

COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY

2023 UPDATE



REGIONAL ECONOMIC DEVELOPMENT CENTER
of Southern New Hampshire

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

ACKNOWLEDGMENTS

On behalf of the Regional Economic Development Center (REDC), I would like to recognize our partners in the publication of the 2023 Comprehensive Economic Development Strategy (CEDS), the third 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 Katherine Trapani, Economic Development Representative, for their continued support and guidance.

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 workforce housing and childcare crises which are severely impacting New Hampshire's economy. In addition, we are working to make all of our communications, including the CEDS, more universally accessible to those with visual, hearing, and other impairments.

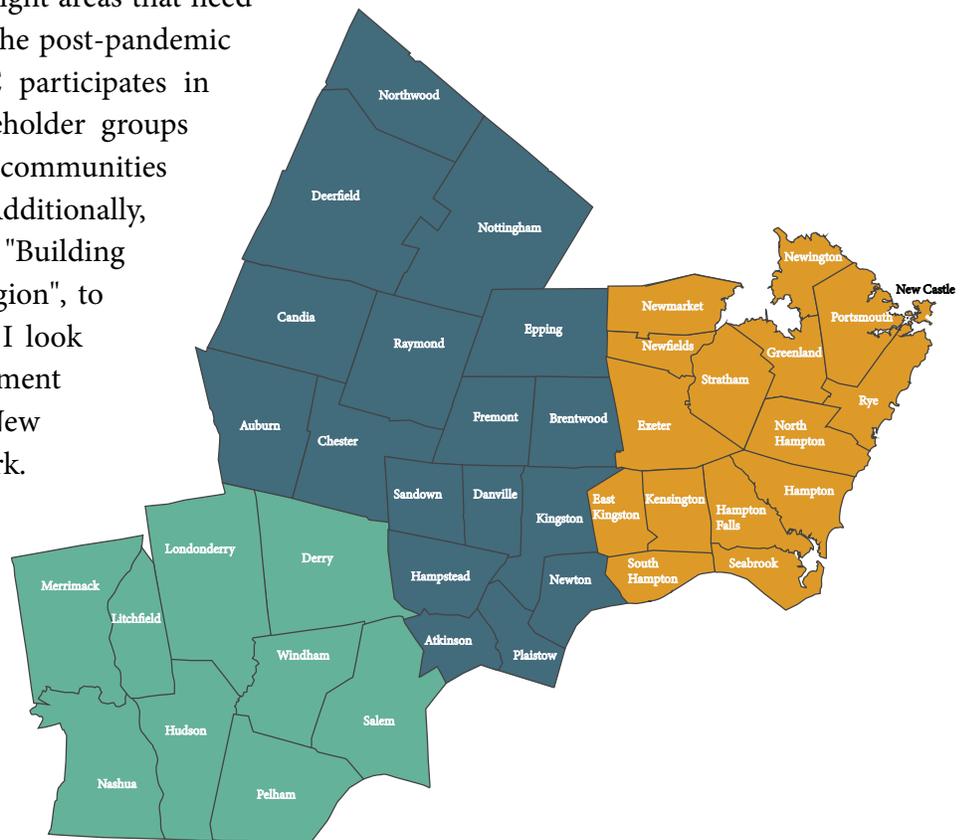
Sincere thanks go to the Regional Planning Commissions, Theresa Walker, the Workforce Housing Coalition, Scott Lemos, and the numerous volunteers who have contributed to the CEDS process through authoring a section, providing photographs, or assembling data.

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 post-pandemic economy continues to evolve. REDC participates in regional economic development stakeholder groups and disseminates helpful information to communities and companies throughout our region. Additionally, we reviewed our 2022 resiliency plan, "Building Economic Resilience in the REDC Region", to ensure the information is up to date. 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,



Laurel Adams and the REDC team



INTRODUCTION

The Regional Economic Development Center of Southern New Hampshire (REDC) is pleased to present the 2023 Comprehensive Economic Development Strategy (CEDS). This is the third 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 address 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 nonprofit 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 relocation, 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.



Regional Economic Development Center Training Center, Raymond, NH.

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.

REDC Regional Business Development & Training Center

REDC strives to be accessible for as many people as possible seeking assistance. In February 2023, REDC set up a plugin on our website to translate content into the top five languages in New Hampshire spoken by non-English speaking people. REDC's website and digital and physical marketing materials are designed with accessibility in mind, especially for visually- or hearing-impaired people. To ensure we are not excluding people without access to the internet from our funding and advisory services, we have created and distributed physical flyers in libraries, community centers, cafés, and public spaces. REDC is open to learning more and continuing to adopt innovative ways to be inclusive.

REDC was voted "Most Significant Program to Help Granite Staters Launch Businesses" in NH Business Review's 2023 Best of Business (BOB) Awards. REDC, along with all 2023 BOB Awards winners, celebrated during the BOB Awards celebration on March 9th, 2023, at the Grappone Conference Center in Concord.

"We appreciate the recognition from the *NH Business Review* and are honored to receive this award," stated REDC President Laurel Adams. "We will continue to do all that we can to bring opportunities and resources to small businesses in New Hampshire, which is an amazing place where entrepreneurs can grow and thrive. Thank you again for this recognition."

"The BOB award recipients represent the very best of the New Hampshire business community and serve as a model for business leaders across the state," said Jeff Feingold, editor of *NH Business Review*. "Congratulations to REDC and the rest of this year's winners on this well-deserved honor!"

In August 2022, REDC Business Advisor Chris Duffy retired. An esteemed member of the REDC team, Chris worked at REDC part-time for four years before becoming a full-time staff member in 2014. Chris assisted hundreds of loan and business advising clients and had a strong passion for supporting local businesses in New Hampshire. In addition, Chris contributed to the CEDS each year, reporting on New Hampshire fisheries. We thank him for all his hard work and dedication to the mission of REDC.



REDC Business Advisor Chris Duffy retired in August of 2022.

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. REDC also hosts other groups whose purpose aligns with one of our CEDS goals to use the training center. Recent events include regional Small Business Administration (SBA) roundtables and a workshop hosted by Plan NH, focusing on the latest in solar energy and financing.

REDC is successfully operating the SBA Community Navigator Pilot Program which helps support critical relationships and businesses, targeting underserved communities. During the past 12 months, we provided support to over 80 clients.

Technical Assistance and Lending

During the most recent fiscal year, REDC closed on 26 loans, for our highest dollar amount of \$3.7 million, which leveraged \$66 million in additional financing and created or retained more than 330 jobs. REDC's business advisors provided technical assistance to over 270 clients.

REDC was designated the Hub for Kiva loans in New Hampshire in November 2021, and became active that following January. There were 50 loan

applicants between April 2022 and March 2023. We provided coaching to 28 applicants to assist them with their application, provide information about the loan process, and/or provide business management support. Five of these loans were 100% funded during this time.

CEDS

With public gathering restrictions loosening and the desire to restart in-person meetings, REDC held all CEDS meetings in person. We held our first Steering Committee meeting on October 19, 2022, with a focus on which issues are most pressing in the post-COVID economy. At our second meeting on January 18, 2023, the committee worked on delving deeper into the concerns raised at the first meeting, citing specific examples for use in the 2023 update. Additionally, we received an update on the Woodmont Commons project (a Priority Project) from Londonderry Town Planner, Kellie Caron. The meeting, held at the Londonderry town hall, was followed by a tour of the Woodmont Commons project.

Our third meeting was held on March 22, 2023, at the Seabrook town library, where invited guest, EDA representative Katherine Trapani, informed the group of the new EDA application portal and other updates at the national and regional levels. The group also reviewed and approved the updates to the Priority Project list. Our final meeting of the year was held in June virtually via Zoom where the committee adopted the 2023 CEDS Update.

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 2023. 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 March 2023 meeting.



