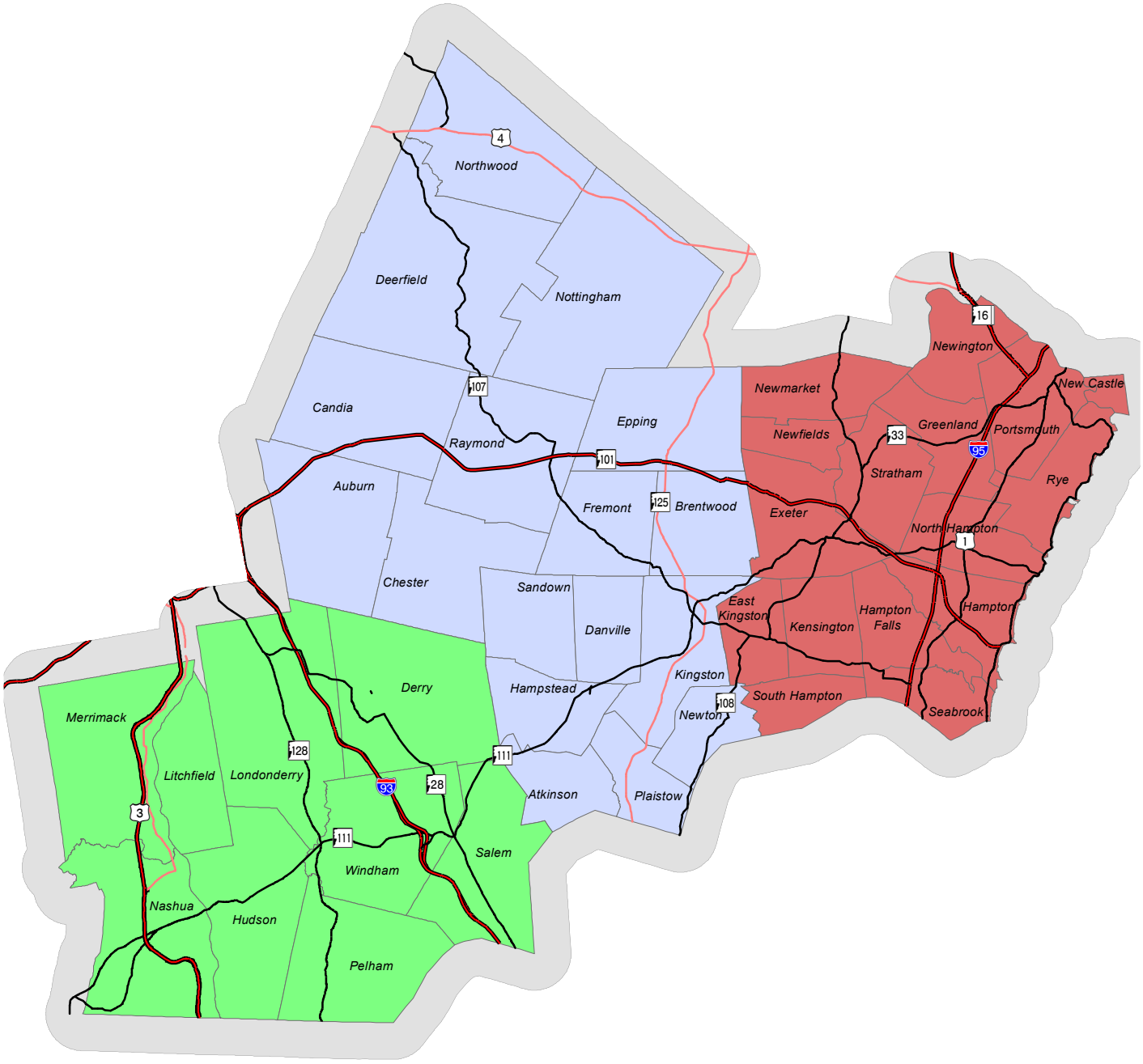
COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY

Rockingham Economic Development Corporation

2012



Prepared by
Rockingham Economic Development Corp.
37 Industrial Drive, Suite F2
Exeter, New Hampshire 03833
www.redc.com

Acknowledgements

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The REDC staff would like to recognize the active involvement of the CEDS Steering Committee, the REDC Board of Directors and our economic development partners in the region and at the federal and state levels for their suggestions and helpful contributions to this year's document.

Sincere thanks go to Rockingham Regional Planning Commission, Nashua Regional Planning Commission, and Dennis Delay, Economist, for their cooperation and support of the REDC and CEDS process.

From the REDC Board of Directors, CEDS Steering Committee and the REDC Staff, thank you!

Executive Summary

Rockingham Economic Development Corporation (REDC) is pleased to present the 2012 Comprehensive Economic Development Strategy (CEDS) Update. The plan builds upon the work completed by REDC over the past 12 years and provides a summary of work, accomplishments and events from the 2011 CEDS report. The 2012 CEDS Update was approved and ratified by the REDC Board on June 28, 2012.

The first step in creating a successful Comprehensive Economic Development Strategy is to form a Steering Committee with a broad-based representation of the major interests of the region. Using the 2011 CEDS Steering Committee as a starting point, REDC reached out to the new communities and under-represented areas to form the 2012 Steering Committee. The committee met four times throughout the CEDS planning cycle. To accommodate a diverse steering committee and encourage participation from all our communities, the committee meetings were held in Hudson, Seabrook, Stratham and Exeter.

The next step in the CEDS process is surveying the existing conditions of the Region and providing a background analysis of the Region. In order to complete this work, REDC partnered with Rockingham Regional Planning Commission, Nashua Regional Planning Commission, and Dennis Delay, Economist. An extensive review of the changes in the region's demographics and State of the Economy over the past 12 months was completed and is found in Part II of this document.

REDC held four meetings in the planning process: one in the fall of 2011 and three in the spring of 2012. Among other things, the sessions focused on the technical training programs available to New Hampshire's workforce, and the establishment of the CEDS priority project list with updates and projected timelines for the projects. This year's CEDS research also focused on the EPA proposed changes in the allowable levels of nitrogen in wastewater discharge. This issue is currently facing the communities in the Great Bay Watershed and will have a significant impact on the economy. This proposed change in acceptable nitrogen discharge levels could cost communities, and in turn their tax base, hundreds of millions of dollars in infrastructure upgrades.

Using the vision and goals developed in the 2010 CEDS as evaluation criteria, the CEDS Steering Committee and the REDC staff created the 2012 Priority Project list. Many of the 2011 projects remained on the list, a few were completed and removed from the list as successes. REDC utilized the Request for Project (RFP) process (outlined in Part III), which brought in one new priority project for the 2012 CEDS.

REDC has had a number of significant, measurable successes, including:

1. In February 2012 REDC welcomed representatives from the NH Community College System to our public forum on Workforce Training. We learned about WorkReady NH a program run through the college system which helps unemployed and underemployed NH workers obtain additional training and certification which may help them find jobs. This program is free of charge and residents who complete the program are guaranteed to get an interview with companies who participate in WorkReady NH. We also unveiled our mapping project of the trade and technical programs available throughout the state. This project has been tied into our website as an interactive section that directs people to the type of program and the agency providing the training; it can be found at http://www.redc.com/training.php.

2. In April 2012, REDC held our "Economics of Nitrogen" public forum in Stratham New Hampshire. The forum was held to address the recent EPA's nitrogen discharge requirements and how the new requirements will impact economic development within the Great Bay Watershed communities. There are fifty-two communities in the coastal watershed (forty two in New Hampshire and ten in Maine). Of those communities, there are eighteen treatment facilities that discharge to the Great Bay Estuary. The speakers assembled included Peter Wellenberger, Great Bay-Piscataqua Waterkeeper from the Conservation Law Foundation New Hampshire, Dean Peschel, Environmental Project Manager for the City of Dover, and John Boisvert, Chair for the Public Works Commission in the Town of Stratham. This is a great example of how REDC continues our bi-state partnerships and looks not only at impacts in our own region but how surrounding economies may be effected and what that means for Southern NH.

3. The EDA approved REDC's application for funding for the new Business Training Center, a 5,000 square foot LEED certified facility to be built in Raymond NH.

4. REDC assisted in preparing and submitting additional projects for EDA funding including the Pettengill Road expansion in Londonderry which is a regionally significant project which will open up 1,000 acres for commercial and industrial development.

5. REDC is in the process of utilizing our EPA/Brownfields RLF grant funds to clean-up a vacant 9.7 acre lot along Industrial Drive in Hudson. The Town is partnering with a non-profit community foundation to clean-up and redevelop the site into a recreational park with a football field, baseball field, parking lot, and service building.

6. REDC began weaving the American Community Survey (ACS) data into our CEDS in place of some of the Census data we have used in the past. We feel that the ACS data can give us a more up to date snapshot of the communities and region which allows us to provide our stakeholders with pertinent data useful for job creation and retention.

All of these activities correlate directly with the CEDS and the economic development and assessment of the region.

As REDC continues in its third five-year plan, we are confident that the 2012 CEDS Update provides the Region with a clear path to follow to achieve productive economic development. REDC offers the tools necessary to guide the communities and economic stakeholders as they seek to diversify and create jobs. We will continue to adapt to the current economic climate and try to offer services and programs that best serve our member communities, businesses and residents.

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APPENDIX

Part I – Steering Committee

A. Committee Members

The first step in creating a successful Comprehensive Economic Development Strategy is to form a steering committee that is a broad-based representation of the major interests of the Region. Once again, REDC used the previous year's CEDS Steering Committee as a starting point to develop this year's committee. The committee accepted resignations from Dean Eastman, Ed Gleason and Fred Weisman. In order to comply with the Federal Regulations regarding the composition of the CEDS Steering Committee, REDC reached out to individuals in the private sector and welcomed six new private sector individuals: Dave Bickford, Thomas Conaton, Warren Henderson, Robert McDonald, Wes Moore and Scott Zeller.

Staff

Laurel Bistany, Executive Director
REDC
37 Industrial Drive, Suite F2
Exeter, NH 03833
603-772-2655
laurel@redc.com

Jennifer Kimball, Planner
REDC
37 Industrial Drive, Suite F2
Exeter, NH 03833
603-772-2655
Jennifer@redc.com

Jennifer Vance, Executive Assistant
REDC
37 Industrial Drive, Suite F2
Exeter, NH 03833
603-772-2655
jvance@redc.com

Consultants

Kerrie Diers, Executive Director, NRPC
9 Executive Park Drive, Suite 201
Merrimack, NH 03054-4058
603-424-2240 x12
kerried@nashuarpc.org

Theresa Walker, Consultant
REDC
37 Industrial Drive, Suite F2
Exeter, NH 03833
603-772-2655
theresa@redc.com

Dennis Delay
Economic Consultant
116 Forest Street
Manchester, NH 03102
603-785-1129
delaydc@grolen.com

Cliff Sinnott, Executive Director, RPC
156 Water Street
Exeter, NH 03833
603-778-0885
csinnott@rpc-nh.org

Committee Members

Name	Representing
Dave Bickford	Public Service of NH (PSNH)
Nancy Carmer	City of Portsmouth
David Choate	Grubb & Ellis|Northern New England
Thomas Conaton	Hampshire First Bank
Glenn Coppelman	NH CDFA (Regional Dev. Coord.) and Town of Kingston
Ernie Creveling	Town of Raymond
Tom Galligani	City of Nashua
Andre Garron	Town of Londonderry
Jeff Gowan	Town of Pelham
Diane Hardy	Town of Newmarket
Warren Henderson	Small Business Entrepreneur President, REDC Board
Barbara Kravitz	Rockingham Planning Commission
Robert McDonald	Sovereign Santander Bank
Wes Moore	Moorecast, iplayer HD
Dan Poliquin	Dan Poliquin, Welding & Fabrication (owner) Town of Plaistow
Barry Sandberg	Exeter Development Commission (EDC)
Bill Scott	Town of Salem
George Sioras	Town of Derry
Lin Tamulonis	Great Bay Community College
Scott Zeller	Exavera
Robert Zickell	MTI/Polyexe

B. Meetings

The 2012 CEDS Steering Committee met four times during the CEDS development process. A summary of the meetings is listed below.

Date	Meetings	Location	Agenda
11/9/2011	CEDS Steering Committee Meeting #1	Hudson	• New Member Orientation • 2012 CEDS timeline and process • 2012 Priority Project list • EDA grant application updates • Local Technical Assistance Grants

Date	Meetings	Location	Agenda
02/1/2012	CEDS Steering Committee Meeting #2 Public Session on WorkReady NH	Seabrook	• 2012 Priority Projects • Town of Exeter Priority Projects • Technical & Trade Training Programs in Southern NH • Presentation on WorkReady NH by Christopher Lawrence, GBCC
04/4/2012	CEDS Steering Committee Meeting #3 Public Session: *Economics of Nitrogen: Challenges and Opportunities in the Great Bay Watershed*	Stratham	• Update on 2012 CEDS process • American Community Survey Data & CEDS • Public Session, for more information refer to Part III.A.3
06/20/2012	CEDS Steering Committee Meeting #4	Exeter - REDC	Review and approval of the 2012 CEDS update.

Part II – The Regional Economy

A. Changes in the Region

Since the publication of the 2010 CEDS, new demographic and economic data for the region, state and Country has become available. The purpose of this section is to provide an annual update of the best available data. In addition, the new data has been incorporated into the appropriate data summary tables found in the Appendix. Specifically, updated or supplementary information had been added in the areas of population, housing price data, deed foreclosures, employment, unemployment and wage data, employment reductions from layoffs, and property valuations and tax rates. This information is summarized in narrative form below.

1. Population

Last year, the US Census Bureau released the 2010 population counts for the municipalities within the REDC region, and those numbers were reported in the 2011 CEDS update. Subsequently, the NH Office of Energy and Planning updated its population estimates.

The NH Office of Energy and Planning (NH OEP) publishes population estimates for New Hampshire cities and towns on an annual basis. The annual estimates are based on survey responses received from cities and towns regarding numerical changes in constructed housing units (both additions and demolitions). Results are converted to population estimates based on current person-per-household data. As such these are not enumerated counts as compared to the Census, but annual estimates based on building permits. The results are calibrated to the US Census counts of housing units in decennial census years. New population estimates are typically available in the summer or fall of the following calendar year. At the time of writing this document, the NH OEP 2010 population estimates are the best available information.

The 2010 population estimates are provided in Table A-1 of the Appendix. These figures are an estimate for July 2010 – only 3 months after the current Census. Since they are tightly aligned with the 2010 Census, there is no new population information to share from the 2011 CEDS Update.

Table 1, below, summarizes the NH OEP's estimates in 2001 and from 2007 to 2010. As demonstrated in the 2011 CEDS Update, the largest percent of population growth is in the Central Subregion over the past decade. Conversely, there was only a 1% growth in population from 2001 to 2010 in the Western subregion. This is due to the fact that the majority of undeveloped land is in the Central subregion, with the Western subregion already densely populated.

TABLE 1: POPULATION ESTIMATES FOR
REDC CEDS REGION, COUNTIES AND STATE OF NH

	OEP Annual Population Estimates					change in population			
Town/Area	2001	2007	2008	2009	2010	2001-2010	% change	2009-2010	% change
CEDS Eastern Towns	96,024	99,042	99,638	99,364	99,534	3,510	4%	170	0%
CEDS Central Towns	89643	95731	95877	96690	96193	6,550	7%	-497	-1%
CEDS Western Towns	253634	261767	259762	261314	257378	3,744	1%	-3,936	-2%
REDC Region	***439301***	***456540***	***455277***	***457368***	***453105***	***13,804***	***3%***	***-4,263***	***-1%***
Hillsborough County	387,691	401,397	400,940	403,288	400,950	13,259	3%	-2,338	-1%
Rockingham County	283,963	295,948	295,525	297,734	295,123	11,160	4%	-2,611	-1%
New Hampshire	***1,259,000***	***1,315,000***	***1,315,000***	***1,324,575***	***1,317,208***	***58,208***	***5%***	***-7,367***	***-1%***

Data source: NH Office of Energy and Planning

According to the estimates provided by NH OEP, the REDC region shrunk by 4,263 individuals or 1% between 2009 and 2010. This mirrored the decrease for the State of NH as well.

As noted in the 2011 CEDS Update, it appears that the 2009 NH OEM estimates may be on the high side for the entire region. Comparing the 2009 estimates with the 2010 US Census data, the 2010 Census counts are generally 0.5-1 percent less than the 2009 estimates. When the 2010 estimates were completed, the NH OEP 2010 estimates were adjusted to fit in line with the 2010 Census. Therefore, New Hampshire may not have experienced a large decrease in population, but rather the estimates were too high over the past several years.

2. Housing

a. Housing Supply

Unfortunately, due to staffing reductions in 2011, NH OEP was unable to update the housing estimates for 2010 and there is no new data from the 2011 CEDS Update.

b. Housing Purchase Prices

NH Housing Finance Authority (NHHFA) compiles a housing purchase price database annually for new and used homes, condominium and non-condominium sales. Summarized results for all counties in the state are presented in Table B-4 of the Appendix. In addition, town-by-town results for REDC Region and counties covering the 12 month period from January 2011 – December 2011 are presented in Table B-5. Note: the values reported for 2011 are the preliminary year-end values and may be adjusted slightly once all final sales are reported.

After reversing a 2 year trend in declining purchase prices with increases in 2010, we see a downturn again, with eight of the ten counties in New Hampshire experiencing a decrease in the median purchase price for all home sales from 2010 to 2011. Only Grafton and Strafford Counties had an increase in purchase price, and in both cases, the increase was 1% or less. The highest median sales price for all homes was $254,933 for Rockingham County, and the second highest was $212,000 for Hillsborough County. Both counties in the REDC region were the only two above the state median sales price of $209,000. Overall sale prices were down on average 19% from 2006 for each of the counties in New Hampshire, with a statewide decrease of 16% over the past five years.

TABLE 2: MEDIAN PURCHASE PRICE DATA FOR ALL HOME SALES

	2006	2007	2008	2009	2010	2011*	change from 2010 to 2011	Percent change from 2010
Hillsborough County	**$262,000**	**$265,000**	**$244,900**	**$218,500**	**$224,900**	**$212,000**	**-$12,900**	**-6%**
Rockingham County	**$303,750**	**$300,000**	**$285,000**	**$247,000**	**$259,000**	**$254,933**	**-$4,067**	**-2%**
Belknap County	$224,900	$219,000	$215,000	$170,000	$175,000	$168,500	-$6,500	-4%
Carroll County	$215,000	$219,900	$210,000	$170,000	$180,000	$175,000	-$5,000	-3%
Cheshire County	$201,000	$205,000	$192,500	$169,900	$166,000	$155,000	-$11,000	-7%
Coos County	$119,900	$127,533	$115,000	$80,000	$95,000	$90,000	-$5,000	-5%
Grafton County	$212,500	$221,000	$212,500	$182,000	$185,000	$187,000	$2,000	1%
Merrimack County	$238,733	$238,000	$232,000	$199,900	$195,000	$185,000	-$10,000	-5%
Strafford County	$229,900	$235,000	$225,500	$194,933	$195,000	$195,700	$700	0%
Sullivan County	$182,500	$190,000	$185,000	$149,000	$153,000	$150,000	-$3,000	-2%
New Hampshire Statewide	**$249,900**	**$252,500**	**$240,000**	**$210,000**	**$215,000**	**$209,000**	**-$6,000**	**-3%**

Data Source: NH Housing Finance Authority Purchase Price Database

** The values listed for 2011 are the preliminary year end values. These numbers may be adjusted slightly once final sales are reported.*

The NHHFA reports that 3,049 sales were completed within REDC Region during 2011. This represents over a 20% reduction in sales from the previous year. Of the sales reported, 88% (2,690) were existing homes and only 12 percent (349) were new construction. The median transaction price for all homes in the region was $253,651 in 2011, which is a 3% decrease from 2010. The highest median price for all sales was recorded in the town of New Castle at $1.1 million for 12 transactions, and the lowest median price was recorded in both Kingston and Derry at $180,000 for 44 sales in Kingston and 180 sales in Derry. It should be noted that calculations based on sample sizes less than 50 are considered highly volatile and only 45% of the REDC Region communities reported over 50 sales during 2011. In addition, the REDC regional and subregion totals are based on weighted averages of all reporting communities. Purchase price data for 2011 is summarized in Table 3.

TABLE 3: MEDIAN PURCHASE PRICE DATA IN 2011

	2011 All Home Sales*		2011 Existing Home Sales*		2011 New Home Sales*		Change 2010 to 2011		
Town/Area	Med Sales Price	Sample Size	Med Sales Price	Sample Size	Med Sales Price	Sample Size	All Sales	Existing	New
CEDS Eastern Towns	$319,406	731	$316,229	668	$353,161	63	-3%	-3%	14%
CEDS Central Towns	$239,686	740	$227,798	593	$268,442	147	1%	-1%	1%
CEDS Western Towns	$229,739	1578	$215,963	1429	$320,353	149	-4%	-7%	2%
REDC CEDS Region	***$253,651***	***3049***	***$243,471***	***2690***	***$305,897***	***349***	***-3%***	***-4%***	***3%***
Hillsborough County	$212,000	2476	$206,000	2291	$298,825	185	-6%	-5%	5%
Rockingham County	$254,933	2115	$249,900	1846	$284,318	269	-2%	0%	-3%
New Hamsphire	***$209,000***	***7901***	***$200,000***	***7226***	***$265,000***	***675***	***-3%***	***-2%***	***-2%***

Data Source: NH Housing Finance Authority Purchase Price Database; CEDS Subregion Sales Prices based on weighted averages

** The values listed for 2011 are the preliminary year end values. These numbers may be adjusted slightly once final sales are reported.*

Within the REDC Region, all three subregions experienced a decrease in the median purchase price for existing home sales; likewise, all three experienced an increase in the purchase price of new home sales. The year-to-year change in new home prices is extremely volatile due to the small sample size. For example, the city of Portsmouth

experienced over a 34% increase in the purchase price of new homes from 2010 to 2011, but the sample size was only 9 homes. Although the Eastern subregion experienced a 14% increase in the sale price of new homes, there were only 63 total transactions, with 7 of the 16 communities within the subregion reporting no new home sales in 2011.

TABLE 4: NUMBER OF HOME SALES IN REDC REGION, COUNTIES AND STATEWIDE

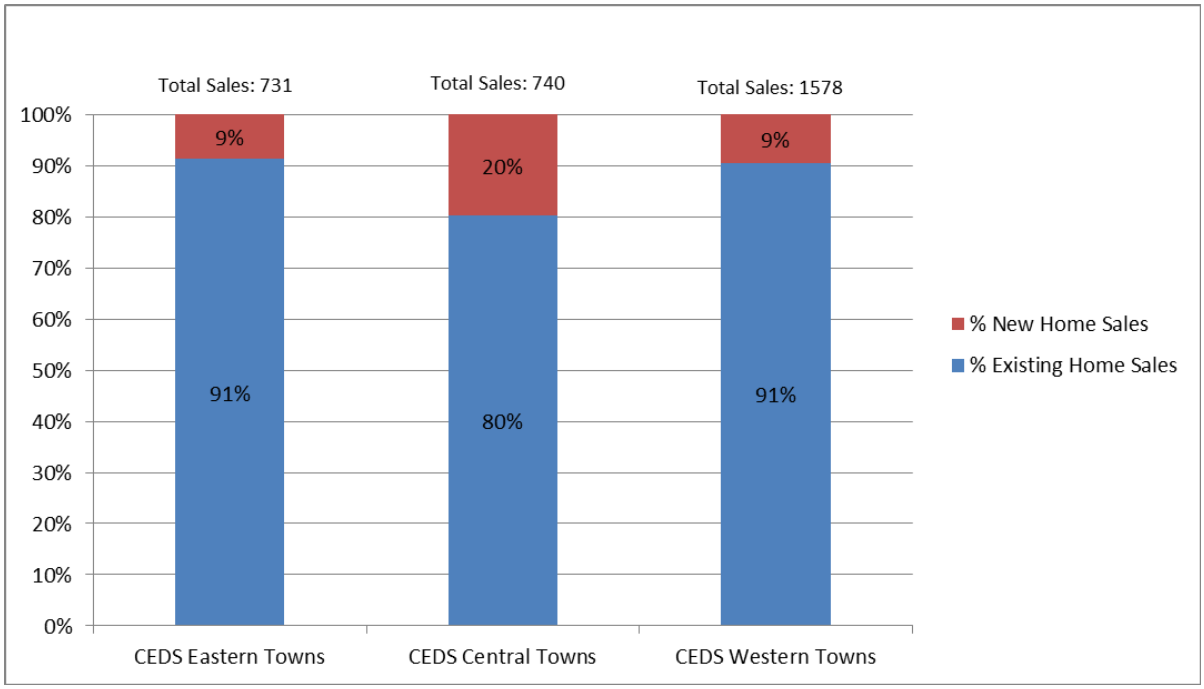
Town/Area	2008 Number Sales	2009 Number Sales	2010 Number Sales	2011 Number Sales	%change 2008-2009	%change 2009-2011
CEDS Eastern Towns	804	949	918	731	18%	-23%
CEDS Central Towns	707	976	875	740	38%	-24%
CEDS Western Towns	1772	2365	2047	1578	33%	-33%
REDC CEDS Region	***3283***	***4148***	***3840***	***3049***	26%	-26%
Hillsborough County	2931	3623	3160	2476	24%	-32%
Rockingham County	2172	2681	2589	2115	23%	-21%
New Hamsphire	8617	11009	10215	7901	28%	-28%

Data Source: NH Housing Finance Authority Purchase Price Database; CEDS Subregion Sales Prices based on weighted averages

The most recent purchase price surveys indicate a significant cooling of the housing market in the state and region. Table 4 compares the total number of reported home sales (all homes) for the most recent four years of data. From 2008 to 2009, when prices dropped, the region and state experienced an increase in the total number of home sales, with the region seeing an increase of 26 percent or 865 homes. However, from 2009 to 2011, total sales declined as the economy tightened, cost of construction increased, and in some cases home prices increased. The region experienced a decline of 1099 sales or 26% from 2009 to 2011, with the 2011 sales even 234 fewer than that in 2008.

Figure 1, below shows the distribution of each type of home sales (new, existing) within each REDC Subregion. The Western subregion had the greatest number of sales during 2011 (1578 sales), followed by the Central then Eastern subregions (740 and 731 sales, respectively). This stands to reason since the largest population and available housing stock is within the Western subregion. In all three Subregions, the sale of existing homes far outpaces that of new construction, with the Central subregion having a larger percentage of new construction sales (20%) when compared to the other two subregions (both at 9%). This could be attributed to the fact that the Central subregion has more undeveloped land than the Eastern and Western subregions.

FIGURE 1: DISTRIBUTION OF HOME SALES FOR 2011 WITHIN EACH SUBREGION



NH Housing Finance Authority Purchase Price Database; CEDS Subregion Sales Prices based on weighted averages

c. Deed Foreclosures

Real Data Corporation publishes summaries of New Hampshire real estate sales and other public records. This includes foreclosure data for both Hillsborough and Rockingham Counties and the State of New Hampshire. Table 5 summarizes the annual number of foreclosed deeds in the three sub-regions of the REDC Region, as well as county- and state-wide information. In addition, Table B-7 in the Appendix lists the foreclosure data on a town-by-town format.

TABLE 5: FORECLOSURE DATA FOR REDC REGION, COUNTIES & STATE OF NH

					Year-to-Year Change			
Town/Area	**2008**	**2009**	**2010**	**2011**	**2009-2010**	**2010-2011**	**2009-2010**	**2010-2011**
CEDS Eastern Towns	172	156	181	152	25	-29	16.0%	-16.0%
CEDS Central Towns	300	278	343	273	65	-70	23.4%	-20.4%
CEDS Western Towns	753	630	715	556	85	-159	13.5%	-22.2%
REDC CEDS Region	***1225***	***1064***	***1239***	***981***	***175***	-258	***16.4%***	***-20.8%***
Hillsborough County	1088	1044	1172	933	128	-239	12.3%	-20.4%
Rockingham County	805	686	820	680	134	-140	19.5%	-17.1%
New Hampshire	3563	3467	3953	3146	486	-807	14.0%	-20.4%

Source: Real Data Corp, Compiled by New Hampshire Housing Finance Authority

Table 5 demonstrates that although the region and state experienced a decrease in number of foreclosures in 2009, in 2010, those values went back up to levels near or above those in 2008. However, in 2011, the number of foreclosures dropped below the 2009 levels. The region experienced a 13 percent decrease from 2008 to 2009, an increase of over 16 percent in the following year, and over a 20 percent reduction in foreclosures this past year. The largest number of foreclosures during 2011 occurred in the Western subregion, which is expected since it also has the largest housing stock in the region (102,730 housing units per

the 2010 US Census). Unfortunately, since we do not have updated housing stock data, we cannot compare the number of deed foreclosures with the number of housing units.

3. Labor Force and Employment

a. Employment and Wages

Hillsborough and Rockingham Counties continue to be the hub of employment for the State of New Hampshire. In 2010, the two counties had 20,817 establishments, which was down 0.6% from 2009 and is 48% of the state total. In addition, the two counties had an average annual employment of 316,520 jobs, which is 53 percent of the state total. A summary of employment units (establishments), average employment and average weekly wages by industry classification for Hillsborough and Rockingham Counties, as well as the State of NH, is found in Table C-2 of the Appendix. This table has been updated with data from 2010, the latest available from the Labor Market Information Bureau of the NH Department of Employment Security (as of May 2012).

Table C-3: *Employers, Employment & Wages by Town* in the Appendix looks at similar data for establishments, employment and wages but at a town level rather than by industry class. The most recent annual data is from 2010. A summary of that information for the region, Counties and state is provided in Table 6. The region continued its downward trend for number of jobs and establishments during 2010. From 2009 to 2010, the REDC region lost an additional 2,274 jobs and 292 establishments. The hardest hit subregion however changed from the Western subregion to the Eastern subregion, where there was a loss of 227 establishments and a net loss of 1,282 jobs or 2%. (Note: if one looks at the 2009-2010 unemployment rates, as listed in the 2011 CEDS Update, the unemployment rate went down from 6.8% to 6.5% during that period.)

TABLE 6: ANNUAL ESTABLISHMENTS AND EMPLOYMENT COUNTS FOR REDC REGION, COUNTIES & STATE OF NH

	2009		2010		# CHANGE: 2009-2010		Percent Change	
Town/Area	Estab-lishments	Avg. Annl. Employ-ment	Estab-lishments	Avg. Annl. Employ-ment	Estab-lishments	Avg. Annl. Employ-ment	Estab-lishments	Avg. Annl. Employ-ment
CEDS Eastern Towns	4,647	65,715	4,420	64,433	-227	-1,282	-4.9%	-2.0%
CEDS Central Towns	2,113	22,098	2,093	22,118	-20	20	-0.9%	0.1%
CEDS Western Towns	7,360	120,886	7,315	119,874	-45	-1,012	-0.6%	-0.8%
REDC CEDS region	***14,120***	***208,699***	***13,828***	***206,425***	***-292***	***-2,274***	***-2.1%***	***-1.1%***
Hillsborough County	11,121	187,240	11,063	184,628	-58	-2,612	-0.5%	-1.4%
Rockingham County	9,831	131,375	9,754	131,892	-77	517	-0.8%	0.4%
New Hampshire	43,971	604,915	43,778	600,540	-193	-4,375	-0.4%	-0.7%
Source: NH Dept. of Employment Secruity, Labor Market Information Bureau								

Similar to the annual employment levels, the wages dropped or remained flat from 2008 to 2009. Tables C-3 and C-5 in the Appendix includes weekly wage information in addition to the employer and employment data already discussed. The table shows changes in numbers of employers, employees and average wages from 2009 and 2010. (Although we present the data town-by-town, and summarized by CEDS subregion it should be noted that some data is suppressed in smaller communities or where a single employer makes up more than 80 percent of the collected data. This means that the subregional totals do not always add to the county totals. In addition the wage information for the subregions and the region is an average of the individual town data, not a true average of all wages.)

TABLE 7: AVERAGE WEEKLY WAGES
FOR REDC REGION, COUNTIES & STATE OF NH

Town/Area	2008 Average Weekly Wage	2009 Average Weekly Wage	2010 Average Weekly Wage	CHANGE: 2008-2009 Average Weekly Wage	CHANGE: 2008-2009 Percent Change	CHANGE: 2009-2010 Average Weekly Wage	CHANGE: 2009-2010 Percent Change
CEDS Eastern Towns	$813	$780	$816	-$33	-4%	$36	5%
CEDS Central Towns	$692	$676	$687	-$16	-2%	$11	2%
CEDS Western Towns	$903	$895	$933	-$8	-1%	$38	4%
REDC CEDS region	***$782***	***$763***	***$787***	***-$19***	***-2%***	***$25***	***3%***
Hillsborough County	$976	$960	$981	-$16	-2%	$21	2%
Rockingham County	$839	$839	$862	$0	0%	$23	3%
New Hampshire	$864	$864	$884	$0	0%	$20	2%

Source: NH Dept. of Employment Security, Labor Market Information Bureau
**NOTE: Weekly wages is based on all reporting jobs from both private and government sectors.*

Table 7 outlines the average weekly wages for the region and state from 2008 to 2010. After experiencing a decrease in the average weekly wage from 2008 to 2009, the REDC region rebounded in 2010 with a 3% increase to $787/weekly, which is near the 2008 wage rate. Average weekly wages were up across each subregion of the REDC region, as well as for the state and Hillsborough and Rockingham Counties. Within the REDC region, the highest average wage rate was in the town of Merrimack at $1,422/weekly. The lowest average was in the town of Fremont, with an average wage of $550/weekly. Once again, the employees in the REDC region on average made less than the state weekly average of $884/weekly.

Hillsborough County's average wage is the highest in the state at $981/weekly. Referring to Figure 2, Hillsborough and Grafton Counties were the only two counties in NH that had an average weekly salary above the state average. In 2010, two of the largest employers in Hillsborough County were Fidelity Investments (6000 employees) and BAE Systems (2,900 employees). Both companies have jobs that command higher salaried employees, possibly accounting for the high average weekly wage. Likewise, in Grafton County another higher-than-average salary employer was Dartmouth College and Medical Center with a total of 10,319 jobs in 2010. The overall state average is as high as it is due to the fact that the two largest employment counties, Hillsborough and Rockingham, also have high average weekly salaries. If you exclude both Hillsborough and Rockingham Counties from the calculation, the state average weekly salary drops to $790. (Note: the state average is a weighted average based on the number of employed persons during the same time period.)

FIGURE 2: 2010 AVERAGE WEEKLY WAGES FOR STATE AND COUNTIES

Source: NH Dept. of Employment Security, Labor Market Information Bureau
**NOTE: Weekly wages is based on all reporting jobs from both private and government sectors.*

b. Unemployment Rates and Trends

Table C-4 in the Appendix includes town-by-town annual unemployment data from 2000 and 2005 through 2011. Rates were at the lowest during the early part of this decade and highest during 2009-2010. The state and country are coming off of the worst recession in over 70 years, and the unemployment rates are slow to recover. In 2011, overall annual unemployment rates are down between 0.2 – 2 points across the region. The lowest unemployment rate was in the Eastern subregion (4.8%) and highest in the Western subregion (5.9%). Even with the mild recovery in 2011 annual rates, overall rates are still 2 – 3% higher than those from 2000. Results are summarized in Table 8.

TABLE 8: ANNUAL UNEMPLOYMENT RATES FOR THE REDC SUBREGIONS, COUNTIES AND STATE

Town/Area	Annual 2000*	Annual 2005*	Annual 2006*	Annual 2007*	Annual 2008*	Annual 2009*	Annual 2010*	Annual 2011*	change from 2000 to 2011	change from 2010 to 2011
CEDS Eastern Towns	2.6%	3.6%	3.5%	3.4%	3.8%	5.8%	5.4%	4.8%	2.2%	-0.6%
CEDS Central Towns	2.8%	4.2%	3.9%	3.9%	4.5%	6.8%	6.5%	5.8%	3.1%	-0.7%
CEDS Western Towns	3.1%	4.2%	3.9%	3.9%	4.2%	6.7%	6.6%	5.9%	2.8%	-0.7%
REDC CEDS region	***2.8%***	***3.9%***	***3.7%***	***3.7%***	***4.2%***	***6.4%***	***6.1%***	***5.5%***	***2.7%***	***-0.6%***
Hillsborough County	2.6%	3.7%	3.7%	3.6%	3.9%	5.6%	6.3%	5.5%	2.9%	-0.8%
Rockingham County	3.0%	4.2%	3.9%	3.9%	4.3%	6.6%	6.3%	5.7%	2.7%	-0.6%
New Hampshire	2.7%	3.6%	3.5%	3.5%	3.9%	6.2%	6.1%	5.4%	2.7%	-0.7%

Source: NH Dept. Employ. Security - Economic & Labor Market Information Bureau
**Rates not seasonally adjusted.*

Although the unemployment rates have decreased slightly in both Hillsborough and Rockingham Counties, both county rates remained slightly higher than that of the state. However, both counties and the state rates are still significantly lower than that of the New England Region and United States. Table 9 demonstrates that New Hampshire remained the state with the lowest unemployment rate in the New England Region. New Hampshire's jobless rate continued to remain below the national average rate during 2011 and ranked 4th overall behind North Dakota (3.5%), Nebraska (4.4%) and South Dakota (4.7%) on the national level.

TABLE 9: UNEMPLOYMENT RATES FOR NEW ENGLAND STATES AND COUNTRY

	Annual Unemployment Rate* (%)			2010-2011 change in rate (%)
	2009	2010	2011	
New Hampshire	6.3	6.1	5.4	-0.7
Connecticut	8.3	9.1	8.8	-0.3
Maine	8.2	7.9	7.5	-0.4
Massachusetts	8.2	8.5	7.4	-1.1
Rhode Island	10.8	11.6	11.3	-0.3
Vermont	6.9	6.2	5.6	-0.6
New England	8.2	8.5	7.7	-0.8
United States	9.3	9.6	8.9	-0.7

Source: US Department of Labor-Bureau of Labor Statistics

As is true for all of New England and the nation, 2011 (the most recent full year of unemployment data) showed minimal, but slow recovery. As shown in Table 10, after remaining fairly level from 2006 to 2008, annual unemployment rates increased sharply in 2009 and stayed level or decreased slightly in 2010. Although annual unemployment rates dipped in the REDC region for the second straight year in 2011, the rates remain on average 2 points higher now than 5 years ago (2006).The nation hasn't fared as well, with its average annual unemployment rate remaining over 4% higher in 2011 than 2006. The U.S. Office of Management and Budget uses the term NECTA, *New England City and Town Area,* which is a geographic and statistical entity for use in describing aspects of the New England region of the United States. The Portsmouth NH-ME Metro NECTA, NH Portion (24) remained the strongest subarea with an annual unemployment rate of only 4.7% for 2011.

TABLE 10: AVERAGE ANNUAL UNEMPLOYMENT RATES
FOR REDC CEDS REGION NECTAS

	2006	2007	2008	2009	2010	2011	change from 2006-2011	change from 2010-2011
Rochester-Dover NH-ME MetroNECTA (16)	3.3%	3.3%	3.7%	6.2%	5.9%	5.3%	2.0%	-0.6%
Manchester NH NECTA (19)	3.6%	3.5%	3.9%	6.3%	6.2%	5.3%	1.7%	-0.9%
Nashua NH-MA NECTA, NH Portion (22)	3.7%	3.6%	3.9%	6.4%	6.3%	5.6%	1.9%	-0.7%
Exeter Area, NH Portion, Haverhill-North Andover-Amesbury (23)	4.2%	4.2%	5.1%	7.4%	6.9%	6.3%	2.1%	-0.6%
Portsmouth NH-ME Metro NECTA, NH Portion (24)	3.3%	3.1%	3.5%	5.4%	5.1%	4.7%	1.4%	-0.4%
Pelham Town, Lowell-Billerica-Chelmsford MA-NH NECTA Division (26)	4.9%	4.9%	5.2%	8.2%	7.8%	7.1%	2.2%	-0.7%
Salem Town, NH Portion, Lawrence-Methuen-Salem MA-NH NECTA	4.9%	4.9%	5.4%	8.0%	8.2%	7.3%	2.4%	-0.9%
Hillsborough County	***3.7%***	***3.6%***	***3.9%***	***6.5%***	***6.3%***	***5.5%***	***1.8%***	***-0.8%***
Rockingham County	***3.9%***	***3.8%***	***4.3%***	***6.6%***	***6.3%***	***5.7%***	***1.8%***	***-0.6%***
New Hampshire	3.5%	3.5%	3.9%	6.2%	6.1%	5.4%	1.9%	-0.7%
New England	4.5%	4.5%	5.4%	8.1%	8.5%	7.7%	3.2%	-0.8%
United States	4.6%	4.6%	5.8%	9.3%	9.6%	8.9%	4.3%	-0.7%

Source: NH Economic & Labor Market Information Bureau

While the entire country and this region works to recover from the recent recession and unemployment rates remain near or at all-time highs, New Hampshire continues to fare better than the New England Region and United States. However, the REDC CEDS region has continued to maintain unemployment rates higher than the state annual rate. The Portsmouth NH-ME, Manchester NH, and Rochester-Dover NH-ME Metro NECTAs are the only NECTAs in our region that had a rate lower than that of the state in 2011.

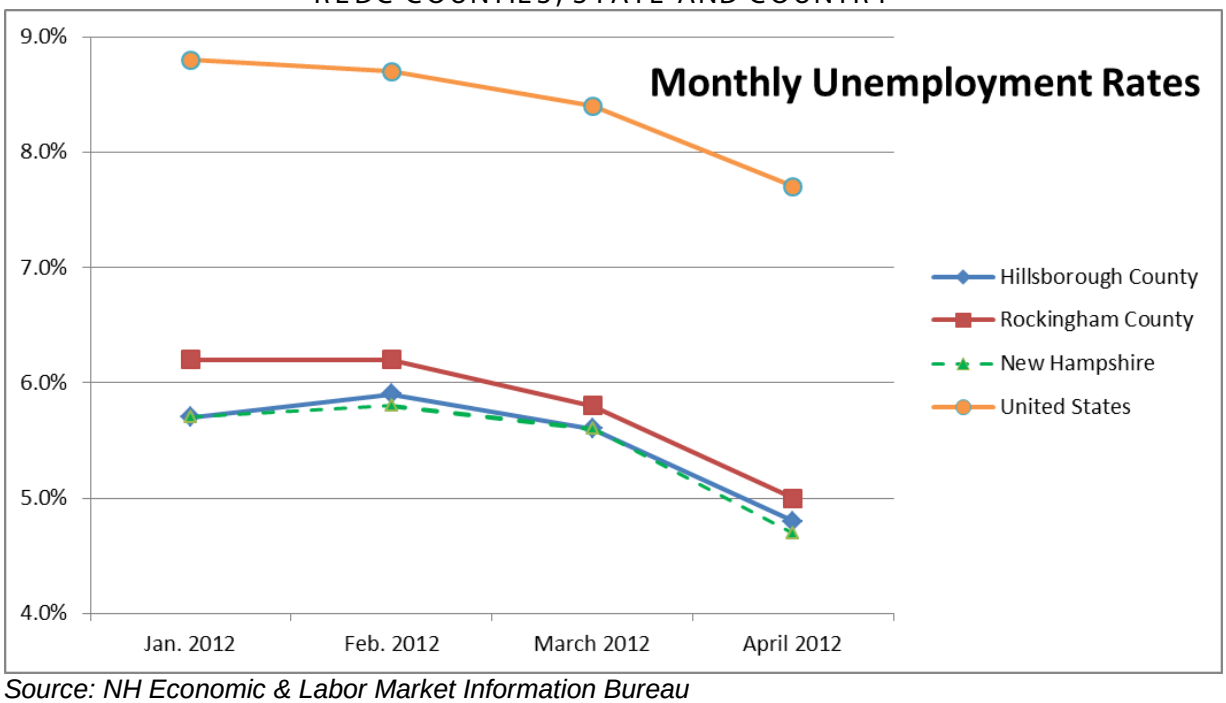
So far in 2012, the trend of decreasing unemployment rates continued for our region and the nation. Table 20 and Figure 6 outline the monthly (not seasonally adjusted) unemployment rates for the first 4 months of 2012. Rates within our region decreased on average 1.2 points from January to April 2012. It is interesting to note that the region experienced a similar drop in rates last year during the first quarter of 2011; however, rates across the board were approximately 0.5% less in April 2012 than April 2011. This indicates that the region, state and nation continue to move in a positive direction. Table 11 and Figure 3 summarize the unemployment trends for 2012.

TABLE 11: 2010 MONTHLY UNEMPLOYMENT RATES FOR REGIONAL NECTAS

	Jan. 2012	Feb. 2012	March 2012	April 2012	change Jan-April 2012	change April 2011-2012
Rochester-Dover NH-ME MetroNECTA, NH Portion (16)	5.6%	5.5%	5.5%	4.5%	-1.1%	-0.4%
Manchester NH NECTA (19)	5.5%	5.7%	5.5%	4.6%	-0.9%	-0.5%
Nashua NH-MA NECTA, NH Portion (22)	5.8%	5.9%	5.7%	4.8%	-1.0%	-0.5%
Exeter Area, NH Portion, Haverhill-North Andover-Amesbury, NH Portion (23)	7.0%	7.1%	6.4%	5.7%	-1.3%	-0.3%
Portsmouth NH-ME Metro NECTA, NH Portion (24)	4.9%	4.8%	4.8%	3.9%	-1.0%	-0.5%
Pelham Town, Lowell-Billerica-Chelmsford MA-NH NECTA Division, NH Portion (26)	8.0%	7.9%	6.7%	6.4%	-1.6%	-0.8%
Salem Town, NH Portion, Lawrence-Methuen-Salem MA-NH NECTA, NH Portion (27)	8.7%	8.6%	7.6%	7.3%	-1.4%	0.2%
Hillsborough County	***5.7%***	***5.9%***	***5.6%***	***4.8%***	***-0.9%***	***-0.5%***
Rockingham County	***6.2%***	***6.2%***	***5.8%***	***5.0%***	***-1.2%***	***-0.4%***
New Hampshire	5.7%	5.8%	5.6%	4.7%	-1.0%	-0.6%
United States	8.8%	8.7%	8.4%	7.7%	-1.1%	-1.0%

Source: NH Economic & Labor Market Information Bureau

FIGURE 3: 2012 MONTHLY UNEMPLOYMENT RATES FOR REDC COUNTIES, STATE AND COUNTRY



Source: NH Economic & Labor Market Information Bureau

c. Recent Closings

The State of New Hampshire Department of Resources & Economic Development (DRED) Office of Workforce Opportunity monitors significant plant and business closings during the year. The state's Rapid Response program works with qualifying employers, and if a company chooses to participate, DRED receives a count of the number of layoffs. Table 12 summarizes reported closings and/or reductions in workforce in the REDC Region that occurred during 2011 and for partial year 2012 (as of April 27, 2012). During 2011, the region experienced a reported loss of 1,283 jobs, which was 359 more than what was reported in 2010. The most notable job losses came from BAE Systems, Nashua (110 jobs), Londonderry Schools, Londonderry (106 jobs), Rockingham Regional Ambulance, Manchester and Nashua (180 jobs), and Thermo Fisher, Portsmouth (150 jobs). The city of Nashua was hardest hit during 2011 with a reported work force reduction of roughly 450 jobs and over 300 additional jobs in the beginning of 2012. The largest impacted industry was manufacturing, which reported over 600 jobs lost between January 2011 and April 2012.

In addition to the job reductions listed by DRED, REDC reviewed local newspapers for closings and layoffs that were not reported to the state's Rapid Response program. The National Visa Center at Pease International Tradeport (Portsmouth) reduced its workforce by about 30 employees in September 2011. In October 2011, the Nashua Telegraph reported that The Celina Drive Company of Nashua filed for Chapter 11 bankruptcy, following an attempt to save costs and a job reduction of half its work force in March 2011. Portsmouth seafood supplier, Orion Seafood International, filed suit with the US District Court in December, 2011 over the dropping of a $15 million contract for lobster. The company CEO stated that they had to temporarily layoff roughly 100 employees.

In January 2012, the New Hampshire Department of Employment Security reported that due to the improving economy, the Department had to lay-off 53 full-time employees and 19 part-time workers across the state. Finally, outer-ware and outdoor gear specialist, Timberland Co., completed "structural" changes at its Stratham headquarters resulting from a sale in 2011 to manufacturing powerhouse, VF Corp. In May, 2012, Seacoast Online news service reported that the changes resulted in an unspecified number of layoffs.

