

**Economic Development Advisory Committee**

**Date: 08/17/2022**

**Town of Hooksett Municipal Building,**

**Time: 5:00 PM**

**Minutes**

1 **CALL TO ORDER@ 5:00**

2

3 **PLEDGE OF ALLEGIANCE:**

4

5 **ATTENDANCE: David Scarpetti-Chair, Matt Barrett, Alden Beauchemin, Peter Stoddard, Jim**  
6 **Sullivan-Town Council**

7

8 **STAFF & OTHER DEPARTMENTS: Nicholas Williams – Town Planner, Wendy Baker**  
9 **Administration, Kathy Lawrence Community Development**

10

11 **EXCUSED: Mark Chagnon**

12

13 ***APPROVAL OF MINUTES 7/20/2022 Motion to approve made by Jim Sullivan, 2<sup>nd</sup> by Matt***  
14 ***Barrett. All in favor***

15

16 **Alden** NH Business Magazine has reached out to a few members from the EDAC and the Town.  
17 They have discussed housing in Hooksett.

18 **APPOINTMENTS:**

19 **1. Warren Haggerty, Economic Development Specialist, U.S. Small Business**  
20 **Administration & Rachel Roderick, Deputy District Director**

21 **Warren Haggerty & Rachel Roderick:**

22 **Rachel R** The SBA is a federal agency we help businesses start, grow and expand. Most are  
23 formular with the loan programs. We have about 80 around the area. It can be a small line of  
24 credit or help with purchasing of real estate. Our programs take the risk away from the banks.  
25 We did a lot of work to support the paycheck forgiveness loans during the pandemic. Most  
26 have gone through the forgiveness portion and have received that forgiveness. We give grant to  
27 score and there are about 150 in NH that advise independent business owners. Our Small  
28 business programs consist of consults with SCORE, grants for women and veterans in business  
29 and a variety of other resources as well. Even if a small business is trying to sell, we offer advice  
30 for that. If business are competing in Fed programs we give them assistance with dealing with  
31 that. We have disaster assistance too. We assist with making the payments and grant monies  
32 for loans we help navigate all of these processes. Our office of 6 assist the entire state and all  
33 counties. We are visiting and reaching out to all locations and see if they know we are here to

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34 help and what we have loans and programs and what there are for needs that we can bring in  
35 resources to assist

36 **Warren H** I think the big thing is to get the word out about SBA and make sure businesses are  
37 aware of what we are here for. Not all about our loans but we have free resources and are  
38 partners that assist organizations. We want the word out.

39 **David S** do they go to you first or a bank?

40 **Rachel R** it happens both ways. We deal a lot with those that come to us and we help them put  
41 together the paperwork before they go the lender and they have the information of what they  
42 need on the payment information and payback time

43 **Jim S** you talk about expanding their markets what if a business has different locations and they  
44 come to Hooksett. What guidance do you give them maybe Hooksett specific.

45 **Rachel R** if they have a location, we will send them to SCORE to give them guidance and  
46 marketing information. Connecting with the NH Business affairs office and this location may  
47 want to be considered

48 **Jim S** can Hooksett do something to provide information we can share.

49 **Rachel R** I think giving that to the state. SCORE would be a good one to reach out to and  
50 provide them with information of why Hooksett is good for marketing

51 **Jim S** what information to do you get from your local round table meetings

52 **Rachel R** mostly how to get capital and the programs for business credit. The partners we  
53 provide to offer different services and resources they may need. If there are needs, we need to  
54 train for we would do that. If you want to do a round table, we can set that up

55 **Jim S** where was the last one you had and should we have a round table in Hooksett

56 **David S** it could be for businesses that is already here

57 **Rachel R** absolutely, we can talk with existing businesses or those that have questions about  
58 starting a new business.

59 **David S** the Hooksett Chamber should get together with you and have a round table meeting

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60 **Warren H** I talked with the Chamber president, and we may do one this fall.

61 **Rachel R** if we have a good contact here, we can share our information. We have a big  
62 distribution list we put together during covid. And all new business that register every month  
63 the state will share with us so we can reach out to let them know what we have or when there  
64 is something new.

65 **Jim S** Our Chamber and the (BNI) Business Network International meet

66 **David S** they meet every month. What is the interest rate of SBA loans?

67 **Rachel R** we set a max of what the lenders can charge but it is market driven. We help take  
68 some of the risk away from the bank that end borrowers may have and that is how we can help

69 **Matt B** the banks are looking for that SBA guarantee

70 **Warren H** yes, the lender is looking for that guarantee

71 **David S** how long do they have to be tied into the SBA?

72 **Rachel R** most times the same lender keeps it the entire time but if they drop the guarantee the  
73 service fee can be dropped.

74 **Rachel R** talked with the committee about some of the loans they have.

75 **David S** you have 6 staff, and you cover all of NH?

76 **Warren H** we do

77 **Rachel R** some partners put together programs that can help, and SCORE has a program that  
78 can help tighten a business operation and fine tune them so they can become more profitable

79 **Warren H** sometimes they think they may have issues in that area and we help them identify  
80 what the business is lacking and doing that will help them become more profitable.

81 **David S** how did you get together with local Hooksett businesses today

82 **Rachel R** we have a few contacts of past customers in the area

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83 **Alden B** what about a private non-profit org. We have a group in Hooksett that wants to  
84 expand

85 **Rachel R** for nonprofit there is assistance to put together a plan for financing for nonprofit but  
86 SBA is a for a profit business that can take advantage of loans.

