

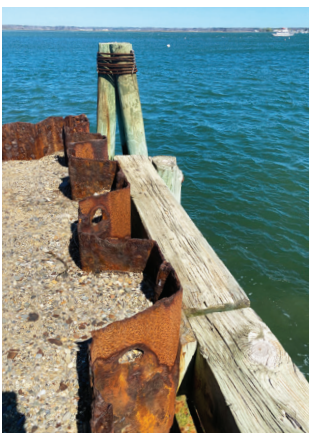
COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY



2022 Update

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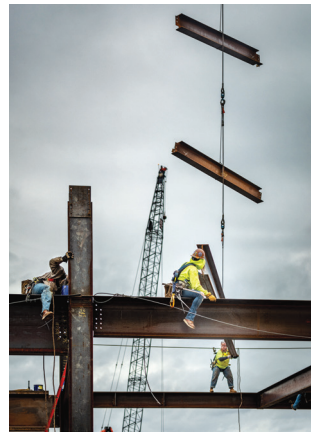
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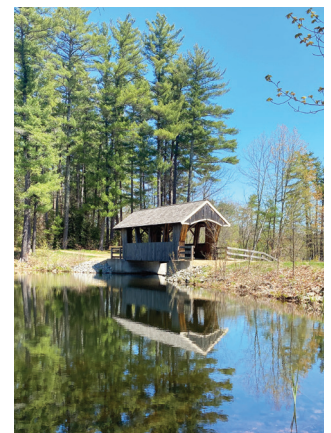
Seawall Project, Seabrook, NH.



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AMB Iron owner Ruth Bratlie. Photography by John J. Deignan.



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An Acronym Guide for commonly used acronyms in this document can be found at <https://www.redc.com/acronymguide>.

ACKNOWLEDGMENTS

On behalf of the Regional Economic Development Center, I would like to recognize our partners in the publication of the 2022 Comprehensive Economic Development Strategy (CEDS), the second update to our 2020 CEDS. Without the advice and continued support of our many partners, this strategic plan and the support it provides for the region would not be possible.

REDC wishes to thank the United States Department of Commerce, Economic Development Administration (EDA), for their continued support and funding. In addition, REDC would like to acknowledge the Philadelphia Regional EDA office and Mr. Alan Brigham, Economic Development Representative, for their continued support and guidance. In particular, we would like to thank Alan Brigham for his many years of service as our EDR and wish him congratulations on his retirement.

The REDC staff would like to recognize the dynamic and active involvement of the CEDS Steering Committee, the REDC Board of Directors, and our economic development partners on the regional, state, and federal levels for their suggestions and helpful contributions to this year's strategic plan. This year we tackled issues such as the economic impacts of the COVID-19 pandemic, disaster response and recovery, workforce development, and workforce housing trends, and added several new programs to enhance our effectiveness.

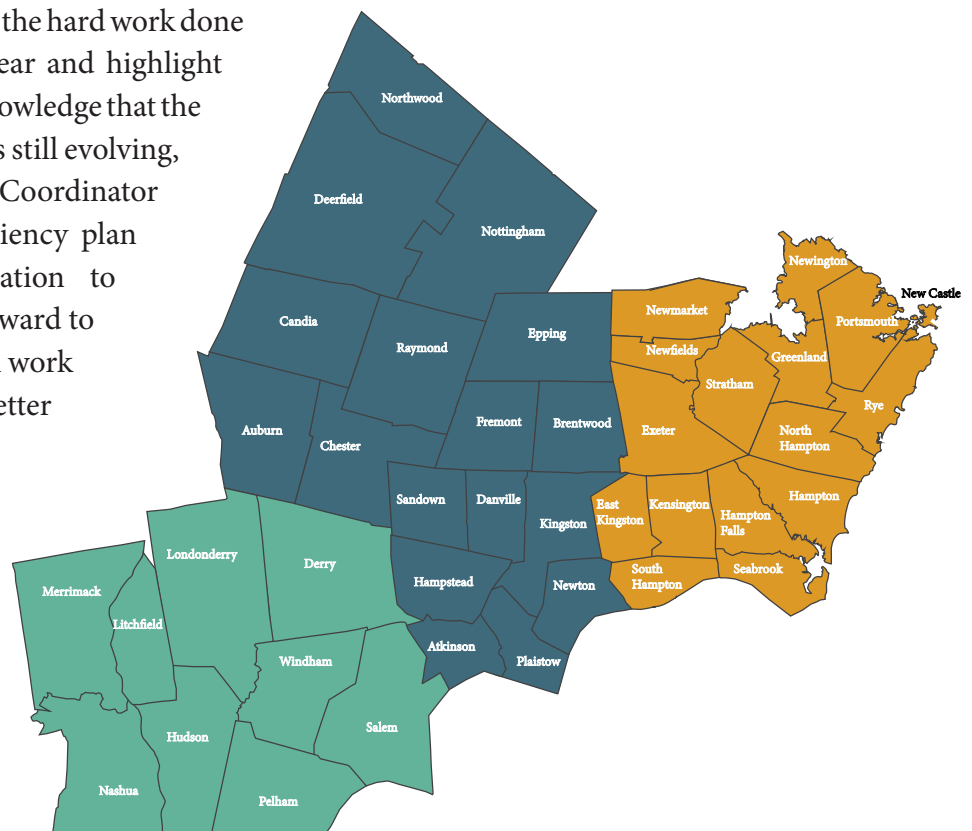
Sincere thanks go to the Regional Planning Commissions, Theresa Walker, the Workforce Housing Coalition, Scott Lemos, and the numerous volunteers who have contributed to the CEDS process through authoring a section, providing photographs, or assembling data.

This publication is intended to report on the hard work done throughout the region over the past year and highlight areas that need increased focus. We acknowledge that the impact of COVID-19 on our economy is still evolving, and we have hired a Disaster Recovery Coordinator to assist with creating a regional resiliency plan and to disseminate helpful information to communities and companies. I look forward to your thoughts and engagement as we all work to make southern New Hampshire a better place to live and work.

With gratitude,



President, REDC



INTRODUCTION

The Regional Economic Development Center of Southern New Hampshire (REDC) is pleased to present the 2022 Comprehensive Economic Development Strategy (CEDS). This is the second update to the most recent five-year plan.

The REDC CEDS is an economic development master plan for the southern NH region. It emerges from a continuous planning process, developed with broad-based and diverse community participation that addresses the economic problems and potential of an area. The CEDS promotes sustainable economic development and opportunity, fosters effective transportation systems, enhances and protects the environment, and balances resources through sound management of development. The CEDS and its annual updates are submitted to, and approved by, the U.S. Department of Commerce, Economic Development Administration (EDA) each June. The CEDS process begins with the development of a broad-based Steering Committee. During the planning cycle, the REDC staff, its consultants, and the Steering Committee work to provide up-to-date demographics, information on regionally significant programs and projects, contact information on training and job development, disaster and resiliency planning, and address other regionally significant issues that impact the CEDS member communities, businesses, and citizens. Part of this process includes the identification of Priority Projects, potential public works and planning projects, as well as other projects with the potential to promote economic and community development that addresses the CEDS vision and goals.

Through the CEDS planning process, REDC and its partners develop a vision statement and set of regional goals and objectives on a five-year cycle. This was completed in 2020 through a set of public visioning sessions and with the help of our Regional

Planning Commissions and the Consensus Building Institute. We then take the next four years to work on achieving those goals and tracking our progress. We want to acknowledge the ongoing effect of the COVID-19 pandemic. We have revisited our 2020-2024 goals and objectives during the 2021 and 2022 planning periods and continue to update our plan as the pandemic evolves.

The CEDS region is comprised of the 37 municipalities that make up Rockingham County, together with the towns of Hudson, Litchfield, Merrimack, Pelham, and the city of Nashua (all within eastern Hillsborough County). For the purposes of demographic analysis, the region is divided into three subregions, as shown on the previous page. While this is our official designated Economic Development District (EDD), we often report on things outside the region, as economic effect is not bound by municipal boundaries.

REDC, a not-for-profit organization incorporated in 1994, seeks to promote responsible, sustainable economic development activities within its southern New Hampshire-based region. REDC's focus is on creating jobs for low- to moderate-income (LMI) people by accessing alternative financing for business and industrial expansion or relocations, which in turn provides tax relief for our communities and region. REDC operates several multi-million-dollar loan funds, which facilitate our job creation and retention goals through alternative lending.

2020-2024 CEDS Goals and Objectives

The development of the Vision, Goals, and Objectives for the REDC CEDS for 2020-2024 was based upon the grassroots input provided at the in-person and online visioning sessions held throughout the region in 2020. REDC also incorporated its experience in the development of the previous five-year CEDS in 2000, 2005, 2010, and 2015. REDC reviewed the Economic Development Goals and Objectives draft with the CEDS Steering Committee electronically before finalizing the material as part of this CEDS document.

The Vision, Goals, and Objectives of the REDC CEDS are designed to promote and encourage responsible, diversified economic development that fosters high-skill, higher-wage jobs, supports innovative industry sectors and clusters, improves economic conditions, and strengthens the region's resiliency to economic disruption. REDC recognizes that economic development is varied and diverse, as is the support needed within our region.

Our vision for southern New Hampshire is a region rich in opportunity for all ages with a diverse business climate; a commitment to preserve our plentiful cultural, natural, and historic resources; a strong local identity; and convenient access to major thoroughfares and cities. Achieving this future will necessitate forward-thinking collaboration among individuals, businesses, communities, and the state to foster a diverse housing stock, a skilled workforce, robust and resilient infrastructure, a business-friendly environment, and strong communities.

The Economic Development Goals and Objectives for the 2020-2024 REDC CEDS are as follows:



INFRASTRUCTURE DEVELOPMENT: To invest in infrastructure planning and improvements such as roads, bridges, walkable communities, water and wastewater systems, broadband,

energy networks, and multi-modal transportation systems that will strengthen and diversify the regional economy, promote economic resiliency, and strengthen the region's adaptation to climate change.

- Encourage project options with a focus on regional cooperation, working collaboratively, or shared services that will consolidate local services to create economic efficiencies and improve the effectiveness of service delivery;
- Facilitate collaboration between the private and public sectors to create more effective and

efficient public/private partnerships to address regional problems and expand the economy;

- Maintain and expand the region's infrastructure to address the needs of existing businesses and residences, as well as 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;
- Encourage development of interconnected, multi-modal transportation systems with alternative travel networks and connections such as bike lanes, walkable communities, and ride share options;

- Incorporate the findings from municipal and regional vulnerability assessments focused on sea level rise, flooding, and the other projected impacts of climate change into infrastructure planning, design, and construction;
- Upgrade water, stormwater, sewer, septic, and wastewater treatment infrastructure to meet regulatory changes or as part of a local, regional, and/or state resiliency plan; and
- Encourage programs that focus on educating the general public and elected officials on what encompasses infrastructure.



WORKFORCE ATTRACTION & RETENTION: To attract and retain a skilled workforce by providing the necessary support in the form of housing, education and training,

networking, transportation options, and cultural/social opportunities.

- 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 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 growing industry sectors and innovative clusters in the region;

- Foster workforce development at the high school and vocational, trade, and technical school levels in an effort to retain New Hampshire talent;
- Create or promote spaces, forums, and events that provide opportunities for employers to connect with potential employees;
- Enhance and augment the existing support network for startups and small- and medium-sized enterprises;
- Improve local networks and connections among young professionals and businesses; and
- Encourage projects, businesses, and services that provide cultural and social opportunities for a younger, educated demographic.



HOUSING: To develop diversified housing options for people of all incomes, ages, and lifestyles.

- Work with communities and residents to identify the need for and benefits of a diversified housing stock, including homes of various sizes at multiple price points;
- Increase the availability and affordability of the region's housing supply 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;

- Support the development of financial incentives for communities to work together to address the region’s workforce housing needs;
- Partner with housing-focused organizations like Workforce Housing Coalition of the Greater Seacoast and New Hampshire Housing to support their work advocating for policy at the state and local levels that will facilitate the development of housing;
- Facilitate collaboration between the private and public sectors to create more effective and efficient public/private partnerships to address regional housing problems;
- Promote pedestrian-friendly, mixed-use (residential and commercial) developments in the downtowns and village centers of the region; and
- Increase broad-base knowledge of programs available to homebuyers such as USDA rural development, FHA, and NH Housing Finance Authority programs.
- Support the working landscape of farms, forestland, and fishing industries serving the region;
- Build and rebuild the energy infrastructure of the region through conservation initiatives, development of renewable energy sources, and working with the public utility companies while encouraging a diversity of energy options to insulate against fluctuations in the energy market;
- Engage and encourage local, regional, and state agencies, businesses, and conservation groups to work together in climate adaptation and resiliency planning;
- Identify and redevelop Brownfields sites to return them to productive economic use;
- Redevelop properties for industrial and commercial uses in “pockets of distress” areas, downtowns, and village centers through the use of targeted financial resources;
- Promote plans and activities that foster a sense of community across a diverse population; and
- Promote tourism and recreational plans, development, and activities that reflect the historic, cultural, and natural resources of the region.



SUSTAINABLE LIVING: To foster a strong sense of community and maintain the unique qualities of life in southern New Hampshire through sustainable living best management

practices, including the preservation of natural and historic resources and a balanced approach to economic development and resiliency.

- Encourage investment in environmentally sustainable development related to “green” products, processes, and buildings as part of the “green” economy;

REDC ANNUAL UPDATE

In the past year, REDC continued to build upon its partnership with the Economic Development Administration (EDA) and many other federal, state, and local partners. Working in collaboration with the Regional Planning Commissions, the CEDS Steering Committee, and our member communities, REDC has fulfilled its responsibilities as the designated administrator for the Rockingham Economic Development District, as assigned by the EDA. REDC has maintained its annual grassroots CEDS planning process, supported regional economic development projects, provided technical assistance to economic stakeholders at the local level, and increased funding opportunities for its members and clients. Below is a highlight of the past year's activities.

Disaster Response and Resiliency Planning

In June 2020, REDC was awarded a \$400,000 CARES Act grant from the Economic Development Administration. As part of that grant, REDC created a new Disaster Recovery Coordinator (DRC) position. Theresa Walker was hired to fill this role, starting July 20, 2020. The DRC's roll is to gather information and disseminate it to our communities, as well as assist with orchestrating our response to the economic crisis created by the COVID-19 pandemic. Theresa is working directly with the four Regional Planning Commissions in our region, and remains apprised of recovery efforts and opportunities locally, regionally, and statewide. Additionally, the DRC coordinates with our federal partners such as the EDA, EPA, SBA, CDFI, USDA, and HUD.

Since she was hired, Theresa has been participating in weekly economic development calls/Zoom meetings to review the status of local, regional, and state economies. In May 2022, she finalized REDC's resiliency and recovery plan as outlined in our CARES Act grant work plan. *Building Economic Resilience in the REDC Region: Best Management Practices for Municipalities and Small Businesses* was presented to the public at a workshop on May 4, 2022, and is available for download from the REDC website.

Events and Outreach

Although the pandemic impacted much of our business practices, REDC continued to present at maker spaces, incubators, business expos, chamber of commerce events, Rotary meetings, planning boards

and commissions, and economic development committee meetings. These presentations are a hybrid between in-person and virtual, but with a trend towards more in-person events as the COVID-19 pandemic transitions to endemic status. REDC is also working with congressional representatives to further infrastructure improvements in the region, encourage regional cooperation, and promote grassroots economic development at the town, regional, and state levels. In addition, REDC provides in-house technical assistance to a variety of clients, ranging from potential startups, growing businesses, and potential loan clients.

In June 2018, REDC formed a strategic partnership with the Workforce Housing Coalition (WHC) of the Greater Seacoast, aimed at bolstering the impact on the WHC and enhancing the affordable housing goal of the CEDS. REDC remains committed to addressing the housing crisis in southern NH. In August 2021, REDC hired Antonio Serna as our Housing Program Intern. In December 2021, then Executive Director Sarah Wrightsman accepted a position with NH Housing, and the WHC hired Nick Taylor to head its program.

REDC Regional Business Development & Training Center

In January 2022, the Regional Economic Development Center of Southern New Hampshire (REDC) and the Coastal Economic Development Corporation (CEDC) merged, creating one organization that provides comprehensive services for the business community throughout Southern NH; all existing CEDC operations, staff, and

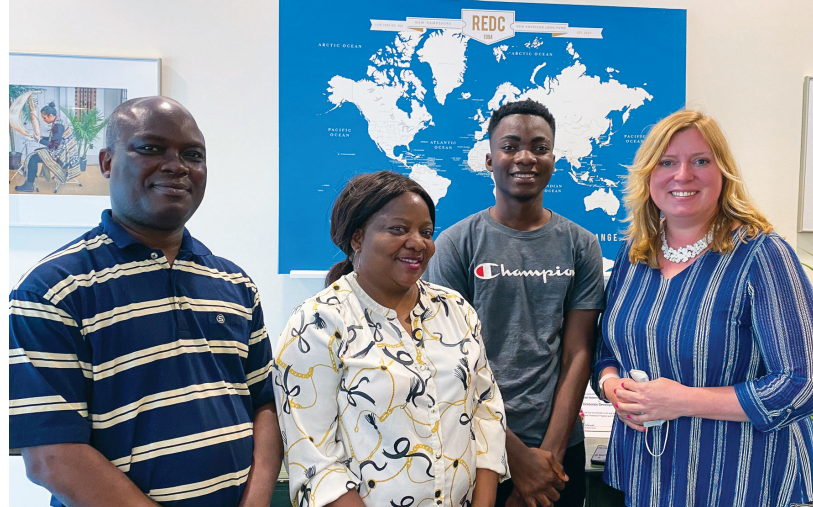
loan portfolio were acquired by REDC, and the missions of both organizations have been combined to serve the more than 160 loans under management.

The decision to merge the two 501(c)(3) nonprofit regional economic development corporations was evaluated by the Board of Directors of both entities and deemed to be in the best interest of the businesses the region serves. This merger will streamline lending and technical assistance services under one organization and reduce overhead administrative costs. CEDC President Daniel Gray fills the new position of Executive Vice President at REDC, with Laurel Adams remaining the REDC President. CEDC Board members, Ellen Lavine and Steve Falzone, joined the existing REDC Board of Directors.

The Business Training Center has been up and running for several years, and REDC continues to expand the education and training opportunities we offer. REDC has held business startup classes and workshops. Due to the pandemic, in-person meetings and office hours were reduced, but normally, groups such as the Small Business Administration and SCORE have held office hours using REDC's free day-use office space. REDC also hosts other groups whose purpose aligns with one of our CEDS goals to use the training center free of charge.

With the declaration of the COVID-19 global pandemic in March 2020, REDC has been working tirelessly to help our existing clients, and all small businesses in our region, to withstand and recover from these trying economic times. We've been here since the beginning of the economic crisis, and we are growing to meet the needs of southern New Hampshire's businesses. REDC gave out more than 100 emergency grants and processed many emergency loans to assist NH's ecosystem as they work to transition to today's economic challenges and COVID-19 impacts.

REDC was awarded a \$1 million RLF grant in April 2020. As of March 31, 2022, REDC has made four loans, totaling \$735,150. \$275,000 has been repaid and \$412,680 remains to draw down from the federal



Loan closing with La Bonne Semence, an African food market and Laurel Adams, REDC President.

share. Additionally, REDC was awarded a \$300,000 combination loan/grant from USDA, joined the SBA Community Navigator program, and became the NH Statewide Hub for www.KIVA.org.

Lending

During the past fiscal year, the Board of Directors at REDC made loans to 36 clients totaling \$3.11 million. These loans have the potential to bring a total leveraged value of over \$36 million into southern New Hampshire's job economy, creating and/or retaining 304 jobs. The approved loans will help fund businesses in a variety of industries including: hospitality, food and service, fishing, lodging, welding, and addiction recovery. It will also include a moving company, hair salon, and music recording studio. Additionally, as part of REDC's merger with Coastal Economic Development Center (CEDC), REDC took on 36 loans from CEDC in February 2022. The total value of the loans is over \$2 million.

CEDS

With public gathering restrictions loosening and the desire to restart in-person meetings, REDC held some of its CEDS meetings in person. The first Steering Committee meeting of the planning cycle was held at Harmony Homes in Durham, NH, in November 2021. After the meeting, REDC hosted a public event with a presentation from John and Maggie Randolph of Harmony Homes, followed by a tour of their new employee apartment and childcare center at Harmony Homes by the Bay. REDC held its second meeting of the planning cycle in March 2022, via Zoom. In May 2022, REDC hosted an in-person meeting at its Training Center in Raymond,

NH. This meeting was followed by a public workshop on building resilience in municipalities and small businesses. Our final meeting was held in June, via Zoom.

REDC continued work on the CEDS Priority Project list. Project requests were distributed via email to all committee members and each of the four Regional Planning Commissions within the REDC CEDS region in early 2022. During the winter months, REDC collected updates for projects on the Priority Project list and compiled a list of proposed changes which were presented to and voted on by the Steering Committee at its May meeting. This year we added five new projects to the 2022 Priority Project list.

REDC continues to work as a grant administrator for the town of Seabrook, NH, on an EDA Public Works grant to repair a failing seawall. This project was awarded an EDA Public Works grant in September 2019. The town and its engineering team have been working with the state for over a year to secure the necessary permits to start the work. The town anticipates advertising for bids in the summer of 2022, with construction starting later that fall.

REDC staff collected the demographic and economic data for the 2022 CEDS update from January through April 2022, completed writing the document in May 2022, and submitted the 2022 CEDS update to the EDA in June 2022.

SPOTLIGHT A Place to Grow

A Place to Grow is a nature-based early learning center in Brentwood, New Hampshire. REDC began working with A Place to Grow and its owner, Jennifer Legere, in 2013, with in-depth business advising. REDC provided financing to assist the growth of her business in 2015, and we have continued to support the business with technical assistance.

Aside from traditional business advising and financing, REDC also has worked closely with A Place to Grow to develop marketing videos. We assisted in developing scripts for various audiences, filming at the business, and then editing the footage. We even had the opportunity to film parent testimonials and witnessed how the parents felt supported by the A Place to Grow staff, knowing the staff truly cares for the little ones they educate.

“REDC has been an instrumental resource for my business development for many years. As my business has grown, they have been able to offer me the depth of services I have needed from business consultation to marketing video development. They have truly been here for me every step of the way!”
- Jennifer Legere

It has also been a pleasure for us to work with A Place to Grow. Multiple times Jennifer has answered REDC’s call for assistance through video interviews regarding advocacy efforts like affordable housing for employees and sharing her experiences with REDC so we may better assist more small New Hampshire businesses. She also spoke at an event REDC hosted for lenders, presenting the challenges a small business like hers has faced. We have always appreciated the readiness Jennifer shows in making New Hampshire a better place to work and live and are glad to have her as a client and a collaborator.

Due to Jennifer’s hard work and dedication, A Place to Grow was named the NH SBA women-owned business of the year for 2022. www.aplace2grow.com

Interstate 93 Corridor Activities

Interstate 93 is one of New Hampshire's principal transportation arteries and is critical to the regional economy, connecting communities in south and central New Hampshire with the Boston metropolitan area, and connecting the New Hampshire lakes region and north country to southern New England. The expansion and reconstruction of I-93 involves the widening of a 20-mile segment, between Exit 1 in Salem and Exit 5 in Manchester, the heaviest traveled highway segment in the state. Rebuilding the segment began in 2006 and was largely completed in the spring of 2021, while debt service on bonding for the project will continue through 2032. NH DOT anticipates the total cost of the corridor upgrade to be \$580 million.

Intelligent Transportation System (ITS) technologies and a Traffic Incident Management Plan (TIMP) are integrated into the many improvements being made to the I-93 corridor. ITS refers to diverse technologies designed to make travelling along I-93

safer and more efficient, such as message boards, traffic cameras, permanent volume count stations, and weather monitoring systems. The TIMP for I-93 is designed to coordinate traffic and emergency operations across the multiple jurisdictional and agency boundaries serving the roadway corridor. The TIMP is being designed to respond to traffic collisions, natural disasters, special events, and other emergencies, with the understanding that improving communication and information exchange between NH DOT and other agencies, emergency responders, and municipalities is vital.

Spaulding Turnpike Newington-Dover

The Spaulding Turnpike (NH 16/US 4) is a major, limited access north-south highway that links the seacoast area of Rockingham County and I-95 to the major urban areas of Strafford County, including the communities of Dover, Somersworth, and Rochester. It also provides an important link to Concord via U.S. Route 4 and to vacation and tourist destinations in the Lakes Region and the White Mountains. The Turnpike is part of the National Highway System (NHS) reflecting its significance as an important transportation link in the state and regional systems. Construction on the Spaulding Turnpike between Newington and Dover to add new travel lanes, reconfigure exits, and rehabilitate bridges over Little Bay to reduce congestion began in 2010 with the majority of the work completed in 2020. The remaining component is addressing the General Sullivan Bridge. The current preferred alternative for that structure is to remove the bridge superstructure and replace with a steel girder superstructure and structural steel frame, utilizing the existing piers and becoming less susceptible to corrosion than the original truss structure. This will create a 16-foot wide, ADA accessible, multiuse path approximately



Spaulding Turnpike, Newington, NH.

22.5 feet away from the Little Bay Bridge. Current cost of the work on the General Sullivan Bridge is estimated at \$32.6 million. The total project is expected to be completed in 2026, with a cost estimate of \$271 million.

www.newington-dover.com

Ocean Boulevard (NH 1A) Reconstruction

The 2018 Transportation Master Plan for the Hampton Beach Area detailed \$28.6 million (current cost of construction only) in improvements to be made for the full reconstruction of Ocean Boulevard, NH Route 1A, in Hampton. The total funding needed for these improvements after accounting for inflation, engineering, right-of-way, and other development costs, is approximately \$60 million and will result in not only an improved roadway, but a more effective drainage system; safe, convenient, and appropriately sized pedestrian and bicycle accommodations; as well as more efficient traffic flow. The project is examining the needs for Ocean Boulevard between Hampton Beach State Park and High Street. Preliminary engineering will encompass the full length of the project, however construction funding (\$6.6 million) is only currently available for a portion of the distance and so the project will likely be phased. The goal is a full reconstruction addressing severe drainage problems, bicycle and pedestrian needs, beach access, and traffic calming, while maintaining reasonable traffic flow. The project team is using the work completed for the 2018 Hampton Beach Master Plan as a starting point. To date, NH DOT has completed a survey and right-of-way research, collected natural and cultural resources data, assembled traffic and safety data, conducted some traffic modeling, and held three Project Advisory Committee meetings. Current efforts are focused on finalizing a purpose and need statement for the project to guide the focus of the alternatives developed going forward. <https://www.nh.gov/dot/projects/hampton40797/index.htm>

SPOTLIGHT

Expansion of Portsmouth Harbor Shipping Channel

The New Hampshire State Port Authority has received an additional \$1.6 million in federal funding for the expansion of the Portsmouth Harbor shipping channel basin and the dredging of harbor waters. \$18.2 million in project funding had been previously awarded for the project. The expansion of the shipping channel will be conducted by the Army Corps of Engineers and will result in the widening of the uppermost turning basin on the Piscataqua River from 800 feet to 1,200 feet near Mast Cove. A wider turning basin will enable bigger ships to utilize the Port, including shipments of road salt, gypsum, home heating oil, kerosene, and propane.

Bridge Infrastructure

The NH Department of Transportation's 2020 annual report of state and municipally owned "Red List Bridges" (most recently updated March 2021) lists 118 state owned bridges and 223 municipally owned bridges "requiring interim inspections due to known deficiencies, poor conditions, weight restrictions, or type of construction." All bridges in New Hampshire are inspected annually by NH DOT and those on the Red List are inspected twice yearly by the Bureau of Bridge Design's Inspection Section.

In the CEDS region, work is underway on the following bridges on NH's Red List:

Neil R. Underwood Memorial Bridge - NH Route 1A Bridge, Hampton-Seabrook

This bridge over the Hampton River connects the towns of Hampton and Seabrook ranks #1 on

the State's priority list of "red-listed bridges." The structure is considered a "High Impact Bridge" by NH DOT due to the size of the structure and the lift component and is slated to be replaced starting in 2023. Interim repairs were completed in 2018 and involved the removal, repair, and reinstallation of the operating machinery for the drawbridge to ensure continued function until the replacement project can be completed. Planning has been completed and design is underway for the replacement structure. The NEPA Environmental Assessment has been submitted (February 2022) and the preferred alternative for construction is a fixed bridge located just west of the current structure. The new bridge will be approximately 45 feet off the water in the navigable channel, allowing all current boat traffic to pass under. The new bridge will be two lanes wide but will have eight-foot shoulders and wide sidewalks to improve safety for bicyclists and pedestrians and allow for emergency vehicle access. NH DOT anticipates completing preliminary engineering and permitting in 2023, with construction beginning in 2023 and extending through 2025. Current project costs are estimated at \$68.6 million.

<https://www.nh.gov/dot/projects/seabrookhampton15904/index.htm>

New Castle-Rye Bridge Rehabilitation and Replacement

This bridge carries traffic traveling along NH Route 1B, over Little Harbor, an outlet of the Piscataqua River, between New Castle and Rye. The bridge was built in 1942 and ranks #5 on the State's priority list and includes a span that can be lifted to allow the passage of boats. A new bridge is needed to accommodate modern truck loads, address outdated mechanical and electrical components, and substandard shoulders and sidewalk widths. NH DOT has been working with the abutting communities and has recommended a fixed bridge with a solid deck due to costs and the limited need for lift openings in the past. The proposed design includes a scenic overlook at mid-span. Construction

is anticipated to begin in 2023, to be completed in 2024.

<https://www.nh.gov/dot/projects/newcastlerye16127/>

North Hampton

Planning began in 2017 to replace the bridge carrying U.S. 1 over the former B&M railroad line in North Hampton. A public officials meeting on the NH DOT's design for the new bridge was held in September 2021 summarizing alternatives considered and the preferred alternative, which in addition to bridge replacement, will realign the two intersections with North Road for improved safety. Current project cost is estimated at \$6.4 million. Advertising for bids is anticipated for fall 2023 with construction beginning in spring 2024. <https://www.nh.gov/dot/projects/northhampton24457/index.htm>

I-95 High-Level Bridge

The New Hampshire and Maine Departments of Transportation are partnering to rehabilitate this critical bridge over the Piscataqua River to extend its life another 50 years. The bridge carries 70,000 vehicles a day and is a vital economic link in New England and will be under construction from spring 2019 until summer 2022. The two states have implemented closures at Exit 7 in New Hampshire and Exit 1 in Maine, daytime and overnight lane closures, and options for intelligent transportation systems that enable the shoulder lane to be open to traffic during periods of heavy volume. Repairs are estimated to cost \$62 million and include bridge deck patching and repair, joint replacement, repaving and replacement of the bridge rail, median, and drainage systems. Additionally, upgrades will be made to the bridge to allow for part-time use of the shoulders as travel lanes during periods of heavy traffic. The shoulder use project will also include sound walls to begin addressing noise concerns in neighborhoods adjacent to the highway.

<https://www.buildingabettergateway.com/piscataqua-river-bridge/>

The current Red List report is available on the NH DOT website:

<https://www.nh.gov/dot/org/projectdevelopment/bridgedesign/documents/bridge-state-red-list.pdf>

Other Transportation Projects

I-93 Exit 4A

In cooperation with the Federal Highway Administration and NH DOT, the Towns of Derry and Londonderry are planning a new diamond interchange on I-93 to provide access to the east side of I-93. The purpose of the project is to reduce congestion and improve safety along NH Route 102 and promote economic vitality in the area. The total project cost is estimated at \$85.3 million and construction is scheduled to begin in 2023.

Plaistow-Kingston

The reconstruction of NH 125 to an anticipated three lanes from two, from south of the Plaistow-Kingston town line northerly approximately 1.8 miles, is expected to tie into work completed at the Hunt Road/Newton Junction Road intersection with NH 125. This is the final phase of construction for the Plaistow-Kingston NH 125 corridor study completed in 1999. The project is anticipated to construct a three-lane cross section, address safe driveway and side-street access, and improve shoulders. Additionally, accommodations are planned for improvements to the Hunt Road/Newton Junction Road traffic signals to better facilitate bicycle and pedestrian crossings and future sidewalk construction. The total project cost is \$16.8 million and the project is anticipated to start construction in 2023.

Epping

NH Route 125 capacity and traffic management improvements from Brickyard Plaza to NH 87 is well into the engineering phase and will focus on strategic widening, improved safety for people

walking or bicycling, and implementation of other methods of improving traffic flow along the corridor such as signal synchronization and improved access management. The total project cost is \$14.6 million and work is expected to begin construction in 2025.

Newfields-Newmarket

This project will replace the NH 108 bridge over the B&M Railroad. The project is considering the addition of improved shoulders to more safely accommodate bicycle traffic. The total project cost is \$6.8 million and construction is anticipated to begin in 2026.

Portsmouth

This project will make improvements to heavily developed segments of US 1 between Constitution Avenue and Wilson Road, and between Ocean Road to White Cedar Blvd. The project is early in the design stages and may incorporate selective widening, signal synchronization, access management, and other improvements. Total project cost is \$17.1 million and construction is anticipated to begin in 2025.

Seabrook

This project will implement capacity improvements on U.S. 1 from New Zealand Road to the Hampton Falls town line to address persistent congestion. Signal improvements at the North Access Road for Seabrook Station and revised driveway access are also anticipated. A signal or some other access improvement to Rocks Road are also being considered. Total project cost is \$4.1 million and construction is anticipated to begin in 2028.

New Hampshire Seacoast Greenway (NHSG)

The NHSG is New Hampshire's segment of the East Coast Greenway, a 3000-mile-long non-motorized multi-use trail from the Canadian border in Calais, Maine, to Key West Florida. Design for the 9.6 miles of trail from Hampton to Portsmouth is underway with advertising anticipated for fall 2022 and construction completion in 2024 at a projected cost

of \$6.8 million given the extensive drainage work needed on the corridor. The corridor communities of Portsmouth, North Hampton, and Hampton are currently working to develop trailhead facilities to be ready for a fall 2024 trail opening. The trail in Seabrook is programmed in the NH DOT Ten Year Plan for construction in 2030, but potential remains for accelerated construction with private funding as developers of adjacent commercial properties have pledged materials, labor, equipment, and in some cases, cash funding for short-term trail development. A project to complete the gap through Hampton Falls and the southern part of Hampton has been added as top priority for the region to the draft 2023-2032 Ten Year Plan for construction in 2032.

Bus and Human Services Transportation

The CEDS region benefits from a growing network of publicly subsidized bus service, resulting in an increase in the number of bus riders. These services range from intercity services on I-95 and I-93, to regional and local fixed-route and route deviation services to local demand-response providers. Most of the state's public transit providers temporarily suspended their fixed-route bus service in April and May of 2020 in the early stages of the COVID-19 pandemic, though continued to operate call-in demand-response services for essential medical trips. Since fixed-route services resumed in summer 2020, ridership has recovered to approximately 50%-60% of normal volumes on most systems and transit providers have implemented a range of safety protocols for riders and drivers. Ridership on intercity bus services such as Boston Express and C&J have been slower to recover as air travel numbers remain depressed. Passenger volume at Logan Airport in January 2022 remained 40% below the volume from January 2020.

Fixed-route service is available in the more populated communities in the region and includes:

Boston Express – connecting Concord, Manchester, Londonderry, Salem, and Boston in the I-93 corridor, including bus stations at Exit 2 in Salem and Exits 4 and 5 in Londonderry.
www.bostonexpressbus.com

C&J – operating between Dover, Portsmouth, Newburyport, MA, Boston, and New York City along the I-95 corridor, with bus stations in Dover and Portsmouth. C&J opened a new station on NH-107 off Exit 1 in Seabrook in fall 2020. www.ridecj.com

The Cooperative Alliance for Seacoast Transportation (COAST) – operates routes in Rockingham and Strafford Counties, including commuter express service, local fixed routes, and demand response service for people with disabilities.
www.coastbus.org

The University of New Hampshire's Wildcat Transit system – provides service from the Durham campus to Newmarket, Dover, and Portsmouth.
<https://www.unh.edu/transportation/buses-shuttles>

Merrimack Valley Regional Transit Authority (MVRTA) – offers a single stop in the CEDS region at the State Line Plaza in Plaistow.
www.mvrta.com

The Greater Derry-Salem Cooperative Alliance for Regional Transportation (CART) – Transit system began in 2006 and provides curb-to-curb demand response public transportation and route deviation shuttle service five days a week in the communities of Chester, Derry, Hampstead, Londonderry, and Salem. In 2019, CART merged with the Manchester Transit Authority (MTA) for efficiency. Service in CART communities continues to be provided with CART-branded vehicles operated by MTA.
www.cart-rides.org



Nashua Transit System bus in Nashua, NH.

Nashua Transit System – The city of Nashua’s Transit System offers daytime, fixed service along a dozen routes, and limited evening service. City Lift offers services to senior citizens and passengers with physical disabilities.

www.nashuanh.gov/1307/Nashua-Transit-System

The CEDS region has one of the fastest growing older adult populations in New Hampshire, and the population continues to grow. Access to transportation for medical care, groceries, and other basic life needs can make the difference for many people in being able to live independently and age in place. While COAST and CART offer excellent services, many residents rely on non-profit organizations to provide limited mobility service. Area hospital needs assessments continue to point to the need for expanding transportation options. Major nonprofit providers in the region are listed below. During 2020, Lamprey Health Care stopped operating transportation services. Many of these services have been continued by the Rockingham Nutrition Meals on Wheels Program (RNMOW).

Transportation Assistance for Seacoast Citizens (TASC) – Volunteer driver program covering eight communities in the eastern CEDS region.

www.tasc-rides.org

Rye Senior SERVE – Volunteer driver program serving Rye.

<https://www.town.rye.nh.us/senior-services>

Community Caregivers of Greater Derry – Volunteer driver program serving seven communities in western Rockingham County.

www.comcaregivers.org

Greater Salem Caregivers – Volunteer driver program serving Salem and Pelham.

www.salemcare.org

Ready Rides – Volunteer driver program serving nine communities in Rockingham and Strafford Counties. www.readyrides.org

Rockingham Nutrition Meals on Wheels Program – Broad senior services program providing home meal delivery throughout Rockingham County, multiple nutrition sites serving weekday luncheons for seniors, and supplemental transportation services for accessing medical care, grocery shopping, and other basic life needs.

www.rockinghammealsonwheels.org

More complete directories of regional transportation services can be found at:

- Directory for eastern Rockingham and Strafford counties: www.communityrides.org
- Directory for western Rockingham County: <https://www.therpc.org/application/files/1915/0548/2908/DerrySalem-TranspDirectory-2017.pdf>

Passenger Rail

Downeaster – The Northern New England Passenger Rail Authority (NNEPRA) provides the only passenger rail service operating in the CEDS region, serving 12 communities in three states. The regional service, operated by Amtrak and known as the Amtrak Downeaster, provides daily service between Brunswick, ME, and Boston, MA, with 10 intermediate stops, including stops in Dover, Durham, and Exeter, NH. The Downeaster makes five round-trips daily between Portland and Boston, with three of those trips extending to Freeport and Brunswick, ME. The Downeaster broke ridership records in 2019 carrying 574,404 passengers, a 7.8% increase over 2018. In August 2019, the train carried a monthly record of 60,944 trips. As with fixed route bus services, the Downeaster suspended operations briefly in spring 2020 and has seen incremental recovery in ridership in 2020 and 2021 as the pandemic persists.

Capital Corridor – Advocates for commuter rail in New Hampshire have been working for nearly two decades to establish passenger rail service from Concord to Boston. These two capital cities are currently served by I-93 and Route 3, the busiest highway corridor in the New Hampshire, with 165,000 vehicles each day. Supporters of passenger rail service cite concerns about traffic congestion, sprawl development, air quality, and reliance on single-occupant vehicles as reasons for establishing passenger rail service from Concord to Boston. Currently NH DOT is conducting preliminary

engineering, and state and federal environmental review and developing a financial plan for an extension of rail service from Lowell to Manchester via Nashua.

SPOTLIGHT

Portsmouth and Dover Emergency Waterline

The cities of Portsmouth and Dover have been working together to establish an emergency water interconnection using the General Sullivan pedestrian bridge now under design by NH DOT. Grant funds from the New Hampshire Drinking Water and Groundwater Trust Fund have been awarded to cover costs associated with designing the interconnection. The emergency interconnection will provide a critical link for providing an emergency water supply to the seacoast region and will benefit numerous communities, including Rochester, Somersworth, Rye, Hampton, North Hampton, and Seabrook.

Broadband

The New Hampshire Department of Business and Economic Affairs (BEA) has established an Office of Broadband Initiatives to oversee the expansion of reliable, high speed broadband internet service across the state, particularly in areas unserved and underserved by broadband service. BEA is using several federal funding programs to expand affordable access to broadband and is working with municipalities, communication districts, and internet service providers to map broadband infrastructure and identify broadband expansion projects. <https://www.nheconomy.com/about-us/office-of-broadband-initiatives>

WORKFORCE ATTRACTION & RETENTION



University of New Hampshire Manchester Campus.

University of New Hampshire

The University of New Hampshire (UNH) promotes economic development, workforce education, workforce retention, and business innovation through many programs and services offered statewide. Programs include:

Cooperative Extension

Offers many programs and services focused on economic development and community resiliency. <https://extension.unh.edu/economic-development>

UNHInnovation (UNHI)

Advocates for and manages the transfer of UNH-derived ideas to the public to maximize their social and economic impact. UNHI protects, promotes, and manages UNH's innovations, supports startup companies based on UNH's intellectual property, and develops new opportunities for university and industry collaboration. <https://innovation.unh.edu/>

Millyard Scholars Program

Provides scholarships and research opportunities for UNH Manchester campus students in the biotechnology, biological sciences, and computer sciences. This program is aligned with the Manchester-based Advanced Regenerative Manufacturing Institute (ARMI), which is creating an industry to regenerate human tissues and organs. <https://manchester.unh.edu/academics/millyard-scholars-program>

Community College System of NH

The Community College System of NH (CCSNH) is a public system of higher education consisting of seven colleges and five academic centers located across the state. Programs are aligned with the needs of New Hampshire's businesses and communities, with an emphasis on health sciences, hospitality, business, and advanced manufacturing. Programs include:

NH Advanced Manufacturing Partnership (NH AMP)

Collaborative project between CCSNH, UNH, and New Hampshire businesses that provides paid work experiences that will advance community college students toward employment or transferring to a four-year UNH degree program in engineering. <https://www.ccsnh.edu/nh-community-college-students-get-amp-ed-up-through-work-based-learning-program/>

WorkReadyNH

Tuition-free program providing specific skills required by New Hampshire employers. After completing the program, participants receive a WorkReadyNH Certificate from CCSNH. <https://www.ccsnh.edu/colleges-and-programs/workready-nh/>

ApprenticeshipNH

Assists NH high school students in gaining access to registered apprenticeship programs in the automotive, advanced manufacturing, business and finance, construction, healthcare, and hospitality industries. The program provides high school students with the opportunity to earn while they learn, and supports businesses seeking qualified workers.

www.apprenticeshipnh.com

SPOTLIGHT

Career Pathway Program

In the spring of 2020, the Winnacunnet High School (WHS) Extended Learning Opportunity Coordinator worked with the Hampton Area Chamber of Commerce (HACC) to apply for a NH Charitable Foundation grant regarding career pathway programs. Additionally, the HACC coordinated with New Hampshire School of Mechanical Trades. They received \$10,000 for the program and started in the fall of 2020. The program provided initial job training in plumbing, electrical, oil/heat, and HVAC to ten WHS students.

After a successful first year, the HACC applied for and was awarded a second year grant for \$10,000. This time, with the generosity of the School of Mechanical trades providing training at no additional student costs, the program was expanded from ten to 20 students and from one high school to seven high schools in the seacoast area. The second program started in the fall of 2021.

Once again, the program was successful and gained a lot of interest from students. Unfortunately, NH Charitable Foundation can only award grant money for a maximum of two years, so in early 2022, the HACC began to seek alternative funding sources.

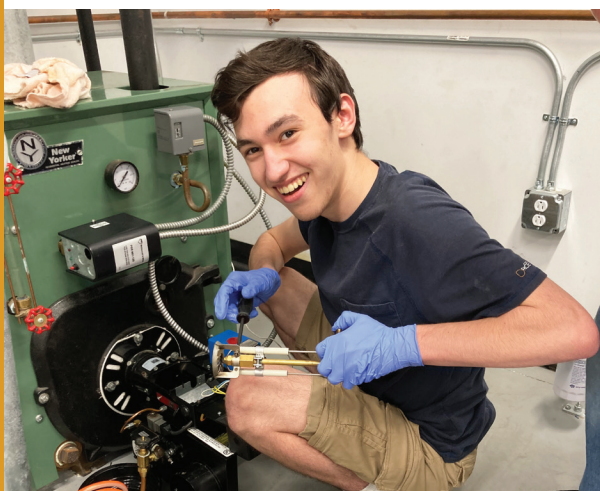
The HACC received a grant award from the state to continue and expand the program. The goal of the three-year Career Pathway Program is to continue to provide initial job training in plumbing, electrical, oil/heat, and HVAC to 260 high school students over seven school semesters. The program will create a cooperative relationship with high schools in the seacoast and greater Manchester areas, partnering with NH School of Mechanical Trades and ApprenticeshipNH. The Hampton Area Chamber is working with the Greater

Manchester Chamber of Commerce, the New Hampshire School of Mechanical Trades, Winnacunnet High School in Hampton (lead school coordinator), ApprenticeshipNH, and any interested and selected high school in the seacoast and greater Manchester areas of NH. The \$342,550 grant will be used to help schools create credit and curriculum, as well as provide transportation for students, pay for a 12-week training program with the NH School of Mechanical Trades, develop apprenticeship programs, provide scholarships to selected students, and coordinate and manage the entire program.

Winnacunnet student enjoying the Exploring Trades class at the NH School of Mechanical Trades.



Seacoast area high school students learning the basics of oil heat systems during their last week of class.



Notable Programs and Organizations

Leadership New Hampshire – A program designed to increase civic engagement and strengthen communities by connecting and educating a diverse pool of engaged or emerging leaders from across the state. Program participants engage in a comprehensive study of the issues facing New Hampshire and expose participants to opportunities to serve their communities and the state. www.leadershipnh.org

Running Start – Enables high school students to take community college courses for dual high school and college credit at low cost, or no cost for STEM courses. <https://www.ccsnh.edu/colleges-and-programs/programs-for-high-school-students-to-earn-college-credit/running-start/>

Pathway to Work – a voluntary program administered by NH Employment Security designed to assist unemployed claimants with starting their own businesses in NH. The program enables unemployed claimants to continue to receive their unemployment benefits while working full-time to start businesses in New Hampshire.

<https://www.nhes.nh.gov/nhworking/pathwaytowork/>

Stay Work Play New Hampshire – a non-profit organization established in 2009 to inform young workers and recent college graduates about the benefits and opportunities of living and working in New Hampshire. www.stayworkplay.org

SPOTLIGHT

Collaborative Economic Development Regions

A new initiative of the New Hampshire Department of Business and Economic Affairs (BEA), the Collaborative Economic Development Regions (CEDRs) are groups forming across the state comprised of regional and local economic development and community planning organizations, chambers of commerce, nonprofit agencies, and businesses. BEA has identified four CEDR Regions: Central-Southern Region, Northern Region, Seacoast Region, and Southwest Region. With funding from the American Recovery Plan Act, BEA is supporting each CEDR with \$50,000 to develop and design economic development strategies in response to the impact of the COVID-19 public health emergency.

Staff from REDC are active participants in the Seacoast Region CEDR, managed by the Strafford Regional Planning Commission (SRPC). SRPC facilitates bi-weekly Zoom meetings with Seacoast CEDR members, enabling discussion on current economic development issues, the sharing of ideas and solutions, and the identification of opportunities designed to strengthen the regional economy.