The Potato Concept received \$4,500 from a total of 66 lenders through Kiva's online crowdfunding lending platform, helping to purchase products and a larger oven, which will ultimately guide them into their own brick-and-mortar store.

REDC continues to work as 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 project went out to bid in the fall of 2022, with construction beginning in January 2023, and a completion date scheduled for the early summer of 2023.

REDC staff collected the demographic and economic data for the 2023 CEDS update from January through April 2023, completed writing the document in May 2023, and submitted the 2023 CEDS update to the EDA in June 2023.

Events and Outreach

- Plan NH Solar Conference
- UNH DEI Conference
- NH SBA Lender Roundtable Discussion at REDC's Training Center
- SBA Awards – Microlender of the Year recipient
- BOB awards – Award Winner
- Seacoast Economic Development Stakeholders Group (bi-weekly)
- Nashua Multicultural Festival
- NH Department of Business and Economic Affairs, Strafford Regional Planning Commission, and Rockingham Planning Commission's event on Affordable Housing and Broadband Expansion
- NH Commercial Investment Board of Realtors (weekly)
- Business Transitions Forum – Hannah Grimes Center
- Black Lives Matter Seacoast's Black Excellence Conference
- Leadership New Hampshire's Business and Economy Program Day
- Young Fisherman's Alliance, Deckhand to Captain Workshops
- NH Small Business Development Center and Greater Nashua Chamber of Commerce's BIPOC Networking Mixer event at Positive Street Art
- Ribbon Cutting and Open House for loan client Gloss Skin and Nails Center

REDC's outreach to businesses who can utilize our services involves a robust digital footprint with monthly newsletters, active social media channels through Facebook, LinkedIn, Instagram, Twitter, and video content through our YouTube channel. *The Virtual Entrepreneur Resource Center* is REDC's blog, in which we publish business planning and marketing advice, resources, client success stories, and opinions on important topics that impact the New Hampshire economy, businesses, and workforce.

A recent effort within REDC involves making sure those without the internet have access to information about REDC's funding and advisory services. Staff is working together to distributed physical flyers in libraries, community centers, cafes, and public spaces, which is a growing and ongoing initiative.



Client Spotlight: Swell Oyster

Swell Oyster Company was founded in 2017 by Conor Walsh and Russ Hilliard, two friends who met while earning Aquaculture degrees at the University of Rhode Island. While working as servers at a well-known seacoast NH oyster restaurant, the two decided farming oysters was the perfect complement to their interests, friendship, and passion for locally grown food.

Swell Oyster Company's business model is best summed up by the company's self-described ethos:

“We are passionate farmers. We are playful surfers. We are uptight environmentalists. We are risky entrepreneurs, with a goal to make decisions that fuel our desires to build a positive relationship with the place we love and give back to its beauty. This business is a lifestyle, not a job.”

The company secured leases from the State of New Hampshire to establish an oyster and clam farm in the waters of Hampton Harbor. This was the first lease given for such activity in Hampton Harbor and remains the only aquafarm in that estuary.



Swell Oyster Company owners Conor Walsh and Russ Hilliard.

REDC business advisors provided early technical assistance for Swell Oyster Company, which eventually led to critical REDC startup financing for oyster and clam seed, boats, farming equipment, and working capital. Swell Oyster Company continues to be an REDC client, and REDC is delighted to count the business as a valuable community development partner.

Swell now sells direct to local restaurants and through a regional distribution network. When the economic disruptions of COVID-19 hit New Hampshire, Swell was impacted negatively, as restaurants dramatically reduced operations. However, the farm still needed to be tended, and work associated with promoting shellfish growth continued. Conor and Russ used the COVID-related downtime to expand into the consumer market. They have rented and renovated a retail “shack” at Hampton Harbor and are now selling directly to the consumer from this storefront. This move has greatly enhanced sales, and Swell Oysters can now be found in restaurants, family diners, weddings, and corporate events.

“Working with REDC was critical to our early formation and REDC has supported our company every step along this journey,” says Conor Walsh. “Knowing that there is an organization on the Seacoast that will listen to our unique needs – and do all that it can to help us address them – has been instrumental to our growth.”



REGIONAL PRIORITIES

As the world moves into the post-pandemic economy, we recognize that there are many factors that influence the regional and state-wide economy. Some factors, such as the need for more affordable housing, have been longstanding problems in our region. Others, such as workforce shortages and the lack of stable childcare, were exacerbated by the pandemic and remain challenges for the region. At our October 2022 CEDS Steering Committee meeting, the group worked to identify which issues presented the largest obstacles to continued economic growth. The committee and staff then fleshed out these topics at follow-up meetings. The following section highlights the identified priorities and needs of our region.

HOUSING



Apartments in Exeter, NH.

Legislative and Policy Updates

As communities across the state grapple with rising housing costs and low inventory, decision makers are pursuing a range of local and state policy proposals to address these economic challenges. This section provides an overview of relevant state and local policies being considered at the time of this writing in the spring of 2023.

State Special Committee on Housing

At the start of the 2023 - 2024 New Hampshire state legislative session, the Speaker of the New Hampshire House created a bipartisan Special Committee on

Housing tasked with “identifying and investigating matters related to New Hampshire’s housing crisis.” The committee will hold public hearings throughout 2023 to gain insight from industry stakeholders and anticipates proposing legislation for the 2024 legislative session.

State Legislation

Last year, New Hampshire enacted House Bill 1661, which included a range of housing-related policies designed to increase attainable housing through regulatory reform.

- ▶ The New Hampshire Office of Strategic Initiatives create training materials available to all municipal Planning and Zoning Board Members free of charge;
- ▶ Municipalities publicly post all fees that impose on housing development;
- ▶ Planning and Zoning Boards issue written findings of their decisions;
- ▶ All municipal incentives granted to age-restricted housing also apply to workforce housing.

These recommendations all originated from the Governor’s Council on Housing Stability.

In the ongoing 2023 state legislative session, the New Hampshire state budget is the primary vehicle for potential housing-related policy changes.

On April 6th, 2023, the New Hampshire House passed HB 1 and HB 2, which included the budget appropriations and corresponding policy proposals. The bipartisan House budget included a one-time \$30 million appropriation to the New Hampshire Affordable Housing Fund and a one-time \$15 million appropriation to continue the municipal grants programs created under the InvestNH initiative. The Affordable Housing Fund provides low-interest loans and grants to affordable housing developments. It is the primary state-level financial program designed to increase the supply of affordable housing in New Hampshire.

The New Hampshire State Senate passed and tabled three legislative proposals for consideration in its version of the state budget. The Senate passed and tabled SB 231, which included a \$30 million appropriation to the InvestNH capital grant program, a \$25 million appropriation to the Affordable Housing Fund, a \$10 million appropriation to the Department of Health and Human Services for homelessness programs, and the creation of a new Historic Housing Preservation Tax Credit designed to incentivize the conversion of underutilized historic structures into new housing. The Senate also passed and tabled SB 145, which would establish the Housing Champions Program within the Department of Business and Economic Affairs. The Housing Champions Program is an incentive-based proposal that rewards municipalities that enact local pro-housing policies by granting them access to a \$25 million infrastructure grant fund. Finally, the Senate passed and tabled SB 202, which would appropriate \$5 million to create a Homeownership Innovation Fund at New Hampshire Housing, designed to increase homeownership opportunities for individuals and families earning 100 percent of the area median income or below.

As the state budget process continues ahead of the June 30, 2023 fiscal year deadline, more information can be found at the New Hampshire General Court website: www.gencourt.state.nh.us.

InvestNH Housing Program

In the spring of 2022, New Hampshire allocated \$100 million in federal American Rescue Plan Act dollars to establish a new InvestNH program designed to spur housing development. The program included two main components: a \$60 million capital grant program and a \$40 million municipal grant program.