TABLE 12: REPORTED WORKFORCE REDUCTIONS FROM LAYOFFS AND PLANT CLOSINGS

Company Name	Location	Industry	Layoff Date	Total Employees	No. Employees Terminated	# of sites	Reported in 2011 CEDS?
Hope Lace LLC	Nashua	manufacturing	01/15/11	24	24	1	yes
Tybrin	Nashua	softw are	01/28/11	70	8	1	yes
Gils Used Auto Sales	Stratham	retail & repair	02/08/11	9	9	1	yes
AJ Wright	Nashua	retail	02/09/11	39	39	1	yes
Dennco	Salem	manufacturing	02/28/11	21	13	1	yes
Viega LLC	Merrimack	mfg & shipping	03/01/11	25	25	1	yes
ThermoFisher	Portsmouth	manufacturing	03/22/11	310	13	4	no
Blockbuster	Nashua	retail	03/31/11	4	4	5+	no
Borders Bookstores	Nashua	retail	04/01/11	25	25	1	yes
Ultimate Electronics	Salem	retail	04/01/11	40	40	1	yes
BAE	Nashua	manufacturing	04/15/11	4600	110	1	no
Tyco/Simplex	New ington	manufacturing	04/15/11	361	103	1	no
Lollipop Tree	Portsmouth	retail	04/15/11	20	20	1	no
Fairfield Inn	Merrimack	service	04/30/11	23	23	1	no
Foss Manufacturing	Hampton	manufacturing	04/30/11	325	14	1	no
Loyalty Builders	Portsmouth	service	05/09/11	11	5	1	no
National Grid	NH locations	utility	05/18/11	unknow n	unknow n		no
Core General Dentistry	Exeter	medical	05/27/11	16	6	1	no
Confidential-Healthcare	3 locations	healthcare	06/16/11	165	12	3	no
Litchfield Public Schools	Litchfield	education	06/30/11	176	33	3	no
Nashua Teachers	Nashua	education	06/30/11	unknow n	34	1	no
Londonderry Schools	Londonderry	education	06/30/11	unknow n	106		no
Serif Softw are	Hudson	softw are	07/06/11	14	14	1	no
Vitronics-Soltec	Stratham	manufacturing	07/15/11	60	50	1	no
Building 19	Nashua	retail	08/2011	28	28	1	no
Flextronics LLC	across NH	service	08/31/11	unknow n	56	10	no
Exeter Hospital	Exeter	healthcare	09/14/11	2,350	25	1	no
St. Joseph Hospital	Nashua	healthcare	09/16 - 11/30/2011	1,087	50	1	no
Rockingham Regional Ambulance	Manchester/ Nashua	healthcare	09/30/11	180	180	3	no
Daddy's Junky Music	4 locations	retail/music	10/27/11	64	64	4	no
Thermo Fisher	Portsmouth	manufacturing	11/11/11	200	150	2	no
Friendly's	Keene, Exeter	hospitality	01/08/12	unknow n	unknow n		no
Chunky's Cinema	Pelham/Nashua	cinema/pub	01/08/12	217	217	2	no
Cobham (DTC)	Nashua	communications	03/01/12	72	72	1	no
Vectron	Hudson	manufacturing	12/12/12	150	90	1	no
So. NH Medical	Nashua	healthcare	TBD	1800	100	1	no
Sears	Keene/Nashua	retail	TBD	unknow n	TBD	2	no
Benchmark Electronics	Nashua	manufacturing	unknow n	unknow n	10		no
				Total # layoffs reported in 2011:	1283		
				Total # layoffs reported in 2012 (as of April 27, 2012):	489		
				total number layoffs Jan. 2011 - April 2012:	1772		

Source: New Hampshire DRED Office of Workforce Opportunity

d. Labor Force

Table C-6 in the Appendix tracks civilian labor force data in the county, state and in the other New England States, and it is summarized for 2009 to 2011 in Table 13, below. Overall the number of individuals in the labor force is down across the region and nation from 2010 to 2011. The data shows that during the past year, New Hampshire lost 6,000 persons or 0.8% of its workforce. Hillsborough County experienced a reduction of 830 persons (0.8%) of its available workers, and Rockingham County lost over 1,000 persons (0.7%) from its workforce. During the same time period, the New England region lost 30,000 persons (0.4%) in its available labor force, and the nation was down 272,000 persons (0.2%). Up until 2010, the average annual growth of the labor force (from 2002 to 2009) for Hillsborough County grew at 0.7% annually and Rockingham County grew at less than 0.1% annually; whereas New Hampshire grew at 0.6% and the United States grew at 0.9% annually.

TABLE 13: CIVILIAN LABOR FORCE IN THE NEW ENGLAND REGION

REGION/STATE	2009		2010		2011		2010-2011		
(in thousands)	Civilian Labor Force	Unempl. Rate (%)	Civilian Labor Force	Unempl. Rate (%)	Civilian Labor Force	Unempl. Rate (%)	Change in Labor Force	% change in Labor Force	Change in Unemploy. Rate
Hillsborough County	***229.9***	***6.5***	***229.2***	***6.3***	***228.4***	***5.5***	***-830***	***-0.4%***	***-0.8***
Rockingham County	***174.8***	***6.6***	***176.0***	***6.3***	***174.9***	***5.7***	***-1,057***	***-0.6%***	***-0.6***
New Hampshire	***745.0***	***6.3***	***744.0***	***6.1***	***738.0***	***5.4***	***-6,000***	***-0.8%***	***-0.7***
Connecticut	1,887.0	8.3	1,897.0	9.1	1,918.0	8.8	21,000	1.1%	-0.3
Maine	698.0	8.2	697.0	7.9	704.0	7.5	7,000	1.0%	-0.4
Massachusetts	3,477.0	8.2	3,494.0	8.5	3,456.0	7.4	-38,000	-1.1%	-1.1
Rhode Island	566.0	10.8	576.0	11.6	563.0	11.3	-13,000	-2.3%	-0.3
Vermont	360.0	6.9	361.0	6.2	359.0	5.6	-2,000	-0.6%	-0.6
New England	7,733.0	8.2	7,770.0	8.5	7,740.0	7.7	-30,000	-0.4%	-0.8
United States	154,142	9.3	153,889	9.6	153,617	8.9	-272,000	-0.2%	-0.7

Source: US Bureau of Labor Statistics

In previous updates it had been reported that population growth was significantly outpacing labor force growth in the county. Some believe an important factor driving this phenomenon was the disproportionate growth in the retirement age segment of the population in-migrating to southern New Hampshire compared to other age groups (in part promoted by the recent boom in the construction of age restricted housing in the region). It appears this trend is continuing. Referring to the 2011 CEDS Update, the median age in the REDC region is well above that of the United States. When looking at the 7-year period from 2002-2009, population grew 0.5 percent annually in Rockingham County while the civilian labor force remained flat during this time. This is not a state-wide occurrence. From 2002-2009, the population grew 0.4 percent annually in Hillsborough County and the civilian labor force outpaced the growth at 0.7 percent annually. The state's population grew 0.5 percent annually, while the labor force grew 0.6 percent annually. During the same 7 year period, the New England region grew at less than half that of the annual rate of the United States (0.4 percent vs. 0.9 percent).

4. American Community Survey

In 2005, the US Census Bureau rolled out the American Community Survey (ACS). The ACS is a comprehensive survey sent out annually to collect detailed socioeconomic data and create a snapshot of certain conditions within the United States. It is sent to

approximately 250,000 households monthly (3 million addresses annually), with a returned completion rate of approximately two-thirds in 2009. With the US population at 308,745,538 in 2010 (US Census Bureau), that means the return rate of completed surveys is approximately 0.6% of the population annually. The results of the ACS help determine how more than $400 billion in federal and state funds are distributed annually.

The ACS was developed to take the place of the "long-form" US Census survey, which was becoming more and more unpopular with each census. The final version of the long-form survey was completed with the 2000 US Census. The ACS gathers much of the same information as the long-form, but instead of collecting the data once every ten years, it gathers information from fewer people on a continuing basis, which means that new information is produced annually.

Although the ACS data is gathered and published annually, the validity of the data is dependent upon the size of the census block and/or community being evaluated. For communities with over 65,000 persons, new data may use used annually as it is collected and collated. For communities that are between 20,000 and 65,000 persons, data must be averaged over a three-year period to maintain an accurate account. For communities of this size, the first set of data was available in 2008 for the years 2005-2007. This data is then updated and reevaluated on a rolling basis every year.

Most of the communities within the CEDS Region are in the remaining category, communities with less than 20,000 persons. For communities of this size, the data must be averaged over a five-year period. The ACS data for the CEDS Region was first made available in 2010 for the years 2005-2009. We are now in the second year of data for our region. The NH Office of Energy and Planning has compiled a comprehensive list of which data charts are available for New Hampshire communities. In addition, NH OEP has separated out the New Hampshire results, and all of the data is available for download from their website.

Data is available for our CEDS Region in the following categories (for more information visit NH OEP http://www.nh.gov/oep/programs/DataCenter/ACS/index.htm):

Migration - Residence Last Year
Journey to Work - Commuting
Unweighted sample counts
Age and Sex
Races
Hispanic Origin
Ancestry
Foreign Birth
Place of Birth - Native
Children - Relationship
Grand Persons
Households and Families
Marital Status
Fertility
School Enrollment
Educational Attainment
Language
Poverty
Income
Earnings
Veteran Status
Public Assistance Programs
Employment Status
Occupation - Class of Worker
Housing
Imputations

It is the goal of the CEDS and its updates to provide our region with the most comprehensive and up-to-date demographic data available for our region. In the 2012 CEDS Update, we begin to integrate the ACS data into the CEDS, and we will continue to

add additional pertinent data in subsequent updates. This year, the CEDS includes ACS data on household income and education attainment for our region.

a. Household Income

The ACS collects numerous data regarding income and poverty, and categorizes it by factors such as ethnicity, gender, age, family type, etc. For the purposes of the 2012 CEDS Update, we narrowed down the scope of data to look solely at the median annual household income. The ACS uses the following definitions:

Household: A household includes all the people who occupy a housing unit as their usual place of residence.

Income: "Total income" is the sum of the amounts reported separately for wages, salary, commissions, bonuses, or tips; self-employment income from own nonfarm or farm businesses, including proprietorships and partnerships; interest, dividends, net rental income, royalty income, or income from estates and trusts; Social Security or Railroad Retirement income; Supplemental Security Income (SSI); any public assistance or welfare payments from the state or local welfare office; retirement, survivor, or disability pensions; and any other sources of income received regularly such as Veterans' (VA) payments, unemployment compensation, child support, or alimony.

Median income: The median income divides the income distribution into two equal groups, one having incomes above the median, and other having incomes below the median.

Table F-1 in the Appendix lists the median household income for a twelve month period, adjusted to 2010 dollars for the municipalities within the CEDS region, as well as Hillsborough and Rockingham Counties, New Hampshire and the United States. A summary of the average annual household incomes for the REDC region is listed in Table 14.

TABLE 14: ANNUAL HOUSEHOLD INCOME

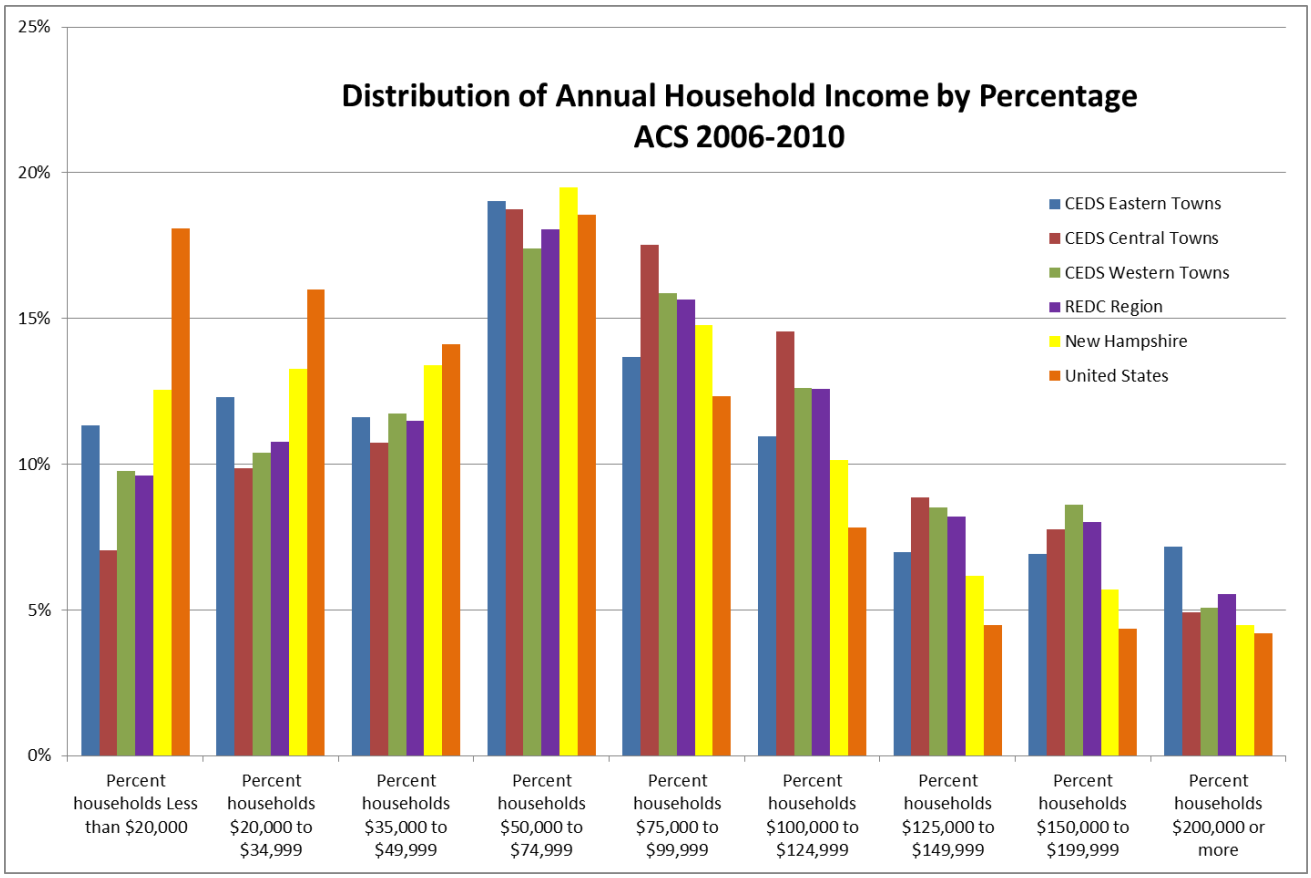
PLACE	Total Number HOUSEHOLDS	Median household income	Income compared to US average	% Above US average
CEDS Eastern Towns	43,071	$ 70,529	$ 18,615	36%
CEDS Central Towns	35,019	$ 81,077	$ 29,163	56%
CEDS Western Towns	96,866	$ 76,861	$ 24,947	48%
REDC Region	174,956	$ 76,146	$ 24,232	47%
Hillsborough County	153,120	$ 69,321	$ 17,407	34%
Rockingham County	114,722	$ 75,825	$ 23,911	46%
New Hampshire	513,804	$ 63,277	$ 11,363	22%
United States	114,235,996	$ 51,914	$ -	-

Data Source: American Community Survey 2006-2012

The median annual household income for the REDC Region, generated from the ACS 5-year data from 2006-2010 and adjusted to 2010 dollars is $76,146. This is 47% greater than the United States average of $51,914 annual income. Although not as a significant difference, the New Hampshire state average of $63,277 annual income is still 22% greater than that of the US.

When looking at the distribution of the annual income, we find that the largest percent of the population brings in between $50,000 and $74,999 annually. See Figure 4 for detailed information. One thing that immediately jumps out is that the although roughly 19% of both the US population (18.7%) and the CEDS Region (18.1%) falls within that average annual income, an equal percent of the US population (18.1%) also falls within the less than $20,000 annual income. In fact, 67% - two-thirds of the US population brings in less than $75,000 annually; however, 50% of the REDC CEDS region brings in less than $75,000 and 50% brings in $75,000 or more annually. This skewed distribution of annual income for the United States, heavy on the lower income brackets, can explain some of why the national average annual income is so much less than that of the REDC region.

FIGURE 4: ANNUAL HOUSEHOLD INCOME



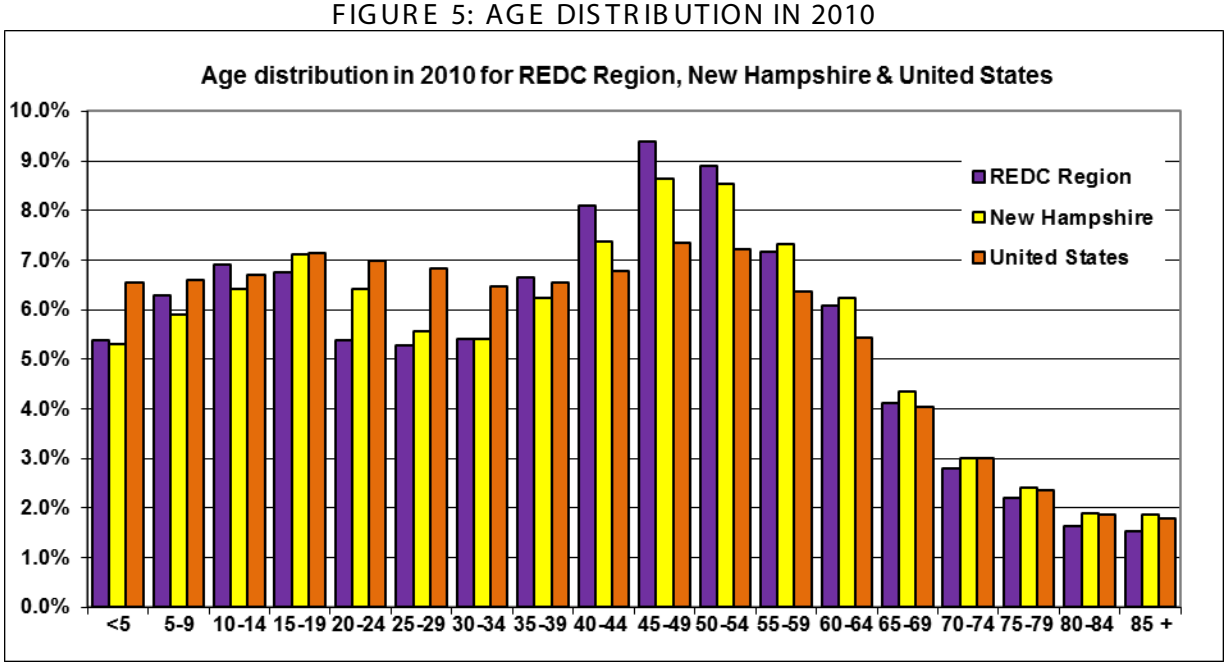
Data Source: American Community Survey for 2006-2010

Looking at only the REDC Region, the income distribution is a little more uniform. The average annual household income is greatest in the Central subregion ($81,077), followed by the Western subregion ($76,861) and then the Eastern subregion ($70,529). Although the Eastern subregion has the lowest average annual income, it has a larger percentage of its population bringing in over $200,000 annually (7% for Eastern versus 5% for both Central and Western).

One explanation for why the Central subregion annual income is greater than the other two subregions is age distribution. Figure A-3.1 in the Appendix outlines the age distribution in 2010 for the CEDS Region. The Central region has a higher percentage of its population (when compared with the other subregions) within the 40-54 year old age bracket – the age

when most individuals are earning their personal maximum wage. Conversely, the Western subregion has a higher percentage of its population (when compared with the other subregions) falling at 24 years old and younger. These individuals are generally just entering the workforce and therefore will have smaller wages as a group. Finally, the Eastern subregion has a larger percentage of its population (when compared with the other subregions) at 60 years and older. This is the age when many individuals retire and/or move to a fixed income, therefore, the median income will tend to be lower.

FIGURE 5: AGE DISTRIBUTION IN 2010



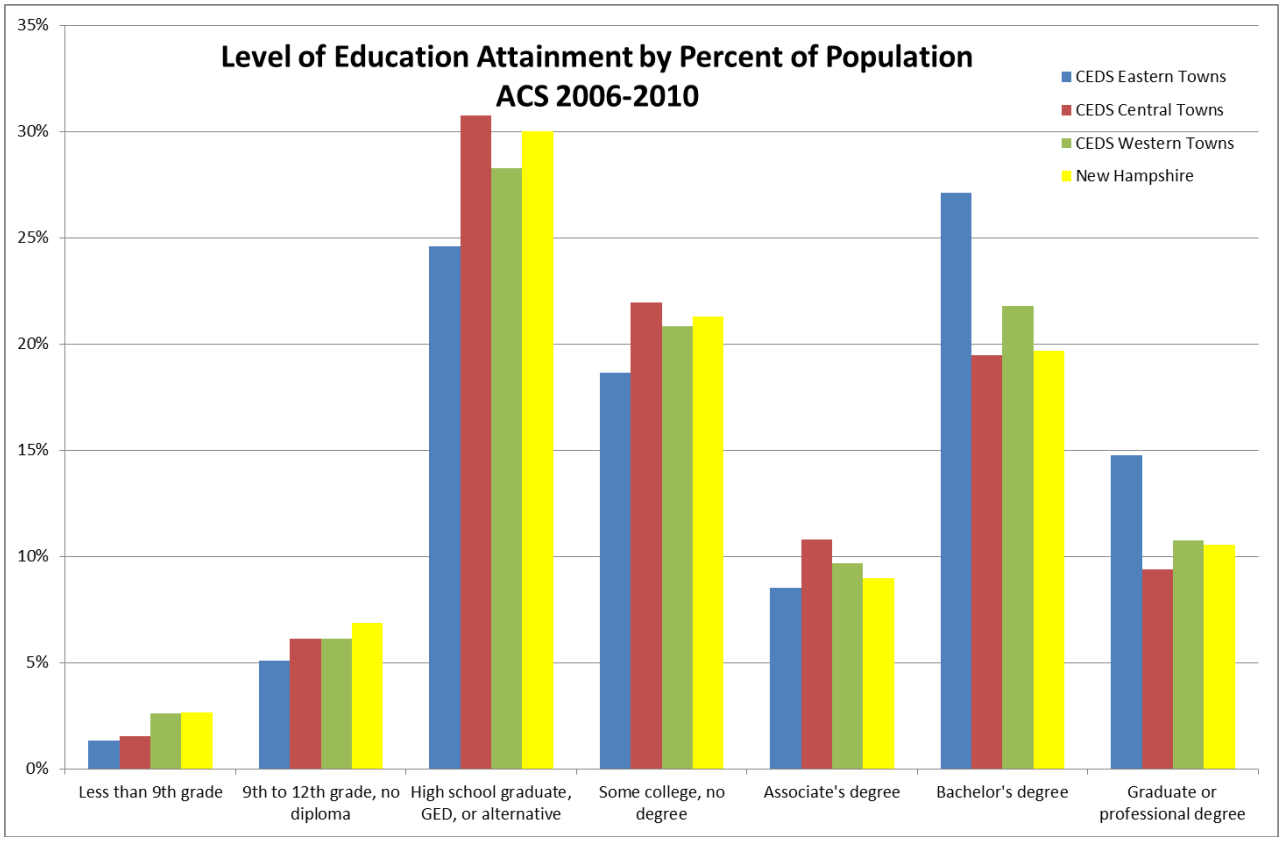
Data Source: 2010 US Census

As reported in the 2011 CEDS Update and shown in Figure 5, the REDC Region has an age distribution that is slightly older than that of the United States. The nation has a higher percentage of its population between the ages of 20-34 years (20%) when compared to that of the REDC Region (16%). Conversely, 26% of the REDC Region population falls between 40-54 years, while only 21% of the nation's population falls in this age group. The fact that the United States has a younger distribution of its population may account for why a high percent of US households make less than 35,000 per year as compared to the REDC Region.

b. Education Attainment

Similar to the Annual Household Income data, the ACS data collected for Education Attainment is categorized by factors such as ethnicity, gender, and age. For the purposes of the 2012 CEDS Update, we narrowed down the scope of data to look at the distribution of education attainment broken out by gender. The data is located in Table F-2 in the Appendix and summarized in Figure 6, below.

FIGURE 6: EDUCATION ATTAINMENT FOR PERSONS 18 YEARS AND OLDER



Data Source: American Community Survey for 2006-2010

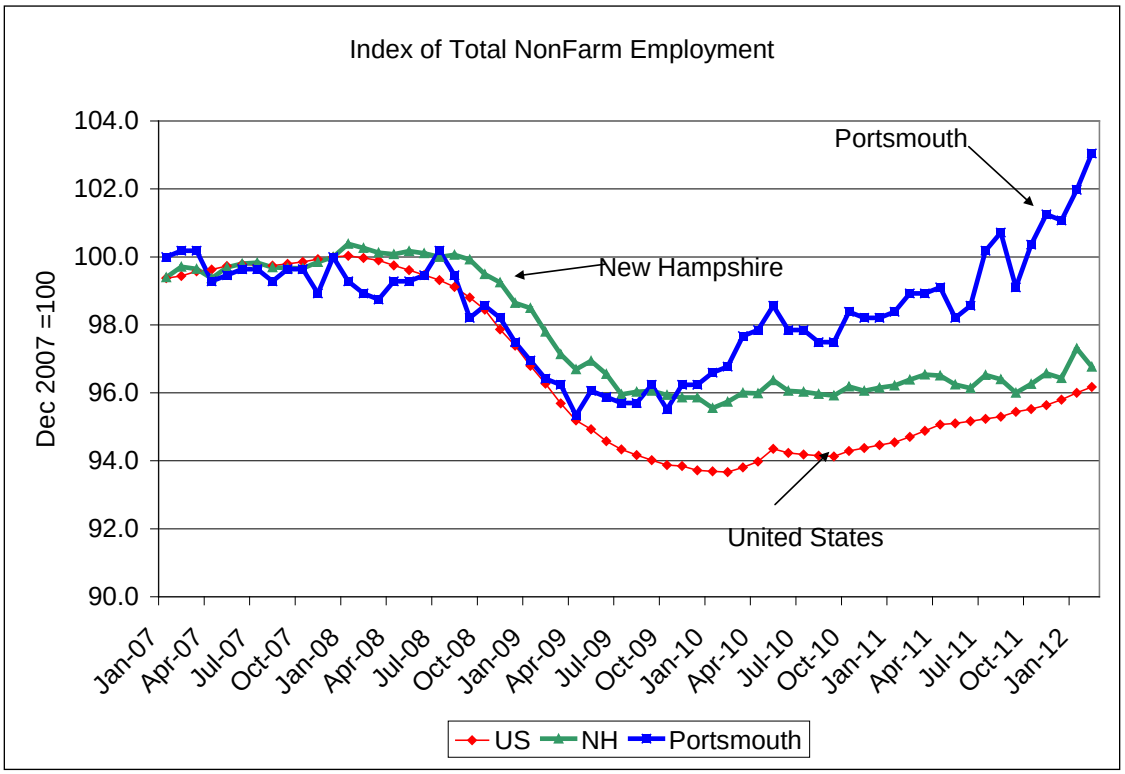
With the exception of the Eastern subregion, the highest percentage of each region's population had a maximum level of education attainment with a high school diploma, or equivalent. On average, roughly 29% of the population earned a high school diploma or equivalent as the maximum level of education attainment, with the Eastern subregion an outlier at 24.6% of its population. Within the Eastern subregion, 42% of its population earned a Bachelor's or Graduate/Professional degree.

B. State of the Economy

The State of the Economy in Rockingham County continues to improve. The county and the rest of New Hampshire have been emerging from the Great Recession, but the pace of the recovery is much slower than in the typical post World War II recession. The most positive statement that can be made is that the New Hampshire economy has fared better than the nation as a whole.

The following chart shows employment for the United States, New Hampshire and the Portsmouth, NH area, indexed to the beginning month of the Great Recession (December 2007). The chart shows the number of jobs declined more severely in the United States, than in either New Hampshire or in the Greater Portsmouth area. However, even though the recovery began in the summer of 2010, the rate of employment growth since that time has been lackluster. While neither the nation nor New Hampshire have yet achieved its pre-recession level of employment, the job base in the Greater Portsmouth area is actually larger than it was before the beginning of the recession.

FIGURE 7: INDEX OF TOTAL NON-FARM EMPLOYMENT



The National Recession – the "Great Recession"

The National Bureau of Economic Research retroactively determined that the most recent recession began in December 2007, and ended in June 2009. The subprime mortgage crisis led to the collapse of the United States housing bubble. Falling housing-related assets contributed to a global financial crisis, even as oil and food prices soared. The crisis led to the failure or collapse of many of the United States' largest financial institutions: Bear Stearns, Fannie Mae, Freddie Mac, Lehman Brothers and AIG, as well as a crisis in the automobile industry. The government responded with an unprecedented $700 billion bank bailout and $787 billion fiscal stimulus package. The National Bureau of Economic Research declared the end of this recession in the summer of 2010, over a year after the end date.[1]

We are 34 months into recovery from the Great Recession. So why doesn't it feel like a recovery? The reasons have to do with the depth of the recession, and the weak growth coming out from the bottom.

Almost nine million jobs were lost in the Great Recession. That is a very deep hole to climb out from. The job base declined by more than 6% in the recent recession, three times more than the 2% average decline in the previous six recessions.

[1] http://en.wikipedia.org/wiki/List_of_recessions_in_the_United_States, accessed May 2011

TABLE 15: NATIONAL RECESSIONS

Comparing US Recessions and Job Recoveries

		Duration in Months		Peak-to-Trough % Change					
Peak	Trough	Recession Peak to Trough	Expansion Preceeding Trough to Peak	Real GDP	Industrial Production	Nonfarm Employment	Month that jobs recover to previous peak	Job recovery Months from recession end	Job recovery Average Annual Real GDP Growth
Dec-07	**Jun-09**	**18**	**73**	**-5.10%**	**-17.00%**	**-6.40%**	**?**	**?**	**2.4%**
Mar-01	Nov-01	8	120	-0.40%	-6.30%	-2.00%	Jan-05	38	2.9%
Jul-90	Mar-91	8	92	-1.30%	-4.30%	-1.50%	Feb-93	23	4.3%
Jul-81	Nov-82	16	12	-2.90%	-9.50%	-3.10%	Nov-83	12	7.8%
Jan-80	Jul-80	6	58	-2.20%	-6.20%	-1.30%	Dec-80	5	8.1%
Nov-73	Mar-75	16	36	-3.10%	-14.80%	-2.70%	Dec-75	9	5.1%
Dec-69	Nov-70	11	106	-1.00%	-5.80%	-1.40%	May-71	6	6.9%

The chart above chronicles the last several US recessions, with the most recent Great Recession in the top row. In this most recent recession (from December 2007 to June 2009) the economy shrunk by 5.1 percent, industrial production declined by 17 percent, and we lost 6.4 percent of the jobs in the United States. The economy lost more production, and more jobs, than in any Recession since the end of the Second World War.

The column to the far right of the chart shows the US economic growth (on average) after each recession since the 1960s. Decades ago the economy grew quite quickly coming out of a downturn. For example, after November 1982 the economy grew at an annual rate of 7.8 percent, allowing the US to recovery all of the jobs lost in that recession 12 months later.

Unfortunately the economic growth coming out of the more recent recessions has been much slower. After November 1991 the economy grew at an annual rate of 2.9 percent, less than half as fast as in the 1970's and 1980's. So far, starting in the summer of 2009 through 2011, economic growth has averaged a disappointing, anemic 2.4 percent.

As a result of the much slower economic growth, job growth has also been disappointing. Employment in the United States has grown at an annual rate of just under 1 percent from July 2009 through December 2011. As of January 2012 the US still has 6 million fewer jobs than in December 2007, the beginning of the Great Recession. Slow economic growth obviously means slow job growth in the recovery period.

So there is a simple way to think about the problem. When the economy grows by 7% to 8% per year it takes six months to a year to recover a 2% job loss. When the economy grows by only 3% to 4% per year it takes two to three years to recover from a 2% job loss.

If it took three years in the last recession to recover from a 2% job loss, will it take nine years to recover from a 6% job loss, especially if GDP does not grow more than 2% in the first few years of the recovery? That would mean the year 2018 before we see jobs return to their 2007 level!

If economic growth returned to the 6% to 8% range, one would expect the job recovery to be quicker. The problem is that the job decline in the Great Recession was 6%, not 2%. Even with double the CBO expected economic growth, it would be several years before the US regains all of the lost jobs in the Great Recession.

According to the April 2012 forecast from Mark Zandi of Moody's Analytics gross domestic product, which is a measure of the output of all of the goods and services in the United States, is expected to increase by 2.5 percent in 2012, after increasing 1.7 percent in 2011. That will be enough growth to create more than 2 million jobs in 2012, lowering the unemployment rate from 9 percent in 2011 to 8 percent in 2012. The US unemployment rate should drop to 7 percent in 2013, after another 2 million plus jobs are created in that year.

Economic growth will be even faster in 2014, coming in at 3.9 percent, which is above the trend line for long term economic expansion. The Federal Reserve has used Operation Twist and other policy levers to keep long term interest rates low as well. But renewed economic growth will spur the Federal Reserve to finally begin to raise short term interest rates in 2014. Since short term rates are at historic lows the Federal Reserve response to above trend economic growth (when it occurs) could be rapid. It is expected that the Federal Reserve will raise rates substantially and quickly – moving from a 0 percent Federal Funds Rate to 4 percent in about 18 months.

There are near term threats to the continuing expansion:

- Energy prices have been increasing in 2012, pushing New Hampshire gasoline prices in the neighborhood of $4.00 per gallon. Higher energy prices for gasoline and home heating oil hurt New England more than other regions of the country, since New England is a primary energy importer. Also New Englanders are more dependent on home heating oil to heat their homes than in other regions. However it is likely that energy prices, as of April 2012, have peaked for the year, as the situation in Middle Eastern countries appears relatively calm.
- European sovereign debt troubles are the second threat to the outlook. Government austerity programs in Europe will probably cause a mild recession this year and next, which will slow trade growth (exports) to European countries. Since New Hampshire manufactured goods are destined to European countries, a mild recession in Europe will curtail New England production aimed for that market.
- The foreclosure crisis is not yet resolved, and still pending foreclosures will put continued downward pressure on housing prices. Housing prices may fall by another 3 percent in 2012, but it is possible that new investors coming into the market, declining delinquencies, and government programs like HAMP and Fannie Mae moving to the rental market will help moderate the decline in prices.
- Federal fiscal policy could turn contractionary next year. There is a potential for a 3 percent fiscal drag next year, unless the Bush tax cuts are extended and the scheduled automatic Federal spending cuts are moderated in some way. The likely actions by Congress for a continuation of the Bush tax cuts for low income households, and phasing in of spending cuts should cut the fiscal drag in half in 2013 (from 3 percent to 1.5 percent), helping to avoid another recession.
- Other potential problems would include a "hard landing" for the Chinese economy, and the risk to financial institutions as the economy moves to a higher short term interest rates. Some financial mistakes at banks will be exposed in a higher interest rate environment, but those mistakes should be manageable.

By late 2013 and early 2014 housing could be leading the recovery. Housing construction has been considerably below the historic trend, and housing could recover rapidly once home prices are seen to have bottomed. Corporate, household, and financial business sheets have been repaired, as seen in recent corporate earnings reports and consumers deleveraging and paying down household and credit card debt. While these positives do not get a lot of media exposure, they nonetheless set the stage for stronger economic conditions in the coming years.

Impact upon New Hampshire

Most New Hampshire businesses remain concerned about the overall state of the economy, but many believe that economic conditions will improve. Additionally, most businesses expect their levels of hiring, future revenues and capital expenditures to either stay the same or increase in 2012. The survey sponsored by the Business and Industry Association found that the large majority of businesses expect their number of employees to stay the same in the next 12 months; however, numbers are improved from last year. This suggests that in 2012 businesses expect that the economy in the state of New Hampshire will either stay the same or moderately improve.

For the fifth year in a row New Hampshire was named the nation's "Most Livable State" by the editors of the publishing and research company CQ Press. The ranking was based on a number of important quality of life measures, including median household income, crime rate, state business tax climate, employment and several educational indicators.

New Hampshire was again ranked first in the nation, for the fourth straight year, as the best state in which to raise a child, according to a survey from the Annie E. Casey Foundation. The foundation's annual Kids Count survey ranked New Hampshire at the top in four out of ten separate categories that measure child and family well-being. The survey ranked New Hampshire highest for its lowest percentage of children in poverty; teen birth rate, teens neither in school nor working, and its highest rate of high school graduation.

New Hampshire again registered the lowest poverty rate in the country, according to Poverty estimates using income and household relationship data from the 1-year 2009 and 2010 American Community Surveys (ACS). Only New Hampshire had an estimated poverty rate significantly lower than 10 percent in 2010, while five states had single-digit poverty rates in 2009—Alaska, Connecticut, Maryland, New Hampshire, and New Jersey.

Dennis Delay, New Hampshire Forecast Manager for New England Economic Partnership (NEEP) noted in November 2011 that New Hampshire's job recovery has been "skating on thin ice", but New Hampshire's job growth will continue to outperform the region this year and next.[2] State revenues show signs of bottoming out, but little sustained growth. Any acceleration in private-sector job creation looks to be partially offset by public sector job losses. The short-term implication is that contracting government will act as a drag on recovery.

Finally, real estate sales and prices have shown little sign of improvement in recent months. The NEEP forecast summary is shown below.

[2] "Outlook for the New Hampshire Economy", Dennis Delay, New England Economic Partnership, November 2011.

TABLE 16: NEEP FORECAST SUMMARY COMPARISONS
AVERAGE ANNUAL RATES OF GROWTH NOVEMBER 2011 FORECAST

	Actual 2000-2005	Actual 2005-2010	Forecast 2010-2015
Gross State Product			
GSP-New Hampshire	1.0	0.3	2.6
GSP-New England	1.6	1.0	2.5
GDP-United States	2.4	0.7	2.5
Total Non-Farm Jobs			
Jobs-New Hampshire	0.5	-0.4	1.5
Jobs-New England	-0.3	-0.4	1.0
Jobs-United States	0.3	-0.6	1.6

Granite State manufacturing employment declined at an annual rate of 4.8 percent from 2000 to 2005, then declined at an annual rate of 3.9 percent from 2005 to 2010. New Hampshire lost more than 14,000 manufacturing jobs in the last five years. The forecast calls for stabilization in the New Hampshire manufacturing employment base, with an annual growth rate of 0.4 percent from 2010 to 2015. It is expected that less skilled occupations, such as assemblers and production helpers, will continue to be replaced with higher skilled occupations, like CNC machine operators and technicians, throughout the forecast period.

New Hampshire private service producing employment increased at an annual rate of 1.2 percent from 2000 to 2005, and 0.2 percent from 2005 to 2010. Employment in this sector is expected to increase at a 1.9 percent annual rate from 2010 to 2015. Education and health service will add 14,000 jobs, professional and business services will add about 13,000 jobs, and leisure and hospitality jobs will increase by 10,000 over the forecast period.

Construction employment in New Hampshire increased at an annual rate of 3.3 percent in period 2000 to 2005, and declined at an annual rate of 6.3 percent over the last five years (2005 to 2010). New Hampshire construction jobs will decline more slowly in the five years of the forecast period to a 0.8 percent annual decline, as housing permits recover to an annual rate of 4,800 per year. New Hampshire housing prices will not reach the 2005 peak price until well beyond the year 2015.

Rockingham County, Nashua, and the REDC Region

A Location Quotient analysis is used to assess industry concentration by dividing the employment shares of each industry in a particular region to employment share of the same industry based on a larger reference region such as a the nation. [3] This method of comparing levels of employment between two geographic areas assumes that a region is self-sufficient if its ratio of employment is proportional to the nation's ratio of employment for that industry. If the region's ratio of employment is lower than the nation's rate, the region is said to be producing less of that product and is therefore forced to import some of these products. If a region's ratio of employment is greater than the nation's rate, then the region is exporting some of its products.

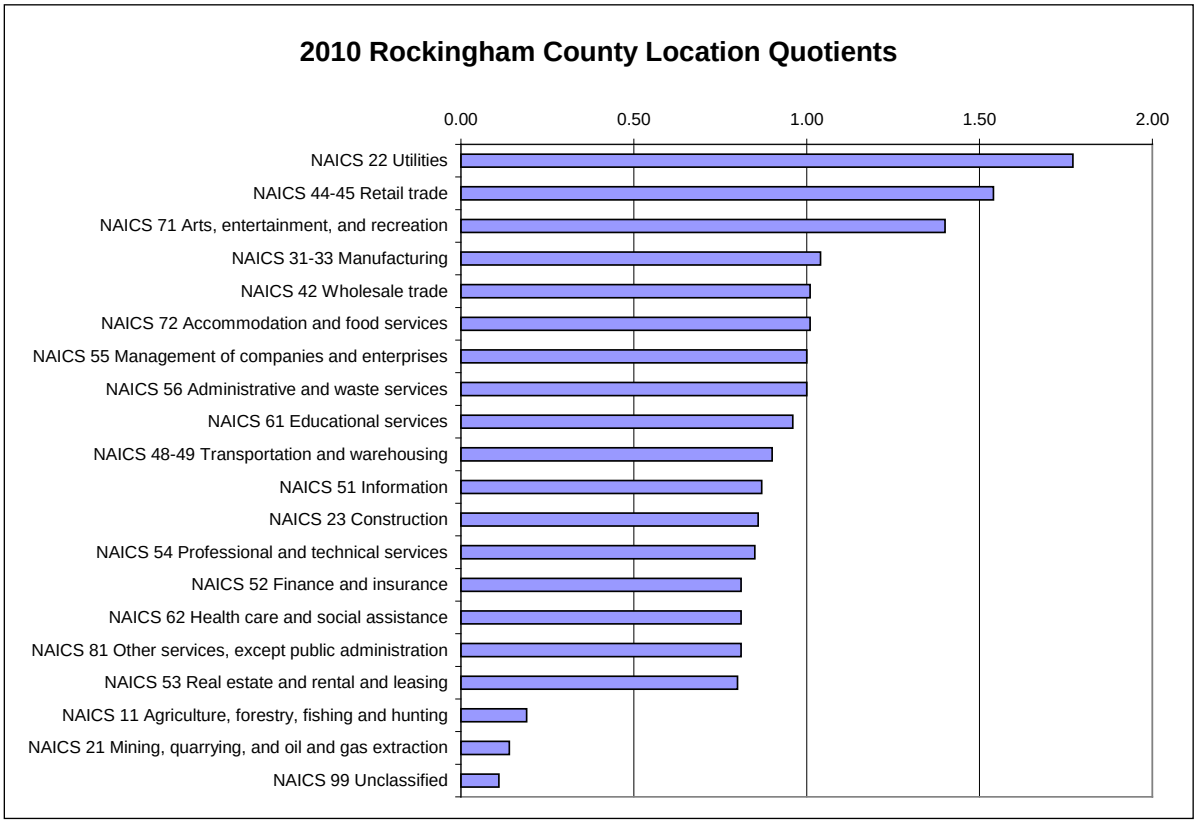
The REDC region contains all of the cities and towns in Rockingham County, plus the Hillsborough County Towns of Hudson, Litchfield, Merrimack, Pelham and the City of

[3] The U.S. Bureau of Labor Statistics has a very handy Location Quotient Calculator that you can find at: http://data.bls.gov/LOCATION_QUOTIENT/servlet/lqc.ControllerServlet The BLS LQ calculator uses the quarterly survey of wages and employment (establishment data) to calculate LQs for any state or county in the U.S.

Nashua. In the following location quotient analysis, because of data limitations, we look at the Rockingham County region, and the Nashua NECTA (New England City and Town Area) labor market. The Nashua NECTA includes towns outside of the REDC region (Amherst, Brookline, Chester, Derry, Greenfield, Greenville, Hollis, Hudson, Litchfield, Londonderry, Lyndeborough, Mason, Merrimack, Milford, Mont Vernon, Nashua, Raymond, Wilton, and Windham are included in the Nashua NECTA). But the Nashua NECTA also contains the largest Hillsborough County municipalities in the REDC region, and so is useful for comparison purposes.

In the following chart one can see the Location Quotients (LQ) for major industry sectors in Rockingham County for the year 2010, the latest year for which data is available.

FIGURE 8: 2010 ROCKINGHAM COUNTY LOCATION QUOTIENTS

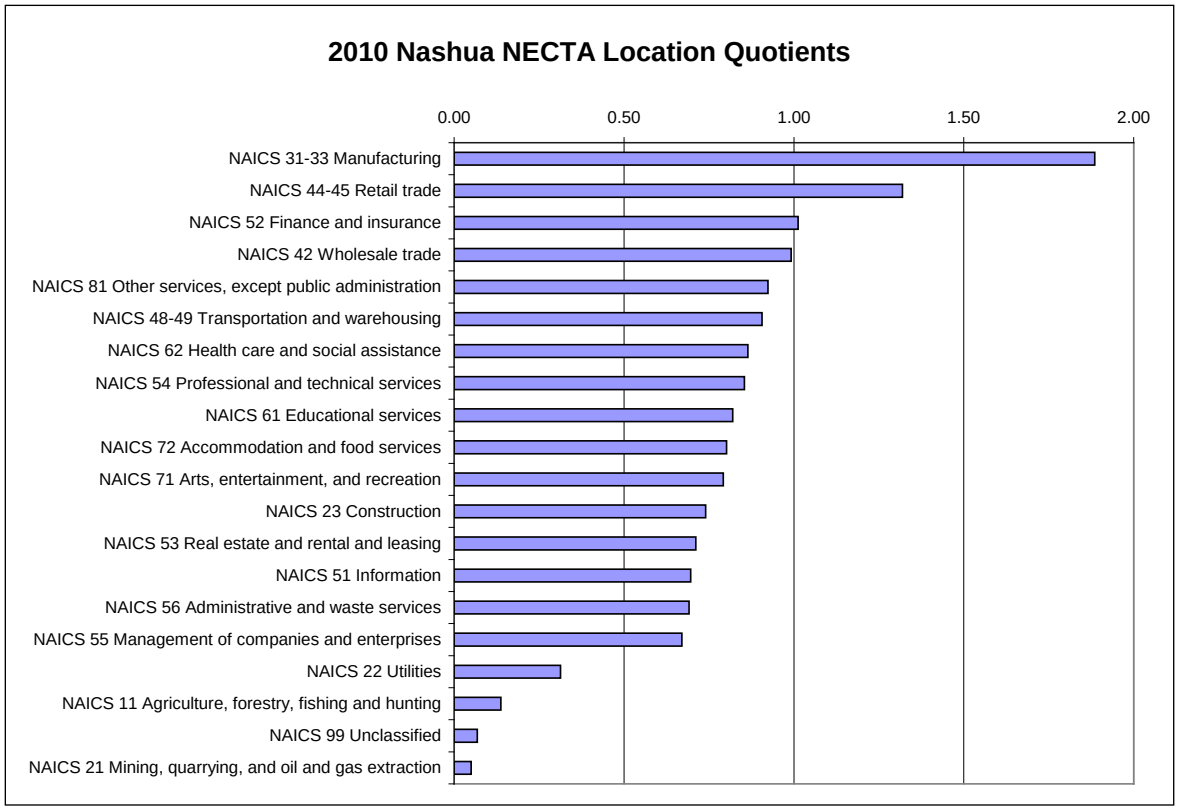


Interpretation: An LQ = 1 means that the area under consideration (Rockingham, New Hampshire in this case) has the same percentage of employment in that industry as does the area it is being compared to (in this case, the nation). Rockingham County, New Hampshire industries with LQs close to 1.0 include: (1) Wholesale trade, (2) Management of companies and enterprises, and (3) Accommodation and food services. The Rockingham County, New Hampshire LQ for Agriculture, forestry and fishing is 0.19 which means that agricultural employment in Rockingham County, New Hampshire is under represented in the sense that Rockingham County has a smaller percentage of agricultural employees than does the nation. In contrast, Rockingham County, New Hampshire has an LQ of 1.77 for the utility industry, (which includes power generation), which means that the proportion of employment in the utility sector in Rockingham County is nearly two times greater than the proportion of utility employment in the nation (This high LQ is probably due to the higher

concentration of electric utility generating stations in Rockingham County, including the oil and coal plants in Newington and the nuclear power plant in Seabrook). Other industries in Rockingham County with LQs greater than 1 include Retail trade; Arts, entertainment and recreation; and Manufacturing.

For comparison purposes the following chart shows the 2010 location quotients for the Nashua NECTA. Note that Manufacturing in the Nashua NECTA has an LQ of 1.89, meaning that Nashua has a very large manufacturing base. The Nashua NECTA LQ for retail trade is 1.32, implying that retail trade is an export based industry in the area.

FIGURE 9:2010 NASHUA NECTA LOCATION QUOTIENTS



The LQ is used often to determine basic and non-basic industries in economic base studies. Basic industries are those in which the LQ is greater than 1.0 –although many analysts use 1.25. While the LQ can be a very useful tool some words of caution are in order. First, LQs can vary considerably from year to year. Second, LQs can be very different depending on the data source used. Third, LQs can vary depending on the level of aggregation of industries. For example, if we group all manufacturing employment together, the LQ for Rockingham County, New Hampshire in 2010 is 1.04, but as will be seen this masks some of the more important manufacturing sectors in Rockingham County. Finally, LQs will vary considerably if we use wage or income data rather than employment data to compute them.

LQ analysis can also be used to identify how the fortunes of different industries have changed, based on not only the level, but the change in LQs over time. The Location Quotient changes are classified into four categories:

- Stars – Clusters that are relatively specialized (LQ>1) and are becoming even more specialized over time within the study area.
- Emerging – Clusters that are relatively unspecialized (LQ<1) but are becoming more specialized over time within the study area.
- Mature – Clusters that are relatively specialized (LQ>1) but are becoming less specialized over time within the study area.
- Transforming – Clusters that are relatively unspecialized (LQ<1) and are becoming even less specialized over time within the study area.