Technical & Trade Training Programs

In 2012, REDC compiled a comprehensive list of postsecondary technical and trade training programs available in and around southern New Hampshire, focusing our research primarily on trade programs such as electrical, plumbing, HVAC, welding, machinery, advanced machinery/CNC, and other like programs. As part of the 2022 CEDS process, REDC reviewed the most current data and updated it. In addition to those programs on the map, two schools in the Boston, MA, area (the Wentworth Institute of Technology [<https://wit.edu/>] and the Benjamin Franklin Institute of Technology [www.bfit.edu]), offer a wide array of programs and classes.

1 NHTI Concord's Community College
www.nhti.edu
Advanced Manufacturing Processes, Computer Aided Design (CAD), Electronic Technology, WorkReadyNH

1 IBEW Local Union 490
www.ibew490.org
Electrical Apprenticeship Program

2 NH Plumbers & Pipefitters UA Local 131
www.ualu131.org
Plumbing Apprenticeship Program

3 Manchester Community College
www.mccnh.edu
Advanced Manufacturing Technology, HVAC, Welding, Electrical Technology, Automotive Technology

3 Manchester School of Technology
<https://mst.mansd.org/our-school/programs>
Automotive Technology, HVAC, Electrical Technology, Residential Carpentry, Residential Plumbing, Manufacturing Technology

3& NH School of Mechanical Trades
www.nhtradeschool.com
Plumbing, Electrical, AC, Oil and Gas Heating

4 Nashua Community College
www.nashuacc.edu
Machine Tool Technology, CNC Operator, Automotive Service and Repair, Aviation Technology

4 Visible Edge
www.visible-edge.com
Advanced Manufacturing, CNC, Mechanical Design

5 Granite State Trade School
www.granitestatetradeschool.com
Gas, Oil, HVAC, Electrical, Plumbing

6 Great Bay Community College - Advanced Technology & Academic Center
www.greatbay.edu
Advanced Manufacturing, CNC, Welding

7 Dover School of Technology
603-516-4700
Electrical and Plumbing Apprenticeship Programs
https://ctc.dover.k12.nh.us/apps/pages/index.jsp?uREC_ID=1482389&type=d&pREC_ID=1632060

8 Portsmouth Naval Shipyard
<http://www.navsea.navy.mil/Home/Shipyards/Portsmouth/WorkerSkills.aspx>
Structural, Mechanical, Electrical Courses and Apprenticeships

8 Great Bay Community College Portsmouth
www.greatbay.edu
Biotechnology, Welding Technology

9 Wilbur H. Palmer Vocational-Technical Center
<https://www.sau81.org/cte/index>
Building Trades, Pre-Engineering, Heavy Duty Mechanics, Welding Technology

10 Hampton

1 - Concord

2 - Hooksett

3 - Manchester

4 - Nashua

5 - Raymond

6 - Rochester

7 - Dover

8 - Portsmouth

9 - Hudson

10 - Hampton

Introduction

REDC has long recognized housing as a region-wide barrier to economic development. In 2020, the onset of the pandemic placed additional stress on a housing market that was already experiencing a low supply of both rental and for-sale housing. These trends continued in 2021 with the two-bedroom rental vacancy rate dropping to .6%, well below a healthy market rate of 5%, and the statewide median gross rent for a two-bedroom unit rising to \$1,498, a 24% increase over the past five years. In 2021, the median home price statewide surpassed \$400,000 for the first time in New Hampshire history with the median price exceeding \$500,000 in Rockingham County.

These challenges for renters and first-time buyers are having a direct impact on New Hampshire's workforce. New Hampshire business owners continue to cite housing barriers as one of the top workforce challenges, and in the February 2022 *Granite State Poll*, conducted by the University of New Hampshire Survey Center, respondents cited housing as the second most important issue statewide, only behind jobs and the economy. The housing supply shortages are a challenge to individuals at all income levels; however, there is a particular burden on workers who earn at or below the area median income.

Over a decade ago, New Hampshire established a workforce housing law requiring “reasonable and realistic opportunities” for the development of workforce housing. Per RSA 674:58-61, workforce housing is rental housing affordable to households making up to 60% of the area median income (AMI) and for-sale housing affordable to households making up to 100% of the area median income.

In this case, the term “affordable” simply means that no more than 30% of total household income



Photography by Brandon Briggs.

is being spent on gross housing costs, including taxes and utilities. The spirit of New Hampshire's workforce housing law is to ensure there is housing affordable to members of the workforce, including schoolteachers; firefighters; police officers; healthcare professionals; entry-level workers in banks, offices, and manufacturing; small business owners; librarians; postal workers; and more.

Despite a clear demand for diverse housing units, a variety of barriers including cost of materials, labor shortages, and zoning regulations continue to slow additional development. In 2020, the total net housing units added in New Hampshire was less than in 2019 – this is the first time since 2013 that New Hampshire did not experience a year-over-year increase.

Read more about New Hampshire's workforce housing law in New Hampshire Housing's 10-year retrospective available at www.nhhfa.org.

The New Hampshire Housing Finance Authority (NHHFA) has developed resources to support communities in their efforts to expand housing

affordability, supply, and diversity and meet the requirements of RSA 674:58-61.

- *Meeting the Workforce Housing Challenge Guidebook* is designed to help municipal land use boards meet state workforce housing law requirements and shape future growth in their communities.
- *Housing Solutions Handbook for New Hampshire* offers tools and techniques to provide affordable and workforce housing development opportunities.
- *Accessory Dwelling Units in New Hampshire: A Guide for Municipalities* is designed to help municipalities meet New Hampshire's ADU law and shape future development of ADUs in their community.

These resources and more are available at www.nhhfa.org.

Legislative and Local Policy Updates

Housing Appeals Board

The Housing Appeals Board marked one year in effect on July 1, 2021. The Housing Appeals Board serves as an alternative venue to Superior Court to hear appeals of local land-use decisions relative to housing and housing development. Although the Housing Appeals Board has the same legal standards as the Superior Court, it offers a streamlined process with an accelerated timeline in an effort to reach a decision without years of litigation. Decisions made by the Housing Appeals Board may be appealed to the New Hampshire Supreme Court. The Housing Appeals Board ruled on over a dozen cases in its first year.

InvestNH Housing Program

In February 2022, the Governor and Department of Business and Economic Affairs announced the creation of the \$100 million “InvestNH” housing program. The program, funded with monies from the federal American Rescue Plan Act, is designed to provide an immediate infusion of resources to address New Hampshire’s housing crisis. The program includes two main components: \$60 million in a capital grant program and \$40 million in municipal grants.

The capital grant program includes \$50 million in direct grants of up to \$3 million per project to cover funding gaps on permitted projects that are either in or about to start construction and \$10 million directly to the New Hampshire Housing Finance Authority to expand its existing programming. Projects eligible for direct grants must be multifamily rental units with at least three total units and meet affordability requirements outlined in the application process. Eligible applicants include nonprofit developers, for-profit developers, and property owners constructing eligible housing. All applicants must demonstrate a dollar-for-dollar matching investment. The Department of Business and Economic Affairs anticipates multiple rounds of funding available over the next year.

The \$40 million municipal grant program consists of a per-unit grant program (\$30 million), a zoning and planning grant program (\$5 million), and a demolition grant program (\$5 million). The per-unit grant program will award unrestricted \$10,000 per housing unit grants to municipalities for multifamily rental units permitted within six months of application. Awards for this program are capped at \$1 million per project and \$1 million per municipality over the first year. The zoning and planning grant program will be awarded in a similar fashion to the Municipal and Technical Assistance Grant (MTAG) program with no match required. The grants will allow communities to establish or update zoning



Photography by Kenyon Jones.

rules and regulations. Finally, the demolition grant program will provide municipalities with resources to demolish all or part of vacant or dilapidated buildings.

As of this writing, the InvestNH program has received approval from the Joint Legislative Fiscal Committee as well as the Executive Council and is currently in the rules development phase. The Department of Business and Economic Affairs anticipates grant applications opening in June 2022.

State Legislation

Housing continues to garner bipartisan interest and support at the New Hampshire State House with legislators, business interests, and social justice organizations all prioritizing the state's housing crisis. At the time of this writing, the 2021-2022 legislative session remains underway.

Pending Legislation:

Senate Bill 400: Sponsored by Senator Jeb Bradley, this bill is referred to by housing advocates as the “community toolkit” because it helps address the housing crisis through a range of incentives designed to help local communities better address housing shortages.

Senate Bill 329: Sponsored by Senator Rebecca Perkins Kwoka, this bill establishes a commission

to study barriers to housing development in New Hampshire, including workforce and middle-income housing.

Additional Legislation:

House Bill 1177: Sponsored by Representative Ivy Vann, this bill would allow up to four units by right on any single-family lot served by water and sewer. This bill garnered bipartisan support and significant interest among housing advocates and business interests given its potential to re-legalize “missing middle” housing, which is broadly defined as housing units that exist in the space between single-family homes and larger developments (e.g. accessory dwelling units, duplexes, triplexes, cottage clusters). This bill was tabled by the legislature in late March 2022, but it will likely be part of the housing conversation going forward.

More information about the above mentioned legislation, including the current status of those bills, can be found at www.gencourt.state.nh.us.

Local Policy

New Hampshire's long history of local control means individual communities and local ordinances are major drivers of housing development. Over the last few years, a handful of communities established local housing commissions, committees, or task forces to take a comprehensive look at opportunities to increase housing supply in a manner that respects the character of their community.

In February 2022, the Portsmouth City Council established a land use committee with the stated purpose “to review all current zoning and policies surrounding housing and development to encourage sustainable, diverse, and affordable development including expanded multi-modal transportation.” Portsmouth marked the second community in the REDC CEDS region to establish a local housing or land use committee, joining Exeter. These local committees are an important first step toward reducing local barriers to diverse housing options.

SPOTLIGHT Cross Roads

Housing affordability in the region has been a persistent issue affecting some of our most vulnerable neighbors: the homeless. With high rental costs and low vacancy rates, obtaining housing for previously homeless individuals poses a significant challenge. Seeing this challenge, in 2018, Cross Roads House, a homeless shelter in Portsmouth, NH, decided to purchase and manage its own property.

Families, older adults, and people with disabilities make up most of Cross Roads House's population. These people, many on fixed incomes or working multiple jobs to support their families, often must choose between putting food on the table or paying their rent. An incredibly difficult choice, families and individuals are then handed an eviction notice that lands them in a shelter. As they prepare to leave the shelter, they face an unforgiving housing market defined by high rental costs and landlords who won't accept housing vouchers.

Seeing this issue, Cross Roads House decided to purchase a 12-unit property called Green Leaf, just a five-minute walk down the road from its main campus. The property has 12 individual rooms with communal bathrooms, a kitchen, and a living space. Rents are \$760/month and a resident can stay as long as they want, offering a great opportunity for previously homeless individuals and families trying to get back on their feet.

Finding landlords who will accept housing vouchers from previously homeless individuals is a tedious process, says Executive Director Will Arvelo. Cross Roads House has to engage in a landlord-vetting process that includes providing education about the needs of people living in supportive housing. Fortunately, the Green Leaf property eliminates this process by already having a dedicated property. Apart from affordability, Cross Roads House also has a caretaker that manages the property.



Cross Roads House has taken an innovative approach to reducing homelessness, expanding as a shelter, to take on additional roles as both landlord and property manager. Taking on both responsibilities highlights the agency's determination to meet its clients' greatest need: stability. When asked what it means for someone who is homeless to be housed, Arvelo responded "If you don't have a place to call home, it's very difficult for most of us to flourish, regardless of income level; stability is what we need to be successful."

Arvelo highlights the importance of stability not just in his words, but in the Green Leaf property itself. Green Leaf provides previously homeless residents with stability that is otherwise severely restricted in the general housing market. While Cross Roads House has successfully bridged the gap between service provider and property manager, it's clear that there needs to be greater access to quality and adequate affordable housing in the region's housing market for everyone, regardless of income.

Municipal Technical Assistance Grant Program

Local zoning continues to be a barrier to communities seeking to expand their housing supply with diverse housing options. Administered by Plan New Hampshire and funded by New Hampshire Housing, the Municipal Technical Assistance Grant (MTAG) program assists communities with a review of local policies. The MTAG program has assisted a dozen communities since 2016, including the town of Exeter in 2018.

The program provides grants from \$5,000 - \$25,000 to New Hampshire municipalities to hire land-use consultants to review zoning ordinances. Community outreach and participation are key elements of the program with outreach plans required for grant approval.

Communities interested in applying or learning more about the program should visit www.plannh.org.

SPOTLIGHT *Why Housing Matters Stories*

In 2021, REDC and the Workforce Housing Coalition of the Greater Seacoast co-produced a video series featuring local business owners sharing their stories about why housing matters. The video series includes businesses located in Brentwood, Durham, Exeter, and Portsmouth, across a variety of industries including child care, banking, fitness, and food service. The project seeks to tell the personal story behind the housing crisis and its ongoing impact on New Hampshire businesses, which often gets lost in the numerous metrics and policy discussions. Watch the stories and share your own housing story at www.seacoastwhc.org/stories.

Harmony Homes Video



A Place to Grow Video



Bangor Savings Bank Video



Water Quality

Many of the municipalities in the REDC CEDS region lie within the Great Bay watershed, and land use decisions made by communities and businesses play a critical role in protecting water quality. There are several water quality assessment and protection programs underway, described below.

MS4 Permitting

The U.S. EPA estimates 83% of the surface water quality impairments in New Hampshire are due to polluted stormwater runoff entering surface water from roads, parking lots, and yards. Polluted stormwater runoff is frequently transported through Municipal Separate Storm Sewer Systems (MS4) and discharged into local water bodies. Many communities in the REDC CEDS region manage MS4 systems regulated by the U.S. EPA. Regulated communities must report to EPA annually on stormwater management programs.

<https://www4.des.state.nh.us/nh-ms4/>

PREPA

In 2020, the Piscataqua Region Estuaries Partnership, known as PREP, conducted an analysis of municipal regulatory and non-regulatory approaches to water quality protection. The Piscataqua Region Environmental Planning Assessment (PREPA) highlights the need for more protection for water quality, natural resources, and climate resiliency across the watershed. Actions municipalities can take to strengthen water quality protection in the region include: conserving undeveloped land, requiring vegetated buffers around surface water bodies, increasing setback requirements for structures, adopting fertilizer application and stormwater management regulations, and completing a climate vulnerability assessment. Regional planning commissions in the REDC CEDS region



Lamprey River, Newmarket, NH.

can assist municipalities with land use regulations and programs designed to improve water quality protection. <https://preestuaries.org/resources/prepa/>

Impaired Waters List

In addition to Great Bay, many of the rivers, lakes, and ponds in the REDC CEDS region are listed as “impaired or threatened by a pollutant or pollutants” by the NH Department of Environmental Services (NH DES). NH DES is required by the Federal Clean Water Act to compile and report every two years on the quality of surface water in the state. The listing of a water body on the impaired list is a catalyst for enacting change in local land use regulations and for educating homeowners and businesses about threats to water quality and how these threats can be reduced or prevented. The current list of impaired waters in the region is available on the NH DES website: <https://www.des.nh.gov/water/rivers-and-lakes/water-quality-assessment>

PFAS

Threats to groundwater quality by chemical contamination are an ongoing concern for

municipalities and businesses in the region. Residents, businesses, and municipal officials in the seacoast and southern New Hampshire continue to work with state and federal regulators and legislators to address concerns about threats to public health posed by PFAS contaminants present in drinking water supplies. PFAS (Per-and polyfluoroalkyl substances) are man-made chemicals manufactured and used in a variety of industries since the 1940s. The chemicals are very persistent in the environment and the human body and there is evidence that exposure to PFAS can lead to adverse human health effects. Contamination sources in the REDC CEDS region include leachate from a landfill that is an EPA Superfund site, manufacturing compounds from private industry, and fire-retardant chemicals used at the former Pease Air Force Base. A new water treatment facility has opened at Pease International Tradeport, the culmination of a seven-year effort to deal with PFAS contamination in the drinking water.

The U.S. Air Force invested \$65 million in the new water treatment system that is acting as a model for hundreds of other Air Force facilities dealing with similar issues.

<https://www4.des.state.nh.us/nh-pfas-investigation/>

NH DES

NH DES manages several other programs related to water quality and public health, including a Beach Inspection Program, Clean Lakes Program, Lakes Management and Protection Program, Lead and Copper in Drinking Water Programs, Private Well Testing Program, Rivers Management and Protection Program, Shellfish Program, Shoreland Program, Stormwater Program, Volunteer Lake and River Assessment Programs, Water Supply Land Conservation Grants, Watershed Management Bureau, and Wetlands Bureau.

<https://www.des.nh.gov/water>

SPOTLIGHT

American Rescue Plan Act Funds Drinking Water Projects

The NH Department of Environmental Services (NH DES) is using \$150 million in federal American Rescue Plan Act (ARPA) funds for drinking water, wastewater, and stormwater projects. Funds will be allocated for capital investment projects in drinking water and wastewater infrastructure, planning, disadvantaged system assistance, asset management, planning, critical flood risk, energy audits and implementation of energy audit recommendations, long-term system sustainability programs, PFAS contamination, and implementation of cybersecurity measures. <https://www.des.nh.gov/water/drinking-water>

Climate Adaptation Planning

Municipalities throughout the REDC CEDS region are taking steps to adapt to a changing climate and mitigate the impacts from sea level rise, increasing precipitation coupled with periods of drought, higher temperatures, and more. Examples of climate adaptation projects undertaken in the region include:

Seacoast Transportation Corridor Vulnerability Assessment and Plan

Effective adaptation to increasing coastal flood risks on transportation infrastructure along New Hampshire's coast will depend upon coordination among transportation decision makers, municipalities, and regulators. The Rockingham Planning Commission worked with coastal municipalities served by I-95, and NH Routes 1A, 1, 101, and 286 to identify sections of roadway at risk from flooding from sea level rise as well as surrounding local roadways that will have increased traffic volume as a result of detours around flood state roads. <https://www.therpc.org/regional-community-planning/climate-change/STCVA>

Coastal Land Use Guide

With grant funds from the NH Department of Environmental Services Coastal Program, the Rockingham Planning Commission and Strafford Regional Planning Commission are developing a coastal innovative land use guide to inform local decision makers about climate change and increase resiliency in the region. The guide will cover a wide variety of resiliency and adaptation priorities, challenges, and opportunities, and will provide innovative model regulations and land development standards, companion natural resource protection measures and planning tools, case stories of implementation successes and challenges, and examples of implementation options and strategies. <https://www.therpc.org/sustainability>

Town of Rye, Path to Resiliency

A storybook highlighting the extensive work undertaken in Rye towards increasing resiliency to climate change. https://www.town.rye.nh.us/sites/g/files/vyhliif3751/f/pages/rye_story_book_finalv3.pdf

Town of Hampton Master Plan, Coastal Resilience Chapter

– Drafted in 2021, the Coastal Resiliency Chapter of the Hampton Master

Plan discusses historic and future coastal hazards impacting the town, identifies vulnerabilities, and recommends strategies to increase resiliency. <https://www.hamptonnh.gov/DocumentCenter/View/4086/Hampton-Coastal-Resilience-Draft-for-Public-Review>

SPOTLIGHT

Flood Smart Seacoast

With funds from National Oceanic and Atmospheric Administration (NOAA), the Rockingham Planning Commission, Strafford Regional Planning Commission, NH Department of Environmental Services Coastal Program, NH Sea Grant, and UNH Cooperative Extension will be providing NH coastal communities, including those along Little Bay and Great Bay, with technical assistance. They will focus on incorporating the best available coastal flood risk science and guidance into planning and decision making, adoption of higher floodplain management standards, and accessing FEMA Hazard Mitigation Assistance funds. Funds are available to support direct support to at least six coastal communities through March 2023. <https://www4.des.state.nh.us/blogs/watershed/?p=4906>

Energy

On March 1, 2021, Governor Sununu issued Executive Order 2021-03 amending and restating Executive Order 2019-06, an order preparing New Hampshire for future offshore wind development and the Bureau of Ocean Energy Management Offshore Renewable Energy Task Force. The order

required a report on the historical and forward-looking greenhouse reduction potential of offshore wind in the Gulf of Maine at varying levels of system installations, and on New Hampshire's existing port infrastructure, coastal transmission infrastructure, and opportunities for New Hampshire to attract offshore wind supply chain operations to the state.

The report, prepared by the New Hampshire Departments of Energy, Environmental Services, and Business and Economic Affairs, was released in February 2022. The report covers a wide variety of topics relating to the deployment of offshore wind in the Gulf of Maine and in other parts of the Northeast, with the intention of providing objective data and information that will contribute to the ongoing public policy debate on the subject of offshore wind in the Gulf of Maine.

<https://www.des.nh.gov/sites/g/files/ehbemt341/files/documents/offshore-wind-deployment-report.pdf>

as evidenced by an increased demand for local foods in grocery stores, farmers' markets, farm stands, and restaurants. Consumers have many options for purchasing local agricultural products, including summer and winter farmers' markets, mobile markets, community gardens, farm stands, locally grown food delivery services, and Community Supported Agriculture (CSA) shares.

Farm and forestland in the region also provide critically important ecosystem services, including protecting water quality, sequestering carbon, and providing wildlife habitat, in addition to recreational opportunities. At over 84% forest cover, New Hampshire is the second most forested state in the country after Maine. 4.6 million acres of forest in the state are considered "timberland" capable of producing repeated timber crops. Forest products include wood products, pulp and paper, wood energy (biomass), Christmas trees, and maple syrup.



Applecrest Farm Orchards in Hampton Falls, NH.

Agricultural and Forest Resources

Farming, forestry, and food production remain important to the resiliency of the REDC CEDS region, offering diverse products and services to local, regional, national, and international markets.

Interest in purchasing locally grown food and other agricultural and forest products continues to grow

SPOTLIGHT

New England Feeding New England

New England Feeding New England is a project of the New England State Food System Planners Partnership. The Partnership envisions a reliable and resilient food economy, with 30% of the food consumed in New England being produced within New England by 2030. Initial work is focusing on ways to expand and fortify the region's food supply and distribution system. Additional research is being conducted on a Food System Resilience Assessment Tool designed for municipal and regional planners, community organizations, and other food systems advocated to plan and prepare for food system disruptions within a broader resiliency framework.

<https://nefoodsystemplanners.org/>



Lobstering gear in Seabrook, NH.

NH Fisheries and Aquaculture

New Hampshire's commercial fishing industry has received \$550,000 in grant funds from the USDA to train new fishermen to replace those who are retiring, with the goal of continuing the state's 400-year-old fishing industry. Several reasons are cited for the drastic reduction in the New Hampshire's fishing fleet, including the increased cost of fishing boats, fishing permits, the difficulty getting loans from financial institutions, the cost of insurance and gear, and complex federal fishing restrictions with tight fish quotas.

The grant funds were awarded to Yankee Fishermen's Cooperative in Seabrook for a three-year period and are being used for training programs in small business, fishing regulations, and industry standards; mentoring programs with established captains; collaborative marketing techniques; and safety. The New England Young Fishermen's Alliance is responsible for recruiting six trainees each year for six to nine months of training in the classroom and aboard boats. Trainees will work on fishing boats. At the end of the training period each trainee will receive a \$5,000 stipend. REDC Business Advisor Chris Duffy, a former fisherman, is leading the classes on business planning.

Tourism and Recreational

Tourism is New Hampshire's second largest industry after manufacturing and a leading component of the economy in the REDC CEDS region. Tourism rebounded in 2021 statewide after the COVID-19 pandemic struck hotels, resorts, campgrounds, recreational sites, restaurants, retail stores, and arts and entertainment venues harshly, forcing many to curtail operations and reduce staff and services.

The NH Department of Business and Economic Affairs (NH BEA), Division of Travel and Tourism Development compiles annual tourism statistics, including visitor spending. Data for both the state and REDC region for 2021 reports strong increases in spending over 2020. Total tourism spending across the state during the summer of 2021 was \$2.14 billion, an increase of 45.5% over \$1.47 billion in the summer of 2020. In the seacoast region, spending during the summer of 2021 totaled \$649.5 million, an increase of 44.3% over \$450.2 million in the summer of 2020. Source: Dean Runyan Associates <https://www.travelstats.com/qimpacts/newhampshire>

Arts and Culture

The REDC CEDS region has a thriving arts and culture scene with many ways to experience and participate in the creative community. There is a robust number of galleries and creative collectives of all sizes in the cities and towns of the region. Some include artist collectives, where visitors can enjoy not only the artwork on the gallery's walls, but also view the studios of the artists and watch while they work. Additionally, there is no shortage of musical and performance venues in the REDC CEDS region, offering plays, musicals, dance, comedy performances, youth theater, readings, and local and touring musical acts.

The New Hampshire State Council on the Arts

The New Hampshire State Council on the Arts is a state agency enhancing the quality of life in New Hampshire by stimulating economic growth through the arts, investing in the creativity of students, making the arts accessible to underserved populations, and preserving heritage arts. The council strives to ensure that every citizen and community in New Hampshire enjoys the cultural, civic, economic, and educational benefits of the arts.

The State Arts Council provides a wide variety of services, competitive grants, and technical assistance to nonprofit organizations, schools, healthcare facilities and to individual artists, helping to ensure that the arts thrive in New Hampshire and are accessible to all. Funding for these grants and services is provided by the New Hampshire Legislature and the National Endowment for the Arts, a federal agency. During the pandemic, Artist Emergency Grants were introduced to assist artists who lost income due to the loss of jobs or cancellation/modification of specific, scheduled gigs or opportunities.

<https://www.nh.gov/nharts/index.html>

Museums

Connecting to New Hampshire's history, culture, and natural resources are important elements to museums in the REDC CEDS region, and include:

- American Independence Museum – Exeter, NH
www.independencemuseum.org
 - Aviation Museum of New Hampshire – Londonderry, NH
www.nhahs.org
 - Black Heritage Trail of New Hampshire – Portsmouth, NH
www.blackheritagetrailnh.org
 - Derry Museum of History
www.derrymuseumofhistory.org
 - Fitts Museum – Candia, NH
www.fittsmuseum.org
 - Great Bay Discovery Center – Greenland, NH
www.greatbay.org
 - Museum of New Art – Portsmouth, NH
www.monaportsmouth.org
 - Seacoast Science Center – Rye, NH
www.seacoastsciencecenter.org
 - Strawberry Banke Museum – Portsmouth, NH
www.strawberrybanke.org
 - Tuck Museum – Hampton, NH
www.hamptonhistoricalsociety.org
 - USS Albacore Museum – Portsmouth, NH
www.ussalbacore.org
- ## Live Music and Performance Venues
- Tupelo Music Hall – Derry, NH
www.tupelohall.com
 - Derry Opera House – Derry, NH
www.derryoperahouse.org
 - Stockbridge Theatre at Pinkerton Academy – Derry, NH
www.stockbridgetheatre.com
 - Lamont Gallery at Phillips Exeter Academy – Exeter, NH
<http://www.exeter.edu/academics/lamont-gallery>



The Word Barn's Meadow performance space, Exeter, NH.

- Hampton Beach Casino Ballroom – Hampton, NH www.casinoballroom.com
- The Stone Church – Exeter, NH www.stonechurchrocks.com
- The Word Barn – Newmarket, NH www.thewordbarn.com
- Rockingham Ballroom – Newmarket, NH www.rockinballroom.club
- 3SArtspace – Portsmouth, NH www.3sarts.org
- The Music Hall – Portsmouth, NH www.themusichall.org
- Seacoast Repertory Theater – Portsmouth, NH www.seacoastrep.org

Chamber Resources

Chambers in the REDC CEDS Region provide lists of Arts & Culture resources:

- Hampton Area Chamber of Commerce <https://www.hamptonchamber.com/list/category/museums-education-culture-319485>
- The Chamber Collaborative of Greater Portsmouth <https://portsmouthchamber.org/list/category/arts-culture-985>
- Greater Derry Londonderry Chamber of Commerce <https://business.gdlchamber.org/list/category/tourism-162>
- Exeter Area Chamber of Commerce <https://members.exeterarea.org/list/ql/arts-culture-entertainment-59>
- Greater Nashua Chamber of Commerce <https://members.nashuachamber.com/list/ql/arts-culture-entertainment-3>
- Great Salem Chamber of Commerce <https://www.gschamber.com/list/ql/arts-culture-entertainment-3>

SPOTLIGHT

Positive Street Art

Positive Street Art (PSA) is a nonprofit, based in Nashua, NH, that incorporated in 2012. PSA has a mission to inspire a passion for the urban arts in a productive way and to build strong communities through educational workshops, community events, and artistic services. Along with the many murals produced by PSA throughout Nashua and beyond, they also launched Urban Dance workshops. PSA hosts signature events such as Downtown Arts Fest, Views From a Cell community photography contests, Live Art Battle Series, and their gallery showings to celebrate their diverse capabilities and bring fun to their community. www.positivestreetart.org



CHANGES IN THE REGION

Since the publication of the 2021 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, which generally is no more than one to two years old, depending on the source. In addition, the new data has been incorporated into the appropriate data tables found in the Appendix. Specifically, updated or supplementary information has been added in the areas of population, housing price data, rental data, foreclosures, employment, unemployment, wage data, employment reductions from layoffs, property valuations and tax rates, per capita income, poverty, and country of origin. This information is summarized in narrative form below.

Population Counts

In 2020, the U.S. Census Bureau conducted its decennial data collection process. The U.S. Census is a count of each person in the United States on April 1 the year of the collection. It is mandated by the United States constitution, and the results are used to allocate Congressional seats, electoral votes, and government program funding. Due to the pandemic and other issues with data collection, the results of

the 2020 process are just now becoming available for use.

At the time of writing the 2022 CEDS, the U.S. Census Bureau has released total population and a demographic profile for each of the 50 states, the District of Columbia, and Puerto Rico. The population counts from the 2020 Census for municipalities in the CEDS Region, Hillsborough and Rockingham counties, and the state, are provided in Table A-1 of the Appendix.

The NH Office of Strategic Initiatives (NH OSI) publishes population estimates based on building permits for New Hampshire cities and towns on an annual basis, and typically REDC uses these estimates in its reporting. Because of the difference in collection methods for the data, there are some large differences for some municipalities when comparing the 2020 Census with the NH OSI 2020 estimates. For the 2021 data, NH OSI will reset their estimates based on the 2020 Census. Due to these issues, REDC will only report on the 2020 Census counts this year.

The table below outlines the U.S. Census population for the New Hampshire and its ten counties.

Population Counts for New Hampshire and Counties

Source: U.S. Census Bureau

	1980	1990	2000	2010	2020	Population Change 2010-2020	Percent Change 2010-2020
Belknap	42,884	49,216	56,325	60,088	63,705	3,617	6.0%
Carroll	27,929	35,410	43,608	47,818	50,107	2,289	4.8%
Cheshire	62,116	70,121	73,825	77,117	76,458	-659	-0.9%
Coos	35,014	34,693	32,936	33,055	31,268	-1,787	-5.4%
Grafton	65,806	74,929	81,740	89,118	91,118	2,000	2.2%
Hillsborough	276,608	336,073	380,841	400,721	422,937	22,216	5.5%
Merrimack	98,302	120,005	136,225	146,445	153,808	7,363	5.0%
Rockingham	190,345	245,845	277,359	295,223	314,176	18,953	6.4%
Strafford	85,408	104,233	112,233	123,143	130,889	7,746	6.3%
Sullivan	36,063	38,592	40,458	43,742	43,063	-679	-1.6%
New Hampshire	920,475	1,109,252	1,235,550	1,316,470	1,377,529	61,059	4.6%

Hillsborough and Rockingham counties remain the first and second most populous counties in the state. In 2020, the total population for these two counties was 737,113 persons which is 54% of the state's total population. While the state on whole grew by 4.6% over those ten years, three NH counties: Cheshire (down 0.9%), Coos (down 5.4%), and Sullivan (down 1.6%) all lost population. At an increase of 6.4%, Rockingham County had the largest percent increase between 2010 and 2020; however, Hillsborough County added the most numbers with an increase of 22,216 persons during that same time. The state of New Hampshire had an increase of 61,059 persons during the most recent Census period.

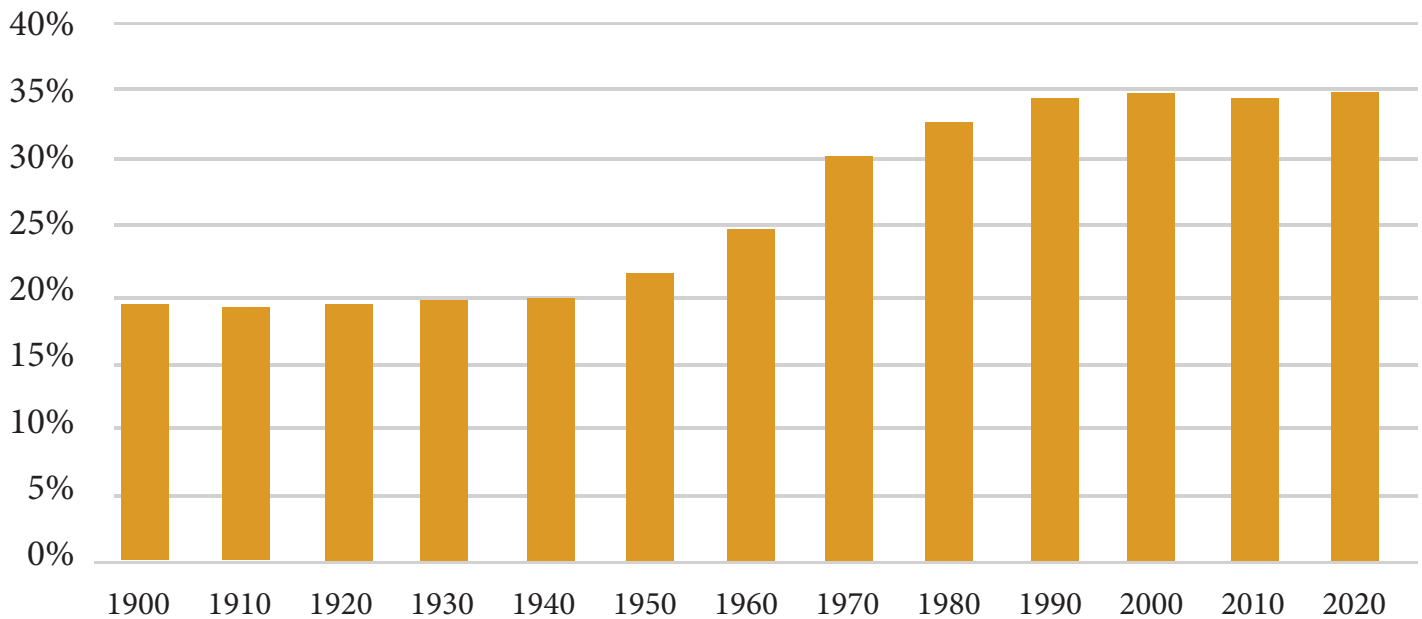
The 2020 Census counted 480,224 people living in the REDC CEDS region, a 6% increase over the previous Census in 2010. The REDC CEDS region

wasn't always such a populous area. The figure below shows how the region made up less than 20% of the state's population until 1950, when the region began to grow. Before 1950, the REDC CEDS region grew at 0.7% annually. Between 1950 and 1990, the region outpaced all other areas, growing at 3.1% annually. Since the 1990 Census, the region and state have slowed down its growth, and the annual growth rate during the past 30 years has been around 0.8% for the region. After taking a slight dip in 2010, the region now makes up 35% of the total state population. The growth in the REDC CEDS region outpaced the growth in the state.

Within the region, the 17 Central subregion towns, home to 21% of the REDC CEDS region residents, increased by 6,709 persons, which is a 7% increase from 2010. Both the Western and Eastern subregions

REDC CEDS Region as Percent of Total State Population

Source: U.S. Census Bureau



grew 5.8%, with the Western subregion adding 14,868 residents and the Eastern subregion adding 5,801 residents. The Western subregion remains the most populous in the region at 272,097 residents in 2020, or 57% of the region's residents. The Eastern subregion is home to 105,280 residents (22%). A summary of the two most recent Census are listed in the table below.

Population Counts From the 2010 and 2020 Census

Source: U.S. Census Bureau

Town/Area	2010	2020	Change	% change
CEDS Eastern Communities	99,479	105,280	5,801	5.8%
CEDS Central Communities	96,138	102,847	6,709	7.0%
CEDS Western Communities	257,229	272,097	14,868	5.8%
REDC Region	452,846	480,224	27,378	6.0%
Hillsborough County	400,721	422,937	22,216	5.5%
Rockingham County	295,223	314,176	1,8953	6.4%
New Hampshire	1,316,470	1,377,529	61,059	4.6%

Population growth varied among the 42 municipalities in the REDC CEDS region. Eight towns witnessed a double digit percent increase between 2010 and 2020, with one community, Auburn, increasing 20% during that time. Conversely, the towns of Kensington and Seabrook, both in the Eastern subregion, experienced a loss in population between 2010 and 2020. Additionally, Brentwood and Danville, both in the Central subregion, experienced less than 1% increase in population during that same period. The populous city of Nashua added 4,828 residents, the most for any community in the region.

In April 2021, the U.S. Census Bureau released the initial counts from the 2020 census. Overall, population growth in the U.S. is slowing, with the slowest growth in the Midwest and Northeast. At 4.6% growth, New Hampshire's growth is less than it was during the previous decade, but it was higher than all other New England states except Massachusetts, which grew 7.4% over the decade. That matches the 7.4% resident population increase in the U.S.

Population experts attribute NH's slowing population to several factors. One reason is that since 2017, deaths have outpaced births, so immigration has been the only source of population

growth, according to Kenneth Johnson, a sociology professor and senior demographer with the UNH Carsey School of Public Policy. Another reason for the decrease in growth is that there is little new housing in NH. From 2010 to 2019, only 32,651 units of housing — everything from apartments to seaside mansions — received permits, said Noah Hodgetts, assistant planner for the New Hampshire Office of Strategic Initiatives. If there are no places for new residents to live, they cannot move to the state.

Gender and Age

Table A-3 in the Appendix shows both gender and age distributions for each municipality of the CEDS region, along with Rockingham and Hillsborough counties and the state of NH as published in the 2020 5-year American Community Survey (ACS). As in the past, the region is closely balanced in gender, with slightly more women than men (50.3% women), which is slightly less than the ratio reported in the 2020 CEDS, using 2018 ACS data. The distribution of gender within the region reflects that at the county and state levels.

The state and region continue to grow older. The median age of the REDC CEDS region population is 43.4 years (up from 43.0 in 2018), which is slightly

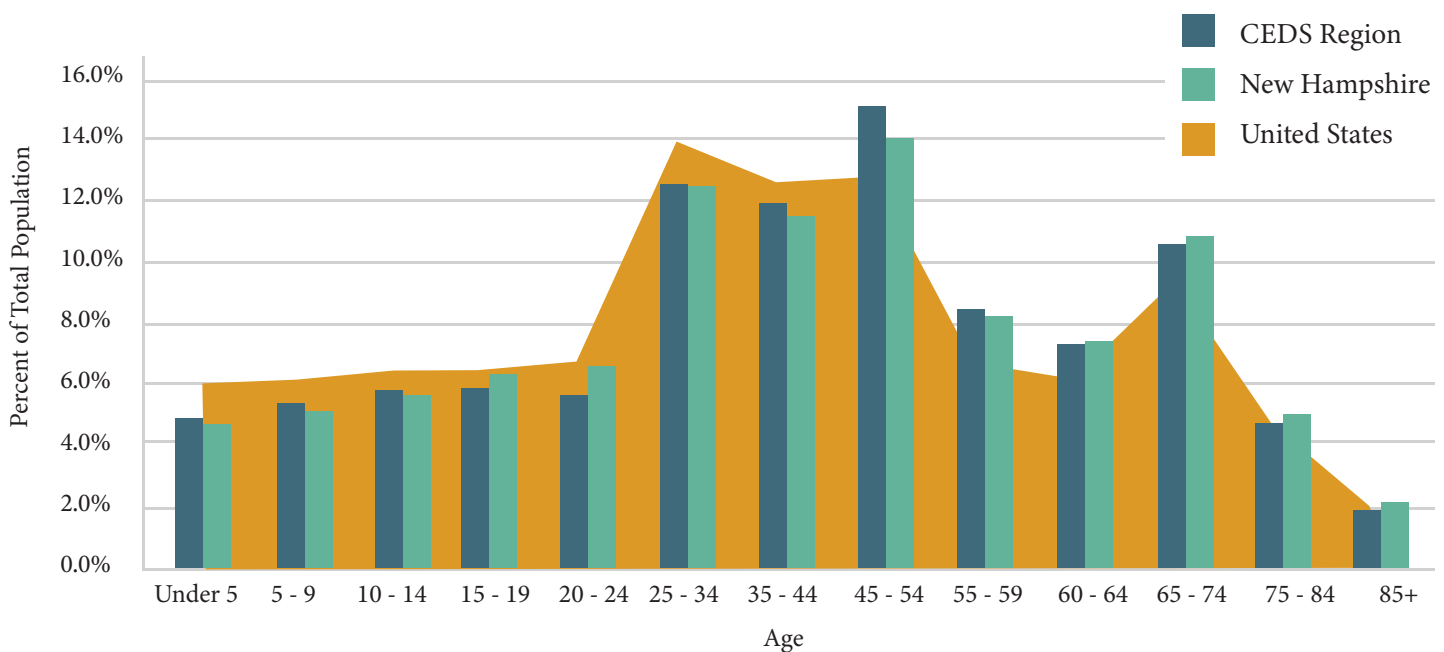
higher than that of the state at 43.0 years. The regional median age has increase by over two years since the 2010 Census, when it was 41.1 years. Upon further examination at the subregional level, both the Eastern and Central subregions have an average age greater than that of New Hampshire (46.8 years and 45.0 years, respectively). Both subregions increased in median age since 2018. Whereas the more populous Western subregion has a lower median age (41.4 years), and it remained the same as it was in 2018. The Western subregion is home to the city of Nashua, where the median age of its 89,000 residents is 39.5 years.

There are eight communities with a median age over 50, six of which are in the Eastern subregion and two in the Central subregion. There are only two communities with a median age less than 40: Derry (38.9) and Nashua, both in the Western subregion. The median age in the United States in 2020 was 38.2 years.

The REDC CEDS region and the state have a similar median age, and the distribution of ages among the cohorts is similar. The 45-54 cohort is the largest for both the region and state, making up 15.1% and 14% of the population, respectively. However, on the national level, the 25-34 cohort is the largest at 13.9% of the population.

Age Distribution - CEDS Region & State

Source: U.S. Census Bureau, 2020 5-Year American Community Survey



Race and Ethnic Origin

In addition to population counts, the U.S. Census Bureau has released the 2020 Census data for race and ethnic origin. Like all of New Hampshire, the residents of the REDC CEDS region predominantly identify as white. However, those who identify as one-race, white-only decreased from 95.3% in 2010 to 87.3% in 2020. This is due to improvements and changes to the way the U.S. Census Bureau asked questions about race identity. The 2020 Census used the required two separate questions (one for Hispanic or Latino origin and one for race) to collect the races and ethnicities — following the standards set by the U.S. Office of Management and Budget (OMB) in 1997 (U.S. Census Bureau, August 12, 2021). These changes enable a more complete and accurate depiction of how people self-identify. According to the U.S. Census Bureau, these changes reveal that the U.S. population is

much more multiracial and more diverse than what was measured in the past.

According to the 2020 Census, just over 94% of the CEDS region's population reported having one race; this mirrors the results for the state. Just over 87% of the region's citizens reported their race as white only, with 1.2% identifying as black only, 3.2% as Asian only, and 8.3% as other race or more than one race. The Western subregion is slightly more diverse than the Eastern and Central subregions. Table A-4 in the Appendix has a full summary of the 2020 Census data regarding race.

Tables F-5 and F-6 in the Appendix report the American Community Survey data for 2020 regarding citizenship. In the REDC CEDS region, 93% of its residents were born in the U.S., Puerto Rico/U.S. Islands, or abroad to U.S. parents. Roughly 4% of the population are naturalized citizens. Of those foreign-born citizens, the largest percentages were born in Asia (38.6%), followed by 25.7% in Europe, and 22.5% in Latin America.

Housing Availability

REDC uses the American Community Survey 5-year data for reporting on housing stock estimates. Table B-1 of the Appendix lists housing estimates for 2018 through 2020.

In 2020, there were 198,959 total housing units within the REDC CEDS region, with 54% of those units within the Western subregion (107,116 units). The Eastern subregion follows with 50,593 units (25%), and finally the Central subregion with 41,250 units (21%). This correlates to the population data within the respective subregions.

New Hampshire continues to experience net growth in total housing units; however, low rental vacancy rates, low for-purchase housing supply, and record high prices suggests that new growth is not keeping up with demand. From 2000 to 2010 the REDC

CEDS region saw an estimated 18,754 new units built, but from 2010 - 2020 the REDC CEDS region saw only an estimated 8,542 new units built.

What continues to stand out in the 2020 data, especially given the housing supply shortage in New Hampshire, is the percent of vacancies for for-purchase homes in the region. The Eastern subregion has the highest percent of vacancies compared to the Central and Western REDC subregions (11.8% for Eastern, 6.1% for Central, and 4% for Western). The Census Bureau considers any home unoccupied on April 1st to be "vacant." In the Eastern subregion, which includes the coastal communities of Hampton, New Castle, Rye, and Seabrook, high vacancy rates combined with high prices suggests that the vacancy rate is driven by summer rentals and secondary homes. However, the REDC CEDS region fares better than the state, which had a for-purchase vacancy rate of 15.6% in 2020.

Housing Sales and Purchase Price

New Hampshire Housing Finance Authority (NH HFA) compiles a housing purchase price database annually for new and existing homes, condominiums, and non-condominium sales. Summarized results from 2021 for all counties in the state are presented in Table B-4 of the Appendix. In addition, individual community results for the REDC CEDS region and counties covering the 12-month period from January 2021 to December 2021 are presented in Table B-5.

Based on the sales data across New Hampshire for 2021, the average sale price of a home (new or existing) increased by \$47,667 when compared to 2020 values (a 16% increase). Between 2016 and 2021, the average sale price of a home (new or existing) increased by \$120,000 (a 52% increase). Sale prices were up across the state in 2021 with an increase in the average price for every county.

In 2021, the highest average sales price for all homes

All Home Sales, Median Sales Price

Source: NH Housing Finance Authority Purchase Price Database, median prices

	2017	2018	2019	2020	2021	1-yr change 2020 to 2021	% Change 1-yr	5-yr change 2017 to 2021	% Change 5-yr
CEDS Eastern Subregion	\$391,553	\$403,015	\$421,309	\$476,830	\$512,247	\$35,417	7.4%	\$120,694	30.8%
CEDS Central Subregion	\$294,986	\$314,465	\$336,512	\$369,741	\$434,148	\$64,407	17.4%	\$139,162	47.2%
CEDS Western Subregion	\$279,097	\$293,171	\$309,048	\$354,846	\$412,156	\$57,310	16.2%	\$133,059	47.7%
REDC CEDS Region	\$310,053	\$322,818	\$340,671	\$388,032	\$441,156	\$53,124	13.7%	\$131,103	42.3%
Hillsborough County	\$250,000	\$265,000	\$282,000	\$317,000	\$372,266	\$55,266	17.4%	\$122,266	48.9%
Rockingham County	\$314,000	\$330,000	\$349,000	\$395,000	\$449,933	\$54,933	13.9%	\$135,933	43.3%

was in Rockingham County, with an average cost of \$449,933, up \$54,933 from 2020 (a 14% increase), and a 5-year increase of \$155,933 (a 53% increase). The second highest average sales price was in Hillsborough County at \$372,266, up \$55,266 from 2020 (a 12% increase), and up \$137,266 over the past 5 years (a 58% increase). Rockingham and Hillsborough counties were the only counties above the statewide average sale price of \$350,000, but with Rockingham and Hillsborough counties contributing most of the home sales in the state, this is not surprising.

