



**Stratham Economic Development Committee
Meeting Minutes
September 21, 2010
Municipal Center, Conference Room
10 Bunker Hill Avenue
Time: 7:00 PM**

Members Present: Bruno Federico, Chairman
Paul Deschaine, Town Administrator
Leslie Blaney, Member
Mike Houghton, Member
Larry Foss, Member
Luke Pickett, Alternate
Scott Zeller, Alternate

Staff Present: Lincoln Daley, Town Planner

The meeting was opened at 7:05 PM by the chair.

Review and approval of the minutes from the August 17, 2010 EDC meeting. Motion to approve seconded and unanimously passed.

Review and status update of Andrew Smith proposal.

Lincoln Daley informed the committee that the UNH Survey Center would work with the town to develop a guide for running focus groups for a few hundred dollars. The Center could also run the focus groups for a few thousand dollars. A formal proposal will be forthcoming which will provide the committee with concrete numbers with which to submit budget requests in December. It is also anticipated that Mr. Smith will reach out to John Bunker in the hopes that his experience with focus groups will be of value to the town.

Business retention discussion.

Both Larry Foss and Bruno Federico distributed extensive lists of Stratham based businesses. It was agreed that the committee should send a letter to all businesses alerting them of the committee's existence and purpose as well as invite feedback. Bruno Federico offered to formulate an initial draft of said letter. The committee also agreed that an in-person follow-up to the letter is desirable.

Focus Group Discussion.

A discussion ensued about general questions the committee might seek to have answered via focus groups.

- 1 Members of the Committee suggested the following concepts/discussion points:
2 1) "How is the town doing?"
3 2) "Other than reducing taxes, what are one or two things that the town could do that would
4 be ideal for you?"
5 3) "What are your concerns?"
6 4) "What attributes would you like to see in Stratham in general?"
7 5) "How can we help promote your growth?"
8

9 Paul Deschaine stressed the importance of understanding their industries and competitors.

10
11 General.

12 Lincoln Daley agreed to reconcile the multiple business lists and import them into an Excel
13 spreadsheet with contact information. The committee will email Mr. Daley any known contact
14 information or known businesses that were not included in initial lists. The final list is to be
15 divided up between the committee members at the next meeting.
16

17 Paul Deschaine distributed TIF handouts as well as Economic Revitalization Zone Program
18 handouts to be discussed at the next meeting.
19

20 There being no other business before the committee, Mike Houghton made a motion to adjourn.
21 The motion was seconded by Leslie Blaney and unanimously passed. The meeting was
22 adjourned at 8:22 PM.
23

24 Respectfully Submitted:
25 Scott Zeller
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