Retail Trade

TABLE 17: RETAIL TRADE ROCKINGHAM COUNTY LOCATION QUOTIENTS

	Rockingham County -		Average Annual 2010				
			Average	Average			Pct Chg in
NAICS			Annual	Weekly	LQ	LQ	Jobs from
Code	Industry	Units	Employment	Wage	2005	2010	2005 2010
44-45	**Retail Trade**	**1,439**	**24,665**	**$474.98**	**1.54**	**1.54**	**-4.9%**
441	Motor Vehicle and Parts Dealers	180	2,470	$846.46	1.41	1.38	-17.3%
442	Furniture and Home Furnishings Stores	74	626	$595.42	1.54	1.30	-35.7%
443	Electronics and Appliance Stores	86	949	$777.32	2.17	1.71	-26.1%
444	Building Material and Garden Supply Stores	131	2,596	$634.44	2.14	2.06	-13.9%
445	Food and Beverage Stores	136	5,795	$329.98	1.58	1.87	18.5%
446	Health and Personal Care Stores	88	1,003	$489.68	1.01	0.93	-5.5%
447	Gasoline Stations	115	936	$379.06	1.08	1.03	-9.4%
448	Clothing and Clothing Accessories Stores	190	2,285	$308.36	1.46	1.50	0.0%
451	Sporting Goods, Hobby, Book, and Music Stores	115	1,169	$332.88	1.81	1.76	-10.2%
452	General Merchandise Stores	59	4,475	$393.41	1.46	1.36	-5.2%
453	Miscellaneous Store Retailers	194	1,562	$364.51	1.68	1.83	-6.9%
454	Nonstore Retailers	74	800	$857.87	1.48	1.75	14.6%

Within the Retail Trade sector in Rockingham County, Building Material and Garden Supply Stores; and Food and Beverage Stores have the highest LQs. General Merchandise Stores, Sporting Goods, Miscellaneous Store Retailers and Nonstore Retailers also have relatively high LQs, and these five sectors account for most of the Retail sector jobs. However only a few of the Retail Trade industries, (Nonstore Retailers, and Motor Vehicle and Parts Dealers, for example), pay wages that could be considered competitive with manufacturing.

TABLE 18: RETAIL TRADE NASHUA LOCATION QUOTIENTS

	Nashua NH-MA NECTA Division, NH Portion -		Average Annual 2010				
NAICS Code	Industry	Units	Average Annual Employment	Average Weekly Wage	LQ 2005	LQ 2010	Pct Chg in Jobs from 2005 2010
44-45	**Retail Trade**	**948**	**18,790**	**$524.75**	**1.31**	**1.32**	-8.7%
441	Motor Vehicle and Parts Dealers	105	2,033	$917.14	1.22	1.26	-15.6%
442	Furniture and Home Furnishings Stores	51	586	$613.71	1.31	1.37	-24.5%
443	Electronics and Appliance Stores	65	648	$788.16	1.28	1.32	-9.4%
444	Building Material and Garden Supply Stores	88	1,862	$673.43	1.61	1.65	-11.4%
445	Food and Beverage Stores	99	4,745	$321.63	1.47	1.72	12.0%
446	Health and Personal Care Stores	71	925	$544.26	0.93	0.96	2.1%
447	Gasoline Stations	91	675	$388.93	0.87	0.84	-12.5%
448	Clothing and Clothing Accessories Stores	89	1,366	$335.88	1.00	1.01	-6.2%
451	Sporting Goods, Hobby, Book, and Music Stores	76	896	$368.69	1.59	1.51	-15.9%
452	General Merchandise Stores	37	2,752	$424.71	1.08	0.94	-15.1%
453	Miscellaneous Store Retailers	127	1,206	$370.95	1.50	1.58	-14.0%
454	Nonstore Retailers	51	1,097	$1,070.70	3.40	2.69	-27.2%

Non store retailers have the highest LQ in the Nashua area. Most retail subsectors area base industries (LQs greater than 1), with Gasoline stations being the sector with an LQ significantly below 1.

Arts, Entertainment, and Recreation

TABLE 19: ARTS, ENTERTAINMENT, AND RECREATION ROCKINGHAM COUNTY LOCATION QUOTIENTS

	Rockingham County -		Average Annual 2010				
NAICS Code	Industry	Units	Average Annual Employment	Average Weekly Wage	LQ 2005	LQ 2010	Pct Chg in Jobs from 2005 2010
71	**Arts, Entertainment, and Recreation**	**156**	**2,936**	**$364.34**	1.39	1.40	2.2%
711	Performing Arts and Spectator Sports	30	405	$521.21	1.43	0.93	-32.6%
712	Museums, Historical Sites, Zoos, and Parks	14	154	$330.93	1.22	1.10	-3.8%
713	Gambling, Recreation, Amusement Industries	113	2,377	$339.75	1.39	1.56	12.7%

Within the sector Gambling, Recreation, Amusement Industries have the highest LQ, and also exhibits star behavior – a rising LQ that implies the industry is becoming even more specialized over time. Performing Arts and Spectator Sports is mature – that is the LQ for this sector, while still high, has been declining over time.

Manufacturing

TABLE 20: MANUFACTURING ROCKINGHAM COUNTY LOCATION QUOTIENTS

	Rockingham County -		Average Annual 2010				
			Average	Average			Pct Chg in
NAICS			Annual	Weekly	LQ	LQ	Jobs from
Code	Industry	Units	Employment	Wage	2005	2010	2005 2010
31-33	**Manufacturing**	**464**	**13,123**	**$1,300.66**	0.92	1.04	-8.7%
311	Food Manufacturing	32	1,187	$1,088.94	0.71	0.75	3.0%
312	Beverage and Tobacco Product Manufacturing	7	228	$940.45	1.30	1.13	-17.7%
321	Wood Product Manufacturing	19	199	$891.55	0.90	0.53	-64.3%
322	Paper Manufacturing	6	84	$810.06	0.18	0.19	-10.6%
323	Printing and Related Support Activities	40	377	$788.91	0.99	0.70	-46.5%
324	Petroleum and Coal Products Manufacturing	5	158	$1,301.67	1.00	1.29	27.4%
325	Chemical Manufacturing	20	851	$1,354.59	0.69	0.98	27.4%
326	**Plastics and Rubber Products Manufacturing**	**21**	**985**	**$956.47**	**1.34**	**1.43**	**-16.7%**
327	**Nonmetallic Mineral Product Manufacturing**	**17**	**718**	**$1,094.79**	**1.83**	**1.79**	**-29.5%**
331	Primary Metal Manufacturing	6	339	$910.34	0.63	0.85	5.0%
332	Fabricated Metal Product Manufacturing	102	1,966	$1,217.87	1.15	1.40	2.3%
333	Machinery Manufacturing	30	1,640	$2,022.53	1.10	1.50	17.0%
334	**Computer and Electronic Product Manufacturing**	**70**	**2,540**	**$1,515.99**	**1.94**	**2.10**	**-9.1%**
335	**Electrical Equipment/Appliances Manufacturing**	**15**	**669**	**$1,208.56**	**1.28**	**1.71**	**9.5%**
337	Furniture and Related Product Manufacturing	22	263	$909.33	0.53	0.67	-20.1%
339	Miscellaneous Manufacturing	34	437	$1,061.78	1.01	0.70	-39.3%

Within the Rockingham County Manufacturing sector, Computer and Electronic Product Manufacturing, and Electrical Equipment/Appliances Manufacturing show high export potential, (LQs close to 2) in 2010, although their steady trend in LQs from 2005 to 2009 suggests that these are becoming mature industries in Rockingham County. Machinery Manufacturing shows characteristics of being a rising star industry, with an LQ of 1.10 in 2005 rising to 1.50 in 2010. Other manufacturing sectors including Wood Product Manufacturing and Furniture and Related Product Manufacturing, do not show as high a level of export potential. As can be seen on the above table, all of the manufacturing sectors pay relatively high average weekly wages.

TABLE 21: MANUFACTURING NASHUA LOCATION QUOTIENTS

	Nashua NH-MA NECTA Division, NH Portion -		Average Annual 2010				
NAICS Code	Industry	Units	Average Annual Employment	Average Weekly Wage	LQ 2005	LQ 2010	Pct Chg in Jobs from 2005 2010
31-33	**Manufacturing**	**489**	**21,293**	**$1,479.08**	**1.72**	**1.89**	-15.1%
311	Food Manufacturing	19	552	$1,075.36	0.27	0.39	34.3%
312	**Beverage and Tobacco Product Manufacturing**	**7**	**462**	**$1,372.67**	**3.18**	**2.60**	**-25.0%**
313	**Textile Mills**	**8**	**291**	**$1,102.49**	**1.97**	**2.53**	**-35.0%**
314	Textile Product Mills	4	15	$360.58	n	n	n
315	Apparel Manufacturing	4	45	$894.47	0.22	0.29	-22.4%
316	Leather and Allied Product Manufacturing	n	n	n	n	n	n
321	Wood Product Manufacturing	13	164	$921.46	0.67	0.49	-57.5%
322	**Paper Manufacturing**	**10**	**695**	**$819.91**	**1.76**	**1.80**	**-21.3%**
323	Printing and Related Support Activities	32	317	$853.22	1.00	0.66	-51.8%
324	Petroleum and Coal Products Manufacturing	n	n	n	n	n	n
325	Chemical Manufacturing	21	477	$1,195.49	0.44	0.62	19.8%
326	Plastics and Rubber Products Manufacturing	26	1,110	$955.01	1.17	1.80	16.1%
327	Nonmetallic Mineral Product Manufacturing	18	399	$1,019.08	1.33	1.09	-42.8%
331	**Primary Metal Manufacturing**	**12**	**974**	**$1,010.30**	**2.67**	**2.74**	**-23.5%**
332	**Fabricated Metal Product Manufacturing**	**96**	**1,887**	**$1,160.93**	**1.32**	**1.51**	**-8.5%**
333	**Machinery Manufacturing**	**41**	**2,225**	**$1,951.53**	**1.21**	**2.29**	**54.4%**
334	**Computer and Electronic Product Manufacturing**	**117**	**10,213**	**$1,734.58**	**9.27**	**9.50**	**-18.0%**
335	Electrical Equipment/Appliances Manufacturing	11	264	$1,528.30	0.96	0.74	-37.9%
336	Transportation Equipment Manufacturing	n	n	n	n	n	n
337	Furniture and Related Product Manufacturing	13	99	$969.08	0.21	0.28	-18.9%
339	Miscellaneous Manufacturing	32	1,039	$1,012.30	2.12	1.88	-26.9%

Computer and Electronics Product Manufacturing in the Nashua NECTA has an LQ of 9.5, making it the most important base (or export) industry in the region. This high LQ is probably due to the presence of large defense electronics manufacturers, like BAE Systems, in the area. Primary metal manufacturing, Machinery manufacturing, and Textile mills are also important base industries in the Nashua area.

Other Notable Changes in the REDC Region

There were several notable changes for major employers in the REDC region in the last year:

- BAE Systems of Nashua laid off 50 New Hampshire employees in March 2012. The defense contractor's Electronic Systems saw the workforce reduction, even as BAE said it had put a strategy in place to build markets and grow the business. BAE is the largest manufacturing employer in the city. BAE Systems estimates that its $491 million in direct payroll and 4,515 employees around the state created a total economic impact of $586 million in 2011. The company noted that BAE Systems suppliers are located in 60 different cities and towns around New Hampshire. BAE Systems employees also contributed $2.4 million in cash and in-kind services to area civic, charitable and educational institutions in 2011.

- Cobham, a British defense and aerospace firm, plans on adding 130 new jobs as a result of a 140,000 square foot expansion to its facility in Exeter. The company makes components for radar systems in ships, submarines and aircraft, and employs about 10,000 people worldwide. Some of the company's employees have been working with the University of New Hampshire to recruit more electrical engineers, and a worker is serving on the board of directors for the New Hampshire machining Association to find more tradesmen.
- L-3 Insight Technology, a defense manufacturer in Londonderry, won a $493 million contract to produce rifle-mounted laser scopes for the US Army. The micro-laser range finder operates on infantry rifles, machine guns, and the remote weapons station of the STRYKER armored combat vehicle. Approximately 1,100 people work at the Londonderry facility.
- Reports that New Hampshire might lose a high-tech business opportunity to Florida were premature, according to state officials. The state supposedly was competing with Florida to land a new global and research headquarters for Teledyne Oil & Gas – a technology company that specializes in deep-sea engineering solutions – but one company executive said New Hampshire was never in the running. David Dunfee, president at Teledyne D.G. O'Brien in Seabrook, said the rumors swirled because Teledyne Oil & Gas applied for grants and incentives in Florida, but it only listed New Hampshire as a "competing site" because the corporation has offices there.
- Enterasys computer is returning to New Hampshire from Andover, Massachusetts, and locating in Salem. The global hardware, software and communication services company, which was a division of Cabletron ten years ago, will move 540 jobs to Salem by January 2013. The company has said it may hire an additional 80 employees once it arrives in New Hampshire.
- Commercial development around the southern part of the Manchester-Boston Regional Airport may be stalled without more commercial development money. With the completion of the airport access road from the Everett Turnpike to the airport, the 1,000 acre tract around Pettengill Road in Londonderry is now accessible. The site has a potential to host about 4 million square feet of commercial-industrial space, which could host 4,000 to 5,000 jobs. While the engineering plans have been developed and required permits obtained by the town of Londonderry, more funds will be needed to develop the property.
- Atrium Medical of Hudson, New Hampshire is considering relocating to Merrimack, New Hampshire, and building a new office, warehouse, research and manufacturing complex near the Nashua city line. That would enable the company to expand from its current workforce of 480 in Hudson to nearly 700 workers at a new facility in Merrimack. Atrium Medical manufactures more than 2.7 million sterile medical products used in cardiac cath-labs and operating rooms.
- The Nashua Regional Planning Commission received a $3.3 million grant for the New Hampshire Sustainable Communities Initiative. The grant is intended to increase the capacity of the nine regional planning commissions in New Hampshire so that those groups can create sustainable regional plans, which would then be coordinated into an overall state strategy.
- The Community College system has received a $19.9 million federal grant to train the advanced manufacturing workforce. Great Bay Community College (located in Portsmouth, NH) noted that the US Department of Labor grant is focused on building

American workforce capacity so that more jobs are not lost overseas. Companies in the area, including Albany International, have been looking for new employees but were not able to find the skill sets that they needed locally. The college, which abandoned they Computer Numerical Control (CNC) machining program a few years ago due to the expense of the program, will hopefully reinstate the program for precision manufacturing, project management and team building.

- The Regional Economic Development Center of Southern New Hampshire (REDC) will be building a business training center in Raymond, New Hampshire. The center is expected to assist in the training of displaced manufacturing workers in skills for technology related businesses and provide resources to local businesses to help them expand.

New Hampshire Economic Conditions

In addition to the series on the impact of the national recession on the New Hampshire economy, the monthly *New Hampshire Economic Conditions* reports provide ongoing information on the status of the New Hampshire economy. During the past year, these monthly reports have highlighted the following issues:

Median Household Income.

New Hampshire has been at or near the top of all states in median household income for a number of years. New Hampshire's median household income in 2009 was $64,131. This ranked fourth in the nation but by very little. The top four states were in a very tight circle differing only by $720. Connecticut ($64,851), New Jersey ($64,777) and Maryland ($64,186) edged out the Granite State. This followed two years where New Hampshire held the top spot

Over the past quarter century New Hampshire has consistently been among those states with the highest median household income. Using the three-year moving average to compare over time, New Hampshire has led the nation three times, ranked third three times and fourth four times. There has been no time since the 2000-2002 report when New Hampshire has fallen below 4th in the nation. In the nine years prior to that, New Hampshire ranked between sixth and tenth among the states.

Middle Skill Jobs in New Hampshire.

Some occupations require extensive training — Pharmacists, Veterinarians, and Lawyers, for example, require advanced degrees. Other occupations require little training beyond that which is provided on the job. Regardless of the required amount of education and training, opportunities for employment are expected in 2012.

For those with at least a high school diploma, but who are not interested in spending four or more years in college, there is a wide variety of occupations to explore. Occupations requiring an educational background in between a high school diploma and a bachelor's degree may be classified as middle-skill jobs. These middle-skill jobs are expected to be the source of many opportunities for employment according to short-term projections through mid-2012.

Middle skill jobs are defined as occupations requiring long-term on-the-job training (including apprenticeships), work experience in a related occupation, postsecondary vocational education such as a massage therapy or cosmetology program, or an associate's degree.

Middle-skill jobs appear in all but one of the 22 different job families, with many of these families having a large percentage of occupations and a significant percentage of openings for jobs in these skill levels. The highest share is in Installation, maintenance, and repair occupations where nearly two of every three occupations can be classified as a middle skill job. Middle-skill jobs account for more than 70 percent of projected openings in this job family, led by Automotive service technicians and mechanics with 87 openings each year and Heating, air conditioning, and refrigeration mechanics with 50 openings. Both of these occupations generally require a postsecondary certificate. Their bosses, Supervisors of mechanics, installers, and repairers (expected to have 63 openings) usually require work experience in a related occupation.

Of the middle-skill occupations in this job family, nearly half of the occupations require postsecondary training with the other half requiring long-term on-the-job training or work experience in a related occupation. One occupation, Medical equipment repairers, generally requires an associate's degree to become qualified to work.

In the Protective services family, there are a total of 19 occupations, and 11 of them fall into the middle-skill educational level, requiring more than short- or medium-term training and less than a four-year degree. Of those, Police and sheriff's patrol officers had the largest number employed in 2010 second quarter and have the largest number of projected openings through 2012 second quarter. About 80 openings are projected over the two years. In New Hampshire, long-term on-the-job training is required, including attending the New Hampshire Police Academy. Firefighters are also expected to have at least 50 openings each year, with full-time career fire fighters requiring state certification.

Just under half of Healthcare practitioners and technical occupations and a third of individual occupations in Healthcare support occupations are middle-skill. Combined, nearly two thirds of the projected openings for health care occupations are middle-skill. Among these are a variety of technical jobs that require some level of postsecondary training. An associate's degree will prepare graduates to begin employment as Dental hygienists and Registered Nurses, where 39 and 392 annual openings, respectively, are expected through 2012 second quarter. Other occupations with fewer openings at this training level include Veterinary technologists and technicians (32 openings) and Medical records and health information technicians (29). Postsecondary certificate programs can prepare graduates to work as Nursing aides, orderlies, and attendants (185); Licensed practical and vocational nurses (113); and Massage therapists (55).

Short term employment projections

The most recently released short term projections for New Hampshire, covering the period second quarter 2011 to second quarter 2013, reflect a tough labor market, with meager employment growth. During this period, the state is expected to add about 7,735 jobs, growing by 1.3 percent over the eight quarters, or 0.6 percent annually. In comparison, in the long term projections from 2008 to 2018, employment growth is projected at 0.9 percent annually. Tepid consumer demand and cost control in government spending are the two main factors for the projected slow growth in the short term. Since 2000, the annual growth rate for covered employment in New Hampshire only reached above 1.0 percent in the period 2003 to 2006.

The highest job growth is expected to occur in the Professional, Scientific, and Technical Services sector, and the Administrative and Waste Management Services sector, both increasing by 3.5 percent over the time period, and together accounting for 2,000 added jobs. Accommodation and Food Services will grow at a slower rate, but still add almost 1,500 jobs. Health Care and Social Assistance will add another 1,300 jobs from the middle of 2011 to the middle of 2013.

Employment projections for industries and occupations are developed for both long and short term. Long term employment projections look at a ten-year time frame, while short term projections focus on a two-year (eight quarter) period. Though both types of projections are statistically based forward estimates of employment, long term projections reflect the structural changes in the economy, whereas short term projections follow the business cycle fluctuations.

When analyzing structural economic changes, population and income are important considerations. Over the course of ten years, the state's population can grow by thousands of residents. Between 2000 and 2010, New Hampshire expanded by 76,000 people. Population expansion translates to increased demand for housing, educational services, health care, and consumer goods. The demographic composition of the population is also an important factor when projecting employment in the long term. New Hampshire's population is growing older. According to the 2010 Census, the state's median age was 41.1 years, making it the fourth oldest state in the nation. Older residents create greater demand for health care services, and less demand for educational services, which in turn affects demand for workers in those industries.

Income also plays a part in estimating employment in the long term. Higher income stimulates demand for goods and services, providing employment opportunities for the workers providing those goods and services.

What Makes up New Hampshire's Per Capita Personal Income?

New Hampshire's per capita personal income grew from $34,087 in 2000 to $44,084 in 2010. This ranked ninth highest among the states, and represented a 29.3 percent increase over the decade.

Personal income is the income that is received by persons from all sources. It includes wage and salary disbursements and supplements, proprietors' income with capital and inventory adjustments, rental income with capital adjustments, personal dividend, interest and transfer income. Contributions for government social insurance are then subtracted. To obtain the per capita personal income value, total personal income is then divided by the resident population. Per capita personal income is frequently used to compare incomes in different states because states with a larger population would understandably have a larger total personal income.

The growth in total personal income was highly influenced by the trends in employment in the state because the earnings by place of work component contribute roughly 70 percent of total personal income. Earnings by place of work, adjusted to 2010 dollars, grew from 2000 through 2006 following the increases in employment. From 2007 through 2009, earnings by place of work declined each year as a result of shrinking employment from the Great Recession.

Bankruptcy filings

There were 5,658 bankruptcy filings in New Hampshire during 2010. That was an average of 471.5 bankruptcy filings per month. There have been 3,691 filings during the first nine months of 2011, averaging about 410 filings per month. That is a drop of over 60 filings per month. If this rate continues, there will be about 4,920 filings for 2011, a lower total than seen for the last two years. Bankruptcy is seen as a last alternative for settling outstanding debt because it equates to an "everybody loses" scenario. A bankruptcy means that the creditor does not get paid, in turn reducing that creditor's ability to keep current with its own expenses. The recent downturn in the economy and the weak recovery since June 2009 has affected many individuals who lost jobs and affected businesses with reduced business activity and unpaid services. Bankruptcy has been the legal way out of debt for those with no other options available.

The highest number of filings in New Hampshire was in 2005 with 6,097 bankruptcy filings. This was partly due to a change in the law that became effective November 1, 2005. The change involved an increase in repayment obligations and financial restrictions for those filing bankruptcy. The number of filings rose sharply as those in debt rushed to file to avoid the more stringent rules. Another requirement of the 2005 law is that debtors must get credit counseling before filing.

High Tech Employment

The 2010 annual average high tech employment in New Hampshire was 60,843 workers. High tech jobs represented 11.9 percent of New Hampshire's total private employment. In comparison, high tech employment nationally was 11.4 percent of total private employment. High tech employment is followed because, among other reasons, these industries typically have higher wages than the overall industry average.

Employment prospects in high tech occupations are generally positive, as evidenced by above-average expected growth, high educational requirements, and above-average wages. The annual growth rate for all occupations is projected to be 0.6 percent from 2011 Q2 to 2013 Q2. In comparison, the annual growth rate for high technology occupations is 1.2 percent. Employment for Engineers and Computer and mathematical occupations is expected to grow at a rate more than double the average for all occupations.

All of the high technology occupations require an Associate's degree or higher level of education to qualify for employment, with the exception of Surveying and mapping technicians (SOC 17-3031), which requires work experience learned through on-the-job training.

Based on Occupational Employment Statistics (OES) data from June 2011, the median hourly wage for all occupations was $16.98. All of the high technology occupations (with available data) were above that rate of pay, with the exception of Forest and conservation technicians High-Tech and Social science research assistants. Since almost all of the high tech occupations require some postsecondary education, higher pay for high tech workers supports consistent evidence that higher education levels equate to higher earnings. The outlook for many of the computer-related occupations is especially bright as both rates of pay and estimated employment levels are high. Out of the ten high tech occupations expected to have the most job opening annually, seven are computer-related.

Labor Force Participation

New Hampshire's average labor force participation rate (LFPR) in 2010 was 70.3 percent. This rate measures the share of the civilian population age 16 and older that is in the labor force (both employed and unemployed). New Hampshire has gained position in the state ranking, rising from tenth highest in 2007 to eighth highest in 2010, even though the average labor force participation rate has gradually dropped 0.6 percentage point from 70.9 percent in 2007.

Women made up a slightly larger portion of New Hampshire's civilian non-institutional population (16 years and older) from 2007 to 2010, with just over 51 percent each year. Men made up the balance with roughly 49 percent. Youth, all individuals age 16 to 19 years, were 7.5 percent of the civilian population in 2007, but that share had declined to 6.4 percent by 2010.

It is unclear if the overall decline in New Hampshire's labor force participation rate is the sole result of the economic recession. It could be that the recessionary effects are working in tandem with changing demographics. The first of the baby boomer generation became eligible for Social Security retirement benefits in late 2007, timing that coincided with the most recent recession period. Baby boomers are one of the largest generational cohorts and as these individuals age and retire, they would still be counted as part of the civilian non-institutional population but would not be included in the labor force if they are not either working (even part time) or actively seeking employment. New Hampshire's population has one of the higher median ages in the nation. The number of individuals in the age cohort moving into the 16 to 19 year group is not as large as the number of baby boomers exiting the labor force. Since the baby boomers are still counted in the civilian non-institutional population, as they retire and leave the labor force in large numbers, the labor force participation rate will decline.

Union Membership

Just over eleven percent (11.1 percent) of New Hampshire's workers were members of a union in 2011. This was slightly lower than the national average of 11.8 percent. New Hampshire's share of union members among the total workforce ranked 24th highest among all states and the District of Columbia. New York had the highest share with about 25 percent of workers belonging to a union, and North Carolina had the lowest share, three percent, of workers belonging to a union.

The number of workers who are covered by a union contract (those represented by a union), was slightly higher. In New Hampshire, 12.5 percent of workers were represented by a union, compared to 13.0 percent nationally. As seen in the number of workers with union memberships, New Hampshire ranked 25th from the top among the states and the District of Columbia in workers represented by a union.

Among the New England states, New Hampshire held the smallest share of both workers who were union members and those who were represented by unions in 2011, while Rhode Island had the highest share for both measures. Massachusetts had the highest total number of union members and those represented by unions, but ranked third for both measures when comparing percent of employed workers.

Part III – Development Strategies and Activities

A. Past Year's Activities

Rockingham Economic Development Corporation (REDC) continued to build upon its partnership with the Economic Development Administration (EDA) of the U.S. Department of Commerce. Working in collaboration with the Rockingham Planning Commission (RPC) and the Nashua Regional Planning Commission (NRPC), REDC has fulfilled its responsibilities as the designated administrator for the Rockingham Economic Development District (EDD). Not only has REDC maintained its annual "grass-roots" CEDS planning process, supported regional economic development projects and provided technical assistance to economic development stakeholders at the local level, the agency has also increased funding opportunities for its communities and embraced the expansion of the EDD to include additional communities.

1. Program and Project Highlights

REDC continued its partnership with EDA through the maintenance of the "comprehensive, continuous grass-roots" CEDS planning process that has resulted in the Annual CEDS Update for 2012. Through the use of the EDA Planning Investment Grant, REDC has brought together economic development stakeholders in the region through four (4) CEDS Steering Committee meetings, outreach to the municipalities, non-profits and the business community and sponsorship of forums.

Below is a summary of the program and projects REDC participated in or helped facilitate during the 2011-2012 CEDS planning cycle.

1. **CEDS**:
    a. In October 2011, REDC welcomed several new members and said goodbye to a few longer-term members. The Steering Committee meets the EDA's requirement that at least 50% of the members represent private industry.
    b. In November 2011, the CEDS Steering Committee held its first meeting. Focus was on the upcoming year and goals to accomplish.
    c. In October - December 2011, REDC collected updates to and submissions for new projects for the CEDS Priority Project List.
    d. In February 2012, REDC held the second Steering Committee meeting. The focus was on Priority Projects and technical/trade training programs. In addition, we heard an informative presentation on the new WorkReady NH program. The goal of this state-wide program is to help unemployed and under-employed residents better prepare for the work conditions in today's workplace. (For more on this topic, please see Part III, Section A.2, below.)
    e. In March-April 2012, REDC worked in conjunction with the local Regional Planning Commissions to complete the data collection for the 2012 CEDS update. In addition, several key sections of the update have been completed.
    f. In April 2012, REDC held the third Steering Committee meeting. The focus was on the economic impacts to the region of proposed nitrogen discharge requirements for area wastewater treatment plants. (For more on this topic, please see Part III, Section A.3, below.)
    g. In April-June 2012, REDC completed the 2012 CEDS update.

h. In June 2012, REDC held the fourth and final CEDS Steering Committee meeting. In addition, the REDC Board of Directors approved and ratified the 2012 CEDS Update.

2. **Brownfield's EPA grant award**: REDC received a $1 million dollar Brownfield's grant, which took effect October 1, 2010. This fund will be used to make loans and grants to clean up Brownfields sites throughout the region. This will support the CEDS goal of redeveloping Brownfields sites. REDC continued to work with the Town of Hudson and its application for a recreation field. In March 2012, significant movement forward was made on the Hudson project. Initial work has been started on projects in other communities throughout the region.

3. **Smuttynose Brewery Expansion**: REDC continues to work with the Town of Hampton and the developer of this important Priority Project to complete the pre-construction requirements of the grant award. The town entered into a contract with an engineering firm to complete the design. Bid packages were distributed in January 2012, and a contract was signed with a construction firm on March 31, 2012. Final completion of the project is on schedule for fall 2012.

4. **REDC Regional Business Development & Training Center**: REDC plans to relocate our offices to Raymond, NH, locating our facility in a distressed area and centrally positioning REDC within our large region. In addition, we will be including a much needed regional business development and training center to provide local entrepreneurs with access to instruction, computers, and reference materials to facilitate the creation of new rural businesses and the expansion of existing businesses. On March 27, 2012, we were notified by EDA Regional Director Willie Taylor that we were awarded a $432,185 grant to help complete this important project. REDC is already in the process of working with EDA to complete the pre-construction conditions. The first step is to put out an RFP for architectural and engineering services which is due back in June 2012.

5. **Events and Outreach:** REDC continues to present at business expos, chamber of commerce events, planning boards and commissions and economic development committee meetings as well as working with congressional representatives to further economic development in the region. Some highlights include;

    a. At its February 1, 2012 CEDS Steering Committee, REDC hosted a public event to inform our region about WorkReady NH, an important new program to assist under and unemployed residents in New Hampshire. Program highlights were presented by Christopher Lawrence, State-Wide Liaison for WorkReady NH, outline the state's initiative to address gaps in worker readiness. The WorkReady NH program focuses in the areas of math, reading and problem solving. It also addresses the so-called "soft skills" such as workplace behaviors, teamwork and communications needed in today's work environment. The program is open to unemployed and under-employed New Hampshire residents.
    b. State of the State presentation in January 2012 in Concord which discussed small business development and financing challenges and opportunities.

c. The REDC hosted a public forum titled: ***Economics of Nitrogen: Challenges and Opportunities in the Great Bay Watershed*** on April 4, 2012. The discussion centered on the pending federal permit requirements for municipal wastewater treatment plants (WWTPs) in the region. Two communities in southeast New Hampshire have received draft operational permits from the US Environmental Protection Agency (EPA) that will require extensive and costly upgrades to their WWTPs. Five more communities are listed to receive draft operational permits from EPA in the coming months. The REDC workshop was held at the Stratham Municipal Complex and featured three speakers familiar with the issues. Speakers were Peter Wellenberger of the Conservation Law Foundation; Dean Peschel, representing the Great Bay Municipal Coalition; and John Boisvert, Public Works Commissioner for the Town of Stratham. Audience members included local officials, including selectmen, economic development directors, and town planners, as well as state officials and state agency staff.

6. **Lending:** Besides serving as the administrative entity for the Rockingham County EDD, REDC manages the Regional Revolving Loan Fund for thirty-one communities in Rockingham County NH and five communities in Hillsborough County as well as manages Community Development Block Grant (CDBG) funds to non-entitlement communities in the Counties. Additionally, REDC manages a revolving loan fund of $ 1,000,000 under the Intermediary Relending Program (IRP) for the United States Department of Agriculture (USDA) Rural Development.

In the past year, REDC has approved 16 loans totaling $2.3 million dollars, and leveraged millions more in private funding, and which have created or retained 207 new jobs in the region. Some new clients include Recesso Physical Therapy, Windham Orthodontics and Haycreek Hospitality.

2. Workforce Development

a. WorkReady NH

At its February 1, 2012 meeting, the CEDS Steering Committee had the opportunity to hear Christopher Lawrence, State-Wide Liaison for WorkReady NH, outline the state's initiative to address gaps in worker readiness. The WorkReady NH program focuses in the areas of math, reading and problem solving. It also addresses the so-called "soft skills" such as workplace behaviors, teamwork and communications needed in today's work environment. The program is open to unemployed and under-employed New Hampshire residents.

WorkReady NH helps job-seekers by improving their skills and adding a nationally recognized credential to their resume. The program utilizes standardized assessment testing to identify gaps in abilities and adds training to strengthen the weaker areas. Upon successful completion of the program, a job-seeker will earn bronze, silver, gold or platinum level certification. Each certification level corresponds to a skill set needed for success within a range of specific jobs.

The program provides individual evaluation, instruction and credentialing in key skill areas, identified by employers as essential to workplace success. The WorkReady NH program will:

1. Assess job-seekers' basic workplace skills in Applied Mathematics, Reading for Information, and Locating Information using the WorkKeys® Assessments from ACT, a nationally recognized standardized testing program;

2. Help job-seekers improve in these skill areas to earn a National Career Readiness Certificate at the bronze, silver, gold or platinum level through the self-paced and fully online KeyTrain™ learning modules;

3. Provide classroom instruction in "soft-skill" practices identified by employers as key to workplace success;

4. Upon completion, provide a nationally recognized credential that signals to employers that the WorkReady NH participant has mastered key work-related skills and is ready to become a valuable employee.

WorkReady NH is an initiative of the Community College System of New Hampshire, the Office of Governor John Lynch, the NH Department of Resources and Economic Development, and the NH Department of Employment Security. WorkReady NH is offered at four of the NH Community Colleges:

- Great Bay Community College (Portsmouth)
- Manchester Community College
- River Valley Community College (Claremont and Keene)
- White Mountains Community College (Berlin, Conway, Littleton)

In June 2012, the WorkReady NH program announced it is expanding the program to include under/unemployed persons from ages 16 years and older, dropping the age cap from 18 years and older. Christopher Lawrence, statewide liaison for WorkReady NH, said in a press release, "By extending WorkReady NH to include 16- to 18-year-olds, we can assist a population that is not typically able to access professional development opportunities. We are able to help them build their resume and portfolio and at the same time have a real-life business experience in a job simulation format. The program was shaped to help people prepare for an effective job search and be successful once they're hired."

b. Technical and Trade Training Programs

At the first CEDS Steering Committee meeting of this planning year, the committee members held a discussion regarding the lack of properly trained workers to fill basic jobs such as electricians, plumbers and machinists. This lead to a discussion about what training is available to the residents and workers of Southern New Hampshire. The committee identified the lack of training opportunities – or the lack of information about what opportunities are available – as a top priority for review during the 2012 CEDS Update.

At the request of the Steering Committee, REDC compiled a comprehensive list of technical and trade training programs available in and around Southern New Hampshire. The focus for our research was primarily on trade programs such as electrical, plumbing, HVAC, welding, machinery, advanced machinery/CNC, and other like programs. The goal of this project was to gather the program information, locating it in one central place, and putting into a useful and usable format. We utilized the internet to gather much of the available information. In addition, a special thank you goes to Committee member Lin Tamulonis (Great Bay Community College) for supplying REDC with additional sources of information.

A summary of REDC's findings is list in Table 22. Following the table is a summary of the programs by location.

TABLE 22: SUMMARY OF TECHNICAL AND TRADE TRAINING PROGRAMS IN AND AROUND THE GREATER SOUTHERN NH REGION

	CAD	CNC	Construction/ Maintenance	Electrical/ Electronics	Fabrication	HVAC	LP/Gas	Machining/ Manufacturing	Piping Design	Plumbing	Septic/ Well	Sheetmetal	Welding
Concord	√			√									
Dover				√						√			
Hooksett										√			
Hudson				√									
Keene	√	√	√	√				√		√			
Laconia				√				√		√			
Manchester	√	√	√	√		√	√	√		√	√		√
Nashua	√			√				√	√			√	
Portsmouth *		√		√	√	√		√				√	√
Seabrook			√										
Maine													√
Boston	√	√	√	√		√		√					√
online			√	√		√	√						

* Portsmouth Naval Shipyard is a paid apprenticeship program with the US Navy.

More detail about the programs is listed below. In addition, REDC has put all of this information in a searchable format on its website. Included with the website material is a map outlining where serves are provided.

Southern New Hampshire

Concord

- NHTI Concord's Community College: http://www.nhti.edu/academics/programs.html
  - Electrical Engineering Technology Degree
  - Computer Aided Design (CAD) Certificate Program
- IBEW Local Union 490: http://www.ibew490.org/
  - State approved electrical apprenticeship program

Dover

- Dover High School: contact DHS.journeyman@dover.k12.nh.us
  - State sponsored electric & plumbing programs

Hooksett

- NH Plumbers & Pipefitters UA Local 131: http://www.ualu131.org/
  - State approved plumbing apprenticeship program

Hudson

- Wilbur H. Palmer Vocational-Technical Center: contact jdube@alvirnehs.org or cnoonan@alvirnehs.org
  - State sponsored electrical program

Keene

- Keene Community Education: http://www.keenecommunityed.org
  - State sponsored electrical & plumbing programs
  - CNC & Machining coursework
- Keene State College: http://www.keene.edu/
  - Regional Center for Advanced Manufacturing (opens September 2012)
  - Home Inspection, HVAC and Natural Gas operations *online courses*
  - CAD, Machining & CNC Certificate program
  - Building and Home Inspection Certificate program

Laconia

- Laconia Adult Education: http://www2.laconiaschools.org/adulted/
  - State sponsored electric & plumbing programs
- Lakes Region Community College: http://www.lrcc.edu
  - Electrical Technologies Associate Degree programs
  - Electrical, Fire Protection, Wiring Certificate programs
  - Manufacturing Technician Training (non-credit)
  - Customized on-site Manufacturing Training

Manchester

- Manchester School of Technology (MST): http://trc.mansd.org
  - State sponsored electrical & plumbing programs
  - Welding, Machining, and CNC course work (2 year programs)
- Manchester Community College: http://www.mcc.commnet.edu/
  - Electrical Code Update, Building Analyst and Home Inspection non-credit course work
  - Building Construction Technology, Electrical Technology, HVAC and Welding Certificate programs AND 2-year degree programs
  - CAD, CNC and machining Certificate program
- Granite State Trade School: http://granitestatetradeschool.com/
  - LP and Natural Gas, Plumbing, Septic Design and Well Installation course work (for licensing)

Nashua

- Nashua Community College: http://www.nashuacc.edu/
  - Machine Tool Technology 4-year, 2-year degrees, Certificate programs and non-credit course work
  - Electronic Engineering Technology 2-year degree program
  - CAD Certificate Program
- Visible Edge: http://visible-edge.com/ve-edu/index.htm
  - Mechanical Drafting design, Piping Design & Sheetmetal Design Certificate programs

Portsmouth

- Portsmouth Naval Shipyard: http://www.navsea.navy.mil/shipyards/portsmouth/Pages/Worker%20Skills%20Program.aspx
  - The Shipyard offers two technical trade apprenticeship programs. These are paid civilian jobs with the US Navy with focus on Sheetmetal, Welding, Machinist, Electronics, HVAC, CNC, and Fabrication

Seabrook

- Atlantic Green Energy: http://www.atlanticge.com/training/
  - Weatherization and Solar Energy training courses

Southern Maine

Sanford

- Sanford Adult Education: http://sanford.maineadulted.org/
    - Welding course work

Wells

- Wells Maine Adult Education: http://wells-ogunquit.maineadulted.org/
    - Welding course work

Boston, Massachusetts

- Benjamin Franklin Institute of Technology: http://www.bfit.edu/
    - Electric Technology course work
    - HVAC Certificate program
- Wentworth Institute of Technology: http://www.wit.edu/continuinged/programs/workforce-training.html
    - AutoCAD, Machine Tooling, CNC, Electrician, Construction and Welding non-credit courses
    - Construction fields Certificate program

Online

- Tenet Electrical School: http://tenet-ed.com/
    - Electrical Apprenticeship and Code Update course work
- Keene State College: http://www.keene.edu/
    - Home Inspection, HVAC and Natural Gas operations course work

3. Great Bay Watershed: Water Quality & Economic Development

The REDC hosted a workshop titled: ***Economics of Nitrogen: Challenges and Opportunities in the Great Bay Watershed*** on April 4, 2012, for local decision makers about the pending federal permit requirements for municipal wastewater treatment plants (WWTPs) in the region. Two communities in southeast New Hampshire have received draft operational permits from the US Environmental Protection Agency (EPA) that will require extensive and costly upgrades to their WWTPs. Five more communities are listed to receive draft operational permits from EPA in the coming months. The draft permits require the WWTPs to reduce the amount of nitrogen being discharged into rivers draining into Great Bay. EPA is requiring communities to reduce the amount of nitrogen from WWTPs because EPA believes nitrogen is causing water quality degradation to rivers and Great Bay.

The REDC workshop was held at the Stratham Municipal Complex and featured three speakers familiar with the issues. Speakers were Peter Wellenberger of the Conservation Law Foundation; Dean Peschel, representing the Great Bay Municipal Coalition; and John Boisvert, Public Works Commissioner for the Town of Stratham. Audience members included local officials, including selectmen, economic development directors, and town planners, as well as state officials and state agency staff.

Workshop speakers were in agreement that scientific data from state agencies and other stakeholders illustrates that water quality in Great Bay and the rivers draining into Great Bay has suffered from the growth and development in the region. Pollution enters Great Bay and its rivers from septic systems, lawns, parking lots, roadways, and from WWTPs.

The economics of nitrogen issue has many stakeholders in the REDC region. Stakeholders include commercial and recreational fishermen and lobstermen that rely on clean water to provide critical fin fish and shellfish habitats, businesses and property owners living along shorelines, including marinas and restaurants, and the region's tourism industry that promotes access to safe and clean recreational opportunities in and on the water. The total cost of removing nitrogen from Great Bay and its rivers is not known at this time and many stakeholders, including municipalities in the REDC region, are advocating for additional studies to more accurately identify sources of nitrogen and alternative strategies for reducing nitrogen. The draft conditional permit from EPA to communities operating WWTPs will require communities to make multi-million dollar investments in infrastructure. With little federal or state funds available to communities to assist in these infrastructure improvements the funds will be raised through property taxes, water and sewer fees, and land development impact fees, resulting in higher costs to business and industry in the region.

The workshop highlighted disagreements amongst stakeholders about the solutions needed to protect water quality. The Conservation Law Foundation advocates for stringent operational permit requirements from EPA for WWTPs because WWTPs represent 30% of the nitrogen discharge into Great Bay and because the WWTPs are a known and identified source of pollution. The Great Bay Municipal Coalition advocates for less stringent operational permit requirements and an adaptive management plan that enables municipalities to have more time to upgrade WWTPs, spreading out the costs.

In addition to WWTPs, the workshop provided an opportunity to discuss other sources of nitrogen pollution impacting Great Bay, such as stormwater runoff from parking lots, roadways, and yards. Stormwater runoff, leaching from septic systems (which are not designed to remove nitrogen), and atmospheric deposition falling from the sky are also sources of nitrogen entering Great Bay.

A regional discussion on the economics of nitrogen will continue well past 2012 as municipalities, business, and citizens debate how to address water quality protection southeast New Hampshire.

B. EDA Funding Core Evaluation Criteria

On November 18, 2011, The Department of Commerce, Economic Development Administration (EDA) released an updated Federal Funding Opportunity (FFO) for specific grant programs. The changes are an update to FFO number EDA10142010EDAP (October 2010). A summary of the new FFO process and requirements is available on the EDA website (www.eda.gov). The new FFO number is FY2012EDAP111811.

The new FFO outlines a modified evaluation process and selection factors in order to place a stronger emphasis on the quality of a project rather than the content of an application. The changes to the new process do not impact what must be submitted as part of the application process, but rather changes the focus of the content, placing an emphasis on a project narrative that outlines in detail information about the project description, overview of the region's economic distress, and how the project aligns with the EDA's investment priorities. Applicants are strongly encouraged to provide a high-quality narrative that compellingly articulates a clearly defined regional economic gap, how the proposed project will meet this need, and the expected outcome(s) that will result from the proposed project. This should be

addressed in a concise manner; a voluminous application will not necessarily receive greater consideration.

Section A of Form ED-900 provides structured questions designed to assess the need and impact of a proposed project. While Form ED-900 itself provides space for responses, the applicant may substitute an expanded narrative in a separate attachment that references the questions in the ED-900, if needed to ensure that its application includes a clear, compelling justification for the project. It is REDC's experience that an expanded narrative is necessary to adequately address all of the EDA's requirements. This justification must include the following:

1. A specific description of the region, including information on the geography and regional assets of the area, which may include clusters, and workforce, physical, educational and financial infrastructure;
2. An overview of the economic distress of the region and the need for the project;
3. A description of the proposed project and a summary of how it will help address the identified need(s), consistent with the applicant's strategic planning document as discussed under section IV.C.1 of this FFO;
4. A description of how the proposed project aligns with EDA's investment priorities (listed below). Applicants that propose projects that do not align with EDA's investment priorities will not be as competitive as those that do. Applicants are strongly encouraged to review EDA's investment priorities, available on EDA's website at http://www.eda.gov/InvestmentsGrants/InvestmentPriorities.xml; and
5. Where a proposed project will be located outside of an area that specifically meets EDA's statutory distress criteria, the application should clearly document how the project will link to the distressed portion of the region and ultimately mitigate the distress.

Once again, EDA has established its investment priorities and requires applications to outline how a project will satisfy one or more of these priorities. Unlike in the previous FFO, these priorities are no longer weighted. All projects are evaluated to determine if they advance global competitiveness, create jobs, leverage public and private resources, can demonstrate readiness and ability to use funds quickly and effectively and link to specific and measureable outcomes. To facilitate evaluation EDA has established the following investment priorities:

1. **Collaborative Regional Innovation:** Initiatives that support the development and growth of innovation clusters based on existing regional competitive strengths. Initiatives must engage stakeholders; facilitate collaboration among urban, suburban and rural (including Tribal) areas; provide stability for economic development through long-term intergovernmental and public/private collaboration; and, support the growth of existing and emerging industries.
2. **Public/Private Partnerships:** Investments that use both public and private sector resources and leverage complementary investments by other government/public entities and/or non-profits.
3. **National Strategic Priorities:** Initiatives that encourage job growth and business expansion in clean energy; green technologies; sustainable manufacturing; information technology (e.g., broadband, smart grid) infrastructure; communities

severely impacted by automotive industry restructuring; natural disaster mitigation and resiliency; access to capital for small and medium sized and ethnically diverse enterprises; and, innovations in science, health care and alternative fuel technologies.

4. **Global Competitiveness:** Investments that support high-growth businesses and innovation-based entrepreneurs to expand and compete in global markets.
5. **Environmentally-Sustainable Development:** Investments that encompass best practices in "environmentally sustainable development," broadly defined, to include projects that enhance environmental quality and develop and implement green products, processes, places and buildings. For more information on EDA's engagement in environmentally-sustainable development, please see http://www.eda.gov/InvestmentsGrants/GreenGrowth.xml.
6. **Economically Distressed and Underserved Communities:** Investments that strengthen diverse communities that have suffered disproportionate economic and job losses and/or are rebuilding to become more competitive in the global economy.

The overall application process has not been modified. Applicants are still required to completed the same forms and meet quarterly application deadlines. There is still an optional preliminary review process that both the EDA and REDC highly recommend.

C. REDC CEDS Priority Projects

1. Project Selection Criteria

Using the 2011 CEDS Priority Project List, REDC utilized its "RFP" (Request for Projects) process to update and create the 2012 Priority Project list. The CEDS RFP process was updated in 2009. The RFP solicitation was expanded to include all communities within the CEDS Region REDC put together a package consisting of the 2011 Priority Project list, the 2010-2014 CEDS Goals and Objectives, the CEDS Project Criteria, an explanation of the CEDS process and projects, and a new Project Submission form. In addition, a form for "updates" to existing priority projects was included for those communities with projects already on the list. The request for new projects was also sent via email to all towns and followed by a telephone call. Forms were also available on the REDC website. Current project proponents received the CEDS Project Update form via email, postal service mail and a follow-up telephone call.

After collecting the new and updated project proposals, REDC staff reviewed each to ensure compliance with at least one of the six CEDS goals and objectives. Projects were presented to the CEDS Steering Committee throughout the year, and each new project was discussed in detail with the project proponents. REDC staff made recommendations for additions and changes to the CEDS Priority Project List based on its review of the materials submitted by the municipalities and organizations. The finalized list with recommendations was presented to the CEDS Steering Committee, which ratified the list at its February 2012 meeting.

A summary of the six CEDS Goals and Objectives is listed below:

1) Economic Development

To create high-skill, higher-wage jobs within innovative clusters as a means to diversify the regional economy and improve the economic conditions in the area.

- Develop a diversified industrial and commercial base that is competitive in the global economy;
- Target innovation clusters, such as “green” technology, high tech industries and biomedical firms;
- Foster growth of the job support network necessary to maintain the high-skill positions and cluster developments;
- Redevelop properties for industrial and commercial uses in “pockets of distress” areas, downtowns and village centers through the use of targeted financial resources; and
- Encourage the development of an economic development strategy and financial incentives at the state level that complements the business needs in southern New Hampshire.

2) Infrastructure Development

To invest in infrastructure improvements, such as roads, bridges, sewers, water facilities and broadband, and multi-modal transportation systems that will strengthen and diversify the regional economy.