When looking at the towns and cities that comprise the REDC CEDS region, the median transaction price for all homes in the region was \$441,485, up 13.8% from 2020. In 2021, the highest median price for all sales was recorded in the town of New Castle at \$1,253,000 which saw 15 total transactions. During the same period, the lowest median sale price was in the town of Raymond at \$350,000 with 125 total transactions. In 2021, the average transaction price for a home sale was largest in the Eastern subregion (\$512,247), followed by the Central subregion (\$434,148), and finally the Western subregion

(\$412,156). It should be noted that calculations based on sample sizes less than 50 are considered highly volatile, and eight of the 42 communities reported fewer than 50 sales during 2021. Additionally, the REDC regional and subregion totals are based on weighted averages of all reporting communities.

For sales of new homes, 34 of the 42 communities in the REDC CEDS region had ten or fewer new home sales during 2020, and no communities had over 50 new home sales during the past year. The year-to-year change in new home prices is extremely volatile due to the small sample size. Looking at the five-year trend from 2016 to 2021, new home sale prices were up about 39% in the REDC CEDS region and 38% for the state. The rising cost of materials, supply chain delays, and hiring challenges all contributed to new construction amounting to only 2% of all statewide sales.

While prices continue to rise, total sales statewide declined slightly between 2020 and 2021 (a decrease from 20,201 to 20,014), continuing last year's downward trend. However, within the REDC CEDS region, the trend was reversed as total sales increased

slightly from 6,898 to 6,961. Of the 6,961 total sales reported in 2021 for the REDC CEDS region, 97% (6,729) were existing homes and only 3% (235) were new construction. Sales in the REDC CEDS region made up 34.8% of all home sales for the state.

In 2021, 54% of all home sales for the REDC CEDS region were made in the Western subregion, where the population is most dense. The Western subregion had the greatest number of sales (3,761), followed by the Eastern (1,713) and Central (1,487) subregions.

Housing Rental Prices

In addition to housing sales data, New Hampshire Housing Finance Authority (NH HFA) collects data on average rental costs in towns and cities across the state. NH HFA sends rental cost surveys to landlords of rental units and summarizes the results annually each June. Completing the survey is voluntary; therefore, the data provided cannot be considered a comprehensive look at the rental picture in southern NH. In 2021, the highest average monthly rental prices can be found in the Western subregion at \$1,727 per month, with the highest average rental cost in Merrimack at \$1,819 and the lowest average

monthly rental cost in Derry at \$1,407. The Central subregion averaged \$1,336 per month with prices from \$881 to \$2,012 per month, while the Eastern subregion averaged \$1,678 per month with prices from \$1,381 to \$1,881 per month. The table below summarizes the average monthly rental prices for our region and the state of New Hampshire. Note that the subregion averages are calculated as an average based on only those communities reporting data within the subregion, and those communities are not the same from year to year. Therefore, a year-to-year comparison of the CEDS region and subregions is not advised.

According to New Hampshire Housing's 2021 Residential Rental Cost Survey, rising rental costs and low vacancy rates continued to be the trend for most of the state in 2021. The statewide average monthly rent increased modestly from \$1,283 to \$1,373 between 2020 and 2021. Hillsborough and Rockingham counties continue to be among the most expensive counties in the state with average rents of \$1,526 and \$1,556, respectively. Supply continues to be a problem across the state with vacancy rates below 1%. The housing crisis was made worse by the COVID-19 pandemic, which strained an already tight housing market.

NH HFA Average Monthly Rental Prices

Town/Area	2017	2018	2019	2020	2021	1 Year % Change	5 Year % Change
CEDS Eastern Subregion Average	\$1,535	\$1,391	\$1,593	\$1,659	\$1,678	n/a	n/a
CEDS Central Subregion Average	\$1,182	\$1,109	\$1,288	\$1,343	\$1,336	n/a	n/a
CEDS Western Subregion Average	\$1,266	\$1,309	\$1,496	\$1,572	\$1,727	n/a	n/a
REDC CEDS Region Average	\$1,314	\$1,243	\$1,417	\$1,469	\$1,501	n/a	n/a
Hillsborough County Average	\$1,280	\$1,346	\$1,350	\$1,412	\$1,526	8.1%	19.2%
Rockingham County Average	\$1,268	\$1,245	\$1,534	\$1,548	\$1,556	0.5%	22.7%
State of NH Average	\$1,143	\$1,177	\$1,303	\$1,283	\$1,373	7.0%	20.1%

Source: NH HFA, rental prices are average as reported by each community for all rental units, regardless of size.

Note: The subregion averages are based on the average monthly rental rates for those towns reporting rates. A comparison of rental rates from year to year for the REDC CEDS region and subregions cannot be made due to the fact that the towns reporting rates are not the same from year to year.

Deed Foreclosures

The Warren Group 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. The table below summarizes the annual number of foreclosed deeds in the three subregions of the REDC CEDS region, as well as county- and state-wide information. In addition, Table B-7 of the Appendix lists the foreclosure data in a town-by-town format.

There were significantly fewer foreclosures in 2020 and 2021 than in previous years, due to the foreclosure moratorium in response to COVID-19. The Federal Foreclosure Moratorium ended on July 31, 2021. In 2020, there were 58 foreclosures in the REDC CEDS region and 26 in 2021, compared to 194 in 2019. Statewide there were 262 foreclosures in 2020 and 159 in 2021, compared to 731 in 2019. In 2021, the majority of foreclosures in the REDC CEDS region were in the Western subregion, which is expected since it also has the largest housing stock across the region. While foreclosures have been declining for nearly a decade, the federal moratorium prevents any meaningful year-to-year comparisons from the last two years.

Employment and Wages

Note: the most current data available is used in this section; however, the bulk of the data comes from pre-COVID-19 years, when the economic impacts of the pandemic are not yet recorded. The *Regional Economy* section (pages 48 — 57) has a more complete picture of the region's current economic situation.

Hillsborough and Rockingham counties continue to be the hub of employment for the state of New Hampshire. Although there was an economic downturn during the first year of the pandemic,

the two counties provide nearly 54% of the state's total employment in 2020. The two-county region witnessed a loss of 288 places of employment and 23,061 jobs. 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 2020, the latest available from the Labor Market Information Bureau of the NH Department of Employment Security.

In 2020, as in years past, the Retail Trade industry (NAICS Codes 44-45) supported the largest number of jobs in Rockingham County at 23,398 jobs, which was down 1,691 jobs (6.7%) from 2019. The Health Care and Social Assistance (NAICS 62) provided the most employment in Hillsborough County at 28,985 positions, which was also down about 2,000 jobs (6.4%). In Rockingham, Retail Trade supported just 16.5% of all employment, followed by Health Care and Social Assistance (16,220 jobs), which supplied 11.4% of employment, and Manufacturing (NAICS 31-33) at 11% (15,619) of the jobs. Meanwhile in Hillsborough County, Health Care and Social Assistance supported 15% of all employment during 2020, followed by Retail Trade with 25,931 jobs at just 13.5%, and Manufacturing (25,408 jobs) at 13.2%. There has been little variation in these top categories of employment over the past several years. The hardest hit industries in both counties were Arts, Entertainment, and Recreation (NAICS 71) and Accommodation and Food Services (NAICS 72). These sectors were particularly hard-hit due to closures and then restrictions during the early stages of the pandemic. During 2020, the Arts, Entertainment, and Recreation sector lost over 31% of jobs in Rockingham County and 25.5% in Hillsborough. The Accommodation and Food Services lost the most overall jobs 3,144 in Rockingham and 3,314 in Hillsborough, roughly 20%.

Annual Unemployment

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

Note: These figures represent employers located within the region and not employees who reside within the region.

Area	2019 Averages			2020 Averages		
	Establishments	Avg. Annl. Employment	Average Weekly Wage	Establishments	Avg. Annl. Employment	Average Weekly Wage
CEDS Eastern Communities	4,823	75,944	\$1,064	4,884	71,802	\$1,137
CEDS Central Communities	2,294	25,516	\$886	2,257	24,130	\$962
CEDS Western Communities	7,672	133,860	\$1,148	7,577	125,956	\$1,273
REDC CEDS Region	14,789	235,320	\$1,008	14,718	221,888	\$1,095
Hillsborough County	11,481	205,989	\$1,220	11,276	192,746	\$1,350
Rockingham County	10,377	151,694	\$1,110	10,294	141,876	\$1,204
New Hampshire	48,798	665,374	\$1,128	48,912	624,442	\$1,247

Table C-3: Employers, Employment, and Wages by Community in the Appendix looks at similar data for establishments, employment, and wages, but at the local level rather than by industry class, for the most current two years of data (2019-2020). A summary of that information for the region, counties, and state is provided in the table above. Looking at the annual changes from 2019 to 2020, employers, employment, and wages generally decreased across the region, due to the pandemic. The REDC CEDS region lost 13,432 jobs and 71 establishments in 2020. The Western subregion continues to hold the largest base of employment due to the size of the Nashua regional area. Additionally, it has the highest average weekly wage of the three subregions.

As in previous years, over half of the jobs within the REDC CEDS region are in the Western subregion (57%), followed by 32% in the Eastern subregion and 11% within the Central subregion. The distribution of jobs within the region has not changed substantially in several years. Altogether, the 42 communities of the region contain 35.5% of all jobs within New Hampshire.

Tables C-2, C-3, and C-5 in the Appendix include weekly wage information in addition to the employer and employment data already discussed. The Appendix tables show changes in numbers of employers, employees, and average wages from

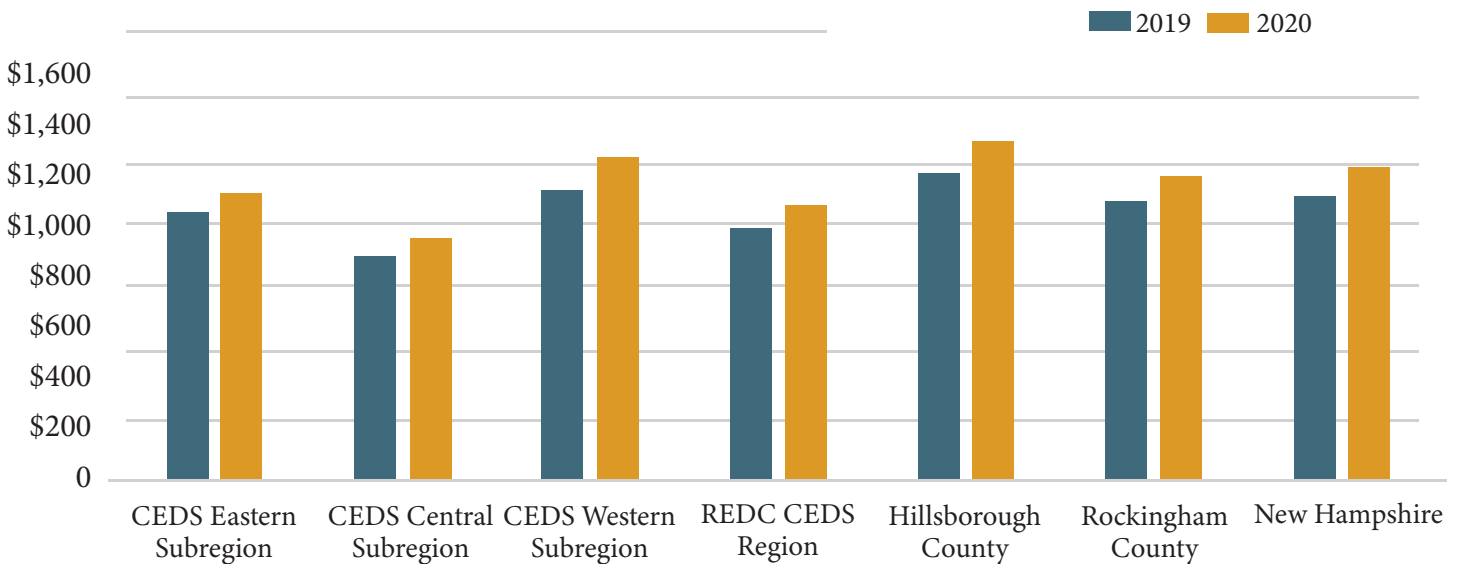
2019 and 2020. REDC presents the data for each community within the REDC CEDS region and summarized by CEDS subregion, but it should be noted that some data is suppressed in smaller communities or where a single employer makes up more than 80 percent of the collected data. This means that the subregional 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.

The chart to the right outlines the average weekly wages for the region and state for the most recent two years of data. Despite the economic downturn caused by the pandemic, the average weekly wage for the state increased by \$119/week, roughly 10.6% from 2019 to 2020. As in years past, only the Western subregion had an average wage greater than that of the state due to the higher wages in western Rockingham County and the greater Nashua area.

The average weekly wage for the REDC CEDS region increased by \$88/week from 2019 to 2020. The largest single year increase was in the Western subregion, which was up \$125/week, for an 11% increase. The Eastern subregion continues to be the second highest wage earner at \$1,137/week, up \$72/week (6.8%), followed by the Central subregion at \$962/week, up \$76/week (8.6%).

Average Weekly Wages

Source: NH Department of Employment Security, Labor Market Information Bureau



Although the region is doing fairly well in terms of employment and wages, the region makes less than the state average wages. Only the Western subregion continues to have an average weekly wage above that of the state, yet even then, only three of the nine communities comprising the region are above the state's \$1,247/week average. In the Eastern subregion, only four of 16 communities are above the state average, and in the Central subregion, only one of the 17 communities is above the state average wage. At \$1,095/week, the REDC CEDS region's average weekly wage is approximately 12% less than the state average.

Within the region, the highest average wage rate in 2020 was once again in the town of Merrimack at \$2,196 weekly, followed by Newington and Portsmouth at \$1,436/week and \$1,483/week, respectively. The lowest average weekly wage during 2020 continues to be for employees working in the town of Epping at \$752/week.

When examining the average weekly wages for each employment sector, the top earners in Rockingham County during 2020 were Management

of Companies/Enterprises (NAICS 55) and Utilities (NAICS 22) at \$2,714 and \$2,691/week, respectively. For Hillsborough County, the top wages went to the Finance and Insurance sector (NAICS 52) at \$2,887/week and Professional and Utilities (NAICS 22) at \$2,306/week.

The lowest weekly wage for both counties was found in the Accommodation and Food Services sector at \$484/week in Rockingham County and \$444/week in Hillsborough.

Unemployment Rates and Trends

Table C-4 in the Appendix includes town-by-town annual unemployment data from 2011 through 2021. Over this ten-year period, rates continually decreased until 2020 when the COVID-19 pandemic caused a significant disruption to the regional, state, and national economy. While the rates hadn't returned to pre-pandemic levels by the end of 2021, the economy was recovering significantly.

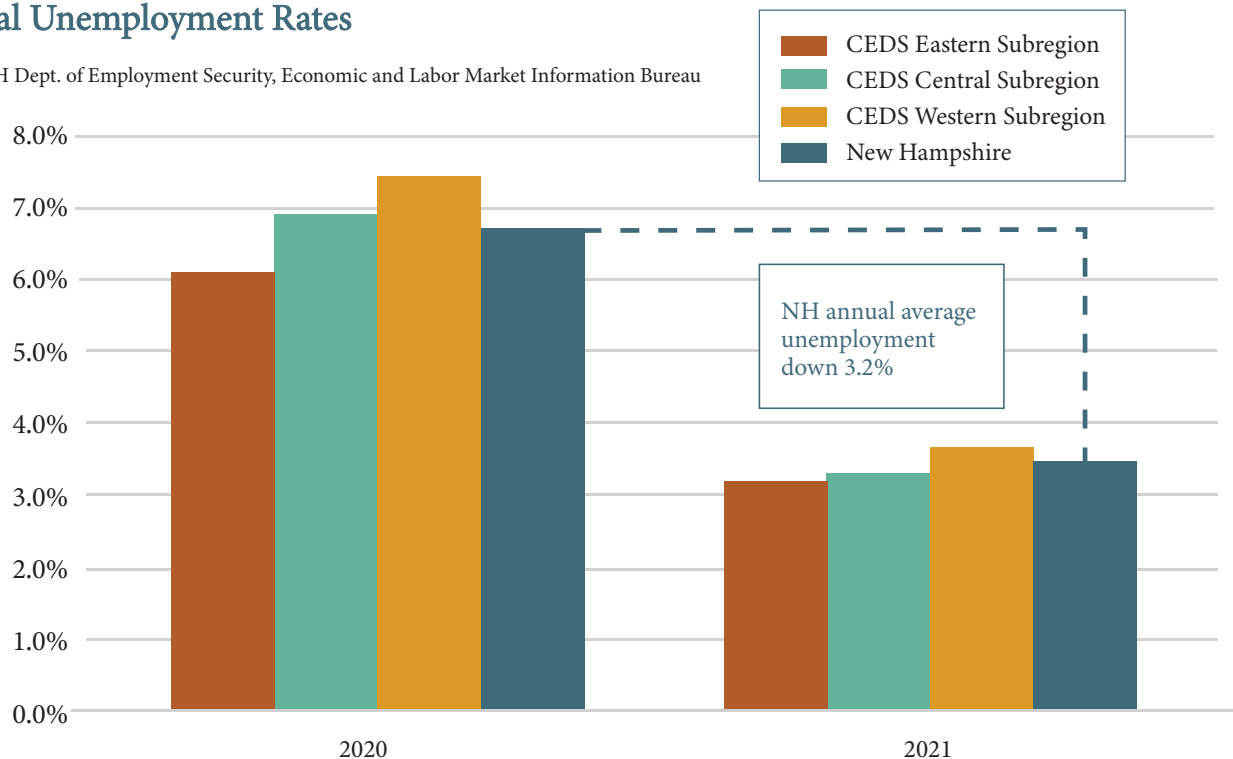
Looking at the average annual (not seasonally adjusted) unemployment data, rates increased approximately 3% to 6% from 2019 to 2020 and then dropped about 3% to 4% in 2021. Most of the communities in the REDC CEDS region, the two counties in the region, and the state of NH are up roughly 1% from 2019 to 2021. The peak impacts of the shutdowns were felt in April and May 2020. Pre-COVID-19, the unemployment rates for Hillsborough and Rockingham counties were around 3%, however in April, they soared to over 17% due to the closure of many businesses. By the end of 2021, rates had mostly recovered, with both Rockingham and Hillsborough counties at 2.4% unemployment for the month of December.

The 2021 annual unemployment rate for the REDC CEDS region was 3.3%, which was down 3.4% from 2020. Within the region, the largest annual decrease in the unemployment rate from 2020 to 2021 was in the Western subregion, which was down 3.8% for the year, but at a rate of 3.7% for 2021, the subregion had the highest annual unemployment within the region. The Eastern subregion, which experienced the smallest pandemic impact, had the lowest decrease in rate, down 3.0% in 2021. The chart below outlines the annual unemployment rates for the REDC CEDS region and the state for the two most recent years.

In addition to reviewing unemployment data on a town-by-town basis, the CEDS also reviews information based on the various NECTAs

Annual Unemployment Rates

Source: NH Dept. of Employment Security, Economic and Labor Market Information Bureau



throughout its region. The U.S. Office of Management and Budget (OMB) 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 regional NECTAs and country were at five-year lows for unemployment at the conclusion of 2019 and start of 2020; however, the 2020 annual rates were higher due to the economic disruption of the pandemic. By the start of 2022, unemployment rates had recovered, with the March 2022 (not seasonally adjusted) rates lower than the pre-pandemic February 2020 rates. The REDC CEDS region and the state continue to have unemployment rates at least one percentage point below that of the U.S.

Monthly Unemployment Rates* For Regional NECTAs

*Rates are Not Seasonally Adjusted

Source: NH Economic and Labor Market Information Bureau

	January 2020	February 2020	March 2020	January 2021	February 2021	March 2021	January 2022	February 2022	March 2022
Manchester NH MetroNECTA	2.8%	2.8%	2.6%	4.7%	4.5%	4.3%	3.3%	2.3%	2.3%
Nashua NH-MA NECTA Division, NH Portion	3.4%	3.4%	3.1%	4.9%	4.8%	4.4%	3.7%	2.7%	2.5%
Pelham Town, NH Portion, Lowell-Billerica-Chelmsford MA-NH NECTA Division	4.1%	4.0%	3.8%	5.5%	5.5%	5.1%	4.8%	3.9%	3.3%
Portsmouth NH-ME MetroNECTA, NH Portion	2.8%	2.7%	2.6%	4.3%	4.2%	4.0%	3.1%	2.2%	2.2%
Raymond NH LMA	3.2%	3.2%	2.9%	4.1%	4.0%	4.0%	3.2%	2.4%	2.3%
Salem Town, NH Portion, Lawrence-Methuen-Salem MA-NH NECTA Division	4.0%	4.1%	3.7%	5.4%	5.4%	5.0%	4.3%	3.2%	3.0%
Seabrook-Hampstead Area, NH Portion, Haverhill-Newburyport-Amesbury MA-NH NECTA Division	3.8%	3.9%	3.7%	5.4%	5.3%	4.9%	4.3%	3.3%	3.0%
Hillsborough County	3.1%	3.2%	2.9%	4.9%	4.8%	4.4%	3.6%	2.5%	2.4%
Rockingham County	3.3%	3.3%	3.1%	4.7%	4.6%	4.3%	3.6%	2.6%	2.5%
New Hampshire	3.1%	3.1%	2.8%	4.7%	3.1%	3.2%	3.5%	2.5%	2.4%
United States	4.0%	3.8%	4.5%	6.8%	6.6%	6.2%	4.4%	4.1%	3.8%

New Hampshire has always ranked well regionally and nationally in pre-COVID-19 years. In 2019, with an unemployment rate of 2.5%, New Hampshire was second only to Vermont with the lowest unemployment rate in the New England region, and third on the national scale. However, in 2020, NH's unemployment rate increased more than several other states, and at 6.7% annual unemployment, NH ranked 22nd nationally. By the end of 2021, New Hampshire had made significant progress with its recovery, ending the year with at 3.5% unemployment, which ranked ninth overall, and was 1.8 points lower than the U.S. annual average. NH was only 0.1 points higher than neighboring Vermont, placing it second lowest annual unemployment rate in New England.

Labor Force

While a low unemployment rate is one indication of a healthy economy, it is not the whole picture. The labor force, which decreased during the pandemic,

continued to remain low across the region. The U.S. Bureau of Labor Statistics defines Civilian Labor Force as all people age 16 and older who are classified as either employed or unemployed. Conceptually, the labor force level is the number of people who are either working or actively looking for work. Table C-6 in the Appendix tracks the annual averages for civilian labor force data at the county and state level, along with the other New England states. The table on page 45 summarizes some of the data.

From 2019 to 2021, New Hampshire's labor force decreased by 18,000 workers, or 2.3%, of the labor force. Declining labor force rates were also similar in Hillsborough and Rockingham counties, and greater than the nation on a percentage-basis. In Vermont, where the population of workers is significantly smaller to begin with, the labor force decreased by 7.8% from 2019 to 2021. Rhode Island is the only New England state to nearly recover its labor force by the end of 2021. There are many businesses in the region that are actively looking for employees and there is a worker shortage.

Civilian Labor Force and Unemployment 2019-2021

Source: NH Employment Security, U.S. Bureau of Labor Statistics
 Note: Data for years 2018-2021 were revised and updated in 2022.
 Labor Force values are show in thousands

	2019		2020		2021		change 2019 to 2021	
	Civilian Labor Force	Unempl. Rate (%)	Civilian Labor Force	Unempl. Rate (%)	Civilian Labor Force	Unempl. Rate (%)	Civilian Labor Force	% change
Hillsborough County	242.8	2.7	240.1	7.0	237.1	3.6	-5.6	-2.3%
Rockingham County	188.6	2.8	186.0	7.1	185.0	3.5	-3.6	-1.9%
New Hampshire	773.4	2.6	761.7	6.7	755.4	3.5	-18.0	-2.3%
Connecticut	1,950.3	3.5	1,750.0	7.8	1,855.9	6.3	-94.4	-4.8%
Maine	701.6	2.8	675.2	5.0	681.9	4.6	-19.7	-2.8%
Massachusetts	3,831.9	3.1	3,741.7	9.4	3,750.9	5.7	-81.1	-2.1%
Rhode Island	572.4	3.6	567.1	9.2	571.0	5.6	-1.3	-0.2%
Vermont	356.0	2.3	341.1	5.6	328.2	3.4	-27.7	-7.8%
New England	8,188.7	3.1	7,982.7	8.2	7,943.3	5.4	-245.4	-3.0%
United States	163,539	3.7	160,742	8.1	161,204	5.3	-2335	-1.4%

A shrinking labor force is typically caused by an aging population that retires, young people staying in school, others leaving work to return to school, or migration to another region or state. During the pandemic, for most of 2020 and the beginning of 2021, the state of NH suspended the requirement that individuals drawing unemployment actively look for work, and many hoped to see an increase in the labor force once the moratorium was lifted. Lack of reliable childcare spurred by the pandemic is one reason some households continue to have one parent out of the labor force. In addition, workers are quitting jobs in record numbers. Designated the Great Resignation, roughly 47 million workers voluntarily quit their jobs in 2021 (CNBC April 13, 2022). In a 2022 survey from FlexJobs, the number one reason cited for leaving is a toxic company culture. Additional reasons listed include low salary, poor management, and a lack of a healthy work-life balance.

Income and Poverty

Note: the most current data available is used in this section which comes from 2020 when the pandemic started and recovery hadn't yet occurred.

The ACS collects data regarding income and poverty, and categorizes it by factors such as ethnicity, gender, age, family type, etc. For the purposes of the annual CEDS updates, REDC narrowed down the scope of data to look solely at the per capita income, since this is the factor that is often used in various reports and distress criteria. The ACS defines per capita income as the mean money income received in the past 12 months computed for every man, woman, and child in a geographic area. It is derived by dividing the total income of all people 15 years old and over in a geographic area by the total population in that area and rounded to the nearest whole dollar. Although total population includes those less than 15, income data is not collected for people under 15 years.

Poverty is calculated as a percentage of the population below the poverty threshold, rather than giving a numerical dollar value. The Census Bureau uses a set of money income thresholds that vary by family size and composition to determine who is in poverty. If a family's total income is less than the family's threshold, that family and every individual in it is considered to be in poverty. The official poverty thresholds do not vary geographically, but they are updated for inflation using the Consumer Price

Index (CPI-U). The official poverty definition uses money income before taxes and does not include capital gains or noncash benefits (such as public housing, Medicaid, and food stamps).

Table F-3 in the Appendix lists the per capita income for annual 12-month periods from 2015 through 2020 for the municipalities within the CEDS region, as well as Hillsborough and Rockingham counties, New Hampshire, and the United States. Similarly, Table F-4 lists the percentage of the population considered below the poverty threshold for the same period and locations. The subregional and regional values of both tables are based on population counts.

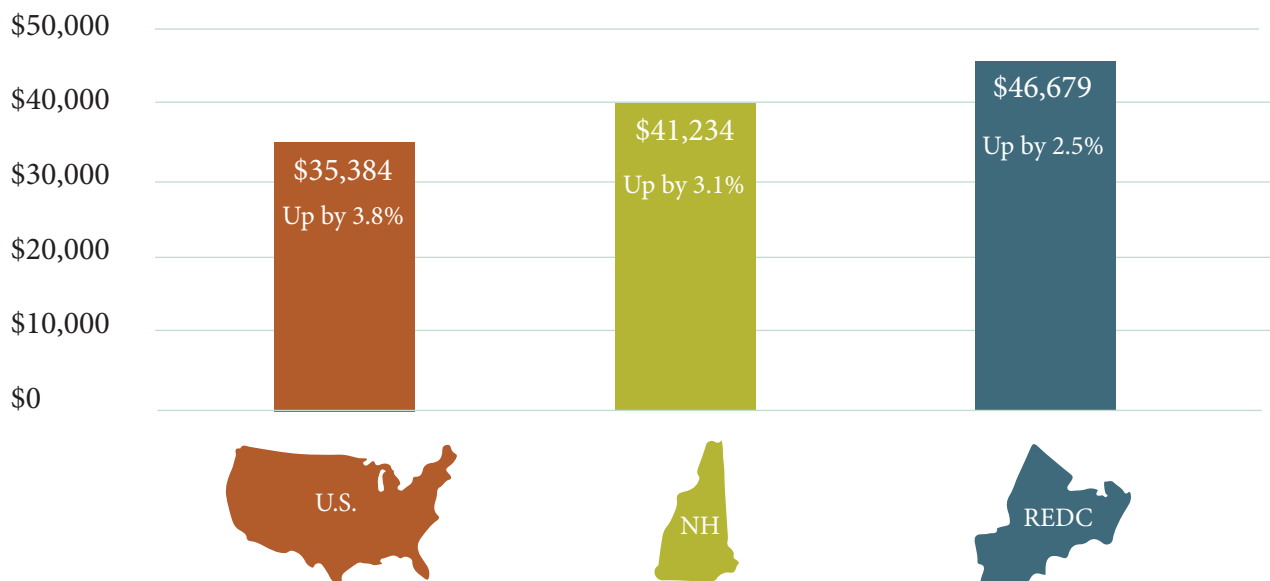
In 2020, the average per capita income for the REDC CEDS region, generated from the ACS five-year data from 2015-2020 and adjusted to 2020 dollars, was \$46,679, which was up \$1,124 (2.5%) from 2019. In previous years, the entire CEDS region, the two-county area in our region, and the state generally

experienced an increase in the per capita income year-over-year; however, from 2019 to 2020 only roughly two-thirds of the municipalities had an increase in PCI. This is most likely attributed to the COVID-19 pandemic which began in March 2020, impacting household incomes due to layoffs and closures. The Eastern subregion retained the highest per capital income in the region at \$55,749, with a 3.4% increase from 2019. The Central subregion experienced increased growth at 1.0% between 2019 and 2020, with an average income of \$44,308 in 2020, while the Western subregion, which has the lowest per capita income for the region at \$44,074, grew 2.6% over the year.

In 2020, the REDC CEDS region average per capita income continued to exceed the United States average of \$35,384 by about 32%. Although not as large of a difference, the New Hampshire state average annual income of \$41,234 was still 17% greater than that of the national average.

2020 Per Capita Income

Source: American Community Survey 5-year estimates.



At \$33,888, the town of Raymond continued to be the only municipality in the region with a per capita income lower than that of the nation and remains the lowest per capita income average in the REDC CEDS region. Although it was down just over 10% from 2019 to 2020 at \$120,230, New Castle continued to have the highest per capita income level within the region.

Poverty Levels from 2015 to 2020

Source: U.S. Census Bureau, American Community Survey 5-year data

Area	2015	2016	2017	2018	2019	2020	2018-2019 one-year change
CEDS Eastern Communities	6.3%	5.7%	5.1%	4.9%	5.1%	5.3%	0.2%
CEDS Central Communities	5.0%	5.0%	4.6%	4.6%	4.2%	4.9%	-0.7%
CEDS Western Communities	6.9%	6.9%	6.7%	6.2%	5.7%	5.4%	-0.4%
REDC CEDS Region	6.4%	6.2%	5.9%	5.6%	5.3%	5.2%	-0.1%
Hillsborough County	8.8%	8.6%	8.6%	8.1%	7.8%	7.4%	-0.4%
Rockingham County	5.5%	5.1%	4.8%	4.7%	4.6%	4.6%	-0.0%
New Hampshire	8.9%	8.5%	8.1%	7.9%	7.6%	7.4%	-0.2%
United States	15.5%	15.1%	14.6%	14.1%	13.4%	12.8%	-0.6%

Although per capita incomes generally continued to increase across the region and state from 2019 to 2020, poverty levels remained fairly flat. A summary of the poverty levels for our region, state, and U.S. for the most recent five years of data is listed above. As one might expect, New Hampshire residents experience a much lower poverty rate than that of the U.S. Similarly, most of the CEDS region fared better than the state on whole.

Although slightly higher than the previous year, the Central subregion continued to experience the lowest level of poverty in the region, at 4.9% in 2020. There were five communities within the REDC CEDS region having poverty levels at or above the state level of 7.4%. With an unexplained increase of 10.7 points from 2019 to 2020, East Kingston had the highest poverty rate in the region and at 16.2%, exceeded that of the national poverty rate. Litchfield continued to have the lowest rate of poverty at 0.5% for the second year in a row.

THE REGIONAL ECONOMY

By Scott Lemos, Lecturer, Economics and Management, University of New Hampshire

New Hampshire Overview

2021: A Year of Recovery and Uncertainty for the NH, U.S., and Global Economies

The economic effects of the COVID-19 pandemic are still reverberating across the NH, U.S., and global economies. The immediate economic disruptions and losses brought on by the pandemic, such as those caused by the mandatory and voluntary lockdown measures to slow the spread of the disease, have largely been recovered through 2021. In particular, the steep economic downturn in early 2020 was met with a sharp resurgence in jobs in the latter half of the year and that resurgence has continued, though leveled out, through 2021. By the end of 2021, NH regained 97.1% of the jobs lost since the pre-pandemic peak, and the start of 2022 has brought continued, though modest recovery. Though the U.S. and NH economies were expected to make a full recovery toward the middle to latter half of 2021, the projections for a full recovery have been pushed off to the middle of 2022 due to the additional disruptions from the Delta and Omicron variants.

Even given the sharp resurgence of our economy since the depths of the pandemic in the first quarter of 2020, there are still major concerns about the economic outlook and expectations of a slow down or possible end to long period of growth within the state. These concerns arise primarily from three sources: (1) global supply-chain issues, (2) rising inflation concerns, and (3) the Russia-Ukraine conflict. Beyond the suffering and humanitarian crisis from the Russian invasion of Ukraine, the entire global economy, including the NH economy, will feel the effects of slower growth and faster inflation in its wake. Additionally, historically low unemployment in the state, though seen as a positive for those seeking employment, puts additional constraints on growth and these impacts have been exacerbated by the "Great Resignation", a nationwide labor market trend in which large

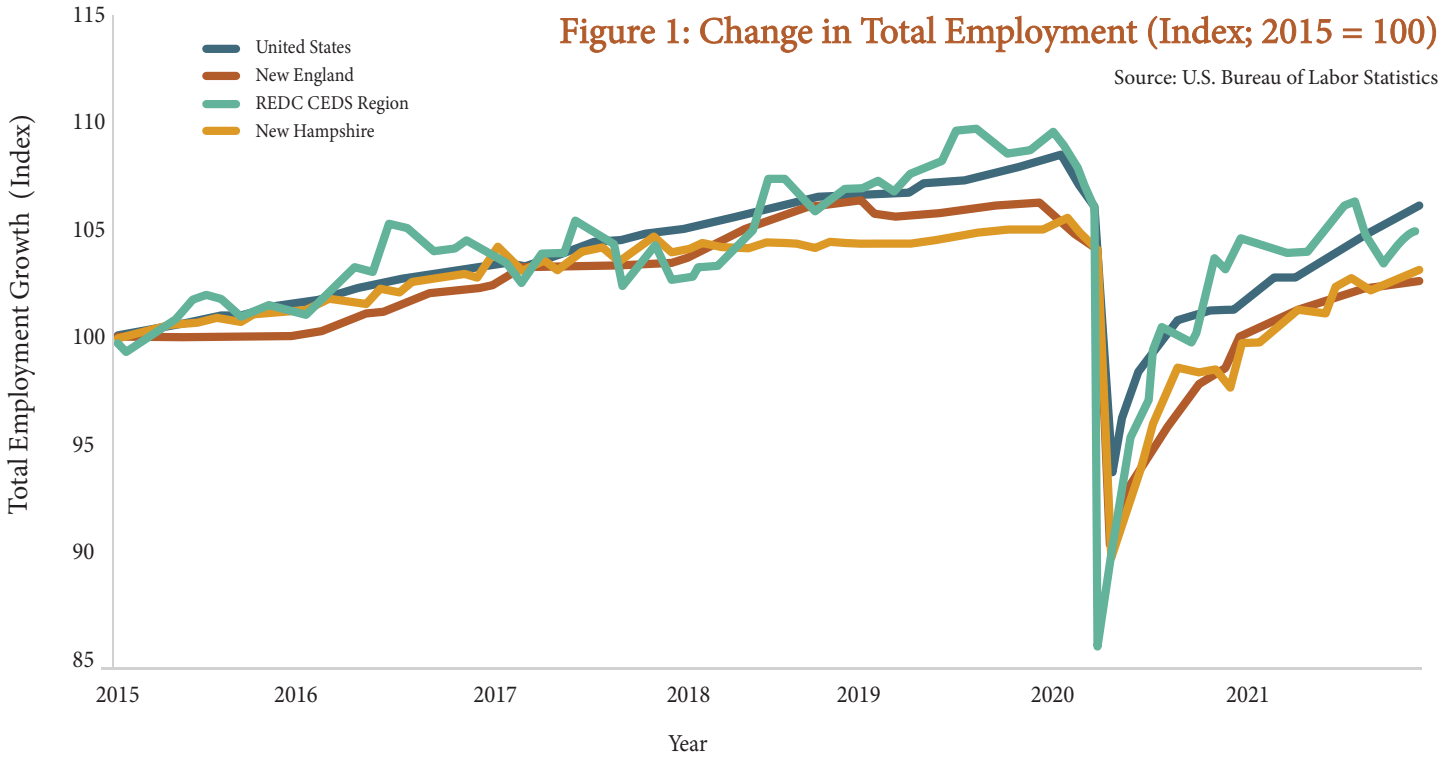
numbers of employees have voluntarily resigned from their jobs for reasons including wage stagnation, job dissatisfaction, and continued COVID-related concerns. New Hampshire has acutely felt the effects of this phenomena as its labor force, including those employed and those seeking employment, has fallen by 2.8%, or 22,000 workers, relative to its pre-pandemic peak. Therefore, as the state continues to recover from the past two years, access to a skilled workforce, supply-chain disruptions, and rising prices for all goods will continue to shape deeper, structural changes within the economy.

NH Economy in 2021: A Period of Turbulent Recovery for the State

Figure 1 highlights how the REDC CEDS, New Hampshire, New England, and the national economies fared since 2015, including the strong economic downturn in the first half of 2020 and subsequent upturn in the period since. NH and the REDC CEDS region had lower employment growth than the U.S. since 2015 and was hit harder by the COVID-19 pandemic, though, the REDC CEDS region has experienced greater employment growth than the U.S. in the second half of 2021. During the depths of the economic downturn, NH employment fell 16.4% from January to April 2020, whereas the U.S. lost 14.3% over the same period, representing the largest declines in employment history since the Great Depression. In the period since, the REDC CEDS region has lagged the recovery experienced by the state and U.S. overall. The U.S. has recovered 86% of jobs lost, NH 87%, and REDC CEDS region 81%, respectively.

Employment Trends

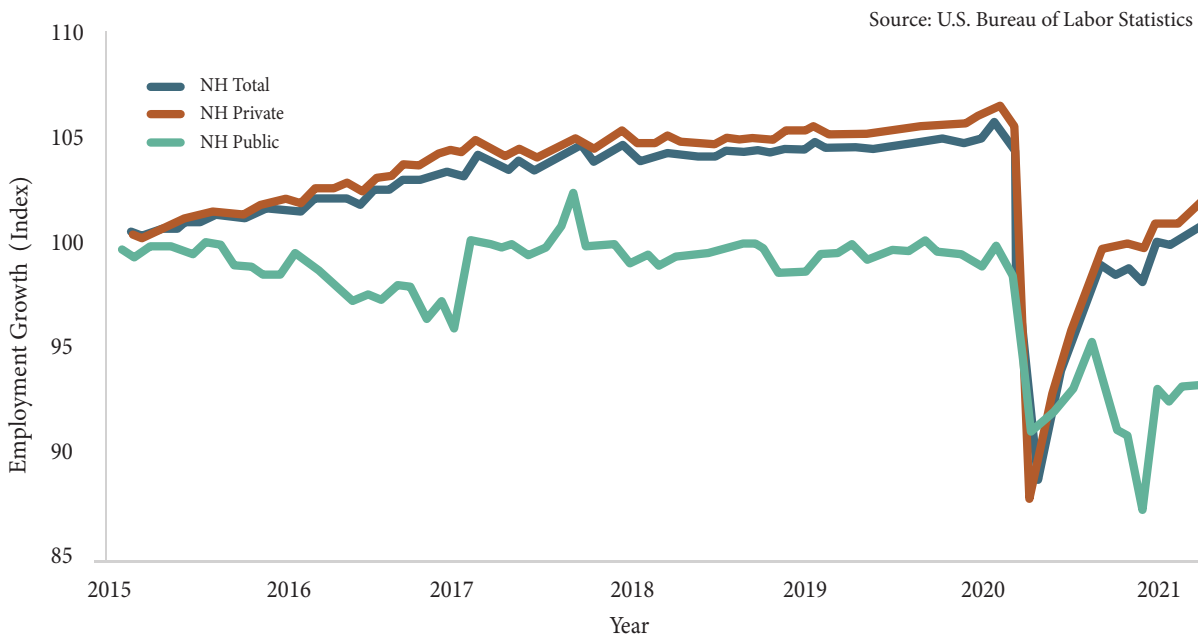
Figure 1 also highlights the difference in economic conditions between 2020 and 2021. The former was characterized by large employment swings due to extensive business closures that all but halted the economy. In the latter half of 2020, the NH economy regained 59.1%, or 66,700 of those jobs, as the



economy grew at rapid 11.9% over the period from May to December 2020. 2021 brought continued recovery for the state, though at a much slower pace. Through the year, the state added 30,200 jobs, representing growth of 4.6% over the period.

As Figure 2 indicates, the private sector in New Hampshire has been the driver of employment growth over the period. This has remained true throughout 2021, as the private sector grew by 21,600 jobs (3.8%), which accounted for all the job growth experienced in the state over the year, as the public sector lost 1,100 jobs (-1.3%) over the period.

Figure 2: Change in NH Employment: Total, Private, and Public (Index; 2015 = 100)



Employment by Industry

As Figure 3 shows, in New Hampshire all but one industry (Mining and Logging) experienced employment increases during 2021. The largest gains in employment were experienced across three industries: Professional and Business Services, which added 8,500 jobs over the period; Leisure and Hospitality, adding 8,100 jobs; and finally Education and Health Services, gaining 7,400 jobs in the same time. Together, these three sectors together accounted for 80% of private sector job growth across the state.

Unemployment

As Figure 4 shows, New Hampshire and the REDC CEDS region, until the March 2020 COVID-19 pandemic, had continued with very low unemployment rates, rates that were well below the national and regional averages. From 2007 to 2019, the unemployment rate in New Hampshire and the REDC CEDS region had consistently been 1 to 2 percentage points below the U.S. and New England levels. At the end of 2019, the unemployment rate in NH was at a seasonally adjusted rate of 2.6%, a rate below that prior to the 2008-2009 recession.

The COVID-19 pandemic significantly changed this picture as mass employment layoffs took hold during the second quarter of 2020 due to a halting of the economy following public safety lockdown measures. Unemployment rates peaked at a seasonally adjusted rate of 16.2% for the state, which is the highest recorded unemployment rate in modern history and higher than that experienced in the REDC CEDS region (15.6%) and New England (14.0%) more broadly. Fortunately, these spikes in unemployment were short-lived and unemployment rates for the state and REDC CEDS region fell to just above 4% by the end of 2020 and have continued to level off through 2021. Throughout the year, the REDC CEDS region continued to experience lower unemployment rates than that of NH, New England, and the U.S. By the end of 2021, the unemployment rate in the state and region had fallen to 3.0% and 2.3% respectively, effectively returning to their pre-pandemic levels.

NH Outlook: Employment Projections through 2023

Though longer-term structural impacts of the COVID-19 are still somewhat uncertain, the industries that were most immediately affected by

Figure 3: Year-Over-Year Private Sector Job Growth for New Hampshire (2021)

Source: NH Dept. of Employment Security, Economic & Labor Market Information Bureau

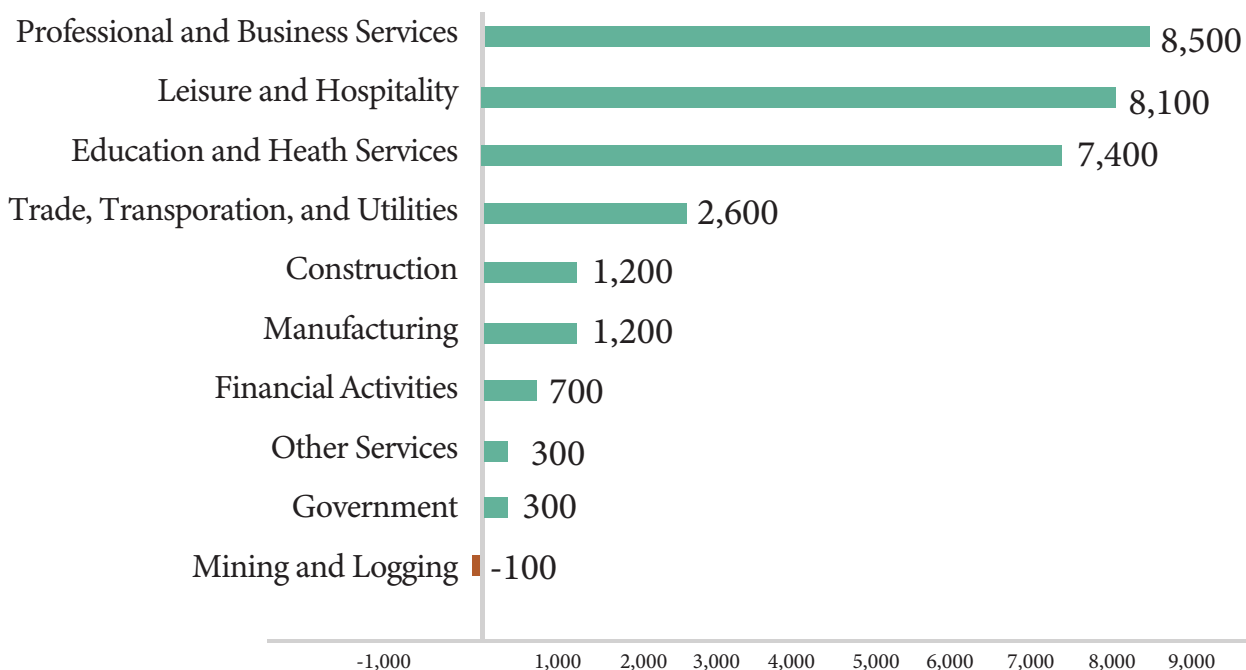


Figure 4: Unemployment Rate (2007-2021)¹

Source: U.S. Bureau of Labor Statistics

¹ Seasonally-adjusted data was not available for REDC CEDS region because of a change in BLS methodology. REDC CEDS region data was smoothed using a sixth order polynomial smoothing function.

