by Michael Bergeron, State of New Hampshire, DRED, Division of Economic Development Business Resource Center were noted in support of the importance of this business retention and expansion effort through outreach to the business community.

The subcommittee agreed that the initial purposes would be to introduce the revamped EEDC's mission and plans, to assess the businesses' needs and experiences in Exeter, and to encourage the companies to participate in promoting the development of Exeter's economy.

Several methods and steps to achieve this goal were considered. To initiate a business outreach effort within the community, the subcommittee will take the following action:

1. Draft a letter of introduction about the EEDC and subcommittee outreach plans for follow-up
2. Revise and update the Exeter Employers list
3. Compile a list of developers and undeveloped property owners
4. Draft a brief business survey (access samples from DRED)
5. Establish a location for the contact database and method to update

Once these tasks are completed, a mailing to the Exeter Employers/Businesses and developers and land owners will be done. Then a method and schedule of meetings will be arranged. Longer term a business round table or forum may be considered as another approach. Anticipated feedback from the businesses will help identify specific future action to be taken.

The next meeting was scheduled for Wednesday, Nov. 9<sup>th</sup>, at 8:00am.

The subcommittee meeting was adjourned at 9:15 am.

Respectfully submitted,

Madeleine S. Hamel

## **4. Business Community Outreach Plan**

- Letter of introduction about EEDC
- One on one meetings with companies
- Business Round Table meeting (collaborate with Chamber)
- Introduction of EEDC at a Chamber event
- Review and share with neighboring towns about economic development programs
- Put information on local TV

<u>Exeter top employers/businesses</u>					<u>DRAFT ONLY</u>			
<u>Company Name</u>	<u>Address</u>	<u>Phone #</u>	<u>Primary Contact</u>	<u>Position</u>	<u>email address</u>			
Exeter Health Resources	1 Alumni Drive	778-7311	Kevin O'Leary	CFO				
Phillips Exeter Academy	20 Main St.	772-4311	Christopher Wejchert					
Riverwoods at Exeter et al	7 RiverWoods Drive	18006889663	Justine Vogel	CFO				
Sig Sauer	18 Industrial Drive	772-2365	Tim Scullin					
Cobham Sensor Systems	11 Continental Drive	775-5200						
SAU 16	30 Linden Street	775-8400						
Town of Exeter/Fire/Police	10 Front St.	773-6133	Russ Dean					
Bauer	100 Domain Drive							
Osram Sylvania	129 Portsmouth Ave	772-4331						
Sunbridge	8 Hampton Road	778-0531						
Dutch Ophthalmic	1 Little River Road	642-8468						
Wall Industries	5 Watson Brook Road	778-2300						
Palmer & Sicard	140 Epping Road	778-1841	Mark Hodson	President				
Exeter RentAll	38 Portsmouth Ave	778-9838	Michael Parkin	owner				
Super Stop & Shop	137 Portsmouth Ave	772-1783						
NorthEast Lantern	6 Commerce way	778-2468	Skip Heal	President				
Hampton Inn & Suites	59 Portsmouth Ave	658-5555	Shaun McEachern	General Manager				
Fairfield Inn	138 Portsmouth Ave	772-7411	Peter Anastos	Owner	207-865-6105			
Great North Property Management	3 Hollow Way Suite 201	436-4100	Lou Gargiulo	President				
Access Sports Medicine	1 Hampton Rd #200	775-7575	Josh Siegel					
C P Management	11 Court St	778-6300	Jay Horne					
DTC Lawyers	225 Water Street	778-0686	Beth MacDonald					
The Exeter Inn	90 Front Street	772-5901	Tom O'Gorman ?					
McFarland Ford	151 Portsmouth ave	772-5953	Sue Moynihan					
Foss Motors	133 Portsmouth Ave	772-7777	Larry Foss					
Gary Blake Saab	58 Portsmouth Ave	778-0563	Gary Blake					
Wentworth Volvo	140 Portsmouth Ave	772-5975						
EBPA	37 Industrial Drive	778-7106						
Quikrete	44 Pine St	778-2123						
Buxton Oil Company	24 Charter St	772-7727	Donna Buxton					
Chemtan	57 Hampton Rd.	772-3741						
CPEX	2 Holland Way	658-6100						

8/29/11