- Maintain and expand the region’s infrastructure to address the needs of existing businesses and residences, as well as to accommodate the needs of new and expanding businesses;
- Target infrastructure improvements to “pockets of distress” in accordance with sustainable development principles;
- Expand public transit systems through investments in bus and rail service as a means to maximize the mobility of the workforce; and
- Identify and redevelop “brownfields” sites to return them to productive economic use.

3) Regional Cooperation

To develop cost-effective regional solutions to local problems as a means to improve municipal budgets and maintain the quality of life in the Region.

- Consolidate local services to create economic efficiencies and improve the effectiveness of service delivery;
- Develop regional partnerships through the regional planning commissions that encourage collaboration;
- Develop TIF-Districts and other economic development partnerships in order to create jobs; and
- Work collaboratively on the development and implementation of infrastructure projects that will lead to high-skill and higher-wage jobs.

4) Workforce Development

To leverage the resources available through the workforce development and university/community college systems to address the growing skill needs of the business community and regional workforce.

- Facilitate collaboration among the economic development stakeholders in the economic development, workforce development and education sectors to address the current and future skill needs of the business community and regional workforce;
- Identify and address the employment and skill needs of firms within the specific innovative clusters in the region;

- Support Green Launch Pad as a collaborative approach to university – private business partnerships;
- Foster workforce development at the high school and vocational, trade and technical school levels; and
- Collaborate with REDC on joint funding opportunities under the US. Department of Labor to address layoffs in the region.

5) Workforce Housing

To develop diversified workforce housing options for all income levels to ensure the availability of workers for expanding businesses and new firms in the Region.

- Work with employers, state and local housing and development entities, banks and private developers to encourage the development of workforce housing on a regional basis;
- Address the foreclosure issue as it has impacted the region and create new housing opportunities through the resolution of this issue;
- Promote pedestrian-friendly mixed-use (residential and commercial) developments in the downtowns and village centers of the region;
- Balance workforce needs with housing needs as a means to identify the extent of need for workforce housing in the region; and
- Develop financial incentives for communities to work together on a regional basis to address the region's workforce housing needs.

6) Environmental Preservation

To maintain the unique qualities of life in southern New Hampshire through the preservation of natural and historic resources and a balanced approach to economic development.

- Preserve and protect the region's natural and historic resources and open space through active maintenance efforts and purchases of additional vacant land;
- Encourage investment in environmentally sustainable development related to "green" products, processes and buildings as part of the "green" economy;
- Support the agricultural and fishing industries serving the region;
- Preserve and enhance the unique environmental and historic characteristics of the region;
- Address the high energy costs of the region through conservation initiatives and working with the public utility companies; and
- Promote tourism and recreational activities that reflect the historic, cultural and natural resources of the region.

2. 2012 Priority Project List

The RPF process brought in one new priority project for the 2012 CEDS. The Derry Rail Trail project (Derry, NH) was completed in November 2011 and was removed from the list. Due to uncertainty surrounding the future of the Squamscott Community Commons project coupled with the pending sale of the Linden Street property, the REDC Board voted in to remove the project from the 2012 Priority Project list at its March 2012 meeting. Finally, the West End Exit Two Subarea Construction Project (Salem, NH) was removed after numerous attempts to receive an update on the project.

One project, REDC's Regional Business and Development Training Center (Raymond, NH), was awarded a $432,185 EDA Public Works grant in March 2012. The following is the Priority Project List for 2012. For more detailed updates regarding each project, please refer to the Project Matrix and Project Details sections.

Short Term Priority Projects (0 – 24 months)

Project Name	**Sponsor/ Location**
Route 28 / Manchester Road Widening Project	Derry
Exeter Train Station: Parking Area Expansion	Exeter
Infrastructure Improvements for Smuttynose Expansion	Hampton
Pettengill Road Commerce Park	Londonderry
Front & Franklin Street Mill District	Nashua
Lamprey River Mill Re-Development	Newmarket
Development of Railroad Station	Plaistow
Greenland Well Upgrade	Portsmouth
Route 1A / Sagamore Bridge Replacement	Portsmouth
Raymond Route 102 Water Line Extension	Raymond
REDC Regional Business Development & Training Center	REDC sponsored Located in Raymond
NH Route 107 / I-95 Bridge Expansion	Seabrook
Route 1 Expansion South of Route 107	Seabrook
Route 107 West (of I-95) Development and Master Plan	Seabrook
Stratham Gateway Project	Stratham
Well Development/Testing/Permitting (Water System Phase I)	Stratham
Water System Treatment/Storage/Distribution Design (Water System Phase II)	Stratham
Waste Water Disposal/Testing/Permitting (Waste Water System Phase I)	Stratham

Intermediate Priority Projects (2-4 years to completion)

Project Name	Sponsor/ Location
Route 28 Water & Sewer Extension	Derry
Alrose Multi-Family Workforce Housing Project	Exeter
Bridge Street Waterfront Development Site	Nashua
Mohawk Tannery Cleanup & Redevelopment	Nashua
Black Bear Business & Industrial Park	Newmarket
Water/Waste Water Engineering & Needs Assessment	Plaistow
Flint Hill Eco-Sensitive Low Impact Design Business Park	Raymond
Exit 5 Economic Development Master Plan	Raymond
NH Community Fish Processing Facility By Yankee Fisherman's Cooperative (YFC)	YFC sponsored Located in Seabrook
Water Supply System Construction (Water System Phase III)	Stratham
Sewer Collection/Treatment/Disposal Design (Waste Water System Phase II)	Stratham
Waste Water System Construction (Waste Water System Phase III)	Stratham

Long Term Priority Projects (5+ years to completion)

Project Name	Sponsor/ Location
Hampton Intermodal Transportation Center	RPC/Hampton sponsored Located in Hampton
Pelham/Route 38 Water/Sewer Study	Pelham
Regional Biosolids/Septage Treatment Facility	Portsmouth
Town of Raymond Route 101 Exit 4 Development	Raymond
Stratham Town Center Project	Stratham

3. Project Matrix

2012 REDC / CEDS PRIORITY PROJECT MATRIX

SHORT TERM PRIORITY PROJECTS (0 – 24 MONTHS TO COMPLETION)							
Project Name	***Project Description***	***Project Proponent***	***Estimated Cost***	***Possible Funding Source***	***Start Date***	***Goals Targeted***	***Update from 2011***
Derry Rail Trail	Construction of a rail trail	Derry	$250,000	Local, State, Private, EDA	n/a	2, 3, 4	8,100-ft section completed. Project finished Nov. 2011 REMOVE FROM LIST.
Route 28/Manchester Road Widening Project	Reconstruction of approximately 3,350 sf (0.65 miles) of Route 28, a vital industrial and municipal corridor	Derry	$6.5 million	Funding secured	On-going	2	Project went to bid Oct. 2011, bond sale Nov. 2011. Construction has started and expected finish date is Nov 2012
Squamscott Community Commons – LEED Certified	Renovation of existing building for to house service organizations and community center.	Squamscott Community Coalition	$5 million	HUD, CDIP, local, private, brownfields	n/a	1, 3, 4, 6	Project on hold due to costs. No longer using Linden Street location, sold land to YMCA. REDC Board of Directors voted to remove this project from the Priority Project List at its 3/15/12 meeting. REMOVE FROM LIST
Exeter Train Station Parking Area Expansion	Expansion of existing parking area adjacent to the Exeter Train Station.	Exeter	$1.35 million	Local, private, CMAQ, DOT, TIF	2012	2, 6	No changes.
Infrastructure Improvements for Smuttynose Expansion	Completion of required offsite improvements and construction of a LEED certified development to expand current business.	Hampton	Infrastrctr. only: $700,000	EDA, State, Local, private	2012	1, 4, 6	EDA application awarded $250,975 for offsite sewer improvements. Working w/Town and EDA on grant conditions, construction to begin spring 2012.
Pettengill Road Commerce Park	Develop new roadway/boulevard to gain access to over 1000 acres of commercial/industrial land.	Londonderry	$12.3 million	EDA, TIF, local, private	2012	2, 3, 4	No changes. Trying to identify committed end-users. Goal to re-apply for EDA grant in 2012.

2012 REDC / CEDS PRIORITY PROJECT MATRIX

SHORT TERM PRIORITY PROJECTS (0 – 24 MONTHS TO COMPLETION) CONTINUED							
Front & Franklin Street Mill District	Redevelopment of mill district to private, mixed-use with public infrastructure	Nashua	Infrstr only: $3.1 million	Private, TIF district, local, Federal, EDA	2011	2, 5, 6	City approved financial assistance package to allow $22M mill redevelopment project to move forward. 109 units of mixed housing. Construction to begin Fall 2012. City continues to make progress on construction of Broad Street Parkway-demo'd Millyard Boilerhouse Dec. 2011. Moved from Intermediate.
Lamprey River Mill Re-Development	Purchase and renovate historic mill building for mixed use	Newmarket / Newmarket Community Development Corp.	$8.5 million	EDA, state, DOT, local, private	2008	1, 2, 4, 6	Private developers continue to work on this project. External site work is nearing completion. 24,000 sf of space is occupied, including 12 tenants. All residential space is rented. In addition, groups working to raise funds for community spaces.
Development of Railroad Station	Construct railroad station for regional access to existing commuting routes	Plaistow	$8.4 million	EDA, CMAQ, local, Brownfields, MBTA	On-going	1, 2, 3, 4	Late 2011, NHDOT requested letters of interest from qualified firms to support the preliminary engineering & environmental services for the rail extension. CMAQ funds secured. Local match from MBTA.
Greenland Well Upgrade	Upgrades at Greenland Well to improve reliability & efficiency of region's water source	Portsmouth	$1 million	Municipal Bonding	2012	2, 3, 6	No changes. Ready to begin as soon as funds are available.

2012 REDC / CEDS PRIORITY PROJECT MATRIX

SHORT TERM PRIORITY PROJECTS (0 – 24 MONTHS TO COMPLETION) CONTINUED							
Route 1A / Sagamore Bridge Replacement	Replacement of outdated bridge that carries loads well in excess beyond designed limits	Portsmouth	$5 million	State Funding secured	2013	2, 3, 4	NH DOT made interim structural improvements and postponed full-scale replacement to 2013-2014.
Raymond Route 102 Water Line Extension	Water line extension of approx.. 2 miles from 102/107 intersection.	Raymond	$2.5 million	US EPA/ NHDES	2010	2, 3, 6	Bid awarded fall 2011, construction started, completion expected September 2012
REDC Regional Business Development and Training Center	Construction of new 5,000 sf regional business development and training center with new REDC offices.	REDC sponsored Located in Raymond	$1.1 million	EDA, REDC, CDFA tax credits, USDA	2012	1, 3, 4, 6	EDA grant award of $432K in March 2012. Construction to begin in Autumn, 2012.
West End Exit Two Subarea Construction Project	Multi-phased infrastructure program to expand traffic carrying capacity & allow for expansion of industrial/office park	Salem	$4.4 million	Local, Private, EDA	2011	1, 2, 3, 4, 5	No updates provided -- REMOVE FROM LIST.
NH Route 107 / I-95 Bridge Expansion	Widening a bridge that provides access to the Seabrook business district and is the connector b/w eastern and western portions of the town	Seabrook	$6.4 million	Private, State, local	2012	1, 2, 3	Agreement for construction completed with all parties involved. Engineering design & bids completed in 2012, construction start July 2012 & end in 2014. Funding in place.
Route 1 Expansion South of Route 107	Widening main road through Seabrook business district for improved traffic flow	Seabrook	$1.5 million	Private businesses, State DOT, local	2012	1, 2, 3	Agreement for construction has been reached with all parties involved. Engineering design in 2012, construction 2012-2014. Funding in place.
Route 107 West (of I-95) Development and Master Plan	Plan to evaluate & analyze the feasibility for the highest & best future development of Route 107 in Seabrook, west of the interchange with I-95.	Seabrook	$50-60,000 for study only	Public funding, private developers	2013	1, 2	New Project.

2012 REDC / CEDS PRIORITY PROJECT MATRIX

SHORT TERM PRIORITY PROJECTS (0 – 24 MONTHS TO COMPLETION) CONTINUED							
Stratham Gateway Project	Upgrade water lines in business corridor for job growth	Stratham	$1 million	EDA, local, private	2009	2, 6	No changes.
Well Development/ Testing/Permitting (Water System Phase I)	Complete analysis of 2 potential well sites, construct production well, test water quality/quantity, seek NHDES permits to use as water supply for Rt 108 commercial corridor/Town Center.	Stratham	$150,000	Local, state, coastal	2011	1, 2, 3, 6	Stratham and Exeter are working jointly to determine if a combined system is feasible. The results of this analysis are expected mid-2012. If the results indicate it is best for the towns to pursue individual systems, Stratham is prepared to continue the studies started in 2010/2011.
Water System Treatment/ Storage/Distribution Design (Water System Phase II)	After Phase I completed: design a water supply treatment, storage and distribution system for 108 corridor /Town Center. May be a multi-jurisdictional project with Exeter.	Stratham	$400,000	TIF, State revolving funds, bonds, local	2012	1, 2, 3, 6	This phase is dependent on the results of Phase I.
Waste Water Disposal/ Testing/Permitting (Waste Water System Phase I)	Evaluation and testing of potential site for waste water discharge for Rt 108 commercial corridor/Town Center; obtain DES permits.	Stratham	$175,000	Local, state, coastal	2011	1, 2, 3, 5, 6	Stratham and Exeter are working jointly to determine if a combined system is feasible. The results of this analysis are expected mid-2012. If the results indicate it is best for the towns to pursue individual systems, Stratham is prepared to continue the studies started in 2010/2011

2012 REDC / CEDS PRIORITY PROJECT MATRIX

INTERMIDIATE PRIORITY PROJECTS (2 – 4 YEARS TO COMPLETION)							
Project Name	***Project Description***	***Project Proponent***	***Estimated Cost***	***Possible Funding Source***	***Start Date***	***Goals*** *Targeted*	***Update from 2011***
Route 28 Water & Sewer Extension	Extend utilities to town line for future development	Derry	$5,000,000	Local, Private, EDA	2013	1, 2, 4	Tentatively approved for FY12 budget, preliminary engineering started.
Alrose Multi-Family Workforce Housing Project	Purchase site of former Alrose Shoe factory to redevelop for multi-family affordable units.	Exeter	$5.85 million	NHFA, CDBG tax credits, private	2012	5	No changes.
Bridge Street Waterfront Development Site	Rebuild at 30-acre site into mixed-use, new-urbanist designed community	Nashua	$4.3 million	NH DOT, EPA Brownfields, private, TIF, EDA	2013	2, 6	Revised concept plan approved by City. Road work project included in State's 10-year plan. Site plan review scheduled for mid-2012. Moved from Long Term.
Mohawk Tannery Cleanup & Redevelopment	Revitalization or former tannery site, cleanup, and reuse of 39-acres for mixed use	Nashua	$5.65 million	Private, EPA, EDA, Federal	2011-2014	2, 5, 6	City has issued an RFP to demolish vacant buildings on site; hope to begin Spring 2012. Additionally, City continues to make progress on construction of Broad Street Parkway-demo'd Millyard Boilerhouse Dec. 2011. Moved from Long Term.
Black Bear Business and Industrial Park	Development of area for industrial/commercial use, new access and rail upgrades	Newmarket	$12 million	Private, TIF, EDA	Unknown	1, 2, 4	Continued private interest for development of the site. Work continues on determining best access point. Potential to work with Town of Newfields in joint project.

2012 REDC / CEDS PRIORITY PROJECT MATRIX

INTERMIDIATE PRIORITY PROJECTS (2 – 4 YEARS TO COMPLETION) CONTINUED							
Water/Waste Water Engineering & Needs Assessment	Update a comprehensive engineering and needs assessment report from the 1970s addressing water supply and wastewater treatment	Plaistow	$150,000	EPA, USDA, State, local	2010	2, 6	Town is in contact with Pennichuck East Utility (PEU) to discuss water supply concerns. PEU is looking at alternatives to increase supply capacity. Funding is needed to complete the necessary studies for these options and others. The town plans to submit Request for Proposals to for these services in Spring/Summer 2012.
Flint Hill Eco-Sensitive Low Impact Design Business Park	Development of 70-acre town-owned parcel into an eco-sensitive; low impact business park.	Raymond	$1.2 million	TIF District, private, EDA, public grants	Prelimi-nary work under way	1, 2, 3, 4, 5, 6	Survey completed, potential access identified. Time-frame altered due to economic climate. Moved from Short Term.
Exit 5 Economic Development Master Plan	Development of Master Plan and economic growth strategy for the area surrounding Exit 5 off Highway 101.	Raymond	Master plan only: $30,000 Project: $10 million	CTAP, public, private, local	2009	1, 2, 5, 6	The waste water feasibility study completed, and it was determined that it is cost prohibitive at this time to bring WW to the area; therefore there is no financial incentive to have a Master Plan w/out the WW. Moved from Short Term.
NH Community Fish Processing Facility By Yankee Fisherman's Cooperative (YFC)	Construct a small-scale fish processing facility adjacent to the YFC building. Will allow for NH commercial fishermen ability to direct market and diversify current products.	YFC sponsored located in Seabrook	$1 million	EPA,	2011	1, 3, 6	Due to uncertainty in fishing regulations, project placed on hold indefinitely. Moved from Short Term.

2012 REDC / CEDS PRIORITY PROJECT MATRIX

INTERMIDIATE PRIORITY PROJECTS (2 – 4 YEARS TO COMPLETION) CONTINUED							
Water Supply System Construction (Water System Phase III)	After Phase II completed – construct water system for 108 corridor/Town Center. May be a multi-jurisdictional project with Exeter.	Stratham	$4.5 million	TIF, state revolving funds, bonds, local	2014	1, 2, 3, 6	This phase is dependent on the results of Phase II.
Sewer Collection/ Treatment/ Disposal Design (Waste Water System Phase II)	After Phase I completed: design a sewer collection, treatment, and disposal system for 108 corridor/Town Center. May be a multi-jurisdictional project with Exeter	Stratham	$600,000	TIF, state revolving funds, bonds, local	2013	1, 2, 3, 5, 6	This phase is dependent on the results of Phase I.
Waste Water System Construction (Waste Water System Phase III)	After Phase II completed – construct waste water system for 108 corridor/Town Center. May be a multi-jurisdictional project with Exeter.	Stratham	$6million	TIF, state revolving funds, bonds, local	2015	1, 2, 3, 5, 6	This phase is dependent on the results of Phase II.

2012 REDC / CEDS PRIORITY PROJECT MATRIX

LONG TERM PRIORITY PROJECTS (5+ YEARS TO COMPLETION)							
Project Name	*Project Description*	*Project Proponent*	*Estimated Cost*	*Possible Funding Source*	*Start Date*	*Goals Targeted*	*Update from 2011*
Hampton Intermodal Transportation Center	Development of an intermodal transportation center at the Route 1 – Hwy 101 interchange - constructing new center w/ park and ride facility, and several multi-user transportation participants.	Rockingham Planning Commission with Hampton	Center: $3.5-4 million With road recon-figuration: $19 million	Federal Highway programs (CMAQ), state DOT, Brownfields	Feasibility study: 2011. Unknown for project.	1, 2, 3, 6	Phase I Brownfields Site Assessment completed Oct. 2011; Phase II scheduled for Spring 2012. RPC completed turning movement counts for interchange of US Route 1 and NH Route 101. Conceptual design work scheduled for Summer/Fall 2012.
Pelham/Route 38 Water/Sewer Study	Engineering study to determine how to provide infrastructure along Pelham's business corridor to foster economic growth and development	Pelham	$30,000-$50,000	Unknown	2010	2, 6	Trying to identify funding sources. No changes.
Regional Biosolids/Septage Treatment Facility	Design and construction of a regional biosolid/septage treatment and energy recovery facility.	Portsmouth	$6-7 million	Private, user fees, local, State/Fed grants, EPA, EDA	By 2015	1, 2, 3, 6	Project moving forward. No changes.
Town of Raymond Route 101 Exit 4 Development	Development of 300 acres for mixed use and wastewater treatment	Raymond	$80 million	EDA, TIF, USDA, CDBG, private	Unknown	1, 2, 3, 4, 5, 6	Project on hold due to economic conditions. No changes.
Stratham Town Center Project	Infrastructure Improvements and Master Plan study aimed at increasing development potential, future job growth and housing needs	Stratham	$90,000	Local – municipal	2010	1, 2	PlanNH conducted charrette in Nov. 2011. Town created Town Center Revitalization Committee in Dec. 2011. Continuing work on the Master Plan, anticipate date for adoption Feb. 2012. Will be submitting TE grant application (NH DOT) in 2012.

4. New Priority Project Details

The following is a descriptive listing of the one new priority project on the 2012 list.

Route 107 West (of I-95) Development and Master Plan

Location: Seabrook

Project Description: The Town of Seabrook is a growing community. The Route 1 corridor attracts thousands of out-of-state shoppers that come to take advantage of New Hampshire's lack of sales tax. There is currently several new and redevelopment retail projects along the Route 1 corridor, including in the vicinity of the intersection with Route 107. As developers look to continue to develop in Seabrook and the Route 1 corridor space becomes sparse, the next likely location for development will be along the Route 107 corridor, west of the interchange with Highway I-95.

The goal of this project is to evaluate and analyze the feasibility for the highest and best future development of Route 107 in Seabrook, west of the interchange with I-95. The development/master plan will review existing conditions along with current and future development plans in all areas surrounding the approximate 2 mile stretch of roadway. It is the intent to review and analyze potential infrastructure improvements, wetlands and water source protection, development of the vacant and unused properties, and reuse of the Yankee Greyhound Racetrack. It is the desire of the town of Seabrook to be prepared for incoming and future growth.

This project supports the CEDS Goals of Economic Development (1) and Infrastructure Development (2).

Timeframe: SHORT TERM

D. Regionally Significant Development Projects and Programs

1. Manchester-Boston Regional Airport

Manchester-Boston Regional Airport (MBRA) is strategically located less than 50 miles north of the City of Boston and is generally recognized as the premier commercial passenger and air cargo airport serving Northern New England. The airport markets itself as the "Convenient alternative to Logan", "Hassle-free from roadway to runway", and simply "A better way to travel." Recent enplaning passenger surveys revealed that renaming and rebranding efforts i.e., Manchester Airport to Manchester-Boston Regional Airport has significantly increased the number of out-of-state air travelers who are discovering and choosing MBRA to access the region.

Manchester-Boston Regional Airport continues to play an increasingly important air transportation role in New England. The airport now contributes more than one billion dollars annually to the New Hampshire economy and is an economic engine for the entire region, creating jobs, facilitating commerce and providing access to the global marketplace.

In 2011, Manchester-Boston Regional Airport welcomed approximately 2.7 million passengers and processed over 180 million pounds of cargo. The airport continues to be served by most major airlines with Southwest Airlines anchoring the airport as its largest carrier. Collectively, the airlines offer some 13 non-stop flights (two of which are seasonal), to cities across the US with one-stop service to destinations around the globe.

The new airport access road, which was dedicated to former Manchester Mayor and Executive Councilor Raymond Wieczorek officially opened on November 11, 2011. The new access road provides a direct connection to the F.E. Everett Turnpike and much improved connectivity for passengers traveling to/from the airport and Central/Northern Massachusetts and Southern NH.

In addition to providing even easier highway access, the new airport access road opens up approximately 1,000 acres of industrial land. This (currently) undeveloped land, which resides just south of the airport in Londonderry, NH, offers an exciting opportunity and a key focal point for future economic development in the region.

2. Pease Tradeport

The Pease Development Authority (PDA), based in Portsmouth, NH, is an independent state agency established in 1991 in order to develop the land and many of the assets of the former Pease Air Force Base. Twenty years after the base closed, its successor, the Pease International Tradeport, is recognized by the Department of Defense as one of the most successful military to civilian conversions in the country. Due to the PDA's strong management track record, the State of New Hampshire has since placed two other entities within its oversight: the Division of Ports and Harbors (DPH) joined the Pease family in 2001 and then in 2009, Skyhaven Airport, located in Rochester, NH, came on board.

As of the spring of 2012, the Pease International Tradeport is home to approximately 250 companies occupying more than 4.4 million square feet of office, research and industrial space and directly employing an estimated 7,000 people. Businesses at the Tradeport range from sole proprietors to companies with upwards of 700 employees including aviation, biotech, computer software, business support services, networking, manufacturing, construction, engineering, research and development, telecommunications, financial services, real estate, energy, healthcare, insurance, accounting, law and non-profits. The Federal Government has a presence at the Tradeport as well represented by the United States Department of State Passport Center and the National Visa Center along with the Portsmouth office of United States Senator Kelly Ayotte. Additionally, four colleges have facilities at the Business Park, offering both day and evening classes.

Current economic estimates indicate another 3,500 people are indirectly employed by companies located off Pease but doing business with companies located at Pease.
The total annual wages paid for both indirect and direct employment is approximately $500 million dollars.

The annual estimated state revenues to the State of New Hampshire are in excess of $10 million:

Business Profits Tax	$ 3,200,000
Business Enterprise Tax	4,400,000
Rooms and Meals Tax	2,800,000
	$ 10,400,000

In April 2010, the total assessment for Pease properties was approximately $ 411 million and the City of Portsmouth received in excess of $ 5.3 million dollars in tax revenue.

While the current economic slowdown has caused some reductions in employment and several businesses to close, the overall economic activity at Pease remains strong. A 2009 independent real estate survey for commercial property conducted by the CB Richard Ellis Company indicated that while the Seacoast region had an office space vacancy rate that increased from 16.3 percent to 18.5 percent during that time, the amount of available space at Pease actually declined with the vacancy falling from 18.7 percent to 11.7 percent. In 2011 the vacancy rate was further reduced to approximately 10 percent.

Construction activity in 2011 continued with Great Bay Community College completing a $10 million renovation and expansion initiative while Northeast Rehabilitation Health Network completed construction and opened a 46,000 square foot 33 bed rehabilitation facility.

BayRing Communications completed construction of a 15,000 square foot addition to their existing facility at 360 Corporate Drive.

On a more general note, Pease continues to serve various special public events. During the past year these included: New Heights St. Paddy's Day 5 Miler; Richie McFarland Children's Center Touch a Truck; the SASS Kid Safe 5K Road race, Breathe NH Bike Rally; Runner's Alley – Redhook Ale Brewery Memorial Day 5k; Working Dog Foundation Car Show and the annual St. Charles Children's Home 5K Road Race. The 2011 air show featuring the United States Thunderbirds was a tremendous success with over 50,000 people attending the two day event. In 2012 on June 30th and July1st the United States Blue Angels will return for another performance at the Portsmouth International Airport.

3. Interstate 93 Corridor Activities

a. I-93 Expansion

Interstate I-93 is one of two interstate highways in Rockingham County (I-95 being the other) and New Hampshire which provide vital transportation links between the region and the rest of New England. I-93 is the busier of the two, carrying some 105,000 cars per day in 2010, compared to about 86,000 for I-95 (both measured at the state line). While I-93 carries 20 percent more traffic than I-95, it has much less capacity due to its 4 lane (2 NB, 2 SB) configuration compared to I-95's 8 lanes. As a result, travel on I-93 has been hampered with chronic congestion and a high accident rate for more than a decade. Safety during congested travel times is impaired by the lack of adequate breakdown lanes throughout much of the 20 mile project length. Projections indicate that traffic will increase to 140,000 vehicles per day in Salem by the year 2020, resulting in worsening congestion and further compromises in safety for most of this segment unless the deficiencies are addressed.

The reconstruction of I-93 is the single largest infrastructure project (measured by cost) ever undertaken in New Hampshire. Congestion on I-93 has significant economic and community development costs to the region as the unreliability of travel on I-93 during commute times is extending the commuting period well beyond a typical "rush hour", is diverting traffic to secondary roads, and is affecting decisions about business location and expansion. As explained in Section 1B, it is the most significant transportation infrastructure limitation in the county and all of southern New Hampshire at present, and has become the State Legislature's stated top priority for resolution.

As far back as 1991, the State DOT and Rockingham Planning Commission (MPO) identified the need to undertake a major upgrade and expansion of I-93 from Salem to Manchester to address capacity and design deficiencies and the project was included on the

State's Ten Year Transportation Improvement Program at that time. Due to requirements of the federal Clean Air Act that the state develop a statewide travel demand model with which to design the project, and do to higher state transportation priorities, such as the completion of the NH 101 widening, the design work for I-93 was put on hold for most of the 1990s. The Final Environmental Impact Statement for the project was released in April of 2004, and the issuance of a Record of Decision occurred in June of 2005. In that same year the Conservation Law Foundation successfully sued the state over contended inadequacies in the Environmental Impact Statement (EIS). A supplemental EIS (SEIS) was prepared and released in September, 2009 to address the faults that the Court decision identified in the original EIS. A Supplemental Record of Decision was released in September, 2010 reaffirming the selected alternative and giving NH DOT the authority to begin full construction of improvements.

NHDOT's Selected Alternative, as detailed in the Final and Supplemental Environmental Impact Statements (FEIS and SEIS), involves a combination of transportation infrastructure improvements and strategies for the 19.8-mile corridor study. The main element of the improvement involves widening I-93 from the existing limited access two-lane highway in each direction to a limited access four-lane highway in each direction, beginning at the Massachusetts/New Hampshire Stateline and extending northerly through Salem, Windham, Derry and Londonderry, and into Manchester, ending at the I-93/I-293 interchange.

As part of the project, new park-and-ride lots have been added and bus service facilities have been constructed at Exits 2 (2008), and 5 (2008). Improvements were made to the existing park-and-ride facility at Exit 4 and a new bus terminal opened there in May 2007. Future plans include an upgraded park-and-ride at Exit 3. Early construction of the park-and-ride facilities at Exits 2 and 5 plus the implementation of expanded bus services were proposed in advance of the mainline highway widening work to provide options for commuters seeking alternatives during construction.

In addition to the highway expansion itself, the project includes four other significant 'non-construction' components: (1) an extensive commuter bus program for service to Boston, serving the planned park and ride facilities with up to eight round trips per day; (2) an incident management program, including Intelligent Transportation System (ITS) components (such as variable message boards, highway advisory radio broadcasts, web site information, automatic email updates, emergency reference markers, and coordination strategies among safety agencies) to reduce delays associated with accidents, project construction and congestion; (3) a Community Technical Assistance Program (CTAP) to help communities in the primary and secondary impact areas better plan for and manage growth that may result from the highway's expansion; and finally (4) a long range major investment study of future Transit Alternatives for the I-93 Corridor from Boston to Manchester undertaken by both states to begin planning for future travel demand in the corridor.

Project Construction & Cost

The estimated final project cost has risen dramatically over the years, increasing from approximately $160M (2000) to $380M (2005) to $800M (2010) and over the last several years it has become evident that the existing and expected capital available would not support constructing all of the desired improvements along with the commitments to improvements on the rest of the highway system. An early understanding of that shortfall resulted in the 2005 legislative authority to issue up to $195 million in GARVEE bonds,

which leverage future expected Federal Highway Administration (FHWA) funding allocations. So far $80M in bonds have been issued and invested in several projects now under construction on the corridor. The remaining $115 million has not been issued due to funding uncertainty from state budget cuts, the absence of a long-term Federal Transportation Authorization, as well as concerns regarding significant Federal funding reductions (as much as 33%) in some versions of proposed legislation. This is resulting in the delay of any components of the construction that are not currently underway or funded with current bond revenues. With the expectation of reduced funding and no state matching funds budgeted in the transportation program, NH DOT has concerns that repayment of the full authorized bonding amounts would require too large a percentage of the future transportation program to be sustainable.

As a consequence of the funding limitations numerous projects are being further delayed or suspended. The NHDOT has divided the construction components of the project into three major sections – (1) the MA Stateline to Exit 3; (2) Exit 5 through I-293, and (3) the remaining middle section from north of Exit 3 to south of Exit 5. The most recent plan has the first and second of these largely programmed while some later components are delayed due to funding limitations. The middle section is largely deferred except for red listed bridge replacements with the rationale that the parts of the corridor south of Exit 3 and north of Exit 5 suffer the worst congestion and safety problems. In addition to the $115 million in bonding necessary to complete the work on the North and South ends of the construction area, DOT has indicated that the authority to issue another $250 million of bonds will be required to complete the planned work between Exits 3 and 5.
Construction for the project began in 2006, focusing on the park and ride lots at Exits 2, 4 and 5, and construction of the Cross Street Bridge associated with the Exit 1 interchange reconstruction. To date, approximately $317.2 million in improvement work has been completed (9 projects), is underway (6 projects), or is planned to begin in 2012 (3 projects) along the I-93 corridor. The three projects that are set to begin in 2012 are the last of the funded work occurring on the corridor based on anticipated future funding. Additional work is planned beyond the current 10 Year plan and bond payback will extend through 2026. This construction schedule may be further altered pending availability of funding. Since the start of construction, the following project activity has taken place:

TABLE 23: I-93 EXPANSION PROJECT ACTIVITY

Completed ($108.5M)	In Progress ($110.2M)	2012 Construction ($98.5M)
Exit 5 bus maintenance facility	Exit 3 northbound mainline	Exit 2 Interchange Reconstruction
Exit 5 ramps and bridges	Phase I Intelligent Transportation Systems (ITS)	Exit 3 SB Bridges over Routes 111 and 111A
Exit 4 full-service bus terminal	Brookdale Road bridge	Exit 3 SB Mainline, SB On-ramps and NH 111
Exit 5 park-and-ride/ bus terminal		
Exit 3 SB off-ramp & NB Bridges	Exit 5/ Route 28 Interchange	
Exit 1 ramps and bridges	South Road Mitigation	
Exit 2 park-and-ride & Bus Terminal		
Cross Street bridge	Exit 1 to Exit 2, NB & SB Mainline	
Bus procurement for expanded service		

b. Exit 4a update – new ramp

The proposed new exit would be located in Londonderry north of exit 4 on I-93. The connector road from the new exit would feed into Derry along Madden and Folsom Roads into Ross's Corner and Route 28. This would open up commercial and industrial parcels in both Londonderry and Derry as well as provide better access to Derry's commercial/industrial Tax Increment Finance District (TIF) along Route 28 (Manchester Road). Additionally, the new access road and exit would help reduce traffic congestion along Route 102 in Derry and Londonderry and help the Town of Derry in its revitalization efforts of the Downtown. Future development and tax base expansion in both towns and employment opportunities would occur with the development potential in the vicinity of the new exit/interchange.

Once a final decision is made by the FHWA and the NHDOT for a potential approval for the new interchange funding sources would be pursued to seek both federal and state money as a well as a financial commitment from the towns of Derry and Londonderry. It is the target to have issuance of the FEIS (Final Environmental Impact Study) in March 2012 to the Federal Highway Administration (FHWA).

4. Hampton Beach Redevelopment

The Hampton Beach Area Commission was established by state law in 2003. One of the purposes of the Commission is to consult and advise the state and the town on implementation strategies for the Hampton Beach Area master plan, including capital improvements and economic development.

During the past twelve months, the Commission has continued to work on the action items developed at the May 2010 Economic Summit. The top three action items are:

- Reconstruction of Ocean Boulevard, including new drainage and a sidewalk on the western side of the street. Ocean Boulevard is a state-owned and maintained roadway and requires action by NH DOT.
- Extending the season of the beach in the spring and fall months.
- Improve the parking situation.

In efforts to work on items 1 and 3, the Commission applied for a $14.5 million Transportation, Community and System Preservation (TCSP) Program grant with the US Federal Highway Agency. The Commission was unsuccessful in its bid to secure funding; however it plans to apply for additional federal grants during 2012 to address the traffic flow and parking concerns at the beach. In addition, the Commission will be working to move the Ocean Boulevard project onto the State's Ten-Year Transportation Plan.

With regards to Economic Development at the beach, the Commission is looking at the possibility of hiring an Economic Development director/manager to assist in meeting the goals of the Hampton Beach Area Commission and Master Plan. In addition, the commissioners are meeting with individual property and business owners on an on-going basis to discuss ways to improve individual blocks and stimulate more business.

The State of New Hampshire Department of Resources and Economic Development (DRED) is also doing its part by heading major upgrades and renovations at several key sites at the beach, including the visitor's center and Seashell Complex. It is believed that

these upgrades will spur private investment and develop more year-round features at the beach. Upgrades to the state's structures are critical and necessary as no upgrades have happened in a number of years and capacity is currently limited.

The specifics of the state's plan include: a new visitor's center, office spaces, restroom facilities, life guard towers, and an entertainment area (clam-shell type) all in the location of the existing Seashell Complex. In addition, there will be new outdoor shower facilities and a covered sidewalk in the same area. The plans also include creating two new restroom facilities on the beach – one located near the Monument/Ashworth Hotel and the other near Haverhill Avenue.

One of the key recommendations of the 2001 Master Plan was the dispersing of use from the central Seashell Complex. Two new bathhouses opposite A and M Streets bookend the site improvements and at each end of the project area "pocket parks" were built to allow gathering areas off the beach. Another key site feature is the inclusion of shade structures and landscape areas along the boardwalk. The landscape areas are filled with native grasses and shrubs and are intended to be low maintenance and drought tolerant.

The Seashell Complex was rebuilt on the same platform as the former complex. Public facilities were reorganized to accommodate visitors. The Visitor Services Building contains visitor information, public bathrooms, administrative offices and a small conference room. The Park Administration Building contains park operations including State Park Patrol and Park Maintenance. The new Seashell Building contains modern stage support services, public bathrooms, Oceanfront Conference Room and State Beach Patrol operations (lifeguards and first aid).

The new facilities will open fully to the public during Summer 2012. The State and Beach Commission are planning a gala grand opening was held in June 2012.

TABLE 24: TIMELINE OF HAMPTON BEACH REDEVELOPMENT

Date	Event
November 2001	Hampton Beach Master Plan adopted.
January 2008	Samyn-D'Elia Architects of Ashland, NH are selected to do planning and design.
Winter/Spring 2008	Community Outreach for design study.
August 2008	Hampton Beach Design and Development Study released.
July 1, 2009	$14.5 million dollars appropriated by the NH Legislature for the redevelopment of Hampton Beach State Park.
Summer 2009	Samyn-D'Elia Architects develop construction documents. State will use a construction management process to begin project as soon as possible.
December 2009	Harvey Construction Corporation of Bedford, NH selected as general contractor.
March 2010	Mobilization and site work begin for the new bathhouses located at A and M Streets.
May 5, 2010	Governor Lynch officially breaks ground.
Summer 2010	Construction of bathhouses and site improvements underway.
September 2010	Seashell Complex is demolished.
October 2010 - April 2011	Five buildings and site work under construction including the Seashell Complex.
April 2011	Bathhouses at A and M Streets are open to the public.
May 12, 2011	Governor Lynch officially opens the bathhouses and new site improvements.
June 2011	The Visitor Services and Park Administration buildings open to the public.
Summer 2011	Construction on Seashell Building and seawall. Temporary lifeguard watch station and stage located on the beach by C Street.
Fall 2011	Major construction complete; interior finishes and plaza work continues.<
December 13, 2011	Substantial Completion documents signed, project is complete.<
May 2012	Grand Opening Planned!

Source: NH DRED Parks & Recreation website.

For more information about the redevelopment of Hampton Beach, including photos, drawings and video of the work, please visit DRED's website at http://www.nhstateparks.org/whats-happening/improving-state-parks/hampton-beach-redevelopment.aspx

5. Public Transportation

a. E/W Bus Service Ports-Manchester (via 101)

An East-West transit service connecting the Seacoast with the Merrimack Valley has long been identified as a need in the Long Range Transportation Plans on the MPO's serving both urbanized areas, and in the NHDOT's 2003 Statewide Intermodal Transportation

Planning Study. In particular, connections to Manchester Boston Regional Airport (MBRA) and Downtown Manchester are recognized priorities. At present, traveling from Portsmouth to Manchester by transit requires a connection in Boston.

In 2008, the Rockingham Planning Commission and Southern NH Planning Commission completed a feasibility study for such a service, with a focus on travelers to Manchester-Boston Regional Airport (MBRA). The study identified demand for such a service among airport travelers, though concluded that the relatively low cost of parking and ease of access to MBRA from the Seacoast would make it difficult to charge a fare high enough to support the service out of farebox revenue as is done with intercity bus services in the I-93 and I-95 corridors. The study recommended interlining a Park & Ride-based transit service with door to door airport shuttle service. In this way premium fares for door to door service could support lower fares for park and ride users.

In 2010, NHDOT conducted a procurement process to select a contract for a pilot service, and in early 2011 successfully secured $2.5M in Congestion Mitigation and Air Quality (CMAQ) funding to cover startup costs and three years of operating subsidy for the project. Service is scheduled to commence in fall 2012, to be operated by Flight Line. Flight Line also operates an extensive door-to-door shuttle service between the Seacoast and MBRA; as well as a Park & Ride based shuttle service connecting downtown Boston and northern Massachusetts communities along I-93 to MBRA. Hourly scheduled service will include stops at Portsmouth Transportation Center, the Epping Park & Ride at the interchange of NH125 and NH101, the Airport and downtown Manchester.

b. Capitol Corridor Commuter Rail

The NH Capital Corridor (NHCC) passenger rail service will run on upgraded tracks between Boston MA and Concord NH, a distance of approximately 78 miles. The proposed passenger service will connect Concord, Manchester, Manchester-Boston Regional Airport and Nashua NH with Boston MA's North Station. Four stations are planned on opening day – Concord, Manchester Airport (at Access Road), downtown Manchester and Nashua. The conceptual cost to extend from Lowell to Concord is estimated at $250 million to $300 million.

Potential benefits of the project include:

- The NHCC will provide real and lasting stimulus to the state and national economy. As the train stations are built, private money will redevelop key areas focused on multi-modal transit-oriented development. Train stations will become a reality through a public private partnership with the NHRTA.

- Preliminary studies show that the NHCC will provide jobs, both short and long-term, on the project itself from associated real estate development and from new business opportunities in rebuilt communities.

- The State of NH formed the New Hampshire Rail Transit Authority (NHRTA) in 2007 with the responsibility to develop and oversee rail and related rail transportation services in New Hampshire. NHRTA has a broad based, 28-member board including representatives from all areas of the state. Governor Lynch supports the project, stating that the passenger rail project is a priority for his administration and has provided key support at critical points in the legislative process.

Future Tasks:

- **FRA and FTA Planning Grants:** The NH DOT has been awarded grants from the Federal Rail Administration to study the feasibility of service to Concord, and the Federal Transit Administration to undertake an alternatives analysis between Lowell and Manchester. The NH Executive Council did not approve the proposed consultant contract for these grants, so the NHRTA, NHDOT and corridor communities are in the process of determining other alternatives for these grants.

- **Operating Agreements:** The MBTA was successful in negotiating operating agreements with Pan Am for the passenger rail service in the Capitol Corridor. The NHRTA and NHDOT are working to clarify what impact this will have on the project.

c. Plaistow Commuter Rail

MBTA commuter rail extension to Plaistow has been under active consideration since the early 1990s with the establishment of the Plaistow Area Transit Advisory Committee (PATAC). In 1991 an origin-destination survey of commuters on NH 125, NH108 and NH 121 which registered very strong support for commuter rail. PATAC, working with the Rockingham Planning Commission/MPO developed a three part plan to improve commuter oriented transit service in Plaistow and surrounding communities. Phase 1 involved a successful CMAQ project to initiate commuter bus service in the NH125 corridor in 1994; Phase 2 established a commuter park-and-ride lot in 1997, also using CMAQ funds, off Westville Road. The park and ride was designed to serve the commuter bus users, but long term to be used as the parking area for a future commuter rail station. The site is located directly adjacent to the Pan Am Mainline railroad. The third phase involved MBTA service extension from Haverhill. Nearly $1.0 million in CMAQ funds were secured in 2000 to fund this extension, the project never moved forward because Pan Am would not allow additional passenger service on its rail ROW in Plaistow unless significant capacity upgrades occurred (double tracking to Dover).

In the fall of 2008 the concept has been revived at the initiative of the MBTA. The MBTA has had a long standing interest to move their existing layover facility in Bradford to the northern end of their service extension. They approached local officials in Plaistow in November of 2008 with the proposal to provide commuter service to the Westville Road station site in Plaistow if the layover could be successfully moved to a Plaistow site nearby. The concept was that, with the layover site close to the station site, commuter service could be offered to the town at very low or no operating subsidy. The MBTA proposed a funding partnership similar to the Pilgrim Partnership used to extend commuter rail into Rhode Island. New Hampshire would provide transit capital funds (via CMAQ) in exchange for a 5 to 7 year operating agreement to provide commuter service.

2010 was a pivotal year for the Plaistow rail project because all of the previous barriers that had placed the project on hold were removed. It started in January when another round of Congestion Mitigation Air Quality (CMAQ) funding availability was announced by the NH DOT; letters of intent to apply for this round of funding were also submitted in January 2010. The project received an award of CMAQ funding in the 2000 round of funding, but because of the barriers none of the money could be reasonably spent. The barriers included the following:

1. No identified source of the 20 percent local match of approximately $195,000.
2. Excessive cost of getting rights to allow passenger trains on the tracks in Plaistow; Pan Am Railways was requiring double-tracking from the Massachusetts state line and to the Maine state line at a cost of approximately $20,000,000.
3. No source of funds for the on-going operating costs in excess of fare box revenues.

In meetings with the MBTA, NHDOT, and RPC the MBTA reported they were eager to move the layover facility from the Bradford, MA, location to a site north of the Haverhill, MA station and that one of the identified locations was the former Westville Homes site in Plaistow. This site is also very close to the proposed location of the Plaistow rail station. With the layover station close to the rail station, the projected fare box revenues exceed the incremental costs of providing the service. Furthermore the MBTA suggested the use of an agreement similar to the one used in Rhode Island to extend the MBTA service into Rhode Island, known in Rhode Island as the “Pilgrim Partnership”. This kind of arrangement would require New Hampshire to purchase capital equipment for the MBTA in exchange for providing the commuter rail service. The MBTA also requires that bi-level rail cars be purchased to handle the additional capacity of NH ridership. Although no final details have been worked out, the kind of capital equipment purchase required by such agreements are a good fit for the CMAQ funds. With an agreement, to be known as the “Pentucket Partnership”, in place between the MBTA, NHDOT, and Plaistow, barrier number 3 will be overcome.

Throughout 2009, 2010, and 2011, the MBTA and Pan Am Railways have worked out a trackage rights agreement which for the Plaistow extension project means that the MBTA now has the rights to operate passenger trains on the existing Plaistow tracks and since the MBTA will not require any double tracking, barrier number 2 has been removed.

The results of the discussions with the MBTA on this project resulted in a combined project of the layover facility and the rail station. Since the MBTA cannot own land outside of Massachusetts, the NHDOT will purchase the former Westville Homes site and lease it back to the MBTA. The MBTA will not only incur the cost of designing and constructing the layover facility but will also supply the 20 percent local match for the combined project thus removing barrier number 1.

The combined project also contains the following changes from the original project as presented in the 2000 round of CMAQ funding:

1. The originally proposed rail platform will be upgraded to a fully enclosed “green” rail station that will incorporate the requisite handicap accessibility into the design and not provide as an add-on. Other green amenities are being proposed such as composting toilets and solar cells to generate electricity for the site.
2. The rail station will be located on a rail siding adjacent to the main line tracks. The addition of this siding to the project allows the trains to load and unload without stopping on the main line tracks, hence helping to increase (or at least not decrease) track capacity for the existing freight and Amtrak Downeaster service. An easement for the full-length siding and boarding platform will need to be obtained from the adjacent Freedom Tire site.
3. Money for the purchase of 1 bi-level rail car is included in this round of CMAQ funding instead of presumably cash for any operating subsidy that may have arisen in the original project proposal.

4. Money to purchase the Westville Homes site.
5. Money to complete environmental studies and mitigation for the potential fumes and noise on the layover site.

The 2010 CMAQ application was approximately $7.3 million including the 20 percent local match which when combined with the 2000 CMAQ application totals approximately $8.4 million that includes approximately $1.6 million in local match funds. We are applying for CEDS funding to help fund some of the "green" station amenities and site improvements, the detailed costs of which are not yet available.

The next steps being undertaken are work on the Pentucket Agreement and getting out a letter of intent for the environmental studies.

The potential economic development benefits of this commuter rail service to the region are significant. They include the immediate benefits from expansion of non-Single Occupancy Vehicle (SOV) commuting options for southern Rockingham County residents and the reduction of congestion and accidents along the southern-most 5 mile segment of NH 125 in Plaistow and Haverhill. These factors alone generate a net benefit-cost ratio for the project of 2.3-to-1, as determined by NHDOT's TIGER II consultant, HDR. Long term, the rail project will also bring great potential for mixed-use, transit oriented development to Plaistow, especially in and around the town center.

d. Cooperative Alliance for Regional Transportation

The Greater Derry-Salem Cooperative Alliance for Regional Transportation (CART) transit system provides shared-ride, demand response (curb to curb) public transportation service five days a week in the communities of Chester, Derry, Hampstead, Londonderry, Salem and Windham. Out of region service to medical facilities in Manchester is provided on Tuesdays and Thursdays. While medical appointments make up the largest share of CART trips, employment trips make up a growing portion of CART service. CART is currently working to restructure its service to provide more scheduled flex routes – a hybrid of fixed route and demand response service where specific communities are served on specific days of the week, buses stop at defined destinations, but will deviate up to a quarter mile to pick up passengers who have called to schedule a trip. The first of these routes was launched in February 2012 in Derry and Londonderry, as a cooperative project with the Rockingham Nutrition Meals on Wheels program and Easter Seals of NH. Similar routes are being developed for Hampstead, Windham and Salem. CART's planned Derry-Windham-Salem fixed route employment transportation service is on-hold due to lack of the 20% non-federal matching funding needed to leverage Federal Congestion Mitigation Air Quality (CMAQ) pilot grant secured for the project.