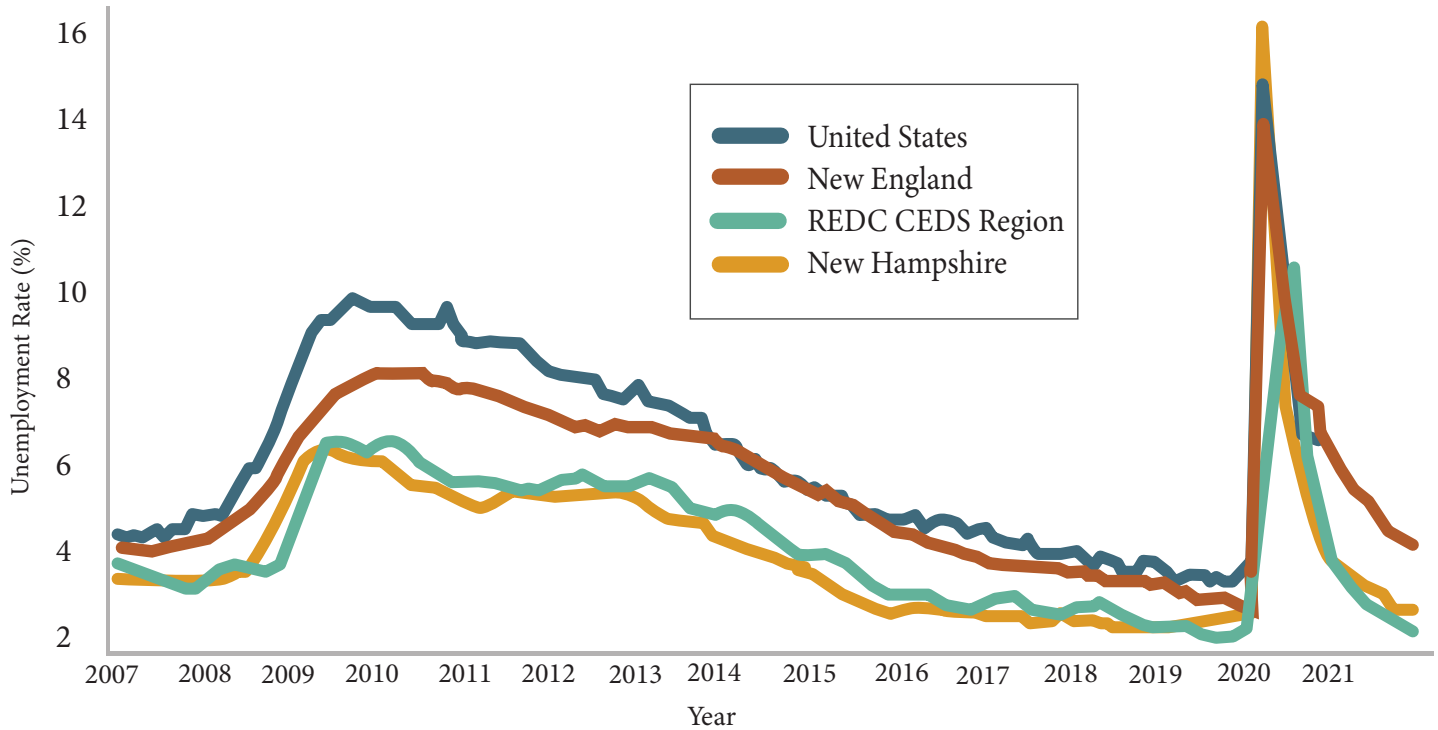
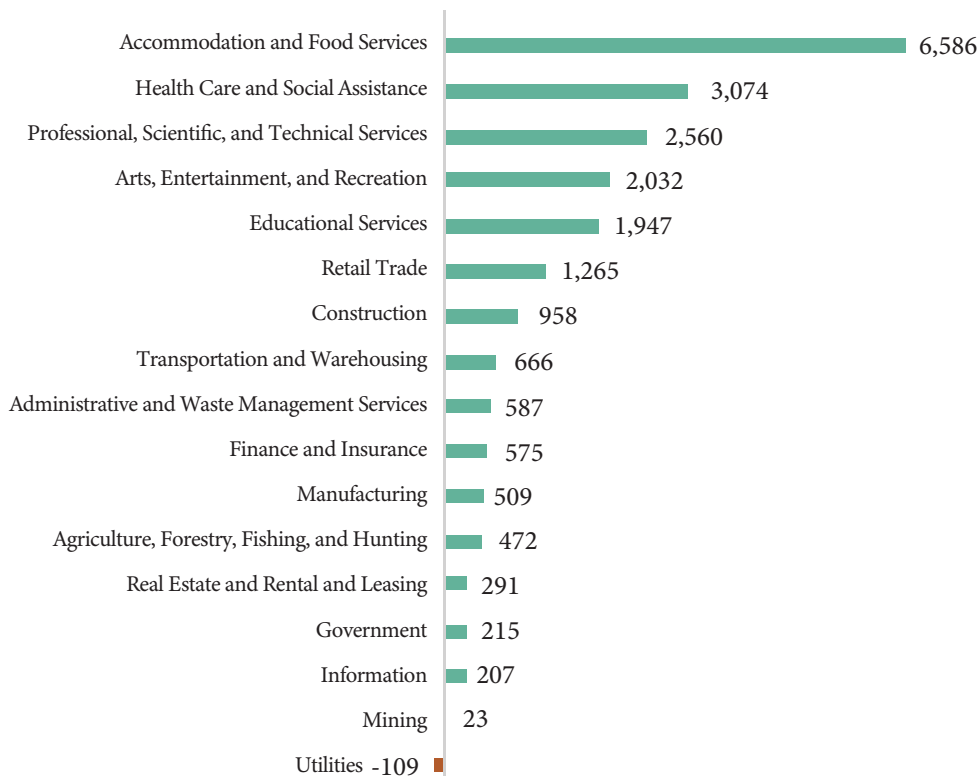


Figure 5. NH Employment Projections (2021-2023), by Industry



the lockdown measures within the state experienced almost full recoveries through 2021. Looking forward, the industries within New Hampshire that are expected to grow the most through 2023 are continued recovery from Accommodation and Food Services (6,586) which represents the largest increase in any industry over the period, followed by Health Care and Social Assistance (3,074 jobs), Professional, Scientific, and Technical Services (2,560 jobs), Arts, Entertainment, and Recreation (2,032 jobs), and Educational Services (1,947 jobs), see Figure 5.

Source: NH Dept. of Employment Security, Economic & Labor Market Information Bureau

REDC CEDS Region Economy

NH and REDC CEDS Regional Economies Close to Pre-Pandemic Peak Employment

There are historically substantial differences in growth rates in regions across New Hampshire. The REDC CEDS region, comprised of Rockingham County and five communities in Hillsborough County, has experienced a stronger job growth than New Hampshire over the past several years.

Figure 6 highlights private sector job growth trends in the REDC CEDS region. The region has experienced consistently stronger job growth than NH over the ten-year period and lost a smaller percentage of jobs through 2020, 5.6%, as opposed to the 6.0% employment loss in the state overall. 2021 told a slightly different story for the REDC CEDS region, as it is the first year in recent history which the state outpaced job growth in the region.

As New Hampshire experienced job growth of 4.7%, the REDC CEDS region experienced only modest job growth during the same period (1.8%). This difference in growth over the year is primarily due to the timing of the recovery, as the REDC CEDS region experienced the most significant job recovery in the latter half of 2020, while NH experienced those gains in 2021. Both NH and the REDC CEDS region are currently at employment levels within 96% of pre-pandemic peak employment.

As Figure 7 highlights, the largest gains in private-sector employment over the region during 2021 were in Leisure and Hospitality, gaining 3,879 jobs, Professional and Business Services, which added 1,732 jobs, and Education and Health Services, adding 974 jobs over the period. Both the NH and the REDC CEDS region experienced the most significant job gains across those industries that were most seriously affected by the statewide lockdowns intermittently throughout the past two years.

Figure 6: Private Sector Job Growth (%) for NH and REDC CEDS region – 2021

Source: NH Dept. of Employment Security, Economic & Labor Market Information Bureau, Quarterly Employment & Wages.

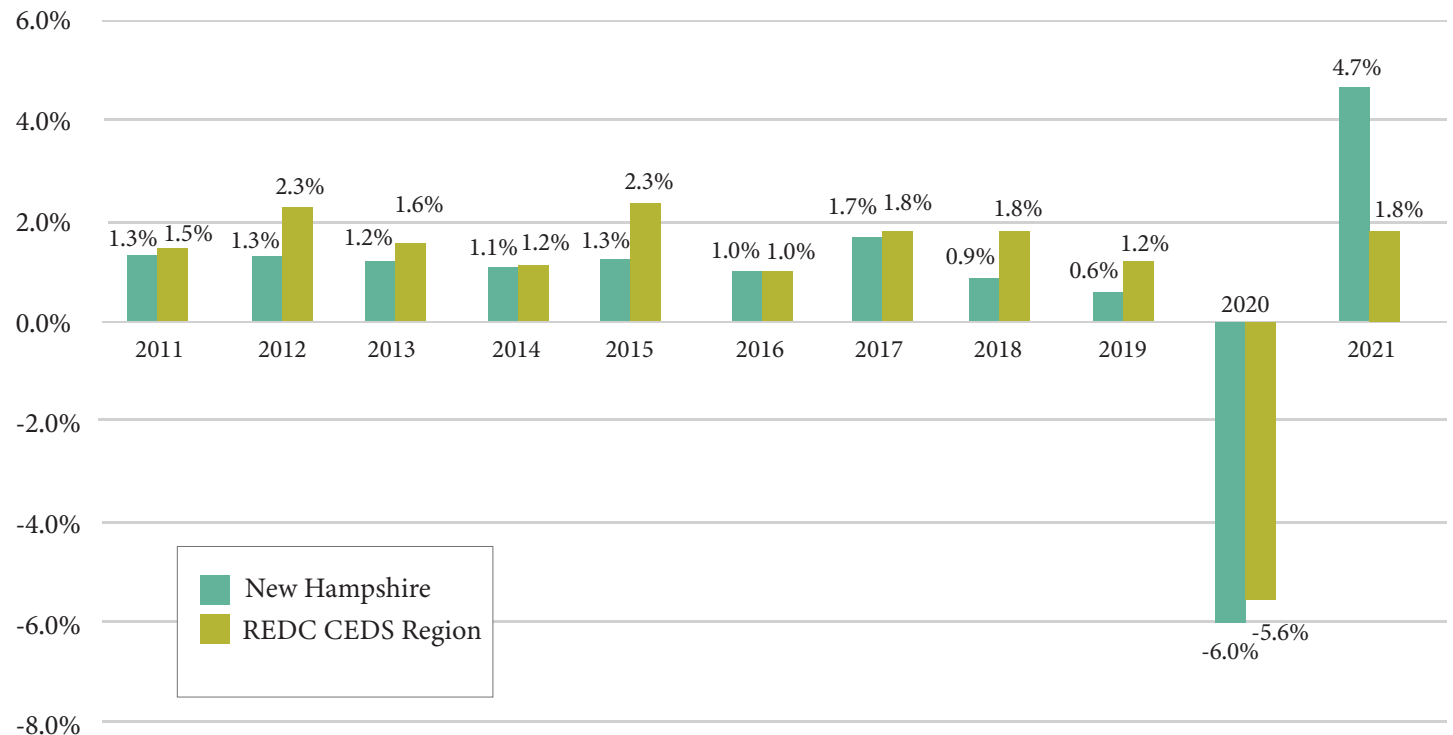
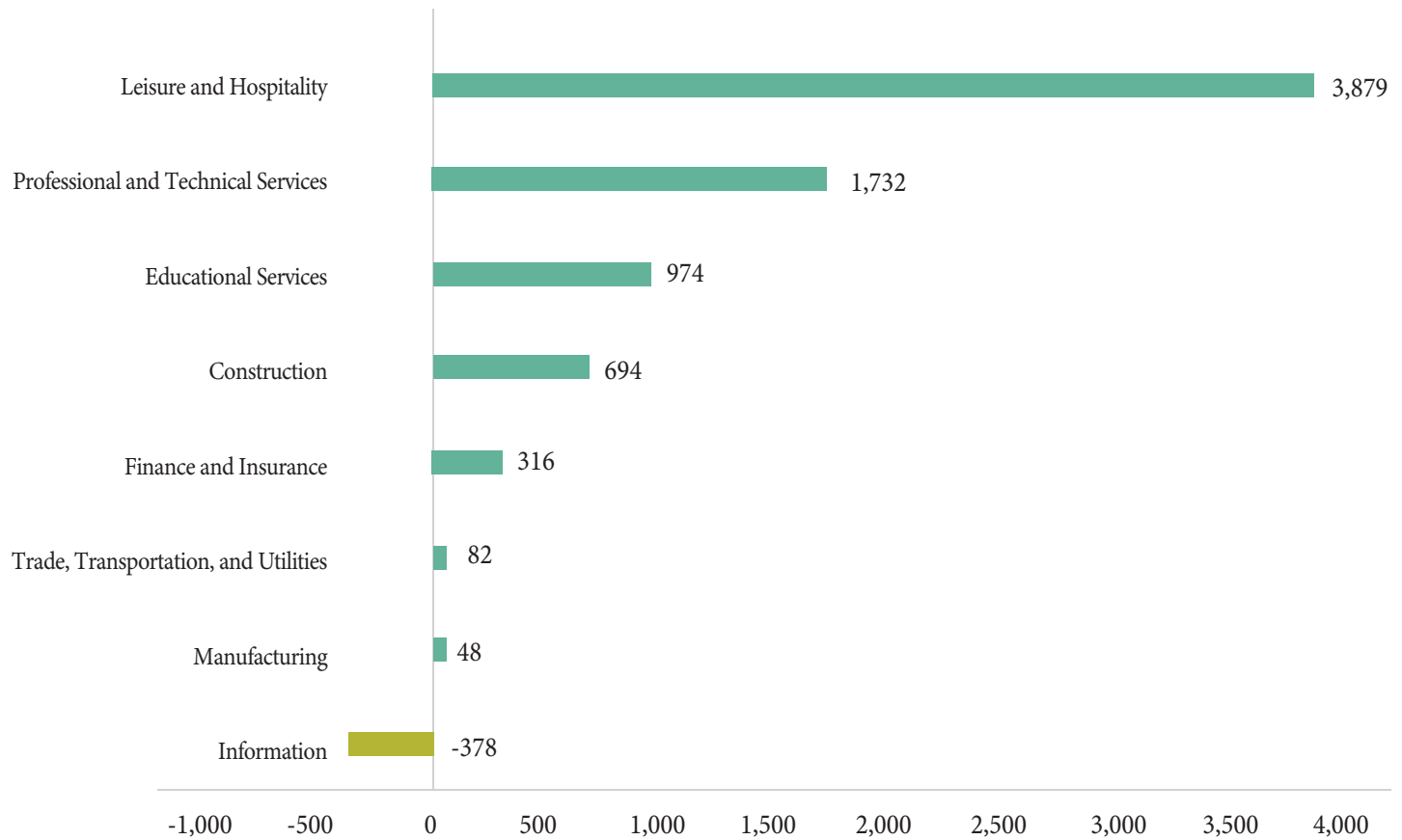


Figure 7: Year-Over-Year Private Sector Job Growth for the REDC CEDS region – 2021

Source: U.S. Bureau of Labor Statistics



Economic Outlook Conclusion

While the REDC CEDS region has a relatively strong recent economic experience and foundation, the impacts of the COVID-19 pandemic have had profound impacts on the regional and national economy through 2021, though U.S., state, and regional economies continued to expand rapidly over the year, recovering most of the losses experienced during the first half of 2020. In fact, the U.S. is forecasted to surpass its potential level by 2025, averaging 2.6% growth during over the period. With the far-reaching effects of the pandemic, the overall impact on NH and REDC CEDS regional economy was short, though quite severe, as reflected by the steep economic decline in the second quarter of 2020 followed by an immediate period of recovery in the period since.

The leading determining factors for NH and REDC CEDS region outlook are: (1) response to potential COVID variants from abroad (which is directly impacted by vaccine uptake among its residents), and (2) how NH and REDC CEDS region are positioned to respond to the economic shocks and resulting global economic changes due to global supply-chain issues, concerns over rising inflation, and the unknown effects of the Russian invasion of Ukraine. The main deterrent to continued REDC CEDS regional growth after the immediate negative effects of the pandemic are recovered is the historically tight labor market, with low unemployment and shortage of skilled workers for businesses in the area that are positioned for growth and businesses desiring to move to the area.

SPOTLIGHT

Hospital Acquisition/ Consolidation Trend in Southern NH

The increase in strategic affiliations by New Hampshire hospitals in the form of acquisitions and/or mergers during the past five years is confirmation of the trend toward hospital consolidations nationwide. REDC recognizes the resulting changes significantly impact economic development in our region, deserving of attention in the CEDS.



Wentworth-Douglas Hospital Portsmouth Outpatient Center, Portsmouth, NH.

Acquisition activity in the region includes the purchase of Portsmouth Regional Hospital (PRH) by Hospital Corporation of America (HCA) based in Nashville, Tennessee. PRH, Parkland Medical Center in Derry, NH, and Frisbee Memorial Hospital in Rochester, NH, have been consolidated into the HCA Healthcare Capital Division. Additionally, Exeter Health Resources, the parent organization of Exeter Hospital, has signed a letter of intent to explore the opportunity for aligning with Beth Israel Lahey Health.

In 2016, Wentworth Douglas Hospital (WDH), located in Dover, NH, was acquired by Massachusetts General Hospital (MGH) in Boston. MGH executives described the rationale for this transaction as integral to the hospital's commitment to provide an integrated healthcare system, improved quality of care, and access to world-renowned specialty and emergency care directly to Seacoast residents close to home. WDH executives confirmed that patients would have access to a wider range of medical services and expertise including in-Boston hospital beds, when necessary, doctors from both hospitals working as teams, economy of scale, and savings through the parent company purchasing power. Patients' records in both hospitals would be merged into a new data and reports system. MGH would be better enabled to concentrate on its expertise in medical research while gaining market share.

This MGH/WDH transaction received a favorable determination by the New Hampshire Charitable Trusts Unit enabling the hospitals to proceed with the merger. WDH will keep its name but develop a new logo incorporating MGH. A significant outcome of the MGH/WDH combination on the seacoast is the expansion of services within the three-building Outpatient Center at Pease Tradeport in Portsmouth, NH.

Assistant Manager for Economic Development for the City of Portsmouth, Sean Clancy, affirms that the MGH affiliation with Wentworth-Douglass Hospital is a positive development. "...HCA/Portsmouth Regional Hospital expanding north to Dover, and now with Frisbee Memorial Hospital in Rochester, provide expanded/additional world class healthcare and doctors in our region. These large investments provide additional care, support, and choice for NH citizens while eliminating the need for travel (in many cases) to Boston or beyond."

How is our State and Region Responding to COVID-19?

State Actions

The U.S. Congress has appropriated over two billion dollars to New Hampshire for pandemic response. The Coronavirus Aid, Relief, and Economic Security Action (CARES Act) of March 2020 provided the state with \$1.5 billion and the American Rescue Plan Act (ARPA) of March 2021 provided \$994.5 million in State Fiscal Recovery Funds (SFRF). The Governor's Office for Emergency Relief and Recovery (GOFERR) was established by Governor Sununu by Executive Order on April 14, 2020, to work with the Governor and the Legislature to establish and oversee a process for allocation and expenditure of COVID-19 emergency funds provided by the federal government.

The CARES Act provided significant emergency relief funding to New Hampshire, including:

- \$7.49 million - Community Development Block Grant funds
- \$3.81 million - Emergency Solutions funds
- \$404,880 - Housing for Persons with AIDS (HOPWA) funds
- \$3.26 million - Election Security Grant funds
- \$4.41 million - Byrne-JAG State and Local Law Enforcement Grant funds
- \$6.94 million - Childcare and Development Block Grant funds
- \$82.53 million - Education Stabilization funds
- \$5.44 million - Public Health Emergency Preparedness (PHEP) funds
- \$37.89 million - Federal Transit Administration Grant funds
- \$5.54 million - Low Income Home Energy Assistance Program funds
- \$427,000 - National Endowment for the Arts funds
- \$423,000 - National Endowment for the Humanities funds
- \$1.25 billion - CARES Act Coronavirus Relief Fund ("flex funds")

The \$1,250,000,000 in CARES Act flex funds could only be used to cover costs incurred by the state that were: necessary expenditures due to COVID-19; were not accounted for in the state budget most recently approved as of the date of the enactment of the CARES Act; and were incurred during the period that began on March 1, 2020 and ended December 30, 2020. The December 30th deadline was later extended into 2021.



Tupelo Music Hall, an REDC client and a recipient of the CARES Act Coronavirus Relief funds, in Derry, NH.

GOFERR created over thirty programs to manage distribution of federal funds. These programs provided funding across New Hampshire for a broad range of services, including emergency broadband expansion, local agriculture, mental health support, live venues, housing relief, childcare relief, and reimbursements to municipalities and counties for COVID related expenses. On May 6, 2021, the Governor reported that the state would recoup approximately \$50 million in CARES Act grant funds awarded to businesses whose pandemic losses were smaller than originally estimated. He said these recouped funds would be redistributed to support any business with Covid related expenses, establish and hotels and lodging fund, and additional funds for Live Venues not eligible for the funding under the federal Shuttered Live Venue program.

On March 11, 2021, the U.S. Congress passed the \$1.9 trillion American Rescue Plan Act of 2021 (ARP) and President Biden signed the ARP Act in to law. New Hampshire received approximately \$1.54 billion from the Act, with approximate distribution as follows:

- \$994 million - State of New Hampshire
- \$122 million – State of New Hampshire Capital Project Funds
- \$106 million – New Hampshire CDBG Entitlement Communities (Dover, Manchester, Nashua, Portsmouth, Rochester)
- \$106 million – New Hampshire Non-entitlement Towns and Cities
- \$264 million – New Hampshire Counties

The state received the first half of ARPA State Fiscal Recovery funds, (\$497.28 million) in May 2021 and will receive the second half in 2022. The state has until December 31, 2024, to obligate all the funds and until December 31, 2026, to expend all the funds. To date, the state has authorized over \$426 million through the Joint Legislative Fiscal Committee

and Governor and Executive Council for use in a broad range of eligible programs, projects, and expenditures, including:

- \$151.45 million – Water and Sewer Investment
- \$59.57 million – Mental and Behavioral Health and Substance Use Disorder
- \$48.96 million – Other Government Services, Agency Support, and Capital Investment
- \$38.57 million – COVID-19 Direct Response
- \$30.01 million – IT Infrastructure Investment
- \$25.08 million – Nonprofit Residential Facility Support
- \$22.65 million – State Parks
- \$22.60 million – Economic Development
- \$12.58 million – Fund Administration Costs
- \$12.58 million – City and Town Support
- \$2.07 million – Judicial Branch Support

In addition to the programs listed above, Governor Sununu established other assistance programs including:

- Emergency Rental Assistance Program funded with federal Emergency Rental Assistance Funds, provided to eligible residents of New Hampshire who cannot pay their rent and utilities due to the COVID-19 pandemic.
- Locality Equipment Purchase Program, which provides up to \$50,000 per city or town for purchasing safety and emergency equipment needed because of the health crisis.

- Local Restaurant Infrastructure Investment Program provides up to \$15,000 to local restaurants for equipment, infrastructure, and technology.

A full list of programs and their descriptions is available on the GOFERR website:

<https://www.goferr.nh.gov/covid-expenditures>

Regional Response

ARPA funds provide an opportunity for counties and municipalities in the CEDS region to invest in areas critical to long-term resiliency. Rockingham County was allocated \$60.17 million in federal funds and Hillsborough County received \$81 million. Final rules detailing how counties may use the funds went into effect on April 1, 2022, with eligible expenses including the construction of hospitals, infrastructure building and maintenance, health services, environmental remediation, and public safety services, and equipment.

Municipalities may use ARPA funds for a wide range of projects, including infrastructure, affordable housing, downtown revitalization, and economic development programs. ARPA fund guidelines enable municipalities to make investments in the following areas:

- Support public health expenditures by funding COVID-19 mitigation efforts, medical expenses, behavioral healthcare, and public health and safety staff;
- Address negative economic impacts cause by the public health emergency, including economic harms to workers, households, small businesses, impacted industries, and the public sector;
- Replace lost public sector revenue to provide government services;

- Provide premium pay for essential workers to support those who have borne the greatest health risks;
- Invest in water, sewer, and broadband infrastructure.

Many municipalities in the region established committees to develop priority projects for ARPA funds. These committees include elected officials, municipal staff, and members of the public tasked with identifying their community's greatest needs and making recommendations to the local governing body in a collaborative and transparent manner.



Photography by Mick Haupt.

RESILIENCY PLANNING

Economic resiliency and recovery planning are priorities for municipalities and businesses in the REDC CEDS region because of the COVID-19 pandemic, with an emphasis on learning from the health crisis and profound economic disruption and transforming how businesses and municipalities conduct daily operations. Economic resilience is now defined as the ability to recover quickly from a shock, the ability to withstand a shock, and the ability to avoid the shock all together. Strengthening economic resilience in our regional economy requires the ability of all stakeholders to think about a more equitable future, anticipating risk, evaluating how that risk may impact key economic assets, and building a responsive and resilient capacity that serves everyone.

The EDA describes the shock or disruption to the economic base coming about in the following ways:

- Downturns or other significant events in the national or international economy which impact demand for locally produced goods and consumer spending;
- Downturns in industries that constitute a critical component of the region's economic activity; and/or;
- Other external shocks, such as a natural or man-made disaster, closure of a military base, exit of a major employer, and the impacts of climate change.

Natural Disaster and Infectious Disease Planning

Both state government and local governments in the REDC CEDS region have undertaken many forms of resiliency planning to respond to natural hazards. Natural hazard mitigation is defined as any sustained action taken to reduce or eliminate the long-term



Photography by Colin Lloyd.

risk to life and property from hazard events, such as climate change, flooding, severe winter storms, infectious disease, and drought. It is an ongoing process that occurs before, during, and after disasters, and serves to break the cycle of damage and repair in hazard-prone areas.

Natural disaster response and adaptation and resiliency planning is taking place in the CEDS region at many levels. The NH Department of Safety's Homeland Security and Emergency Management (HSEM) is responsible for coordinating the planning for, responding to, and recovery from major natural and man-made disaster. HSEM is responsible for developing the State's Hazard Mitigation Plan, most recently updated in 2018:

https://prd.blogs.nh.gov/dos/hsem/wp-content/uploads/2015/11/State-of-New-Hampshire-Multi-Hazard-Mitigation-Plan-Update-2018_FINAL.pdf

At the local level, municipalities are required by FEMA to develop Natural Hazard Mitigation

Plans and to update these plans every five years. HSEM, regional planning commissions, and private consultants work closely with towns and cities in the region to update these plans, which document threats from natural hazards and town actions to mitigate and prevent hazard damage. Infectious disease, such as the COVID-19 pandemic, are part of these plans. Regional Planning Commissions in the REDC CEDS region are leaders in assisting communities with planning for natural hazards, especially hazards posed by climate change such as increased flooding, rising tides, stormwater management, and local natural hazard mitigation plans.

<https://www.nh.gov/safety/divisions/hsem/HazardMitigation/index.html>

FEMA and the Department of Homeland Security include infectious disease and pandemics in the natural hazard category. A pandemic is defined as a global outbreak of disease that occurs when a new virus emerges in the human population, spreading easily in a sustained manner, and causing serious illness. An epidemic describes a smaller-scale infectious outbreak, within a region or population, that emerges at a disproportional rate. As we now know firsthand, a pandemic may cause severe impacts to an organization's ability to perform its essential functions and cause travel restrictions, business and school closures, and significant economic impacts. All sectors of the community and

economy must prepare to continue their essential functions during widespread infectious disease outbreaks and include specific mitigation measures in their hazardous mitigation plans and continuity of operation plans.

Pandemics and widespread infectious disease outbreaks demand a different set of continuity planning considerations that address conditions specific to disease outbreak including absenteeism, social distancing procedures, and impacts on interdependencies.

Economic Disruption Planning

Planning for economic disruption and building resiliency are not limited to environmental impacts or ecological systems. Resilience requires attention across all the elements that contribute to the REDC region: economic development, housing availability, transportation, childcare, and other infrastructure. Resiliency planning requires participation of all stakeholders, from elected officials and anchor institutions to residents and entrepreneurs. The cornerstone of economic disruption planning is risk assessment – assessing hazards and the risks they present, conducting vulnerability assessments, conducting impact analysis, developing mitigation plans, and determining how to estimate the costs of damages from disaster. Economic disruption and resiliency planning requires attention to distinct but intimately related systems: physical systems, including infrastructure, economic systems, and social systems.

REDC's Role

At the municipal and regional level, economic development staff and organizations, such as the REDC, have become instrumental in building the capacity for economic resilience, providing information dissemination, responding to questions from small businesses and large employers, and using state and federal relief funds to create technical



Photography by Anastasiia Chepinska.

assistance programs and funding for businesses of all sizes. The CEDS provides a critical mechanism for identifying regional vulnerabilities and preventing and responding to economic disruptions.

In building economic resilience, REDC will continue to have a role in both steady-state and responsive resilience initiatives. Examples of REDC's steady-state economic resilience initiatives include:

- Engaging in comprehensive planning efforts to develop the annual CEDS that involves extensive community involvement to define and implement a collective vision for the region's resilience, including integration with other planning efforts at the local and regional level;
- Targeting the development of emerging clusters or industries that build on the region's unique assets and competitive strengths and provide stability during downturns that disproportionately impact any single cluster or industry; and
- Adapting business advising programs to assist clients with economic recovery post-disruption, including promoting business continuity and preparedness.

Examples of REDC's responsive economic resilience initiatives include:

- Conducting pre-disaster recovery planning that identifies key stakeholders in the region and establishes REDC's role, responsibilities, and key actions;
- Establishing a process for regular communication, monitoring, and updating of business community needs and issues; and
- Establishing and maintaining the capability to rapidly contact key local, regional, state, and federal officials to communicate business sector needs and coordinate impact assessment efforts.

REDC is a leader in economic resiliency planning

in the region and is actively engaged in the region's response to the COVID-19 pandemic through several initiatives:

Technical Assistance – REDC's president, vice president, business advisors, and administrative staff work closely with loan clients on accessing resources during the pandemic, as well as financial planning for the future; REDC's design advisor is assisting clients with timely website development and social media marketing to connect businesses with customers during periods of uncertainty.

CEDS – REDC's CEDS planner works closely with municipal economic development stakeholders to develop priority projects designed to identify vulnerabilities, strengthen the economic resilience of the region, and strengthen the recovery.

Disaster Recovery – REDC's disaster recovery coordinator developed a guidebook for municipalities and small businesses with best management practices and other resources for building economic resiliency in the region, and continues to monitor the region's ongoing response to the pandemic.

REDC is committed to implementing an economic development strategy that focuses on resiliency for both communities and businesses.



REDC's disaster recovery coordinator presenting at the Resiliency Workshop held at the REDC Training Center in May 2022.

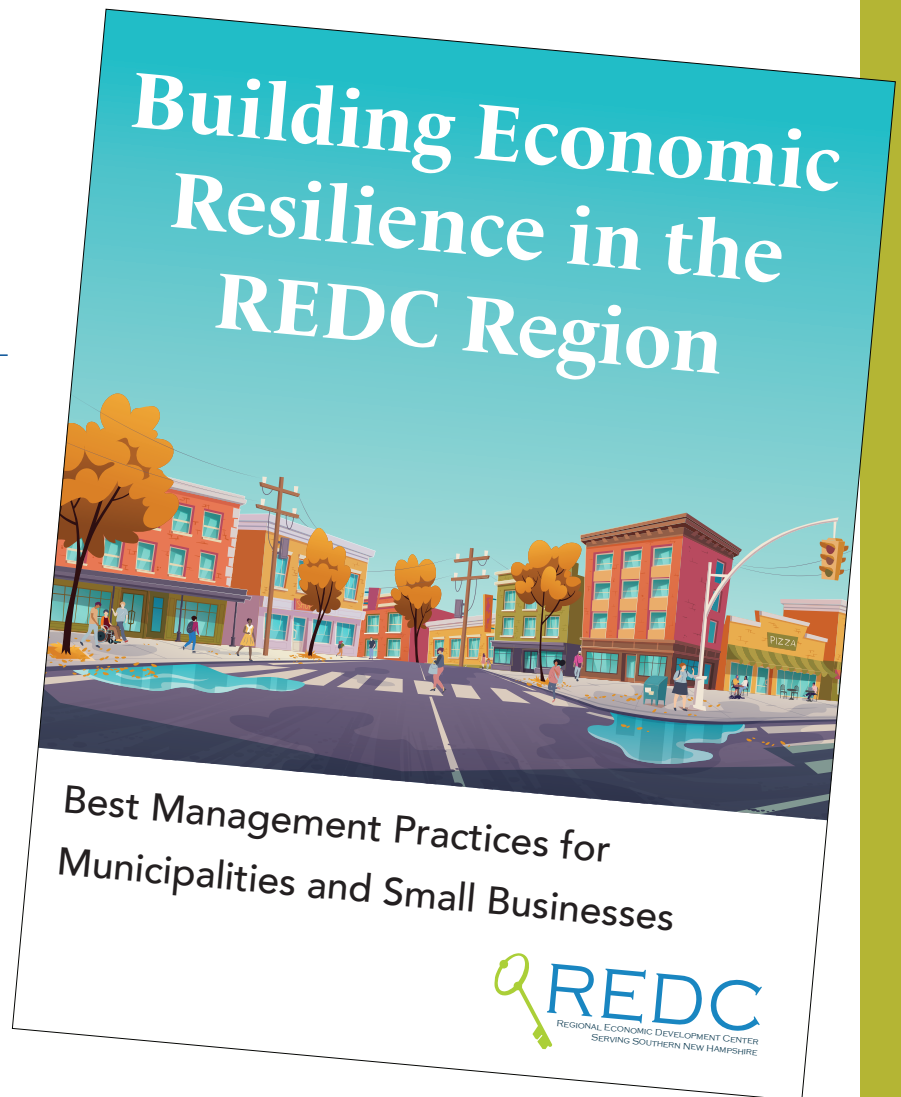
SPOTLIGHT

Building Economic Resilience in the REDC Region

REDC's new guidebook for municipalities and small businesses

The pandemic has highlighted the need for local governments and small businesses to be better prepared for economic disruptions. In response, REDC has developed a resiliency plan filled with best management practices and resources to help communities and businesses build greater economic resilience to short-term and long-term disruptions in the economy. The plan is a compilation of REDC staff research as well as successful ideas and practices shared by community and business leaders in the region. The plan includes a checklist for small businesses, as well as checklists for a range of local government operations, including general governance, community planning and economic development, and emergency management. The plan includes recommendations to guide resiliency planning and provides several resources. The plan was written by REDC staff with grant funding from the U.S. Department of Commerce, Economic Development Administration CARES Act.

https://www.redc.com/_files/ugd/69da16_e2da30012dce49cca54d66594770f0af.pdf



PRIORITY PROJECTS



Seawall Project, Seabrook, NH.

Project Selection Criteria

Using the 2021 CEDS Priority Project List as the starting point for the 2022 List, REDC requested updates on existing projects from each project proponent starting in February 2022. Later that month, REDC utilized a comprehensive Request for Projects process to request new proposals from around the region.

After collecting the new and updated project proposals, REDC staff reviewed each to ensure compliance with at least one of the CEDS goals and objectives, which include Infrastructure Development (ID); Workforce Attraction and Retention (WF); Housing (H); and Sustainable Living (SL). Projects are also categorized on length of project/project start and end dates, which are: Short-term (less than 24 months), Intermediate-term (2-5 years), and Long-term (over 5 years).

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 project

updates and new projects were presented to the CEDS Steering Committee at its May meeting. The Steering Committee voted to approve the changes on May 4, 2022.

2022 Priority Project List Updates

During the 2021-2022 planning cycle, nine of the REDC CEDS Priority Projects were removed from the list: one was withdrawn by the project proponent and the remaining projects were removed due to lack of participation by the project proponent after extensive attempts to receive an update.

There were five new projects added to the Priority Project List in 2022 (details below). Additionally, two projects moved from Intermediate-term to Short-term.

For detailed updates regarding each project, please refer to the Project Update Matrix, starting on page 66.

New Priority Projects

After extensive outreach, the RPF process produced five new priority projects for the 2022 CEDS. Details on each project are provided below.

Goals Key:

Infrastructure Development = ID Sustainable Living = SL
Workforce Attraction & Retention = WF Housing = H

Pedestrian Recreation Bridge

Location: Chester, NH

Time Frame: 2022-2023

Goals Addressed: ID, WF, SL

Estimated Cost: Phases 1&2: \$62,500; Phase 3: \$419,000

Potential Funding Sources: Phases 1&2: Recreation impact fees and Current Use penalty fees. Phase 3: Unknown.

Estimated Jobs: Unknown

Project Description: Replace a 60+ year old, flood-damaged access bridge to the Wason Pond Conservation and Recreation Area (WPCRA). The replacement bridge shall meet current environmental and climate change resiliency requirements and shall meet the needs of the fire department for weight and access. The project has three phases: 1) engineering, permitting, bid package preparation, 2) bid review, and 3) construction.

Intermunicipal Sewer Extension

Location: Hampton Falls, NH

Time Frame: 2023-2025

Goals Addressed: ID, SL

Estimated Cost: Unknown

Potential Funding Sources: TIF District, Municipal Bonds, grants, private developers.

Estimated Jobs: Unknown

Project Description: The project will extend a sewer line from an abutting town along Lafayette Road (Route 1) to provide municipal sewer to the approximately 55 properties that abut tidal marshes. The existing septic systems severely restrict the ability for the properties to be utilized at their highest and best use. The ability to develop or rebuild these lots will provide jobs and a more diverse business district.



Pedestrian Recreation Bridge at Watson Pond, Chester, NH.

Salem Bike-Pedestrian Corridor

Location: Salem, NH

Time Frame: Phases I-III are complete; Phases IV-VI are in design with construction in 2023; Phase VII+ are unknown

Goals Addressed: ID, SL

Estimated Cost: Completed phases \$2+ million; Phases IV-VI: \$1.9 million; Phases VII+: unknown; Hampshire Road area improvements: \$240,000; Brunello Road Bridge: \$1.5 million

Potential Funding Sources: CMAQ, TTAP, EDA, Impact Fees, Private Developer

Estimated Jobs: unknown

Project Description: The completion of a 5.1 mile rail trail on the former Manchester & Lawrence rail line. The Salem section is the most southern segment of the Granite State Rail Trail, which will run from Salem to Lebanon, NH. Currently the northern (approximately) two miles is paved and complete. Plans and funding are in place for the section from Main St. to Cluff Crossing Rd. Approximately two miles of trail south of Cluff Road remain. There are additional projects that will need to be developed to help support the trail, including a new bicycle/pedestrian bridge when Brunello Road is constructed.

Career Pathway Program

Location: Seacoast and Manchester areas, NH

Time Frame: March 2022-June 2025

Goals Addressed: WF

Estimated Cost: \$342,550

Potential Funding Sources: State GOFERR Program funds

Estimated Jobs: none

Project Description: To provide initial job training in plumbing, electrical, oil/heat, and HVAC to 260 high school students over seven school semesters. The program, sponsored by the Hampton Area Chamber, creates a cooperative relationship with high schools in the seacoast and greater Manchester areas, partnering with NH School of Mechanical Trades and ApprenticeshipNH.

COAST Facility Expansion

Location: Dover, Portsmouth, Newington, NH

Time Frame: 2022-2024

Goals Addressed: ID, WF, SL

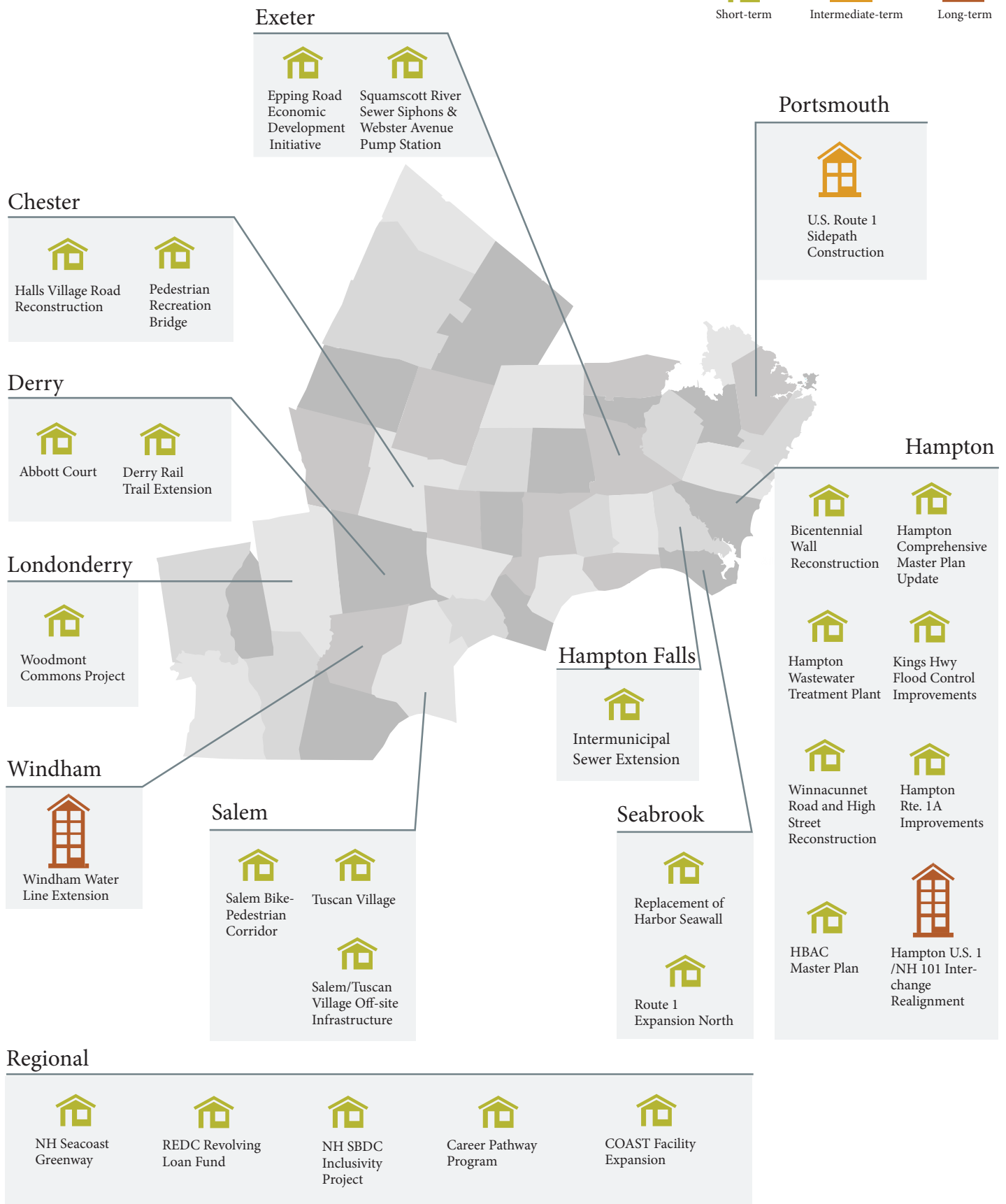
Estimated Cost: \$6,140,000; Phase 2: \$8,560,000

Potential Funding Sources: FTA Section 5339 grant program, state transit capital match program, CDFA tax credits, grants, municipal

Estimated Jobs: unknown

Project Description: The Cooperative Alliance for Seacoast Transportation (COAST) existing facility in Dover is inadequate to meet system and regional needs. The project proposes to expand its existing facilities to include administration space, operations/dispatching space, a regional call center, maintenance bays, and indoor bus storage. Although located outside the REDC CEDS region, COAST services the seacoast area, including the communities of Portsmouth and Newington.

2022 Priority Project List Map by Location & Duration



2022 REDC /CEDS Priority Project Update Matrix

Infrastructure Development = ID Sustainable Living = SL
 Workforce Attraction & Retention = WF Housing = H

- Short-term
- Intermediate-term
- Long-term

CHESTER - Halls Village Road Reconstruction

DESCRIPTION: The project is intended to upgrade approximately 1.2 miles of a narrow and poor condition Class V town road. The project also includes the upgrade of two undersized culvert locations for stream crossings which have occasionally overtopped the road. HVR is a bypass that is heavily used as a connector by the residents of Chester and the surrounding towns of Derry, Sandown, and Fremont, and also commercial trucking and contracting traffic operating regionally in this area.

UPDATE: Costs have increased, timeline shifted. Project remains unchanged.

Goals: ID	Estimated Costs: Total cost: \$1,907,000	Estimated Jobs: 34 temporary jobs; retaining 14 for businesses on HVR	Funding Sources: Municipal
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CHESTER - Pedestrian Recreation Bridge

DESCRIPTION: Replace a 60+ year old, flood-damaged access bridge to the Wason Pond Conservation and Recreation Area (WPCRA). The replacement bridge shall meet current environmental and climate change resiliency requirements and shall meet the needs of the fire department for weight and access. The project has three phases: 1) engineering, permitting, bid package preparation, 2) bid review, and 3) construction.

UPDATE: This is a new project.

Goals: ID, WF, SL	Estimated Costs: Phases 1 & 2: \$62,500; Phase 3: \$419,000	Estimated Jobs: Unknown	Funding Sources: Phases 1&2: Recreation impact fees and Current use penalty fees. Phase 3: Unknown
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DERRY - Abbott Court

DESCRIPTION: The project will create a new building for incubation spaces, USDA production, post-secondary education, career development, community meeting space, parking. The project is in an Opportunity Zone.

UPDATE: The town has started the permitting process, which includes obtaining the necessary variances for development of the site. Although costs have increased due to supply issues/interest rates/COVID, the town continues to work with their development partners and prospective tenants to ensure that the project moves forward.

Goals: ID, WF, H, SL	Estimated Costs: \$40+/- million	Estimated Jobs: 20 new/ retained	Funding Sources: EDA Grant; Municipal Bond; Public/Private; Direct Sale
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DERRY - Derry Rail Trail Extension

DESCRIPTION: This project will extend the existing Derry Rail Trail to the Londonderry town line, tying into the regional trail system and Granite State Rail Trail system. The proposed extension is 1,900 feet.

UPDATE: The project has been recommended and approved by NH DOT for TAP funds and has been included in the Ten-Year Highway Plan. NH DOT has submitted the plan to the Governor and Legislature for approval. The project was also included and approved for funding in the Federal Infrastructure/Transportation Plan.

Goals: ID, SL	Estimated Costs: \$825,000	Estimated Jobs: Temporary construction jobs	Funding Sources: Federal Transportation Alternative Funds, Municipal
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EXETER - Epping Road Economic Development Initiative

DESCRIPTION: Extend sewer and waterlines and improve the roadway and signalization of Epping Road, from Continental Drive to and through the Rt. 101 interchange using a TIF.

UPDATE: Project continues to move forward with the town considering additional infrastructure improvements. Several private developments along the corridor are underway.

Goals: ID	Estimated Costs: \$3 - \$6 million for outstanding project components.	Estimated Jobs: Unknown	Funding Sources: TIF District
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EXETER - Squamscott River Sewer Siphons & Webster Avenue Pump Station

DESCRIPTION: This is a two phase project to increase sewer capacity, which will allow for future growth and prevent the likeliness of sanitary sewer overflows. The first phase includes replacing two parallel inverted sewer siphon pipes under the Squamscott River. The second phase includes upgrading the current flow capacity at the Webster Avenue sewage pump station.

UPDATE: Both projects have received funding and will be moving forward. Phase 1 has been designed and is currently being reviewed by NH DES. The town anticipates going out to bid in the spring for a summer 2022 start. The town received \$1.05 million funding from congressionally directed spending for Phase 2, ensuring the project will be able to move forward.

Goals: ID	Estimated Costs: Phase 1 - Squamscott River Siphons \$2.8 million Phase 2 - Webster Ave Pump Station \$5.7 million	Estimated Jobs: Unknown	Funding Sources: CDS (federal), NH ARPA, NH DES CWSRF Grants, Municipal
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HAMPTON - Bicentennial Wall Reconstruction

DESCRIPTION: Reconstruction of the existing seawall located on the northerly end of North Beach in Hampton (at Bicentennial Park). The project is designed and ready to bid.

UPDATE: No change in scope; delay in funding. Costs have increased 15% due to supply issues/COVID.

Goals: ID, SL	Estimated Costs: \$2,932,500	Estimated Jobs: retain existing jobs in immediate area	Funding Sources: FEMA, Hazardous Mitigation Grant Funding, Coastal Resilience Funding, Municipal
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HAMPTON - Hampton Comprehensive Master Plan Update

DESCRIPTION: A comprehensive update to the Hampton Master Plan in two phases. Phase I involves the Vision and Coastal Management Components. Phase II will address the numerous additional components to achieve a comprehensive update, including existing and future land use, transportation, housing, economic development, utilities and public service, natural resources, implementation, etc.