The Capital Grant Program included \$50 million in direct grants of up to \$3 million per project to developers to cover funding gaps for permitted projects in an effort to increase the supply of housing units on the market as fast as possible. Nonprofit and for-profit developers were both eligible for the program. Eligible projects were required to meet affordability requirements of 20 percent of units being affordable for 80 percent of area median income for the next five years. All funds allocated to the Capital Grant Program were expended during the first round of funding in the fall of 2022. The capital grants also included a \$10 million allocation to the New Hampshire Housing Finance Authority for existing programming.

The \$40 million Municipal Grant Program consisted of a \$30 million per-unit grant program, a \$5 million zoning and planning grant program, and a \$5 million demolition grant program. The per-unit grant program awarded unrestricted \$10,000 per housing unit grants to municipalities for multifamily rental units permitted within six months of the initial application in an effort to incentivize expediting local approval processes. Awards for this program were capped at \$1 million per project and \$1 million per municipality over the first year. The ongoing \$5 million zoning and planning grant program is administered by New Hampshire Housing and Plan New Hampshire. The program included grant funding for up to five community housing navigator positions and established the Housing Opportunity Planning Grant (HOP) program to benefit communities interested in updating their

zoning ordinances. The final HOP Grant regulatory development phase closes on November 15, 2023, or when funds are exhausted. As of this writing, 45 communities have received a HOP Grant, including 16 in the REDC catchment area.

Invest NH Capital Grant Program recipients in the REDC region include:

- The Gateway at Exeter – Awarded \$3 million for 224 residential units, of which 56 units will be affordable housing.
- 515 DW Highway Apartments, Merrimack – Awarded \$3 million to construct 48 apartments, of which 43 units will be affordable.
- Wallace Farms, Londonderry – Awarded \$300,000 for 14 units, three of which will be affordable.
- Epping Meadows – Awarded \$786,771 for 30 affordable units.
- Jackson Square, Nashua – Awarded \$2,100,000 for 24 affordable units.

There are ongoing discussions within the state legislature regarding allocating additional funding to the InvestNH program.

Local Policy

New Hampshire's long history of local control means individual communities and local ordinances are major drivers of housing development. There are unprecedented resources currently available to communities, both financial (through the InvestNH grant programs) and technical (through the Regional Housing Needs Assessments).

As of this writing, 16 REDC communities have been awarded HOP Grants through the InvestNH program. The applications include funding for a detailed community needs analysis, regulatory audits to identify local land use barriers to attainable housing options, and regulatory development to draft or update local land use ordinances. As the HOP Grant funds are expended over the next year, it is likely that the 2024 town meeting ballot will include

a number of potential changes to local zoning ordinances.

Regional Housing Needs Assessments

In 2022, the nine Regional Planning Commissions were tasked with updating New Hampshire's Regional Housing Needs Assessments (RHNA). This RHNA update, funded by American Rescue Plan State and Local Fiscal Recovery Grants, allowed the Regional Planning Commissions to take a detailed look at the housing needs of each region and community. The Regional Housing Needs Assessments can be found on the New Hampshire Association of Regional Planning Commissions website at: <https://www.nharpc.org/rhna/>.

The regional assessments and data compiled by the Regional Planning Commissions are critical sources of information for local communities as they assess their needs and opportunities to increase access to attainable housing options.

Project Spotlight:

The Cottages at Back River Road, Dover

Forty-four small cottage homes are under construction on seven acres in Dover, designed by project developers John and Maggie Randolph to provide affordable homes for the workers that serve our communities: teachers, first responders, and caregivers. Each home will be 384 square feet, with a 160 square foot loft and 12 foot ceilings, and will meet the Housing and Urban Development fair market rental rate, expected to be between \$1,000 and \$1,232 per month. The cottages will have a kitchen/living area, bedroom, bathroom, front porch, and storage shed, and will be arranged in clusters with each cluster having a central green space for community use.

Interview: Eric Chinburg, Owner of Chinburg Properties

This spring, REDC sat down with Eric Chinburg, owner and operator of Chinburg Properties since 1987. We talked with him about the issues surrounding housing and economic development in southern NH.

REDC: What are some of the biggest challenges for people who are trying to buy a home?

Eric: I think people trying to buy a home right now have a lot of headwinds. One is the general economy now. With interest rates having doubled in the last year, it is a real impediment for people, especially in the starter home market.

Another issue that has been there for a long time is that the increase in the cost of creating housing has increased at a far more rapid incline than people's wages have increased. That difference between the steep curve of the cost increase and the shallower curve of wages is the challenging part. I believe that cost increases is a very difficult, multifaceted problem to solve, but it can get improved, and it requires people really changing the way they look at housing, the way they look at zoning, the way they look at the whole regulatory process.

REDC: Is there something you'd like to see changed in order to develop more workforce housing or lower the cost of homes?

Eric: I believe that the easiest change that can be made has to do with density. I believe that if municipalities recognize that you don't need two acres to build a house and recognize that communities that have water and sewer and already established infrastructure, can allow many more units per acre than they have in the past. And it also requires allowing developers and builders to go vertical.

I see a lot of communities trying to start creating more flexible, form-based zoning. I think communities are starting to move in a direction that's positive and there's a lot of work to do, but there is progress.

REDC: Why is housing an important issue for you personally?

Eric: Housing is a person's shelter. It's their place of refuge. It's their everything, essentially. It's also their biggest investment. It's the most important component of someone's stability in their life. And for me, I love this state. I've got four grown kids, and I'd love them to want to come back. There isn't sufficient housing for them, or a lot of young people to stay. And, we need a workforce. If you don't have affordable housing, you can't grow your workforce.

Note: More of this interview can be read on REDC's blog and watched in a video on our YouTube channel. Both will be linked at www.redc.com/ceds.



Eric Chinburg, Owner of Chinburg Properties.

Challenges Facing Employers and Employees

New Hampshire businesses faced a workforce challenge before the COVID-19 pandemic, but the pandemic exacerbated the difficulty of retaining employees and hiring new employees, resulting in a smaller labor force than before the pandemic. A workforce shortage is slowing the growth of the state's economy with several challenges facing employers and employees:

- **Shortage of Affordable Housing** – New Hampshire has a high housing cost and a deficit of affordable housing, making it difficult to recruit new workers from out of state and for residents to move to new job opportunities within the state.
- **Shortage of Affordable Childcare** – The average annual cost of infant care in New Hampshire is over \$12,000. Childcare for a four-year-old costs \$10,000 annually. Increasing affordable childcare options would help workers, particularly working mothers, rejoin the workforce. The lack of availability and affordability of childcare, as well as temporary disruptions associated with illness or staffing shortages at childcare agencies, can be significant barriers to the consistent employment of parents.
- **Affordability of Public Higher Education** – The affordability of public higher education in New Hampshire may be a factor in retaining potential members of the workforces, resulting in students leaving the state for opportunities in higher education and not returning after graduation. New Hampshire had the second highest percentage of recent high school graduates attending four-year colleges in the fall of 2020, with many attending colleges out of state.
- **Substance Abuse** – New Hampshire's opioid and heroin crisis is a public health emergency that is also challenging businesses. When a worker is unable to work because of a substance abuse disorder, it harms a company's ability to conduct business.

Since 2020, the U.S. Census Bureau has surveyed New Hampshire residents approximately monthly asking questions about the impacts of the pandemic, including questions about employment and why people may not be working at the time of the survey. Data collected from the surveys from June 2022 to February 2023 reveal almost half of the adult respondents in New Hampshire who were not employed stated that they were retired. An average of 9.7% who were not working or retired, about 38,000 people, identified with having a disability or being sick with an ailment other than COVID-19. 4.8% did not want to be employed, 3.7% were caring for children not in school or daycare, 2.1% were caring for someone or sick with COVID-19, including long-term symptoms, 1.8% were laid off or furloughed, 1.8% were caring for an older adult, and 1.6% did not have transportation.