In addition to providing general public transportation services, CART was established with a goal of coordinating the transportation services provided by health and human service agencies in the region through a centralized call center handling scheduling and dispatching services. The intent of such coordination is to simplify rider access, improve cost effectiveness, identify new opportunities to combine trips and pool resources to better leverage federal transit funding available to the region. CART is a partner in the Greater Derry-Salem Regional Coordinating Council for Community Transportation (RCC), one of a network of regional transit coordination initiatives around the state.

e. Commuter Bus Service Expansion

The I-93 Expansion Project includes a project to significantly expand commuter bus services available in the corridor. The expanded bus service began operation on November 17, 2008. NHDOT contracts with a private firm, Boston Express, to operate the expanded service and new facilities at Exits 5 and 4 in Londonderry and Exit 2 in Salem. The bus service operates seven days a week from Exits 5 and 2, and weekdays only from Exit 4, providing up to 22 roundtrips on weekdays and 18 roundtrips on weekends. The buses serve South Station and Logan Airport.

Example of motor coaches used in the I-93 commuter bus service

Initially, the startup of the new park-and-ride based service coincided with the termination of service to downtown Manchester. Manchester strongly objected to this and ultimately, bus service from downtown Manchester was reinstated and will continue with six round trips each day.

The implementation of this project began as a traffic growth mitigation measure included in the I-93 Environmental Impact Statement. To provide the expanded service, NHDOT has constructed new park-and-ride lots with bus terminals at Exit 2 in Salem and Exit 5 in Londonderry, as well as a bus maintenance and storage facility near Exit 5. A new bus terminal at Exit 4 in Londonderry was opened in 2007. The service itself is provided on state of the art intercity passenger motor coaches which were purchased using a combination of Federal Highway Administration's Congestion Mitigation and Air Quality Program (CMAQ) as well as Federal Transit Administration formula grant funds. The operation has been implemented as a public-private partnership, with the private carrier responsible for upkeep and maintenance of the bus terminals and buses and the public funds used for initial capital costs and three years of operating subsidy. The funding model for the service originally called for operating costs to be paid for entirely through the farebox by the end of the third year of service, though the state is currently working to identify an additional two years of operating support to cover the five years of service provided for in the I-93 EIS. Farebox recovery is at about 75 percent at three years in to the service.

New intermodal terminal at Exit 2 in Salem

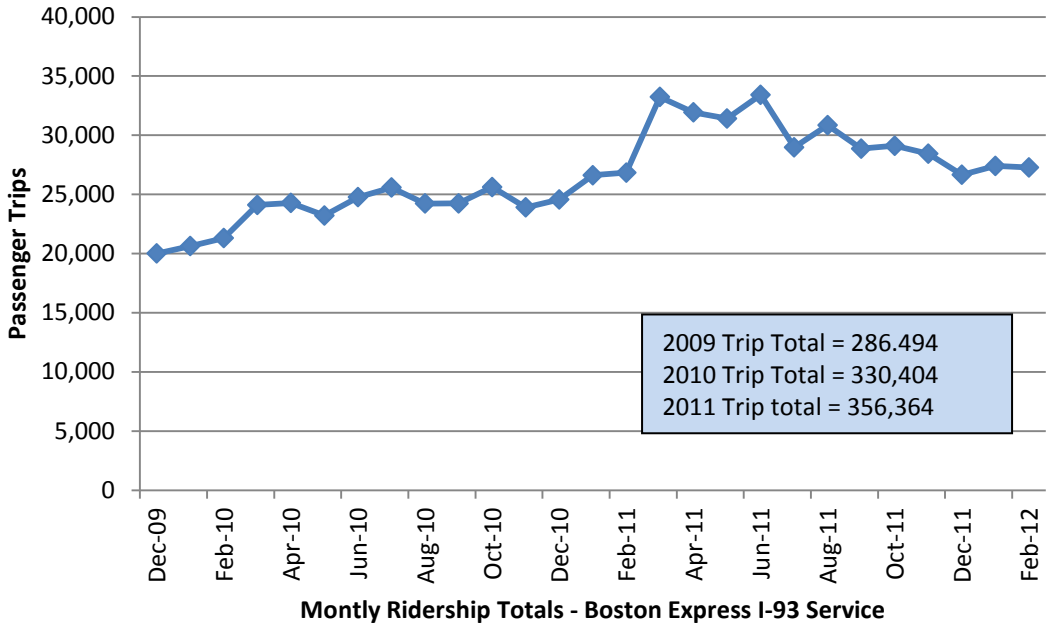
Ridership has grown steadily through the first 2.5 years of operation. Figure 10 shows a dip in July 2011 following schedule changes that reduced service out of Downtown Manchester. Nonetheless trip totals for 2011 exceeded those for 2010 by 8%. Ridership in the first year (Jan 2009-Dec 2009) was 286,494 and grew to 330,404 in 2010 and 356,364 in 2011. While this is below projections, those numbers did not account for the building of ridership which typically occurs in the startup phases of new service of this type. In addition, these counts do not include Logan

passengers or Logan passenger service which would add about 8 percent to the ridership totals.

Boston Express also provides service to the Nashua area off of Route 3/F.E. Everett Turnpike at Exits 6 and 8. Eleven daily weekday round trips are provided to South Station and Logan Airport.

More detailed information on the I-93 Expansion Project and its various components can be found at the NH DOT website for the project at: www.rebuildingI93.com.

FIGURE 10:
BOSTON EXPRESS RIDERSHIP TOTALS
I-93 COMMUTER SERVICE



6. Memorial Bridge

In response to structural issues with the Memorial Bridge on US 1 and Sarah Long Bridge on the US 1 Bypass that would have meant closing both of them to traffic within 10 Years (1-3 for the Memorial), the States of New Hampshire and Maine completed a study of the bridges that cross the Piscataqua River between Portsmouth, New Hampshire and Kittery, Maine (including the high-level I-95 Bridge). The intent was to identify the long-term multimodal transportation needs for crossing the river, evaluate the roll that each bridge plays in the transportation system, and determine the alternatives that best address those requirements.

The “Maine-New Hampshire Connections Study” as it was known, included a full analysis of transportation, land use, social, economic, and environmental conditions. It considered and evaluated a range of feasible alternatives, both build and no-build, and included an assessment of rail, highway, transit, marine navigation, pedestrian and bicycle modes of transportation. The study evaluated the feasibility of a range of alternatives from both an engineering perspective and with regard to the impacts and benefits to the built and natural

environment in order to identify the preferred alternative(s) and produced results in compliance with the National Environmental Policy Act (NEPA) and Maine's Sensible Transportation Policy Act (STPA). After an extensive analysis and public involvement process three alternative proposals were carried forward as feasible; 1) Replacing the Memorial Bridge and rehabilitating the Sarah Long Bridge; 2) replacing both bridges and moving the Sarah Long Bridge upstream; and 3) replacing both bridges and moving the Sarah Long Bridge upstream and increasing the height of the bridge deck.

Due mainly to the large estimated costs and current financial restrictions on funding for transportation infrastructure, the first alternative has been recommended for implementation and through a design-build contract, work has started on the new Memorial Bridge. The design was vetted to the public in November of 2011 and removal of the existing bridge began in January, 2012. The cost for the replacement of the Memorial Bridge (beginning immediately) is $81.4 million, and the rehabilitation of the Sarah Long Bridge (beginning in 2014) is programmed for a total cost of approximately $118.5 million. The project has received $20M in funding in TIGER II funding and the remaining costs are split equally between Maine and New Hampshire. Along with the I-95 high-level bridge, it is expected that the ongoing repairs, maintenance and operations of the bridges will cost another $300 million to operate and maintain over the next thirty years. It is expected that these funds will come from a combination of sources including FHWA, NH and Maine Turnpikes general DOT funds, and the Department of Defense. In addition, it has been recommended that the Interstate Bridge Authority (IBA) be reconvened to oversee the three bridges and a capital fund that would be contributed to equally by each state to be used for continued repair and rehabilitation of the I-95 and Sarah Mildred Long bridges.

7. East Coast Greenway

The East Coast Greenway, often referred to as an 'urban Appalachian Trail', is envisioned as an all-season, multi-use trail extending 2,900 miles from Calais, Maine to Key West, Florida, and connecting major cities along the Eastern Seaboard.

During 2007-2008, the Rockingham Planning Commission headed up development of a Conceptual Design and Implementation Plan for the New Hampshire segment of the Greenway, known as the NH Seacoast Greenway (NHSG). In late 2008 an interim on-road route for the Greenway, following NH Routes 1A and 1B, was designated and signed.

Work to implement the NHSG is overseen with a regional advisory committee composed of appointed representatives from corridor communities, Rockingham Planning Commission, NHDOT, Seacoast Area Bicycle Routes (SABR), the East Coast Greenway Alliance, and neighboring trail groups in Maine and Massachusetts.

Current implementation work is focused on building a pilot section of off-road trail in Seabrook on the state-owned Hampton Branch rail corridor. A local trail committee, the Seabrook Rail Trail Alliance, is consolidating town support for the project, developing a trail management agreement with NHDOT and planning a capital campaign to generate matching funding needed to apply for federal Transportation Enhancement funds for trail construction. Work to build local support has been aided by the opening in mid-2010 of sections of the ECG in Newburyport and Salisbury, which have sparked local interest in trail development. The target for completion of the pilot section of trail is 2014.

In order to have the necessary cost estimates and permit issues prepared for future trail development in Seabrook and communities to the north, the Advisory Committee is currently refining cost estimates and identifying environmental permitting issues for trail construction,
particularly in the Hampton Marsh segment; conducting outreach in corridor communities, building local coalitions to support trail development; and completing as assessment of return on investment for trail construction in terms of economic development, public health benefits, and other community impacts.

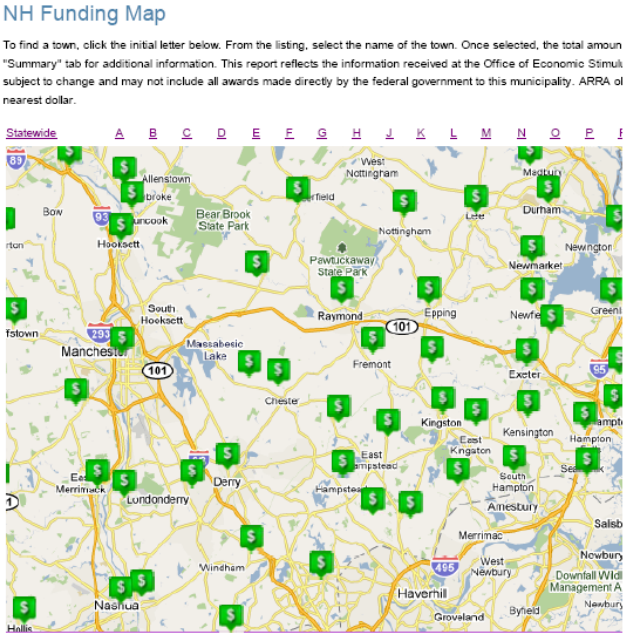
In 2009, the NHSG Advisory Committee also partnered with NHDOT on a proposal for Transportation Enhancement funding to widen shoulders on a key segment of NH1A near Odiorne Point, and construct interpretive kiosks at three points along the route. Additional improvements to the on-road route will likely be identified through the proposed update to the Route 1A/1B Corridor Management Plan, the management plan for the NH Coastal Byway.

8. American Recovery and Reinvestment Act Projects (ARRA)

In February 2009, Congress enacted the American Recovery and Reinvestment Act of 2009 known as "ARRA" which was designed to provide stimulus to the economy through three main avenues: tax benefits, grants, and temporary entitlement expansion. Each received roughly one-third of the total stimulus package in terms of dollar value. The grant portion was primarily designed to fund infrastructure projects that were "shovel ready" – i.e. projects within existing programs for which design, permitting and approvals were in place or nearly completed so they could be implemented quickly. In New Hampshire, Governor Lynch established the Office of Economic Stimulus (OES) in January of 2009 to function both as the central coordinator of ARRA funding and the central point of contact to track the use of ARRA funds. June 30, 2011 was the last day of operations for the OES, though information on ARRA projects in New Hampshire is still available at the OES website, www.nh.gov/recovery.

STATE OF NEW HAMPSHIRE
American Recovery and Reinvestment Act

NH RECOVERY
putting new hampshire to work



The NH Office of Economic Recovery includes an interactive map showing the location of ARRA funded project statewide. See www.nh.gov/recovery/map/index.htm

In its last report, issued in May 2011, OES announced that the state had been awarded a cumulative total of $666.2M in ARRA funded grants in all program areas, and that a total of $978.6M had been awarded in New Hampshire in contracts, grants and loans to all entities including the state government, municipalities, universities and colleges, non-profits and businesses. In the

eight OES reports issued to date, dating back to June of 2009, the cumulative jobs impact reported for the state was 8.153 million hours of work or 12,125 full time job equivalents (FTEs).

ARRA funds are divided into nine separate program areas including education, employment, energy and environment, health and nutrition, housing, public safety, technology and transportation. With respect to economic development projects of interest to the CEDS process, the most relevant are energy, environment and transportation. Energy projects are primarily in the form of energy conservation grants awarded to municipalities and other entities through the NH Office of Energy and Planning; environment projects are primarily sewer and water grants awarded to municipalities the NH Department of Environmental Services, and transportation projects are bridge, highway and public transportation grants retained by the NHDOT for its highway program, and awarded to municipalities and transit agencies throughout the state.

Aside from the obvious economic stimulus role that ARRA funding was designed to provide to the state's and region's economies, the additional infrastructure improvements that have been made possible are likely to prove important in regional economic development efforts in the longer term. These funds have provided a ready, if short lived, source of funding to move important infrastructure projects forward.

At this juncture, in the spring of 2012, the ARRA program is winding down. The vast majority of ARRA-funded grants were made in 2009 and 2010 and are completed or in final stages of implementation.

Environment, Transportation and Energy ARRA grants that have been awarded for projects in the CEDS study area are summarized in Tables 25, 26, 27 and 28 on the next few pages.

a. Wastewater System Projects

The State of New Hampshire (NH Department of Environmental Services) applied for and received $39.2M in ARRA funds to provide additional capitalization for the State's Clean Water State Revolving Fund (CWSRF). The entire ARRA Capitalization Grant was used as project subsidization, providing 50 percent of the funds for eligible and selected projects. The balance of the project costs were awarded from the base revolving fund. Of the ARRA funds available, the law stipulated that at least 20 percent be used for so called "green infrastructure projects" -- those involving, to a significant extent, water conservation, energy efficiency, non-point source pollution controls or estuary protection. $29.7M was allocated for use on conventional wastewater treatment projects and $7.8M was set aside for green infrastructure projects. DES received approximately 340 pre-applications for projects totaling approximately $625,000,000. In selecting projects, priority was given to those that would be ready to proceed to actual construction within 12 months of the enactment of ARRA, and to the highest priority project submitted in each community where more than one pre-application was received. In Rockingham and Hillsborough Counties (CEDS area only), the following wastewater projects were selected to receive ARRA funds:

TABLE 25: ARRA-FUNDED WASTEWATER PROJECT SRF PROJECTS IN THE REDC CEDS STUDY AREA

Municipality	Project	Total Cost	ARRA Funds	Status
WASTEWATER PROJECTS				
Portsmouth*	State Street Improvement – Utility and Road upgrade	$2,200,000	$1,100,000	City did not use ARRA funds for project
Exeter	Water Street Pipe Improvements	$270,000	$135,000	completed
Newmarket	New Village Utility Improvements	$940,000	$470,000	completed
Epping	Mill Street Pump Station	$246,000	$123,000	completed
Nashua	Hains Street Sewer Separation	$1,150,000	$575,000	completed
Merrimack	Interceptor Rehabilitation Project	$1,600,000	$800,000	completed
GREEN INFRASTRUCTURE NONPOINT/ESTUARY PROJECTS				
Exeter	Culvert replacements – Industrial Drive	$270,000	$135,000	completed
ENERGY EFFICIENCY PROJECTS				
Nashua	Net-metering at Waste Water Treatment plant	$500,000	$250,000	completed
TOTAL		**$7,176,000**	**$3,588,000**	

**Portsmouth ultimately elected not to use ARRA funding for this project.*

b. Water System Projects

The NHDES also maintains a Drinking Water State Revolving Fund (DWSRF) for capital improvements to drinking water systems. As with the waste water program, the NHDES used ARRA funding to augment the DWSRF. NHDES applied for and received $19.5M in capitalization grants. The state utilized a ranking system to prioritize the order in which eligible projects would be financed under the DWSRF and this carried over to the ARRA funded projects as well. Public water systems eligible to apply for ARRA funded loans included community public water systems (public and private) and non-profit, non-transient non-community public water systems. Other ranking criteria included utilizing the state's capacity development list which identified small public water systems in need of managerial, technical, or financial assistance. In addition, affordability, green infrastructure as well as water and energy efficiency were included in the ranking formula. As with the wastewater program, 20 percent of the drinking water funds will go to green infrastructure (water conservation, energy efficiency, etc.) projects. In selecting projects, priority was given to those that would be ready to proceed to actual construction within 12 months of the enactment of ARRA. In Rockingham and Hillsborough Counties (CEDS area only), the following drinking water projects were selected to receive ARRA funds:

TABLE 26: ARRA-FUNDED DRINKING WATER SRF PROJECTS
IN THE REDC CEDS STUDY AREA

MUNICIPALITY	PROJECT	TOTAL COST	ARRA FUNDS	STATUS
Chester	Wason Pond – replacement well	$17,875	$8,938	Completed
Derry	PEU Glen Ridge Storage tank replacement	$98,000	$49,000	Completed
Derry	Meadowbrook – conservation and well improvements	$40,000	$20,000	Completed
Epping	Water Main Extension	$309,650	$154,825	Completed
Hudson	Hudson MHE – replacement well and storage	$112,000	$56,000	Completed
Londonderry	Wagon Wheels – uranium treatment	$30,737	$15,369	Completed
Portsmouth	Leak Detection Equipment and Rain Barrels	$55,000	$27,500	Completed
Seabrook	Construct new WTP	$5,000,000	$2,500,000	Completed
Raymond	Pump House Improvements	$38,000	$19,000	Completed
Newmarket	Radio Controlled Meter Upgrade	$600,000	$300,000	Completed
Nashua-Pennichuck	South Nashua Booster Station	$300,0000	$150,000	Completed
Nashua-Pennichuck	French Hill Water Main Rehabilitation	$1,300,000	$650,000	Completed
TOTAL		**$7,901,262**	**$3,950,632**	

c. Transportation Projects

The largest portion of ARRA funds received in New Hampshire overall and in the CEDS study area itself has come in support of transportation infrastructure projects. A total of $158.8M in funds were allocated statewide to transportation projects, of which $129.7M were allocated to highway and bridge projects, $13.5M for transit projects and $5.6M for airports. Not including the $20M awarded for the Memorial Bridge under TIGER II, about $63M of this total was awarded to projects in the CEDS study area, including $55M for highway and bridge projects (almost $30M of which was for a single project: the I-93 expansion), $2.5M for airport improvements and $6.2M for transit projects. See Table 27 for a listing of ARRA-funded transportation projects in the CEDS area.

One of the challenges presented with ARRA funding was the necessity to spend the funds quickly, while fulfilling all normal project regulatory and permitting requirements. To maximize the stimulative effect of the funds, the legislation required that 50 percent of the ARRA transportation funds had to be obligated within 120 days of the law's enactment. For transportation construction projects especially, this meant that projects had to be limited to ones that were truly ready to advertise - or "shovel-ready." As a result, the projects selected by NHDOT were primarily either pavement resurfacing or projects that were fully designed and permitted and which could simply be advanced in construction timetable. The total ARRA funding received for the transportation sector amounted to approximately one-year's worth of total transportation project resources received in a typical year. The effect on many non-ARRA projects will be to advance their implementation because of the availability of additional funds.

Overall, New Hampshire had one of the best records of all states for obligating transportation funds in a timely way, ranking fifth out of 50 States. This is based on the percentage of Recovery Act highway funds put out to bid, under contract, and the number of projects underway.

TABLE 27: ARRA-FUNDED TRANSPORTATION PROJECTS IN THE REDC CEDS STUDY AREA – 2011 UPDATE

Location	Project #	Description	Total Estimated Cost (ARRA)	Status
NHDOT MANAGED HIGHWAY PROJECTS				
Epping-Exeter	14923	NH 101 structural overlay	$9,500,000	Completed
Salem-Manchester	13933G	I-93, NB Mainline segment (Windham)	$31,000,000	In progress, completion in 2014
District IV, V, VI	15674; 15676	Highway resurfacing	$9,000,000	Completed
District IV, V, VI	15674; 15676	Highway resurfacing	$4,900,000	Completed
Portsmouth	15648	Bridge	$2,500,000	In progress
Exeter-Hampton	14923	NH 101 resurfacing	$1,800,000	Completed
Memorial Bridge-Ports-Kittery (added to ARRA list)	13678F	Reconstruct memorial Bridge on existing footings	$20,000,000	Design-construction bid in progress
		Sub-Total	**$78,700,000**	
MUNICIPAL BRIDGE PROJECTS (SAB)				
Plaistow	14390	Garden Road over Little River	$546,000	Completed
Salem	15593	Lawrence Road over Spiket River	$1,800,348	Completed
Danville	13535	Sandown Road over Exeter River	$688,475	Completed
Brentwood	15277	Crawley Falls Road over Exeter River	$1,305,000	Completed
Derry	13650	Fordway Road over Beaver Brook	$4,450,000	In progress
Merrimack	15324	Turkey Hill Road over Souhegan River	$4,450,000	In progress
		Sub-Total	**$10,089,823**	
MUNICIPAL BRIDGE PROJECTS (SAH)				
Londonderry	15589	NH Route 28/Page Road intersection	$1,700,000	In progress
		Sub-Total	**$1,700,000**	

ARRA FUNDED TRANSPORTATION ENHANCEMENT PROJECTS				
Litchfield	14838	Albuquerque Avenue trail completion	$329,631	Completed
Hudson	13894	NH 102, construct sidewalk	$522,721	Completed
Windham	14830	Rehabilitate Windham Depot	$220,600	
		Sub-Total	**$1,072,952**	
TRANSIT PROJECTS				
COAST (Portsmouth –	N/A	Purchase 7 Transit Vehicles; misc., facility improvements	$3,322,782	Vehicles delivered
Nashua Transit System	N/A	Purchase 3 trolley vehicles and support vehicles; 8 bus overhauls; downtown transit center improvements	$1,417,282	Completed
CART (Derry-Salem)		Purchase 3 small transit vehicles	$434,975	Completed
		Sub-Total	**$5,175,039**	
AIRPORT IMPROVEMENT PROJECTS				
Beire Field (Nashua)	N/A	Airport terminal apron (rehabilitation)	$1,753,000	In progress; trees cleared
		Sub-Total	**$1,753,000**	
		Total ARRA-funded Transportation Projects in the CEDS Region	**$98,490,814**	

d. Energy Conservation Programs

Energy programs funded by ARRA included the State Energy Program, Energy Efficiency Conservation Block Grant (EECBG) program and the Weatherization program. All energy program funding through ARRA is distributed through the NH Office of Energy and Planning**.**

Low income Weatherization Program - $23.2M in ARRA funds were directed to this existing weatherization programs which provide for insulation, air sealing and related weatherization in low income homes. The program is implemented through the state's existing Community Action Program agencies. In the CEDS region these agencies are Rockingham Community Action and Southern NH Services. Under the increased ARRA funding the average investment allowed for each dwelling unit weatherized increased from $2,500 to $6,500 and income eligibility was increased from 150 percent to 200 percent of the federal poverty guidelines.

State Energy Program (SEP) - is an ongoing, federally funded program operated by the Office of Energy and Planning. The overall goals for SEP are to increase energy efficiency to reduce energy costs and consumption for consumers, businesses and government, reduce reliance on imported energy, improve the reliability of electricity and fuel supply and the delivery of energy services, and reduce the impacts of energy production and use on the environment. Under ARRA, New Hampshire was awarded a formula grant of $25.8M to be used over a three year period. This compares to prior annual funding of about $250,000. The NH OEP used the funding in 16 different program areas directed to municipalities, businesses, UNH, state agencies and others.

Energy Efficiency and Conservation Block Grant Program – The program was established as a component of the 2007 Energy Independence and Security Act, the US Department of Energy's Energy Efficiency and Conservation Block Grant (EECBG) Program was established to assist eligible entities in implementing strategies relating to the reduction of fossil fuel emissions, reduction of total energy use and improved energy efficiency in transportation, building and other areas. Under ARRA, New Hampshire is designated to receive approximately $17.3 million distributed using the following formula:

- 68 percent was distributed via a formula to the 10 most populated municipalities in the state; REDC CEDS communities included in this group are: Nashua ($0.834M), Derry ($0.133M), Salem ($0.131M), Merrimack (0.116M) , Londonderry ($0.106M) and Hudson ($0.104M), as well as both Rockingham ($1.96M) and Hillsborough ($0.630M) counties.

- 28 percent was distributed via a formula to each state's energy office, 60 percent of which is required to go to the municipalities who were not chosen as one of the 10 most populated municipalities. This funding were distributed through a competitive grant process. New Hampshire municipalities and counties submitted over 270 grant applications, totaling over $21 million dollars in requests. OEP awarded these EECBG grants in April of 2010 to 68 communities statewide. Fifteen REDC CEDS communities were awarded a wide variety of small energy conservation project grants as listed below: Atkinson, Deerfield, E. Kingston, Epping, Exeter, Fremont, Hampton Falls, Newfields, Newmarket, Newton, Portsmouth, Rye, Salem, Stratham and Windham.

TABLE 28: ARRA-FUNDED ENERGY EFFICIENCY CONSERVATION GRANTS (EECBG) REDC CEDS STUDY AREA – 2012 UPDATE

Central Sub Region		
Applicant Name	**Measure Description**	**Measure Category**
Atkinson	Building Energy Audits of 8 Municipal Buildings	Building Energy Audits
Freemont	Building Energy Audit of Public School and Public Safety Complex	Building Energy Audits
	Solar Hot Water System at Public Safety Complex	Renewable Energy

East Sub Region		
Applicant Name	**Measure Description**	**Measure Category**
East Kingston	Energy Efficient Boiler Installation for Elementary School	Building Energy Efficiency
	Solar Power, Power Purchase Agreement for Elementary School	Renewable Energy
Exeter	Solar Power, Power Purchase Agreement for Waste Water Treatment Plant	Renewable Energy
Hampton Falls	Combined Heat and Power Plant for Public Safety Complex	Renewable Energy
Newfields	Lighting Retrofit at Town Hall and Fire Department	Lighting Upgrades
Portsmouth	Energy Recovery Ventilation and Hot Water System for Discover Portsmouth Center	Building Energy Efficiency
Rye	High Efficiency Air Distribution and Ventilation Systems for Town Hall	Building Energy Efficiency
	Ground Source Heat Pump for Town Hall	Renewable Energy
	Photovoltaic Roof Fans for Town Hall	Renewable Energy
	High Efficiency Boiler and DDC Control for Elementary School	Building Energy Efficiency
	Building Envelope improvements for Library	Building Energy Efficiency
Stratham	Building Envelope and Weatherization Improvements for the Municipal Center	Building Energy Efficiency
West Sub Region		
Applicant Name	**Measure Description**	**Measure Category**
Salem	Transportation Network Management	Reducing Commuter Vehicle Fuel Use
Windham	Building Energy Audits on 5 Historical Buildings	Building Energy Audits
	LED Parking lighting upgrades for Library, Fire Department and Police Department Lots	Lighting Upgrades

Finally, also funded within the EECBG component of ARRA is the Energy Technical Assistance and Planning for NH Communities (ETAP). ETAP is a two year program providing energy efficiency technical assistance free of charge to NH communities and counties. ETAP's goal is to advance energy efficiency in all NH municipalities and provide the tools communities need to monitor energy performance.

ETAP is intended to offer services for every community, regardless of where they are in the energy planning process. For communities just starting, assistance has been provided with energy inventories and preliminary roadmaps. For those communities that have already completed inventories and are looking to implement projects, ETAP provides services such as grant writing assistance, energy audits for municipal buildings, preparation of energy master plans and capital improvement plans for energy efficiency projects.

ETAP has been implemented through CLF Ventures, Peregrine Energy Group, Clean Air-Cool Planet, and NH's 9 Regional Planning Commissions, including NRPC, RPC, SNRPC and SRPC, all in the CEDS region. Most communities in the CEDS region have or will

receive individual energy planning and technical assistance through the program before it concludes in March of 2012.

9. Regional Brownfields Program

The US EPA's Brownfields Program provides competitive grants to states, municipalities, tribal authorities, and regional planning and economic development organizations to support the identification, assessment, clean-up, and redevelopment of properties that may be stigmatized by pollution or the perception of contamination. Such properties can include closed gas stations and auto body repair shops, large manufacturing mills, and commercial or industrial sites. These sites exist throughout the REDC region, in every community, and represent enormous development potential. Cleaning up and reinvesting in these properties increases local tax bases, facilitates job growth, utilizes existing infrastructure and alleviates development pressure on undeveloped land in the region.

Brownfields Assessment Programs - Currently, two of the four regional planning commissions operating in the REDC region are managing Brownfields assessment programs – Rockingham Planning Commission and Southern New Hampshire Planning Commission. With grant funds from EPA, both planning commissions have created inventories of Brownfields sites and have assessed several of these sites for contaminants and redevelopment options. For current information on these site inventories and on the properties that have been assessed, contact the regional planning commissions – Rockingham Planning Commission, www.rpc-nh.org, 603-778-0885, and Southern NH Planning Commission, www.snhpc.org, 603-669-4664. The Nashua Regional Planning Commission applied for EPA Brownfields assessment grant funds in October 2011 to re-start a program in that region and is awaiting word of a grant award from EPA. The Strafford Regional Planning Commission is considering submitting a grant application in October 2012.

Brownfields Clean-up Program - In May 2010, the EPA awarded the REDC $1M to establish a Revolving Loan Fund (RLF). The RLF is being used to capitalize a revolving loan fund from which the REDC will provide low interest loans and sub-grants to conduct clean-up activities on selected Brownfields sites in the region. The RLF funds are available for anyone anticipating cleaning up a contaminated property for redevelopment, as long as the applicant is not responsible for the contamination. Low interest loans, typically 3 percent, are available for expanding businesses, developers, non-profit organizations and municipalities. Sub-grants can be awarded to municipalities and non-profit organizations only. Eligible clean-up activities include the installation of fences and drainage systems, capping, excavation and removal of contaminated soils, and removal of drums, tanks and other sources of hazardous materials. The REDC is targeting sub-grant RLF funds towards projects that facilitate the creation of green space, benefits low income communities, and facilitate the use of existing infrastructure.

The Town of Hudson, NH has submitted an application to the REDC for Brownfields RLF grant funds for clean-up of a vacant 9.7 acre lot along Industrial Drive in Hudson. The town is partnering with a non-profit community foundation to clean-up and redevelop the site into a recreational park with a football field, baseball field, parking lot, and service building. There are other sites in the region that are candidates for the RLF grant funds and the REDC is working with the Rockingham Planning Commission to encourage grant applications for these sites.

For more information on the RLF and the application process, visit the REDC website, www.redc.com, or call the office, 603-772-2655.

The City of Nashua, NH manages a Brownfields Assessment and Clean-up Program for sites in that community. For more information, contact the City of Nashua's Community Development Department at 603-589-3095, www.gonashua.com.

10. NH Fisheries

New Hampshire is a unique coastal state in many ways. It has one of the shortest coastlines in the nation - just 18 miles that directly fronts the ocean, and another 300 miles bordering various estuaries and bays. 32 percent of the state's 1.35 million people live within the two coastal counties and nearly 75 percent of the state's population lives within 50 miles of the coast. This represents a 15 percent increase over the past 10 years.

While New Hampshire's coastline is relatively short, it borders on the 36,000-square-mile Gulf of Maine, which is among the world's most productive water bodies. A semi-enclosed sea, the Gulf is encircled by the outstretched arms of Cape Cod and Nova Scotia, and bounded to the south by Georges and Browns banks. It is a distinct body of water that differs from the Atlantic Ocean geologically, oceanographically, and biologically. Most importantly, the Gulf of Maine is a marine ecosystem, comprised of interrelated nutrient cycles, currents, tides, food chains, and energy flows. Despite its modest coastline, New Hampshire is graced with two major estuaries — Great Bay and Hampton-Seabrook — which provide a rich habitat for a variety of marine life important to the Gulf ecosystem.

Historically, the Gulf of Maine has provided a livelihood for thousands of New Hampshire residents in the commercial fishing industry. In recent times these numbers have significantly decreased. Much of the loss of industry has been due to overfishing and accompanying conservative regulations necessary for stock rebuilding. In 2010, the National Marine Fisheries Service implemented Amendment 16 to the Northeast Multispecies Fisheries Management Plan (FMP) which created a sector management system and authorized the formation of 19 sectors. This was a significant change from the days-at-sea management regime. Under the sector management system, a group of fishermen holding limited access vessel permits are granted a total allowable catch (TAC) to be divided by its members. This has resulted in fleet consolidation across the region and has the potential to improve the economic stability for those remaining. Even with significant loss of New Hampshire's fishing fleet, a robust industry important to the regional economy still remains. New Hampshire's commercial fishing industry consists of approximately 300 lobstermen and 20 groundfish fishermen prosecuting a mix of near and offshore fisheries based from three ports – Portsmouth, Rye, and Hampton Harbors. In 2009, N.H. commercial fishers landed 6,400 tons of 30 different commercial species having an economic value of $17.3 million. Five species accounted for approximately 90 percent of the overall catch by weight, including: Atlantic herring, American lobster, Atlantic cod, pollock and spiny dogfish. Three species, American lobster, Atlantic cod and Pollock, accounted for approximately 90 percent of the overall catch by economic value.

Over the past several years, reduced landings, declining quotas as a result of a change from days-at-sea to sector allocation resource management, and low wholesale market prices have forced fishermen to explore value-added alternatives to increase their profits by reducing the costs of harvesting, handling, transportation, processing, and distribution. While members of NH's commercial fishing industry have embarked on various alternative

marketing ventures, including the formation of community supported fisheries (CSFs), participation in farm-to-market venues, and branding efforts, direct sales still only represent a fraction of the total catch.

Recently, volatile fuel prices have further limited industry profits shifting focus away from gear that reducing by catch towards more energy efficient nets, fishing strategies and alternative technologies. In the year 2000, the price of oil was $20-$25 per barrel; by 2005, it has risen to $40-$45; and in 2008, hit an astronomical high of $147 per barrel. The price plummeted to $34 in early 2009, but was back up to $65-$70 per barrel by mid-2010. In 2011 the price has shot back over to more than $100 per barrel, and it will likely remain at that level for some time to come.

Given these trends, the industry has little choice but to diversify their markets and utilize strategies and technologies that improve operational and energy efficiencies to remain viable.

11. Regional Advanced Manufacturing Partnership (RAMP-uP)

In the fall of 2011, the Community College System of New Hampshire (CCSNH) was awarded $19.9 million to develop training programs that will support New Hampshire's advanced manufacturing industry. The new program, titled ***R***egional ***A***dvanced ***M***anufacturing ***P***artnership (***RAMP-uP***), will focus on provided necessary training to all corners of the state. The lead applicant for the grant was Great Bay Community College and represents a partnership with Nashua Community College, Manchester Community College, Lakes Region Community College, River Valley Community College, White Mountains Community College and NHTI-Concord's Community College.

RAMP-uP will make a lasting impact on NH's manufacturing industry by transforming the entire community college system's advanced manufacturing programming to better prepare Trade Adjustment Assistance (TAA) participants, unemployed, returning Veterans, and other non-traditional learners for high-wage high-skill employment within this vibrant industry sector. ***RAMP-uP***'s main priority is 1) to "Build programs that meet industry needs, including developing career pathways," followed by two supporting priorities to (2) "Improve retention/achievement rates and reduce time to completion", and (3) "Strengthening on-line & technology enabled learning." The strategies align with an overarching vision of creating a comprehensive 4-tiered *Advanced Manufacturing Competency Model* that encompasses career ladders across several key advanced manufacturing concentrations (i.e. Advanced Materials/Composites Manufacturing, Precision Machining, Automation/Robotics, Energy Systems for Adv. Mfg., etc.) Strategies include:

TABLE 29: RAMP-UP STRATEGIES	
1.	Establish an innovative multifaceted Advanced Manufacturing model for NH which develops multiple career pathways for students to be successful in concentrations within Advanced Manufacturing careers, and aligns stackable programming with the Advanced Manufacturing Competency Model.
2.	Create and credential a common set of "Common Core Manufacturing Skills" that will be offered at all NH community colleges, and will offer credit.
3.	Develop and deliver condensed industry-driven "short courses" and certification programs; replicating successful models to maximize success, with the goal of awarding credit whenever possible.

4.	Align Associate Degree programs to meet needs of regionalized industry concentrations (infusing existing AS programs with enhanced curricula and technology, and creating new AS degrees where needed.)
5.	Modernize existing labs with powerful new technology & state-of-the art equipment to prepare students for successful employment within NH's advanced manufacturing sector.
6.	Establish two new State-of-the Art Training Centers in areas of NH showing significant job growth in advanced manufacturing, but lacking training programs & facilities.
7.	Address advanced manufacturing training needs in rural northern New Hampshire through the deployment of a Mobile Precision Welding Lab.
8.	Improve articulation between Advanced Manufacturing program offerings at all colleges so that prior learning "counts", motivating student to continue educational path toward AS degree and beyond (leading to higher-skilled better paying jobs higher up on the career ladder.)
9.	Establish a consistent credentialed Work-Readiness program at all NH community colleges, in response to industry's voiced critical needs, and high student attrition at this entry point in the ladder.
10.	Expand supportive programming and services for students enrolled in Advanced Manufacturing programming (eTutoring, success mentoring, industry mentoring, etc.)
11.	Leverage SMEs with strong CCSNH Distance Learning department to develop and implement a cohesive statewide plan for maximizing & expanding the use of technology within the design of program offerings at all 7 of NH's community colleges (i.e. online & hybrid delivery, virtual enhancements, simulations, open source learning via Creative Commons/Gates initiative, etc.)

Jobs within advanced manufacturing require high level skills and postsecondary education – including advanced levels of STEM-related knowledge (Science, Technology, Engineering, and Math) to operate highly technical computerized manufacturing equipment and robotics. ***RAMP-uP*** brings employers, community colleges, and workforce partners together to design programs that specifically deliver the competencies and credentials required for workers to obtain and retain employment within the industry. Programs will offer flexible delivery; including online, virtual, and web-based training modules to meet demographic and scheduling challenges of adult learners in NH. A Work Readiness program will be introduced statewide at all of the colleges to provide basic skills development opportunities as well as workplace & industry skills. Strong emphasis will be placed on technology to support student career and placement guidance, tutoring, mentoring, etc. ***RAMP-uP*** is a statewide initiative and provides services in 100% of the TAA impacted communities in NH. The consortium includes every public Community College in the state and will benefit students & employers from all geographic regions including those in bordering Maine, Vermont & Massachusetts. The northern and western parts of NH have experienced heavy TAA certifications due to the closing and downsizing of paper mills. This project targets these individuals and other job seekers who lack the pre-requisite and transferable skills to secure employment. There is also strong employer commitment willing to join CCSNH at the design table to create new programs, career ladders, and innovative delivery systems to rejuvenate and advance manufacturing training in the state.

PROJECTED OUTCOMES (PLANNED 8,799 TOTAL PARTICIPANTS TO BE TRAINED)	
1. Entered employment rate	1. 72%
2. Employment retention rate	2. 90%
3. Average earnings	3. $20,500 (represents 6 mos.)
4. Attainment of credits toward degree/s	4. 3,080/8,799 (35%), up from 12.5%
5. Attainment of industry-recognized certificates (less than 1 year)	5. 2,640/8,799 (30%), up from 12.6%
6. Attainment of industry-recognized certificates (more than 1 year)	6. 1,320/8,799 (15%), up from 11.2%
7. Graduation number and rate for degree programs.	7. 440/8,799 (5%), up from 2.8%

During the next year, the program will:

1. Hire staff to implement and integrate the grant initiatives on all campuses.
2. Purchase equipment to upgrade existing training labs.
3. Renovate, Staff and Open the Advanced Manufacturing training center in Rochester NH.
4. Open four additional WorkReadyNH Centers: Concord, Nashua, Laconia, and Rochester.
5. Rejuvenate or Create vibrant advisory boards on each campus with a focus on business and industry participation.
6. Begin development of Core Curriculum to be delivered and integrated across all campuses.
7. Beta test new curriculum based on industry recognized competencies and certifications.

E. Short Term Actions

REDC will continue to meet its obligations as an Economic Development District (EDD) by (1) coordinating and implementing economic development activities in the District, (2) carrying out economic development research, planning, implementation and advisory functions identified in the CEDS and (3) coordinating the development and implementation of the CEDS with other local, state, federal, non-profit and private organizations.

For the 2010 CEDS, through a grass-roots planning process and with public input, REDC developed CEDS goals and objectives for the current 5-year cycle. REDC and the other economic stakeholders in the region continue to address these goals and objectives with an on-going approach. The status of these goals is discussed in the next section of the CEDS (Part IV – Evaluation). However, the Short-Term Actions for the period from July 1, 2012 to June 30, 2013 will be as follows:

1. Continue CEDS “grass-roots” planning process:
   - Implement the EDA Planning Investment and update the 2010 CEDS for 2013 (June 30, 2013);
   - Schedule four (4) CEDS Steering Committee meetings as part of the program year;

- Maintain the required the required percentage of private sector representatives on the CEDS Steering Committee. If we fall below that percentage, then identify, recruit, train and orient private sector representatives for the CEDS Steering Committee. Key areas of interest include new and emerging technologies, expertise in green technologies, banking and financing, as well as real estate development;
- Maintain Evaluation as an ongoing process;
- Update existing and identify new Priority Projects as part of the CEDS planning process;
- Host one to two public forums that focus on events and/or topics relevant to economic development in our region and in line with the goals of the CEDS.
- Provide demographic data and information developed through Five-Year CEDS process to municipalities, businesses, non-profit groups and the public through an enhanced website and regular electronic updates.

2. Provide support for local economic development efforts:
   - Begin the construction of the REDC Regional Business Development & Training Center. Provide local entrepreneurs with access to instruction, computers, and reference materials to facilitate the creation of new rural businesses and the expansion of existing businesses;
   - Increase outreach to local communities in identifying and implementing Priority Projects through general technical assistance and recommendations;
   - Continue work with the Brownfield's Advisory Committee to redevelop blighted areas and encourage economic growth;
   - Meet with representatives from "pockets of distress" communities to identify infrastructure and community needs;
   - Provide funding for local projects that support the CEDS Goals and Objectives through the availability of additional EDA project funds; and
   - Assist other communities as requested.
3. Assist and provide technical assistance for regional economic development projects:
   - Continue to provide grant and load opportunities to the region with the REDC $1 million EDA Brownfield's grant;
   - Provide technical assistance and support to municipalities in identifying federal, state, non-profit and private funds to support their economic development activities;
   - Provide technical assistance to the proponents of this year's Priority Projects, as needed. Identify key Priority Projects that are eligible for EDA funding opportunities. Provide grant writing and management assistance as needed for these projects.
   - Identify funding opportunities and provide technical assistance for grant writing and management for the Pettengill Access Road project in Londonderry, NH;
   - Partner with state agencies to educate businesses about the availability of stimulus funds for infrastructure improvements and energy efficiencies; and
   - Provide financing for expanding businesses that create jobs.

Part IV – Evaluation

REDC seeks to evaluate our 2012 plan for the purpose of determining our success in meeting both our goals as well as EDA priorities. This evaluation component will be fairly broad in addressing each of these areas, while specific enough to quantify the results achieved by the Rockingham Economic Development Corporation Region.

REDC established an evaluation methodology that focused upon quantitative and qualitative measures related to program performance.

A. Documentation of CEDS Process

REDC utilizes the EDA Guidelines and recommendations for developing the CEDS document. The first step in the process was to create the 2012 CEDS Steering Committee (outlined in Part I of this document). The committee was expanded to meet the needs of the growing CEDS region and additional private sector individuals were added to ensure continued compliance with the federal regulations regarding member composition. The Steering Committee met several times throughout the CEDS process, providing valuable input and feedback into the development of this document. REDC worked with staff from both inside and outside its own organization to provide the necessary data, maps and text to create the written document. The staff worked closely with the Steering Committee to complete the 2012 CEDS Update.

B. Evaluation of Past 12 months

1. Evaluation of CEDS Process

Levels of Participation

Goal: *To encourage a high level of participation in CEDS activities by a diverse group representative of both municipal and business leaders.*

The REDC CEDS Steering Committee had four regular meetings this year which were attended by an average of fifteen individuals. These meetings were attended by a broad cross section of private business persons, municipal employees, economic development and planning practitioners as well as elected officials. The meetings were held throughout the CEDS region in order to accommodate and encourage as many members as possible to participate.

In addition to the Committee meetings, REDC hosted two public events. The first covered a topic requested directly by the CEDS Steering Committee: workforce development and technical training. The second forum was a presentation on the economic impacts of upcoming changes in the nitrogen discharge levels for the Great Bay watershed, a change which will have significant impacts to economic development throughout much of the region.

Data Development and Dissemination

Goal: *To provide comprehensive data and other statistical analysis tools for the region's economic development stakeholders; and to have that body of work "recognized" as an all-inclusive source of current information on each of the towns that comprise the region.*

Through the development of the CEDS, REDC maintains current and accurate demographic and other data on all towns, projects, available real estate sites, and companies in the region. This data is gathered from both the Rockingham Planning Commission (RPC) and the Nashua Regional Planning Commission (NRPC) and is compiled by REDC's Planner into the comprehensive information contained in the CEDS.

Development of the 2012 CEDS Update included reporting on the new 2006-2010 U.S. Census American Community Survey data. The CEDS contains valuable data that is used by municipalities and private firms to assist in grant applications, budgetary requests, and marketing plans.

The region is positively impacted by the availability of the REDC CEDS, which brings together many different types of data and analysis. It is a unique tool that gives the region an advantage in economic development and with securing funds. The communities, in turn, disseminate the data to the stakeholders..

In addition, the 2012 CEDS Update includes a comprehensive list of available technical and trade training programs available in and around the CEDS Region. This information is also posted in an easy-to-use format on our website. This information was gathered and compiled after the need was identified by the CEDS Steering Committee.

Marketing and Outreach of CEDS

Goal: *To promote the use of the CEDS document by the region's economic development stakeholders as a resource in the region, as well as a "blueprint for success."*

Hard copies and/or electronic copies of the 2011 CEDS Update were mailed to each community within the CEDS region, the CEDS steering committee, the REDC Board of Directors, and state and federal funding agencies. In addition, we make the current CEDS, charts and graphs and several past CEDS available on the REDC website.

REDC promotes and makes available on its website any of the special reports generated from the CEDS such as the "2010 U.S. Census" and the "State of the Economy: 2011" as well as any reports we receive from the EDA.

In addition, REDC distributes printed materials on the CEDS process in our marketing material that is given to clients, commercial lenders and attendees at business expos and other economic development events.

2. Evaluation of CEDS Goals

Economic Development

Goal: *To create high-skill, higher-wage jobs within innovative clusters as a means to diversify the regional economy and improve the economic conditions in the area.*

REDC has aided in the creation and/or the retention of thousands of jobs through our regional revolving loan fund. EDA funds have also been used for

public works projects to create jobs within the region. The Infrastructure Improvements for the Smuttynose Brewery Expansion in Hampton are currently under construction and will be completed by the end of 2012. This will allow for the relocation and expansion of the Smuttynose Brewery, which will retain and create over 25 new jobs.

REDC has assisted numerous regional businesses with technical assistance and financing such as: Timberlane Glass, Sustainable Ales, T-Mac and Haycreek Hospitality. The assistance to the companies has helped strengthen the economic development of the region and create higher skilled, higher wage jobs.

Infrastructure Development

Goal: *To invest in infrastructure improvements, such as roads, bridges, sewers, water facilities and broadband, and multi-modal transportation systems that will strengthen and diversify the regional economy.*

Improved and expanded infrastructure leads to increased private investment and attention to environmental issues. For example, the Smuttynose Expansion project listed above is a sewer line infrastructure project that will allow for the development of a currently vacant site. In addition, the Town of Seabrook started a project that will assist with the widening of the Route 107 Bridge over I-95 to accommodate future growth on Route 1, the commercial district of the town. This project is being funded in a large part by private commercial developers.

REDC continues to support the Pettengill Access Road project in Londonderry NH. This project, and subsequent development, will result in the creation of 4,000 – 6,000 new jobs. Although the application was not selected for EDA funding in 2011, REDC and the town continue to partner together to help move this important project forward.

REDC encouraged the submission of new Priority Projects from towns that have previously indicated some degree of distress, and new infrastructure projects have been added to the Priority Project List each year. This year resulted in the addition of one new infrastructure project to the CEDS Priority Project list. This project is in the Town of Seabrook and piggybacks on the current Route 107/I-95 Bridge expansion. The project aims to look at the west side of Route 107 and develop an infrastructure needs plan to accommodate future growth.