UPDATE: Phase I was completed March 2021. The firm Resilience Planning and Design is contracted to complete Phase II, which began in March 2021. Work will be completed by the end of 2022.

Goals: ID, WF, H, SL	Estimated Costs: Phase I: \$45,000 Phase II: \$125,000	Estimated Jobs: Unknown	Funding Sources: NOAA/NHCP grant, Municipal, Phase II funding approved by town vote in March 2020
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HAMPTON - Hampton Wastewater Treatment Plant

DESCRIPTION: Implementation of a three-phase design and construction project necessary to ensure continued reliable and efficient operation of the town's existing wastewater treatment plant and to comply with the town's effluent discharge permit.

UPDATE: Phase 1 is under construction. Funding for Phase 2 was approved by voters in March 2022. Construction anticipated in 2023.

Goals: ID, SL	Estimated Costs: Phase 1: \$11,700,000 Phase 2: \$15,700,000	Estimated Jobs: Unknown, but will retain jobs and allow for future development	Funding Sources: Municipal, CWSRF
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HAMPTON - Kings Hwy Flood Control Improvements

DESCRIPTION: The project scope includes improving the drainage system on Greene Street, Gentian Street, Meadow Pond Road, and Kings Highway to reduce the ongoing flooding associated with chronic tidal flooding and sea level rise. The improvements include new catch basins and gravity drain lines, and the reconstruction of an old sewer pump station to redirect collected water from Meadow Pond.

UPDATE: Survey work and preliminary design are complete. Anticipate public participation, permitting, final design, and bid by end of 2022, with construction funding request in 2023.

Goals: ID, SL	Estimated Costs: Design & Permitting: \$200,000 Construction: \$2,300,000	Estimated Jobs: N/A	Funding Sources: NOAA, NFWF, BRIC/FEMA, Municipal
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HAMPTON - Winnacunnet Road and High Street Reconstruction

DESCRIPTION: Reconstruction of Winnacunnet Road from Lafayette Road to Ocean Boulevard and High Street from Lafayette Road to Mill Pond Lane. Includes replacement of failing utility infrastructure and sidewalks, as well as surfacing of the roadways.

UPDATE: Funding for the joint project did not pass in 2021, so the town put forward a request for funding for High Street in 2022 and Winnacunnet Road in 2025. Costs have increased 15% due to supply issues/COVID. Funding for the High Street portion was approved by voters in March 2022. Construction anticipated in 2023.

Goals: ID, SL	Estimated Costs: High Street: \$7,020,000 Winnacunnet: \$10,860,000	Estimated Jobs: N/A	Funding Sources: CWSRF, ARPA funds, Municipal
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HAMPTON / HAMPTON BEACH AREA COMMISSION - Hampton Route 1A Improvements

(formerly one part of Hampton Route 1A reconstruction)

DESCRIPTION: Design, engineering, and complete reconstruction of the roadway, infrastructure, and sidewalks for critical sections of Ocean Blvd (Route 1A) from the new Seabrook-Hampton Bridge (currently known as the Neil R Underwood Bridge) to the High Street intersection. Work shall be in concert with the design and construction of the new Seabrook-Hampton Bridge.

UPDATE: DOT project Hampton 40797 is in the design phase and is proposed for the NH 2023-2032 ten-year plan. Currently there is \$9.9 million assigned for the project, with \$3.3 for engineering and \$6.6 for construction. The estimated cost for construction of the entire project is \$60-70 million. There were two meetings of the Public Advisory Committee (PAC) and one Public Meeting at which HBAC was represented. HBAC has been meeting with the federal delegation to identify federal dollars to move this project forward, as storm surge and increased precipitation are causing some sections of roads to be unpassable. Additionally, the NH Legislature has proposed a bill for funding for the HBAC to study the feasibility and impact of building an HCA pier directly south of Boar's Head and in cooperation with the road reconstruction. Project moved from Intermediate-term.

Goals: ID	Estimated Costs: Phase 1: engineering \$9.9 million Phase 2: construction \$60-70 million	Estimated Jobs: Unknown	Funding Sources: Unknown
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HAMPTON / HAMPTON BEACH AREA COMMISSION - HBAC Master Plan

(formerly one part of Hampton Route 1A reconstruction)

DESCRIPTION: Update of the HBAC Environmental/ Resilience sections of the HBAC Master Plan to ensure a complete picture and understanding of increasing coastal hazards.

UPDATE: HBAC has secured the necessary funds to hire a qualified consultant to update the Master Plan. The Memorandum of Agreement with HBAC's partners, the NH Department of Environmental Services Coastal Program (funded by NOAA) and the NH Department of Natural and Cultural Resources, was approved by the governor and council. HBAC is currently negotiating a contract with the selected consultant and hopes to have it approved by the governor and council in April 2022. Efforts will be made so the update does not conflict with the town of Hampton's plans or duplicate previous studies. Project moved from Intermediate-term

Goals: ID, SL	Estimated Costs: \$38,000	Estimated Jobs: Unknown	Funding Sources: State Legislature, NH DES Coastal Program
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HAMPTON / RPC - Hampton U.S. 1 / NH 101 Interchange Realignment

DESCRIPTION: Realignment of the U.S. Route 1 and NH Route 101 interchange in Hampton.

UPDATE: The project remains on the 2021-2030 Ten-Year Plan (TYP) and is included in the draft 2023-2032 TYP, with an anticipated start date of 2028.

Goals: ID, SL	Estimated Costs: \$7.4 million (2028 dollars)	Estimated Jobs: Unknown	Funding Sources: National Highway System, Transportation Block Grants, NH DOT
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HAMPTON FALLS - Intermunicipal Sewer Extension

DESCRIPTION: The project will extend a sewer line from an abutting town along Lafayette Road (Route 1) to provide municipal sewer to the approximately 55 properties that abut tidal marshes. The existing septic systems severely restrict the ability for the properties to be utilized at their highest and best use. The ability to develop or rebuild these lots will provide jobs and a more diverse business district.

UPDATE: This is a new project.

Goals: ID, SL	Estimated Costs: Unknown	Estimated Jobs: Unknown	Funding Sources: TIF District, Municipal Bonds, Grants, Private Developers
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LONDONDERRY - Woodmont Commons Project

DESCRIPTION: Development of a 600-acre mixed-use, approved Planned Unit Development (PUD) Master Plan. Permitted for up to 1.8 million square feet of commercial space, over 1,400 residential dwelling units, plus hotel, institutional, and civic uses.

UPDATE: Construction on Phase 1 continues. In 2021, a subdivision of 28 SFUs was completed and is fully occupied. Site work for a 240-unit independent living facility has started. Derry Medical Center and Enterprise Bank received approvals and each began construction. Improvements to Route 102/Nashua Road were completed.

Goals: ID, WF, H	Estimated Costs: Unknown	Estimated Jobs: Phase 1: 600 new jobs Remaining Phases: over 3,000 new jobs	Funding Sources: Private Developer
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PORTSMOUTH - U.S. Route 1 Sidepath Construction

DESCRIPTION: Creation of a walkable and bikeable connection for neighborhoods and destinations along Route 1 through construction of ten ft. sidepaths on each side of road in available NH DOT right-of-ways. This will be a phased project: the first phase is the design work from the intersection of Elwyn Road/Peverly Hill Road to Heritage Ave. to correspond with the NH DOT Route 1 Corridor. Additional sections will be designed as part of Phase 2, and construction of the project is Phase 3. Due to corridor project and DOT involvement, final costs may be more than the city portion.

UPDATE: Additional public hearings were held in 2021; NH DOT continues to finalize the plans and work on the NEPA assessment. The project is included in the city Capital Improvement Plan, with construction slated for 2025.

Goals: ID, WF, SL	Estimated Costs: Portsmouth cost: \$1,425,000 Phase 1: \$130,000 Phase 2: \$295,000 Phase 3: \$1,000,000	Estimated Jobs: Unknown / Indirect	Funding Sources: Capital Improvement Plan, Municipal bond
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SALEM - Salem Bike-Pedestrian Corridor

DESCRIPTION: The completion of a 5.1 mile rail trail on the former Manchester & Lawrence rail line. The Salem section is the most southern segment of the Granite State Rail Trail, which will run from Salem to Lebanon, NH. Currently the northern (approx.) two miles is paved and complete. Plans and funding are in place for the section from Main St. to Cluff Crossing Rd. Approx. two miles of trail south of Cluff Road remain. There are additional projects that will need to be developed to help support the trail, including a new bicycle/pedestrian bridge when Brunello Road is constructed.

UPDATE: New Project.

Goals: ID, SL	Estimated Costs: Completed phases \$2+ million; Phases IV-VI: \$1.9 million; Phases VII+: Unknown Hampshire Road area improvements: \$240,000; Brunello Road Bridge: \$1.5 million	Estimated Jobs: Unknown	Funding Sources: CMAQ, TTAP, EDA, Impact Fees, Private Developer
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SALEM / TUSCAN VILLAGE DEVELOPMENT - Tuscan Village

DESCRIPTION: Redevelopment of the former Rockingham Park Racetrack. The mixed-use project will include multifamily housing, retail, medical offices, office space, a hotel, restaurants, and a car dealership. The total project is 170 acres and will contain close to 2.5 million sq. ft. of development.

UPDATE: North Tuscan Village (TV) is substantially complete. South Tuscan Village is partially complete. Both areas have a mix of retail shopping, restaurants, and dwelling units. Additionally at South TV: Mass General Brigham is opening a medical building in August 2022. A hotel and additional dwellings are scheduled for spring 2023. Additional development is planned.

Goals: ID	Estimated Costs: \$1 billion	Estimated Jobs: 5,000	Funding Sources: Private Developer
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SALEM - Salem / Tuscan Village Off-site Infrastructure

DESCRIPTION: This project covers a necessary off-site infrastructure improvement needed adjacent to, and in conjunction with, Tuscan Village. The Ring Road project will create three new roadway links with new intersections on Route 28.

UPDATE: No changes.

Goals: ID	Estimated Costs: Ring Road: \$4 million	Estimated Jobs: 5,000	Funding Sources: EDA Grant, Municipal, Private Developer
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SEABROOK - Replacement of Harbor Seawall

DESCRIPTION: Replace approx. 575 linear feet of steel sheet pile on the existing bulkhead, repair the existing timber fender system, and regrade/repave the land behind the seawall.

UPDATE: As part of the NH DES permitting process, the state held a public hearing for the project in February 2022. It is anticipated that the permits will be in place by late spring and the project will go out to bid in summer 2022, with construction completed by the end of 2022.

Goals: ID, SL	Estimated Costs: \$1.67 million	Estimated Jobs: 100 retained	Funding Sources: EDA Public Works grant, Municipal Bond, Private Developer
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SEABROOK - Route 1 Expansion North

DESCRIPTION: The proposal is to widen Route 1 from New Zealand Road north to the Hampton Falls town line from three lanes to four.

UPDATE: The town and state executed an MOU for the work. Since the MOU, the project costs have increased by 40%, and the town is exploring funding options to fill the gap in match.

Goals: ID	Estimated Costs: \$4.1 million	Estimated Jobs: Unknown	Funding Sources: NH DOT 50% committed, Exaction Fees, Private Developer
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WINDHAM - Windham Water Line Extension

DESCRIPTION: A water needs and assessment study to help the town determine the costs associated with implementing a public water system, followed by implementation of recommendations as funding becomes available.

UPDATE: No changes.

Goals: ID, SL	Estimated Costs: \$9.5 million	Estimated Jobs: Unknown	Funding Sources: Grants, Municipal, TIF District, Private Investment
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COAST / SEACOAST - COAST Facility Expansion

DESCRIPTION: The Cooperative Alliance for Seacoast Transportation (COAST) existing facility in Dover is inadequate to meet system and regional needs. The project proposes to expand its existing facilities to include administration space, operations/dispatching space, a regional call center, maintenance bays, and indoor bus storage. Although located outside the REDC CEDS region, COAST services the seacoast area, including the communities of Portsmouth and Newington.

UPDATE: This is a new project.

Goals: ID, WF, SL	Estimated Costs: Phase 1: \$6,140,000 Phase 2: \$8,560,000	Estimated Jobs: Unknown	Funding Sources: FTA Section 5339 grant program, State transit capital match program, CDEA tax credits, Grants, Municipal.
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SEACOAST REGION / RPC - NH Seacoast Greenway

DESCRIPTION: The NH Seacoast Greenway is part of the U.S. East Coast Greenway, running from Portsmouth to Seabrook.

UPDATE: Design for the 9.6 miles of trail from Hampton to Portsmouth is underway with advertising anticipated for fall 2022 and construction completion in 2024. The corridor communities of Portsmouth, North Hampton, and Hampton are currently working to develop trailhead facilities to be ready for fall 2024 trail opening. The trail in Seabrook is programmed in the NH DOT Ten-Year Plan for construction in 2030, but potential remains for accelerated construction with private funding as developers of adjacent commercial properties have pledged materials, labor, equipment, and in some cases cash funding for short-term trail development. A project to complete the gap through Hampton Falls and southern Hampton has been added as top priority for the region to the Draft 2023-2032 Ten-Year Plan for construction in 2032. Rockingham Planning Commission is currently working with the National Park Service Rivers, Trails and Conservation Assistance Program to plan for trailhead design and development, develop a trail signage plan, and assist with organizational development for the new nonprofit NH Seacoast Greenway Alliance, which will work with communities to develop funding, recruit trail volunteers for trail maintenance, and promote the trail once completed. The project remains a priority on MPO Long Range Transportation Plan.

Goals: ID, SL	Estimated Costs: Hampton-Portsmouth: \$2.0-2.5 million Seabrook-Hampton: \$3.8-4.4 million	Estimated Jobs: Unknown	Funding Sources: CMAQ, STBG, TAP, Private Sector
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HAMPTON AREA CHAMBER / SEACOAST - MANCHESTER AREAS - Career Pathway Program

DESCRIPTION: To provide initial job training in plumbing, electrical, oil/heat, and HVAC to 260 high school students over seven school semesters. The program, sponsored by the Hampton Area Chamber, creates a cooperative relationship with high schools in the seacoast and greater Manchester areas, partnering with NH School of Mechanical Trades and ApprenticeshipNH.

UPDATE: This is a new project.

Goals: WF	Estimated Costs: \$342,550	Estimated Jobs: Unknown	Funding Sources: State GOFERR Program funds
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REGION-WIDE / REDC - REDC Revolving Loan Fund

DESCRIPTION: To apply for an EDA Revolving Loan Fund (RLF) as a new source of financing for REDC.

UPDATE: In the past 12 months, REDC has made 4 loans totaling \$734,150. \$275,000 of that has been repaid. \$412,680 remains to draw down from the federal share.

Goals: WF	Estimated Costs: \$1.25 million	Estimated Jobs: Unknown	Funding Sources: EDA grant for \$1 million, REDC for \$250,000
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REGION-WIDE / NH SBDC - NH SBDC Inclusivity Project

DESCRIPTION: The NH SBDC Inclusivity Project is a statewide effort, with a focus on working more closely with REDC and local economic development partners to support minority entrepreneurs and minority owned businesses. The plan includes targeted outreach and marketing including a website with resource links. The programming includes the development of new and additional materials and content tailored for the target markets and provides Diversity, Equity & Inclusion training for SBDC staff. The goal of the program is to cultivate new and existing businesses, create jobs, and provide enhanced opportunities for underserved minorities and new Americans.

UPDATE: The overall goal of the NH SBDC's Inclusivity Project remains the same, but the scope has increased in size. In 2021, the NH SBDC became a statewide partner in the NH Community Development Finance Authority's Community Navigator Pilot Project, which was designed to reduce barriers that underrepresented and underserved entrepreneurs often face in accessing the programs they need to recover, grow, or start their businesses. Funding through this grant has allowed the NH SBDC to retain staffing and dedicate a full-time business advisor to assisting business owners of color. SBDC has also utilized a small amount of CARES Act funding to contract with a local minority-owned small business to conduct a study and focus groups and to issue a report on the project. They have begun holding meetings with organizations from different communities in the state to discuss ways to better reach minority-owned small businesses and entrepreneurs. These include Diversity, Equity & Inclusion meetings with community partners, as well as Lunch and Learn events.

Goals: WF	Estimated Costs: Unknown	Estimated Jobs: Unknown	Funding Sources: SBA Funds, CARES Act, Private Banks
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Removed from List

NASHUA - Downtown Waterfront Plan

DESCRIPTION: A community-led visioning process for the area located along a 1.8 mile section of the Nashua River from Mine Falls Park, through the millyard and downtown, ending at the Bridge Street bridge.

UPDATE: None provided.

NASHUA - Downtown Circulation Project

DESCRIPTION: Create a new circulation pattern for the "Courthouse Oval" (Walnut St., Central St., Factory St.) by realigning roadways to square off area and provide streetscaping along School St.

UPDATE: None provided.

NASHUA - Eastern Gateway to Downtown

DESCRIPTION: Bound by the confluence of the Nashua and Merrimack Rivers, the project will focus on intersection and local access improvements, followed by promoting infill development.

UPDATE: None provided.

NASHUA - Performing Arts Center

DESCRIPTION: Development of a 750-seat Performing Arts Center with a flexible venue for use as an event space.

UPDATE: None provided.

NASHUA - Mohawk Tannery Cleanup & Redevelopment

DESCRIPTION: Revitalization of former tannery site, cleanup, and reuse of 39 acres for mixed use.

UPDATE: None provided.

NASHUA - Franklin/Front Street Connection to BSP

DESCRIPTION: Creation of a connection from either Front or Franklin Streets to the BSP, allowing improved access to the northern portion of the millyard.

UPDATE: None provided.

RAYMOND/ THIBEAULT CORP. - Thibeault Industrial Park

DESCRIPTION: This project proposes to develop 341 acres of land for an industrial park, subdivided into 16 five-acre commercial/ industrial lots. The project includes the construction of a bridge providing access from Route 27 and using an existing on-site well to help the town with an additional municipal water supply.

UPDATE: None provided.

SEABROOK - Route 107 West (of I-95) Future Needs Analysis

DESCRIPTION: The purpose of the project is to create a needs assessment for the Route 107 corridor west of Route 1, which was designated an Opportunity Zone in 2018.

UPDATE: The town is no longer pursuing this project.

STRATHAM - Stratham Gateway Public Water & Sewer Project (formerly Stratham Gateway Project)

DESCRIPTION: The Gateway District, along Route 108/Portsmouth Avenue, is Stratham's largest commercial district. The desired goals of this project include introduction of water and sewer utilities to foster a village-like environment with vibrant mixed uses, including diversified housing types and commercial and recreational amenities.

UPDATE: None provided.

PLAN OF ACTION

With the development of the region's CEDS, REDC will work to support and implement projects, programs, and activities that promote economic development and opportunity throughout southern New Hampshire. 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, nonprofit, and private organizations.

In 2020, REDC developed a new set of Goals and Objectives, which will guide our activities during the five-year cycle from 2020-2024. REDC will use the following Plan of Action to direct our activities and implementation of the CEDS on an annual basis. Status of these action items is discussed in the Evaluation and Performance Measure section of the CEDS.

Due to the ongoing situation and economic impacts of COVID-19, we will endeavor to update our plan of action as we determine the best ways to help businesses and communities in the region.

Continue CEDS grassroots planning process:

- Implement the EDA Planning Investment grant on an annual basis and develop annual updates to the 2020 CEDS;
- Schedule two to four CEDS Steering Committee meetings as part of the program year;
- Identify, recruit, train, and orient both public and private sector representatives for the CEDS Steering Committee to maintain a balanced and active committee. Key areas of interest include municipal government, higher education, workforce groups, housing groups, chambers of commerce, new and emerging technologies, renewable and traditional energy suppliers, expertise in green technologies, banking and financing, and real estate development;
- Host, or partner with other agencies to host, public events in order to keep stakeholders informed of the CEDS process and relevant economic development issues for our region; and

- Provide demographic data and information developed through the CEDS process to municipalities, businesses, nonprofit groups, and the public through an enhanced website and regular electronic updates.

Promote economic development and opportunities:

- Develop a program of classes and/or guest speakers for the REDC Business Training Center. Provide local entrepreneurs with access to instruction, computers, and reference materials to facilitate the creation of new businesses and the expansion of existing businesses;
- Continue to work with municipalities and private developers to redevelop Brownfield sites and encourage economic growth;
- Meet with representatives from distressed communities to identify infrastructure and community needs;
- Pursue microlending capacity and clients to build on our CDFI designation;
- Pursue and utilize additional funding sources and opportunities;
- Provide technical assistance and financing for expanding businesses that create jobs; and
- Assist other communities as requested.

Implement the CEDS Goals and Objectives:

- Identify projects, programs, and activities that address one or more of the CEDS Goals via the CEDS Priority Project process and by increasing outreach to local communities and stakeholders;
- Develop/sponsor forums that address one or more of the CEDS Objectives;
- Work with the Steering Committee to identify opportunities that address the CEDS Objectives;
- Continue to provide grant and loan opportunities to the region with the REDC - EDA Brownfields grant;
- Create opportunities that encourage local and regional interactions, including state agencies when appropriate; and
- Provide technical assistance to the proponents of 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.

Performance Measures

REDC evaluates the success of its work in developing and implementing the CEDS using a variety of performance measures. The performance measures are divided into three categories: private sector investment, action plan items and objectives, and the EDA planning grant. REDC will report the progress in each of these performance measures on an annual basis in the Evaluation Section of the CEDS.

Private Sector Investment

One of the primary goals of the CEDS is to create economic development through private sector investment and growth. REDC gauges success using the following performance measures:

- Number of new jobs created in our region;
- Number of jobs retained in our region;
- Number and types of investments undertaken in the region; and
- Amount of private sector investments in our region.

Action Plan Items and Objectives

REDC has a comprehensive list of Goals and Objectives, which will be used to guide our Priority Projects, programs, and activities throughout the next five years. REDC gauges success based on the following performance measures:

- Number of Priority Projects started;
- Number of Priority Projects completed;
- Number of new Priority Projects added to the list;
- Number and types of investments in areas supporting the Goals and Objectives;

- Number and types of programs/activities implemented in areas supporting the Goals and Objectives; and
- Compliance with, and completion of, the CEDS Plan of Action.

EDA Planning Grant Scope of Work

Funding for the CEDS and its annual updates comes in part from the Department of Commerce, Economic Development Administration (EDA). As part of the grant award, REDC agrees to complete the annual CEDS and provide semiannual Performance and Project Progress Reports. The EDA authorizes a Scope of Work with each grant award. REDC gauges success based on completing the annually approved EDA Scope of Work. For the 2022 fiscal year grant award, that includes:

- 1) Complete the 2022 CEDS update, the second update to the 2020 five-year CEDS. Continue the grassroots ongoing planning process, which includes the production, dissemination, and implementation of the annual update. Identify, recruit, and train private sector representatives for key CEDS committees. These members will represent new and emerging technologies, green technologies, banking and financing, small businesses, and real estate developers. The 2022 CEDS Update will be submitted to the EDA by June 30, 2022.
- 2) Identify projects, programs, and actions that will address the 2020-2024 CEDS goals and objectives.
- 3) Identify projects for inclusion on the Priority Project List. Provide technical support for projects on the region's Priority Project List, including identification of potential funding sources, assistance in grant writing, and providing grant management.
- 4) Continue to build upon and update the CEDS Resiliency components which were initially integrated into the 2017 CEDS Update.

- 5) Active participation in the region's Brownfield Assessment and Brownfield Clean-up programs.
- 6) Provide financing and technical assistance to the private sector where job growth, emerging technologies, and/or green technology efforts are part of the outcome.

Annual Evaluation

REDC submits its annual evaluation based on the progress in each of the performance measures.

Private Sector Investment

During the past fiscal year, the Board of Directors at REDC made loans to 36 clients totaling \$3.11 million. These loans have the potential to bring a total leveraged value of over \$36 million into southern New Hampshire's job economy, creating and/or retaining 304 jobs. The approved loans will help fund businesses in a variety of industries, including: a moving company, hospitality industry, food and service industry, addiction recovery, Arts Council, fishing industry, music recording studio, hair salon, financial services, lodging, and welding industry. Additionally, as part of REDC's merger with CEDC, REDC took on 36 loans from CEDC in February 2022. The total value of the loans is over \$2 million.

Action Plan Items and Objectives

There were five new projects added to this year's Priority Project list. The proposed projects are located in Chester, Hampton Falls, Salem, Dover (with an impact to the seacoast region), and high schools in the seacoast and Manchester areas. The new projects include various infrastructure improvements needed to retain and/or expand economic development, a rail trail extension, improvements to and expansion of a commuter bus service facility, and providing initial job training for high school students. For more detail on the new projects, refer to the Priority Project section.

During the 2021-2022 planning cycle, no Priority Projects were completed.

During the past 12 months, progress was made on the following projects:

- Epping Road, Exeter: most of the improvements have been constructed, leading to private development.
- Hampton Master Plan Update, Hampton: Phase 1 was completed March 2021, Phase 2 is underway and scheduled to be completed by end of 2022.
- Hampton Wastewater Treatment Plant, Hampton: funding for Phase 1 is secured and construction is underway. Funding for Phase 2 was approved in March 2022.
- Hampton Winnacunnet Road and High Street Reconstruction, Hampton: Funding for High Street reconstruction was approved by voters in March 2022.
- Hampton Route 1A, Hampton: a team at NH DOT has been assigned to the project, currently in design phase with the state
- HBAC Master Plan, Hampton: Funding is secured and the HBAC is working to secure a contract for services.
- Woodmont Commons, Londonderry: under construction.



Woodmont Commons, Londonderry, NH.

- Tuscan Village, Salem: under construction, new businesses opening.
- Harbor Seawall, Seabrook: This project was awarded a \$695,965 EDA Public Works Grant in September 2019. Permits were issued in late spring 2022, request for bids anticipated in late summer.
- NH Seacoast Greenway: Design for a 9.6-mile portion of the trail is underway.
- REDC EDA RLF: REDC was awarded a \$1 million RLF grant in April 2020. As of March 31, 2022, REDC has made four loans, totaling \$735,150. \$275,000 has been repaid and \$412,680 remains to draw down from the federal share.

This section also reviews the Plan of Action items acted on over the past twelve months and each is evaluated below.

Continue CEDS grassroots planning process

During the past 12 months, REDC has met this action item by completing and filing the 2021 CEDS Update; working on the 2022 CEDS Update, which will be submitted to the EDA by its June 30, 2022 deadline; holding four Steering Committee meetings through the planning cycle, updating the Priority Project list; completing the evaluation for the past 12-month cycle; and updating all available demographic data. REDC continues to work with member communities on the recruitment of new Steering Committee representatives. Additionally, in November 2021, REDC hosted a public event with a presentation from John and Maggie Randolph of Harmony Homes, followed by a tour of their new employee apartment and childcare center at Harmony Homes by the Bay in Durham, NH. In May 2022, REDC hosted a public workshop on building resilience in municipalities and small businesses.

Promote economic development and opportunities

Although the pandemic impacted much of our business practices, REDC continued to present at maker spaces, incubators, business expos, chamber of commerce events, Rotary meetings, planning

boards and commissions, and economic development committee meetings using virtual and online access. REDC is working with congressional representatives to further infrastructure improvements in the region, encourage regional cooperation, and promote grassroots economic development at the town, regional, and state levels. In addition, REDC provides in-house technical assistance to a variety of clients, ranging from potential startups, growing businesses, and potential loan clients.

REDC's business advisors provided technical assistance to 126 individuals and/or businesses. Additionally, REDC provided mini-grants to 82 recipients for a total of \$200,000, and the business advisors reviewed mini-grant qualification for an additional 126 individuals who did not qualify. REDC provided support for 15 clients under the new Community Navigator program. Also, REDC became the Hub for Kiva loans in New Hampshire in November 2021. There have been 28 loan applicants through the end of March. We have provided coaching to nine applicants to assist them with their application and provide information about the loan process.

For the past few years REDC has provided marketing, graphic design, and technical counseling for both private and public clients. Over the past year, our full-time graphic designer advisor worked with 33 clients on a range of services from logo and website design to marketing videos and the development of



Brochure created by REDC's design advisor for Powell Mobile Blasting & Welding, a new business.

brochures. The technical assistance (TA) coordinator provides support to the technical assistance team and is responsible for reporting technical assistance program data to various grant programs. He facilitates intake of new clients for the technical assistance program through email and phone requests, manages confidential client documentation and reports, and schedules appointments between clients and business advisors. With the recent addition of more TA and lending programs, the TA coordinator is interacting with more clients and managing more data. He is working on tracking systems that will increase efficiency and accuracy, while maintaining excellent customer relations.



Daniel Gray, former Coastal Economic Development Corporation Executive Director, became REDC's Executive Vice President in January 2022.

In January 2022, the Regional Economic Development Center of Southern New Hampshire (REDC) and the Coastal Economic Development Corporation (CEDC) merged, creating one organization that provides comprehensive services for the business community throughout Southern NH. All existing CEDC operations, staff, and loan portfolio were acquired by REDC, and the missions of both organizations have been combined to serve the more than 160 loans under management.

The Business Training Center has been up and running for several years, and REDC continues to expand the education and training opportunities we offer. REDC has held business startup classes and workshops, however, due to the pandemic, in-person meetings and office hours were reduced. Normally,

groups such as the Small Business Administration and SCORE, have held office hours using REDC's free day-use office space. REDC also hosts other groups whose purpose aligns with any one of our CEDS goals to use the training center free of charge.

In January of 2022, REDC received its first loan/grant under the USDA Rural Microenterprise Assistance Program (RMAP) which provides microloan funding for rural entrepreneurs.

REDC was awarded a \$1 million RLF grant in April 2020. As of March 31, 2022, REDC has made four loans, totaling \$735,150. \$275,000 has been repaid and \$412,680 remains to draw down from the federal share.

Additionally, REDC was awarded a \$300,000 combination loan/grant from USDA, joined the SBA Community Navigator program, and became the NH Statewide Hub for KIVA.org.

Implement the CEDS Goals and Objectives

REDC continued to tweak its Priority Project process in an effort to encompass more of the work proposed in member communities by enlisting the help of the four Regional Planning Commissions within communities in our region. This year, REDC had five new project submittals.

REDC is working with the town of Seabrook on an EDA Public Works grant to repair the seawall at Hampton-Seabrook Harbor. This important infrastructure project has been on the CEDS Priority



Seawall Project, Seabrook, NH.

List for a number of years. The EDA awarded a \$695,965 grant in September 2019, and increased the award amount to \$833,865 in May 2021. REDC is working with the town as the grant manager. In the past 12 months, the town and engineers worked to complete the engineering and design and obtain the required permits.

REDC worked with the town of Salem on a potential EDA tourism grant to construct a pedestrian bridge along a regional bike trail. This project was submitted for the 2022 Priority Project list.

EDA Planning Grant Scope of Work **Complete the 2022 CEDS update, the second update to the 2020 five-year CEDS.**

REDC continued to work with its partners and member communities to update the 2020 CEDS. We held four planning meetings with the Steering Committee throughout the planning cycle. REDC is working with member communities to recruit to private sector Steering Committee members. Finally, the 2022 CEDS update will be submitted to the EDA before the June 30, 2022, deadline.

Identify projects, programs, and actions that will address the 2020 CEDS goals and objectives.

REDC continues to work with local municipalities on infrastructure projects needed to improve building conditions, allowing for economic development. Staff is working with Seabrook, NH, as grant manager for an EDA Public Works grant, for the Seabrook Seawall project. Additionally, staff met with the town of Salem and the city of Manchester regarding ongoing and/or potential projects.

In June 2018, REDC formed a strategic partnership with the Workforce Housing Coalition (WHC) of the Greater Seacoast, aimed at bolstering the impact on the WHC and enhancing the affordable housing goal of the CEDS. REDC remains committed to addressing the housing crisis in southern NH. In August 2021, REDC hired Antonio Serna as our Housing Program Intern. In December 2021, then Executive Director Sarah Wrightsman accepted a position with NH Housing, and the WHC hired Nick Taylor to head its program.



Harmony Homes employee housing, Durham, NH.

In November 2021, REDC hosted a public event looking at ways to address the housing shortage in NH, with a presentation from John and Maggie Randolph of Harmony Homes, followed by a tour of their new employee apartment and childcare center at Harmony Homes by the Bay in Durham, NH. In May 2022, REDC hosted a public workshop on building resilience in municipalities and small businesses.

Identify projects for inclusion on the Priority Project List.

REDC and the CEDS Steering Committee worked over the past several months on the evaluation and update of the Priority Project list for inclusion in the 2022 CEDS update. First, REDC collected updates to existing projects in February and March 2022. REDC solicited applications for new projects in the first quarter of 2022, which resulted in the addition of five new projects to this year's list. The Steering Committee finalized the 2022 Priority Project at its May 2022 meeting. Details on the Priority Project List are outlined in previous sections of this document.

Continue to build upon and update the CEDS Resiliency components which were initially integrated into the 2017 CEDS update.

The 2017 CEDS Update (June 2017) is the first REDC CEDS to include a resiliency component, a requirement by the EDA for every CEDS. Using the EDA guidelines, REDC worked with Rockingham Planning Commission and the CEDS Steering Committee to develop a new section of the CEDS to address the resiliency requirements.

In June 2020, REDC was awarded a \$400,000 CARES Act grant from the Economic Development Administration. As part of that grant, REDC created a new Disaster Recovery Coordinator (DRC) position. Theresa Walker was hired to fill this role, starting July 20, 2020. The DRC's roll is to gather information and disseminate it to our communities as well as assist with orchestrating our response to the economic crisis created by the COVID-19 pandemic. Theresa is working directly with the four Regional Planning Commissions in our region, and remains apprised of recovery efforts and opportunities locally, regionally, and statewide. Additionally, the DRC coordinates with our federal partners such as EDA, EPA, SBA, CDFI, USDA, and HUD.

Since she was hired, Theresa has been participating in weekly economic development calls/Zoom meetings to review the status of local, regional, and state economies. In May 2022, she finalized REDC's resiliency and recovery plan as outlined in our CARES Act grant work plan. *Building Economic Resilience in the REDC Region: Best Management Practices for Municipalities and Small Businesses* was presented to the public at a workshop May 4, 2022, and is available for download from the REDC website.

Active participation in the region's Brownfield Assessment and Brownfield Clean-up programs.

REDC closed out its \$1.875 million EPA Brownfields grant. The funds have been used to make loans and grants to clean up Brownfields sites throughout the region and state. REDC will likely apply for additional funding this fall.

Provide financing and technical assistance to the private sector where job growth, emerging technologies, and/or green technology efforts are part of the outcome.

During the past fiscal year, the Board of Directors at REDC made loans to 36 clients totaling \$3.11 million. These loans have the potential to bring a total leveraged value of over \$36 million into southern New Hampshire's job economy, creating and/or retaining 304 jobs. The approved loans will help fund businesses in a variety of industries including: a moving company, hospitality industry, food and service industry, addiction recovery, Arts Council, fishing industry, music recording studio, hair salon, financial services, lodging, and welding industry.

Additionally, as part of REDC's merger with CEDC, REDC took on 36 loans from CEDC in February 2022. The total value of the loans is over \$2 million.

Building Economic Resilience in the REDC Region



Best Management Practices for Municipalities and Small Businesses



REDC's business advisors provided technical assistance to 126 individuals and/or businesses. Additionally, REDC provided mini-grants to 82 recipients for a total of \$200,000, and the business advisors reviewed mini-grant qualification for an additional 126 individuals who did not qualify. REDC provided support for 15 clients under the new Community Navigator program. Also, REDC became the Hub for Kiva loans in New Hampshire in November 2021. There have been 28 loan applicants through the end of March. REDC has provided coaching to 9 applicants to assist them with their application and provide information about the loan process.



Logo created by REDC's design advisor for Bending Branch Farm, a new business that produces sustainable artisanal cheese in Franconia, NH.



Community Backed Loans



The Process:

Step 1 (Usually less than 14 days)

Start a loan application
Good applications have:

- A clear business story
- A great photo
- A strong online presence

Step 2 (1-15 Days)

Private fundraising period

- Utilize your social network and gather 10 - 40 friends to each lend as little as \$25
- Prove your own community trusts you, before borrowing from the Kiva community

Step 3 (1-30 Days)

Public fundraising period

- Your application is live on Kiva's platform
- Visible to 1.7 million lenders from the global Kiva community

Step 4 - Repayment

- Funds disbursed within 5 days of fully funding
- 1st repayment due 30 days after disbursement
- Regular monthly repayments thereafter

More than a loan:

- 0% interest, loans up to \$15,000
- Terms up to 36 months
- Gain exposure to 1.6 million potential customers and champions for your business
- Connect with individual lenders looking to make a positive impact by supporting small businesses



Kiva program flier.

For the past few years REDC has provided marketing, graphic design, and technical counseling for both private and public clients. Over the past year, our full-time graphic designer advisor worked with 33 clients on a range of services from logo and website design to marketing videos and the development of brochures.

The technical assistance (TA) coordinator provides support to the technical assistance team and is responsible for reporting technical assistance program data to various grant programs. He facilitates intake of new clients for the technical assistance program through email and phone requests, manages confidential client documentation and reports, and schedules appointments between clients and business advisors. With the recent addition of more TA and lending programs, the TA coordinator is interacting with more clients and managing more data. He is working on tracking systems that will increase efficiency and accuracy, while maintaining excellent customer relations.

STEERING COMMITTEE

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. REDC began with the previous year's CEDS Steering Committee as a starting point to develop this year's committee. REDC said goodbye to two Steering Committee members and added two new members. Additionally, we bid farewell to Nancy Carmer, long time representative from Portsmouth, who retired in March 2022. The members of the 2022 Steering Committee and support staff are listed below.

REDC Staff



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Laurel@redc.com



Daniel Gray
Executive Vice
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Dan@redc.com



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Theresa Walker
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Coordinator
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Nick Taylor
Housing
Coordinator



Antonio Serna
Housing Program
Intern for 2021-2022

Consultants

Scott Lemos	Lecturer, Economics and Management, University of New Hampshire	scott.r.lemos@gmail.com
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Partnering Agencies

Nashua Regional Planning Commission Jay Minkarah, Executive Director jaym@nashuarpc.org
Rockingham Planning Commission Tim Roache, Executive Director troache@therpc.org
Southern New Hampshire Planning Commission Sylvia von Aulock, Executive Director SvonAulock@snhpc.org
Strafford Regional Planning Commission Jen Czysz, Executive Director jczysz@strafford.org

CEDS Steering Committee Members

Nancy Carmer	REDC BoD / City of Portsmouth
David Choate	Colliers International
Sean Clancy	City of Portsmouth
Thomas Conaton	REDC BoD / Primary Bank
Glenn Coppelman	Evergreen Farm (Kingston)
Bev Donovan	Town of Derry
Andrew Hadik	Town of Chester
Ashley Haseltine	Greater Derry Londonderry Chamber
Joe Ilsley	Town of Raymond
Craig Jewett	REDC BoD / Jewett Construction
Amy Kizak	Town of Londonderry
Barbara Kravitz	Rockingham Planning Commission (RPC)
Karri Makinen	Town of Salem
John Nyhan	Hampton Area Chamber of Commerce
Peter Rayno	Enterprise Bank
George Sioras	REDC BoD / Town of Derry
Darren Winham	Town of Exeter
Scott Zeller	REDC BoD / RallyMe.com

* Nancy Carmer retired in March 2022. Sean Clancy filled her spot for the remainder of the planning cycle.

Meetings

Date	Meetings	Location	Agenda
11/17/2021	CEDS Steering Committee Meeting #1	Durham, NH	Recovery & Resiliency Planning; Marketing tools and needs at REDC; Discussion on Priority Projects; Updates from REDC; Presentation by John and Maggie Randolph of Harmony Homes, followed by tour of new employee apartment and childcare center.
3/23/2022	CEDS Steering Committee Meeting #2	Zoom Conference	Recovery & Resiliency Planning; Presentation on NH Hospitals; Priority Projects; ARPA Funding
5/4/2022	CEDS Steering Committee Meeting #3	Raymond, NH	Presentation of the final 2022 Priority Project List with recommended actions; Resiliency Planning Workshop
6/15/2022	CEDS Steering Committee Meeting #4	Zoom Conference	Review and approval of the 2022 CEDS update.

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Table A-1: Population History and Estimates

Area	U.S. Census Population Counts							OSI Annual Population Estimates (based on 2010 Census)							change in population: Census	
	1970	1980	1990	2000	2010	2020	2014	2015	2016	2017	2018	2019	2020-2021	% change	avg. annual growth	
East Kingston	838	1,135	1,352	1,784	2,357	2,441	2,387	2,398	2,392	2,404	2,425	2,424	84	3.6%	0.4%	
Exeter	8,892	11,024	12,481	14,058	14,306	16,049	14,385	14,582	14,845	15,108	15,365	15,382	1,743	12.2%	1.2%	
Greenland	1,784	2,129	2,768	3,208	3,549	4,067	3,776	3,860	3,886	4,034	4,140	4,146	518	14.6%	1.5%	
Hampton	8,011	10,493	12,278	14,937	14,976	16,214	15,011	15,050	15,145	15,134	15,236	15,207	1,238	8.3%	0.8%	
Hampton Falls	1,254	1,372	1,503	1,880	2,236	2,403	2,241	2,239	2,233	2,296	2,312	2,428	167	7.5%	0.7%	
Kensington	1,044	1,322	1,631	1,893	2,124	2,095	2,113	2,114	2,114	2,121	2,131	2,146	-29	-1.4%	-0.1%	
New Castle	975	936	840	1,010	968	1,000	966	966	963	964	969	968	32	3.3%	0.3%	
Newfields	843	817	888	1,551	1,680	1,769	1,685	1,685	1,692	1,704	1,721	1,723	89	5.3%	0.5%	
Newington	798	716	990	775	753	811	766	770	781	790	799	800	58	7.7%	0.8%	
Newmarket	3,361	4,290	7,157	8,027	8,936	9,430	9,149	9,170	9,172	9,359	9,455	9,460	494	5.5%	0.6%	
North Hampton	3,259	3,425	3,637	4,259	4,301	4,538	4,463	4,511	4,514	4,540	4,579	4,582	237	5.5%	0.6%	
Portsmouth	25,717	26,254	25,925	20,784	21,233	21,956	21,463	21,496	21,524	21,898	22,166	22,206	723	3.4%	0.3%	
Rye	4,083	4,508	4,612	5,182	5,298	5,543	5,381	5,400	5,439	5,454	5,494	5,479	245	4.6%	0.5%	
Seabrook	3,053	5,917	6,503	7,934	8,693	8,401	8,791	8,814	8,829	8,860	8,909	8,904	-292	-3.4%	-0.3%	
South Hampton	558	660	740	844	814	894	811	811	810	814	826	826	80	9.8%	1.0%	
Stratham	1,512	2,507	4,955	6,355	7,255	7,669	7,297	7,334	7,359	7,405	7,492	7,559	414	5.7%	0.6%	
CEDS Eastern Communities	65,982	77,507	88,260	94,481	99,479	105,280	100,685	101,200	101,698	102,885	104,019	104,240	5,801	5.8%	0.6%	
Atkinson	2,291	4,397	5,188	6,178	6,751	7,087	6,728	6,722	6,748	6,832	6,979	7,115	336	5.0%	0.5%	
Auburn	2,035	2,883	4,085	4,682	4,953	5,946	5,222	5,315	5,393	5,492	5,607	5,653	993	20.0%	2.0%	
Brentwood	1,468	2,004	2,590	3,197	4,486	4,490	4,727	4,678	4,643	4,596	4,531	4,610	4	0.1%	0.0%	
Candia	1,997	2,989	3,557	3,911	3,909	4,013	3,911	3,909	3,899	3,922	3,956	3,967	104	2.7%	0.3%	
Chester	1,382	2,006	2,691	3,792	4,768	5,232	4,818	4,887	4,969	5,100	5,263	5,298	464	9.7%	1.0%	
Danville	924	1,318	2,534	4,023	4,387	4,408	4,433	4,458	4,447	4,479	4,519	4,553	21	0.5%	0.0%	
Deerfield	1,178	1,979	3,124	3,678	4,280	4,855	4,385	4,413	4,480	4,543	4,624	4,659	575	13.4%	1.3%	
Epping	2,356	3,460	5,162	5,476	6,411	7,125	6,736	6,828	6,871	6,944	7,025	7,031	714	11.1%	1.1%	
Fremont	993	1,333	2,576	3,510	4,283	4,739	4,531	4,597	4,669	4,728	4,746	4,765	456	10.6%	1.1%	
Hampstead	2,401	3,785	6,732	8,297	8,523	8,998	8,555	8,602	8,644	8,665	8,745	8,741	475	5.6%	0.6%	
Kingston	2,882	4,111	5,591	5,862	6,025	6,202	6,015	6,049	6,069	6,136	6,244	6,240	177	2.9%	0.3%	
Newton	1,920	3,068	3,473	4,289	4,603	4,820	4,796	4,865	4,901	4,944	4,980	4,967	217	4.7%	0.5%	
Northwood	1,525	2,175	3,124	3,640	4,241	4,641	4,222	4,214	4,207	4,240	4,283	4,300	400	9.4%	0.9%	
Nottingham	952	1,952	2,939	3,701	4,785	5,229	4,852	4,904	4,962	5,035	5,099	5,144	444	9.3%	0.9%	
Plaistow	4,712	5,609	7,316	7,747	7,609	7,830	7,562	7,602	7,667	7,705	7,756	7,749	221	2.9%	0.3%	
Raymond	3,003	5,453	8,713	9,674	10,138	10,684	10,229	10,257	10,282	10,306	10,406	10,489	546	5.4%	0.5%	
Sandown	741	2,057	4,060	5,143	5,986	6,548	6,202	6,255	6,260	6,268	6,449	6,473	562	9.4%	0.9%	
CEDS Central Communities	32,760	50,579	73,455	86,800	96,138	102,847	97,924	98,555	99,111	99,935	101,212	101,754	6,709	7.0%	0.7%	
Derry	11,712	18,875	29,603	34,021	33,109	34,317	32,960	32,948	32,914	33,037	33,308	33,249	1,208	3.6%	0.4%	
Hudson	10,638	14,022	19,530	22,928	24,467	25,394	24,668	24,781	24,888	25,103	25,458	25,514	927	3.8%	0.4%	
Litchfield	1,420	4,150	5,516	7,360	8,271	8,478	8,363	8,395	8,415	8,458	8,636	8,634	207	2.5%	0.3%	
Londonderry	5,346	13,598	19,781	23,236	24,129	25,826	24,305	24,891	25,361	25,671	26,027	26,266	1,697	7.0%	0.7%	
Merrimack	8,595	15,406	22,156	25,119	25,494	26,632	25,408	25,427	25,396	25,529	25,747	26,237	1,138	4.5%	0.4%	
Nashua	55,820	67,865	79,662	86,605	86,494	91,322	87,029	87,551	88,143	88,706	88,872	88,872	4,828	5.6%	0.6%	
Pelham	5,408	8,090	9,408	10,914	12,897	14,222	13,069	13,117	13,221	13,500	13,824	14,032	1,325	10.3%	1.0%	
Salem	20,142	24,124	25,746	28,112	28,776	30,089	28,611	28,674	28,752	28,914	29,565	29,957	1,313	4.6%	0.5%	
Windham	3,008	5,664	9,000	10,709	13,592	15,817	14,088	14,301	14,358	14,490	14,707	14,792	2,225	16.4%	1.6%	
CEDS Western Communities	122,089	171,794	220,402	249,004	257,229	272,097	258,510	260,085	260,895	262,845	265,973	267,553	14,868	5.8%	0.6%	
REDC Region	220,831	299,878	382,117	430,285	452,846	480,224	457,101	459,840	461,704	465,665	471,204	473,547	27,378	6.0%	0.6%	
Hillsborough County	223,941	276,608	336,073	380,841	400,721	422,937	402,946	404,322	405,747	408,296	412,198	413,413	22,216	5.5%	0.6%	
Rockingham County	138,950	190,345	245,845	277,359	295,223	314,176	298,573	300,569	302,194	304,932	308,833	310,258	18,953	6.4%	0.6%	
New Hampshire	737,681	920,475	1,109,252	1,235,550	1,316,470	1,377,529	1,326,813	1,330,608	1,334,795	1,342,795	1,356,458	1,359,711	61,059	4.6%	0.5%	