New Hampshire's labor force remains smaller than it was prior to the pandemic, with an estimated 770,000 residents in the labor force in February 2023, a decline of 7,800 workers from February 2020. This decline occurred as the state's population increased by an estimate 17,700 people from April 2020 to July 2022.

Interview: Darren Winham, Economic Development Director, Town of Exeter

This spring, REDC sat down with Darren Winham, Economic Development Director with the town of Exeter, and discussed the challenges local employers and employees face in today's economy.

REDC: What are the biggest barriers for an employer to retain a quality workforce?

Darren: The biggest barrier is the volume of humans right now. And there's so much opportunity. It's an overabundance of opportunity.

REDC: How does the current labor shortage impact the economic development in our region?

Darren: The impacts of the labor shortage on economic development for the seacoast are dire. There are many companies of every industry that cannot find workers. For example, there's a company in Hampton that would make a million more dollars a month if they could hire 100 workers, which they want to do but can't because the workers aren't there.

REDC: What do you think the economic development priority should be for the region?

Darren: The economic development priority for the region should be affordable housing. If we can solve that problem, then we will increase the amount of people that are here, the workers, and then companies [will have a larger pool of workers to choose from].

It's a tremendous issue [that impacts our entire region]. But we have other communities in our region that have no interest in creating affordable housing, no interest in creating zoning that is favorable, no interest in accepting state incentives, and that's a problem. The businesses [need to speak up at land use board meetings] in their communities.

REDC: Do you have examples of some employers that you're working with that had success with retention or attraction? What are they doing?

Darren: That's one of the exact questions we asked Soho Creative to investigate. So, when that product is here, I think we'll have a much better idea. Some companies are increasing pay, some companies are letting people work from home. Some companies are changing hours; they're being more flexible.

Note: the products that we're discussing will come from SoHo Creative Studio in June 2023, and will be free and available at REDC, at the town of Exeter website, and all the communities that were involved in it.

More of this interview can be read on REDC's blog and watched in a video on our YouTube channel. Both will be linked at www.redc.com/ceds.



Darren Winham, Economic Development Director with the town of Exeter.

ApprenticeshipNH

ApprenticeshipNH helps to develop the workforce in New Hampshire by working with employers to develop registered apprenticeship pathways, including pre-apprenticeship and registered apprenticeship programs. ApprenticeshipNH supports employers in developing the programs through the U.S. Department of Labor, in the NH Office of Apprenticeship, while developing a recruitment plan and a retention plan for the employees they hire.

ApprenticeshipNH accomplishes its work through collaboration with high school partners, community partners, local connections to the career and tech-ed centers, as well as working with New Hampshire Employment Security. Finally, ApprenticeshipNH has funding to help offset the costs to employers to set up the programs and help employees find apprenticeships.

To learn more, visit www.apprenticeshipnh.com.

Interview: Anne Banks, Apprenticeship Program Manager, Community College System of NH

REDC recently spoke with Anne Banks, the apprenticeship program manager for the Community College System of New Hampshire. We talked with her about ApprenticeshipNH and the work they are doing to build a sustainable work force.

REDC: What are the biggest barriers for an employer to retain a quality workforce?

Anne: I think one of the biggest barriers employers face in retaining a quality workforce is the lack of clear communication of the career pathways available within their organization. As young people and career changers look for alternatives to a four-year traditional college path, they're looking for ways to get in the door [of an organization or company] and be working and moving their way through a company, while maybe getting some more education.

A solution for that barrier could be developing stackable registered apprenticeship programs, because that allows somebody to enter into the [organization] at an entry level, and then [the program] lays the path for the next steps within that organization as to how to move forward within that company, making them committed to that company and that career.

It also helps on the employer side, allowing the company to take a step back and see what skills are transferable from one department to another.



Anne Banks, Apprenticeship Program Manager of the Community College System of NH.



REDC: In what sector or sectors do you see the biggest need for apprenticeship training?

Anne: There is no one biggest sector that needs apprenticeship; they all need apprenticeship. We have critical shortage areas across the state. Healthcare, education, early childhood education, all of these come to mind as soon as you ask where the workforce shortages are. But the reality is everybody needs registered apprenticeship. There's a need [for companies] to start growing their own workforce.

REDC: What is a misconception about the current state of the workforce you'd like to share?

Anne: I feel there are three misconceptions right now with the workforce. The first is that employers are going to be able to solve [workforce shortages] independently and on their own. The second is that some employers believe that nobody wants to work anymore. And from an employee standpoint, there is the misconception that employers are only out for themselves and nobody cares about them.

REDC: What is a misconception about apprenticeships you'd like to share?

Anne: A big myth about registered apprenticeships is that they are strictly for the trades, which isn't true. We have registered apprenticeships in all sectors from healthcare to I.T. to manufacturing to business and finance. [Apprenticeships] can really be a good fit for any sector.

Additionally, some believe that registered apprenticeships are a heavy lift and complicated to navigate. Although it may feel that way to get it started and off the ground, that's what [ApprenticeshipNH] is here to help with. We help navigate through the whole process.

REDC: Share with us a success story from ApprenticeshipNH.

Anne: I would say that our greatest success has been in the healthcare sector, and even that has evolved. We [originally] had single employers who put together licensed nursing assistants or medical assistant programs. And then we had some key employers band together to work together and build these cohorts out. Additionally, pre-COVID, we had some great success in manufacturing, and now that's starting to come back. We've had some really good success with construction, as well.

Note: More of this interview can be read on REDC's blog and watched in a video on our YouTube channel. Both will be linked at www.redc.com/ceds.



Classroom at A Place to Grow in Brentwood, NH.

CHILDCARE

The State of Childcare in NH

Staffing shortages, affordability, and accessibility continue to be obstacles to finding quality childcare in the region, impacting the ability for parents and caregivers to enter the workforce. New Hampshire faced a shortage of childcare before the COVID-19 pandemic and that shortage continues as childcare providers struggle to recruit and retain workers.

In New Hampshire, the average cost of care for an infant is \$14,425 per year in a center-based setting, consuming over 37% of a single parent's income and 11% of a two-parent household that earns \$120,000 annually. These rates are not affordable for many families. Further stress on the childcare system comes from an increased demand that far exceeds current capacity; there is an estimated gap of 21,000 licensed childcare slots, as well as the low wages earned by childcare workers exacerbating workforce recruitment and retention.

The childcare industry is labor intensive and requires a high level of staffing, raising the financial burden on centers, and increasing the costs of care. In addition, thin margins in the business can

preclude childcare centers from paying employees competitive wages, resulting in high turnover or staffing shortages. In response, the State is developing several programs to address the childcare shortage, including:

- Using \$29 million in American Rescue Plan Act (ARPA) Discretionary Funds, the NH Department of Health and Human Services will increase equitable access to affordable, quality childcare; identify and test strategies to attract, retain, and train childcare workers; increase professional development and access to supports for childcare workers; and provide resources to childcare providers to strengthen business health and best practices.
- The New Hampshire House Special Committee on Childcare is working to improve access to quality childcare by expanding the State's childcare scholarship, a federally funded program that helps low-income families afford childcare, and establishing a recruitment and retention fund that would provide sign-on bonuses for new childcare workers and retention bonuses for workers awarded after the third and fifth year after the hire.

Interview: Melanie Casablanca, Owner of Bright Village Early Education

This spring, REDC sat down with Melanie Casablanca, owner of Bright Village Early Education located in Salem, NH. We discussed some of the issues surrounding the childcare industry in southern NH.

REDC: What are some of the challenges facing the childcare industry?

Melanie: One of the biggest challenges we're currently facing as a childcare [facility] is a staffing shortage. It puts a constraint on the time I have to do administrative tasks [because I am also working] in the classroom. We have had to cut down on operation hours and increase our tuition rates.

REDC: What are the challenges for families trying to find or remain in a childcare facility?

Melanie: The challenges we're hearing from families are [the need for] flexibility, access to [stable] childcare, and costs. Flexibility is important for families and also our teachers.

