

WOLFEBORO ECONOMIC DEVELOPMENT COMMITTEE MEETING
June 1, 1994

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PRESENT: Chairman Shirley Ganem; Tony Triolo, Paul Kimball, Barbara Jackson, Bill Wiebe, Andy Milligan, Bob Garland, Wendy Olson

ABSENT: Bob Grott

The Chairman called the meeting to order at 7:36 a.m. in the First NH Bank Conference Room.

Bill Wiebe started the meeting by telling of an unusually cooperative experience he had had with an employee of a local business, and how good that service made him feel.

A. Milligan reported on the recent Chamber of Commerce meeting, which was attended by 5 EDC members but few Chamber members. The subject of the meeting was the Strategic Planning concept for Wolfeboro. Milligan said that two points were agreed on:

1. A joint marketing effort was needed to convince the business people that they should be providing the goods and services that the community needs.

2. The public needs to be convinced that Wolfeboro is an appropriate place to shop. People automatically assume they get better prices, selection and services out of Town, so they go without investigating local suppliers.

Bob Grott (representing EDC) and Sharon Severy (representing the Chamber) will work on this problem. Ganem reported that they need to rock the boat, and enlighten people about business in Town. Milligan added that \$1 spent in Wolfeboro adds \$3 to the local economy. Even if prices are slightly higher, shopping here is good for the Town; that needs to be shown. In addition, the standard response to citizens from Town employees should be, "How may I help you?"

T. Triolo added that some local businesses might try a little harder to meet outside competition. But others pointed out that small companies can't afford to buy parts locally at retail, and must buy wholesale elsewhere. S. Ganem said that the Town often faces this quandary when getting bids for materials. If purchasing elsewhere will save taxpayers \$2,000 over buying locally, what should they do? This is a judgment call.

There was discussion of bartering, and possible barter arrangements among Town businesses.

USER-FRIENDLY MANUAL

Paul Kimball, Tony Triolo and Bob Garland have been working on this, and handed out copies of their draft. They already have some suggested changes for it. It will probably be in a 3-ring binder, so future changes can be

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made readily. There was discussion of the final name for the manual.

Kimball said that information on private vs. Town water and septic service needed to be added to the flow chart. Wetlands and parking information also needed to be added, and explanations of why planning or zoning consideration is needed. There will be a page listing all the forms applicants will need. A checklist would be a good addition; also names and phone numbers of Town and other government officials. Charges, if any, should be indicated for each procedure.

Kimball said there would also be a narrative accompanying the flow chart, to explain it. Copies of the actual forms or permits will not be included, as they often change, and would make the binder too big.

It was pointed out that every bit of development has to go through the Code Officer, who is required to have many roles. Perhaps there should also be a welcoming committee to greet newcomers with a business plan and help them get started. It was not decided who should be the contact person. There was discussion of zoning, and ambiguous regulations. Perhaps the Town Manager should be the Ombudsman (router, greeter).

B. Garland pointed out that there needs to be some education for people already in Town, so they refer prospects to the right person for help. Coffee-shop-talk is usually negative and not very helpful.

A copy of a North Carolina development manual was passed around. Kimball said he planned to go to the ZBA meeting next week to discuss the manual. The secretary said that the ZBA was working on its own procedures manual, parts of which might be included.

Board members were to review this draft and come back with suggestions. It will also go to other Town boards for their checklists.

Suggested names: Business and Residential Development Manual
How to Develop in Wolfeboro
Manual for Business and Residential Development

PAST AND FUTURE WORKSHOPS

The Chairman asked who was planning to attend the meeting this evening at the Belknap Mill on "The Bridge Between Planning, Zoning, and Economic Development." Barbara Jackson, Paul Kimball, and Bob Garland said they will go, and discussed arrangements. A. Milligan reminded the group of the scheduled meeting at the Wright Museum on June 17 with Councilor Ray Burton and Commissioner Bill Bartlett.

Bill Wiebe reported on his tour of the former Pease A.F.B. They have serious, expensive problems, but development is proceeding. The biggest company so far is a genetic engineering firm, which would provide 300 jobs.

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There's also an air freight company interested. Right now they're demolishing residential houses, and Wiebe reported it costs about \$35,000 per building to first remove the lead paint and asbestos, and then tear down the building. He pointed out that Pease is within an hour's commute from Wolfeboro, and possibly feeder businesses could locate in Wolfeboro.

Bill has also been attending meetings of a group called the Lakes Region Heritage Round Table. They are working on a plan to encourage preservation of the heritage of the state, and are thinking of a "Heritage Trail" around the lake on existing roads.

Kimball hoped they could feature the history of industry, rather than knick-knacks, and "Disneyland" attractions. Wiebe, Andy Milligan, and Amanda Simpson are all working with this group.

A. Milligan reported that the Wolfeboro Business Development Corporation has met with Wakefield EDC, and they are working together on regional development.

The meeting was adjourned at 8:52 a.m.. The next meeting will be here at the Bank on June 15.

Respectfully submitted.

Erk H. Astander

Secretary