Sources: U.S. Census and NH Office of Strategic Initiatives

Table A-3: Population – Gender & Age

Town/Area	Total Population	Total Male Pop.	Total Female Pop.	Age Under 5	Age 5-9	Age 10-14	Age 15-19	Age 20-24	Age 25-34	Age 34-44	Age 45-54	Age 55-64	Age 65-74	Age 75-84	Age 85+	Median Age	Age Under 18	Age 65+	Percent under 18	Percent 65+	
East Kingston	2,192	1,042	1,150	43	96	129	151	164	214	306	283	216	208	300	14	52.8	383	522	17%	24%	
Exeter	15,179	6,833	8,346	456	724	909	983	807	1,596	1,482	1,212	986	1,490	1,257	853	47.6	2,616	3,600	17%	24%	
Greenland	4,058	2,010	2,048	112	408	273	179	158	333	455	724	298	377	559	138	44	914	741	23%	18%	
Hampton	15,938	8,079	7,859	379	688	776	776	951	1,752	1,417	2,447	1,568	1,457	1,155	366	50.3	2,394	3,710	15%	23%	
Hampton Falls	2,231	1,190	1,041	45	147	88	117	195	282	322	236	229	212	90	73	46.4	440	375	20%	17%	
Kensington	2,011	909	1,102	144	100	87	121	77	146	300	313	119	204	234	102	64	393	400	20%	20%	
New Castle	863	412	451	27	36	55	66	3	31	23	131	100	108	153	86	44	56.8	181	283	21%	33%
Newfields	1,984	1,051	933	37	112	156	143	156	150	196	436	234	119	137	62	16	397	245	20%	12%	
Newington	1,066	551	455	21	70	19	20	43	47	112	228	100	94	132	93	57	125	252	12%	25%	
Newmarket	9,161	4,681	4,480	371	441	491	263	774	1,707	1,265	1,142	528	818	771	430	38.1	1,486	1,361	16%	15%	
North Hampton	4,477	2,222	2,255	67	157	359	392	115	388	366	828	380	361	755	224	85	872	1,064	19%	24%	
Portsmouth	21,418	10,335	11,083	761	1,072	840	926	1,211	3,831	2,945	2,887	1,469	1,315	2,545	1,162	45.4	3,334	4,161	16%	19%	
Ray	5,478	2,883	2,595	267	249	245	194	122	355	605	607	745	431	1,144	339	55.6	917	1,658	17%	30%	
Seabrook	8,843	4,369	4,474	164	475	432	428	372	942	939	1,328	775	733	1,269	900	86	1,292	2,255	15%	26%	
South Hampton	929	499	430	50	70	57	30	68	88	110	157	100	52	94	39	14	199	147	21%	16%	
Stratham	7,466	3,670	3,796	293	537	442	495	214	611	933	1,354	721	543	804	340	179	1,616	1,323	22%	18%	
CEDS Eastern Communities	103,234	50,736	52,498	3,237	5,430	5,434	5,255	5,256	12,336	11,644	15,634	8,868	12,696	6,717	2,684	46.8	17,559	22,097	17%	21%	
Atkinson	7,014	3,507	3,507	257	306	332	382	446	562	505	1,313	546	852	1,112	267	134	51.9	1,193	1,513	17%	22%
Auburn	5,513	3,092	2,421	287	211	317	335	385	513	605	879	823	428	495	115	120	47.4	1,082	730	20%	13%
Brentwood	4,596	2,535	2,061	299	314	310	263	108	594	612	744	416	283	311	235	107	42.1	1,174	653	26%	14%
Candia	3,942	2,078	1,864	229	127	170	120	296	434	385	626	322	561	474	110	88	50.2	594	672	15%	17%
Chester	5,191	2,717	2,474	246	319	326	332	359	451	440	950	649	418	438	241	22	47.5	1,056	701	20%	14%
Danville	4,538	2,206	2,332	179	211	435	388	267	441	535	783	387	422	350	107	33	42.8	1,088	490	24%	11%
Deerfield	4,509	2,119	2,390	213	166	252	338	321	564	403	722	475	312	536	102	55	45.0	866	693	19%	15%
Epping	6,989	3,577	3,412	403	529	299	293	128	1,001	705	1,243	487	414	1,153	253	81	46.9	1,366	1,487	20%	21%
Fremont	4,709	2,307	2,402	246	383	321	247	170	488	684	789	340	319	621	280	81	44.0	1,059	722	22%	15%
Hampstead	8,607	4,131	4,476	452	405	769	343	456	1,079	889	901	952	650	996	643	72	44.0	1,902	1,711	22%	20%
Kingston	6,330	3,484	2,846	180	358	296	209	412	893	553	1,111	391	751	757	267	132	47.5	986	1,176	16%	16%
Newton	4,930	2,459	2,471	170	202	385	201	287	647	595	850	364	501	560	126	42	44.7	869	728	18%	15%
Northwood	4,316	1,989	2,327	227	214	228	169	283	485	599	501	472	210	665	158	105	44.5	774	928	18%	22%
Nottingham	5,099	2,378	2,721	395	313	223	316	61	654	705	741	374	330	729	215	43	44.3	1,149	987	23%	19%
Plaistow	7,724	3,782	3,942	345	437	423	405	394	1,038	900	1,076	676	548	975	301	206	44.2	1,435	1,482	19%	19%
Raymond	10,457	5,277	5,180	709	622	666	584	470	1,537	1,212	1,146	1,414	551	1,176	280	90	40.5	2,414	1,546	23%	15%
Sandown	6,453	3,136	3,317	418	382	455	370	416	711	781	1,206	686	317	471	139	101	40.2	1,479	711	23%	11%
CEDS Central Communities	100,917	50,774	50,143	5,255	5,499	6,207	5,295	5,259	12,092	11,108	15,631	9,774	7,867	11,579	3,839	1,512	45.0	20,486	16,930	20%	17%
Derry	33,482	16,155	17,327	1,850	1,714	1,557	2,950	2,296	4,480	4,561	4,763	2,785	2,541	2,654	982	349	38.9	7,083	3,985	21%	12%
Hudson	25,488	12,647	12,841	1,034	1,012	1,514	1,832	1,580	2,510	3,386	4,525	1,956	1,724	2,803	1,172	440	44.7	4,654	4,415	18%	17%
Litchfield	8,615	4,562	4,053	462	633	554	610	398	1,069	1,156	1,500	612	477	765	336	43	39.6	2,068	1,144	24%	13%
Londonderry	26,251	12,961	13,290	1,486	1,221	1,547	2,185	1,931	2,491	3,208	4,274	2,424	1,624	2,541	1,086	233	42.5	5,652	3,985	22%	15%
Merrimack	26,353	12,993	13,360	1,418	1,359	2,085	1,730	1,327	3,108	3,389	3,866	2,144	1,867	2,641	1,199	220	41.5	6,020	4,060	23%	15%
Nashua	89,052	44,574	44,478	5,253	4,872	4,731	4,289	5,818	14,346	10,567	11,975	5,994	6,513	8,620	4,007	2,067	39.5	17,554	14,694	20%	17%
Pelham	13,991	6,774	7,217	783	953	1,008	977	707	1,432	1,560	2,289	1,272	907	1,380	587	136	43.3	3,559	2,103	24%	15%
Salem	29,633	14,776	14,857	1,364	1,479	1,325	1,651	1,560	4,209	3,213	4,006	2,705	2,339	3,224	1,607	951	45.1	5,005	5,782	17%	20%
Windham	14,694	7,477	7,217	849	1,127	1,330	777	604	899	2,280	2,650	1,125	704	1,139	954	256	43.1	3,987	2,349	27%	16%
CEDS Western Communities	267,559	132,919	134,640	14,499	14,370	15,651	17,001	16,221	34,544	33,320	39,848	21,017	18,696	25,767	11,930	4,695	41.4	55,382	42,517	21%	16%
CEDS Region	471,710	234,429	237,281	22,991	25,299	27,292	27,551	26,736	58,972	56,072	71,113	39,659	34,606	50,042	22,486	8,891	43.4	93,427	81,544	20%	17%
Hillsborough County	415,305	206,540	208,765	21,624	22,249	25,461	25,129	26,320	57,109	50,825	59,871	32,199	29,313	38,700	18,344	8,161	40.8	84,974	65,205	20%	16%
Rockingham County	308,211	152,879	155,332	14,041	16,470	17,400	18,113	16,906	36,507	36,014	46,958	27,681	23,118	33,833	15,185	5,985	44.7	59,772	55,003	19%	18%
New Hampshire	1,355,244	671,802	683,442	63,677	69,106	76,652	85,727	88,920	169,167	155,505	189,808	111,648	99,892	147,593	67,637	29,912	43.0	257,731	245,142	19%	18%

Source: 5-YEAR ACS estimates, U.S. Census Bureau 2020

Table A-4: Race and Ethnic Origin

Town/Area	Total Population	One Race							Two or More Races	One Race							% All Other Races/more than race
		One Race	White	African American or Black	American Indian or Alaskan Native	Asian	Pacific Islander	Other Race		White	African American or Black	American Indian or Alaskan Native	Asian	Pacific Islander	Other Race	% White	
East Kingston	2,441	2,339	102	2,302	5	1	7	0	24	94.3%	0.2%	0.3%	5.2%				
Exeter	16,049	15,204	845	14,509	126	22	424	5	118	90.4%	0.8%	2.6%	6.2%				
Greenland	4,067	3,898	169	3,726	36	2	90	4	40	91.6%	0.9%	2.2%	5.3%				
Hampton	16,214	15,564	650	15,120	59	17	214	5	149	92.3%	0.4%	1.3%	5.1%				
Hampton Falls	2,403	2,301	102	2,228	13	2	43	2	13	92.7%	0.5%	1.8%	5.0%				
Kensington	2,095	2,002	93	1,959	6	2	18	0	17	93.5%	0.3%	0.9%	5.3%				
New Castle	1,000	964	36	949	4	0	9	0	2	94.9%	0.4%	0.9%	3.8%				
Newfields	1,769	1,692	77	1,659	1	2	23	0	7	93.8%	0.1%	1.3%	4.9%				
Newington	811	777	34	744	10	1	18	0	4	91.7%	1.2%	2.2%	4.8%				
Newmarket	9,430	8,910	520	8,390	86	12	340	13	69	89.0%	0.9%	3.6%	6.5%				
North Hampton	4,538	4,367	171	4,231	21	7	82	0	26	93.2%	0.5%	1.8%	4.5%				
Portsmouth	21,956	20,792	1,164	19,263	249	50	1,010	8	212	87.7%	1.1%	4.6%	6.5%				
Rye	5,543	5,345	198	5,220	13	4	39	0	69	94.2%	0.2%	0.7%	4.9%				
Seabrook	8,401	7,997	404	7,739	70	21	72	3	92	92.1%	0.8%	0.9%	6.2%				
South Hampton	894	851	43	825	5	1	13	0	7	92.3%	0.6%	1.5%	5.7%				
Stratham	7,669	7,312	357	7,009	16	4	237	0	46	91.4%	0.2%	3.1%	5.3%				
CEDS Eastern Communities	105,280	100,315	4,965	95,873	770	148	2,639	40	895	91.1%	0.7%	2.5%	5.7%				
Atkinson	7,087	6,859	228	6,653	35	0	98	0	73	93.9%	0.5%	1.4%	4.2%				
Auburn	5,946	5,676	270	5,531	15	14	75	1	40	93.0%	0.3%	1.3%	5.5%				
Brentwood	4,490	4,311	179	4,169	29	8	68	0	37	92.9%	0.6%	1.5%	5.0%				
Candia	4,013	3,843	170	3,726	21	0	53	0	43	92.8%	0.5%	1.3%	5.3%				
Chester	5,232	5,015	217	4,910	5	6	45	2	47	93.8%	0.1%	0.9%	5.2%				
Danville	4,408	4,212	196	4,105	29	13	31	4	30	93.1%	0.7%	0.7%	5.5%				
Deerfield	4,855	4,629	226	4,575	9	5	15	1	24	94.2%	0.2%	0.3%	5.3%				
Epping	7,125	6,753	372	6,572	28	13	82	1	57	92.2%	0.4%	1.2%	6.2%				
Fremont	4,739	4,540	199	4,447	17	9	18	3	46	93.8%	0.4%	0.4%	5.4%				
Hampstead	8,998	8,565	433	8,360	38	10	69	1	87	92.9%	0.4%	0.8%	5.9%				
Kingston	6,202	5,919	283	5,791	34	12	24	2	56	93.4%	0.5%	0.4%	5.7%				
Newton	4,820	4,586	234	4,466	32	6	33	0	49	92.7%	0.7%	0.7%	6.0%				
Northwood	4,641	4,420	221	4,331	16	10	39	3	21	93.3%	0.3%	0.8%	5.5%				
Nottingham	5,229	4,957	272	4,846	20	1	47	2	41	92.7%	0.4%	0.9%	6.0%				
Plaistow	7,830	7,491	339	7,221	62	15	74	1	118	92.2%	0.8%	0.9%	6.0%				
Raymond	10,684	10,100	584	9,890	56	24	73	0	57	92.6%	0.5%	0.7%	6.2%				
Sandown	6,548	6,256	292	6,112	23	7	36	5	73	93.3%	0.4%	0.5%	5.8%				
CEDS Central Communities	102,847	98,132	4,715	95,705	469	153	880	26	899	93.1%	0.5%	0.9%	5.6%				
Derry	34,317	32,255	2,062	30,655	419	50	532	7	592	89.3%	1.2%	1.6%	7.9%				
Hudson	25,394	23,985	1,409	22,394	334	28	719	11	499	88.2%	1.3%	2.8%	7.7%				
Litchfield	8,478	8,070	408	7,826	55	15	77	6	91	92.3%	0.6%	0.9%	6.1%				
Londonderry	25,826	24,450	1,376	23,372	222	21	499	11	325	90.5%	0.9%	1.9%	6.7%				
Merrimack	26,632	25,111	1,521	23,793	269	49	596	8	396	89.3%	1.0%	2.2%	7.4%				
Nashua	91,322	83,124	8,198	66,795	2,697	269	7,154	33	6,176	73.1%	3.0%	7.8%	16.1%				
Pelham	14,222	13,511	711	12,814	127	19	332	0	219	90.1%	0.9%	2.3%	6.7%				
Salem	30,089	28,529	1,560	26,114	345	66	1,073	7	924	86.8%	1.1%	3.6%	8.5%				
Windham	15,817	14,967	850	13,996	103	22	693	1	152	88.5%	0.7%	4.4%	6.5%				
CEDS Western Communities	272,097	254,002	18,095	227,759	4,571	539	11,675	84	9,374	83.7%	1.7%	4.3%	10.3%				
CEDS Region	480,224	452,449	27,775	419,337	5,760	840	15,194	150	11,168	87.3%	1.2%	3.2%	8.3%				
Hillsborough County	422,937	393,747	29,190	350,270	10,937	1,021	16,523	141	14,855	82.8%	2.6%	3.9%	10.7%				
Rockingham County	314,176	298,648	15,528	285,715	2,278	460	6,316	92	3,787	90.9%	0.7%	2.0%	6.3%				
New Hampshire	1,377,529	1,299,787	77,742	1,216,203	20,127	3,031	35,871	453	24,102	88.3%	1.5%	2.6%	7.6%				

Source: U.S. Census Bureau 2020

Table B-1: Housing Units – Census Counts and Housing Estimates

AREA	Housing Units (U.S. Census counts)		Avg. Annual Growth Rate '00-10	Housing Counts		Housing Counts		Number Occupied Units		Number Occupied Units		Number Vacant Units		Number Vacant Units	
	2000	2010		2018	2019	2020	2018	2019	2020	2018	2019	2020	2018	2019	2020
East Kingston	648	907	3.4%	932	929	842	881	888	812	51	41	30			
Exeter	6,107	6,496	0.6%	6,819	7,013	7,210	6,483	6,542	6,693	336	471	517			
Greenland	1,244	1,443	1.5%	1,550	1,599	1,649	1,465	1,516	1,576	85	83	73			
Hampton	9,349	9,921	0.6%	9,741	9,654	9,454	7,133	7,088	7,058	2,608	2,566	2,396			
Hampton Falls	729	900	2.1%	948	950	872	901	909	829	47	41	43			
Kensington	672	806	1.8%	900	903	768	837	845	723	63	58	45			
New Castle	488	537	1.0%	519	567	668	390	436	418	129	131	150			
Newfields	532	591	1.1%	576	611	627	566	600	617	10	11	10			
Newington	305	322	0.5%	344	329	439	329	307	423	15	22	16			
Newmarket	3,457	4,139	1.8%	4,211	4,189	4,293	4,009	4,035	4,066	202	154	227			
North Hampton	1,782	1,914	0.7%	1,934	2,018	2,094	1,716	1,820	1,906	218	198	188			
Portsmouth	10,186	10,625	0.4%	10,359	10,615	10,676	9,998	10,063	10,097	361	552	579			
Rye	2,645	2,852	0.8%	3,104	3,059	3,026	2,323	2,364	2,304	781	695	722			
Seabrook	4,066	4,544	1.1%	4,849	4,773	4,714	3,869	3,824	3,870	980	949	844			
South Hampton	308	504	5.0%	382	375	391	298	302	332	84	73	59			
Stratham	2,371	2,864	1.9%	2,955	2,960	2,970	2,812	2,817	2,886	143	143	84			
CEDS Eastern Communities	44,889	49,365	1.0%	50,123	50,544	50,593	44,010	44,356	44,610	6,113	6,188	5,983			
Atkinson	2,431	2,788	1.4%	2,888	2,899	3,029	2,734	2,745	2,838	154	154	191			
Auburn	1,622	1,814	1.1%	2,040	2,022	1,923	1,982	1,973	1,923	58	49	0			
Brentwood	920	1,350	3.9%	1,595	1,578	1,631	1,556	1,533	1,541	39	45	90			
Candia	1,384	1,494	0.8%	1,525	1,565	1,505	1,499	1,537	1,478	26	28	27			
Chester	1,247	1,596	2.5%	1,746	1,805	1,847	1,683	1,687	1,744	63	118	103			
Danville	1,479	1,684	1.3%	1,649	1,716	1,769	1,612	1,685	1,717	37	31	52			
Deerfield	1,406	1,743	2.2%	1,905	1,920	1,893	1,699	1,653	1,653	206	267	240			
Epping	2,215	2,723	2.1%	2,873	2,979	3,021	2,582	2,680	2,730	291	299	291			
Fremont	1,201	1,573	2.7%	1,774	1,848	1,768	1,724	1,764	1,686	50	84	82			
Hampstead	3,276	3,727	1.3%	3,747	3,759	3,678	3,565	3,573	3,559	182	186	119			
Kingston	2,265	2,480	0.9%	2,732	2,763	2,975	2,416	2,411	2,747	316	352	228			
Newton	1,552	1,751	1.2%	1,910	1,903	1,808	1,793	1,853	1,763	117	50	45			
Northwood	1,905	2,129	1.1%	2,168	2,164	2,200	1,615	1,611	1,691	553	553	509			
Nottingham	1,592	1,986	2.2%	1,922	2,013	2,128	1,835	1,900	1,967	87	113	71			
Plaistow	2,927	3,016	0.3%	3,235	3,262	3,382	3,039	3,119	3,311	196	143	241			
Raymond	3,710	4,254	1.4%	4,346	4,281	4,356	4,104	4,112	4,115	242	169	241			
Sandown	1,777	2,214	2.2%	2,334	2,364	2,337	2,228	2,229	2,261	106	135	76			
CEDS Central Communities	32,909	38,322	1.5%	40,389	40,841	41,250	37,666	38,065	38,724	2,723	2,776	2,526			
Derry	12,735	13,277	0.4%	13,776	13,539	13,370	12,910	12,741	12,708	866	798	662			
Hudson	8,165	9,212	1.2%	9,325	9,515	9,515	9,018	9,214	9,214	307	301	301			
Litchfield	2,389	2,912	2.0%	3,019	3,108	3,108	3,019	3,060	3,060	0	48	48			
Londonderry	7,718	8,771	1.3%	9,491	9,686	9,912	9,138	9,338	9,569	353	348	343			
Merrimack	8,959	9,818	0.9%	10,264	10,078	10,078	10,034	9,993	9,993	230	85	85			
Nashua	35,387	37,168	0.5%	37,922	37,933	37,933	36,274	36,534	36,534	1,648	1,399	1,399			
Pelham	3,740	4,598	2.1%	4,907	5,089	5,089	4,631	4,832	4,832	276	257	257			
Salem	10,866	11,810	0.8%	12,011	12,005	12,532	11,413	11,536	11,885	598	469	647			
Windham	3,906	5,164	2.8%	5,405	5,554	5,579	5,010	5,009	5,024	395	545	555			
CEDS Western Communities	93,865	102,730	0.9%	106,120	106,507	107,116	101,447	102,257	102,819	4,673	4,250	4,297			
REDC Western Region	171,663	190,417	1.0%	196,632	197,892	198,959	183,123	184,678	186,153	13,509	13,214	12,806			
Hillsborough County	149,961	166,053	1.0%	170,155	171,192	172,201	159,200	161,086	162,843	10,955	10,106	9,358			
Rockingham County	113,023	126,709	1.1%	131,195	132,169	133,236	120,147	121,045	122,520	11,048	11,124	10,716			
State of NH	546,524	614,754	1.2%	630,955	634,726	638,611	528,078	532,037	539,116	102,877	102,689	99,495			

Sources: U.S. Census and American Community Survey 5-year data

Table B-4: Housing Purchase Prices – NH Counties

All Homes											
	2015	2016	2017	2018	2019	2020	2021	1-yr change 2020 to 2021	% Change 1-YR	5-yr change 2016 to 2021	% Change 5-YR
Hillsborough County	\$225,000	\$235,000	\$250,000	\$265,000	\$282,000	\$317,000	\$372,266	\$55,266	17%	\$137,266	58%
Rockingham County	\$275,000	\$294,000	\$314,000	\$330,000	\$349,000	\$395,000	\$449,933	\$54,933	14%	\$155,933	53%
Belknap County	\$191,333	\$200,000	\$205,000	\$219,993	\$240,000	\$268,000	\$315,833	\$47,833	18%	\$115,833	58%
Carroll County	\$199,000	\$199,466	\$217,000	\$218,000	\$239,000	\$270,000	\$329,000	\$59,000	22%	\$129,534	65%
Cheshire County	\$163,933	\$169,933	\$178,000	\$181,000	\$199,800	\$233,000	\$265,000	\$32,000	14%	\$95,067	56%
Coos County	\$104,466	\$100,000	\$105,000	\$110,000	\$120,000	\$145,000	\$160,000	\$15,000	10%	\$60,000	60%
Grafton County	\$180,166	\$189,933	\$185,000	\$200,000	\$207,533	\$231,000	\$275,000	\$44,000	19%	\$85,067	45%
Merrimack County	\$199,600	\$210,000	\$228,000	\$240,000	\$249,900	\$280,500	\$327,000	\$46,500	17%	\$117,000	56%
Strafford County	\$205,000	\$211,500	\$229,933	\$244,933	\$255,000	\$284,533	\$320,000	\$35,467	12%	\$108,500	51%
Sullivan County	\$157,000	\$159,000	\$159,000	\$172,000	\$175,566	\$212,766	\$238,000	\$25,234	12%	\$79,000	50%
New Hampshire Statewide	\$221,000	\$230,000	\$240,000	\$254,000	\$270,000	\$302,333	\$350,000	\$47,667	16%	\$120,000	52%

Existing Homes											
	2015	2016	2017	2018	2019	2020	2021	1-yr change 2020 to 2021	% Change 1-YR	5-yr change 2016 to 2021	% Change 5-YR
Hillsborough County	\$224,000	\$232,533	\$247,000	\$262,000	\$280,000	\$315,000	\$370,000	\$55,000	17%	\$137,467	59%
Rockingham County	\$272,000	\$286,000	\$306,533	\$325,000	\$347,000	\$390,000	\$440,000	\$50,000	13%	\$154,000	54%
Belknap County	\$190,000	\$199,000	\$204,000	\$217,533	\$239,966	\$265,000	\$315,000	\$50,000	19%	\$116,000	58%
Carroll County	\$198,900	\$199,000	\$215,000	\$215,000	\$239,000	\$267,766	\$328,000	\$60,234	22%	\$129,000	65%
Cheshire County	\$163,533	\$169,900	\$176,266	\$181,000	\$199,000	\$232,000	\$265,000	\$33,000	14%	\$95,100	56%
Coos County	\$104,400	\$99,900	\$105,100	\$110,000	\$120,000	\$145,000	\$160,000	\$15,000	10%	\$60,100	60%
Grafton County	\$180,000	\$189,000	\$183,000	\$197,000	\$207,090	\$230,000	\$275,000	\$45,000	20%	\$86,000	46%
Merrimack County	\$197,000	\$208,000	\$225,000	\$239,993	\$248,000	\$280,000	\$325,000	\$45,000	16%	\$117,000	56%
Strafford County	\$200,000	\$209,933	\$226,800	\$240,000	\$253,933	\$280,000	\$315,000	\$35,000	13%	\$105,067	50%
Sullivan County	\$157,000	\$158,000	\$158,000	\$170,000	\$175,000	\$212,533	\$235,000	\$22,467	11%	\$77,000	49%
New Hampshire Statewide	\$219,933	\$225,000	\$237,933	\$250,000	\$269,933	\$300,000	\$350,000	\$50,000	17%	\$125,000	56%

New Homes											
	2015	2016	2017	2018	2019	2020	2021	1-yr change 2020 to 2021	% Change 1-YR	5-yr change 2016 to 2021	% Change 5-YR
Hillsborough County	\$353,866	\$355,933	\$359,933	\$359,933	\$420,000	\$396,500	\$462,500	\$66,000	17%	\$106,567	30%
Rockingham County	\$347,800	\$380,000	\$405,000	\$427,000	\$481,100	\$478,533	\$560,000	\$81,467	17%	\$180,000	47%
Belknap County	\$296,466	\$504,000	\$284,833	\$280,000	\$315,500	\$374,933	\$486,733	\$111,800	30%	-\$17,267	-3%
Carroll County	\$260,000	\$275,266	\$315,000	\$390,000	\$338,966	\$539,000	\$344,966	-\$194,034	-36%	\$69,700	25%
Cheshire County	\$194,500	\$204,466	\$213,200	n/a	\$313,500	\$295,000	\$355,000	\$60,000	20%	\$150,534	74%
Coos County	\$119,000	\$333,500	n/a	n/a	n/a	\$241,933	\$223,200	-\$18,733	-8%	-\$110,300	-33%
Grafton County	\$227,000	\$350,000	\$340,000	\$373,000	\$402,500	\$369,000	\$351,000	-\$18,000	-5%	\$1,000	0%
Merrimack County	\$262,933	\$309,000	\$330,000	\$332,916	\$362,333	\$324,933	\$482,000	\$157,067	48%	\$173,000	56%
Strafford County	\$343,466	\$355,866	\$358,500	\$352,500	\$364,933	\$386,266	\$420,466	\$34,200	9%	\$64,600	18%
Sullivan County	\$207,466	\$367,466	\$312,033	n/a	n/a	\$675,000	\$555,766	-\$119,234	-18%	\$188,300	51%
New Hampshire Statewide	\$337,200	\$361,466	\$365,000	\$374,266	\$410,000	\$424,933	\$500,000	\$75,067	18%	\$138,534	38%

Source: NH HFA Purchase Price Database, median price

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

Area	2021 All Home Sales		2021 Existing Home Sales		2021 New Home Sales		Med. Sales Price Change 2020-2021		Med. Sales Price Change 2016-2021	
	Med Sales Price	Sample Size	Med Sales Price	Sample Size	Med Sales Price	Sample Size	All Sales	Existing	All Sales	Existing
East Kingston	\$468,375	38	\$468,375	38	n/a	0	-5.4%	-1.9%	33.8%	33.8%
Exeter	\$422,533	284	\$409,400	258	\$458,333	29	8.5%	5.0%	36.7%	41.2%
Greenland	\$495,000	66	\$490,000	64	\$644,933	2	-9.6%	-6.7%	35.6%	44.8%
Hampton	\$450,000	326	\$450,000	319	\$449,933	7	13.4%	18.4%	42.8%	46.9%
Hampton Falls	\$540,000	25	\$540,000	25	n/a	0	3.8%	3.8%	43.0%	43.0%
Kensington	\$600,000	23	\$600,000	22	\$880,000	1	11.1%	11.1%	76.5%	76.5%
New Castle	\$1,253,000	15	\$1,253,000	15	n/a	0	-3.6%	-3.6%	49.2%	49.2%
Newfields	\$685,000	31	\$677,000	30	\$703,000	1	33.7%	32.7%	85.1%	83.0%
Newington	\$925,000	11	\$925,000	11	n/a	0	16.7%	17.8%	40.4%	33.7%
Newmarket	\$375,000	163	\$375,000	162	\$768,000	1	8.7%	8.7%	50.0%	52.9%
North Hampton	\$600,000	61	\$600,000	61	n/a	0	-1.6%	-1.6%	25.0%	30.4%
Portsmouth	\$550,000	381	\$544,933	357	\$570,066	24	0.5%	0.0%	46.7%	48.3%
Rye	\$855,000	52	\$860,000	51	\$423,000	1	14.4%	15.1%	31.5%	27.4%
Seabrook	\$560,000	75	\$560,000	73	\$514,000	2	41.9%	41.9%	64.7%	68.1%
South Hampton	\$548,000	14	\$548,000	14	n/a	0	1.1%	1.1%	71.3%	71.3%
Stratham	\$550,000	148	\$550,000	144	\$733,166	4	25.0%	25.4%	49.1%	51.1%
CEDS Eastern Communities	\$512,247	1,713	\$509,621	1,644	\$529,824	72	7.4%	7.7%	40.9%	42.3%
Atkinson	\$475,000	119	\$470,000	117	\$647,466	2	9.8%	9.5%	48.5%	50.8%
Auburn	\$503,766	82	\$496,000	77	\$689,933	5	20.0%	19.2%	64.4%	77.1%
Brentwood	\$550,000	57	\$544,966	54	\$622,533	3	25.5%	24.3%	44.4%	46.7%
Candia	\$440,000	59	\$440,000	59	n/a	0	14.3%	14.3%	69.9%	69.9%
Chester	\$466,766	74	\$466,766	74	n/a	0	8.6%	8.2%	42.7%	45.9%
Danville	\$460,000	57	\$450,000	53	\$523,133	4	21.5%	26.5%	69.0%	65.3%
Deerfield	\$435,000	87	\$435,000	87	n/a	0	22.5%	25.0%	55.1%	56.8%
Epping	\$401,000	125	\$380,000	105	\$524,000	20	23.4%	16.9%	60.4%	56.1%
Fremont	\$389,466	86	\$389,933	79	\$374,933	7	12.5%	13.8%	51.7%	56.0%
Hampstead	\$480,000	141	\$480,000	141	n/a	0	11.0%	11.6%	60.0%	60.0%
Kingston	\$413,833	102	\$413,833	102	n/a	0	8.9%	9.6%	56.5%	59.2%
Newton	\$925,000	11	\$925,000	11	n/a	0	146.7%	146.7%	226.5%	227.4%
Northwood	\$360,000	75	\$360,000	75	n/a	0	19.0%	21.0%	50.6%	53.1%
Nottingham	\$455,000	71	\$450,000	64	\$513,333	7	24.8%	23.6%	57.4%	55.9%
Plaistow	\$378,000	123	\$378,000	123	n/a	0	28.1%	28.1%	68.0%	77.9%
Raymond	\$350,000	125	\$350,000	123	\$407,466	2	23.3%	25.0%	48.9%	48.9%
Sandown	\$415,000	93	\$414,933	91	\$479,500	2	12.2%	12.1%	63.9%	66.0%
CEDS Central Communities	\$434,148	1,487	\$431,135	1,435	\$522,625	52	17.4%	17.4%	59.0%	61.1%
Derry	\$352,800	616	\$349,966	598	\$521,133	18	15.5%	12.5%	53.4%	52.2%
Hudson	\$380,000	332	\$379,000	326	\$603,666	6	15.2%	14.8%	42.4%	43.2%
Litchfield	\$432,500	76	\$430,000	75	\$659,933	1	15.3%	15.4%	53.4%	55.0%
Londonderry	\$450,000	406	\$430,000	381	\$631,333	25	15.2%	10.3%	61.0%	57.2%
Merrimack	\$370,000	357	\$361,000	349	\$489,233	8	15.6%	12.8%	60.9%	58.1%
Nashua	\$363,533	1,012	\$362,000	997	\$370,933	15	15.0%	14.8%	56.0%	56.2%
Pelham	\$525,000	214	\$524,000	201	\$620,000	13	21.7%	21.5%	53.1%	57.7%
Salem	\$446,000	455	\$440,000	436	\$728,733	19	13.4%	14.1%	59.3%	60.0%
Windham	\$600,000	293	\$594,000	287	\$624,966	6	10.1%	12.1%	52.1%	52.3%
CEDS Western Communities	\$412,156	3,761	\$406,427	3,650	\$581,795	111	16.2%	15.1%	56.7%	56.9%
REDC CEDS Region	\$441,485	6,961	\$436,908	6,729	\$552,779	235	13.8%	13.3%	51.9%	53.1%
Hillsborough County	\$372,266	4,800	\$370,000	4,704	\$462,500	96	17.4%	17.5%	58.4%	59.1%
Rockingham County	\$449,933	5,044	\$440,000	4,851	\$560,000	193	13.9%	12.8%	53.0%	53.8%
New Hampshire	\$350,000	20,014	\$350,000	19,604	\$500,000	410	15.8%	16.7%	52.2%	55.6%

Source: NH Housing Finance Authority Purchase Price Database, median prices
 Note: Calculations based on sample sizes less than 50 are considered highly volatile; CEDS Subregion Sales Prices based on weighted averages.

Table B-7: Foreclosure Data

Area	2014	2015	2016	2017	2018	2019	2020*	2021*
East Kingston	0	3	2	0	0	1	0	0
Exeter	19	17	15	5	3	8	3	0
Greenland	4	3	3	2	0	2	0	0
Hampton	14	15	12	7	9	6	1	0
Hampton Falls	2	2	0	0	0	0	0	0
Kensington	0	1	2	2	0	2	2	0
New Castle	0	0	0	0	0	0	0	0
Newfields	1	0	0	0	0	1	0	0
Newington	0	0	0	0	0	0	0	0
Newmarket	8	7	5	3	1	1	1	0
North Hampton	5	3	2	5	0	0	0	0
Portsmouth	14	7	1	5	0	5	0	1
Rye	1	1	1	0	1	1	0	0
Seabrook	4	4	8	5	4	3	0	0
South Hampton	1	1	1	0	0	0	0	0
Stratham	12	7	7	4	0	0	0	0
CEDS Eastern Communities	85	71	59	38	18	30	7	1
Atkinson	6	4	3	2	0	2	0	0
Auburn	8	8	2	1	2	2	0	0
Brentwood	7	4	2	1	0	0	0	0
Candia	4	6	4	7	1	2	0	0
Chester	7	5	3	5	3	2	1	2
Danville	6	11	8	8	3	2	1	0
Deerfield	9	12	10	5	0	6	2	0
Epping	13	10	10	6	6	3	4	0
Fremont	16	5	4	6	0	3	1	2
Hampstead	9	10	10	7	5	1	0	1
Kingston	13	12	15	11	3	2	0	1
Newton	12	6	6	10	0	5	0	1
Northwood	10	10	7	8	3	7	3	0
Nottingham	10	3	10	4	6	2	0	0
Plaistow	11	11	11	14	4	5	0	0
Raymond	28	29	17	17	11	6	2	0
Sandown	15	14	12	6	5	5	2	0
CEDS Central Communities	184	160	134	118	52	55	16	7
Derry	52	58	37	29	16	24	8	4
Hudson	32	30	28	18	10	13	4	0
Litchfield	12	5	6	7	2	4	0	0
Londonderry	36	27	22	19	10	14	5	4
Merrimack	43	28	28	15	11	15	2	1
Nashua	99	79	74	50	34	23	10	4
Pelham	8	16	10	11	9	3	0	1
Salem	33	27	23	25	7	9	5	4
Windham	9	11	9	10	3	4	1	0
CEDS Western Communities	324	281	237	184	102	109	35	18
REDC CEDS Region	593	512	430	340	172	194	58	26
Hillsborough County	535	493	436	334	200	195	53	25
Rockingham County	398	354	284	239	107	134	42	20
New Hampshire	2,074	1,724	1,555	1,305	860	731	262	159

Source: the Warren Group via New Hampshire Housing

Notes: Data collected from 2005-2011 is via a different source and should not be used to compare to 2012 and later.

Foreclosure Deeds were suspended from March 15, 2020 through June 30, 2020 due to the pandemic.

*The Federal Foreclosure Moratorium ended on July 31, 2021. Data for 2020 and 2021 should not be compared with any other year.

Table B-8: NHHFA Housing Rental Survey

Area	2017	2018	2019	2020	2021	1 Year Change	% Change
East Kingston	\$2,104	n/a	\$2,132	n/a	n/a	n/a	n/a
Exeter	\$1,243	\$1,266	\$1,809	\$1,801	\$1,381	-\$420	-23.3%
Greenland	\$1,089	\$1,311	\$1,396	\$1,434	\$1,467	\$33	2.3%
Hampton	\$1,225	\$1,355	\$1,367	\$1,518	\$1,529	\$11	0.7%
Hampton Falls	\$1,526	n/a	\$1,646	\$1,651	\$1,375	-\$276	-16.7%
Kensington	n/a	n/a	n/a	n/a	n/a	n/a	n/a
New Castle	\$2,500	n/a	n/a	n/a	n/a	n/a	n/a
Newfields	\$1,430	\$1,987	n/a	\$2,006	\$1,974	-\$32	-1.6%
Newington	\$1,797	\$1,791	\$1,869	\$1,173	\$2,155	\$982	83.7%
Newmarket	\$1,409	\$1,456	\$1,481	\$1,548	\$1,566	\$18	1.2%
North Hampton	\$1,117	\$1,121	\$1,132	\$1,132	\$1,107	-\$25	-2.2%
Portsmouth	\$1,522	\$1,464	\$1,729	\$1,761	\$1,881	\$120	6.8%
Rye	\$1,818	\$1,000	\$1,350	\$2,218	\$2,178	-\$40	-1.8%
Seabrook	\$1,063	\$1,596	\$1,497	\$1,808	\$1,586	-\$222	-12.3%
South Hampton	\$1,397	n/a	\$1,443	n/a	n/a	n/a	n/a
Stratham	\$1,787	\$955	\$1,856	\$1,852	\$1,942	\$90	4.9%
CEDS Eastern Communities	\$1,535	\$1,391	\$1,593	\$1,659	\$1,678	n/a	n/a
Atkinson	n/a	\$760	n/a	n/a	\$885	n/a	n/a
Auburn	\$926	\$993	\$910	\$910	\$906	-\$4	-0.4%
Brentwood	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Candia	\$1,182	n/a	n/a	\$1,286	\$1,526	\$240	18.7%
Chester	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Danville	\$1,047	\$1,292	\$1,312	\$1,114	\$1,642	\$528	47.4%
Deerfield	\$1,144	n/a	n/a	\$1,314	n/a	n/a	n/a
Epping	\$914	\$943	\$1,000	\$999	\$835	-\$164	-16.4%
Fremont	n/a	n/a	\$1,798	\$1,328	n/a	n/a	n/a
Hampstead	n/a	\$783	\$1,223	n/a	\$881	n/a	n/a
Kingston	\$1,207	n/a	\$1,271	\$2,269	\$1,413	-\$856	-37.7%
Newton	\$996	\$980	\$995	\$1,216	\$1,186	-\$30	-2.5%
Northwood	\$1,617	\$1,143	\$1,272	\$1,397	n/a	n/a	n/a
Nottingham	\$1,636	n/a	n/a	\$1,889	\$1,849	-\$40	-2.1%
Plaistow	\$1,036	\$1,041	\$1,048	\$1,086	\$1,070	-\$16	-1.5%
Raymond	\$1,291	\$1,225	\$1,350	\$1,190	\$1,378	\$188	15.8%
Sandown	\$1,184	\$1,925	\$1,993	\$1,458	\$2,012	\$554	38.0%
CEDS Central Communities	\$1,182	\$1,109	\$1,288	\$1,343	\$1,336	n/a	n/a
Derry	\$1,107	\$1,121	\$1,132	\$1,202	\$1,407	\$205	17.1%
Hudson	\$1,272	\$1,418	\$1,431	\$1,236	\$1,450	\$214	17.3%
Litchfield	\$1,072	\$1,038	\$1,971	\$1,448	\$1,503	\$55	3.8%
Londonderry	\$1,333	\$1,566	\$1,346	\$1,428	\$1,494	\$66	4.6%
Merrimack	\$1,517	\$1,546	\$1,725	\$1,951	\$1,819	-\$132	-6.8%
Nashua	\$1,395	\$1,473	\$1,282	\$1,631	\$1,652	\$21	1.3%
Pelham	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Salem	\$1,043	\$1,321	\$1,587	\$1,485	\$1,754	\$269	18.1%
Windham	\$1,368	\$1,421	n/a	\$2,195	\$2,739	\$544	24.8%
CEDS Western Communities	\$1,266	\$1,309	\$1,496	\$1,572	\$1,727	n/a	n/a
REDC CEDS Region Average	\$1,314	\$1,243	\$1,417	\$1,469	\$1,501	n/a	n/a
Hillsborough County Average	\$1,280	\$1,346	\$1,350	\$1,412	\$1,526	\$114	8.1%
Rockingham County Average	\$1,268	\$1,245	\$1,534	\$1,548	\$1,556	\$8	0.5%
State of NH Average	\$1,143	\$1,177	\$1,303	\$1,283	\$1,373	\$90	7.0%

Source: New Hampshire Housing Finance Authority

Notes: Rental prices are average as reported by each community for all rental units, regardless of size. The subregion averages are based on the average monthly rental rates for those towns reporting rates. A comparison of rental rates from year to year for the REDC region and subregions cannot be made due to the fact that the towns reporting rates are not the same from year to year.

Calculations based on a sample size of less than 20 are highly volatile and not considered valid.