The overall impact of this goal is to enhance the infrastructure in the region, which leads to increased economic development opportunities. Although many of these projects are funded through sources other than EDA, they provide direct benefits to the region in creating jobs and increasing the tax base for local communities.

Regional Cooperation

Goal: *To develop cost-effective regional solutions to local problems as a means to improve municipal budgets and maintain the quality of life in the Region.*

REDC supports regional cooperation through the study of sharing of key (and usually costly) municipal services. The most recent example of this is participation in discussions between Exeter and Stratham NH on water and wastewater sharing. The region will be more successful if we can continue to encourage communities to work together on areas of common interest where efficiency can be found through partnerships. REDC encourages communities to work together to address common problems through a regional solution. RPC continues to host its Municipal Forums to encourage collaboration among local communities.

REDC has continued its work with officials throughout NH to strategize on municipal sharing with a particular focus on water/sewer services as this lack of infrastructure is a barrier to development. Representatives from numerous communities have shared their ideas on regionalism and shared services ranging from shared administrative staff to sharing emergency services. Regional infrastructure projects are necessary to limit the financial burden on individual communities and to encourage economic development and private investment.

In addition, this year REDC hosted a public forum titled: *Economics of Nitrogen: Challenges and Opportunities in the Great Bay Watershed*. The focus of this meeting was to bring together the communities within the Great Bay watershed that will be impacted by potential changes in the discharge nitrogen levels from treatment plants. REDC hopes to enable and enhance the existing regional cooperation in this critical issue.

Workforce Development

Goal: *To leverage the resources available through the workforce development and university/community college systems to address the growing skill needs of the business community and regional workforce.*

REDC submitted and was awarded an Economic Development Administration Public Works grant for the construction of a new business development and workforce training center in conjunction with its new offices in Raymond NH. This project is scheduled to beginning construction in the fall of 2012.

At the first CEDS Steering Committee meeting of this planning year, the committee members held a discussion regarding the lack of properly trained workers to fill basic jobs such as electricians, plumbers and machinists. The committee identified the lack of training opportunities – or the lack of information about what opportunities is available – as a top priority for review during the 2012 CEDS Update. At the request of the Steering Committee, REDC compiled a comprehensive list of technical and trade training programs available in and around Southern New Hampshire. The focus for our research was primarily on trade programs such as electrical, plumbing, HVAC, welding, machinery, advanced machinery/CNC, and other like programs. The findings are reported both in this document and available on the REDC website.

At its February 1, 2012 CEDS Steering Committee, REDC hosted a public event to inform our region about WorkReady NH, an important new program to assist under and unemployed residents in New Hampshire. Program highlights were presented by Christopher Lawrence, State-Wide Liaison for WorkReady NH, outline the State's initiative to address gaps in worker readiness. The WorkReady NH program focuses in the areas of math, reading and problem solving. It also addresses the so-called "soft skills" such as workplace behaviors, teamwork and communications needed in today's work environment. The program is open to unemployed and under-employed New Hampshire residents.

REDC matches workforce development needs of biotech, manufacturing and software development firms with workforce development agency or educational institution. We continuously work with the NH Department of Resources and Economic Development (DRED) to promote the NH Job Training Fund which can provide up to a 50% match for job training.

REDC supports the University of New Hampshire's (UNH) efforts to develop our workforce through their programs including the Green Launching Pad and the Innovation Commercialization Center (ICC) at Pease Tradeport.

Workforce Housing

Goal: *To develop diversified workforce housing options for all income levels to ensure the availability of workers for expanding businesses and new firms in the Region.*

REDC and RPC have supported the ongoing efforts of the Workforce Housing Coalition to educate and inform the public through public forums and monthly meetings on the importance of workforce housing to the region's economy.

REDC assists and provides support with the development of a workforce housing plan for the State of NH through the New Hampshire Housing Finance Authority of which Laurel Bistany, Executive Director of REDC, now sits.

REDC has focused upon the need for more workforce housing as an economic development issue. Firms that are relocating and/or expanding are finding it difficult to attract workers due to the limited affordable housing opportunities. The 2010 Census highlights that workforce housing continues to be a problem in this area, particularly on the seacoast. NH has a disproportionate amount of expensive owner-occupied housing verses rental units.

The Workforce Housing Coalition (WHC) is currently exploring development of workforce housing at the former Alrose Shoe Facility in Exeter NH in partnership with Rockingham Planning Commission and REDC. This important project was added to the 2011 CEDS Priority Project list. REDC co-sponsored the WHC's most recent event at the Newmarket NH Mills.

Environmental Preservation

Goal: *To maintain the unique qualities of life in southern New Hampshire through the preservation of natural and historic resources and a balanced approach to economic development.*

Several towns are adopting green ordinances and focusing on taking advantage of incentives for putting efficiencies in place. New projects such as the Innovation Commercialization Center (ICC) in Portsmouth NH are promoting high tech and green jobs.

REDC has been promoting our new Brownfields RLF throughout the region as a means of ensuring a clean environment and in some cases promoting green space. REDC plans to focus upon "green" and marine industries as emerging technologies for the future. REDC continues to work extensively with the Brownfields Advisory Committee through the regional planning commissions. The preservation of open space and historic buildings maintains the quality of life in the region.

The public forum on the Economics of Nitrogen REDC sponsored in April focused on balancing the costs of infrastructure improvements with the desire to protect the environment and quality of life in our region. While all parties may not agree on the regulations or actions needed, they do all agree that restoring the water quality of the Great Bay is vital to our region.

The State of New Hampshire is making a concerted effort to preserve open space. Region residents support open space preservation in order to provide balance to the business development. Without the appropriate balance between economic development and quality of life issues, the region will be less attractive for private investment.

3. Evaluation of CEDS Projects

The goal of the Priority Project list is to identify significant economic development projects in the region. The list is updated each year. Significant work has been done on several of the projects on the Project List over the past 12 months, and the Priority Project list has been a successful tool in obtaining funding for key projects.

In Derry, work was completed on the Rail Trail project, and the Town of Derry started construction on the Route 28/Manchester Road widening project. In Seabrook, the town, state DOT and private developers have come to an agreement to secure funding for both the Route 107/I-95 Bridge expansion and the expansion of Route 1 south of 107.

An EDA application was submitted for the Smuttynose project in Hampton. The project was awarded $250,975 for off-site sewer improvements and construction began in the spring of 2012.

REDC has secured funding for its new offices and a business development and training center in Raymond, NH. The EDA awarded REDC $432,185 in Public Works and Economic Development funds to help complete this important regional project.

In Newmarket, the Lamprey River Mill Re-Development project is underway. The external site work is near completion. 24,000sf, including twelve tenants is occupied, and all of the residential space is rented.

The City of Nashua approved a financial assistance package to allow redevelopment of the Front and Franklin Street Mill. The project will contain 109 units of mixed housing. Construction is anticipated to beginning in the fall of 2012.

4. Evaluation of Short Term Actions

Continue "Grass Roots" Planning Process

During the past twelve months, REDC has met this action item by completing and filing the 2012 CEDS Update, holding four Steering Committee meetings through the planning cycle, recruiting six new private sector committee members, completed the evaluation for the past 12-month cycle, and updated all available demographic data, to include adding newly obtained ACS data. We did adjust one action item involving the goal of holding two public forums. While REDC did hold two public forums, the topics were changed from that which was listed in the 2011 CEDS Update to better address the needs and concerns of the Steering Committee and region.

Provide Support for Local Economic Development Efforts

The REDC successful completed this action item by beginning the construction process for the new REDC Regional Business Development & Training Center, meeting with several key municipalities regarding potential Priority Projects in their community, informing the Steering Committee and municipalities about the EDA's Local Technical Assistance Grant program, continuing to work with the Brownfield's Advisory Committee, and continuing to reach out to all municipalities within our region to work on lending and project funding issues.

Provide Technical Assistance for Regional Economic Development Projects

REDC worked with a number of communities in its region to provide economic development advice and provide assistance when needed. REDC continued to work with the Town of Hudson on its Brownfield's grant, and we meet with Brentwood, Nashua, Seabrook, Plaistow and Newmarket to discuss funding opportunities for pending economic development projects. We met on two separate occasions with the Town of Londonderry to continue work on the important Pettengill Access Road project. REDC approved 16 loans totaling $2.3 million dollars, and leveraged millions more in private funding, and which have created or retained 207 new jobs in the region. The only action item on this list that was not completed dealt with the Yankee Fisherman's Cooperative project in Seabrook, NH. This project was put on hold by the Coop, and therefore, REDC did not continue to work on an EDA grant.

C. Evaluation Criteria for 2012-2013

The REDC staff and the CEDS Steering Committee will evaluate our performance based on:

- Goal attainment; did we make measurable progress in each of our six priority areas;
- Adherence to EDA policies and priorities;
- Submission of timely and complete reports;
- Progress towards completion of the 2012-2013 Short Term Action items listed in this CEDS;
- An active and engaged Steering Committee.

Appendix

Table A-1 Population History and Estmates *2012 CEDS Update*

Town/Area	US Census Population Counts							OEP Annual Population Estimates			change in population: US Census		change in population: OEP	
	1950	1960	1970	1980	1990	2000	2010	2008	2009	2010	2000-2010	% change	2009-2010	% change
East Kingston	449	574	838	1,135	1,352	1,784	2,357	2,256	2,281	2,358	573	32%	77	3%
Exeter	5,664	7,243	8,892	11,024	12,481	14,058	14,306	14,497	14,777	14,314	248	2%	-463	-3%
Greenland	719	1,196	1,784	2,129	2,768	3,208	3,549	3,401	3,438	3,551	341	11%	113	3%
Hampton	2,847	5,379	8,011	10,493	12,278	14,937	14,976	16,032	15,072	14,985	39	0%	-87	-1%
Hampton Falls	629	885	1,254	1,372	1,503	1,880	2,236	2,085	2,102	2,237	356	19%	135	6%
Kensington	542	708	1,044	1,322	1,631	1,893	2,124	2,098	2,110	2,125	231	12%	15	1%
New Castle	583	823	975	936	840	1,010	968	1,018	1,023	969	-42	-4%	-54	-5%
Newfields	469	737	843	817	888	1,551	1,680	1,657	1,670	1,681	129	8%	11	1%
Newington	494	2,499	798	716	990	775	753	787	791	753	-22	-3%	-38	-5%
Newmarket	2,709	3,153	3,361	4,290	7,157	8,027	8,936	9,243	9,276	8,941	909	11%	-335	-4%
North Hampton	1,104	1,910	3,259	3,425	3,637	4,259	4,301	4,437	4,472	4,303	42	1%	-169	-4%
Portsmouth	18,830	25,833	25,717	26,254	25,925	20,784	21,233	20,520	20,668	21,245	449	2%	577	3%
Rye	1,982	3,244	4,083	4,508	4,612	5,182	5,298	5,133	5,151	5,301	116	2%	150	3%
Seabrook	1,788	2,209	3,053	5,917	6,503	7,934	8,693	8,363	8,373	8,698	759	10%	325	4%
South Hampton	314	443	558	660	740	844	814	886	891	814	-30	-4%	-77	-9%
Stratham	759	1,033	1,512	2,507	4,955	6,355	7,255	7,225	7,269	7,259	900	14%	-10	0%
CEDS Eastern Towns	***39882***	***57869***	***65982***	***77505***	***88260***	***94481***	***99479***	***99,638***	***99,364***	***99,534***	***4,998***	***5%***	***170***	***0%***
Atkinson	492	1,017	2,291	4,397	5,188	6,178	6,751	6,443	6,466	6,755	573	9%	289	4%
Auburn	1,158	1,292	2,035	2,883	4,085	4,682	4,953	5,085	5,110	4,956	271	6%	-154	-3%
Brentwood	819	1,072	1,468	2,004	2,590	3,197	4,486	4,183	4,279	4,489	1,289	40%	210	5%
Candia	1,243	1,490	1,997	2,989	3,557	3,911	3,909	4,085	4,112	3,911	-2	0%	-201	-5%
Chester	807	1,053	1,382	2,006	2,691	3,792	4,768	4,621	4,624	4,771	976	26%	147	3%
Danville	508	605	924	1,318	2,534	4,023	4,387	4,427	4,438	4,389	364	9%	-49	-1%
Deerfield	706	714	1,178	1,979	3,124	3,678	4,280	4,366	4,403	4,282	602	16%	-121	-3%
Epping	1,796	2,006	2,356	3,460	5,162	5,476	6,411	6,104	6,256	6,415	935	17%	159	3%
Fremont	698	783	993	1,333	2,576	3,510	4,283	4,159	4,200	4,285	773	22%	85	2%
Hampstead	902	1,261	2,401	3,785	6,732	8,297	8,523	8,741	8,794	8,528	226	3%	-266	-3%
Kingston	1,283	708	2,882	4,111	5,591	5,862	6,025	6,125	6,163	6,028	163	3%	-135	-2%
Newton	1,173	1,419	1,920	3,068	3,473	4,289	4,603	4,532	4,589	4,606	314	7%	17	0%
Northwood	966	1,034	1,525	2,175	3,124	3,640	4,241	4,110	4,136	4,243	601	17%	107	3%
Nottingham	566	623	952	1,952	2,939	3,701	4,785	4,498	4,540	4,788	1,084	29%	248	5%
Plaistow	2,082	2,915	4,712	5,609	7,316	7,747	7,609	7,612	7,629	7,613	-138	-2%	-16	0%
Raymond	1,428	1,867	3,003	5,453	8,713	9,674	10,138	10,825	10,950	10,145	464	5%	-805	-7%
Sandown	315	366	741	2,057	4,060	5,143	5,986	5,961	6,001	5,989	843	16%	-12	0%
CEDS Central Towns	***16942***	***20225***	***32760***	***50579***	***73455***	***86800***	***96138***	***95877***	***96690***	***96193***	***9,338***	***11%***	***-497***	***-1%***
Derry	5,826	6,987	11,712	18,875	29,603	34,021	33,109	34,071	34,318	33,129	-912	-3%	-1,189	-3%
Hudson	4,183	5,876	10,638	14,022	19,530	22,928	24,467	24,580	24,712	24,481	1,539	7%	-231	-1%
Litchfield	427	721	1,420	4,150	5,516	7,360	8,271	8,468	8,528	8,276	911	12%	-252	-3%
Londonderry	1,640	2,457	5,346	13,598	19,781	23,236	24,129	24,567	24,729	24,144	893	4%	-585	-2%
Merrimack	1,908	2,989	8,595	15,406	22,156	25,119	25,494	26,139	26,278	25,508	375	1%	-770	-3%
Nashua	34,669	39,096	55,820	67,865	79,662	86,605	86,494	87,111	87,566	86,543	-111	0%	-1,023	-1%
Pelham	1,317	2,605	5,408	8,090	9,408	10,914	12,897	12,454	12,550	12,904	1,983	18%	354	3%
Salem	4,805	9,210	20,142	24,124	25,746	28,112	28,776	29,549	29,640	28,793	664	2%	-847	-3%
Windham	964	1,317	3,008	5,664	9,000	10,709	13,592	12,823	12,993	13,600	2,883	27%	607	5%
CEDS Western Towns	***55739***	***71258***	***122089***	***171794***	***220402***	***249004***	***257229***	***259762***	***261314***	***257378***	***8,225***	***3%***	***-3,936***	***-2%***
REDC Region	***112563***	***149352***	***220831***	***299878***	***382117***	***430285***	***452846***	***455277***	***457368***	***453105***	***22,561***	***5%***	***-4,263***	***-1%***
Hillsborough County	***156,987***	***178,161***	***223,941***	***276,608***	***336,073***	***380,841***	***400,721***	***400,940***	***403,288***	***400,950***	***19,880***	***5%***	***-2,338***	***-1%***
Rockingham County	***70,059***	***98,065***	***138,950***	***190,345***	***245,845***	***277,359***	***295,223***	***295,525***	***297,734***	***295,123***	***17,864***	***6%***	***-2,611***	***-1%***
New Hampshire	***529,880***	***606,787***	***737,681***	***920,475***	***1,109,252***	***1,235,550***	***1,316,470***	***1,315,000***	***1,324,575***	***1,317,208***	***80,920***	***7%***	***-7,367***	***-1%***

Data Sources: US Census and NH Office of Energy and Planning

Figure A-3.1: Age distribution in 2010 for each CEDS region

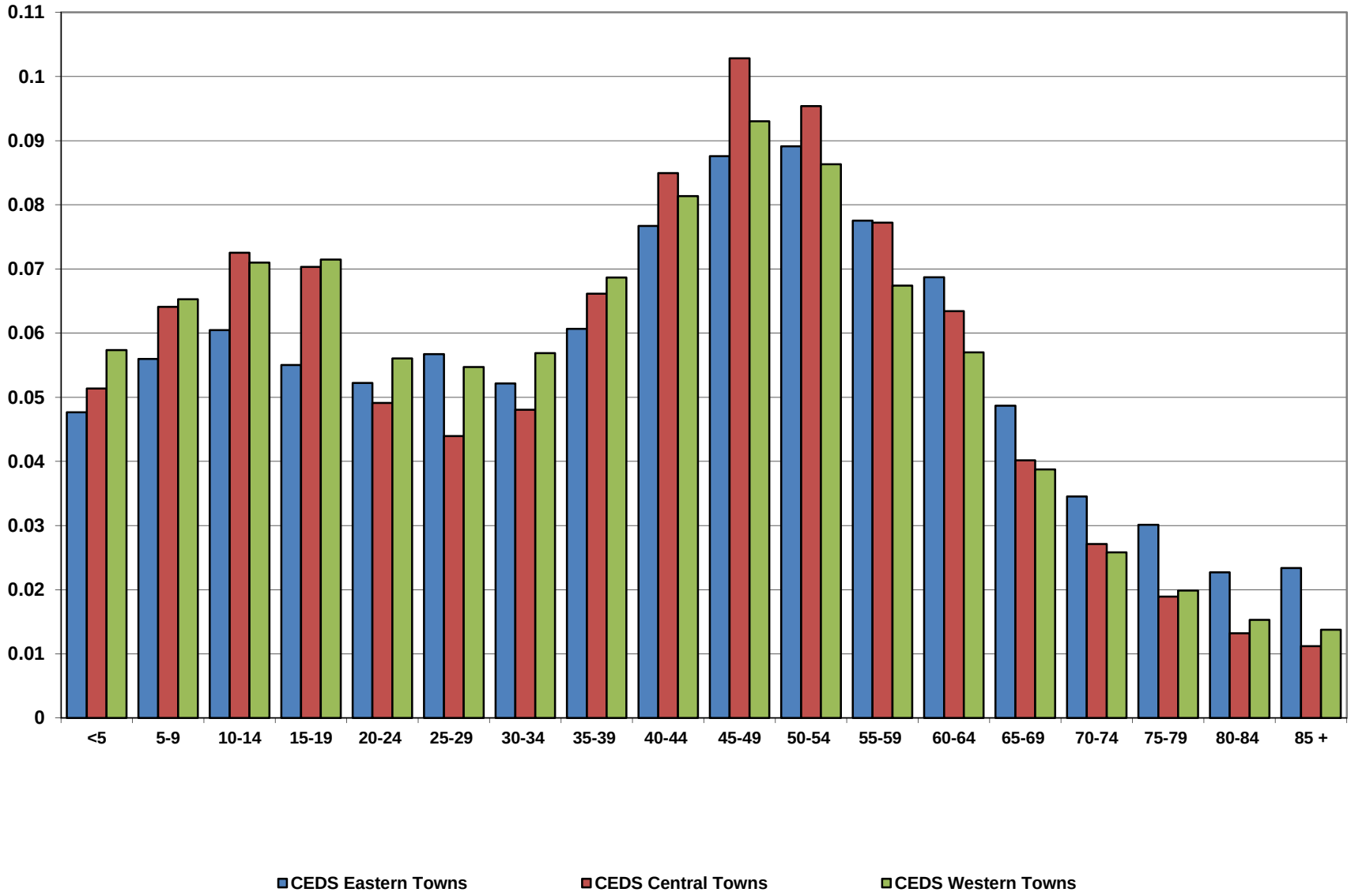


Table B-1 Housing Units -- Census Counts and Housing Estimates *2012 CEDS Update*

TOWN/AREA	Housing Units (US Census counts--all units) 1990	2000	2010	Avg. Annual Growth Rate '90-'00	'00-'10	Avg. Persons/Unit (NH OEP) 2008	2009	NHOEP Housing Estimates 2000	2005	2006	2007	2008	2009
East Kingston	494	648	907	2.8%	3.4%	2.6	2.6	660	831	853	871	878	883
Exeter	5,346	6,107	6,496	1.3%	0.6%	2.1	2.2	6,147	6,503	6,563	6,618	6,744	6,751
Greenland	1,082	1,244	1,443	1.4%	1.5%	2.4	2.4	1,272	1,350	1,364	1,381	1,393	1,408
Hampton	8,599	9,349	9,921	0.8%	0.6%	1.6	1.5	9,401	9,834	9,870	9,873	9,895	9,911
Hampton Falls	591	729	900	2.1%	2.1%	2.4	2.5	742	816	839	847	852	855
Kensington	585	672	806	1.4%	1.8%	2.7	2.7	684	761	769	777	780	780
New Castle	399	488	537	2.0%	1.0%	2.0	2.0	491	512	516	518	519	521
Newfields	324	532	591	5.1%	1.1%	2.8	2.8	540	576	587	594	597	600
Newington	320	305	322	-0.5%	0.5%	2.4	2.4	309	321	321	323	324	323
Newmarket	3,285	3,457	4,139	0.5%	1.8%	2.2	2.2	3,538	4,162	4,181	4,181	4,187	4,189
North Hampton	1,495	1,782	1,914	1.8%	0.7%	2.3	2.3	1,839	1,909	1,917	1,930	1,941	1,953
Portsmouth	11,369	10,186	10,625	-1.1%	0.4%	1.9	1.9	10,224	10,495	10,516	10,548	10,596	10,600
Rye	2,443	2,645	2,852	0.8%	0.8%	1.9	1.9	2,662	2,715	2,715	2,713	2,717	2,718
Seabrook	3,469	4,066	4,544	1.6%	1.1%	1.9	1.9	4,159	4,453	4,453	4,469	4,479	4,501
South Hampton	263	308	504	1.6%	5.0%	2.6	2.6	313	332	334	337	338	338
Stratham	1,917	2,371	2,864	2.1%	1.9%	2.6	2.6	2,423	2,742	2,774	2,806	2,815	2,817
CEDS Eastern Towns Totals:	***41,981***	***44,889***	***49,365***	***0.7%***	***1.0%***	***2.0***	***2.0***	***45,404***	***48,312***	***48,572***	***48,786***	***49,055***	***49,148***
Atkinson	1,885	2,431	2,788	2.6%	1.4%	2.4	2.4	2,507	2,668	2,674	2,682	2,685	2,688
Auburn	1,354	1,622	1,814	1.8%	1.1%	2.8	2.8	1,664	1,813	1,824	1,834	1,840	1,845
Brentwood	778	920	1,350	1.7%	3.9%	3.2	3.3	981	1,238	1,267	1,280	1,294	1,312
Candia	1,192	1,384	1,494	1.5%	0.8%	2.7	2.7	1,417	1,489	1,507	1,512	1,519	1,518
Chester	924	1,247	1,596	3.0%	2.5%	2.9	2.9	1,338	1,537	1,555	1,563	1,568	1,573
Danville	960	1,479	1,684	4.4%	1.3%	2.6	2.6	1,504	1,666	1,671	1,687	1,687	1,696
Deerfield	1,227	1,406	1,743	1.4%	2.2%	2.5	2.5	1,487	1,687	1,715	1,734	1,745	1,754
Epping	2,059	2,215	2,723	0.7%	2.1%	2.3	2.3	2,314	2,499	2,525	2,565	2,626	2,671
Fremont	920	1,201	1,573	2.7%	2.7%	2.7	2.8	1,262	1,479	1,489	1,507	1,518	1,526
Hampstead	2,661	3,276	3,727	2.1%	1.3%	2.4	2.4	3,306	3,560	3,626	3,661	3,681	3,718
Kingston	2,115	2,265	2,480	0.7%	0.9%	2.5	2.5	2,350	2,465	2,485	2,488	2,497	2,504
Newton	1,251	1,552	1,751	2.2%	1.2%	2.6	2.7	1,604	1,680	1,691	1,705	1,721	1,731
Northwood	1,791	1,905	2,129	0.6%	1.1%	1.8	1.8	1,933	2,185	2,214	2,257	2,266	2,282
Nottingham	1,314	1,592	1,986	1.9%	2.2%	2.2	2.2	1,634	1,958	1,993	2,021	2,035	2,055
Plaistow	2,691	2,927	3,016	0.8%	0.3%	2.5	2.5	2,944	2,996	2,999	3,000	2,999	3,000
Raymond	3,350	3,710	4,254	1.0%	1.4%	2.5	2.5	3,791	4,263	4,305	4,348	4,385	4,410
Sandown	1,488	1,777	2,214	1.8%	2.2%	2.8	2.7	1,794	2,094	2,123	2,153	2,164	2,187
CEDS Central Towns Totals:	***27,960***	***32,909***	***38,322***	***1.6%***	***1.5%***	***2.5***	***2.5***	***33,830***	***37,277***	***37,663***	***37,997***	***38,230***	***38,470***
Derry	11,869	12,735	13,277	0.7%	0.4%	2.6	2.6	12,840	13,174	13,239	13,272	13,340	13,347
Hudson	6,902	8,165	9,212	1.7%	1.2%	2.7	2.7	8,213	8,988	9,096	9,149	9,179	9,195
Litchfield	1,845	2,389	2,912	2.6%	2.0%	2.9	2.9	2,460	2,798	2,845	2,893	2,906	2,941
Londonderry	6,739	7,718	8,771	1.4%	1.3%	2.9	2.9	7,864	8,405	8,496	8,544	8,577	8,599
Merrimack	7,915	8,959	9,818	1.2%	0.9%	2.7	2.7	9,144	9,703	9,786	9,803	9,831	9,866
Nashua	33,383	35,387	37,168	0.6%	0.5%	2.3	2.3	35,582	36,587	36,735	37,017	37,212	37,402
Pelham	3,118	3,740	4,598	1.8%	2.1%	2.8	2.8	3,852	4,371	4,411	4,441	4,473	4,490
Salem	9,897	10,866	11,810	0.9%	0.8%	2.4	2.4	10,984	12,010	12,068	12,094	12,110	12,145
Windham	3,327	3,906	5,164	1.6%	2.8%	2.6	2.6	4,165	4,737	4,821	4,915	4,965	5,000
CEDS Western Towns Totals:	***84,995***	***93,865***	***102,730***	***1.0%***	***0.9%***	***2.5***	***2.5***	***95,104***	***100,773***	***101,497***	***102,128***	***102,593***	***102,985***
REDC CEDS Region Totals:	***154,936***	***171,663***	***190,417***	***1.0%***	***1.0%***	***2.4***	***2.4***	***174,338***	***186,362***	***187,732***	***188,911***	***189,878***	***190,603***
Hillsborough County Totals:	***135,622***	***149,961***	***166,053***	***1.0%***	***1.0%***	***2.4***	***2.4***	***151,829***	***162,164***	***163,522***	***164,570***	***165,255***	***165,741***
Rockingham County Totals:	***101,773***	***113,023***	***126,709***	***1.1%***	***1.1%***	***2.3***	***2.4***	***115,087***	***123,915***	***124,859***	***125,592***	***126,261***	***126,693***
State of NH Totals:	***503,541***	***546,524***	***614,754***	***0.8%***	***1.2%***	***2.2***	***2.2***	***554,068***	***596,080***	***601,808***	***606,181***	***609,259***	***611,419***

Source: US Census Bureau, NH Office of Energy and Planning
Note: Due to staffing reductions in 2011, NH OEP was unable to update the housing estimates; therefore, there is no new dated since the 2009 estimates.

Table B-4 Housing Purchase Prices - NH Counties *2012 CEDS Update*

All Homes

	Change from 2006-2011	2006	2007	2008	2009	2010	2011*	change from 2010 to 2011	Percent change from 2010 to 2011
Hillsborough County	**-19%**	**$262,000**	**$265,000**	**$244,900**	**$218,500**	**$224,900**	**$212,000**	**-$12,900**	**-6%**
Rockingham County	**-16%**	**$303,750**	**$300,000**	**$285,000**	**$247,000**	**$259,000**	**$254,933**	**-$4,067**	**-2%**
Belknap County	-25%	$224,900	$219,000	$215,000	$170,000	$175,000	$168,500	-$6,500	-4%
Carroll County	-19%	$215,000	$219,900	$210,000	$170,000	$180,000	$175,000	-$5,000	-3%
Cheshire County	-23%	$201,000	$205,000	$192,500	$169,900	$166,000	$155,000	-$11,000	-7%
Coos County	-25%	$119,900	$127,533	$115,000	$80,000	$95,000	$90,000	-$5,000	-5%
Grafton County	-12%	$212,500	$221,000	$212,500	$182,000	$185,000	$187,000	$2,000	1%
Merrimack County	-23%	$238,733	$238,000	$232,000	$199,900	$195,000	$185,000	-$10,000	-5%
Strafford County	-15%	$229,900	$235,000	$225,500	$194,933	$195,000	$195,700	$700	0%
Sullivan County	-18%	$182,500	$190,000	$185,000	$149,000	$153,000	$150,000	-$3,000	-2%
New Hampshire Statewide	**-16%**	**$249,900**	**$252,500**	**$240,000**	**$210,000**	**$215,000**	**$209,000**	**-$6,000**	**-3%**

Existing Homes

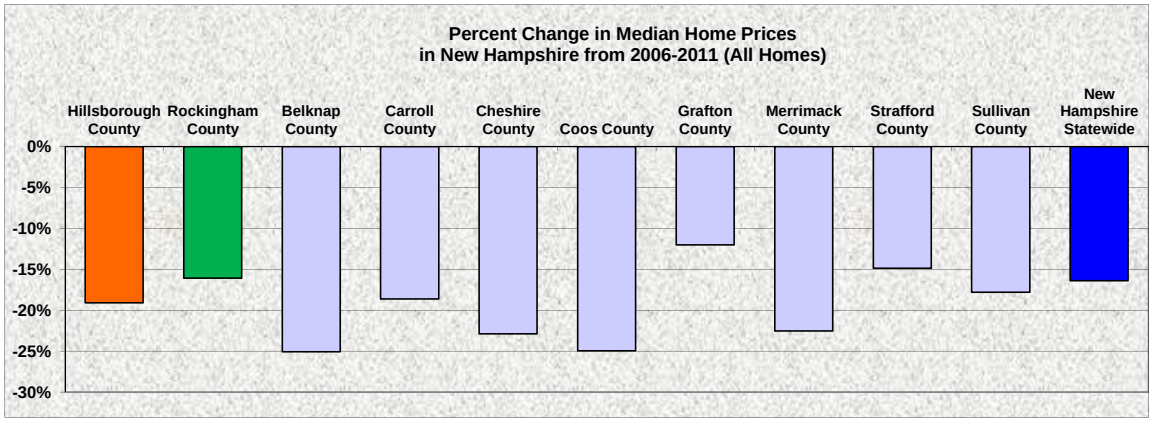
	Change from 2006-2011	2006	2007	2008	2009	2010	2011*	change from 2010 to 2011	Percent change from 2010 to 2011
Hillsborough County	**-18%**	**$252,500**	**$255,000**	**$234,900**	**$212,500**	**$217,500**	**$206,000**	**-$11,500**	**-5%**
Rockingham County	**-14%**	**$290,000**	**$290,000**	**$275,000**	**$240,000**	**$250,000**	**$249,900**	**-$100**	**0%**
Belknap County	-24%	$215,000	$210,000	$210,000	$165,000	$173,700	$163,900	-$9,800	-6%
Carroll County	-19%	$210,000	$217,500	$201,000	$167,533	$180,000	$171,000	-$9,000	-5%
Cheshire County	-22%	$199,000	$205,000	$190,000	$167,000	$162,500	$155,000	-$7,500	-5%
Coos County	-22%	$115,000	$125,000	$115,000	$79,500	$94,500	$90,000	-$4,500	-5%
Grafton County	-12%	$208,000	$220,000	$208,500	$174,000	$183,500	$183,750	$250	0%
Merrimack County	-24%	$230,500	$230,000	$225,900	$195,000	$189,000	$175,000	-$14,000	-7%
Strafford County	-17%	$222,000	$229,000	$216,000	$185,000	$184,500	$185,000	$500	0%
Sullivan County	-17%	$179,900	$189,000	$184,500	$145,900	$153,000	$150,000	-$3,000	-2%
New Hampshire Statewide	**-17%**	**$240,000**	**$245,000**	**$231,900**	**$200,000**	**$205,000**	**$200,000**	**-$5,000**	**-2%**

New Homes

	Change from 2006-2011	2006	2007	2008	2009	2010	2011*	change from 2010 to 2011	Percent change from 2010 to 2011
Hillsborough County	**-7%**	**$322,900**	**$322,400**	**$325,000**	**$296,333**	**$285,000**	**$298,825**	**$13,825**	**5%**
Rockingham County	**-19%**	**$351,933**	**$338,000**	**$336,670**	**$285,000**	**$294,561**	**$284,318**	**-$10,243**	**-3%**
Belknap County	-25%	$296,000	$259,900	$250,000	$236,560	$205,500	$223,000	$17,500	9%
Carroll County	10%	$235,933	$224,900	$231,500	$245,000	$197,000	$260,000	$63,000	32%
Cheshire County	-27%	$239,933	$219,900	$199,933	$189,900	$185,000	$175,000	-$10,000	-5%
Coos County	-100%	$210,000	$190,000	$150,000	$248,000	$325,000	$0	n/a	no sales
Grafton County	1%	$232,933	$240,000	$230,000	$250,000	$219,000	$234,700	$15,700	7%
Merrimack County	-11%	$275,000	$275,110	$275,700	$257,500	$257,000	$243,700	-$13,300	-5%
Strafford County	-13%	$275,000	$262,400	$259,900	$234,600	$249,900	$240,000	-$9,900	-4%
Sullivan County	-29%	$225,000	$252,000	$216,574	$206,000	$150,000	$160,000	$10,000	7%
New Hampshire Statewide	**-15%**	**312,500**	**$300,000**	**$295,000**	**$270,000**	**$270,900**	**$265,000**	**-$5,900**	**-2%**

*** The values listed for 2011 are the preliminary year end values. These numbers may be adjusted slightly once final sales are reported.**

Figure B-1: Change in Median Home Prices 2006-2011



Source: NHHFA Purchase Price Database

collected from NH Housing Finance Authority http://www.nhhfa.org/demographic_housing.cfm

Table B-5: Home Sales Data, REDC CEDS Region *2012 CEDS Update*

	2011 All Home Sales*		2011 Existing Home Sales*		2011 New Home Sales*		Med. Sales Price Change 10 to 11		
Town/Area	**Med Sales Price**	**Sample Size**	**Med Sales Price**	**Sample Size**	**Med Sales Price**	**Sample Size**	**All Sales**	**Existing**	**New**
East Kingston	$325,000	12	$292,500	10	$340,000	2	7.1%	-3.6%	12.6%
Exeter	$260,000	107	$250,000	95	$275,000	12	-1.0%	1.2%	-9.8%
Greenland	$360,000	35	$360,000	28	$342,500	7	-4.0%	-4.0%	-6.4%
Hampton	$280,000	120	$279,000	110	$363,766	10	-1.7%	-2.1%	19.3%
Hampton Falls	$306,000	11	$306,000	11	n/a	n/a	-19.5%	-19.5%	n/a
Kensington	$285,000	13	$285,000	13	n/a	n/a	-5.0%	-5.0%	n/a
New Castle	$1,100,000	12	$1,100,000	12	n/a	n/a	33.3%	33.3%	n/a
Newfields	$254,933	5	$254,933	5	n/a	n/a	-35.6%	-35.6%	n/a
Newington	$400,000	3	$400,000	3	n/a	n/a	-12.9%	-12.9%	n/a
Newmarket	$220,000	59	$218,225	57	$266,500	2	7.3%	8.6%	6.6%
North Hampton	$400,000	30	$385,000	26	$438,300	4	-20.9%	-26.0%	18.7%
Portsmouth	$310,000	163	$307,000	154	$389,900	9	-3.0%	-4.0%	34.5%
Rye	$495,000	52	$495,000	52	n/a	n/a	-10.8%	-10.8%	n/a
Seabrook	$260,000	37	$238,000	24	$379,900	13	-23.4%	-5.9%	4.1%
South Hampton	$299,900	2	$299,900	2	n/a	n/a	11.5%	50.0%	n/a
Stratham	$305,000	70	$292,000	66	$375,000	4	1.7%	-2.6%	9.5%
CEDS Eastern Towns	***$319,406***	***731***	***$316,229***	***668***	***$353,161***	***63***	***-3%***	***-3%***	***14%***
Atkinson	$244,400	47	$244,400	42	$219,500	5	-2.2%	-2.2%	-13.9%
Auburn	$315,000	49	$260,000	35	$409,800	14	9.4%	-0.8%	3.7%
Brentwood	$299,900	36	$330,000	29	$280,000	7	0.1%	10.0%	3.7%
Candia	$275,000	30	$265,000	28	$300,000	2	11.8%	11.1%	100%
Chester	$279,000	39	$289,375	29	$245,000	10	-0.3%	-0.2%	-4.1%
Danville	$239,900	23	$210,100	15	$299,700	8	4.3%	0.5%	10.6%
Deerfield	$224,900	48	$224,000	35	$239,900	13	-4.3%	-31.1%	-12.8%
Epping	$230,000	55	$175,000	36	$257,173	19	-6.2%	-10.3%	3.3%
Fremont	$199,900	42	$186,900	35	$204,000	7	-13.1%	-16.9%	-21.5%
Hampstead	$250,000	54	$250,000	51	$287,000	3	-3.8%	-2.9%	-0.9%
Kingston	$180,000	44	$180,000	41	$230,000	3	-21.7%	-18.2%	-20.7%
Newton	$229,900	36	$199,900	26	$248,350	10	0.0%	-9.1%	-21.2%
Northwood	$187,900	32	$175,000	27	$239,000	5	-10.5%	-14.6%	10.2%
Nottingham	$250,000	34	$250,000	27	$264,900	7	4.2%	19.0%	0.6%
Plaistow	$229,900	39	$229,900	36	$190,000	3	22.3%	22.3%	100.0%
Raymond	$219,900	76	$200,000	60	$224,900	16	10.0%	3.9%	-9.7%
Sandown	$237,000	56	$229,900	41	$273,200	15	1.5%	5.0%	3.1%
CEDS Central Towns	***$239,686***	***740***	***$227,798***	***593***	***$265,480***	***147***	***1%***	***-1%***	***0%***
Derry	$180,000	180	$179,900	162	$265,000	18	-5.3%	-5.3%	10.5%
Hudson	$228,000	148	$221,000	131	$325,000	17	-6.9%	-6.2%	8.0%
Litchfield	$240,000	56	$240,000	45	$252,533	11	-5.9%	-5.3%	-12.6%
Londonderry	$229,999	160	$218,000	152	$268,900	8	-3.4%	-0.9%	-25.3%
Merrimack	$212,533	207	$209,500	191	$314,900	16	-3.4%	-4.3%	11.5%
Nashua	$210,000	444	$205,000	410	$314,000	34	-4.5%	-2.4%	-1.9%
Pelham	$250,000	79	$250,000	67	$249,933	12	-5.7%	-8.4%	-3.8%
Salem	$240,000	169	$239,900	157	$318,500	12	-4.0%	-4.0%	-0.5%
Windham	$360,000	135	$246,500	114	$474,900	21	-5.8%	-33.7%	20.7%
CEDS Western Towns	***$229,739***	***1578***	***$215,963***	***1429***	***$320,353***	***149***	***-4%***	***-7%***	***2%***
REDC CEDS Region	***$253,651***	***3049***	***$243,471***	***2690***	***$303,641***	***359***	***-3%***	***-4%***	***2%***
Hillsborough County	***$212,000***	***2476***	***$206,000***	***2291***	***$298,825***	***185***	***-6%***	***-5%***	***5%***
Rockingham County	***$254,933***	***2115***	***$249,900***	***1846***	***$284,318***	***269***	***-2%***	***0%***	***-3%***
New Hamsphire	***$209,000***	***7901***	***$200,000***	***7226***	***$265,000***	***675***	***-3%***	***-2%***	***-2%***

Source: NH Housing Finance Authority Purchase Price Database; CEDS Subregion Sales Prices based on weighted averages

NOTE: Calculations based on sample sizes less than 50 are considered highly volatile.

*** The values listed for 2011 are the preliminary year end values. These numbers may be adjusted slightly once final sales are reported.**

Table B-7: Foreclosure Data *2012 CEDS Update*

Town/Area	Number of Foreclosures				Year-to-Year Change			% Year to Year Change		
	2008	2009	2010	2011	2008-2009	2009-2010	2010-2011	2008-2009	2009-2010	2010-2011
East Kingston	9	7	8	2	-2	1	-6	-22%	14%	-75%
Exeter	38	21	25	34	-17	4	9	-45%	19%	36%
Greenland	4	6	6	3	2	0	-3	50%	0%	-50%
Hampton	35	32	46	32	-3	14	-14	-9%	44%	-30%
Hampton Falls	4	3	3	4	-1	0	1	-25%	0%	33%
Kensington	4	3	8	3	-1	5	-5	-25%	167%	-63%
New Castle	0	0	0	0	0	0	0	0%	0%	0%
Newfields	2	1	0	0	-1	-1	0	-50%	-100%	0%
Newington	1	1	2	0	0	1	-2	0%	100%	-100%
Newmarket	16	15	27	17	-1	12	-10	-6%	80%	-37%
North Hampton	5	10	8	5	5	-2	-3	100%	-20%	-38%
Portsmouth	13	18	17	17	5	-1	0	38%	-6%	0%
Rye	5	5	4	6	0	-1	2	0%	-20%	50%
Seabrook	19	20	19	20	1	-1	1	5%	-5%	5%
South Hampton	2	2	0	1	0	-2	1	0%	-100%	100%
Stratham	15	12	8	8	-3	-4	0	-20%	-33%	0%
CEDS Eastern Towns	***172***	***156***	***181***	***152***	***-16***	***25***	***-29***	***-9%***	***16%***	***-16%***
Atkinson	11	11	14	9	0	3	-5	0%	27%	-36%
Auburn	11	7	10	10	-4	3	0	-36%	43%	0%
Brentwood	6	11	12	8	5	1	-4	83%	9%	-33%
Candia	11	10	10	8	-1	0	-2	-9%	0%	-20%
Chester	14	9	14	8	-5	5	-6	-36%	56%	-43%
Danville	19	11	13	9	-8	2	-4	-42%	18%	-31%
Deerfield	12	16	21	13	4	5	-8	33%	31%	-38%
Epping	27	16	29	17	-11	13	-12	-41%	81%	-41%
Fremont	12	15	17	17	3	2	0	25%	13%	0%
Hampstead	26	9	19	19	-17	10	0	-65%	111%	0%
Kingston	12	15	17	22	3	2	5	25%	13%	29%
Newton	14	14	23	10	0	9	-13	0%	64%	-57%
Northwood	15	24	19	20	9	-5	1	60%	-21%	5%
Nottingham	12	13	18	12	1	5	-6	8%	38%	-33%
Plaistow	27	17	27	25	-10	10	-2	-37%	59%	-7%
Raymond	52	51	51	43	-1	0	-8	-2%	0%	-16%
Sandown	19	29	29	23	10	0	-6	53%	0%	-21%
CEDS Central Towns	***300***	***278***	***343***	***273***	***-22***	***65***	***-70***	***-7%***	***23%***	***-20%***
Derry	146	112	122	106	-34	10	-16	-23%	9%	-13%
Hudson	64	70	73	37	6	3	-36	9%	4%	-49%
Litchfield	16	15	14	9	-1	-1	-5	-6%	-7%	-36%
Londonderry	54	51	82	69	-3	31	-13	-6%	61%	-16%
Merrimack	76	82	79	63	6	-3	-16	8%	-4%	-20%
Nashua	248	190	225	166	-58	35	-59	-23%	18%	-26%
Pelham	32	21	28	24	-11	7	-4	-34%	33%	-14%
Salem	87	65	69	65	-22	4	-4	-25%	6%	-6%
Windham	30	24	23	17	-6	-1	-6	-20%	-4%	-26%
CEDS Western Towns	***753***	***630***	***715***	***556***	***-123***	***85***	***-159***	***-16%***	***13%***	***-22%***
REDC CEDS Region	***1225***	***1064***	***1239***	***981***	***-161***	***175***	***-258***	***-13%***	***16%***	***-21%***
Hillsborough County	***1088***	***1044***	***1172***	***933***	***-44***	***128***	***-239***	***-4%***	***12%***	***-20%***
Rockingham County	***805***	***686***	***820***	***680***	***-119***	***134***	***-140***	***-15%***	***20%***	***-17%***
New Hampshire	***3563***	***3467***	***3953***	***3146***	***-96***	***486***	***-807***	***-3%***	***14%***	***-20%***

Source: Real Data (www.real-data.com) / NHHFA (foreclosure update newsletter)

TABLE C-2 Employment and Wages for Hillsborough County

2012 CEDS Update

		Hillsborough County 2008			Hillsborough County 2009			Hillsborough County 2010		
NAICS Code	Industry	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
ALL	**Total, Private plus Government**	11,481	195,976	$973.54	**11,121**	**187,240**	**$959.30**	**11,063**	**184,628**	**$980.99**
	Total Private	11,214	174,253	$979.17	10,842	165,260	$962.96	10,780	162,829	$986.25
101	**Goods Producing**	**1,741**	**36,628**	**$1,267.17**	1,639	33,003	$1,236.24	1,586	32,117	$1,287.91
11	**Agriculture, Forestry, Fishing and Hunting**	**39**	**205**	**$528.45**	**34**	**182**	**$527.70**	**29**	**155**	**$552.39**
111	Crop Production	15	92	$334.07	13	79	$309.95	11	75	$316.50
112	Animal Production	4	12	$595.77	5	14	$604.64	3	10	$679.69
113	Forestry and Logging	14	62	$713.63	11	57	$752.75	11	54	$801.85
114	Fishing, Hunting, and Trapping	0	0	$0.00	0	0	$0.00	0	0	$0.00
115	Agriculture and Forestry support Activities	6	38	$671.36	6	32	$636.25	5	17	$730.62
21	**Mining**	**9**	**49**	**$1,315.44**	**9**	**37**	**$1,367.42**	**7**	**32**	**$1,464.75**
211	Oil and Gas Extraction	0	0	$0.00	0	0	$0.00	0	0	$0.00
212	Mining, except Oil and Gas	9	49	$1,315.44	9	37	$1,367.42	7	32	$1,464.75
213	Support Activities for Mining	0	0	$0.00	0	0	$0.00	0	0	$0.00
23	**Construction**	**1,010**	**7,107**	**$1,043.80**	**940**	**6,141**	**$1,009.28**	**917**	**5,843**	**$1,016.61**
236	Construction of Buildings	270	1,670	$1,141.11	250	1,358	$1,018.54	238	1,305	$1,079.53
237	Heavy and Civil Engineering Construction	24	329	$1,075.24	22	303	$1,078.48	19	290	$1,088.09
238	Specialty Trade Contractors	717	5,108	$1,009.96	668	4,479	$1,001.78	660	4,248	$992.41
31-33	**Manufacturing**	**682**	**29,267**	**$1,326.50**	**656**	**26,644**	**$1,293.20**	**633**	**26,088**	**$1,352.83**
311	Food Manufacturing	28	457	$599.11	26	449	$623.32	23	433	$654.17
312	Beverage and Tobacco Product Manufacturing	n	n	n	n	n	n	5	346	$1,480.32
313	Textile Mills	11	552	$957.70	10	529	$929.48	10	538	$976.33
314	Textile Product Mills	11	107	$862.87	10	79	$572.68	9	73	$658.60
315	Apparel Manufacturing	3	40	$868.72	3	39	$878.27	3	42	$912.87
316	Leather and Allied Product Manufacturing	n	n	n	n	n	n	n	n	n
321	Wood Product Manufacturing	15	171	$855.00	13	131	$813.55	13	128	$801.96
322	Paper Manufacturing	11	962	$949.49	10	881	$905.24	10	822	$963.91
323	Printing and Related Support Activities	67	860	$847.45	64	784	$866.57	59	638	$837.80
324	Petroleum and Coal Products Manufacturing	3	4	$848.27	n	n	n	n	n	n
325	Chemical Manufacturing	19	462	$1,236.88	21	447	$1,193.03	20	418	$1,211.38
326	Plastics and Rubber Products Manufacturing	39	2,166	$904.39	37	1,979	$911.13	37	2,080	$990.13
327	Nonmetallic Mineral Product Manufacturing	29	522	$1,006.02	24	422	$1,028.17	22	408	$1,063.43
331	Primary Metal Manufacturing	11	1,155	$931.16	12	965	$1,001.22	11	1,030	$1,026.04
332	Fabricated Metal Product Manufacturing	121	3,142	$1,002.57	117	2,855	$964.66	115	2,956	$1,062.35
333	Machinery Manufacturing	51	1,378	$1,424.12	50	1,302	$1,448.27	48	1,345	$1,515.78
334	Computer and Electronic Product Manufacturing	146	12,244	$1,715.25	144	11,370	$1,643.57	144	11,083	$1,698.37
335	Electrical Equipment and Appliances Manufacturing	24	2,156	$1,207.46	23	1,770	$1,210.78	21	1,621	$1,320.04
336	Transportation Equipment Manufacturing	9	311	$1,081.56	9	337	$1,110.94	8	223	$1,004.49
337	Furniture and Related Product Manufacturing	19	123	$670.81	17	102	$680.58	16	87	$699.40
339	Miscellaneous Manufacturing	59	1,949	$1,043.48	58	1,760	$1,001.46	55	1,798	$1,090.96
102	Service Providing	**9,473**	**137,625**	**$902.52**	9,203	132,257	$894.76	9,194	130,712	$912.12
22	**Utilities**	**17**	**354**	**$1,541.72**	**18**	**379**	**$1,439.61**	**17**	**379**	**$1,554.50**
221	Utilities	17	354	$1,541.72	18	379	$1,439.61	17	379	$1,554.50
42	**Wholesale Trade**	**1,059**	**8,240**	**$1,392.96**	**995**	**7,469**	**$1,346.27**	**990**	**7,299**	**$1,433.89**
423	Merchant Wholesalers, Durable Goods	315	4,949	$1,392.70	310	4,397	$1,329.40	311	4,249	$1,436.62
424	Merchant Wholesalers, Nondurable Goods	92	1,443	$909.61	85	1,355	$904.30	87	1,342	$931.23
425	Electronic Markets and Agents and Brokers	653	1,848	$1,770.95	600	1,718	$1,738.14	593	1,708	$1,821.92
44-45	**Retail Trade**	**1,519**	**27,954**	**$557.57**	**1,441**	**26,577**	**$554.13**	**1,426**	**26,298**	**$566.91**
441	Motor Vehicle and Parts Dealers	175	3,623	897.86	169	3,359	$892.81	166	3,386	$923.83
442	Furniture and Home Furnishings Stores	89	933	627.45	76	698	$617.26	74	740	$599.51
443	Electronics and Appliance Stores	108	1,615	1,220.34	98	1,430	$1,285.08	102	1,581	$1,314.25
444	Building Material and Garden Supply Stores	121	2,286	649.25	110	2,129	$634.05	109	2,137	$644.63
445	Food and Beverage Stores	156	6,040	341.75	155	6,240	$344.17	149	5,813	$343.35
446	Health and Personal Care Stores	111	1,369	539.95	111	1,288	$552.40	106	1,232	$525.84
447	Gasoline Stations	143	954	385.64	140	935	$391.76	135	917	$396.27
448	Clothing and Clothing Accessories Stores	190	2,516	322.42	176	2,381	$323.87	169	2,440	$320.02
451	Sporting Goods, Hobby, Book, and Music Stores	121	1,591	341.31	119	1,495	$351.67	120	1,449	$373.60
452	General Merchandise Stores	47	4,048	399.16	45	3,845	$408.69	46	3,790	$414.93
453	Miscellaneous Store Retailers	190	1,574	439.77	178	1,467	$426.72	184	1,649	$418.36
454	Nonstore Retailers	69	1,407	1,037.76	64	1,309	$1,061.32	66	1,165	$1,107.87
48-49	**Transportation and Warehousing**	**219**	**4,152**	**$713.18**	**218**	**3,928**	**$711.84**	**210**	**3,772**	**$740.03**
481	Air Transportation	19	428	$776.42	20	409	$848.89	18	322	$963.79
484	Truck Transportation	77	887	$804.11	76	789	$782.90	72	795	$728.13
485	Transit and Ground Passenger Transportation	36	852	$365.64	35	832	$385.13	32	742	$371.69
486	Pipeline Transportation	0	0	$0.00	0	0	$0.00	0	0	$0.00
487	Scenic and Sightseeing Transportation	n	n	n	n	n	n	n	n	n
488	Support Activities for Transportation	n	n	n	n	n	n	n	n	n
491	Postal Service	3	21	$1,266.82	n	n	n	n	n	n
492	Couriers and Messengers	n	n	n	n	n	n	n	n	n
493	Warehousing and Storage	19	750	$884.70	21	807	$849.48	21	826	$890.64

