

ROCHESTER ECONOMIC DEVELOPMENT COMMISSION  
MINUTES - February 16, 2017  
CITY HALL, 31 WAKEFIELD STREET, ROCHESTER, NH

MEMBERS PRESENT -

Susan DeRoy, Chairman  
Jonathan Shapleigh, Co-Chairman  
Mark Hourihane  
Kris Ebbeson  
Troy Dillow  
Christine DeAngelis  
John Larochelle  
Karen Pollard, CEcD, EDP  
Jennifer Marsh, E.D. Specialist

MEMBERS ABSENT -

Janet Davis, Secretary

OTHERS ALSO IN ATTENDANCE - Lori & David Smart of Smart ATI Construction,  
Mike Provost of Rochester Main Street

- A. CALL TO ORDER – Chairman Susan DeRoy called the meeting to order at 4:00 PM. Attendance was taken & introductions were made with Lori & David Smart.
- B. APPROVAL – JANUARY 19, 2017 REGULAR MEETING MINUTES - Motion made by Mark Hourihane, second by Jonathan Shapleigh to approve the regular minutes of the January 19, 2017 meeting . Motion carried.
- C. DISCUSSION – LORI & DAVID SMART of SMART ATI CONSTRUCTION  
Lori and David were invited into the REDC meeting to provide an overview of their business. Smart ATI is very successful local construction firm that provides construction services primarily through government contracts along the Eastern Seaboard from Maine to South Carolina. They employ 10-12 people at any given time and sub out additional work as-needed based upon needs driven by each specific contract. They currently operate out of a space across from Frisbee Hospital on Whitehall Road in a “Historically Underutilized Business (HUB)” Zone as certified by the US Small Business Administration and they are a women-owned business.

Lori and David love operating out of the city of Rochester and are happy to be more involved within the community when opportunities are presented. They appreciated the invite into REDC and loving having the chance to share their story with the commission.

Susan Deroy thanked them for taking time to meet with REDC and the commission discussed the great success we have had through outreach opportunities to the business community such as the latest meeting with SMART

ATI. This will continue to be a priority for the group to further engage the business community.

D. DISCUSSION – 2017 REDC MEMBERSHIP

- The group reviewed the roles and responsibilities of the Commission for 2017 and noted that this may be subject to change as we receive the RKG study in May or June and have the opportunity to better focus resources derived from the conclusions within the report.
- Susan Deroy discussed the need for everyone to be mindful of new REDC members. We collectively need to keep an eye out for local talent that could add to the strength of the team as there are currently a couple of vacancies on the commission.

E. DISCUSSION - REVIEW 2016 GOALS & PRIORITIES and UPDATE for 2017

- This agenda item was covered within prior discussion and all goals/priorities are to be finalized with respective committee assignments by the next REDC meeting.
- Jonathan Shapleigh asked about the State grant for prospective funding of the improvements and expansion of the Creteau Technology Center. Karen Pollard mentioned that it is a \$25MM project that would require \$6MM of City investment with the remainder coming from a State Grant. The commission discussed the benefits of this project in further helping to make Rochester a leader in education as well as providing a means to better assist with training the local labor force which will further enhance economic growth in the community.

**Vote:** The committee put forth a vote to support writing a letter of support of this important project. A motion was made by Mark Housirhane, 2<sup>nd</sup> by John Larochelle to support drafting a letter in support of the grant funded project at the Creteau Tech Center. Motion carried.

F. DISCUSSION – ICSC MARCH & MAY EVENTS

- Jenn & Karen are attending the Retailers Conference in Hartford, CT on March 7<sup>th</sup> & 8<sup>th</sup>.
- The annual Las Vegas Retailers conference is to be held May 19<sup>th</sup>-23<sup>rd</sup>. Karen has asked if any REDC members are interested in attending this year's event. The group will discuss further and let her know if anyone has interest.
- Mike Provost provided a Main Street update and encouraged everyone to review the 2016 Main Street Report which he distributed at the meeting. Mike is proud to report that Main Street has seen great success as evidenced by the Investment Ratio, the amount of private investment that has been generated, as well as the value provided to the City from an organization with an annual

budget of \$100M. Mike also noted that there are 57 projects and events planned through Main Street for 2017.

- Christine DeAngelis provided an update on “1<sup>st</sup> Impressions” and noted that they formed a Business Development Sub-committee that is forming a CEO Group within Rochester that will meet monthly and allow for a forum where Rochester Business owners can provide support for each other and the community. The next meeting is to be held on March 8<sup>th</sup> from 6-8pm at Mark Saxby’s business location.
- Jenn Marsh mentioned that there is a Community Vibrancy committee meeting to be held the 3<sup>rd</sup> Wednesday of every month from 6-7:30pm.

G. NON-PUBLIC – Non-public session was not required

Adjourn – Motion made by Susan Deroy at 6:00 PM, second by Christine DeAngelis to adjourn. Motion carried.

NEXT MEETING March 16, 2017 4:00 PM AT THE CITY HALL