Table C-2: Employment and Wages for Hillsborough County

NAICS Code	Industry	Hillsborough County 2018			Hillsborough County 2019			Hillsborough County 2020		
		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	11,421	203,961	\$1,182	11,481	205,989	\$1,220	11,276	192,746	\$1,350
	Total Private	11,135	182,874	\$1,190	11,195	184,819	\$1,230	10,994	172,283	\$1,367
101	Goods-Producing Industries	1,672	34,296	\$1,526	1,735	35,047	\$1,558	1,732	33,774	\$1,698
11	Agriculture/Forestry/Fishing	30	194	\$632	33	212	\$641	35	229	\$675
111	Crop Production	14	138	\$497	14	153	\$479	14	155	\$547
112	Animal Production	n	n	n	n	n	n	n	n	n
113	Forestry and Logging	12	46	\$1,006	12	46	\$1,158	12	46	\$1,192
114	Fishing, Hunting, and Trapping	0	0	\$0	0	0	\$0	0	0	\$0
115	Agriculture and Forestry Support Activities	n	n	n	n	n	n	n	n	n
21	Mining	7	55	\$1,366	8	60	\$1,417	8	61	\$1,499
211	Oil and Gas Extraction	0	0	\$0	0	0	\$0	0	0	\$0
212	Mining (except Oil and Gas)	7	55	\$1,366	8	60	\$1,417	8	61	\$1,499
213	Support Activities for Mining	0	0	\$0	0	0	\$0	0	0	\$0
23	Construction	1,046	7,731	\$1,264	1,110	8,090	\$1,312	1,124	8,076	\$1,384
236	Construction of Buildings	274	1,679	\$1,395	295	1,687	\$1,460	302	1,670	\$1,514
237	Heavy and Civil Engineering Construction	32	395	\$1,326	32	417	\$1,363	32	400	\$1,397
238	Specialty Trade Contractors	740	5,657	\$1,221	783	5,987	\$1,266	790	6,006	\$1,347
31-33	Manufacturing	589	26,316	\$1,609	584	26,686	\$1,641	566	25,408	\$1,808
311	Food Manufacturing	32	537	\$704	32	497	\$769	30	504	\$841
312	Beverage and Tobacco Product Manufacturing	11	460	\$1,371	15	494	\$1,299	15	475	\$1,405
313	Textile Mills	6	577	\$1,135	6	565	\$1,151	6	527	\$1,167
314	Textile Product Mills	9	108	\$910	7	38	\$678	8	36	\$798
315	Apparel Manufacturing	n	n	n	n	n	n	3	58	\$1,161
316	Leather and Allied Product Manufacturing	3	9	\$769	3	8	\$867	n	n	n
321	Wood Product Manufacturing	12	200	\$1,069	11	203	\$1,131	12	209	\$1,225
322	Paper Manufacturing	8	417	\$1,328	7	419	\$1,269	6	394	\$1,346
323	Printing and Related Support Activities	52	664	\$1,363	50	638	\$1,214	44	538	\$1,193
324	Petroleum and Coal Products Manufacturing	n	n	n	n	n	n	n	n	n
325	Chemical Manufacturing	15	373	\$1,375	17	384	\$1,424	16	366	\$1,503
326	Plastics and Rubber Products Manufacturing	36	1,995	\$1,115	35	1,972	\$1,085	31	1,636	\$1,174
327	Nonmetallic Mineral Product Manufacturing	20	397	\$1,198	21	376	\$1,257	21	363	\$1,283
331	Primary Metal Manufacturing	12	1,301	\$1,272	12	1,334	\$1,227	11	1,200	\$1,287
332	Fabricated Metal Product Manufacturing	104	3,304	\$1,239	102	3,301	\$1,257	100	3,196	\$1,330
333	Machinery Manufacturing	44	1,016	\$1,756	45	1,099	\$1,741	46	1,032	\$1,701
334	Computer and Electronic Product Manufacturing	124	11,600	\$2,014	124	12,006	\$2,048	126	11,756	\$2,309
335	Electrical Equipment/Appliances Manufacturing	21	1,196	\$1,587	19	1,156	\$1,598	19	997	\$1,772
336	Transportation Equipment Manufacturing	5	65	\$1,553	4	64	\$1,618	4	54	\$1,884
337	Furniture and Related Product Manufacturing	9	70	\$934	8	69	\$881	8	62	\$919
339	Miscellaneous Manufacturing	63	1,992	\$1,348	62	2,026	\$1,494	54	1,991	\$1,576
102	Service-Providing Industries	9,462	148,577	\$1,113	9,460	149,772	\$1,153	9,261	138,510	\$1,286
22	Utilities	14	254	\$2,180	14	272	\$2,010	15	294	\$2,306
221	Utilities	14	254	\$2,180	14	272	\$2,010	15	294	\$2,306
42	Wholesale Trade	811	7,299	\$1,770	785	7,191	\$1,838	749	6,900	\$1,958
423	Merchant Wholesalers, Durable Goods	319	4,452	\$1,787	337	4,556	\$1,827	347	4,379	\$1,988
424	Merchant Wholesalers, Nondurable Goods	87	1,461	\$1,125	94	1,317	\$1,223	102	1,370	\$1,397
425	Electronic Markets and Agents and Brokers	404	1,385	\$2,397	354	1,318	\$2,493	301	1,151	\$2,512
44-45	Retail Trade	1,511	27,692	\$689	1,494	27,838	\$701	1,442	25,931	\$792
441	Motor Vehicle and Parts Dealers	172	3,985	\$1,137	174	4,089	\$1,208	181	3,675	\$1,385
442	Furniture and Home Furnishings Stores	71	906	\$762	72	919	\$806	69	864	\$817
443	Electronics and Appliance Stores	86	1,202	\$1,392	78	985	\$1,082	74	926	\$1,174
444	Building Material and Garden Supply Stores	113	2,205	\$722	112	2,235	\$762	111	2,331	\$848
445	Food and Beverage Stores	157	6,174	\$400	150	6,334	\$408	150	6,248	\$455
446	Health and Personal Care Stores	133	1,374	\$674	138	1,398	\$690	136	1,268	\$781
447	Gasoline Stations	121	810	\$502	124	850	\$518	123	833	\$586
448	Clothing and Clothing Accessories Stores	206	2,629	\$413	207	2,540	\$456	192	1,835	\$495
451	Sporting Goods, Hobby, Book, and Music Stores	101	1,202	\$430	101	1,177	\$455	92	904	\$557
452	General Merchandise Stores	67	3,618	\$478	68	3,474	\$497	66	3,197	\$549
453	Miscellaneous Store Retailers	192	1,803	\$472	186	1,673	\$494	166	1,324	\$559
454	Nonstore Retailers	93	1,785	\$1,457	84	2,164	\$1,308	83	2,526	\$1,369
48-49	Transportation and Warehousing	210	3,834	\$878	213	4,036	\$898	222	4,577	\$930
481	Air Transportation	17	258	\$1,290	17	254	\$1,395	17	228	\$1,573
484	Truck Transportation	78	743	\$1,081	74	718	\$1,150	73	715	\$1,190
485	Transit and Ground Passenger Transportation	30	857	\$477	31	872	\$513	34	673	\$556
486	Pipeline Transportation	0	0	\$0	0	0	\$0	0	0	\$0
487	Scenic and Sightseeing Transportation	0	0	\$0	0	0	\$0	0	0	\$0
488	Support Activities for Transportation	n	n	n	38	309	\$967	36	307	\$959
491	Postal Service	0	0	\$0	0	0	\$0	0	0	\$0
492	Couriers and Messengers	n	n	n	34	1,303	\$941	40	2,058	\$894
493	Warehousing and Storage	19	572	\$841	19	581	\$815	22	596	\$900

Source: NH Economic and Labor Market Information Bureau
n = data do not meet disclosure standards

Table C-2: Employment and Wages for Hillsborough County Continued

NAICS Code	Industry	Hillsborough County 2018			Hillsborough County 2019			Hillsborough County 2020		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
51	Information	179	6,101	\$1,823	189	6,038	\$1,901	197	5,720	\$2,055
511	Publishing Industries (except Internet)	73	2,135	\$2,288	82	2,202	\$2,337	88	2,240	\$2,390
512	Motion Picture and Sound Recording	21	541	\$811	21	549	\$833	19	314	\$1,193
515	Broadcasting (except Internet)	6	221	\$1,327	6	219	\$1,361	5	196	\$1,471
517	Telecommunications	38	2,618	\$1,681	36	2,544	\$1,741	38	2,578	\$1,825
518	Data Processing and Related Services	20	502	\$1,884	24	454	\$2,225	26	327	\$2,756
519	Other Information Services	22	85	\$1,855	20	70	\$1,962	21	65	\$2,067
52	Finance and Insurance	625	9,852	\$2,568	613	9,822	\$2,713	606	9,880	\$2,887
522	Credit Intermediation and Related Activities	n	n	n	n	n	n	n	n	n
523	Financial Investment and Related Activities	175	4,845	\$3,377	170	4,829	\$3,558	168	4,933	\$3,724
524	Insurance Carriers and Related Activities	242	2,936	\$2,028	237	2,952	\$2,106	230	2,885	\$2,166
525	Funds, Trusts, and Other Financial Vehicles	n	n	n	n	n	n	n	n	n
53	Real Estate and Rental and Leasing	365	2,487	\$1,064	360	2,370	\$1,118	349	2,182	\$1,214
531	Real Estate	305	1,742	\$1,085	302	1,699	\$1,165	294	1,659	\$1,251
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	1,380	12,340	\$1,902	1,381	12,664	\$2,012	1,378	12,520	\$2,183
541	Professional and Technical Services	1,380	12,340	\$1,902	1,381	12,664	\$2,012	1,378	12,520	\$2,183
5411	Legal Services	238	1,657	\$1,850	236	1,647	\$1,930	231	1,605	\$2,214
5412	Accounting and Bookkeeping Services	168	1,763	\$1,736	169	1,759	\$1,858	165	1,697	\$2,096
5413	Architectural and Engineering Services	186	2,010	\$2,127	195	2,474	\$2,093	196	2,579	\$2,112
5414	Specialized Design Services	28	138	\$1,171	27	144	\$1,200	28	135	\$1,292
5415	Computer Systems Design and Related Services	378	3,585	\$2,354	373	3,437	\$2,601	377	3,569	\$2,751
5416	Management and Technical Consulting Services	212	1,134	\$1,699	211	1,080	\$1,822	216	1,075	\$1,905
5417	Scientific Research and Development Services	28	670	\$1,962	30	740	\$2,007	28	748	\$1,972
5418	Advertising, PR, and Related Services	51	635	\$1,010	50	624	\$1,047	51	355	\$1,518
5419	Other Professional and Technical Services	92	748	\$795	89	759	\$844	85	758	\$958
55	Management of Companies/Enterprises	110	3,314	\$1,616	116	3,286	\$1,588	116	3,025	\$1,764
551	Management of Companies/Enterprises	110	3,314	\$1,616	116	3,286	\$1,588	116	3,025	\$1,764
56	Administrative and Waste Services	869	12,191	\$891	875	12,001	\$904	852	10,839	\$979
561	Administrative and Support Services	838	11,955	\$890	844	11,755	\$904	818	10,585	\$979
5611	Office Administrative Services	138	1,073	\$1,957	141	1,246	\$1,863	134	1,166	\$1,841
5612	Facilities Support Services	n	n	n	4	31	\$921	4	32	\$962
5613	Employment Services	116	4,510	\$757	118	4,182	\$789	114	3,557	\$877
5614	Business Support Services	63	1,016	\$1,261	61	1,015	\$1,023	62	959	\$1,112
5615	Travel Arrangement and Reservation Services	26	228	\$864	25	203	\$1,001	21	138	\$1,083
5616	Investigation and Security Services	51	1,004	\$971	50	926	\$1,014	50	884	\$1,120
5617	Services to Buildings and Dwellings	408	3,708	\$651	421	3,868	\$663	411	3,618	\$733
5619	Other Support Services	n	n	n	23	284	\$803	23	231	\$921
562	Waste Management and Remediation Services	32	236	\$941	32	246	\$925	33	254	\$967
61	Educational Services	198	6,686	\$889	196	6,638	\$973	191	6,255	\$1,062
611	Educational Services	198	6,686	\$889	196	6,638	\$973	191	6,255	\$1,062
62	Health Care and Social Assistance	1,123	30,538	\$1,052	1,131	30,980	\$1,087	1,116	28,985	\$1,186
621	Ambulatory Health Care Services	732	10,707	\$1,467	737	10,910	\$1,516	719	10,431	\$1,614
622	Hospitals	14	9,686	\$1,056	15	9,656	\$1,104	16	9,069	\$1,155
623	Nursing and Residential Care Facilities	116	5,283	\$689	115	5,378	\$705	118	4,991	\$859
624	Social Assistance	261	4,863	\$523	264	5,036	\$532	262	4,493	\$619
71	Arts, Entertainment, and Recreation	181	3,105	\$387	188	3,312	\$390	180	2,467	\$459
711	Performing Arts and Spectator Sports	33	395	\$454	34	377	\$490	34	185	\$693
712	Museums, Historic Sites, Zoos, and Parks	8	137	\$486	8	140	\$506	8	118	\$582
713	Gambling, Recreation, Amusement Industries	140	2,573	\$372	145	2,795	\$371	137	2,164	\$432
72	Accommodation and Food Services	875	15,876	\$402	885	16,070	\$418	856	12,756	\$444
721	Accommodation	51	1,316	\$462	52	1,286	\$504	56	780	\$542
722	Food Services and Drinking Places	824	14,560	\$397	833	14,784	\$410	799	11,976	\$438
81	Other Services Except Public Admin	988	6,926	\$709	992	7,178	\$732	962	6,116	\$819
811	Repair and Maintenance	358	2,142	\$996	357	2,138	\$1,036	348	2,006	\$1,075
812	Personal and Laundry Services	331	2,772	\$572	337	2,837	\$583	330	2,334	\$650
813	Membership Associations and Organizations	163	1,830	\$595	170	2,023	\$632	168	1,626	\$760
814	Private Households	136	182	\$556	127	180	\$577	115	151	\$659
99	Unclassified Establishments	26	83	\$779	29	76	\$909	32	62	\$1,036
999	Unclassified Establishments	26	83	\$779	29	76	\$909	32	62	\$1,036
Total Government		286	21,088	\$1,113	286	21,170	\$1,131	282	20,463	\$1,213
	Federal Government	71	4,047	\$1,734	70	4,150	\$1,728	70	4,235	\$1,749
	State Government	99	1,717	\$854	98	1,682	\$900	96	1,663	\$975
	Local Government	116	15,324	\$978	117	15,338	\$996	116	14,564	\$1,084

Source: NH Economic and Labor Market Information Bureau

n = data do not meet disclosure standards

Table C-2: Employment and Wages for Rockingham County

NAICS Code	Industry	Rockingham County 2018			Rockingham County 2019			Rockingham County 2020		
		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	10,283	149,817	\$1,069	10,377	151,694	\$1,110	10,294	141,876	\$1,204
	Total Private	9,984	135,525	\$1,079	10,076	137,342	\$1,123	9,996	128,387	\$1,216
101	Goods-Producing Industries	1,518	22,957	\$1,346	1,536	23,611	\$1,389	1,518	23,301	\$1,435
11	Agriculture/Forestry/Fishing	28	275	\$546	28	246	\$528	32	266	\$544
111	Crop Production	15	202	\$440	14	187	\$478	15	197	\$492
112	Animal Production	5	19	\$485	4	21	\$496	6	25	\$571
113	Forestry and Logging	n	n	n	3	15	\$1,355	n	n	n
114	Fishing, Hunting, and Trapping	n	n	n	n	n	n	n	n	n
115	Agriculture and Forestry Support Activities	6	39	\$822	n	n	n	8	29	\$447
21	Mining	11	113	\$1,127	10	113	\$1,139	9	132	\$1,081
211	Oil and Gas Extraction	0	0	\$0	0	0	\$0	0	0	\$0
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	1,000	6,967	\$1,259	1,023	7,275	\$1,291	1,013	7,285	\$1,380
236	Construction of Buildings	251	1,258	\$1,267	261	1,292	\$1,297	264	1,316	\$1,394
237	Heavy and Civil Engineering Construction	47	1,273	\$1,644	49	1,282	\$1,635	51	1,333	\$1,829
238	Specialty Trade Contractors	701	4,437	\$1,146	712	4,701	\$1,196	698	4,636	\$1,246
31-33	Manufacturing	479	15,603	\$1,400	475	15,978	\$1,448	463	15,619	\$1,479
311	Food Manufacturing	28	1,452	\$1,423	26	1,456	\$1,448	27	1,468	\$1,584
312	Beverage and Tobacco Product Manufacturing	25	483	\$877	26	519	\$874	27	536	\$905
313	Textile Mills	n	n	n	n	n	n	n	n	n
314	Textile Product Mills	n	n	n	10	91	\$1,022	12	84	\$1,011
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	17	179	\$1,209	16	175	\$1,287	15	169	\$1,239
322	Paper Manufacturing	8	81	\$806	7	71	\$718	n	n	n
323	Printing and Related Support Activities	34	469	\$1,036	31	467	\$1,039	32	444	\$1,096
324	Petroleum and Coal Products Manufacturing	4	170	\$1,644	4	158	\$1,733	4	139	\$1,811
325	Chemical Manufacturing	21	1,345	\$1,891	19	1,462	\$1,898	18	1,545	\$1,948
326	Plastics and Rubber Products Manufacturing	22	1,281	\$1,077	21	1,230	\$1,133	18	1,174	\$1,249
327	Nonmetallic Mineral Product Manufacturing	19	905	\$1,299	21	854	\$1,452	19	856	\$1,394
331	Primary Metal Manufacturing	5	256	\$1,025	5	285	\$1,081	5	272	\$1,102
332	Fabricated Metal Product Manufacturing	117	2,780	\$1,325	119	2,769	\$1,333	112	2,796	\$1,515
333	Machinery Manufacturing	35	1,478	\$1,630	32	1,589	\$1,660	31	1,584	\$1,635
334	Computer and Electronic Product Manufacturing	53	1,957	\$1,686	54	2,079	\$1,707	56	1,939	\$1,428
335	Electrical Equipment/Appliances Manufacturing	16	1,115	\$1,405	17	1,273	\$1,434	16	1,195	\$1,444
336	Transportation Equipment Manufacturing	12	172	\$1,005	12	182	\$1,054	11	175	\$1,066
337	Furniture and Related Product Manufacturing	19	300	\$1,127	16	278	\$1,202	15	256	\$1,245
339	Miscellaneous Manufacturing	32	625	\$1,410	33	621	\$1,610	31	543	\$1,762
102	Service-Providing Industries	8,467	112,568	\$1,025	8,540	113,731	\$1,068	8,478	105,086	\$1,168
22	Utilities	19	766	\$2,444	20	714	\$2,362	19	684	\$2,691
221	Utilities	19	766	\$2,444	20	714	\$2,362	19	684	\$2,691
42	Wholesale Trade	847	6,972	\$1,613	830	6,938	\$1,631	800	6,671	\$1,683
423	Merchant Wholesalers, Durable Goods	300	3,364	\$1,468	316	3,506	\$1,501	330	3,387	\$1,601
424	Merchant Wholesalers, Nondurable Goods	127	2,046	\$1,460	144	2,107	\$1,546	155	2,226	\$1,561
425	Electronic Markets and Agents and Brokers	421	1,562	\$2,127	369	1,325	\$2,110	315	1,058	\$2,203
44-45	Retail Trade	1,482	25,244	\$603	1,462	25,089	\$637	1,417	23,398	\$705
441	Motor Vehicle and Parts Dealers	201	2,734	\$1,018	198	2,690	\$1,066	192	2,340	\$1,192
442	Furniture and Home Furnishings Stores	89	799	\$695	86	836	\$717	82	727	\$788
443	Electronics and Appliance Stores	74	1,176	\$1,478	74	1,287	\$1,758	71	1,211	\$1,947
444	Building Material and Garden Supply Stores	128	2,853	\$679	127	2,880	\$704	125	3,033	\$797
445	Food and Beverage Stores	127	6,084	\$383	120	6,188	\$384	118	6,321	\$418
446	Health and Personal Care Stores	128	1,201	\$689	125	1,148	\$703	121	990	\$774
447	Gasoline Stations	120	917	\$486	120	962	\$507	122	895	\$576
448	Clothing and Clothing Accessories Stores	184	1,698	\$385	184	1,619	\$415	169	1,144	\$464
451	Sporting Goods, Hobby, Book, and Music Stores	93	1,030	\$368	92	981	\$403	83	774	\$473
452	General Merchandise Stores	66	4,329	\$444	65	4,081	\$453	63	3,768	\$498
453	Miscellaneous Store Retailers	202	1,808	\$475	205	1,812	\$494	200	1,535	\$569
454	Nonstore Retailers	70	616	\$1,285	66	606	\$1,228	72	660	\$1,204
48-49	Transportation and Warehousing	220	5,098	\$960	219	5,252	\$989	207	5,183	\$999
481	Air Transportation	8	206	\$1,389	8	210	\$1,704	7	209	\$1,723
484	Truck Transportation	93	972	\$1,095	94	1,000	\$1,132	88	996	\$1,162
485	Transit and Ground Passenger Transportation	35	1,214	\$583	34	1,231	\$596	29	862	\$505
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	38	548	\$1,296	36	587	\$1,306	34	556	\$1,386
491	Postal Service	0	0	\$0	0	0	\$0	0	0	\$0
492	Couriers and Messengers	20	768	\$808	18	800	\$788	21	1,037	\$841
493	Warehousing and Storage	18	1,333	\$1,100	18	1,367	\$1,124	20	1,480	\$1,049

Source: NH Economic and Labor Market Information Bureau

n = data do not meet disclosure standards

Table C-2: Employment and Wages for Rockingham County Continued

NAICS Code	Industry	Rockingham County 2018			Rockingham County 2019			Rockingham County 2020		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
51	Information	120	2,694	\$2,036	130	2,577	\$2,070	145	2,362	\$2,152
511	Publishing Industries (except Internet)	43	1,571	\$2,288	60	1,616	\$2,272	68	1,543	\$2,368
512	Motion Picture and Sound Recording	15	133	\$443	13	140	\$382	14	98	\$598
515	Broadcasting (except Internet)	5	33	\$1,582	4	30	\$1,353	4	25	\$1,340
517	Telecommunications	26	506	\$1,694	25	490	\$1,798	25	431	\$1,825
518	Data Processing and Related Services	19	379	\$2,175	18	232	\$2,514	22	205	\$2,183
519	Other Information Services	12	73	\$1,378	10	68	\$1,519	12	60	\$1,712
52	Finance and Insurance	487	5,331	\$1,880	483	5,393	\$2,022	476	5,496	\$2,187
522	Credit Intermediation and Related Activities	171	2,228	\$1,544	171	2,347	\$1,669	163	2,354	\$1,955
523	Financial Investment and Related Activities	n	n	n	169	815	\$3,732	n	n	n
524	Insurance Carriers and Related Activities	141	2,319	\$1,625	143	2,230	\$1,768	146	2,321	\$1,834
525	Funds, Trusts, and Other Financial Vehicles	n	n	n	0	0	\$0	n	n	n
53	Real Estate and Rental and Leasing	318	1,724	\$1,193	319	1,655	\$1,417	323	1,546	\$1,429
531	Real Estate	256	1,172	\$1,105	258	1,203	\$1,123	262	1,163	\$1,235
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	1,174	10,422	\$1,747	1,207	10,659	\$1,748	1,245	10,510	\$1,857
541	Professional and Technical Services	1,174	10,422	\$1,747	1,207	10,659	\$1,748	1,245	10,510	\$1,857
5411	Legal Services	139	696	\$1,475	142	696	\$1,479	141	683	\$1,576
5412	Accounting and Bookkeeping Services	140	1,062	\$1,279	151	1,136	\$1,275	153	1,210	\$1,281
5413	Architectural and Engineering Services	188	2,315	\$1,799	192	2,433	\$1,651	197	2,505	\$1,753
5414	Specialized Design Services	31	196	\$1,176	28	205	\$1,225	26	172	\$1,266
5415	Computer Systems Design and Related Services	266	3,258	\$2,085	284	3,191	\$2,153	305	3,046	\$2,325
5416	Management and Technical Consulting Services	256	1,364	\$1,961	254	1,470	\$2,037	271	1,444	\$2,107
5417	Scientific Research and Development Services	21	224	\$2,098	18	221	\$2,049	20	233	\$2,102
5418	Advertising, PR, and Related Services	38	211	\$1,192	38	203	\$1,357	36	189	\$1,379
5419	Other Professional and Technical Services	96	1,096	\$1,134	100	1,104	\$1,172	95	1,031	\$1,366
55	Management of Companies/Enterprises	112	2,096	\$2,432	118	2,270	\$2,993	122	2,291	\$2,714
551	Management of Companies/Enterprises	112	2,096	\$2,432	118	2,270	\$2,993	122	2,291	\$2,714
56	Administrative and Waste Services	745	9,326	\$1,069	756	9,263	\$1,100	762	8,868	\$1,175
561	Administrative and Support Services	682	8,528	\$1,041	693	8,501	\$1,071	700	8,137	\$1,151
5611	Office Administrative Services	135	1,076	\$1,941	126	1,172	\$1,925	132	1,220	\$2,026
5612	Facilities Support Services	n	n	n	n	n	n	n	n	n
5613	Employment Services	112	3,131	\$1,013	109	2,738	\$1,113	112	2,211	\$1,258
5614	Business Support Services	48	1,074	\$974	50	1,086	\$923	48	1,233	\$930
5615	Travel Arrangement and Reservation Services	23	197	\$1,324	20	206	\$1,325	18	164	\$1,342
5616	Investigation and Security Services	30	766	\$988	31	799	\$950	31	790	\$1,034
5617	Services to Buildings and Dwellings	311	2,017	\$675	341	2,301	\$701	346	2,348	\$757
5619	Other Support Services	n	n	n	n	n	n	n	n	n
562	Waste Management and Remediation Services	63	798	\$1,369	63	762	\$1,427	62	731	\$1,444
61	Educational Services	139	2,926	\$837	150	3,077	\$842	153	2,874	\$943
611	Educational Services	139	2,926	\$837	150	3,077	\$842	153	2,874	\$943
62	Health Care and Social Assistance	866	16,832	\$1,030	882	17,138	\$1,062	881	16,220	\$1,176
621	Ambulatory Health Care Services	611	7,029	\$1,362	628	7,132	\$1,410	633	6,987	\$1,495
622	Hospitals	8	4,028	\$1,121	8	4,186	\$1,137	9	4,011	\$1,233
623	Nursing and Residential Care Facilities	50	2,536	\$706	51	2,576	\$736	55	2,508	\$890
624	Social Assistance	197	3,238	\$448	194	3,243	\$461	185	2,714	\$535
71	Arts, Entertainment, and Recreation	193	3,191	\$458	202	3,302	\$461	187	2,270	\$548
711	Performing Arts and Spectator Sports	43	334	\$678	42	341	\$683	36	217	\$906
712	Museums, Historic Sites, Zoos, and Parks	12	165	\$384	12	167	\$398	12	118	\$519
713	Gambling, Recreation, Amusement Industries	138	2,693	\$436	147	2,795	\$438	139	1,936	\$510
72	Accommodation and Food Services	841	15,389	\$432	850	15,711	\$451	842	12,567	\$484
721	Accommodation	73	1,675	\$547	75	1,700	\$580	75	1,125	\$653
722	Food Services and Drinking Places	768	13,715	\$419	774	14,011	\$436	766	11,442	\$467
81	Other Services Except Public Admin	882	4,475	\$738	881	4,612	\$773	863	4,069	\$819
811	Repair and Maintenance	322	1,626	\$1,017	321	1,584	\$1,057	304	1,503	\$1,099
812	Personal and Laundry Services	319	1,850	\$511	324	1,956	\$530	318	1,606	\$548
813	Membership Associations and Organizations	100	820	\$735	102	897	\$802	100	793	\$873
814	Private Households	141	179	\$572	135	175	\$771	140	167	\$641
99	Unclassified Establishments	24	83	\$1,028	31	82	\$842	37	75	\$956
999	Unclassified Establishments	24	83	\$1,028	31	82	\$842	37	75	\$956
Total Government		299	14,292	\$969	302	14,352	\$990	299	13,488	\$1,088
Federal Government		64	1,078	\$1,387	67	1,099	\$1,366	65	1,119	\$1,341
State Government		91	1,304	\$680	90	1,309	\$702	89	1,197	\$792
Local Government		144	11,910	\$963	144	11,944	\$988	145	11,173	\$1,094

Source: NH Economic and Labor Market Information Bureau

n = data do not meet disclosure standards

Table C-2: Employment and Wages for State of NH

NAICS Code	Industry	State of NH - 2019					State of NH - 2020				
		Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplmt	Rock. Co. share of emplmt	Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplmt	Rock. Co. share of emplmt
ALL	Total, Private plus Government	48,798	665,374	\$1,128	31.0%	22.8%	48,912	624,442	\$1,247	30.9%	22.7%
	Total Private	46,772	580,394	\$1,145	31.8%	23.7%	46,908	542,824	\$1,270	31.7%	23.7%
101	Goods-Producing Industries	6,534	101,907	\$1,347	34.4%	23.2%	6,503	97,843	\$1,431	34.5%	23.8%
11	Agriculture/Forestry/Fishing	263	2,075	\$733	10.2%	11.9%	260	2,088	\$794	11.0%	12.7%
111	Crop Production	86	1,010	\$594	15.1%	18.5%	83	1,009	\$691	15.4%	19.5%
112	Animal Production	51	479	\$691	n	4.4%	53	505	\$740	n	5.0%
113	Forestry and Logging	83	425	\$969	10.8%	3.5%	78	407	\$1,031	11.3%	n
114	Fishing, Hunting, and Trapping	n	n	n	n	n	n	n	n	n	n
115	Agriculture and Forestry Support Activities	n	n	n	n	n	n	n	n	n	n
21	Mining	59	553	\$1,278	10.8%	20.4%	58	583	\$1,391	10.5%	22.6%
211	Oil and Gas Extraction	0	0	\$0	0.0%	0.0%	0	0	\$0	0.0%	0.0%
212	Mining (except Oil and Gas)	51	445	\$1,278	13.5%	n	50	453	\$1,418	13.5%	n
213	Support Activities for Mining	8	108	\$1,279	0.0%	n	8	130	\$1,295	0.0%	n
23	Construction	4,267	27,820	\$1,248	29.1%	26.2%	4,292	27,886	\$1,324	29.0%	26.1%
236	Construction of Buildings	1,120	5,948	\$1,297	28.4%	21.7%	1,140	6,032	\$1,385	27.7%	21.8%
237	Heavy and Civil Engineering Construction	206	3,405	\$1,563	12.2%	37.7%	211	3,431	\$1,680	11.7%	38.9%
238	Specialty Trade Contractors	2,941	18,468	\$1,174	32.4%	25.5%	2,941	18,424	\$1,238	32.6%	25.2%
31-33	Manufacturing	1,944	71,459	\$1,404	37.3%	22.4%	1,894	67,286	\$1,496	37.8%	23.2%
311	Food Manufacturing	116	2,730	\$1,150	18.2%	53.3%	113	2,683	\$1,280	18.8%	54.7%
312	Beverage and Tobacco Product Manufacturing	75	1,269	\$972	38.9%	40.9%	76	1,264	\$1,031	37.6%	42.4%
313	Textile Mills	22	1,865	\$1,305	30.3%	n	24	1,595	\$1,375	33.0%	n
314	Textile Product Mills	38	228	\$815	16.7%	n	42	212	\$851	17.0%	39.6%
315	Apparel Manufacturing	13	461	\$901	n	n	14	464	\$906	12.5%	n
316	Leather and Allied Product Manufacturing	12	197	\$922	4.1%	n	12	180	\$957	n	n
321	Wood Product Manufacturing	94	1,691	\$1,002	12.0%	10.3%	93	1,580	\$1,062	13.2%	10.7%
322	Paper Manufacturing	22	813	\$1,270	51.5%	8.7%	21	777	\$1,344	50.7%	n
323	Printing and Related Support Activities	152	2,290	\$1,053	27.9%	20.4%	139	1,992	\$1,079	27.0%	22.3%
324	Petroleum and Coal Products Manufacturing	16	249	\$1,586	n	63.5%	17	231	\$1,616	n	60.2%
325	Chemical Manufacturing	60	2,439	\$1,608	15.7%	59.9%	58	2,462	\$1,681	14.9%	62.8%
326	Plastics and Rubber Products Manufacturing	92	5,519	\$1,079	35.7%	22.3%	85	4,942	\$1,134	33.1%	23.8%
327	Nonmetallic Mineral Product Manufacturing	94	1,888	\$1,290	19.9%	45.2%	93	1,868	\$1,290	19.4%	45.8%
331	Primary Metal Manufacturing	32	2,423	\$1,189	55.1%	11.8%	30	2,220	\$1,241	54.1%	12.3%
332	Fabricated Metal Product Manufacturing	384	11,743	\$1,189	28.1%	23.6%	374	11,252	\$1,293	28.4%	24.8%
333	Machinery Manufacturing	150	7,052	\$1,508	15.6%	22.5%	146	6,794	\$1,524	15.2%	23.3%
334	Computer and Electronic Product Manufacturing	257	16,483	\$1,908	72.8%	12.6%	259	15,797	\$2,092	74.4%	12.3%
335	Electrical Equipment/Appliances Manufacturing	58	4,264	\$1,354	27.1%	29.9%	54	3,926	\$1,395	25.4%	30.4%
336	Transportation Equipment Manufacturing	45	2,615	\$1,376	2.4%	7.0%	42	2,157	\$1,321	2.5%	8.1%
337	Furniture and Related Product Manufacturing	60	890	\$994	7.8%	31.2%	55	839	\$1,045	7.4%	30.5%
339	Miscellaneous Manufacturing	151	4,350	\$1,309	46.6%	14.3%	147	4,049	\$1,391	49.2%	13.4%
102	Service-Providing Industries	40,238	478,487	\$1,102	31.3%	23.8%	40,405	444,981	\$1,234	31.1%	23.6%
22	Utilities	97	2,003	\$2,126	13.6%	35.6%	100	1,998	\$2,360	14.7%	34.2%
221	Utilities	97	2,003	\$2,126	13.6%	35.6%	100	1,998	\$2,360	14.7%	34.2%
42	Wholesale Trade	4,885	28,180	\$1,870	25.5%	24.6%	4,838	27,402	\$2,033	25.2%	24.3%
423	Merchant Wholesalers, Durable Goods	1,514	12,263	\$1,701	37.2%	28.6%	1,773	12,633	\$1,917	34.7%	26.8%
424	Merchant Wholesalers, Nondurable Goods	634	8,011	\$1,358	16.4%	26.3%	731	8,056	\$1,557	17.0%	27.6%
425	Electronic Markets and Agents and Brokers	2,737	7,906	\$2,653	16.7%	16.8%	2,334	6,713	\$2,824	17.1%	15.8%
44-45	Retail Trade	5,650	94,021	\$653	29.6%	26.7%	5,470	88,760	\$727	29.2%	26.4%
441	Motor Vehicle and Parts Dealers	760	12,702	\$1,087	32.2%	21.2%	753	11,506	\$1,233	31.9%	20.3%
442	Furniture and Home Furnishings Stores	293	2,707	\$736	33.9%	30.9%	277	2,444	\$786	35.4%	29.7%
443	Electronics and Appliance Stores	228	2,943	\$1,334	33.5%	43.7%	218	2,756	\$1,466	33.6%	43.9%
444	Building Material and Garden Supply Stores	499	9,691	\$712	23.1%	29.7%	494	10,252	\$788	22.7%	29.6%
445	Food and Beverage Stores	557	22,173	\$410	28.6%	27.9%	545	22,418	\$451	27.9%	28.2%
446	Health and Personal Care Stores	444	4,155	\$734	33.6%	27.6%	434	3,786	\$807	33.5%	26.1%
447	Gasoline Stations	558	4,496	\$463	18.9%	21.4%	553	4,278	\$525	19.5%	20.9%
448	Clothing and Clothing Accessories Stores	597	5,794	\$435	43.8%	27.9%	549	4,205	\$483	43.6%	27.2%
451	Sporting Goods, Hobby, Book, and Music Stores	375	3,947	\$434	29.8%	24.9%	342	3,245	\$509	27.9%	23.9%
452	General Merchandise Stores	289	14,157	\$469	24.5%	28.8%	286	13,369	\$517	23.9%	28.2%
453	Miscellaneous Store Retailers	678	5,378	\$493	31.1%	33.7%	634	4,414	\$573	30.0%	34.8%
454	Nonstore Retailers	373	5,878	\$1,201	36.8%	10.3%	384	6,085	\$1,279	41.5%	10.8%
48-49	Transportation and Warehousing	880	15,079	\$926	26.8%	34.8%	880	15,047	\$955	30.4%	34.4%
481	Air Transportation	35	503	\$1,573	50.5%	41.7%	36	477	\$1,658	47.8%	43.8%
484	Truck Transportation	367	3,147	\$1,138	22.8%	31.8%	356	3,034	\$1,153	23.6%	32.8%
485	Transit and Ground Passenger Transportation	138	3,559	\$560	24.5%	34.6%	131	2,587	\$536	26.0%	33.3%
486	Pipeline Transportation	n	n	n	n	n	n	n	n	n	n
487	Scenic and Sightseeing Transportation	20	321	\$528	0.0%	n	19	231	\$608	0.0%	n
488	Support Activities for Transportation	140	1,507	\$1,097	20.5%	39.0%	137	1,446	\$1,149	21.2%	38.5%
491	Postal Service	n	n	n	n	n	4	45	\$974	0.0%	0.0%
492	Couriers and Messengers	99	3,232	\$874	40.3%	24.8%	114	4,424	\$883	46.5%	23.4%
493	Warehousing and Storage	76	2,763	\$1,051	21.0%	49.5%	80	2,796	\$1,048	21.3%	52.9%

Source: NH Economic and Labor Market Information Bureau

n = data do not meet disclosure standards

Table C-2: Employment and Wages for State of NH Continued

NAICS Code Industry		State of NH - 2019					State of NH - 2020				
		Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplmt	Rock. Co. share of emplmt	Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplmt	Rock. Co. share of emplmt
51	Information	947	12,333	\$1,870	49.0%	20.9%	1,028	11,736	\$2,061	48.7%	20.1%
511	Publishing Industries (except Internet)	416	5,142	\$2,252	42.8%	31.4%	450	5,140	\$2,442	43.6%	30.0%
512	Motion Picture and Sound Recording	76	983	\$639	55.8%	14.2%	81	570	\$936	55.1%	17.2%
515	Broadcasting (except Internet)	48	618	\$1,139	35.4%	4.9%	48	551	\$1,197	35.6%	4.5%
517	Telecommunications	139	3,784	\$1,720	67.2%	12.9%	141	3,741	\$1,791	68.9%	11.5%
518	Data Processing and Related Services	124	1,324	\$2,210	34.3%	17.5%	162	1,237	\$2,358	26.4%	16.6%
519	Other Information Services	144	483	\$1,482	14.5%	14.1%	146	496	\$1,674	13.1%	12.1%
52	Finance and Insurance	2,225	26,372	\$2,134	37.2%	20.4%	2,256	26,458	\$2,329	37.3%	20.8%
522	Credit Intermediation and Related Activities	780	8,051	\$1,501	n	29.2%	782	8,034	\$1,766	n	29.3%
523	Financial Investment and Related Activities	604	6,483	\$3,582	74.5%	12.6%	611	6,579	\$3,883	75.0%	n
524	Insurance Carriers and Related Activities	818	11,811	\$1,771	25.0%	18.9%	841	11,806	\$1,848	24.4%	19.7%
525	Funds, Trusts, and Other Financial Vehicles	23	28	\$1,799	n	0.0%	22	39	\$1,606	n	n
53	Real Estate and Rental and Leasing	1,372	7,046	\$1,143	33.6%	23.5%	1,352	6,566	\$1,231	33.2%	23.5%
531	Real Estate	1,104	4,962	\$1,052	34.2%	24.2%	1,092	4,767	\$1,158	34.8%	24.4%
532	Rental and Leasing Services	255	2,053	\$1,351	n	n	248	1,767	\$1,415	n	n
533	Lessors of Nonfinancial Intangible Assets	12	31	\$1,915	n	n	13	32	\$1,898	n	n
54	Professional and Technical Services	6,580	38,823	\$1,940	32.6%	27.5%	6,874	39,061	\$2,097	32.1%	26.9%
541	Professional and Technical Services	6,580	38,823	\$1,940	32.6%	27.5%	6,874	39,061	\$2,097	32.1%	26.9%
5411	Legal Services	694	3,893	\$1,703	42.3%	17.9%	701	3,821	\$2,003	42.0%	17.9%
5412	Accounting and Bookkeeping Services	678	4,194	\$1,551	41.9%	27.1%	681	4,211	\$1,697	40.3%	28.7%
5413	Architectural and Engineering Services	796	7,009	\$1,824	35.3%	34.7%	816	7,177	\$1,893	35.9%	34.9%
5414	Specialized Design Services	106	452	\$1,234	31.9%	45.4%	106	414	\$1,297	32.6%	41.5%
5415	Computer Systems Design and Related Services	2,220	11,793	\$2,466	29.1%	27.1%	2,357	12,104	\$2,638	29.5%	25.2%
5416	Management and Technical Consulting Services	1,228	4,579	\$2,118	23.6%	32.1%	1,330	4,648	\$2,270	23.1%	31.1%
5417	Scientific Research and Development Services	181	1,997	\$2,487	37.1%	11.1%	202	2,073	\$2,475	36.1%	11.2%
5418	Advertising, PR, and Related Services	224	1,604	\$984	38.9%	12.7%	234	1,290	\$1,180	27.5%	14.7%
5419	Other Professional and Technical Services	452	3,302	\$1,066	23.0%	33.4%	447	3,323	\$1,165	22.8%	31.0%
55	Management of Companies/Enterprises	567	9,255	\$2,046	35.5%	24.5%	608	8,986	\$2,140	33.7%	25.5%
551	Management of Companies/Enterprises	567	9,255	\$2,046	35.5%	24.5%	608	8,986	\$2,140	33.7%	25.5%
56	Administrative and Waste Services	4,008	35,444	\$995	33.9%	26.1%	4,102	33,417	\$1,104	32.4%	26.5%
561	Administrative and Support Services	3,801	33,427	\$982	35.2%	25.4%	3,892	31,365	\$1,095	33.7%	25.9%
5611	Office Administrative Services	888	4,652	\$1,809	26.8%	25.2%	936	4,515	\$2,093	25.8%	27.0%
5612	Facilities Support Services	15	135	\$897	23.0%	n	15	131	\$952	24.4%	n
5613	Employment Services	749	10,868	\$964	38.5%	25.2%	788	9,712	\$1,079	36.6%	22.8%
5614	Business Support Services	293	3,080	\$1,008	33.0%	35.3%	294	3,041	\$1,081	31.5%	40.5%
5615	Travel Arrangement and Reservation Services	108	835	\$1,157	24.3%	24.7%	99	612	\$1,190	22.5%	26.8%
5616	Investigation and Security Services	154	2,226	\$955	41.6%	35.9%	155	2,124	\$1,052	41.6%	37.2%
5617	Services to Buildings and Dwellings	1,513	10,631	\$642	36.4%	21.6%	1,524	10,362	\$705	34.9%	22.7%
5619	Other Support Services	81	999	\$792	28.4%	n	80	868	\$869	26.6%	n
562	Waste Management and Remediation Services	208	2,016	\$1,206	12.2%	37.8%	210	2,052	\$1,238	12.4%	35.6%
61	Educational Services	819	20,336	\$1,119	32.6%	15.1%	856	19,272	\$1,203	32.5%	14.9%
611	Educational Services	819	20,336	\$1,119	32.6%	15.1%	856	19,272	\$1,203	32.5%	14.9%
62	Health Care and Social Assistance	3,709	94,097	\$1,123	32.9%	18.2%	3,678	89,496	\$1,229	32.4%	18.1%
621	Ambulatory Health Care Services	2351	34,197	\$1,527	31.9%	20.9%	2336	33,070	\$1,634	31.5%	21.1%
622	Hospitals	44	29,825	\$1,187	32.4%	14.0%	48	28,675	\$1,259	31.6%	14.0%
623	Nursing and Residential Care Facilities	341	14,309	\$718	37.6%	18.0%	354	13,854	\$858	36.0%	18.1%
624	Social Assistance	972	15,766	\$494	31.9%	20.6%	940	13,897	\$574	32.3%	19.5%
71	Arts, Entertainment, and Recreation	816	12,874	\$453	25.7%	25.6%	770	9,354	\$530	26.4%	24.3%
711	Performing Arts and Spectator Sports	184	1,547	\$743	24.4%	22.0%	170	807	\$1,076	22.9%	26.9%
712	Museums, Historic Sites, Zoos, and Parks	66	631	\$455	22.2%	26.5%	60	465	\$554	25.4%	25.4%
713	Gambling, Recreation, Amusement Industries	566	10,697	\$410	26.1%	26.1%	541	8,082	\$474	26.8%	24.0%
72	Accommodation and Food Services	3,560	60,362	\$435	26.6%	26.0%	3,448	47,788	\$465	26.7%	26.3%
721	Accommodation	528	9,411	\$521	13.7%	18.1%	526	6,328	\$570	12.3%	17.8%
722	Food Services and Drinking Places	3,031	50,950	\$419	29.0%	27.5%	2,923	41,461	\$449	28.9%	27.6%
81	Other Services Except Public Admin	3,800	21,603	\$755	33.2%	21.3%	3,746	18,878	\$829	32.4%	21.6%
811	Repair and Maintenance	1,392	7,069	\$1,039	30.2%	22.4%	1,354	6,706	\$1,095	29.9%	22.4%
812	Personal and Laundry Services	1,082	7,308	\$558	38.8%	26.8%	1,061	5,924	\$590	39.4%	27.1%
813	Membership Associations and Organizations	773	6,432	\$680	31.5%	13.9%	788	5,518	\$785	29.5%	14.4%
814	Private Households	553	794	\$635	22.7%	22.0%	543	729	\$652	20.7%	22.9%
99	Unclassified Establishments	324	659	\$1,844	11.5%	12.4%	401	761	\$2,360	8.1%	9.9%
999	Unclassified Establishments	324	659	\$1,844	11.5%	12.4%	401	761	\$2,360	8.1%	9.9%
	Total Government	2,026	84,980	\$1,014	24.9%	16.9%	2,003	81,618	\$1,101	25.1%	16.5%
	Federal Government	397	7,923	\$1,572	52.4%	13.9%	401	8,276	\$1,564	51.2%	13.5%
	State Government	834	20,306	\$1,067	8.3%	6.4%	814	19,735	\$1,163	8.4%	6.1%
	Local Government	795	56,750	\$917	27.0%	21.0%	788	53,607	\$1,006	27.2%	20.8%

Source: NH Economic and Labor Market Information Bureau n = data do not meet disclosure standards

Table C-3: Employers, Employment, and Wages by Community

Area	2019			2020			# Change: 2019-2020			% Change: 2019-2020		
	Estab- lishments	Avg. Annl. Employ- ment	Average Weekly Wage	Estab- lishments	Avg. Annl. Employ- ment	Average Weekly Wage	Estab- lishments	Avg. Annl. Employ- ment	Average Weekly Wage	Estab- lishments	Avg. Annl. Employ- ment	Average Weekly Wage
East Kingston	39	231	\$875	41	238	\$937	2	7	\$63	5.1%	3.0%	7.1%
Exeter	588	11,069	\$1,218	587	10,441	\$1,330	-1	-628	\$113	-0.2%	-5.7%	9.2%
Greenland	181	1,960	\$1,111	172	1,887	\$1,138	-9	-73	\$27	-5.0%	-3.7%	2.4%
Hampton	544	5,944	\$1,096	538	5,611	\$1,273	-6	-333	\$177	-1.1%	-5.6%	16.1%
Hampton Falls	82	532	\$857	81	479	\$1,018	-1	-53	\$160	-1.2%	-10.0%	18.7%
Kensington	44	317	\$1,014	41	288	\$1,144	-3	-29	\$130	-6.8%	-9.1%	12.8%
New Castle	n	n	n	25	205	\$991	n	n	n	n	n	n
Newfields	n	n	n	60	575	\$942	n	n	n	n	n	n
Newington	190	5,408	\$1,398	184	4,882	\$1,436	-6	-526	\$38	-3.2%	-9.7%	2.7%
Newmarket	172	1,591	\$906	169	1,466	\$1,017	-3	-125	\$111	-1.7%	-7.9%	12.3%
North Hampton	254	2,376	\$1,123	251	2,198	\$1,152	-3	-178	\$29	-1.2%	-7.5%	2.6%
Portsmouth	1,939	33,745	\$1,378	1,940	31,873	\$1,483	1	-1,872	\$105	0.1%	-5.5%	7.6%
Rye	154	1,362	\$973	162	1,209	\$1,190	8	-153	\$218	5.2%	-11.2%	22.4%
Seabrook	338	6,868	\$1,013	334	6,216	\$1,106	-4	-652	\$93	-1.2%	-9.5%	9.2%
South Hampton	30	149	\$798	32	188	\$786	2	39	-\$12	6.7%	26.2%	-1.6%
Stratham	268	4,392	\$1,143	267	4,046	\$1,245	-1	-346	\$102	-0.4%	-7.9%	9.0%
CEDS Eastern Communities	4,823	75,944	\$1,064	4,884	71,802	\$1,137	61	-4,142	\$72	1.3%	-5.5%	6.8%
Atkinson	124	1,265	\$992	118	1,162	\$1,081	-6	-103	\$89	-4.8%	-8.1%	8.9%
Auburn	145	1,781	\$1,226	145	1,770	\$1,288	0	-11	\$62	0.0%	-0.6%	5.1%
Brentwood	156	2,136	\$991	157	2,048	\$1,050	1	-88	\$59	0.6%	-4.1%	5.9%
Candia	98	876	\$868	94	815	\$948	-4	-61	\$80	-4.1%	-7.0%	9.2%
Chester	76	428	\$892	72	411	\$999	-4	-17	\$107	-5.3%	-4.0%	12.0%
Danville	47	190	\$808	45	202	\$859	-2	12	\$51	-4.3%	6.3%	6.3%
Deerfield	91	616	\$752	90	571	\$851	-1	-45	\$98	-1.1%	-7.3%	13.0%
Epping	224	3,323	\$671	213	3,048	\$752	-11	-275	\$81	-4.9%	-8.3%	12.1%
Fremont	72	608	\$762	68	581	\$806	-4	-27	\$44	-5.6%	-4.4%	5.8%
Hampstead	260	2,317	\$928	257	2,177	\$1,056	-3	-140	\$128	-1.2%	-6.0%	13.8%
Kingston	184	1,642	\$824	178	1,461	\$943	-6	-181	\$119	-3.3%	-11.0%	14.5%
Newton	70	554	\$1,122	76	506	\$1,170	6	-48	\$48	8.6%	-8.7%	4.3%
Northwood	97	1,074	\$758	101	1,033	\$823	4	-41	\$65	4.1%	-3.8%	8.6%
Nottingham	61	345	\$959	60	339	\$1,030	-1	-6	\$71	-1.6%	-1.7%	7.4%
Plaistow	340	4,915	\$796	337	4,601	\$884	-3	-314	\$88	-0.9%	-6.4%	11.1%
Raymond	185	3,135	\$949	178	3,092	\$993	-7	-43	\$44	-3.8%	-1.4%	4.6%
Sandown	64	311	\$768	68	313	\$828	4	2	\$59	6.3%	0.6%	7.7%
CEDS Central Communities	2,294	25,516	\$886	2,257	24,130	\$962	-37	-1,386	\$76	-1.6%	-5.4%	8.6%
Derry	683	8,854	\$863	672	8,234	\$972	-11	-620	\$109	-1.6%	-7.0%	12.6%
Hudson	648	11,705	\$1,211	644	11,382	\$1,312	-4	-323	\$101	-0.6%	-2.8%	8.4%
Litchfield	98	945	\$887	92	846	\$1,001	-6	-99	\$114	-6.1%	-10.5%	12.9%
Londonderry	800	14,895	\$1,078	801	14,621	\$1,166	1	-274	\$88	0.1%	-1.8%	8.1%
Merrimack	782	17,716	\$1,965	780	16,750	\$2,196	-2	-966	\$231	-0.3%	-5.5%	11.8%
Nashua	2,676	51,686	\$1,216	2,616	48,664	\$1,323	-60	-3,022	\$107	-2.2%	-5.8%	8.8%
Pelham	290	2,553	\$985	290	2,372	\$1,171	0	-181	\$187	0.0%	-7.1%	18.9%
Salem	1,289	21,669	\$1,044	1,278	19,546	\$1,105	-11	-2,123	\$61	-0.9%	-9.8%	5.9%
Windham	406	3,837	\$1,081	404	3,541	\$1,207	-2	-296	\$126	-0.5%	-7.7%	11.6%
CEDS Western Communities	7,672	133,860	\$1,148	7,577	125,956	\$1,273	-95	-7,904	\$125	-1.2%	-5.9%	10.9%
REDC CEDS Region	14,789	235,320	\$1,008	14,718	221,888	\$1,095	-71	-13,432	\$88	-0.5%	-5.7%	8.7%
Hillsborough County	11,481	205,989	\$1,220	11,276	192,746	\$1,350	-205	-13,243	\$131	-1.8%	-6.4%	10.7%
Rockingham County	10,377	151,694	\$1,110	10,294	141,876	\$1,204	-83	-9,818	\$94	-0.8%	-6.5%	8.5%
New Hampshire	48,798	665,374	\$1,128	48,912	624,442	\$1,247	114	-40,932	\$119	0.2%	-6.2%	10.6%

Source: NH Dept. of Employment Security, Labor Market Information Bureau. Total Private plus Government data.