REDC: Do you have advice for parents looking for childcare?

Melanie: Start early. There's [very limited] capacity [available at centers]. We have had to reduce our capacity. So, parents must start early.

REDC: Are you seeing impacts to children due the staffing shortages?

Melanie: The staff shortage has definitely affected the consistency in the classroom, which brings issues like trust issues for children, anxiety, not knowing who's going to be in the classroom or for how long. We have had to rearrange classrooms when we have teachers that are out for whatever reason, which has [created] some anxiety that was not there before.

REDC: What are some other observations you have made regarding the childcare industry and the local economy?

Melanie: I would say that families, now more than ever, play a very important role in staff retention. That's something I have seen here. The more connected that teachers can be to their families, the easier it is for us to build those relationships and retain the staff, and we cannot do this without family support. I think it's a time for us to unite and try to come up with solutions or ideas together. Of course, [connecting with families] has always been a thing in childcare, but with everything else that is happening, I think that being able to connect at a different level with families will be a great help for staff retention.

REDC: What changes have you made to retain staff?

Melanie: We have had to increase salaries significantly, which affects our families because we have had to increase tuition. That is the biggest incentive we have used to retain or to attract new teachers. The margin in the childcare industry is not a secret. It's not huge. We are counting on state [programs] to support the increase in payroll.

Note: More of this interview can be read on REDC's blog and watched in a video on our YouTube channel. Both will be linked at www.redc.com/ceds.



Melanie Casablanca, Owner of Bright Village Early Education.

Interview: Ashley Haseltine, Former Executive Director, Greater Salem Chamber of Commerce

Earlier this year, REDC sat down with Ashley Haseltine, REDC CEDS Committee member, former executive director for the Greater Salem Chamber of Commerce, and mother of four children. We discussed some of the issues surrounding the childcare industry in southern NH.



Ashley Haseltine, Former Executive Director of the Greater Salem Chamber of Commerce.

REDC: In your role at the Greater Salem Chamber of Commerce, do you see a lack of childcare facilities impacting business growth or new business development?

Ashley: The lack of childcare absolutely impacts finding a potential workforce, as well as those job seekers looking for jobs or starting up a new business. I've heard from multiple business owners that they have staff or they have offers out, and the person has to turn it down because they can't find childcare that fits what they need. [Similarly] job seekers who want to make a move but can't because of those same childcare challenges. Or [when someone wants to] start a new company, sometimes childcare costs are prohibitive and a person can't make that leap to start a new company because they still need to pay for childcare at the same time.

REDC: What recommendations do you have for employers?

Ashley: I think childcare of the 2020s is so drastically different than either the 2010s or further back. And unfortunately, for a lot of employers, their reference point for childcare is from the 1980s or 1990s. So, it's important for employers to listen to those in the childcare industry to understand how to help. I think a lot of employers want to help, but they need to have a current frame of reference for what the actual challenges are and how they can help productively.

REDC: What challenges did you face when searching for childcare?

Ashley: When [my husband and I] searched for childcare, we faced a few challenges because we have more than one child. [The biggest challenges were] finding adequate space for [children in] different age groups, finding availability and time that worked for us, as well as finding reasonable cost childcare.

REDC: Do you have advice for parents who are looking for childcare?

Ashley: I think the best advice I can give somebody looking for childcare is do your research on the childcare center, private nanny, or another service, and weigh all of the costs. What's the sick policy? What happens in snow closures? A lot of times [childcare center closures] lead to job turnover because somebody's childcare doesn't fit what their needs are for their employer.

Note: More of this interview can be read on REDC's blog and watched in a video on our YouTube channel. Both will be linked at www.redc.com/ceds.

Before and After School Programs

Childcare programs offered before the start of the school day and after the school day ends play a critical role in keeping children safe, inspiring learning, and enabling parents and caregivers to work hours outside of the typical workday. Programs are offered across the REDC region by schools, municipalities, and nonprofit and for-profit childcare providers. As with all childcare programs, there is an unmet demand for early morning and evening childcare. The Afterschool Alliance, a national research and advocacy organization, estimates for every child in New Hampshire enrolled in a before or after school program, there are two waiting for an available slot. www.afterschoolalliance.org

The New Hampshire Afterschool Network is one of the 50 national afterschool networks dedicated to informing policy, developing partnerships, and

shaping practices to sustain and increase the quality of programs. The Network works across New Hampshire to improve funding for, and access to, afterschool and summer learning programs, provides tools and resources to afterschool providers, and advocates for solutions for afterschool providers. www.nhafterschool.org

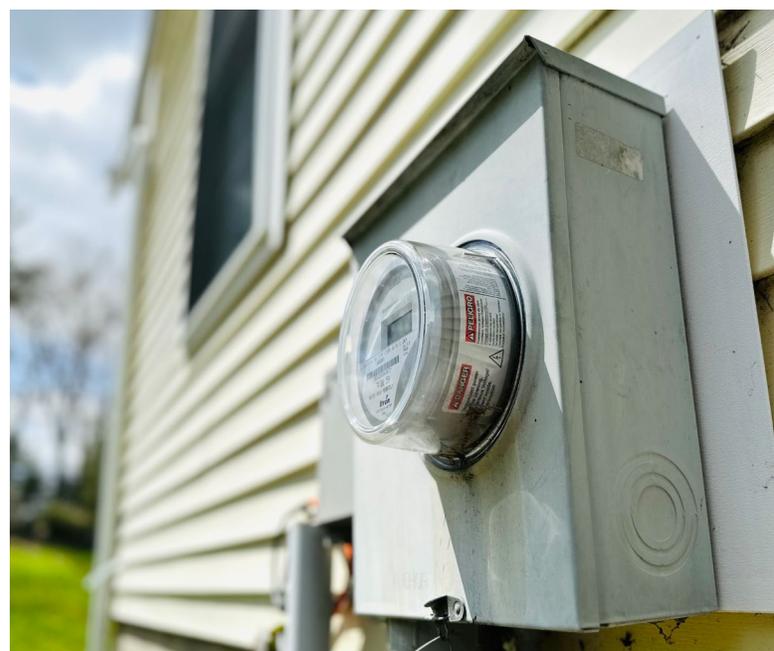
21st Century Community Learning Centers are local before-school, afterschool, and summer learning programs that serve students attending high-poverty, low-performing schools. Centers receive funding from the U.S. Department of Education and engage students in hands-on activities aimed at supporting their academic growth, as well as offering educational and support services to the families of participating children. In 2021, 6,192 New Hampshire children in 64 communities were enrolled in a 21st Century Community Learning Center.

<https://oese.ed.gov/offices/office-of-formula-grants/school-support-and-accountability/21st-century-community-learning-centers/>

UTILITIES AND INFRASTRUCTURE

The Cost of Energy

According to EnergyBot, an online energy resource which tracks electricity rates, New Hampshire consumers pay approximately 45% more than average for electricity compared to the rest of the country, driven by the region's reliance on natural gas (53%) for electric generation. New Hampshire is part of the regional energy grid operated by ISO-New England. In the past year, rates for electricity and heating oil have both been at an all-time high. Commercial and industrial consumers purchased more than half of all the retail electricity sales in 2022, and the high cost can make competition harder against businesses located in lower-cost regions of the country.



The NH Department of Energy released the State's 10-Year State Energy Strategy in July 2022. The strategy prioritizes cost-effective energy and calls for freemarket selection of energy resources, regardless of the fuel source. The report notes that addressing energy costs is a critical goal for the State as the high cost of energy negatively impacts New Hampshire families and businesses and the quality of life in the state. Goals outlined in the report include adopting all-resource energy strategies, minimizing government barriers to innovation, and ensuring that appropriate energy infrastructure can be sited while incorporating input and guidance from stakeholders. New Hampshire is the only state in the region to not adopt a legal mandate to reduce carbon emissions.