87 **David S** they would have to come to you

88 **Rachel** yes and we could connect them to SCORE Merrimack Valley and they can set it up there

89 **Alden B** they own land, but they are having problems with the rest of the plan.

90 **Rachel R** Explained the loan best for the Rowing Club. Depending on the bank or the lender. We  
91 have a newsletter that has updates and lots of information for anyone entertaining the idea of  
92 starting a business go to SBA.gov/nh. A big push for us to get the whole state covered for SBA  
93 information partners and small businesses. We send a monthly letter for resources we have. If  
94 the Town has a FB page, we could share on that.

95 **Nicholas W** we do have one, but it is not maintained by us

96 **Rachel R** do you have a place where business owners can get our monthly email

97 **Warren H** if you have email, I can put it on our list I can keep in touch with you with the  
98 newsletter

99 **Rachel R** we have annual awards for several categories

100 **Nicholas W** We are the first point of contact for new businesses in Hooksett. We have a lot of  
101 vacancies. Is there anything that we can present to them when they go through our Occupancy  
102 Review. We can provide them your information.

103 **Rachel R** we do have some resource guides that we can provide. We have a fact sheet that we  
104 can help them with for starting a business in NH

105 **Warren H** our resource guide covers all our programs

106 **Rachel R** if you are interested in hosting a round table, we can put together our partner  
107 information too. Our monthly list will get the information out to the community.

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108 **Nicholas W** I think more than anything what we have here and what would be valuable is to  
109 have anyone interested in locating here is to provide them with our empty spaces and how to  
110 connect small business owners to those vacant spaces. Do you have any connections to share  
111 what is available? Also, you have a confidentiality with some managers.

112 **Rachel R** we will get you the contact for NH Economic Affairs and Hooksett has provided this list  
113 of what may be available. How do you keep the confidentiality with some. Get in touch if you  
114 have anything that we can help your businesses within town.

115 **Nicholas Williams, Town Development update:**

116 *Dominos Plaza is now going vertical. Platinum Trucking is nearing the finish line. Seasons*  
117 *Market site is beginning DEMO at 1313-1311. Seasons Market can get in and start their site*  
118 *work. Marmon's Aerospace Facility has the foundation in.*

119 **Peter S** were you meeting with the State about the Hackett Hill round about?

120 **Nicholas W** we had a call about the approval conditions for the development on Hackett Hill  
121 and the upgrades for the intersection and the State DOT updates are scheduled for 2026

122 **Peter S** will it hold up the approval

123 **Nicholas W** that is what we are hashing out and maybe the need of a PB waiver to amend the  
124 approval condition. If so, it will take a few meetings to do so. They requested getting the  
125 grading up for the site prior to that

126 **David S** If the town is ready sooner than later, DOT may get the funds

127 **Nicholas W** it will be a municipally managed project and we internally would move forward  
128 with a RFP for who is doing the work and inspecting the works. Lots of moving parts to that  
129 project. I hope we can move that timeline up.

130 **David S** what about Thibeau property? If there is development, there they share the  
131 improvement expense

132 **Jim S** what about the warehouse at 10 Eastpoint Dr

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133 **Nicholas W** DOT is getting involved because they want to subdivide and do a contractor bay  
134 style units and extending the road. DOT thinks the prelim trip study may need a light signal. I  
135 hope it doesn't dissuade them for purchasing the property

136 **Peter S** What is happening with the Brady Sullivan application?

137 **Nicholas W** they are schedule to be heard with the NH housing on Sep 15 @ 10am. I plan on  
138 attending but it is not a public hearing.

139 **Peter S** will they make a decision that day?

140 **Nicholas W** I don't know

141 **David S** is John Cronin coming in for the MP of the parcel across the street

142 **Nicholas W** hopefully next month we can have them back on the agenda

143 **Alden B** Catholic Charities is having heartburn they have not pulled out yet but the numbers  
144 with the 3-phase power to accommodate the elevators is high and Eversource is putting the  
145 cost on Catholic Charities.

146 **Nicholas W** they are proposing commercial pad sites as well

147 **Jim S** Bruce Thomas is coming to TC for TIF easement approvals, and we talked about a variance  
148 for BS but not if we adopt rezoning. Is the PB considering rezoning that? Is PB approving the  
149 MP? Is it causing a delay in economic development?

150 **Nicholas W** they have not proposed rezoning that site and PB is not discussing that proposal at  
151 this time. Sep 12 they are discussing the MP

152 **David S** what about the DOT widening on 3?

153 **Nicholas W** that is looking at 2027. They have not decided on the design yet.

154 **Jim S** TC confirmed the 5 lanes but still 2 issues we have not made a decision we will wait on the  
155 decision from the PB and take advise on their comments

156 **Peter S** what about any new over 55 community?

157 **Nicholas W** Martins ferry is 6 units

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158 **Jim S** it is the housing aspect of the MP that is problematic

159 **Nicholas W** yes, it is and we need more housing in our area

160 **Jim S** that was one of the questions for the NH Business Magazine interview

161 **ADJOURNMENT:**

162 *Motion to adjourn made by Jim Sullivan, 2<sup>nd</sup> by Peter Stoddard. All in favor*

163 **NEXT MEETING September 21<sup>st</sup>**

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