Source: NH Economic and Labor Market Information Bureau

TABLE C-2 Employment and Wages for Hillsborough County

2012 CEDS Update

NAICS Code	Industry	Hillsborough County 2008 Units	Hillsborough County 2008 Average Annual Empl.	Hillsborough County 2008 Average Weekly Wage	Hillsborough County 2009 Units	Hillsborough County 2009 Average Annual Empl.	Hillsborough County 2009 Average Weekly Wage	Hillsborough County 2010 Units	Hillsborough County 2010 Average Annual Empl.	Hillsborough County 2010 Average Weekly Wage
51	**Information**	**219**	**5,630**	**$1,632.30**	**222**	**5,748**	**$1,580.81**	**211**	**5,179**	**$1,733.61**
511	Publishing Industries (except Internet)	99	3,153	$1,941.97	95	2,876	$1,880.63	89	2,567	$2,099.18
512	Motion Picture and Sound Recording	8	303	$576.55	9	343	$522.78	8	201	$913.35
515	Broadcasting, except Internet	10	237	$1,116.99	9	218	$1,146.48	8	210	$1,100.44
517	Telecommunications	51	1,653	$1,379.97	57	2,018	$1,429.05	51	1,889	$1,457.12
518	Data Processing and Related Services	28	195	$1,173.54	28	192	$1,209.01	28	195	$1,236.86
519	Other Information Services	23	89	$1,319.29	25	100	$1,308.82	29	117	$1,554.34
52	**Finance and Insurance**	**659**	**10,617**	**$1,665.71**	**636**	**9,775**	**$1,681.82**	**612**	**9,291**	**$1,818.58**
522	Credit Intermediation and Related Activities	246	2,352	$1,059.18	224	2,265	$1,106.01	199	2,152	$1,152.08
523	Financial Investment and Related Activities	142	4,967	$2,065.96	142	4,394	$2,041.74	146	4,257	$2,354.89
524	Insurance Carriers and Related Activities	263	3,176	$1,490.30	263	2,991	$1,595.57	257	2,756	$1,521.64
525	Funds, Trusts, and Other Financial Vehicles	9	122	$1,629.95	8	126	$1,529.75	10	125	$1,577.99
53	**Real Estate and Rental and Leasing**	**396**	**2,684**	**$1,019.00**	**377**	**2,445**	**$1,041.18**	**370**	**2,307**	**$779.11**
531	Real Estate	310	1,868	$1,170.00	300	1,750	$1,175.69	298	1,717	$790.43
532	Rental and Leasing Services	n	n	n	n	n	n	n	n	n
533	Lessors of Nonfinancial Intangible Assets	n	n	n	n	n	n	n	n	n
54	**Professional and Technical Services**	**1,438**	**12,695**	**$1,579.41**	**1,402**	**11,924**	**$1,547.86**	**1,409**	**11,421**	**$1,560.17**
541	Professional and Technical Services	1,438	12,695	$1,579.41	1,602	11,924	$1,547.86	1,409	11,421	$1,560.17
5411	Legal Services	261	1,812	$1,502.68	258	1,763	$1,521.50	254	1,727	$1,553.90
5412	Accounting and Bookkeeping Services	165	2,464	$1,639.93	163	2,293	$1,599.64	160	1,970	$1,520.86
5413	Architectural and Engineering Services	196	2,001	$1,398.69	192	1,900	$1,375.78	193	1,872	$1,420.72
5414	Specialized Design Services	37	248	$1,074.22	34	237	$1,123.61	32	244	$1,137.60
5415	Computer Systems Design and Related Services	403	3,487	$1,896.83	396	3,177	$1,883.60	394	2,988	$1,939.40
5416	Management and Technical Consulting Services	207	978	$1,691.04	189	903	$1,590.38	202	948	$1,663.12
5417	Scientific Research and Development Services	37	558	$1,916.97	39	571	$1,777.06	40	577	$1,799.81
5418	Advertising and Related Services	53	462	$979.00	51	432	$913.06	49	430	$864.63
5419	Other Professional and Technical Services	80	685	$631.35	80	649	$612.91	87	665	$631.13
55	**Management of Companies and Enterprises**	**93**	**2,813**	**$1,331.00**	**92**	**2,880**	**$1,280.55**	**94**	**2,950**	**$1,316.53**
551	Management of Companies and Enterprises	93	2,813	$1,331.00	92	2,880	$1,280.55	94	2,950	$1,316.53
56	**Administrative and Waste Services**	**734**	**9,093**	**$621.85**	**719**	**8,217**	**$617.11**	**741**	**8,720**	**$614.98**
561	Administrative and Support Services	706	8,924	$619.71	693	8,057	$614.52	715	8,557	$612.16
5611	Office Administrative Services	86	643	$1,457.80	96	621	$1,362.72	98	558	$1,332.27
5612	Facilities Support Services	0	0	$0.00	0	0	$0.00	n	n	n
5613	Employment Services	112	3,261	$544.72	102	2,690	$539.96	102	3,364	$528.10
5614	Business Support Services	70	824	$637.11	67	779	$646.12	69	810	$648.21
5615	Travel Arrangement and Reservation Services	41	242	$714.19	36	204	$791.54	39	201	$850.34
5616	Investigation and Security Services	41	903	$729.77	39	816	$674.56	51	729	$766.70
5617	Services to Buildings and Dwellings	340	2,838	$474.20	339	2,754	$480.90	343	2,675	$500.40
5619	Other Support Services	16	214	$535.21	13	193	$582.29	n	n	n
562	Waste Management and Remediation Services	28	168	$735.38	27	159	$747.96	26	164	$762.00
61	**Educational Services**	**179**	**4,302**	**$671.00**	**182**	**4,161**	**$696.81**	**187**	**4,180**	**$713.56**
611	Educational Services	179	4,302	$671.00	182	4,161	$696.81	197	4,180	$713.56
62	**Health Care and Social Assistance**	**1,021**	**25,705**	**$864.46**	**1,022**	**26,141**	**$876.55**	**1,037**	**26,275**	**$898.97**
621	Ambulatory Health Care Services	667	9,038	$1,174.62	664	9,203	$1,206.85	675	9,263	$1,237.08
622	Hospitals	7	8,179	$891.95	7	8,268	$901.06	7	8,343	$830.08
623	Nursing and Residential Care Facilities	106	4,937	$568.50	108	5,084	$554.06	105	5,185	$552.26
624	Social Assistance	241	3,551	$423.12	243	3,586	$429.60	250	3,484	$441.38
71	**Arts, Entertainment, and Recreation**	**145**	**2,367**	**$390.44**	**144**	**2,408**	**$367.77**	**144**	**2,419**	**$367.53**
711	Performing Arts and Spectator Sports	32	306	$811.11	29	251	$805.03	29	256	$784.96
712	Museums, Historic Sites, Zoos, and Parks	10	134	$445.54	10	131	$393.65	10	131	$429.07
713	Gambling, Recreation, Amusement Industries	103	1,928	$319.96	105	2,026	$311.96	105	2,032	$310.93
72	**Accommodation and Food Services**	**802**	**14,355**	**$311.18**	**796**	**13,810**	**$319.06**	**800**	**13,863**	**$320.91**
721	Accommodation	59	1,487	$425.54	57	1,350	$420.36	56	1,311	$406.63
722	Food Services and Drinking Places	743	12,867	$297.96	739	12,460	$308.08	744	12,552	$311.96
81	**Other Services Except Public Admin**	**966**	**6,655**	**$612.22**	**939**	**6,394**	**$597.60**	**940**	**6,343**	**$595.30**
811	Repair and Maintenance	354	2,059	$877.60	351	1,952	$846.74	354	1,906	$842.47
812	Personal and Laundry Services	288	2,359	$472.45	283	2,283	$469.29	284	2,248	$484.03
813	Membership Associations and Organizations	173	2,031	$523.43	170	1,968	$513.96	170	1,990	$498.92
814	Private Households	152	206	$435.56	135	191	$446.56	132	200	$449.41
99	**Unclassified Establishments**	**8**	**9**	**$558.54**	**n**	**n**	**n**	**9**	**15**	**$1,035.51**
999	Unclassified Establishments	8	9	$558.54	n	n	n	9	15	$1,035.51
	Total Government	**268**	**21,723**	**$928.40**	**279**	**21,980**	**$931.82**	**283**	**21,799**	**$941.71**
	Federal Government	72	3,946	$1,467.46	75	3,924	$1,485.64	74	3,921	$1,492.79
	State Government	86	1,917	$707.73	89	2,005	$763.20	90	1,958	$767.52
	Local Government	110	15,860	$820.96	115	16,051	$817.48	119	15,919	$827.41

Source: NH Economic and Labor Market Information Bureau

TABLE C-2 Employment and Wages for Rockingham County

2012 CEDS Update

NAICS Code	Industry	Rockingham County 2008 Units	Rockingham County 2008 Average Annual Empl.	Rockingham County 2008 Average Weekly Wage	Rockingham County 2009 Units	Rockingham County 2009 Average Annual Empl.	Rockingham County 2009 Average Weekly Wage	Rockingham County 2010 Units	Rockingham County 2010 Average Annual Empl.	Rockingham County 2010 Average Weekly Wage
ALL	**Total, Private plus Government**	**10,099**	**137,191**	**$839.01**	**9,831**	**131,375**	**$839.06**	**9,754**	**131,892**	**$862.17**
	Total Private	9,811	122,378	$841.86	9,531	116,492	$840.45	9,455	117,079	$865.32
101	**Goods Producing**	1,566	22,407	$1,081.82	1,466	19,644	$1,104.36	1,411	18,689	$1,199.72
11	**Agriculture, Forestry, Fishing and Hunting**	**30**	**243**	**$429.13**	**28**	**235**	**$429.97**	**28**	**241**	**$501.43**
111	Crop Production	14	170	$352.27	13	161	$351.42	12	162	$460.55
112	Animal Production	5	29	$629.64	5	25	$575.61	6	28	$594.99
113	Forestry and Logging	3	16	$888.63	n	n	n	n	n	n
114	Fishing, Hunting, and Trapping	n	n	n	n	n	n	n	n	n
115	Agriculture and Forestry support Activities	n	n	n	6	27	$485.45	6	29	$480.55
21	**Mining**	**10**	**154**	**$936.22**	**9**	**107**	**$1,023.71**	**10**	**104**	**$1,064.33**
211	Oil and Gas Extraction	0	0	$0.00	0	0	$0.00	0	0	$0.00
212	Mining, except Oil and Gas	n	n	n	n	n	n	n	n	n
213	Support Activities for Mining	n	n	n	n	n	n	n	n	n
23	**Construction**	**1,032**	**6,401**	**$981.26**	**952**	**5,461**	**$991.20**	**910**	**5,220**	**$980.95**
236	Construction of Buildings	282	1,086	$984.28	247	904	$978.93	241	896	$948.06
237	Heavy and Civil Engineering Construction	52	885	$1,212.62	51	766	$1,254.04	52	805	$1,358.14
238	Specialty Trade Contractors	698	4,431	$934.34	654	3,792	$941.06	618	3,520	$903.11
31-33	**Manufacturing**	**495**	**15,609**	**$1,134.66**	**476**	**13,840**	**$1,161.09**	**464**	**13,123**	**$1,300.66**
311	Food Manufacturing	36	1,368	$986.87	35	1,275	$973.99	32	1,187	$1,088.94
312	Beverage and Tobacco Product Manufacturing	6	227	$929.10	6	217	$911.22	7	228	$940.45
313	Textile Mills	n	n	n	n	n	n	n	n	n
314	Textile Product Mills	10	34	$545.88	n	n	n	n	n	n
315	Apparel Manufacturing	n	n	n	n	n	n	n	n	n
316	Leather and Allied Product Manufacturing	n	n	n	n	n	n	n	n	n
321	Wood Product Manufacturing	21	368	$904.86	19	293	$845.83	19	199	$891.55
322	Paper Manufacturing	6	89	$776.30	6	82	$801.32	6	84	$810.06
323	Printing and Related Support Activities	47	568	$769.55	45	503	$741.17	40	377	$788.91
324	Petroleum and Coal Products Manufacturing	5	163	$1,147.67	6	164	$1,140.21	5	158	$1,301.67
325	Chemical Manufacturing	18	875	$1,484.77	18	824	$1,451.04	20	851	$1,354.59
326	Plastics and Rubber Products Manufacturing	21	1,390	$879.95	21	962	$962.14	21	985	$956.47
327	Nonmetallic Mineral Product Manufacturing	18	913	$1,026.86	17	764	$1,020.97	17	718	$1,094.79
331	Primary Metal Manufacturing	7	527	$868.99	6	416	$881.61	6	339	$910.34
332	Fabricated Metal Product Manufacturing	104	2,120	$1,087.66	103	2,003	$1,128.93	102	1,966	$1,217.87
333	Machinery Manufacturing	34	1,860	$1,317.00	33	1,791	$1,369.77	30	1,640	$2,022.53
334	Computer and Electronic Product Manufacturing	74	2,759	$1,469.72	70	2,473	$1,464.26	70	2,540	$1,515.99
335	Electrical Equipment and Appliances Manufacturing	13	1,039	$1,130.71	14	887	$1,143.38	15	669	$1,208.56
336	Transportation Equipment Manufacturing	8	49	$795.66	7	50	$921.32	8	69	$916.56
337	Furniture and Related Product Manufacturing	28	327	$995.88	24	278	$923.17	22	263	$909.33
339	Miscellaneous Manufacturing	n	n	n	32	455	$904.64	34	437	$1,061.78
102	**Service Providing**	8,245	99,970	$788.07	8,065	96,848	$786.93	8,044	98,391	$801.80
22	**Utilities**	**20**	**1,062**	**$1,982.09**	**18**	**1,106**	**$1,975.90**	**17**	**1,076**	**$1,874.93**
221	Utilities	20	1,062	$1,982.09	18	1,106	$1,975.90	17	1,076	$1,874.93
42	**Wholesale Trade**	**1,008**	**6,724**	**$1,330.36**	**968**	**6,227**	**$1,276.46**	**944**	**6,114**	**$1,357.89**
423	Merchant Wholesalers, Durable Goods	290	3,290	$1,207.87	292	2,979	$1,157.79	282	2,910	$1,193.64
424	Merchant Wholesalers, Nondurable Goods	101	1,750	$1,104.58	98	1,694	$1,104.78	99	1,737	$1,196.74
425	Electronic Markets and Agents and Brokers	617	1,684	$1,804.28	578	1,553	$1,691.37	563	1,467	$1,874.69
44-45	**Retail Trade**	**1,476**	**25,075**	**$473.24**	**1,434**	**24,272**	**$470.90**	**1,439**	**24,665**	**$474.98**
441	Motor Vehicle and Parts Dealers	201	2,744	$828.90	183	2,437	$830.84	180	2,470	$846.46
442	Furniture and Home Furnishings Stores	88	691	$568.14	77	649	$590.55	74	626	$595.42
443	Electronics and Appliance Stores	97	1,041	$754.04	78	813	$809.69	86	949	$777.32
444	Building Material and Garden Supply Stores	130	2,612	$631.40	124	2,376	$626.87	131	2,596	$634.44
445	Food and Beverage Stores	129	5,545	$332.97	138	5,791	$329.54	136	5,975	$329.98
446	Health and Personal Care Stores	85	1,102	$503.85	87	1,002	$537.15	88	1,003	$489.68
447	Gasoline Stations	125	994	$374.05	120	932	$384.37	115	936	$379.06
448	Clothing and Clothing Accessories Stores	199	2,415	$295.22	196	2,249	$296.71	190	2,285	$30,836.00
451	Sporting Goods, Hobby, Book, and Music Stores	11	1,177	$307.23	111	1,153	$307.46	115	1,169	$332.88
452	General Merchandise Stores	54	4,443	$381.86	56	4,527	$391.70	59	4,475	$393.41
453	Miscellaneous Store Retailers	193	1,516	$348.68	196	1,553	$372.29	194	1,562	$364.51
454	Nonstore Retailers	65	795	$870.50	70	791	$880.30	74	800	$857.87
48-49	**Transportation and Warehousing**	**239**	**4,103**	**$715.78**	**226**	**3,903**	**$708.53**	**222**	**3,911**	**$723.68**
481	Air Transportation	10	74	$1,473.41	12	136	$1,024.19	11	126	$1,080.33
484	Truck Transportation	112	916	$889.34	101	841	$867.88	97	838	$888.86
485	Transit and Ground Passenger Transportation	38	1,318	$395.33	36	1,244	$400.81	37	1,263	$425.20
486	Pipeline Transportation	n	n	n	n	n	n	n	n	n
487	Scenic and Sightseeing Transportation	n	n	n	n	n	n	n	n	n
488	Support Activities for Transportation	29	332	$1,042.71	26	271	$961.69	30	277	$974.13
491	Postal Service	0	0	$0.00	0	0	$0.00	0	0	$0.00
492	Couriers and Messengers	19	488	$849.38	22	455	$874.20	20	465	$887.73
493	Warehousing and Storage	20	905	$762.41	18	886	$791.62	16	868	$795.93

Source: NH Economic and Labor Market Information Bureau

TABLE C-2 Employment and Wages for Rockingham County

2012 CEDS Update

NAICS Code	Industry	Rockingham County 2008 Units	Average Annual Empl.	Average Weekly Wage	Rockingham County 2009 Units	Average Annual Empl.	Average Weekly Wage	Rockingham County 2010 Units	Average Annual Empl.	Average Weekly Wage
51	**Information**	**135**	**2,714**	**$1,311.77**	**141**	**2,661**	**$1,330.91**	**137**	**2,580**	**$1,445.29**
511	Publishing Industries (except Internet)	55	1,163	$1,574.41	50	1,035	$1,583.46	51	1,045	$1,738.63
512	Motion Picture and Sound Recording	14	160	$296.74	12	150	$307.81	11	117	$358.65
515	Broadcasting, except Internet	4	81	$1,035.55	4	69	$1,079.18	4	52	$1,013.91
517	Telecommunications	25	722	$1,396.73	35	822	$1,456.93	30	798	$1,504.92
518	Data Processing and Related Services	25	426	$1,078.29	25	436	$1,098.74	25	493	$1,103.32
519	Other Information Services	14	163	$803.88	16	149	$708.84	16	75	$963.18
52	**Finance and Insurance**	**459**	**4,957**	**$1,485.12**	**427**	**5,024**	**$1,478.30**	**411**	**4,887**	**$1,524.68**
522	Credit Intermediation and Related Activities	185	2,223	$1,169.28	158	2,200	$1,207.20	150	2,134	$1,268.61
523	Financial Investment and Related Activities	n	n	n	120	571	$2,262.18	121	535	$2,415.33
524	Insurance Carriers and Related Activities	152	2,150	$1,508.47	143	2,247	$1,544.09	134	2,211	$1,558.34
525	Funds, Trusts, and Other Financial Vehicles	n	n	n	7	7	$1,673.66	7	7	$868.78
53	**Real Estate and Rental and Leasing**	**336**	**1,837**	**$889.26**	**326**	**1,746**	**$870.21**	**323**	**1,696**	**$934.11**
531	Real Estate	259	1,125	$843.21	255	1,142	$843.35	258	1,133	$883.38
532	Rental and Leasing Services	n	n	n	71	605	$920.96	65	563	$1,036.20
533	Lessors of Nonfinancial Intangible Assets	n	n	n	0	0	$0.00	0	0	$0.00
54	**Professional and Technical Services**	**1,161**	**7,235**	**$1,312.13**	**1,140**	**6,984**	**$1,274.37**	**1,133**	**6,981**	**$1,319.19**
541	Professional and Technical Services	1,161	7,235	$1,312.13	1,140	6,984	$1,274.37	1,133	6,981	$1,319.19
5411	Legal Services	179	805	$1,095.70	176	828	$1,096.78	172	805	$1,108.79
5412	Accounting and Bookkeeping Services	145	970	$888.34	141	940	$870.12	139	971	$870.60
5413	Architectural and Engineering Services	179	1,320	$1,413.58	179	1,251	$1,487.87	181	1,176	$1,690.91
5414	Specialized Design Services	24	75	$1,047.74	18	49	$1,143.29	18	49	$1,168.44
5415	Computer Systems Design and Related Services	252	1,820	$1,396.76	239	1,665	$1,422.14	240	1,711	$1,402.25
5416	Management and Technical Consulting Services	220	787	$1,771.37	222	740	$1,678.86	215	766	$1,604.40
5417	Scientific Research and Development Services	31	284	$3,221.25	33	263	$2,138.77	30	218	$2,654.62
5418	Advertising and Related Services	47	295	$884.48	46	256	$936.61	50	275	$1,044.63
5419	Other Professional and Technical Services	83	879	$789.18	88	992	$850.92	88	1,009	$921.37
55	**Management of Companies and Enterprises**	**84**	**2,383**	**$1,749.14**	**82**	**2,045**	**$1,774.44**	**87**	**2,038**	**$1,948.23**
551	Management of Companies and Enterprises	84	2,383	$1,749.14	82	2,045	$1,774.44	87	2,038	$1,948.23
56	**Administrative and Waste Services**	**684**	**8,327**	**$752.73**	**662**	**7,394**	**$814.92**	**679**	**8,147**	**$815.11**
561	Administrative and Support Services	623	7,533	$712.83	604	6,676	$785.31	624	7,574	$790.85
5611	Office Administrative Services	77	519	$1,565.85	87	660	$1,812.06	100	701	$1,702.44
5612	Facilities Support Services	3	15	$1,457.02	n	n	n	n	n	n
5613	Employment Services	117	3,271	$666.39	106	2,380	$698.05	107	3,254	$684.60
5614	Business Support Services	57	1,011	$777.83	52	962	$833.14	55	995	$957.46
5615	Travel Arrangement and Reservation Services	39	122	$1,203.97	41	167	$1,089.97	41	177	$1,116.41
5616	Investigation and Security Services	28	687	$748.49	25	700	$726.82	27	721	$714.89
5617	Services to Buildings and Dwellings	288	1,636	$482.26	275	1,525	$490.87	277	1,474	$507.83
5619	Other Support Services	16	272	$439.56	n	n	n	n	n	n
562	Waste Management and Remediation Services	60	794	$1,131.08	58	718	$1,090.31	55	573	$1,135.81
61	**Educational Services**	**128**	**2,454**	**$705.87**	**133**	**2,558**	**$701.67**	**135**	**2,588**	**$697.23**
611	Educational Services	128	2,454	$705.87	133	2,558	$701.67	135	2,588	$697.23
62	**Health Care and Social Assistance**	**835**	**14,019**	**$810.76**	**845**	**14,238**	**$832.93**	**838**	**14,487**	**$838.15**
621	Ambulatory Health Care Services	561	5,571	$1,040.96	567	5,760	$1,075.70	567	5,922	$1,093.37
622	Hospitals	6	3,774	$889.32	9	3,715	$923.85	8	3,655	$918.49
623	Nursing and Residential Care Facilities	48	2,299	$566.44	14	2,293	$562.27	47	2,335	$567.88
624	Social Assistance	220	2,374	$382.33	222	2,471	$381.29	216	2,576	$382.27
71	**Arts, Entertainment, and Recreation**	**162**	**2,925**	**$364.14**	**157**	**2,840**	**$362.41**	**156**	**2,936**	**$364.34**
711	Performing Arts and Spectator Sports	34	511	$430.37	32	497	$444.52	30	405	$521.21
712	Museums, Historic Sites, Zoos, and Parks	14	161	$365.14	13	152	$345.49	14	154	$330.93
713	Gambling, Recreation, Amusement Industries	114	2,253	$349.04	112	2,191	$344.94	113	2,377	$339.75
72	**Accommodation and Food Services**	**734**	**12,233**	**$325.39**	**741**	**12,036**	**$329.22**	**765**	**12,398**	**$333.95**
721	Accommodation	82	1,480	$416.79	83	1,455	$408.77	85	1,564	$414.05
722	Food Services and Drinking Places	652	10,753	$312.81	658	10,581	$318.27	880	10,834	$322.38
81	**Other Services Except Public Admin**	**777**	**3,909**	**$586.30**	**763**	**3,810**	**$575.24**	**751**	**3,866**	**$588.51**
811	Repair and Maintenance	294	1,570	$862.28	281	1,480	$826.78	276	1,508	$847.41
812	Personal and Laundry Services	267	1,519	$399.72	267	1,542	$384.08	264	1,588	$384.76
813	Membership Associations and Organizations	97	653	$403.23	99	636	$484.07	102	621	$511.42
814	Private Households	119	168	$405.53	117	153	$446.24	110	149	$461.83
99	**Unclassified Establishments**	**9**	**13**	**$647.37**	**n**	**n**	**n**	**8**	**20**	**$347.99**
999	Unclassified Establishments	9	13	$647.37	n	n	n	8	20	$347.99
	Total Government	**288**	**14,814**	**$815.47**	**300**	**14,883**	**$828.12**	**299**	**14,813**	**$837.26**
	Federal Government	62	1,293	$1,128.92	64	1,265	$1,126.61	64	1,317	$1,101.34
	State Government	93	1,277	$626.65	93	1,310	$676.26	93	1,292	$670.38
	Local Government	134	12,243	$802.07	114	12,308	$813.61	142	12,204	$826.44

Source: NH Economic and Labor Market Information Bureau

TABLE C-2 Employment and Wages for State of NH

2012 CEDS Update

		State of NH - 2009					State of NH - 2010				
NAICS Code	Industry	Units	Average Annual Empl.	Average Weekly Wage	Hills Co share of emplymt	Rock Co share of emplymt	Units	Average Annual Empl.	Average Weekly Wage	Hills Co share of emplymt	Rock Co share of emplymt
ALL	**Total, Private plus Government**	**43,971**	**604,915**	**$864.05**	**31.0%**	**21.7%**	**43,778**	**600,540**	**$883.88**	**30.7%**	**22.0%**
	Total Private	41,983	517,658	$867.37	**31.9%**	**22.5%**	41,795	513,386	$890.13	**31.7%**	**22.8%**
101	**Goods Producing**	6,311	92,952	$1,066.42	**35.5%**	**21.1%**	6,055	89,428	$1,119.47	**35.9%**	**20.9%**
11	**Agriculture, Forestry, Fishing and Hunting**	**243**	**1,758**	**$554.73**	**10.4%**	**13.4%**	**244**	**1,752**	**$579.00**	**8.8%**	**13.8%**
111	Crop Production	68	785	$448.88	**10.1%**	**20.5%**	65	794	$478.92	**9.4%**	**20.4%**
112	Animal Production	48	390	$474.52	**3.6%**	**6.4%**	49	395	$494.28	**2.5%**	**7.1%**
113	Forestry and Logging	90	421	$715.21	**13.5%**	**#VALUE!**	94	428	$736.47	**12.6%**	**#VALUE!**
114	Fishing, Hunting, and Trapping	n	n	n	**#VALUE!**	**#VALUE!**	n	n	n	**#VALUE!**	**#VALUE!**
115	Agriculture and Forestry support Activities	n	n	n	**#VALUE!**	**#VALUE!**	n	n	n	**#VALUE!**	**#VALUE!**
21	**Mining**	**63**	**510**	**$1,006.66**	**7.3%**	**21.0%**	**61**	**491**	**$1,078.95**	**6.5%**	**21.2%**
211	Oil and Gas Extraction	0	0	$0.00	**#DIV/0!**	**#DIV/0!**	**Not included in 2010**			**#DIV/0!**	**#DIV/0!**
212	Mining, except Oil and Gas	n	n	n	**#VALUE!**	**#VALUE!**	n	n	n	**#VALUE!**	**#VALUE!**
213	Support Activities for Mining	n	n	n	**#VALUE!**	**#VALUE!**	n	n	n	**#VALUE!**	**#VALUE!**
23	**Construction**	**3,932**	**22,630**	**$943.43**	**27.1%**	**24.1%**	**3,736**	**21,418**	**$948.93**	**27.3%**	**24.4%**
236	Construction of Buildings	1,069	5,299	$969.01	**25.6%**	**17.1%**	1,001	4,936	$980.13	**26.4%**	**18.2%**
237	Heavy and Civil Engineering Construction	201	2,489	$1,175.83	**12.2%**	**30.8%**	194	2,561	$1,209.05	**11.3%**	**31.4%**
238	Specialty Trade Contractors	2,662	14,843	$895.33	**30.2%**	**25.5%**	2,542	13,921	$890.02	**30.5%**	**25.3%**
31-33	**Manufacturing**	**2,073**	**68,054**	**$1,120.98**	**39.2%**	**20.3%**	**2,013**	**65,767**	**$1,189.72**	**39.7%**	**20.0%**
311	Food Manufacturing	109	2,310	$840.81	**19.4%**	**55.2%**	102	2,220	$914.28	**19.5%**	**53.5%**
312	Beverage and Tobacco Product Manufacturing	16	664	$1,224.93	**#VALUE!**	**32.7%**	18	643	$1,200.53	**53.8%**	**35.5%**
313	Textile Mills	27	1,435	$909.49	**36.9%**	**#VALUE!**	27	1,457	$1,021.42	**36.9%**	**#VALUE!**
314	Textile Product Mills	43	207	$573.88	**38.2%**	**#VALUE!**	42	206	$587.87	**35.4%**	**#VALUE!**
315	Apparel Manufacturing	19	463	$758.01	**8.4%**	**#VALUE!**	19	437	$799.05	**9.6%**	**#VALUE!**
316	Leather and Allied Product Manufacturing	14	193	$598.38	**#VALUE!**	**#VALUE!**	13	160	$666.74	**#VALUE!**	**#VALUE!**
321	Wood Product Manufacturing	118	1,809	$750.21	**7.2%**	**16.2%**	114	1,657	$762.71	**7.7%**	**12.0%**
322	Paper Manufacturing	25	1,426	$935.17	**61.8%**	**5.8%**	25	1,334	$975.10	**61.6%**	**6.3%**
323	Printing and Related Support Activities	196	2,828	$818.28	**27.7%**	**17.8%**	174	2,377	$840.45	**26.8%**	**15.9%**
324	Petroleum and Coal Products Manufacturing	19	226	$1,160.53	**#VALUE!**	**72.6%**	18	224	$1,292.48	**#VALUE!**	**70.5%**
325	Chemical Manufacturing	55	1,720	$1,203.24	**26.0%**	**47.9%**	58	1,722	$1,170.46	**24.3%**	**49.4%**
326	Plastics and Rubber Products Manufacturing	100	4,679	$902.03	**42.3%**	**20.6%**	101	4,733	$956.78	**43.9%**	**20.8%**
327	Nonmetallic Mineral Product Manufacturing	100	1,960	$957.08	**21.5%**	**39.0%**	96	1,891	$995.59	**21.6%**	**38.0%**
331	Primary Metal Manufacturing	40	2,653	$937.38	**36.4%**	**15.7%**	39	2,576	$969.84	**40.0%**	**13.2%**
332	Fabricated Metal Product Manufacturing	389	10,555	$964.20	**27.0%**	**19.0%**	382	10,460	$1,015.32	**28.3%**	**18.8%**
333	Machinery Manufacturing	175	7,731	$1,206.12	**16.8%**	**23.2%**	168	7,466	$1,402.09	**18.0%**	**22.0%**
334	Computer and Electronic Product Manufacturing	290	16,115	$1,554.71	**70.6%**	**15.3%**	292	15,777	$1,613.22	**70.2%**	**16.1%**
335	Electrical Equipment and Appliances Manufacturing	62	4,074	$1,076.35	**43.4%**	**21.8%**	58	3,674	$1,147.39	**44.1%**	**18.2%**
336	Transportation Equipment Manufacturing	38	1,770	$1,236.65	**19.0%**	**2.8%**	37	1,642	$1,237.20	**13.6%**	**4.2%**
337	Furniture and Related Product Manufacturing	79	921	$734.53	**11.1%**	**30.2%**	74	887	$750.30	**9.8%**	**29.7%**
339	Miscellaneous Manufacturing	163	4,317	$907.52	**40.8%**	**10.5%**	158	4,225	$982.08	**42.6%**	**10.3%**
102	**Service Providing**	**35,671**	**424,706**	**$823.81**	**32.4%**	**22.8%**	**35,740**	**423,957**	**$841.75**	**30.8%**	**23.2%**
22	**Utilities**	**102**	**2,532**	**$1,687.15**	**14.0%**	**43.7%**	**103**	**2,514**	**$1,686.84**	**15.1%**	**42.8%**
221	Utilities	102	2,532	$1,687.15	**15.0%**	**43.7%**	103	2,514	$1,686.84	**15.1%**	**42.8%**
42	**Wholesale Trade**	**4,878**	**26,476**	**$1,361.77**	**28.2%**	**23.5%**	**4,827**	**25,923**	**$1,437.49**	**28.2%**	**23.6%**
423	Merchant Wholesalers, Durable Goods	987	10,673	$1,244.05	**41.2%**	**27.9%**	967	10,347	$1,313.47	**41.1%**	**28.1%**
424	Merchant Wholesalers, Nondurable Goods	383	7,237	$989.96	**18.7%**	**23.4%**	388	7,330	$1,028.87	**18.3%**	**23.7%**
425	Electronic Markets and Agents and Brokers	3,508	8,566	$1,822.60	**20.1%**	**18.1%**	3,472	8,246	$1,956.38	**20.7%**	**17.8%**
44-45	**Retail Trade**	**5,838**	**92,908**	**$505.62**	**28.6%**	**26.1%**	**5,780**	**92,329**	**$513.43**	**28.5%**	**26.7%**
441	Motor Vehicle and Parts Dealers	757	10,873	$825.28	**30.9%**	**22.4%**	746	10,896	$843.01	**31.1%**	**22.7%**
442	Furniture and Home Furnishings Stores	306	2,298	$589.58	**30.4%**	**28.2%**	293	2,300	$586.23	**32.2%**	**27.2%**
443	Electronics and Appliance Stores	294	3,026	$988.93	**47.3%**	**26.9%**	300	3,335	$1,004.71	**47.4%**	**28.5%**
444	Building Material and Garden Supply Stores	521	8,872	$614.77	**24.0%**	**26.8%**	526	9,119	$616.81	**23.4%**	**28.5%**
445	Food and Beverage Stores	592	21,556	$348.96	**28.9%**	**26.9%**	576	20,807	$352.16	**27.9%**	**28.7%**
446	Health and Personal Care Stores	345	4,082	$563.40	**31.6%**	**24.5%**	347	3,996	$543.26	**30.8%**	**25.1%**
447	Gasoline Stations	616	4,676	$367.14	**20.0%**	**19.9%**	597	4,622	$367.89	**19.8%**	**20.3%**
448	Clothing and Clothing Accessories Stores	666	7,334	$320.45	**32.5%**	**30.7%**	642	7,476	$324.01	**32.6%**	**30.6%**
451	Sporting Goods, Hobby, Book, and Music Stores	456	4,505	$343.61	**33.2%**	**25.6%**	453	4,434	$361.21	**32.7%**	**26.4%**
452	General Merchandise Stores	225	15,431	$394.25	**24.9%**	**29.3%**	229	15,145	$399.20	**25.0%**	**29.5%**
453	Miscellaneous Store Retailers	722	4,999	$399.38	**29.3%**	**31.1%**	724	5,142	$395.83	**32.1%**	**30.4%**
454	Nonstore Retailers	338	5,257	$891.21	**24.9%**	**15.0%**	345	5,059	$907.93	**23.0%**	**15.8%**
48-49	**Transportation and Warehousing**	**848**	**11,921**	**$686.39**	**33.0%**	**32.7%**	**844**	**11,855**	**$702.29**	**31.8%**	**33.0%**
481	Air Transportation	47	609	$949.16	**67.2%**	**22.3%**	42	491	$1,046.41	**65.6%**	**25.7%**
484	Truck Transportation	384	2,833	$807.04	**27.9%**	**29.7%**	376	2,833	$824.94	**28.1%**	**29.6%**
485	Transit and Ground Passenger Transportation	130	3,050	$401.85	**27.3%**	**40.8%**	140	3,079	$404.15	**24.1%**	**41.0%**
486	Pipeline Transportation	n	n	n	**0.0%**	**#VALUE!**	n	n	n	**#VALUE!**	**#VALUE!**
487	Scenic and Sightseeing Transportation	23	279	$470.48	**#VALUE!**	**#VALUE!**	25	283	$483.82	**#VALUE!**	**#VALUE!**
488	Support Activities for Transportation	106	837	$812.08	**#VALUE!**	**32.4%**	112	872	$799.63	**#VALUE!**	**31.8%**
491	Postal Service	6	26	$947.11	**#VALUE!**	**0.0%**	n	n	n	**#VALUE!**	**#VALUE!**
492	Couriers and Messengers	82	2,178	$730.45	**#VALUE!**	**20.9%**	80	2,150	$766.38	**#VALUE!**	**21.6%**
493	Warehousing and Storage	67	2,099	$786.62	**38.4%**	**42.2%**	63	2,124	$814.19	**38.9%**	**40.9%**

Source: NH Economic and Labor Market Information Bureau

TABLE C-2 Employment and Wages for State of NH

2012 CEDS Update

		State of NH - 2009					State of NH - 2010				
NAICS Code	Industry	Units	Average Annual Empl.	Average Weekly Wage	Hills Co share of emplymt	Rock Co share of emplymt	Units	Average Annual Empl.	Average Weekly Wage	Hills Co share of emplymt	Rock Co share of emplymt
51	**Information**	**715**	**12,440**	**$1,341.50**	**46.2%**	**21.4%**	**697**	**11,475**	**$1,499.95**	**45.1%**	**22.5%**
511	Publishing Industries (except Internet)	248	5,752	$1,576.78	**50.0%**	**18.0%**	424	5,229	$1,736.62	**49.1%**	**20.0%**
512	Motion Picture and Sound Recording	59	814	$415.90	**42.1%**	**18.4%**	56	605	$551.48	**33.2%**	**19.3%**
515	Broadcasting, except Internet	44	701	$883.23	**31.1%**	**9.8%**	46	672	$863.12	**31.3%**	**7.7%**
517	Telecommunications	182	3,921	$1,340.28	**51.5%**	**21.0%**	166	3,732	$1,375.15	**50.6%**	**21.4%**
518	Data Processing and Related Services	91	739	$1,243.49	**26.0%**	**59.0%**	88	805	$1,256.67	**24.2%**	**61.2%**
519	Other Information Services	92	513	$948.95	**19.5%**	**29.0%**	100	432	$1,158.68	**27.1%**	**17.4%**
52	**Finance and Insurance**	**1,998**	**26,990**	**$1,429.60**	**36.2%**	**18.6%**	**1,942**	**26,249**	**$1,500.96**	**35.4%**	**18.6%**
522	Credit Intermediation and Related Activities	750	8,387	$1,021.53	**27.0%**	**26.2%**	700	8,193	$1,060.63	**26.3%**	**26.0%**
523	Financial Investment and Related Activities	431	5,542	$2,054.15	**79.3%**	**10.3%**	435	5,369	$2,342.39	**79.3%**	**10.0%**
524	Insurance Carriers and Related Activities	789	12,881	$1,425.33	**23.2%**	**17.4%**	776	12,522	$1,435.28	**22.0%**	**17.7%**
525	Funds, Trusts, and Other Financial Vehicles	28	180	$1,520.10	**70.0%**	**3.9%**	31	346	$1,248.49	**36.1%**	**2.0%**
53	**Real Estate and Rental and Leasing**	**1,375**	**7,073**	**$844.72**	**34.6%**	**24.7%**	**1,341**	**6,713**	**$786.26**	**34.4%**	**25.3%**
531	Real Estate	1,052	4,772	$885.19	**36.7%**	**23.9%**	1,041	4,632	$764.05	**37.1%**	**24.5%**
532	Rental and Leasing Services	317	2,285	$753.02	**#VALUE!**	**26.5%**	294	2,046	$826.08	**#VALUE!**	**27.5%**
533	Lessors of Nonfinancial Intangible Assets	6	16	$1,857.93	**#VALUE!**	**0.0%**	7	36	$1,386.00	**#VALUE!**	**0.0%**
54	**Professional and Technical Services**	**5,101**	**29,156**	**$1,397.34**	**40.9%**	**24.0%**	**5,153**	**28,849**	**$1,431.55**	**39.6%**	**24.2%**
541	Professional and Technical Services	5,101	29,156	$1,397.34	**40.9%**	**24.0%**	5,153	28,849	$1,431.55	**39.6%**	**24.2%**
5411	Legal Services	773	4,303	$1,325.06	**41.0%**	**19.2%**	767	4,233	$1,363.98	**40.8%**	**19.0%**
5412	Accounting and Bookkeeping Services	573	4,390	$1,305.15	**52.2%**	**21.4%**	568	4,151	$1,229.83	**47.5%**	**23.4%**
5413	Architectural and Engineering Services	722	4,807	$1,375.13	**39.5%**	**26.0%**	715	4,707	$1,477.72	**39.8%**	**25.0%**
5414	Specialized Design Services	94	368	$1,034.29	**64.4%**	**13.3%**	89	378	$1,045.18	**64.6%**	**13.0%**
5415	Computer Systems Design and Related Services	1,339	6,653	$1,738.28	**47.8%**	**25.0%**	1,382	6,650	$1,773.08	**44.9%**	**25.7%**
5416	Management and Technical Consulting Services	886	3,084	$1,597.60	**29.3%**	**24.0%**	913	3,111	$1,661.35	**30.5%**	**24.6%**
5417	Scientific Research and Development Services	140	1,478	$1,842.91	**38.6%**	**17.8%**	140	1,463	$1,966.92	**39.4%**	**14.9%**
5418	Advertising and Related Services	227	1,338	$745.46	**32.3%**	**19.1%**	225	1,359	$742.20	**31.6%**	**20.2%**
5419	Other Professional and Technical Services	349	2,735	$769.85	**23.7%**	**36.3%**	356	2,798	$795.08	**23.8%**	**36.1%**
55	**Management of Companies and Enterprises**	**371**	**8,042**	**$1,467.40**	**35.8%**	**25.4%**	**382**	**8,075**	**$1,542.35**	**36.5%**	**25.2%**
551	Management of Companies and Enterprises	371	8,042	$1,467.40	**35.8%**	**25.4%**	382	8,075	$1,542.35	**36.5%**	**25.2%**
56	**Administrative and Waste Services**	**2,941**	**25,529**	**$772.91**	**32.2%**	**29.0%**	**3,034**	**27,231**	**$768.67**	**32.0%**	**29.9%**
561	Administrative and Support Services	2,775	23,925	$760.20	**33.7%**	**27.9%**	2,964	25,667	$751.92	**33.3%**	**29.5%**
5611	Office Administrative Services	484	2,968	$1,683.73	**20.9%**	**22.2%**	528	3,017	$1,606.38	**18.5%**	**23.2%**
5612	Facilities Support Services	5	15	$1,521.96	**0.0%**	**#VALUE!**	6	33	$831.68	**#VALUE!**	**#VALUE!**
5613	Employment Services	552	7,676	$689.95	**35.0%**	**31.0%**	568	9,679	$656.55	**34.8%**	**33.6%**
5614	Business Support Services	264	2,656	$734.07	**29.3%**	**36.2%**	265	2,657	$789.68	**30.5%**	**37.4%**
5615	Travel Arrangement and Reservation Services	127	607	$911.92	**33.6%**	**27.5%**	125	606	$974.81	**33.2%**	**29.2%**
5616	Investigation and Security Services	130	2,063	$684.53	**39.6%**	**33.9%**	146	1,987	$717.13	**36.7%**	**36.3%**
5617	Services to Buildings and Dwellings	1,144	7,134	$491.77	**38.6%**	**21.4%**	1,155	6,885	$504.59	**38.9%**	**21.4%**
5619	Other Support Services	71	806	$554.84	**23.9%**	**#VALUE!**	71	802	$601.29	**#VALUE!**	**#VALUE!**
562	Waste Management and Remediation Services	165	1,603	$962.56	**9.9%**	**44.8%**	171	1,564	$1,043.39	**10.5%**	**36.6%**
61	**Educational Services**	**640**	**17,382**	**$887.97**	**23.9%**	**14.7%**	**652**	**17,149**	**$905.08**	**24.4%**	**15.1%**
611	Educational Services	640	17,382	$887.97	**23.9%**	**14.7%**	652	17,149	$905.08	**24.4%**	**15.1%**
62	**Health Care and Social Assistance**	**3,507**	**83,009**	**$885.38**	**31.5%**	**17.2%**	**3,565**	**83,592**	**$901.00**	**31.4%**	**17.3%**
621	Ambulatory Health Care Services	2172	28,366	$1,196.64	**32.4%**	**20.3%**	2205	28,733	$1,225.20	**32.2%**	**20.6%**
622	Hospitals	40	27,640	$952.41	**29.9%**	**13.4%**	36	27,537	$968.55	**30.3%**	**13.3%**
623	Nursing and Residential Care Facilities	339	14,596	$569.82	**34.8%**	**15.7%**	336	14,778	$568.82	**35.1%**	**15.8%**
624	Social Assistance	956	12,406	$395.61	**28.9%**	**19.9%**	989	12,543	$401.43	**27.8%**	**20.5%**
71	**Arts, Entertainment, and Recreation**	**668**	**10,897**	**$361.78**	**22.1%**	**26.1%**	**664**	**10,980**	**$363.12**	**22.0%**	**26.7%**
711	Performing Arts and Spectator Sports	141	1,510	$555.07	**16.6%**	**32.9%**	138	1,436	$586.71	**17.8%**	**28.2%**
712	Museums, Historic Sites, Zoos, and Parks	57	540	$372.32	**24.3%**	**28.1%**	59	561	$378.20	**23.4%**	**27.5%**
713	Gambling, Recreation, Amusement Industries	470	8,847	$328.15	**22.9%**	**24.8%**	468	8,983	$326.44	**22.6%**	**26.5%**
72	**Accommodation and Food Services**	**3,194**	**50,965**	**$323.74**	**27.1%**	**23.6%**	**3,221**	**51,363**	**$327.88**	**27.0%**	**24.1%**
721	Accommodation	511	8,590	$393.99	**15.7%**	**16.9%**	505	8,730	$396.40	**15.0%**	**17.9%**
722	Food Services and Drinking Places	2,683	42,374	$309.50	**29.4%**	**25.0%**	2,716	42,633	$313.85	**29.4%**	**25.4%**
81	**Other Services Except Public Admin**	**3,465**	**19,347**	**$592.18**	**33.0%**	**19.7%**	**3,455**	**19,365**	**$597.38**	**32.8%**	**20.0%**
811	Repair and Maintenance	1,263	6,183	$849.92	**31.6%**	**23.9%**	1,254	6,225	$859.88	**30.6%**	**24.2%**
812	Personal and Laundry Services	942	6,329	$424.99	**36.1%**	**24.4%**	933	6,324	$434.46	**35.5%**	**25.1%**
813	Membership Associations and Organizations	712	5,995	$533.77	**32.8%**	**10.6%**	719	5,921	$518.56	**33.6%**	**10.5%**
814	Private Households	548	841	$449.04	**22.7%**	**18.2%**	549	895	$444.22	**22.3%**	**16.6%**
99	**Unclassified Establishments**	**32**	**41**	**$1,124.66**	**#VALUE!**	**#VALUE!**	**79**	**114**	**$1,120.13**	**13.2%**	**17.5%**
999	Unclassified Establishments	32	41	$1,124.66	**#VALUE!**	**#VALUE!**	79	114	$1,120.13	**13.2%**	**17.5%**
	Total Government	**1,989**	**87,257**	**$844.32**	**25.2%**	**17.1%**	**1,983**	**87,154**	**$847.05**	**25.0%**	**17.0%**
	Federal Government	388	7,761	$1,303.89	**50.6%**	**16.3%**	385	8,005	$1,289.16	**49.0%**	**16.5%**
	State Government	816	21,035	$917.82	**9.5%**	**6.2%**	807	20,683	$911.11	**9.5%**	**6.2%**
	Local Government	784	58,461	$756.87	**27.5%**	**21.1%**	790	58,466	$763.86	**27.2%**	**20.9%**