<https://www.energy.nh.gov/sites/g/files/ehbemt551/files/2022-07/2022-state-energy-strategy.pdf>

Community Power Coalition of New Hampshire

The Community Power Coalition of New Hampshire is a nonprofit Joint Powers Agency incorporated in October 2021 and authorized under NH RSA 53-E to enable municipalities and counties across the state to choose where their electricity comes from on behalf of their residents and businesses. The main goal of the Coalition is to save consumers money as electricity prices spike. Under a Community Power Program, the utility company still manages the poles and wire, and charges the customers for delivering the electricity, but on the customers' bills the "supply" charge will come from the Community Power Program. By working together, the Coalition creates economies of scale and innovation in procuring services and managing power procurement risks.

The Coalition will offer lower electricity rates than New Hampshire utilities as well as new kinds of electricity plans that will enable people to choose to buy up to 100% renewable energy. New Hampshire utilities currently purchase energy twice a year,

but Community Power Programs can purchase electricity on a more flexible schedule, or sign longer-term contracts with power generators, passing the savings on to customers. Similar programs are operating in Maine and Massachusetts.

Coalition membership is open to all New Hampshire cities, towns, and counties and regionally operated Community Power Aggregations. There are no upfront costs to join the Coalition. The expense of launching and operating each member's Community Power program will be repaid after program launch, through electricity rates, and the revenues received from participating customers in each program.

Coalition members are working together to streamline the process for authorizing a local Community Power program, share services and staff support, participate in joint power solicitations and project development, share knowledge and collaborate regionally on clean energy and resilient infrastructure development, and speak with one voice to the legislature and Public Utilities Commission on public advocacy issues related to energy and community power.

As of April 2023, there are 29 municipalities and one county in the Coalition. Initial electricity rates procured by the Coalition are estimated to provide a 20 to 40 percent savings compared to the state's utility companies. The first wave of communities implanting community power in the REDC region include Exeter, Rye, Newmarket, and Portsmouth.

www.cpcnh.org



**COMMUNITY
POWER COALITION
OF NEW HAMPSHIRE**

Interview: John Tabor, Portsmouth City Councilor, Portsmouth Community Power

Earlier this year, REDC sat down with Portsmouth City Councilor John Tabor, chairman of Portsmouth's Energy Advisory Committee, to discuss the impacts of the rising cost of energy on today's economy.



John Tabor, Portsmouth City Councilor, Portsmouth Community Power.

REDC: What is the mission of Portsmouth Community Power?

John: The mission of Portsmouth Community Power is to aggregate the electrical demand of our city residents and use that to buy lower cost energy, with a governance model that's locally accountable.

REDC: And what are you most excited about regarding this initiative?

John: We're going to be able to save our residents money, and we're going to simplify buying electricity. The city will be the energy buyer through our partners at the Community Power Coalition of New Hampshire [which will simplify the process for residents]. We have the buying scale to get the best rates, and we're going to create the most green options for everybody.

REDC: Are there lessons that you've learned in the last year as you've been working on this that you could share with communities that aren't a member of the Coalition, but are thinking about it?

John: I think the Coalition has done a wonderful job. With 30 towns and cities, it's now the second biggest utility buyer of electric supply in the state, and that gives it wonderful buying power. And unlike the utilities that can only go into the energy markets twice a year, the coalition can build a portfolio of short-term and long-term contracts to get the best price and stability. Each of our communities has a say through the municipal and town and city representatives on the board of the coalition. So, the governance model is open, transparent, and there's local control, which we don't get with utilities.

REDC: Do you think the Coalition's work will be a catalyst for legislation?

John: Yes. I think we're going to see that happen in a matter of three or four years because deregulation happened in the nineties and not that much changed. 80% of people in New Hampshire still buy their electricity from Eversource, and we have pretty strict net metering limits. We have obstacles to many things. So, I think when you get all of these towns and cities working together to transform our energy markets, we will see the legislation flow from that, and it'll be good legislation. I hope it will advance us at the rate that our peers in Maine and Massachusetts are advancing in terms of renewables.

Note: More of this interview can be read on REDC's blog and watched in a video on our YouTube channel. Both will be linked at www.redc.com/ceds.

Renewable Energy Initiatives

Clean Energy NH

The mission of Clean Energy NH is to promote clean energy and technologies through education and advocacy for a stronger economic future for all Granite Staters, including renewable energy, electric vehicles, energy storage, and economic development. Clean Energy NH initiatives include providing guidance and resources to municipal energy committees, accelerating the adoption of electric vehicles and the installation of charging infrastructure, nurturing future energy leaders, and promoting Community Power programs.

www.cleanenergynh.org

Offshore Wind

New Hampshire and surrounding states have been researching offshore wind energy for many years and the surge in energy costs in the past year have heightened interest in alternative sources of energy. The NH Legislature established the New Hampshire Commission to Study Offshore Wind

and Port Development in 2020. The purpose of the Commission is to study the potential economic and environmental benefits and impacts of offshore wind development in the Gulf of Maine for the state, including economic development opportunities, supply chain needs, port capabilities, workforce development, energy procurement, transmission and storage, and fisheries and marine impacts. Findings and recommendations of the Commission are intended to assist the federal Bureau of Ocean Energy Management and the Gulf of Maine Intergovernmental Renewable Energy Task Force.

The New Hampshire Offshore Wind Summit was held in September 2022 in Portsmouth, hosted by the State of New Hampshire, the Business and Industry Association, and the Seacoast Chamber Alliance. The Summit focused on the development of offshore wind energy in the Gulf of Maine, which has some of the strongest wind speeds in the world. Summit speakers stated planning for Gulf of Main offshore wind power is complex and in the early stages.



Photography by P. Hsuan Wang.

Interview: Scott Maslansky, Director of Clean Energy Finance, CDFA

This past spring, REDC visited with Scott Maslansky, Director of Clean Energy Finance with the Community Development Finance Authority (CDFA). We talked about the role of the CDFA and clean energy in New Hampshire.



Scott Maslansky is the Director of Clean Energy Finance at CDFA.

REDC: What's your role at CDFA?

Scott: My role at CDFA is to manage our energy programing, which includes low interest financing, some small grants for energy audits, and to ensure our clean energy policy is adhered to, that the projects we're investing in consider all the clean energy opportunities that they can in their development. Our primary clients are nonprofits, municipalities, and businesses.

REDC: What are the goals of the Clean Energy Fund?

Scott: The goals of the Clean Energy Fund are to ensure that businesses, nonprofits, and municipalities have all the opportunities they can to advance clean energy in their facility's development. [The project] might be part of an existing plan or one just focused on clean energy.

REDC: What are the biggest barriers to clean energy in New Hampshire?

Scott: There are several significant barriers to clean energy in New Hampshire. Specifically, our current energy policies and regulatory environment have some limitations in fostering clean energy. There are also some workforce limitations and weatherization [issues], along with the future need for electricians. And finally, just overcoming some of the hurdles in the complexity of getting funding and financing to align to be able to pursue a project.

REDC: How does how does your work tie into the other initiatives at CDFA?

Scott: There's a deep connection between the work I do in energy and other work completed at CDFA. CDFA is engaged in [the support and development of] a lot of housing and community facilities. All of the projects that we support at CDFA have an energy component to them. Those buildings utilize energy, and that's an important part of their operating costs and the comfort and health in those facilities. So, it's important that those projects consider all the energy opportunities to make those improvements to both reduce their costs, but also improve the building conditions for the inhabitants.

Note: To learn more about the clean energy program at CDFA, visit their website at <https://resources.nhcdfa.org/programs/clean-energy-fund/> or contact Scott directly at smaslansky@nhcdfa.org.

More of this interview can be read on REDC's blog and watched in a video on our YouTube channel. Both will be linked at www.redc.com/ceds.