Note: These figures represent employers located within the region and not employees who reside within the region.

Table C-4: Current and Historic Unemployment Data

Area	Annual Unemployment Rate -- Not Seasonally Adjusted											10-yr change from 2011 to 2021	5-yr change from 2016 to 2021	1-yr change from 2020 to 2021
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020 *	2021			
East Kingston	4.8%	5.0%	5.6%	4.4%	3.0%	2.4%	2.8%	2.5%	2.4%	6.2%	3.5%	-1.3%	1.1%	-2.7%
Exeter	5.7%	5.7%	5.1%	4.1%	3.2%	2.6%	2.6%	2.5%	2.4%	6.1%	3.3%	-2.4%	0.7%	-2.8%
Greenland	5.0%	4.6%	4.3%	3.9%	3.0%	3.3%	2.2%	2.1%	2.5%	5.4%	2.7%	-2.3%	-0.6%	-2.7%
Hampton	5.3%	5.8%	5.9%	5.3%	4.1%	2.7%	3.1%	3.1%	2.9%	8.0%	4.1%	-1.2%	1.4%	-3.9%
Hampton Falls	5.2%	5.4%	6.1%	4.2%	3.1%	2.8%	2.7%	2.7%	2.3%	5.6%	3.4%	-1.8%	0.6%	-2.2%
Kensington	5.3%	5.3%	5.3%	3.9%	2.7%	2.4%	2.5%	2.1%	2.8%	6.0%	3.3%	-2.0%	0.9%	-2.7%
New Castle	3.4%	4.0%	4.3%	3.2%	2.6%	2.4%	2.0%	2.0%	1.8%	3.7%	2.2%	-1.2%	-0.2%	-1.5%
Newfields	5.0%	5.1%	5.0%	3.4%	2.8%	2.5%	2.2%	2.2%	2.2%	5.2%	2.2%	-2.8%	-0.3%	-3.0%
Newington	3.4%	5.2%	4.8%	3.8%	2.9%	2.4%	2.0%	1.9%	2.1%	4.6%	2.4%	-1.0%	0.0%	-2.2%
Newmarket	4.5%	4.5%	4.1%	3.5%	2.8%	2.4%	2.0%	2.0%	2.3%	6.4%	2.8%	-1.7%	0.4%	-3.6%
North Hampton	4.2%	5.1%	5.0%	4.1%	2.8%	2.8%	2.6%	2.3%	2.3%	5.8%	3.3%	-0.9%	0.5%	-2.5%
Portsmouth	4.3%	4.3%	4.1%	3.5%	2.4%	2.2%	2.1%	2.0%	2.0%	6.2%	3.0%	-1.3%	0.8%	-3.2%
Rye	4.9%	4.8%	5.0%	3.6%	2.8%	2.0%	2.0%	2.0%	2.0%	5.1%	2.5%	-2.4%	0.5%	-2.6%
Seabrook	7.3%	8.1%	7.9%	7.1%	5.5%	4.3%	4.1%	4.1%	3.8%	9.9%	5.2%	-2.1%	0.9%	-4.7%
South Hampton	4.4%	6.5%	6.0%	4.4%	4.0%	3.6%	2.6%	2.9%	2.9%	8.5%	3.8%	-0.6%	0.2%	-4.7%
Stratham	4.6%	4.5%	4.5%	3.4%	2.6%	2.3%	2.2%	2.2%	2.2%	5.0%	2.8%	-1.8%	0.5%	-2.2%
CEDS Eastern Communities	4.8%	5.2%	5.2%	4.1%	3.1%	2.7%	2.5%	2.4%	2.4%	6.1%	3.2%	-1.7%	0.5%	-3.0%
Atkinson	6.2%	5.8%	5.9%	5.4%	4.1%	3.4%	3.2%	3.3%	3.1%	8.2%	3.5%	-2.7%	0.1%	-4.7%
Auburn	4.6%	4.3%	4.0%	3.7%	2.9%	2.4%	2.5%	2.1%	2.2%	5.5%	2.3%	-2.3%	-0.1%	-3.2%
Brentwood	6.1%	6.2%	5.4%	3.4%	2.6%	2.0%	2.4%	1.9%	2.3%	5.6%	2.7%	-3.4%	0.7%	-2.9%
Candia	4.3%	4.7%	4.5%	3.6%	3.0%	2.6%	2.1%	2.1%	1.8%	5.7%	2.8%	-1.5%	0.2%	-2.9%
Chester	5.2%	5.1%	5.0%	4.3%	3.1%	2.7%	2.9%	2.6%	2.4%	6.6%	3.1%	-2.1%	0.4%	-3.5%
Danville	7.2%	7.8%	6.7%	5.4%	4.2%	3.0%	3.0%	3.1%	3.0%	8.4%	3.9%	-3.3%	0.9%	-4.5%
Deerfield	4.5%	5.5%	5.3%	4.0%	3.0%	2.5%	2.3%	2.0%	2.2%	5.5%	2.6%	-1.9%	0.1%	-2.9%
Epping	6.2%	6.9%	5.9%	4.4%	3.5%	2.9%	2.3%	2.3%	2.4%	6.7%	3.4%	-2.8%	0.5%	-3.3%
Fremont	5.8%	6.5%	5.7%	4.8%	3.7%	3.1%	2.8%	2.4%	2.6%	6.8%	3.1%	-2.7%	0.0%	-3.7%
Hampstead	6.1%	6.7%	6.3%	5.1%	4.0%	3.1%	3.3%	2.9%	3.0%	7.3%	4.0%	-2.1%	0.9%	-3.3%
Kingston	7.0%	7.6%	7.3%	5.9%	4.5%	3.5%	3.5%	3.4%	3.2%	8.0%	3.8%	-3.2%	0.3%	-4.2%
Newton	6.8%	7.2%	6.0%	4.8%	3.9%	3.2%	3.3%	3.0%	2.1%	7.2%	3.5%	-3.3%	0.3%	-3.7%
Northwood	6.0%	7.5%	5.0%	4.2%	3.4%	2.8%	2.3%	2.1%	2.4%	6.2%	3.1%	-2.9%	0.3%	-3.1%
Nottingham	4.3%	4.6%	4.5%	3.5%	2.7%	2.2%	2.3%	2.2%	2.1%	5.4%	2.4%	-1.9%	0.2%	-3.0%
Plaistow	6.4%	7.5%	7.5%	6.5%	5.1%	4.2%	3.7%	3.8%	3.7%	9.8%	5.1%	-1.3%	0.9%	-4.7%
Raymond	5.9%	5.9%	5.7%	4.8%	3.9%	3.2%	2.9%	3.0%	2.9%	7.0%	3.5%	-2.4%	0.3%	-3.5%
Sandown	6.8%	6.9%	6.5%	5.2%	4.2%	3.3%	3.0%	2.8%	2.8%	7.4%	3.2%	-3.6%	-0.1%	-4.2%
CEDS Central Communities	5.8%	6.3%	5.7%	4.6%	3.6%	2.9%	2.8%	2.6%	2.6%	6.9%	3.3%	-2.6%	0.3%	-3.6%
Derry	6.1%	6.5%	6.1%	5.1%	4.1%	3.5%	3.4%	3.2%	2.9%	8.0%	3.9%	-2.2%	0.4%	-4.1%
Hudson	5.8%	6.1%	5.8%	5.2%	4.3%	3.4%	3.3%	3.2%	3.1%	7.8%	3.9%	-1.9%	0.5%	-3.9%
Litchfield	5.4%	5.3%	5.1%	4.9%	3.9%	3.2%	3.0%	2.9%	2.5%	6.8%	3.5%	-1.9%	0.3%	-3.3%
Londonderry	5.2%	5.6%	5.3%	4.5%	3.6%	2.8%	2.7%	2.8%	2.8%	6.6%	3.2%	-2.0%	0.4%	-3.4%
Merrimack	4.9%	5.0%	4.9%	4.0%	3.4%	2.9%	2.6%	2.5%	2.4%	6.1%	3.0%	-1.9%	0.1%	-3.1%
Nashua	6.0%	6.2%	5.9%	5.1%	4.0%	3.3%	3.2%	2.9%	3.0%	8.0%	4.2%	-1.8%	0.9%	-3.8%
Pelham	7.1%	7.3%	7.2%	6.0%	4.7%	4.0%	3.7%	3.5%	3.2%	8.4%	4.1%	-3.0%	0.1%	-4.3%
Salem	7.3%	8.1%	7.6%	5.5%	4.3%	3.5%	3.6%	3.3%	3.4%	8.6%	4.2%	-3.1%	0.7%	-4.4%
Windham	5.1%	5.1%	5.2%	4.7%	3.9%	3.0%	3.1%	2.9%	2.9%	6.7%	3.2%	-1.9%	0.2%	-3.5%
CEDS Western Communities	5.9%	6.1%	5.9%	5.0%	4.0%	3.3%	3.2%	3.0%	2.9%	7.4%	3.7%	-2.2%	0.4%	-3.8%
REDC CEDS Region	5.5%	5.9%	5.6%	4.5%	3.5%	2.9%	2.8%	2.6%	2.6%	6.7%	3.3%	-2.1%	0.4%	-3.4%
Hillsborough County	5.5%	5.7%	5.4%	4.5%	3.6%	3.0%	2.8%	2.6%	2.6%	7.0%	3.6%	-1.9%	0.6%	-3.4%
Rockingham County	5.7%	6.0%	5.7%	4.7%	3.6%	3.0%	2.9%	2.8%	2.7%	7.1%	3.5%	-2.2%	0.5%	-3.6%
New Hampshire	5.4%	5.5%	5.3%	4.3%	3.4%	2.8%	2.7%	2.5%	2.5%	6.7%	3.5%	-1.9%	0.7%	-3.2%

* COVID-19 Pandemic declared March 11, 2020, with significant business shutdowns and layoffs.

Source: NH Dept. Employ. Security - Economic & Labor Market Information Bureau

Note: Subregion and region values are the averages of the communities comprising the region.

Table C-5: Employment and Weekly Wages

Area	Private Employers, 2019			Total Number of Employees, 2019			Private Employers, 2020			Total Number of Employees, 2020			Avg. Weekly Wage Total Private + Gov't	
	Private Goods- Producing	Private Service- Providing	Total Gov't	Private Goods- Producing	Private Service- Providing	Total Gov't	Private Goods- Producing	Private Service- Providing	Total	Private Goods- Producing	Private Service- Providing	Total Gov't	2019	2020
East Kingston	13	23	36	46	104	82	231	11	26	38	84	238	\$875	\$937
Exeter	60	511	572	1,273	8,815	981	11,069	64	508	572	1,284	8,282	\$1,218	\$1,330
Greenland	33	142	175	315	1,490	156	1,960	31	136	166	148	1,887	\$1,111	\$1,138
Hampton	58	468	526	1,023	3,892	1,029	5,944	59	462	521	1,002	3,693	\$1,096	\$1,273
Hampton Falls	13	66	79	71	360	101	532	11	67	78	66	319	\$857	\$1,018
Kensington	8	34	42	23	230	65	317	9	30	39	26	201	\$1,014	\$1,144
New Castle	0	n	n	0	n	50	n	0	21	21	0	158	n	\$991
Newfields	14	n	n	359	n	72	n	14	40	54	269	213	n	\$942
Newington	18	170	188	2,376	2,822	210	5,408	17	165	182	2,389	2,306	\$1,398	\$1,436
Newmarket	24	143	166	200	1,082	309	1,591	22	141	163	189	976	\$906	\$1,017
North Hampton	34	212	246	272	2,004	101	2,576	33	211	244	248	1,852	\$1,123	\$1,152
Portsmouth	132	1,748	1,881	2,951	28,802	1,991	33,745	127	1,756	1,884	3,189	26,746	\$1,378	\$1,483
Rye	13	132	145	23	1,132	208	1,362	11	142	153	18	999	\$973	\$1,190
Seabrook	52	277	330	1,191	5,157	521	6,868	49	276	325	984	4,741	\$1,013	\$1,106
South Hampton	8	20	28	43	62	44	149	9	21	30	58	89	\$798	\$786
Stratham	30	232	262	798	3,155	438	4,392	30	231	261	789	2,843	\$1,143	\$1,245
CEDS Eastern Communities	510	4,178	4,676	10,964	59,107	6,358	75,944	497	4,233	4,731	10,866	54,956	\$1,062	\$1,137
Attinson	30	92	122	374	823	68	1,265	32	84	116	355	742	\$992	\$1,081
Auburn	47	95	142	618	1,019	144	1,781	44	99	142	589	1,039	\$1,226	\$1,288
Brentwood	41	102	142	434	1,101	602	2,136	44	100	143	449	1,023	\$991	\$1,050
Candia	28	64	93	278	497	100	878	26	62	88	277	441	\$868	\$948
Chester	27	46	73	112	148	168	428	27	42	69	114	133	\$892	\$999
Danville	19	26	45	86	62	42	190	19	24	43	93	63	\$808	\$859
Deerfield	32	57	89	198	323	94	616	30	57	88	168	329	\$752	\$851
Epping	36	178	214	164	2,775	384	3,323	36	167	203	182	2,496	\$671	\$752
Fremont	24	44	68	133	343	132	608	21	44	65	121	326	\$762	\$806
Hampstead	62	194	256	431	1,778	109	2,317	61	192	253	425	1,652	\$928	\$1,056
Kingston	42	133	175	147	1,170	324	1,642	39	130	170	146	1,005	\$824	\$943
Newton	25	40	64	163	222	168	554	28	43	71	143	211	\$1,122	\$1,170
Northwood	28	64	92	158	737	179	1,074	30	66	96	137	715	\$758	\$823
Nottingham	18	38	56	62	105	178	345	19	36	55	66	105	\$959	\$1,030
Plaistow	57	274	330	632	3,272	1,011	4,915	58	270	328	605	3,050	\$796	\$884
Raymond	36	144	180	432	2,307	396	3,135	37	136	173	424	2,366	\$949	\$993
Sandown	21	40	61	80	171	60	311	24	42	66	85	162	\$768	\$828
CEDS Central Communities	573	1,631	2,202	4,502	16,853	4,159	25,516	575	1,594	2,169	4,379	15,858	\$866	\$962
Derry	109	564	672	716	7,135	1,003	8,854	106	554	661	701	6,581	\$863	\$972
Hudson	171	464	636	4,448	6,308	949	11,705	174	458	632	4,382	6,100	\$1,127	\$1,312
Litchfield	32	60	93	254	331	360	945	32	54	87	236	278	\$887	\$1,001
Londonderry	138	648	786	4,259	9,544	1,092	14,895	135	652	787	4,366	9,262	\$1,078	\$1,166
Merrimack	126	640	766	3,534	13,066	1,116	17,716	136	628	764	3,460	12,242	\$1,965	\$2,196
Nashua	283	2,353	2,636	8,651	38,383	4,651	51,686	269	2,309	2,578	8,239	35,877	\$1,216	\$1,323
Pelham	72	211	283	643	1,401	509	2,553	71	211	282	633	1,272	\$985	\$1,171
Salem	146	1,120	1,266	2,872	17,650	1,148	21,669	147	1,108	1,255	2,688	15,728	\$1,044	\$1,105
Windham	58	339	397	300	2,945	592	3,837	55	340	395	273	2,702	\$1,081	\$1,207
CEDS Western Communities	1,135	6,399	7,535	25,677	96,763	11,420	133,860	1,125	6,314	7,441	24,978	90,042	\$1,138	\$1,273
REDC CEDS Region	2,218	12,208	14,413	41,143	172,723	21,937	235,320	2,197	12,141	14,341	40,223	160,856	\$1,005	\$1,095
Hillsborough County	1,735	9,460	11,195	35,047	149,772	21,170	205,989	1,732	9,261	10,994	33,774	138,510	\$1,220	\$1,350
Rockingham County	1,536	8,540	10,076	23,611	113,731	14,352	151,694	1,518	8,478	9,996	23,301	105,086	\$1,110	\$1,204
New Hampshire	6,534	40,238	46,772	101,907	478,487	84,980	665,374	6,503	40,405	46,908	97,843	444,981	\$1,128	\$1,247

Source: NH Employment Security, Economic and Labor Market Information Bureau

Table C-6: Civilian Labor Force and Employment: Hillsborough and Rockingham Counties, New Hampshire, and New England

REGION/STATE	2016				2017				2018			
	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)
(in thousands)												
Hillsborough County	232.3	225.3	7.0	3.0	234.2	227.3	7.0	3.0	238.7	232.1	6.6	2.7
Rockingham County	181.9	176.4	5.5	3.0	183.3	177.7	5.6	3.0	185.8	180.4	5.4	2.9
New Hampshire	752.5	731.0	21.5	2.9	755.0	733.8	21.2	2.8	764.6	744.3	20.2	2.6
Connecticut	1893.2	1801.4	91.8	4.8	1903.3	1819.4	83.9	4.4	1931.5	1856.0	75.5	3.9
Maine	693.9	667.7	26.2	3.8	699.5	675.9	23.6	3.4	703.1	681.3	21.8	3.1
Massachusetts	3617.5	3472.3	145.2	4.0	3682.0	3541.5	140.5	3.8	3809.9	3678.4	131.4	3.4
Rhode Island	553.2	524.4	28.8	5.2	555.9	530.9	25.0	4.5	571.2	548.0	23.2	4.1
Vermont	335.0	333.6	10.8	3.1	336.7	335.9	10.5	3.0	356.5	347.1	9.3	2.6
New England	7856.2	7531.9	324.3	4.1	7943.0	7638.2	304.7	3.8	8139.7	7858.3	281.5	3.5
United States	159187	151436	7751	4.9	160320	153337	6982	4.4	162075	155761	6314	3.9
REGION/STATE	2019				2020				2021			
(in thousands)												
Hillsborough County	242.8	236.2	6.5	2.7	240.1	223.3	16.8	7.0	237.1	228.6	8.5	3.6
Rockingham County	188.6	183.3	5.2	2.8	186.0	172.8	13.1	7.1	185.0	178.6	6.4	3.5
New Hampshire	773.4	753.3	20.1	2.6	761.7	710.8	50.9	6.7	755.4	728.9	26.5	3.5
Connecticut	1950.3	1881.7	68.7	3.5	1750.0	1897.8	147.8	7.8	1855.9	1739.8	116.1	6.3
Maine	701.6	682.3	19.4	2.8	675.2	641.3	34.0	5.0	681.9	650.3	31.6	4.6
Massachusetts	3831.9	3714.5	117.4	3.1	3741.7	3390.2	351.4	9.4	3750.9	3535.5	215.4	5.7
Rhode Island	572.4	552.1	20.3	3.6	567.1	514.9	52.1	9.2	571.0	539.0	32.1	5.6
Vermont	356.0	347.6	8.4	2.3	341.1	322.1	19.1	5.6	328.2	316.9	11.3	3.4
New England	8188.7	7934.4	254.3	3.1	7982.7	7327.0	655.6	8.2	7943.3	7510.5	432.9	5.4
United States	163539	157538	6001	3.7	160742	147795	12947	8.1	161204	152581	8623	5.3

Source: NH Employment Security, U.S. Bureau of Labor Statistics
 NOTE: Data for years 2018-2021 were revised and updated in 2022.

Table E-1: Property Valuation and Taxes

Area	2020 Population	Property Valuation and Taxes			
		2020 Total Equalized Valuation	2020 Valuation per Capita	Full Value Tax Rate	State Rank Tax Rate (1=lowest)
East Kingston	2,441	\$ 427,917,128	\$ 175,304	\$ 20.84	140
Exeter	16,049	\$ 2,638,155,410	\$ 164,381	\$ 20.35	128
Greenland	4,067	\$ 1,047,385,955	\$ 257,533	\$ 13.76	44
Hampton	16,214	\$ 4,340,696,854	\$ 267,713	\$ 13.86	46
Hampton Falls	2,403	\$ 568,549,031	\$ 236,600	\$ 18.31	91
Kensington	2,095	\$ 450,521,543	\$ 215,046	\$ 17.83	83
New Castle	1,000	\$ 928,723,828	\$ 928,724	\$ 4.98	6
Newfields	1,769	\$ 321,817,215	\$ 181,920	\$ 19.87	118
Newington	811	\$ 1,094,913,472	\$ 1,350,078	\$ 8.52	15
Newmarket	9,430	\$ 1,151,817,960	\$ 122,144	\$ 21.68	154
North Hampton	4,538	\$ 1,380,034,154	\$ 304,106	\$ 14.62	53
Portsmouth	21,956	\$ 7,194,930,723	\$ 327,698	\$ 12.83	35
Rye	5,543	\$ 2,734,874,775	\$ 493,393	\$ 8.17	13
Seabrook	8,401	\$ 3,097,349,207	\$ 368,688	\$ 13.40	40
South Hampton	894	\$ 177,440,178	\$ 198,479	\$ 18.04	88
Stratham	7,669	\$ 1,672,875,786	\$ 218,135	\$ 17.98	87
CEDS Eastern Communities	105,280	\$ 29,228,003,218	\$ 277,622	NA	NA
Atkinson	7,087	\$ 1,283,747,565	\$ 181,141	\$ 14.53	52
Auburn	5,946	\$ 987,108,409	\$ 166,012	\$ 16.35	66
Brentwood	4,490	\$ 759,856,273	\$ 169,233	\$ 21.54	151
Candia	4,013	\$ 581,461,379	\$ 144,894	\$ 17.61	79
Chester	5,232	\$ 835,511,799	\$ 159,693	\$ 17.68	80
Danville	4,408	\$ 518,925,293	\$ 117,724	\$ 21.08	144
Deerfield	4,855	\$ 758,888,801	\$ 156,311	\$ 19.19	106
Epping	7,125	\$ 1,022,262,662	\$ 143,475	\$ 21.40	150
Fremont	4,739	\$ 587,947,726	\$ 124,066	\$ 21.03	143
Hampstead	8,998	\$ 1,498,144,879	\$ 166,498	\$ 19.14	104
Kingston	6,202	\$ 998,383,606	\$ 160,978	\$ 17.68	80
Newton	4,820	\$ 664,244,541	\$ 137,810	\$ 20.18	123
Northwood	4,641	\$ 695,283,440	\$ 149,813	\$ 17.47	77
Nottingham	5,229	\$ 809,591,114	\$ 154,827	\$ 18.42	94
Plaistow	7,830	\$ 1,351,183,825	\$ 172,565	\$ 19.18	105
Raymond	10,684	\$ 1,275,739,744	\$ 119,407	\$ 19.60	113
Sandown	6,548	\$ 857,200,947	\$ 130,910	\$ 21.71	155
CEDS Central Communities	102,847	\$ 15,485,482,000	\$ 150,568	NA	NA
Derry	34,317	\$ 3,947,271,034	\$ 115,024	\$ 21.90	158
Hudson	25,394	\$ 3,975,971,611	\$ 156,571	\$ 17.00	71
Litchfield	8,478	\$ 1,202,132,411	\$ 141,794	\$ 18.04	88
Londonderry	25,826	\$ 5,150,058,410	\$ 199,414	\$ 17.92	86
Merrimack	26,632	\$ 4,561,951,724	\$ 171,296	\$ 18.64	98
Nashua	91,322	\$ 12,656,155,318	\$ 138,588	\$ 18.40	93
Pelham	14,222	\$ 2,256,426,642	\$ 158,657	\$ 17.89	85
Salem	30,089	\$ 6,021,392,429	\$ 200,119	\$ 17.07	72
Windham	15,817	\$ 3,263,136,737	\$ 206,306	\$ 17.92	86
CEDS Western Communities	272,097	\$ 43,034,496,317	\$ 158,159	NA	NA
REDC CEDS Region	480,224	\$ 87,747,981,535	\$ 182,723	NA	NA
Hillsborough County	422,937	\$ 57,808,291,206	\$ 136,683	NA	NA
Rockingham County	314,176	\$ 63,095,343,828	\$ 200,828	NA	NA
New Hampshire	1,377,529	\$ 223,620,968,948	\$ 162,335	NA	NA

Sources: NH Department of Revenue Administration; NH Office of Strategic Initiatives

Notes: Total Valuation includes utilities. State Rank includes unincorporated areas.

Table F-3: ACS Data: Per Capita Income

Area	2015	2016	2017	2018	2019	2020	1-year	% change	5-year	% change
							change	2019-2020	change	2015-2020
East Kingston	\$39,413	\$40,527	\$43,202	\$45,440	\$44,142	\$43,603	-\$539	-1.2%	\$4,190	10.6%
Exeter	\$40,616	\$42,164	\$46,827	\$49,549	\$50,642	\$57,384	\$6,742	13.3%	\$16,768	41.3%
Greenland	\$47,745	\$49,511	\$49,777	\$51,331	\$52,504	\$58,583	\$6,079	11.6%	\$10,838	22.7%
Hampton	\$45,189	\$45,740	\$47,475	\$51,748	\$55,233	\$53,154	-\$2,079	-3.8%	\$7,965	17.6%
Hampton Falls	\$61,298	\$65,862	\$71,221	\$69,656	\$69,789	\$66,371	-\$3,418	-4.9%	\$5,073	8.3%
Kensington	\$51,406	\$50,733	\$49,538	\$50,583	\$50,343	\$48,085	-\$2,258	-4.5%	-\$3,321	-6.5%
New Castle	\$97,601	\$87,613	\$92,842	\$105,175	\$134,049	\$120,230	-\$13,819	-10.3%	\$22,629	23.2%
Newfields	\$52,945	\$52,204	\$53,753	\$59,001	\$62,419	\$62,058	-\$361	-0.6%	\$9,113	17.2%
Newington	\$45,170	\$43,242	\$48,688	\$51,110	\$55,154	\$62,933	\$7,779	14.1%	\$17,763	39.3%
Newmarket	\$32,633	\$34,133	\$37,848	\$39,386	\$39,407	\$42,844	\$3,437	8.7%	\$10,211	31.3%
North Hampton	\$65,339	\$63,228	\$66,817	\$60,176	\$59,427	\$61,967	\$2,540	4.3%	-\$3,372	-5.2%
Portsmouth	\$45,062	\$45,745	\$47,836	\$50,351	\$53,344	\$54,967	\$1,623	3.0%	\$9,905	22.0%
Rye	\$61,697	\$60,071	\$62,850	\$75,666	\$86,541	\$78,448	-\$8,093	-9.4%	\$16,751	27.2%
Seabrook	\$28,791	\$29,578	\$32,492	\$35,356	\$39,976	\$42,621	\$2,645	6.6%	\$13,830	48.0%
South Hampton	\$47,755	\$50,219	\$49,709	\$50,633	\$49,448	\$49,723	\$275	0.6%	\$1,968	4.1%
Stratham	\$58,137	\$53,588	\$54,956	\$56,673	\$56,070	\$62,776	\$6,706	12.0%	\$4,639	8.0%
CEDS Eastern Communities	\$45,750	\$45,984	\$48,614	\$51,347	\$53,938	\$55,749	\$1,811	3.4%	\$9,999	21.9%
Atkinson	\$43,938	\$49,142	\$49,765	\$51,869	\$53,300	\$54,905	\$1,605	3.0%	\$10,967	25.0%
Auburn	\$41,238	\$43,896	\$45,996	\$46,223	\$49,610	\$47,519	-\$2,091	-4.2%	\$6,281	15.2%
Brentwood	\$39,042	\$39,772	\$46,081	\$48,686	\$51,757	\$54,898	\$3,141	6.1%	\$15,856	40.6%
Candia	\$39,475	\$41,243	\$43,962	\$46,302	\$46,034	\$46,316	\$282	0.6%	\$6,841	17.3%
Chester	\$43,176	\$47,311	\$48,760	\$51,699	\$51,890	\$48,914	-\$2,976	-5.7%	\$5,738	13.3%
Danville	\$33,448	\$33,002	\$34,596	\$35,616	\$40,246	\$40,800	\$554	1.4%	\$7,352	22.0%
Deerfield	\$35,858	\$34,858	\$39,158	\$42,445	\$47,204	\$46,937	-\$267	-0.6%	\$11,079	30.9%
Epping	\$34,982	\$33,706	\$35,538	\$35,459	\$36,355	\$37,017	\$662	1.8%	\$2,035	5.8%
Fremont	\$40,336	\$42,016	\$42,883	\$41,059	\$44,269	\$40,897	-\$3,372	-7.6%	\$561	1.4%
Hampstead	\$41,611	\$42,289	\$43,995	\$46,028	\$46,554	\$47,175	\$621	1.3%	\$5,564	13.4%
Kingston	\$44,718	\$45,814	\$46,706	\$43,961	\$45,291	\$45,916	\$625	1.4%	\$1,198	2.7%
Newton	\$37,765	\$40,080	\$40,544	\$42,777	\$45,871	\$48,792	\$2,921	6.4%	\$11,027	29.2%
Northwood	\$33,735	\$34,757	\$36,565	\$38,756	\$38,707	\$39,479	\$772	2.0%	\$5,744	17.0%
Nottingham	\$38,353	\$40,726	\$43,474	\$42,070	\$43,193	\$44,858	\$1,665	3.9%	\$6,505	17.0%
Plaistow	\$32,956	\$34,774	\$37,397	\$38,504	\$41,239	\$43,473	\$2,234	5.4%	\$10,517	31.9%
Raymond	\$29,476	\$29,743	\$31,401	\$34,132	\$33,813	\$33,888	\$75	0.2%	\$4,412	15.0%
Sandown	\$37,429	\$39,156	\$41,569	\$39,865	\$40,199	\$40,437	\$238	0.6%	\$3,008	8.0%
CEDS Central Communities	\$37,778	\$39,201	\$41,235	\$42,264	\$43,856	\$44,308	\$451	1.0%	\$6,530	17.3%
Derry	\$31,447	\$31,967	\$33,208	\$34,002	\$36,531	\$37,471	\$940	2.6%	\$6,024	19.2%
Hudson	\$38,009	\$38,856	\$40,725	\$42,146	\$45,140	\$47,122	\$1,982	4.4%	\$9,113	24.0%
Litchfield	\$37,456	\$37,962	\$39,208	\$41,622	\$46,036	\$45,272	-\$764	-1.7%	\$7,816	20.9%
Londonderry	\$39,687	\$40,884	\$42,266	\$43,412	\$44,753	\$46,674	\$1,921	4.3%	\$6,987	17.6%
Merrimack	\$39,695	\$40,980	\$42,470	\$45,836	\$45,886	\$47,040	\$1,154	2.5%	\$7,345	18.5%
Nashua	\$33,100	\$33,896	\$35,288	\$38,435	\$39,844	\$40,111	\$267	0.7%	\$7,011	21.2%
Pelham	\$38,067	\$39,140	\$40,888	\$42,718	\$45,142	\$43,892	-\$1,250	-2.8%	\$5,825	15.3%
Salem	\$37,325	\$39,983	\$40,689	\$42,460	\$44,585	\$46,380	\$1,795	4.0%	\$9,055	24.3%
Windham	\$50,546	\$50,932	\$54,080	\$57,419	\$57,251	\$62,702	\$5,451	9.5%	\$12,156	24.0%
CEDS Western Communities	\$36,438	\$37,487	\$38,952	\$41,238	\$42,955	\$44,074	\$1,118	2.6%	\$7,636	21.0%
REDC CEDS Region	\$38,768	\$39,718	\$41,565	\$43,676	\$45,555	\$46,679	\$1,124	2.5%	\$7,911	20.4%
Hillsborough County	\$35,242	\$36,012	\$37,622	\$39,478	\$40,955	\$42,081	\$1,126	2.7%	\$6,839	19.4%
Rockingham County	\$40,469	\$41,449	\$43,474	\$45,242	\$47,222	\$48,675	\$1,453	3.1%	\$8,206	20.3%
New Hampshire	\$34,362	\$35,264	\$36,914	\$38,548	\$40,003	\$41,234	\$1,231	3.1%	\$6,872	20.0%
United States	\$28,930	\$29,829	\$31,177	\$32,621	\$34,103	\$35,384	\$1,281	3.8%	\$6,454	22.3%

Sources: American Community Survey, U.S. Census Bureau

Note: Subregion and region values are weighted averages based on population.

Table F-4: ACS Data: Poverty Rates

Area	2015	2016	2017	2018	2019	2020	1-year change		5-year change	
							2019 - 2020	2015 - 2020		
East Kingston	3.1%	3.5%	3.5%	5.6%	5.5%	16.2%	10.7%	13.1%		
Exeter	7.0%	7.4%	5.9%	5.5%	5.7%	5.9%	0.2%	-1.1%		
Greenland	3.4%	1.5%	2.7%	4.7%	4.2%	5.2%	1.0%	1.8%		
Hampton	5.9%	5.0%	4.5%	4.9%	4.5%	4.4%	-0.1%	-1.5%		
Hampton Falls	4.7%	4.0%	5.8%	3.5%	3.6%	2.3%	-1.3%	-2.4%		
Kensington	4.6%	4.7%	3.9%	4.0%	2.2%	2.6%	0.4%	-2.0%		
New Castle	1.0%	1.2%	0.8%	0.9%	1.0%	1.2%	0.2%	0.2%		
Newfields	1.7%	1.9%	2.4%	3.0%	3.2%	1.0%	-2.2%	-0.7%		
Newington	4.5%	4.6%	2.8%	4.4%	4.8%	4.0%	-0.8%	-0.5%		
Newmarket	10.9%	8.8%	7.4%	5.9%	6.8%	6.7%	-0.1%	-4.2%		
North Hampton	4.5%	5.3%	4.2%	5.2%	5.9%	3.7%	-2.2%	-0.8%		
Portsmouth	6.6%	6.1%	6.9%	6.1%	6.7%	6.6%	-0.1%	0.0%		
Rye	4.8%	5.1%	4.6%	3.6%	4.4%	4.1%	-0.3%	-0.7%		
Seabrook	11.7%	9.3%	5.8%	4.9%	4.8%	5.6%	0.8%	-6.1%		
South Hampton	2.8%	3.0%	3.5%	5.3%	3.4%	2.9%	-0.5%	0.1%		
Stratham	0.6%	0.3%	0.7%	1.1%	1.7%	2.4%	0.7%	1.8%		
CEDS Eastern Communities	6.3%	5.7%	5.1%	4.9%	5.1%	5.3%	0.2%	-1.0%		
Atkinson	3.2%	1.8%	2.1%	1.7%	2.2%	2.1%	-0.1%	-1.1%		
Auburn	2.5%	2.7%	2.1%	1.8%	1.4%	1.1%	-0.3%	-1.4%		
Brentwood	9.0%	8.3%	2.6%	2.5%	2.7%	1.1%	-1.6%	-7.9%		
Candia	5.3%	5.4%	6.3%	4.3%	4.4%	3.4%	-1.0%	-1.9%		
Chester	5.2%	3.9%	3.1%	3.2%	2.7%	2.2%	-0.5%	-3.0%		
Danville	3.1%	3.3%	3.9%	2.1%	2.3%	10.9%	8.6%	7.8%		
Deerfield	3.5%	4.0%	5.2%	5.6%	6.1%	5.0%	-1.1%	1.5%		
Epping	6.3%	6.3%	5.5%	8.9%	5.3%	7.0%	1.7%	0.7%		
Fremont	1.8%	3.0%	2.7%	2.6%	1.8%	1.9%	0.1%	0.1%		
Hampstead	5.5%	4.0%	6.9%	6.5%	4.2%	4.3%	0.1%	-1.2%		
Kingston	4.8%	6.8%	4.9%	6.3%	8.1%	7.4%	-0.7%	2.6%		
Newton	6.1%	5.0%	3.9%	4.3%	3.6%	3.9%	0.3%	-2.2%		
Northwood	8.7%	8.1%	8.5%	4.3%	4.8%	7.0%	2.2%	-1.7%		
Nottingham	2.1%	2.1%	1.3%	4.4%	5.0%	5.1%	0.1%	3.0%		
Plaistow	3.4%	4.7%	2.1%	3.9%	4.1%	3.5%	-0.6%	0.1%		
Raymond	6.9%	8.5%	9.7%	8.1%	7.5%	7.6%	0.1%	0.7%		
Sandown	6.5%	4.6%	2.9%	2.3%	2.2%	6.8%	4.6%	0.3%		
CEDS Central Communities	5.0%	5.0%	4.6%	4.6%	4.2%	4.9%	0.6%	-0.2%		
Derry	7.9%	7.3%	6.9%	7.9%	8.1%	6.4%	-1.7%	-1.5%		
Hudson	4.4%	5.8%	5.4%	4.7%	4.0%	4.0%	0.0%	-0.4%		
Litchfield	4.2%	3.9%	3.2%	3.3%	0.5%	0.5%	0.0%	-3.7%		
Londonderry	2.6%	2.8%	2.9%	2.9%	2.3%	2.0%	-0.3%	-0.6%		
Merrimack	4.0%	4.6%	5.0%	3.7%	3.9%	3.9%	0.0%	-0.1%		
Nashua	11.0%	11.0%	10.8%	9.9%	9.3%	9.3%	0.0%	-1.7%		
Pelham	5.4%	5.1%	3.5%	3.9%	1.8%	1.8%	0.0%	-3.6%		
Salem	4.7%	4.1%	4.5%	4.4%	4.6%	3.2%	-1.4%	-1.5%		
Windham	3.8%	3.7%	2.9%	0.7%	0.7%	1.1%	0.4%	-2.7%		
CEDS Western Communities	6.9%	6.9%	6.7%	6.2%	5.8%	5.4%	-0.4%	-1.5%		
REDC CEDS Region	6.4%	6.2%	5.9%	5.6%	5.3%	5.2%	0.0%	-1.1%		
Hillsborough County	8.8%	8.6%	8.6%	8.1%	7.8%	7.4%	-0.4%	-1.4%		
Rockingham County	5.5%	5.1%	4.8%	4.7%	4.6%	4.6%	0.0%	-0.9%		
New Hampshire	8.9%	8.5%	8.1%	7.9%	7.6%	7.4%	-0.2%	-1.5%		
United States	15.5%	15.1%	14.6%	14.1%	13.4%	12.8%	-0.6%	-2.7%		

Sources: American Community Survey, U.S. Census Bureau

Note: Subregion and region values are weighted averages based on population.

Table F-5: ACS Data: Citizenship Data

Area	2020 Total Population	2020 U.S. Citizen				2020 Not a U.S. Citizen *	2020 Percentage Foreign-Born Population
		Born in U.S.	Born in Puerto Rico/U.S. Islands	Born Abroad to U.S. Parents	Naturalized Citizen *		
East Kingston	2,192	2,122	0	22	36	12	2%
Exeter	15,179	14,105	31	112	656	275	6%
Greenland	4,058	3,744	11	59	136	108	6%
Hampton	15,938	15,249	33	103	330	223	3%
Hampton Falls	2,231	1,924	0	20	85	202	13%
Kensington	2,011	1,840	0	12	133	26	8%
New Castle	863	815	0	34	14	0	2%
Newfields	1,984	1,914	0	30	28	12	2%
Newington	1,006	931	0	32	39	4	4%
Newmarket	9,161	8,707	0	112	130	212	4%
North Hampton	4,477	4,138	11	61	206	61	6%
Portsmouth	21,418	19,501	30	190	809	888	8%
Rye	5,478	5,260	0	76	119	23	3%
Seabrook	8,843	8,382	0	48	210	203	5%
South Hampton	929	890	0	2	29	8	4%
Stratham	7,466	6,681	10	138	444	193	9%
CEDS Eastern Communities	103,234	96,203	126	1,051	3,404	2,450	6%
Atkinson	7,014	6,834	0	49	51	80	2%
Auburn	5,513	5,401	4	24	75	9	2%
Brentwood	4,596	4,420	0	53	58	65	3%
Candia	3,942	3,812	0	35	81	14	2%
Chester	5,191	4,955	0	60	150	26	3%
Danville	4,538	4,465	0	27	46	0	1%
Deerfield	4,509	4,304	0	61	93	51	3%
Epping	6,989	6,789	65	66	37	32	1%
Fremont	4,709	4,586	0	12	104	7	2%
Hampstead	8,607	8,287	1	30	126	163	3%
Kingston	6,330	6,080	0	64	139	47	3%
Newton	4,930	4,756	0	20	106	48	3%
Northwood	4,316	4,185	0	18	70	43	3%
Nottingham	5,099	4,847	0	77	116	59	3%
Plaistow	7,724	7,328	1	158	116	121	3%
Raymond	10,457	10,116	75	60	166	40	2%
Sandown	6,453	6,204	0	57	114	78	3%
CEDS Central Communities	100,917	97,369	146	871	1,648	883	3%
Derry	33,482	31,275	374	138	1,030	665	5%
Hudson	25,488	23,567	48	378	995	500	6%
Litchfield	8,615	8,119	0	160	136	200	4%
Londonderry	26,251	24,861	75	122	817	376	5%
Merrimack	26,353	24,459	5	215	1,169	505	6%
Nashua	89,052	72,824	1,178	845	7,021	7,184	16%
Pelham	13,991	13,285	0	140	458	108	4%
Salem	29,633	26,649	95	290	1,897	702	9%
Windham	14,694	13,594	15	159	797	129	6%
CEDS Western Communities	267,559	238,633	1,790	2,447	14,320	10,369	9%
REDC CEDS Region	471,710	432,205	2,062	4,369	19,372	13,702	7%
Hillsborough County	415,305	367,015	3,460	3,589	22,438	18,803	10%
Rockingham County	308,211	289,951	831	2,631	9,593	5,205	5%
Concord	43,503	39,116	90	414	1,966	1,917	9%
Dover	31,922	29,452	105	473	897	995	6%
Durham	16,476	15,331	0	138	416	591	6%
Hanover	11,525	9,385	0	256	836	1,048	16%
Laconia	16,584	15,912	33	189	358	92	3%
Lebanon	13,718	12,349	139	135	406	689	8%
Manchester	112,441	93,297	1,977	744	8,535	7,888	15%
Rochester	31,305	29,714	186	366	480	559	3%
Somersworth	12,027	10,863	22	221	299	622	8%
New Hampshire	1,355,244	1,255,351	5,332	11,939	47,022	35,600	6%
United States	326,569,308	277,155,748	2,041,524	3,246,408	22,456,684	21,668,944	14%

Source: 5-year American Community Survey, U.S. Census Bureau

* For additional information on Country of Origin, refer to Table F-6.

Table F-6: ACS Data: Country of Origin

Area	2020 Naturalized U.S. Citizen, place of birth						2020 Not a U.S. Citizen, place of birth						2020 Total Foreign-Born Residents
	Europe	Asia	Africa	Oceania	Latin America	Northern America	Europe	Asia	Africa	Oceania	Latin America	Northern America	
East Kingston	27	0	9	0	0	0	12	0	0	0	0	0	48
Exeter	200	357	8	11	41	39	129	90	0	12	44	0	931
Greenland	0	67	53	0	9	7	49	40	1	0	18	0	244
Hampton	176	82	4	0	37	31	98	26	32	0	26	41	553
Hampton Falls	52	20	9	0	0	4	184	0	0	0	0	18	287
Kensington	8	111	0	0	4	10	6	12	0	8	0	0	159
New Castle	3	3	0	0	0	8	0	0	0	0	0	0	14
Newfields	6	14	4	0	4	0	12	0	0	0	0	0	40
Newington	10	12	0	0	16	1	1	3	0	0	0	0	43
Newmarket	18	96	7	0	7	0	31	172	1	0	8	31	342
North Hampton	73	103	9	0	16	7	31	0	0	0	30	30	267
Portsmouth	313	312	31	0	118	35	258	445	81	4	73	27	1,697
Rye	67	14	0	0	38	0	23	0	0	0	0	0	142
Seabrook	34	84	0	0	79	13	67	5	0	0	122	9	413
South Hampton	7	10	0	0	12	0	0	8	0	0	0	0	37
Stratham	204	217	0	0	0	23	18	158	0	0	17	0	637
CEDS Eastern Communities	1,198	1,502	134	11	381	178	888	959	115	24	308	156	5,854
Atkinson	0	28	0	0	23	0	61	0	0	0	19	0	131
Auburn	30	8	0	0	11	26	0	0	1	0	0	8	84
Brentwood	31	27	0	0	0	27	25	0	0	22	18	123	123
Candia	10	23	0	0	36	12	14	0	0	0	0	0	95
Chester	50	60	9	0	24	7	0	11	0	0	0	15	176
Danville	29	17	0	0	0	0	0	0	0	0	0	0	46
Deerfield	48	21	0	0	13	11	17	20	0	14	0	0	144
Epping	0	21	0	0	0	16	16	0	0	0	0	16	69
Fremont	29	32	0	0	14	29	0	0	0	0	0	7	111
Hampstead	30	24	0	13	35	24	65	79	0	0	0	19	289
Kingston	18	103	0	0	1	17	47	0	0	0	0	0	186
Newton	53	9	11	0	14	19	10	28	0	10	10	0	154
Northwood	31	19	0	0	10	10	13	0	0	0	18	12	113
Nottingham	69	38	0	0	0	9	10	40	0	0	0	9	175
Plaistow	45	0	0	0	55	16	85	0	0	27	9	0	237
Raymond	41	23	61	0	0	41	21	0	0	0	0	19	206
Sandown	54	19	0	0	41	41	39	0	0	0	39	0	192
CEDS Central Communities	568	472	81	13	236	278	423	178	1	14	77	190	2,531
Derry	371	228	193	0	122	116	251	170	1	0	181	62	1,695
Hudson	243	288	78	0	193	136	13	179	29	0	3	85	1,247
Litchfield	87	41	0	0	0	30	13	0	17	0	0	34	222
Londonderry	283	259	19	0	192	64	11	132	0	0	204	29	1,193
Merrimack	155	356	79	56	304	97	173	140	0	0	0	23	1,383
Nashua	1,176	2,923	341	10	2,154	441	247	3,111	662	9	2,538	369	13,981
Pelham	143	196	15	0	82	14	36	21	0	7	10	0	524
Salem	335	916	27	7	555	57	141	205	25	6	271	54	2,599
Windham	389	241	0	0	102	65	0	33	0	0	47	0	926
CEDS Western Communities	3,182	5,448	752	73	3,704	1,020	934	3,991	734	22	3,254	656	23,770
REDC CEDS Region	4,948	7,422	967	97	4,321	1,476	2,245	5,128	850	60	3,639	1,002	32,155
Hillsborough County	5,271	7,588	2,205	87	4,887	2,400	2,189	7,338	1,475	18	6,329	1,454	41,241
Rockingham County	3,144	3,618	454	31	1,588	758	1,763	1,677	142	44	1,088	491	14,798
Concord	596	607	246	0	354	163	166	1,137	390	0	135	89	3,883
Dover	238	433	8	0	108	110	108	494	13	0	317	63	1,892
Durham	181	153	21	2	22	37	112	357	18	4	23	77	1,007
Hanover	433	273	17	7	67	39	181	547	73	4	139	104	1,884
Laconia	169	95	0	0	56	38	22	14	0	2	7	49	450
Lebanon	124	150	62	0	38	32	161	266	59	0	161	42	1,095
Manchester	2,031	2,465	1,240	20	1,790	724	739	3,250	895	3	2,851	220	16,228
Rochester	132	89	26	0	233	0	23	279	0	0	122	135	1,039
Somersworth	47	185	0	0	32	35	0	567	0	0	37	18	921
New Hampshire	13,516	15,868	3,838	293	8,286	5,221	6,279	14,549	2,482	204	8,796	3,290	82,622
United States	3,137,552	8,202,366	1,330,887	114,792	9,269,716	401,255	1,646,831	5,592,507	1,031,405	168,713	12,803,803	425,293	44,125,120

Source: 5-year American Community Survey, U.S. Census Bureau

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