Source: NH Economic and Labor Market Information Bureau

Table C-3: Employers, Employment & Wages by Town

2012 CEDS Update

Town/Area	2009			2010					# Change: 2009-2010			% CHANGE: 2009-2010		
	Estab-lishments	Avg. Annl. Employ-ment	Average Weekly Wage	Estab-lishments	Avg. Annl. Employ-ment	Average Weekly Wage	Jobs Per Capita in 2009	Jobs Per Capita in 2010	Estab-lishments	Avg. Annl. Employ-ment	Average Weekly Wage	Estab-lishments	Avg. Annl. Employ-ment	Average Weekly Wage
East Kingston	36	188	$604	36	190	$661	0.08	0.08	0	2	$57	0.0%	1.1%	9.4%
Exeter	572	9,465	$888	567	9,660	$906	0.64	0.67	-5	195	$18	-0.9%	2.1%	2.0%
Greenland	170	1,937	$872	162	2,049	$868	0.56	0.58	-8	112	-$4	-4.7%	5.8%	-0.5%
Hampton	533	5,487	$860	524	5,418	$885	0.36	0.36	-9	-69	$25	-1.7%	-1.3%	2.9%
Hampton Falls	76	416	$667	76	413	$670	0.20	0.18	0	-3	$3	0.0%	-0.7%	0.4%
Kensington	49	297	$786	48	278	$825	0.14	0.13	-1	-19	$39	-2.0%	-6.4%	5.0%
New Castle	28	325	$572	n	n	n	0.32	n	#VALUE!	#VALUE!	#VALUE!	n	n	n
Newfields	56	581	$726	56	657	$709	0.35	0.39	0	76	-$17	0.0%	13.1%	-2.3%
Newington	206	5,012	$701	197	4,507	$671	6.34	5.99	-9	-505	-$30	-4.4%	-10.1%	-4.3%
Newmarket	148	1,269	$756	140	1,237	$734	0.14	0.14	-8	-32	-$22	-5.4%	-2.5%	-2.9%
North Hampton	261	2,283	$724	266	2,353	$749	0.51	0.55	5	70	$25	1.9%	3.1%	3.5%
Portsmouth	1,733	27,128	$1,012	1,743	27,842	$1,039	1.31	1.31	10	714	$27	0.6%	2.6%	2.7%
Rye	173	1,221	$623	n	n	n	0.24	n	#VALUE!	#VALUE!	#VALUE!	n	n	n
Seabrook	310	6,157	$914	310	5,951	$877	0.74	0.68	0	-206	-$37	0.0%	-3.3%	-4.0%
South Hampton	35	138	$766	34	131	$776	0.15	0.16	-1	-7	$10	-2.9%	-5.1%	1.3%
Stratham	261	3,811	$1,011	261	3,747	$1,050	0.52	0.52	0	-64	$39	0.0%	-1.7%	3.9%
CEDS Eastern Towns	***4,647***	***65,715***	***$780***	***4,420***	***64,433***	***$816***	***0.66***	***0.65***	***-227***	***-1,282***	***$36***	***-4.9%***	***-2.0%***	***4.6%***
Atkinson	120	922	$848	117	949	$863	0.14	0.14	-3	27	$15	-2.5%	2.9%	1.8%
Auburn	141	1,689	$724	134	1,588	$727	0.33	0.32	-7	-101	$3	-5.0%	-6.0%	0.4%
Brentwood	136	1,795	$866	140	1,799	$861	0.42	0.40	4	4	-$5	2.9%	0.2%	-0.6%
Candia	105	756	$756	97	717	$741	0.18	0.18	-8	-39	-$15	-7.6%	-5.2%	-2.0%
Chester	86	489	$660	84	525	$629	0.11	0.11	-2	36	-$31	-2.3%	7.4%	-4.7%
Danville	45	158	$559	40	160	$579	0.04	0.04	-5	2	$20	-11.1%	1.3%	3.6%
Deerfield	64	465	$608	67	346	$597	0.11	0.08	3	-119	-$11	4.7%	-25.6%	-1.8%
Epping	153	2,122	$627	158	2,349	$605	0.34	0.37	5	227	-$22	3.3%	10.7%	-3.5%
Fremont	60	667	$548	63	704	$550	0.16	0.16	3	37	$2	5.0%	5.5%	0.4%
Hampstead	257	2,254	$672	261	2,238	$705	0.26	0.26	4	-16	$33	1.6%	-0.7%	4.9%
Kingston	158	1,443	$606	158	1,441	$641	0.23	0.24	0	-2	$35	0.0%	-0.1%	5.8%
Newton	55	442	$769	53	463	$772	0.10	0.10	-2	21	$3	-3.6%	4.8%	0.4%
Northwood	97	972	$601	96	1,015	$628	0.24	0.24	-1	43	$27	-1.0%	4.4%	4.5%
Nottingham	50	281	$719	49	270	$783	0.06	0.06	-1	-11	$64	-2.0%	-3.9%	8.9%
Plaistow	353	4,586	$627	349	4,608	$631	0.60	0.61	-4	22	$4	-1.1%	0.5%	0.6%
Raymond	175	2,792	$725	174	2,689	$769	0.25	0.27	-1	-103	$44	-0.6%	-3.7%	6.1%
Sandown	58	265	$576	53	257	$592	0.04	0.04	-5	-8	$16	-8.6%	-3.0%	2.8%
CEDS Central Towns	***2,113***	***22,098***	***$676***	***2,093***	***22,118***	***$687***	***0.23***	***0.23***	***-20***	***20***	***$11***	***-0.9%***	***0.1%***	***1.6%***
Derry	647	7,750	$768	627	7,546	$765	0.23	0.23	-20	-204	-$3	-3.1%	-2.6%	-0.4%
Hudson	618	10,446	$962	614	10,274	$988	0.42	0.42	-4	-172	$26	-0.6%	-1.6%	2.7%
Litchfield	85	821	$760	86	826	$818	0.10	0.10	1	5	$58	1.2%	0.6%	7.6%
Londonderry	796	13,240	$884	804	13,306	$979	0.54	0.55	8	66	$95	1.0%	0.5%	10.7%
Merrimack	667	15,530	$1,359	660	14,687	$1,422	0.59	0.58	-7	-843	$63	-1.0%	-5.4%	4.6%
Nashua	2,655	48,444	$990	2,651	48,137	$1,008	0.55	0.56	-4	-307	$18	-0.2%	-0.6%	1.8%
Pelham	258	2,082	$753	261	2,183	$782	0.17	0.17	3	101	$29	1.2%	4.9%	3.9%
Salem	1,254	19,474	$770	1,244	19,740	$789	0.66	0.69	-10	266	$19	-0.8%	1.4%	2.5%
Windham	380	3,099	$812	368	3,175	$849	0.24	0.23	-12	76	$37	-3.2%	2.5%	4.6%
CEDS Western Towns	***7,360***	***120,886***	***$895***	***7,315***	***119,874***	***$933***	***0.46***	***0.47***	***-45***	***-1,012***	***$38***	***-0.6%***	***-0.8%***	***4.2%***
REDC CEDS region	***14,120***	***208,699***	***$763***	***13,828***	***206,425***	***$787***	***0.46***	***0.46***	***-292***	***-2,274***	***$25***	***-2.1%***	***-1.1%***	***3.2%***
Hillsborough County	***11,121***	***187,240***	***$960***	***11,063***	***184,628***	***$981***	***0.46***	***0.46***	***-58***	***-2,612***	***$21.00***	***-0.5%***	***-1.4%***	***2.2%***
Rockingham County	***9,831***	***131,375***	***$839***	***9,754***	***131,892***	***$862***	***0.44***	***0.45***	***-77***	***517***	***$23.00***	***-0.8%***	***0.4%***	***2.7%***
New Hampshire	***43,971***	***604,915***	***$864***	***43,778***	***600,540***	***$884***	***0.46***	***0.46***	***-193***	***-4,375***	***$20.00***	***-0.4%***	***-0.7%***	***2.3%***

Source: NH Dept. of Employment Secruity, Labor Market Information Bureau

TABLE C-4 Current and Historic Unemployment Data 2012 CEDS Update

	Unemployment Rate									
Town/Area	Annual 2000*	Annual 2005*	Annual 2006*	Annual 2007*	Annual 2008*	Annual 2009*	Annual 2010*	Annual 2011*	change from 2000 to 2011	change from 2010 to 2011
East Kingston	2.2%	4.0%	3.9%	4.0%	4.3%	6.0%	5.2%	4.8%	2.6%	-0.4%
Exeter	2.4%	3.8%	3.5%	3.5%	4.1%	6.3%	6.1%	5.7%	3.3%	-0.4%
Greenland	2.2%	3.1%	2.8%	3.0%	3.2%	5.0%	5.1%	5.0%	2.8%	-0.1%
Hampton	3.0%	4.2%	3.8%	3.6%	4.2%	6.3%	6.0%	5.3%	2.3%	-0.7%
Hampton Falls	2.5%	3.7%	4.2%	3.5%	4.2%	5.8%	5.1%	5.2%	2.7%	0.1%
Kensington	2.9%	4.0%	4.0%	3.7%	4.6%	6.4%	5.8%	5.3%	2.4%	-0.5%
New Castle	2.9%	3.1%	2.9%	3.2%	2.9%	4.2%	4.2%	3.4%	0.5%	-0.8%
Newfields	2.0%	2.5%	3.0%	2.7%	3.3%	5.8%	6.0%	5.0%	3.0%	-1.0%
Newington	2.1%	2.6%	2.6%	2.5%	2.7%	4.8%	5.4%	3.4%	1.3%	-2.0%
Newmarket	2.3%	3.1%	2.9%	2.8%	3.2%	5.1%	5.2%	4.5%	2.2%	-0.7%
North Hampton	2.4%	3.3%	3.2%	2.7%	3.0%	4.7%	4.9%	4.2%	1.8%	-0.7%
Portsmouth	2.6%	3.2%	2.9%	2.9%	3.4%	5.2%	4.8%	4.3%	1.7%	-0.5%
Rye	3.1%	3.5%	3.3%	3.1%	3.6%	5.4%	5.2%	4.9%	1.8%	-0.3%
Seabrook	4.5%	6.2%	6.2%	5.6%	6.8%	9.3%	8.0%	7.3%	2.8%	-0.7%
South Hampton	2.3%	4.4%	3.5%	3.9%	4.2%	7.7%	4.9%	4.4%	2.1%	-0.5%
Stratham	2.7%	3.1%	3.2%	3.2%	3.3%	5.0%	4.5%	4.6%	1.9%	0.1%
CEDS Eastern Towns	***2.6%***	***3.6%***	***3.5%***	***3.4%***	***3.8%***	***5.8%***	***5.4%***	***4.8%***	***2.2%***	***-0.6%***
Atkinson	2.7%	3.6%	3.5%	3.6%	5.2%	7.3%	6.6%	6.2%	3.5%	-0.4%
Auburn	2.3%	3.3%	3.1%	2.8%	3.1%	5.4%	5.0%	4.6%	2.3%	-0.4%
Brentwood	2.4%	4.4%	4.5%	4.4%	4.5%	6.8%	6.6%	6.1%	3.7%	-0.5%
Candia	2.3%	3.0%	3.2%	3.1%	3.1%	4.9%	5.3%	4.3%	2.0%	-1.0%
Chester	2.5%	3.6%	3.3%	3.4%	3.3%	5.3%	5.7%	5.2%	2.7%	-0.5%
Danville	2.8%	4.9%	4.4%	4.7%	5.4%	8.1%	7.5%	7.2%	4.4%	-0.3%
Deerfield	2.4%	3.7%	3.3%	3.9%	3.5%	6.0%	5.9%	4.5%	2.1%	-1.4%
Epping	2.6%	3.7%	3.8%	3.9%	4.7%	7.4%	7.2%	6.2%	3.6%	-1.0%
Fremont	2.6%	4.3%	3.9%	4.0%	4.5%	7.0%	7.0%	5.8%	3.2%	-1.2%
Hampstead	3.0%	4.5%	4.4%	4.1%	5.0%	7.4%	7.0%	6.1%	3.1%	-0.9%
Kingston	3.4%	5.1%	4.4%	4.8%	5.4%	7.6%	7.5%	7.0%	3.6%	-0.5%
Newton	3.4%	5.0%	4.5%	4.1%	5.4%	7.5%	7.0%	6.8%	3.4%	-0.2%
Northwood	2.6%	3.3%	3.5%	3.6%	4.0%	6.8%	6.1%	6.0%	3.4%	-0.1%
Nottingham	2.6%	3.6%	3.2%	3.0%	3.4%	5.6%	5.0%	4.3%	1.7%	-0.7%
Plaistow	3.7%	5.2%	4.9%	5.2%	5.8%	8.0%	7.4%	6.4%	2.7%	-1.0%
Raymond	3.1%	4.3%	4.0%	4.1%	4.6%	7.5%	7.0%	5.9%	2.8%	-1.1%
Sandown	2.6%	4.5%	4.2%	4.0%	5.5%	7.8%	7.2%	6.8%	4.2%	-0.4%
CEDS Central Towns	***2.8%***	***4.2%***	***3.9%***	***3.9%***	***4.5%***	***6.8%***	***6.5%***	***5.8%***	***3.1%***	***-0.7%***
Derry	3.1%	4.7%	4.2%	4.0%	4.5%	6.9%	7.0%	6.1%	3.0%	-0.9%
Hudson	2.8%	4.2%	3.8%	3.8%	4.2%	6.7%	6.6%	5.8%	3.0%	-0.8%
Litchfield	2.6%	3.3%	3.2%	3.2%	3.6%	5.7%	6.1%	5.4%	2.8%	-0.7%
Londonderry	2.6%	3.7%	3.5%	3.5%	3.8%	5.9%	5.9%	5.2%	2.6%	-0.7%
Merrimack	2.4%	3.1%	3.0%	3.0%	3.3%	5.8%	5.7%	4.9%	2.5%	-0.8%
Nashua	2.8%	4.1%	4.0%	3.7%	4.1%	6.9%	6.7%	6.0%	3.2%	-0.7%
Pelham	3.7%	5.3%	4.9%	5.0%	5.2%	8.2%	7.8%	7.1%	3.4%	-0.7%
Salem	4.1%	5.6%	4.9%	5.0%	5.4%	8.0%	8.2%	7.3%	3.2%	-0.9%
Windham	3.6%	4.0%	3.9%	3.7%	3.6%	6.1%	5.5%	5.1%	1.5%	-0.4%
CEDS Western Towns	***3.1%***	***4.2%***	***3.9%***	***3.9%***	***4.2%***	***6.7%***	***6.6%***	***5.9%***	***2.8%***	***-0.7%***
REDC CEDS region	***2.8%***	***3.9%***	***3.7%***	***3.7%***	***4.2%***	***6.4%***	***6.1%***	***5.5%***	***2.7%***	***-0.6%***
Hillsborough County	***2.6%***	***3.7%***	***3.7%***	***3.6%***	***3.9%***	***5.6%***	***6.3%***	***5.5%***	***2.9%***	***-0.8%***
Rockingham County	***3.0%***	***4.2%***	***3.9%***	***3.9%***	***4.3%***	***6.6%***	***6.3%***	***5.7%***	***2.7%***	***-0.6%***
New Hampshire	***2.7%***	***3.6%***	***3.5%***	***3.5%***	***3.9%***	***6.2%***	***6.1%***	***5.4%***	***2.7%***	***-0.7%***

* Unemployment rates shown are not seasonally adjusted

Source: NH Dept. Employ. Security - Economic & Labor Market Information Bureau: Local Area Unemployment Statictics (LAUS)

http://nhetwork.nhes.state.nh.us/nhetwork

Table C-5: Employment and Weekly Wages

2012 CEDS Update

Town/Area	Private Employers 2009			# of Employees, 2009				Private Employers 2010			# of Employees, 2010				Ave. Weekly Wage TOTAL Private + Gov't	
	Goods Prod.#	Service Prov.	2008 Total	Goods Prod.#	Service Prov.*	Gov't.	Total Prvt + Gov	Goods Prod.#	Service Prov.	2008 Total	Goods Prod.#	Service Prov.*	Gov't.	Total Prvt + Gov	2009	2010
East Kingston	11	22	33	30	79	79	188	10	23	104	26	78	86	190	$604	$661
Exeter	59	499	558	1,189	7,369	907	9,465	57	494	8,617	1,211	7,405	1,043	9,660	$888	$906
Greenland	40	125	165	421	1,385	131	1,937	n	n	1,928	n	n	121	2,049	$872	$868
Hampton	56	459	516	722	3,677	1,089	533	53	453	4,320	707	3,613	1,098	5,416	$860	$885
Hampton Falls	12	62	73	64	255	97	416	11	62	313	77	236	100	413	$667	$670
Kensington	10	37	47	33	194	71	297	9	37	211	24	187	67	278	$786	$825
New Castle	0	25	25	0	278	47	325	n	n	n	n	n	48	n	$572	n
Newfields	n	n	50	n	n	79	581	11	39	583	273	310	74	657	$726	$709
Newington	15	189	204	1,243	3,692	78	5,012	15	180	4,432	1,067	3,365	75	4,507	$701	$671
Newmarket	28	114	142	250	674	345	1,269	25	110	891	239	653	345	1,237	$756	$734
North Hampton	39	215	254	192	1,995	96	2,283	38	221	2,262	176	2,086	91	2,353	$724	$749
Portsmouth	128	1,554	1,682	2,531	22,677	1,920	27,128	125	1,566	25,876	2,289	23,587	1,966	27,842	$1,012	$1,039
Rye	24	139	163	44	925	252	1,221	n	n	n	n	n	237	n	$622	n
Seabrook	55	246	301	1,169	4,446	542	6,157	56	246	5,407	995	4,412	545	5,951	$914	$877
South Hampton	n	n	33	n	n	37	138	8	24	94	28	66	37	131	$765	$776
Stratham	26	228	254	557	2,728	526	3,811	25	230	3,372	556	2,816	375	3,747	$1,011	$1,050
CEDS Eastern Towns	***503***	***3,914***	***4,500***	***8,445***	***50,374***	***6,296***	***60,761***	***443***	***3,685***	***58,410***	***7,668***	***48,814***	***6,308***	***64,431***	***$780***	***$816***
Atkinson	30	87	118	221	636	66	922	29	86	884	242	642	65	949	$848	$863
Auburn	48	89	137	529	999	161	1,527	46	85	1,431	514	917	158	1,588	$727	$727
Brentwood	35	86	121	294	674	828	1,795	36	89	965	291	674	835	1,799	$867	$861
Candia	30	71	101	294	356	107	756	26	67	604	251	353	113	717	$756	$741
Chester	25	59	83	84	206	199	489	24	58	327	78	250	198	525	$660	$629
Danville	18	25	43	46	56	55	158	13	25	102	43	59	59	160	$559	$579
Deerfield	18	43	61	86	220	159	465	15	50	295	88	207	51	346	$608	$597
Epping	24	120	144	102	1,664	356	2,122	24	125	1,977	98	1,879	372	2,349	$627	$605
Fremont	20	37	57	89	457	121	667	20	40	572	93	479	132	704	$545	$550
Hampstead	55	197	252	482	1,677	95	2,254	53	203	2,136	468	1,669	101	2,238	$672	$705
Kingston	34	113	148	94	1,035	313	1,443	32	116	1,119	92	1,026	322	1,441	$606	$641
Newton	10	41	51	96	174	172	442	12	37	283	115	168	180	463	$767	$772
Northwood	29	63	92	148	625	198	972	31	61	803	160	643	212	1,015	$601	$628
Nottingham	18	27	45	71	60	151	281	17	27	115	56	58	155	270	$719	$783
Plaistow	53	292	345	406	3,100	1,080	4,586	54	287	3,532	444	3,087	1,076	4,608	$627	$631
Raymond	32	138	170	324	2,034	434	2,792	30	139	2,265	264	2,002	423	2,689	$725	$769
Sandown	18	38	56	48	155	62	365	18	33	189	48	141	68	257	$576	$592
CEDS Central Towns	***497***	***1,526***	***2,024***	***3,414***	***14,128***	***4,557***	***22,036***	***480***	***1,528***	***17,599***	***3,345***	***14,254***	***4,520***	***22,118***	***$676***	***$687***
Derry	97	541	638	842	5,846	1,062	7,750	90	527	6,476	730	5,746	1,070	7,546	$768	$765
Hudson	161	445	606	4,628	4,901	918	10,446	157	445	602	4,403	4,945	926	10,274	$962	$988
Litchfield	25	54	79	188	287	347	821	24	56	80	189	297	340	826	$760	$818
Londonderry	139	643	782	4,139	7,850	1,251	13,240	136	654	12,136	4,061	8,075	1,170	13,306	$884	$979
Merrimack	97	555	652	3,253	11,117	1,160	15,530	94	550	13,515	3,158	10,358	1,171	14,687	$1,359	$1,422
Nashua	283	2,332	2,615	8,087	35,595	4,762	48,444	277	2,336	46,484	7,835	35,649	4,654	48,137	$990	$1,008
Pelham	69	181	250	499	1,117	466	2,082	68	186	1,697	561	1,136	486	2,183	$753	$782
Salem	157	1,068	1,225	2,180	16,045	1,249	19,474	150	1,066	18,504	2,116	16,388	1,236	19,740	$770	$789
Windham	***56***	***312***	***368***	332	2,302	465	3,099	***55***	***303***	***2,666***	348	2,318	509	3,175	$812	$849
CEDS Western Towns	***1,084***	***6,131***	***7,215***	***24,148***	***85,060***	***11,680***	***120,886***	***1,051***	***6,123***	***102,160***	***23,401***	***84,912***	***11,562***	***119,874***	***$895***	***$933***
REDC Region	***2,084***	***11,571***	***13,739***	***36,007***	***149,562***	***22,533***	***203,683***	***1,974***	***11,336***	***178,169***	***34,414***	***147,980***	***22,390***	***206,423***	***2,351***	***2,436***
Hillsborough County	***1,639***	***9,203***	***10,842***	***33,003***	***132,257***	***21,980***	***187,240***	***1,586***	***9,194***	***10,780***	***32,117***	***130,712***	***21,799***	***184,628***	***$959***	***$981***
Rockingham County	***1,466***	***8,065***	***9,531***	***19,644***	***96,848***	***14,883***	***131,375***	***1,411***	***8,044***	***9,455***	***18,689***	***98,391***	***14,813***	***131,892***	***$839***	***$862***
New Hampshire	***6,311***	***35,671***	***41,983***	***92,952***	***424,706***	***87,257***	***604,915***	***6,055***	***35,740***	***513,386***	***89,428***	***423,597***	***87,154***	***600,540***	***$864***	***$884***

Data Source: Profile of New Hampshire's Counties, Cities, Towns and Unincorporated Places, NH Employment Security

C-6 Civilian Labor Force and Employment: Hillsborough & Rockingham Counties, New Hampshire and New England *2012 CEDS Update*

REGION/STATE (in thousands)	2004				2005				2006				2007			
	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)
Hillsborough County	***223.0***	***214.1***	***8.9***	***4.0***	***225.3***	***217.0***	***8.4***	***3.7***	***226.9***	***218.6***	***8.3***	***3.7***	***228.7***	***220.5***	***8.1***	***3.6***
Rockingham County	***167.2***	***157.4***	***7.8***	***4.7***	***171.6***	***164.4***	***7.2***	***4.2***	***173.0***	***166.4***	***6.5***	***3.8***	***173.9***	***167.2***	***6.7***	***3.9***
New Hampshire	***721.6***	***693.6***	***27.9***	***3.9***	***729.6***	***703.2***	***26.4***	***3.6***	***732.0***	***706.0***	***26.0***	***3.5***	***738.0***	***712.0***	***26.0***	***3.5***
Connecticut	1,803.6	1,714.0	89.1	4.9	1,822.9	1,734.3	89.1	4.9	1,836.0	1,756.0	80.0	4.4	1,865.0	1,780.0	85.0	4.6
Maine	693.2	661.1	32.3	4.6	703.1	669.2	33.9	4.8	703.0	671.0	32.0	4.6	705.0	671.0	33.0	4.7
Massachusetts	3,381.2	3,204.7	176.5	5.2	3,374.2	3,211.0	163.2	4.8	3,405.0	3,241.0	164.0	4.8	3,408.0	3,256.0	153.0	4.5
Rhode Island	560.5	531.1	29.4	5.2	568.6	539.7	28.9	5.1	575.0	546.0	29.0	5.1	577.0	548.0	29.0	5.0
Vermont	350.7	337.7	13.0	3.7	353.7	341.4	12.2	3.4	356.0	343.0	13.0	3.7	354.0	340.0	14.0	3.7
New England	7,516.5	7,148.8	367.8	4.9	7,552.0	7,199.0	353.0	4.7	7,607.0	7,262.0	345.0	4.5	7,648.0	7,307.0	340.0	4.4
United States	147,401	139,251	8,149	5.5	149,320	141,730	7,591	5.1	151,428	144,427	7,001	4.6	153,124	146,047	7,078	4.6

REGION/STATE (in thousands)	2008				2009				2010				2011			
	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)
Hillsborough County	***229.0***	***220.1***	***8.9***	***3.9***	***229.9***	***215.0***	***14.9***	***6.5***	***229.2***	***214.7***	***14.4***	***6.3***	***228.4***	***215.7***	***12.7***	***5.5***
Rockingham County	***173.8***	***166.4***	***792.0***	***4.2***	***174.8***	***163.2***	***11.6***	***6.6***	***176.0***	***165.0***	***11.0***	***6.3***	***174.9***	***165.0***	***9.9***	***5.7***
New Hampshire	***743.0***	***715.0***	***28.0***	***3.8***	***745.0***	***698.0***	***47.0***	***6.3***	***744.0***	***699.0***	***45.0***	***6.1***	***738.0***	***698.0***	***40.0***	***5.4***
Connecticut	1,891.0	1,782.0	109.0	5.7	1,887.0	1,730.0	157.0	8.3	1,897.0	1,724.0	173.0	9.1	1,918.0	1,749.0	169.0	8.8
Maine	707.0	669.0	38.0	5.4	698.0	641.0	57.0	8.2	697.0	642.0	55.0	7.9	704.0	651.0	53.0	7.5
Massachusetts	3,421.0	3,238.0	183.0	5.3	3,477.0	3,190.0	286.0	8.2	3,494.0	3,197.0	297.0	8.5	3,456.0	3,202.0	254.0	7.4
Rhode Island	567.0	522.0	45.0	7.9	566.0	505.0	61.0	10.8	576.0	509.0	67.0	11.6	563.0	500.0	63.0	11.3
Vermont	354.0	336.0	17.0	4.9	360.0	335.0	25.0	6.9	361.0	338.0	22.0	6.2	359.0	339.0	20.0	5.6
New England	7,633.0	7,254.0	415.0	5.4	7,733.0	7,100.0	633.0	8.2	7,770.0	7,109.0	660.0	8.5	7,740.0	7,140.0	599.0	7.7
United States	154,287	145,362	8,924	5.8	154,142	139,877	14,265	9.3	153,889	139,064	14,825	9.6	153,617	139,869	13,747	8.9

Source: NH Employment Security

Figure C-2:
Percent Change in Civilian Labor Force 2010-2011

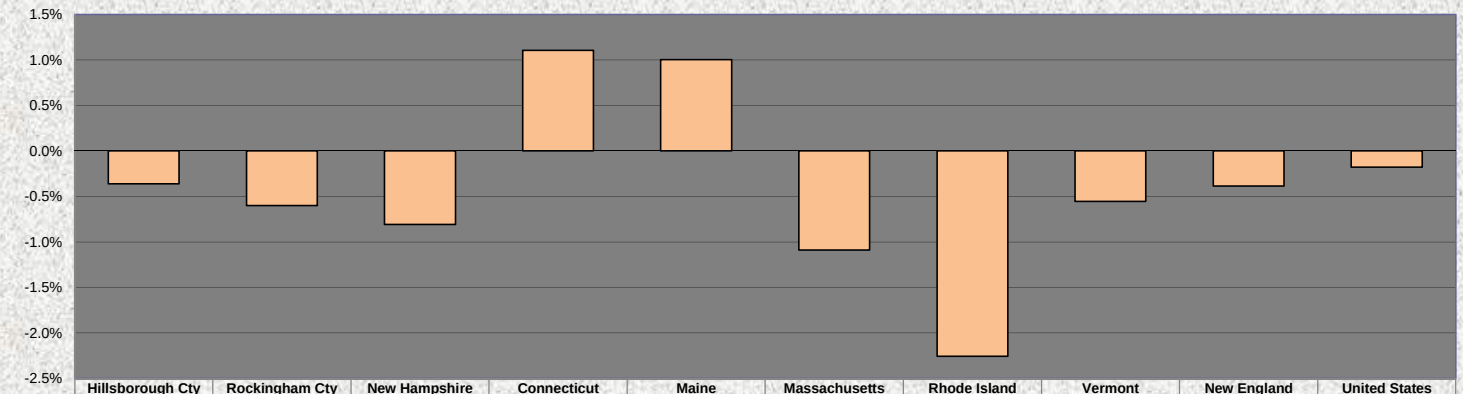


Table E-1 Property Valuation and Taxes *2012 CEDS Update*

Town/Area	Total Population 2010	Property Valuation and Taxes (excluding State School Tax portion) 2010 Total Equalized Valuation	2010 Valuation per Capita	Full Value Tax Rate	State Rank (1=lowest)
East Kingston	2,357	$ 289,170,347	$ 122,686	$ 23.70	180
Exeter	14,306	$ 1,621,490,834	$ 113,343	$ 23.48	174
Greenland	3,549	$ 661,543,605	$ 186,403	$ 13.99	38
Hampton	14,976	$ 2,848,886,991	$ 190,230	$ 17.20	68
Hampton Falls	2,236	$ 430,759,104	$ 192,647	$ 19.15	93
Kensington	2,124	$ 320,650,021	$ 150,965	$ 20.12	106
New Castle	968	$ 600,907,304	$ 620,772	$ 6.82	6
Newfields	1,680	$ 238,242,064	$ 141,811	$ 23.79	182
Newington	753	$ 975,640,252	$ 1,295,671	$ 7.57	8
Newmarket	8,936	$ 759,298,157	$ 84,971	$ 21.52	139
North Hampton	4,301	$ 1,018,252,684	$ 236,748	$ 14.77	44
Portsmouth	21,233	$ 4,088,268,814	$ 192,543	$ 16.51	62
Rye	5,298	$ 1,787,153,031	$ 337,326	$ 9.95	18
Seabrook	8,693	$ 2,416,157,324	$ 277,943	$ 14.16	40
South Hampton	814	$ 144,846,432	$ 177,944	$ 16.86	65
Stratham	7,255	$ 1,171,990,634	$ 161,542	$ 19.15	93
CEDS Eastern Towns	***99,479***	***$ 19,373,257,598***	***$ 194,747***	***$ 16.80***	***NA***
Atkinson	6,751	$ 861,030,452	$ 127,541	$ 18.09	75
Auburn	4,953	$ 635,098,380	$ 128,225	$ 18.08	74
Brentwood	4,486	$ 470,144,965	$ 104,803	$ 24.14	185
Candia	3,909	$ 370,749,786	$ 94,845	$ 21.48	137
Chester	4,768	$ 483,556,691	$ 101,417	$ 22.30	157
Danville	4,387	$ 334,406,107	$ 76,227	$ 26.75	209
Deerfield	4,280	$ 489,399,024	$ 114,346	$ 23.81	183
Epping	6,411	$ 625,629,077	$ 97,587	$ 22.66	162
Fremont	4,283	$ 356,628,293	$ 83,266	$ 26.67	208
Hampstead	8,523	$ 1,002,613,788	$ 117,636	$ 21.26	134
Kingston	6,025	$ 647,698,604	$ 107,502	$ 22.20	153
Newton	4,603	$ 458,059,244	$ 99,513	$ 23.78	181
Northwood	4,241	$ 474,994,868	$ 112,001	$ 24.27	187
Nottingham	4,785	$ 552,977,992	$ 115,565	$ 18.97	87
Plaistow	7,609	$ 920,467,303	$ 120,971	$ 22.18	152
Raymond	10,138	$ 879,891,513	$ 86,791	$ 20.91	127
Sandown	5,986	$ 525,943,436	$ 87,862	$ 22.87	164
CEDS Central Towns	***96,138***	***$ 10,089,289,523***	***$ 104,946***	***$ 22.38***	***NA***
Derry	33,109	$ 2,518,183,944	$ 76,057	$ 28.05	217
Hudson	24,467	$ 2,549,959,835	$ 104,220	$ 18.29	76
Litchfield	8,271	$ 789,849,357	$ 95,496	$ 19.42	97
Londonderry	24,129	$ 3,147,464,465	$ 130,443	$ 21.07	131
Merrimack	25,494	$ 2,855,681,727	$ 112,014	$ 22.05	147
Nashua	86,494	$ 8,519,356,326	$ 98,497	$ 20.15	107
Pelham	12,897	$ 1,421,705,039	$ 110,235	$ 19.55	100
Salem	28,776	$ 3,834,094,419	$ 133,239	$ 18.07	73
Windham	13,592	$ 2,095,617,061	$ 154,180	$ 20.93	128
CEDS Western Towns	***257,229***	***$ 27,731,912,173***	***$ 107,810***	***$ 20.84***	***NA***
Hillsborough County	***400,721***	***$ 39,269,708,789***	***$ 97,998***	***$ 21.03***	
Rockingham County	***295,223***	***$ 41,057,907,008***	***$ 139,074***	***$ 19.04***	
New Hampshire	***1,316,470***	***$ 156,897,212,108***	***$ 119,180***	***$ 19.56***	

Source: N.H. Department of Revenue Administration (comparison of effective tax rates);
2010 Population from US Census Bureau

Table F-1 ACS data: Median Household Income *2012 CEDS Update*

	Median household income in the past 12 months (in 2010 inflation-adjusted dollars)										
PLACE	Total Number HOUSEHOLDS	Median household income	Number households Less than $20,000	Number households $20,000 to $34,999	Number households $35,000 to $49,999	Number households $50,000 to $74,999	Number households $75,000 to $99,999	Number households $100,000 to $124,999	Number households $125,000 to $149,999	Number households $150,000 to $199,999	Number households $200,000 or more
East Kingston town	859	$ 86,563	92	67	72	124	135	116	79	101	73
Exeter town	6,305	$ 63,142	700	1,077	806	1,163	717	660	356	378	448
Greenland town	1,290	$ 75,286	48	151	119	323	161	138	77	110	163
Hampton town	7,065	$ 67,518	818	959	835	1,365	1,109	710	393	505	371
Hampton Falls town	829	$ 112,417	58	48	62	74	89	129	100	136	133
Kensington town	775	$ 96,477	24	87	66	134	102	88	98	91	85
New Castle town	408	$ 80,000	27	50	59	58	43	51	40	9	71
Newfields town	578	$ 106,389	25	34	46	84	76	59	64	86	104
Newington town	302	$ 78,500	16	37	22	74	62	34	19	24	14
Newmarket town	3,763	$ 64,583	532	423	499	660	612	416	301	203	117
North Hampton town	1,714	$ 75,081	94	188	142	432	226	159	150	144	179
Portsmouth city	9,927	$ 62,191	1,447	1,180	1,298	1,978	1,273	1,128	609	482	532
Rye town	2,339	$ 85,268	197	144	218	383	396	268	175	243	315
Seabrook town	3,976	$ 53,341	668	620	613	938	441	287	246	41	122
South Hampton town	305	$ 77,917	32	24	32	60	46	31	18	41	21
Stratham town	2,636	$ 106,591	108	205	120	348	399	441	282	391	342
CEDS Eastern Towns	***43,071***	***$ 70,529***	***4,886***	***5,294***	***5,009***	***8,198***	***5,887***	***4,715***	***3,007***	***2,985***	***3,090***
Atkinson town	2,634	$ 87,500	263	327	242	358	244	419	264	232	285
Auburn town	1,695	$ 90,082	50	187	172	226	290	247	193	251	79
Brentwood town	1,186	$ 112,500	28	69	68	105	242	206	134	151	183
Candia town	1,505	$ 91,075	74	98	193	224	280	256	192	128	60
Chester town	1,573	$ 99,970	42	101	29	250	365	362	127	111	186
Danville town	1,460	$ 78,083	122	71	170	347	225	239	101	155	30
Deerfield town	1,448	$ 85,573	63	105	182	250	303	107	248	136	54
Epping town	2,450	$ 73,405	202	382	221	487	374	294	287	136	67
Fremont town	1,514	$ 76,929	141	110	152	327	328	239	75	133	9
Hampstead town	3,261	$ 83,655	304	335	286	592	463	376	267	319	319
Kingston town	2,243	$ 69,792	149	246	332	499	437	283	130	129	38
Newton town	1,763	$ 87,257	106	204	240	211	315	352	226	92	17
Northwood town	1,694	$ 64,472	80	190	279	433	295	262	89	36	30
Nottingham town	1,684	$ 98,542	44	87	108	312	312	451	162	161	47
Plaistow town	2,940	$ 76,471	183	304	333	640	560	380	270	121	149
Raymond town	4,014	$ 61,286	514	434	558	968	714	410	139	215	62
Sandown town	1,955	$ 84,362	102	209	195	336	396	209	195	209	104
CEDS Central Towns	***35,019***	***$ 81,077***	***2,467***	***3,459***	***3,760***	***6,565***	***6,143***	***5,092***	***3,099***	***2,715***	***1,719***
Derry town	12,542	$ 71,076	1,286	1,728	1,610	1,974	2,048	1,707	1,000	852	337
Hudson town	8,718	$ 81,242	498	816	916	1,707	1,891	1,182	622	634	452
Litchfield town	2,668	$ 100,051	152	165	300	383	330	542	398	258	140
Londonderry town	8,374	$ 89,494	460	719	805	1,235	1,367	1,367	959	836	626
Merrimack town	9,471	$ 88,667	505	629	1,019	1,859	1,499	1,431	908	1,115	506
Nashua city	35,114	$ 65,476	5,041	4,179	4,323	6,512	5,352	3,509	2,357	2,515	1,326
Pelham town	4,263	$ 92,240	290	231	443	741	603	696	519	415	325
Salem town	11,202	$ 70,502	1,095	1,283	1,609	1,912	1,789	1,055	943	949	567
Windham town	4,514	$ 112,386	148	330	336	535	492	731	536	765	641
CEDS Western Towns	***96,866***	***$ 76,861***	***9,475***	***10,080***	***11,361***	***16,858***	***15,371***	***12,220***	***8,242***	***8,339***	***4,920***
REDC Region	***174,956***	***$ 76,146***	***16,828***	***18,833***	***20,130***	***31,621***	***27,401***	***22,027***	***14,348***	***14,039***	***9,729***
Hillsborough County	***153,120***	***$ 69,321***	***17,708***	***17,450***	***18,666***	***29,067***	***24,096***	***16,638***	***10,815***	***10,735***	***7,945***
Rockingham County	***114,722***	***$ 75,825***	***10,342***	***12,813***	***13,129***	***20,419***	***17,726***	***14,667***	***9,544***	***9,102***	***6,980***
New Hampshire	***513,804***	***$ 63,277***	***64,465***	***68,240***	***68,889***	***100,126***	***75,988***	***52,069***	***31,636***	***29,380***	***23,011***
United States	***114,235,996***	***$ 51,914***	***20,676,926***	***18,276,788***	***16,132,902***	***21,201,711***	***14,097,295***	***8,947,140***	***5,118,616***	***4,993,775***	***4,790,843***

Data Source: US Census Bureau, American Community Survey
CEDS Subregion and Region Median Incomes are weighted averages.

Table F-2 ACS data: Education Attainment *2012 CEDS Update*

PLACE	Total Male Population 18 years and over:	Males with Less than 9th grade	Males with 9th to 12th grade, no diploma	Males with High school graduate, GED, or alternative	Males with Some college, no degree	Males with Associate's degree	Males with Bachelor's degree	Males with Graduate or professional degree
East Kingston town	861	6	37	251	189	60	218	100
Exeter town	5118	86	405	1271	773	273	1309	1001
Greenland town	1312	0	89	382	294	44	332	171
Hampton town	6048	35	377	1625	1291	326	1736	658
Hampton Falls town	838	11	28	194	137	65	239	164
Kensington town	754	2	37	211	130	107	176	91
New Castle town	299	3	0	15	26	20	130	105
Newfields town	576	8	38	91	106	28	198	107
Newington town	332	3	15	78	69	28	87	52
Newmarket town	3408	16	165	625	883	394	927	398
North Hampton town	1553	10	129	316	262	98	438	300
Portsmouth city	8458	151	396	1881	1488	538	2781	1223
Rye town	2035	13	41	346	417	135	709	374
Seabrook town	3504	274	353	1563	543	176	399	196
South Hampton town	299	3	9	66	91	20	66	44
Stratham town	2602	25	89	267	481	218	1062	460
CEDS Eastern Towns	***37997***	***646***	***2208***	***9182***	***7180***	***2530***	***10807***	***5444***
Atkinson town	2458	0	56	524	572	210	752	344
Auburn town	1801	43	109	512	398	223	335	181
Brentwood town	1619	26	145	507	251	127	365	198
Candia town	1537	14	40	472	373	199	290	149
Chester town	1722	0	103	502	258	150	500	209
Danville town	1605	113	188	555	307	106	222	114
Deerfield town	1537	25	200	554	227	146	235	150
Epping town	2437	84	306	830	474	157	337	249
Fremont town	1530	79	84	512	344	127	244	140
Hampstead town	3091	34	256	875	598	271	630	427
Kingston town	2117	66	119	705	555	215	374	83
Newton town	1735	56	88	571	375	169	233	243
Northwood town	1684	22	91	591	496	91	284	109
Nottingham town	1731	0	81	387	452	129	473	209
Plaistow town	2865	31	137	1062	590	293	498	254
Raymond town	3928	139	409	1485	785	290	752	68
Sandown town	2039	21	105	618	557	245	287	206
CEDS Central Towns	***35436***	***753***	***2517***	***11262***	***7612***	***3148***	***6811***	***3333***
Derry town	12529	315	1070	4243	2746	755	2208	1192
Hudson town	9020	176	551	2651	1941	757	2231	713
Litchfield town	2895	20	125	697	862	231	660	300
Londonderry town	8439	141	477	2043	1617	660	2242	1259
Merrimack town	9475	225	491	2267	1700	1016	2744	1032
Nashua city	32907	1286	2350	8690	6907	2621	7292	3761
Pelham town	4463	147	221	1498	1179	243	798	377
Salem town	10922	248	845	3398	2377	1014	2134	906
Windham town	4707	49	194	1022	916	382	1268	876
CEDS Western Towns	***95357***	***2607***	***6324***	***26509***	***20245***	***7679***	***21577***	***10416***
REDC Region	***168790***	***4006***	***11049***	***46953***	***35037***	***13357***	***39195***	***19193***
Hillsborough County	***148381***	***4793***	***11245***	***41572***	***29995***	***11884***	***31940***	***16952***
Rockingham County	***110030***	***2152***	***7311***	***31150***	***22448***	***8489***	***25470***	***13010***
New Hampshire	***496527***	***14449***	***38947***	***151310***	***103104***	***38232***	***96021***	***54464***

Data Source: US Census Bureau, American Community Survey, 2006-2010

Table F-2 ACS data: Education Attainment *2012 CEDS Update*

PLACE	Total Female Population 18 years and over:	Females with Less than 9th grade	Females with 9th to 12th grade, no diploma	Females with High school graduate, GED, or alternative	Females with Some college, no degree	Females with Associate's degree	Females with Bachelor's degree	Females with Graduate or professional degree
East Kingston town	902	3	15	299	206	103	167	109
Exeter town	6364	82	424	1360	1133	706	1558	1101
Greenland town	1253	21	89	295	272	95	296	185
Hampton town	6578	23	352	1858	1212	704	1460	969
Hampton Falls town	844	5	25	231	115	75	250	143
Kensington town	841	8	49	231	147	87	224	95
New Castle town	371	0	7	65	27	33	139	100
Newfields town	603	2	23	104	78	68	238	90
Newington town	292	8	0	79	68	30	74	33
Newmarket town	3546	37	108	826	862	360	881	472
North Hampton town	1787	29	67	344	364	241	470	272
Portsmouth city	9017	102	260	2058	1485	822	2728	1562
Rye town	2281	12	28	376	303	302	827	433
Seabrook town	3554	51	312	1601	690	321	311	268
South Hampton town	302	3	23	64	87	27	60	38
Stratham town	2613	0	30	495	508	245	976	359
CEDS Eastern Towns	***41148***	***386***	***1812***	***10286***	***7557***	***4219***	***10659***	***6229***
Atkinson town	2652	14	34	603	618	343	622	418
Auburn town	1830	35	111	570	341	185	426	162
Brentwood town	1514	24	39	410	265	229	374	173
Candia town	1566	0	71	481	377	209	254	174
Chester town	1572	9	78	352	389	191	434	119
Danville town	1470	12	48	468	377	248	246	71
Deerfield town	1600	18	89	415	408	151	370	149
Epping town	2408	59	170	827	449	365	330	208
Fremont town	1498	22	115	478	282	282	248	71
Hampstead town	3358	31	197	753	812	380	719	466
Kingston town	2478	17	146	729	539	310	506	231
Newton town	1732	9	72	504	474	276	278	119
Northwood town	1544	0	88	527	338	135	297	159
Nottingham town	1699	0	98	385	325	213	440	238
Plaistow town	2854	47	115	1040	574	283	491	304
Raymond town	3863	49	341	1477	821	381	603	191
Sandown town	2173	0	43	614	637	345	428	106
CEDS Central Towns	***35811***	***346***	***1855***	***10633***	***8026***	***4526***	***7066***	***3359***
Derry town	12782	191	909	3828	2736	1704	2528	886
Hudson town	9064	189	353	2666	2126	1030	1626	1074
Litchfield town	2787	105	107	636	560	439	594	346
Londonderry town	8709	82	286	2448	1691	1197	1966	1039
Merrimack town	9783	100	623	2496	1727	1179	2497	1161
Nashua city	34367	1228	2152	9746	7516	3086	6951	3688
Pelham town	4712	125	197	1632	837	577	1038	306
Salem town	11444	366	716	3711	2157	1466	2008	1020
Windham town	4767	80	156	1110	791	366	1395	869
CEDS Western Towns	***98415***	***2466***	***5499***	***28273***	***20141***	***11044***	***20603***	***10389***
REDC Region	***175374***	***3198***	***9166***	***49192***	***35724***	***19789***	***38328***	***19977***
Hillsborough County	***154857***	***5251***	***9435***	***43890***	***32607***	***15180***	***32635***	***15859***
Rockingham County	***114661***	***1451***	***5734***	***32016***	***22958***	***13478***	***25622***	***13402***
New Hampshire	***521460***	***12435***	***31062***	***154248***	***113529***	***53010***	***104380***	***52796***

Data Source: US Census Bureau, American Community Survey, 2006-2010