Infrastructure Barriers to Economic Development and Housing

The lack of affordable housing has many consequences for economic development in the region, including preventing employers from hiring a skilled, talented, and diverse workforce from in and out of the state. As older workers leave the workforce, the housing shortage intensifies the struggle businesses face as potential workers may not be able to find affordable housing in New Hampshire. In 2022, the NH Housing Finance Authority estimated the state would need at least 20,000 new housing units to create a more balanced market.

Factors restricting the building of more affordable and diverse housing options include local land use regulations that encourage single family homes on larger lots and the lack of water and sewer infrastructure required for the development of greater housing density. Constructing and maintaining water and wastewater infrastructure encumber enormous costs for communities of any size, and applying a regional approach to providing these services has not been acted upon by most communities in the region.

Many municipalities in New Hampshire are reluctant to amend land use regulations or fund the costs associated with water and sewer infrastructure to enable greater housing density because of the perception that more housing results in the added expense of educating school aged children, as well the provision of other municipal services. Additional concerns expressed against higher density residential construction include the loss of rural character and the negative impacts on wildlife and other natural resources. As a result, it has been difficult for local decision makers to find a balance between the desire for protecting small town character and making land available for the construction of diverse housing options.

Broadband

In the REDC region, most sectors of the economy perceive broadband service to be adequate. However, lack of competition is seen as preventing consumer choice and creating high costs for service. A February 2023 assessment from BroadbandNow, a national research organization that estimates internet access, ranked New Hampshire 21st in the country based on access to broadband internet. Rankings were determined by access to low price plans and fiber optics, and the quality of the internet, based on upload and download speeds. 97.4% of New Hampshire was served by wired/fixed wireless broadband, 11.1% had access to wired low price broadband, and 40.1% had access to fiberoptic service. The rankings for Massachusetts, Maine, and Vermont were 9th, 43rd, and 47th, respectively.

The Joint Legislative Fiscal Committee approved two projects in the 2023 session to expand broadband in the state. One project will use \$525,033 of federal funds to develop an equity plan for distributing broadband services and to help those who may not be familiar with high-speed internet to take advantage of its capabilities, such as telehealth appointments and financial management. The other project will use \$2 million of federal funds to hire a contractor to write the state's required broadband five-year plan. Once the plan is completed, the state will be able to access \$100 million in additional federal funds to expand broadband throughout the state.

Hampton Beach Infrastructure

Hampton Beach is amid significant infrastructure improvements, including:

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 (\$7 million) is only currently available for a portion of the distance, therefore 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 traffic modeling, and developed alternatives for many of the segments and intersections. There have been multiple Project Advisory Committee meetings as well as several opportunities for public engagement and current efforts are focused around refining alternatives to incorporate feedback from the public. Construction is scheduled to begin in fiscal year 2025 (October, 2025 – September, 2026). <https://www.nh.gov/dot/projects/hampton40797/index.htm>

Neil R. Underwood Memorial Bridge

NH Route 1A Bridge, Hampton-Seabrook – This bridge over the Hampton River connects the towns of Hampton and Seabrook, and 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 National Environmental Policy Act (NEPA) Environmental Assessment was submitted in February 2022 with a Finding of No Significant Impact (FONSI) issued in March 2022. The preferred alternative for construction is a fixed bridge located just west of the current structure and design is underway to implement that option. 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 8-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 as soon as late 2023 and extending through 2025. Current project costs are estimated at \$94.1 million (inflated to year of construction).

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

In addition, construction of an accessible public pier at Hampton Beach has been the focus of a study conducted by the Hampton Beach Area Commission with funds provided by the State and administered by the NH Department of Natural and Cultural Resources. The study, completed in October 2022, suggested three possible sites for the pier, with the Hampton Beach State Park being deemed the most suitable. Senate Bill 122 was filed in the 2023 legislative session, requesting \$2 million to design the pier. The bill was tabled after introduction.

Economic resiliency and recovery planning continue to be priorities for municipalities and businesses in the REDC region, with an emphasis on learning from the economic disruption caused by the COVID-19 pandemic and transforming how businesses and municipalities conduct daily operations and adopt adaptive planning measures to mitigate the impacts of a changing climate. Economic resilience is 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.

Resiliency planning is:

- Locally driven – local governments, businesses, and community members have primary responsibility for many resiliency planning decisions, investments, and actions.
- Broad and inclusive – preparedness is a shared responsibility and deliberate planning is needed to ensure participation of all members of the community.
- Built upon and integrated with other community plans – master plans, hazard mitigation plans, housing plans, economic development strategies, and other planning documents that represent shared priorities and wide range of goals for the community are utilized in this process.

Economic Disruption Planning

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 disruptions. Economic disruption and resiliency planning requires attention to distinct but intimately related systems such as physical systems, including infrastructure, economic systems, and social systems. 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, including economic development, housing availability, land use planning, and workforce attraction and retention.

The REDC has developed a toolkit with recommendations and resources to assist municipalities and businesses with assessing hazards and incorporating resiliency planning into operations. Building Economic Resilience in the REDC is available on the REDC website, www.redc.com/resiliency.

Natural Disaster and Infectious Disease Planning

Both state government and local governments in the REDC region have undertaken many forms of resiliency planning to mitigate the impact of natural hazards. Natural hazard mitigation is defined as "any sustained action taken to reduce or eliminate the long-term 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 in many communities, with examples including:

➤ Portsmouth is defined by its waterfront setting and architecture reflecting nearly four centuries of history. The Downtown Historic District was listed on the National Register of Historic Places in 2017 and has more than 1,200 historically significant buildings. The city's rich history and vibrant downtown are cornerstones of the region's economic success and protecting these resources from sea level rise and storm surge is a priority for the community. A Local Adaptation Committee assessed threats to historic resources and developed an economic and cultural valuation of historic properties, and recommended adaptive planning actions for specific parcels.

https://files.cityofportsmouth.com/files/planning/Preparing_Portsmouths_HD_SLR_FINAL.pdf

➤ Hampton has a coastline bordering the Atlantic Ocean and the Hampton-Seabrook Estuary. Sea level rise and more severe storms threaten to degrade the town's beaches, marshes, and wetlands, as well as roads and buildings. The town has undertaken extensive community outreach, long range planning, and regulatory changes, including updating the Master Plan; establishing a Coastal Hazards Overlay District with boundaries encompassing future flood hazard zones; and creating a Community Resilience Incentive Zone and a Capital Reserve Fund to be used to help fund municipal repairs and upgrades; and identifying flood mitigation and resiliency projects in the Master Plan and Hazard Mitigation Plan.

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 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>

Climate Adaptation Planning

Municipalities in the region are actively taking steps to adapt to rising seas and other impacts associated with a changing climate. In June 2022, the Rockingham Planning Commission and Strafford Regional Planning Commission released the Resilient Land Use Guide for NH. The Guide incorporates a wide range of topics related to resiliency and offers adaptation strategies that fit a variety of community goals and needs. The Guide includes a set of model land use regulations that incorporate best practices and updated information for adapting to climate change and coastal hazards.

<https://www.therpc.org/ResilientLandUseNH>



REDC worked with the town of Seabrook on an EDA grant for their Seawall project.

REDC's Role

The REDC's CEDS provides a critical mechanism for identifying regional vulnerabilities and preventing and responding to economic disruptions. The REDC works closely with municipalities in its region and the regional planning commissions that serve the region. These partnerships enable the REDC to undertake both steady state economic resilience initiatives and responsive economic resilience initiatives. Steady state initiatives tend to be long-term efforts that seek to bolster the region's ability to withstand a shock. Responsive initiatives can include establishing capabilities for the REDC to be responsive to the region's recovery needs following a disruption.

In building economic resilience, the REDC will continue to have a role in both steady state and responsive resilience initiatives. Examples of the 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.

The REDC is a leader in economic resiliency planning in the region and is actively engaged in the region's ongoing response to the COVID-19 pandemic through several initiatives:

Technical Assistance

REDC's president, business advisors, and administrative staff work closely with loan clients on accessing resources and financial planning for the future; REDC's Design Advisor assists 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 improve recovery efforts.

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

CHANGES IN THE REGION

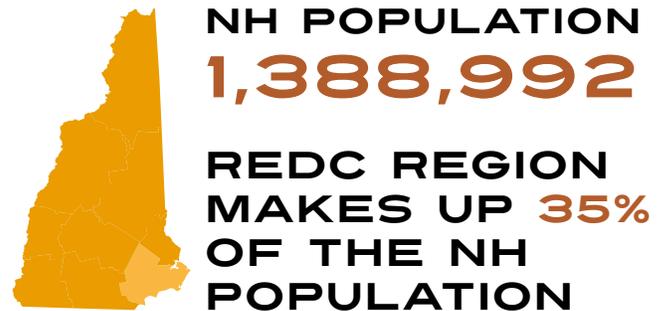
Since the publication of the 2022 CEDS update, new demographic and economic data for the region, state, and country has become available. The purpose of this section is to provide an annual update of the best available data, which generally is no more than one to two years old, depending on the source. 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 counts, 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 Estimates

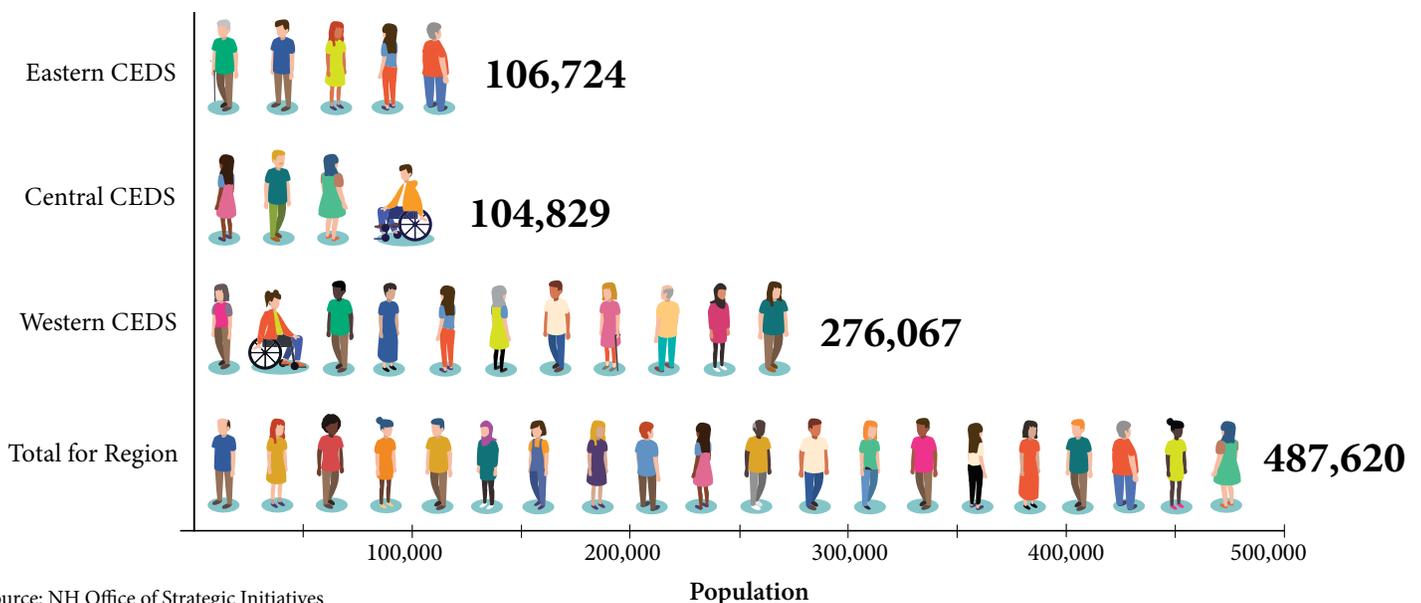
In 2020, the U.S. Census Bureau conducted its decennial data collection process. The U.S. Census is a count of each person in the United States on April 1 the year of the collection. It is mandated by the United States constitution, and the results are used to allocate Congressional seats, electoral votes, and government program funding. REDC reported on the 2020 Census data in 2022, and the information may be found in Table A-1 in the Appendix.

Annually, the NH Office of Strategic Initiatives (NH OSI) publishes population estimates based on building permits for New Hampshire cities and

towns. The estimates are recalibrated to the decennial census every ten years; therefore, the 2021 estimates may not be compared to previous estimates. A complete listing of the 2021 population estimates for each municipality within the REDC Region is located in Table A-1.



2021 Population Estimates for CEDS Subregions



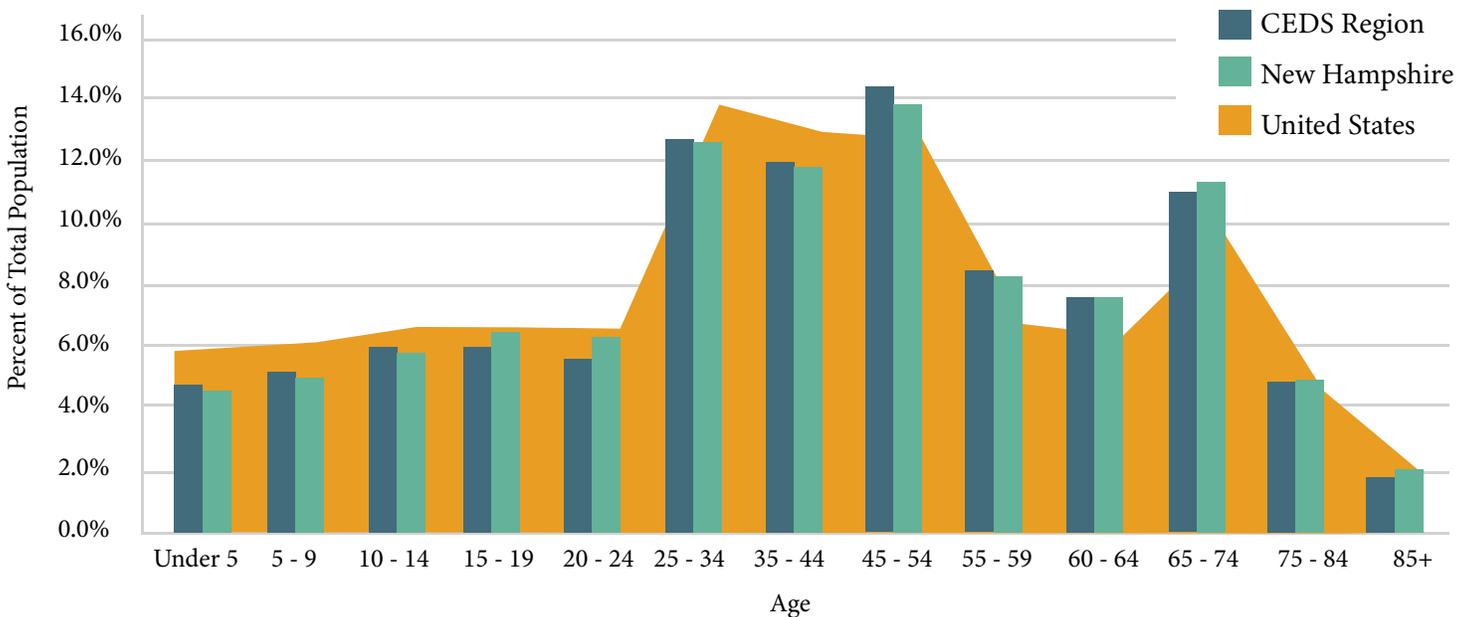
Source: NH Office of Strategic Initiatives

Although the population gain in NH is the second largest in New England, population growth continues to slow across the state. Experts attribute NH’s slowing population to several factors. One reason is since 2017, deaths have outpaced births, so in-migration 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 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 2021 5-year American Community Survey (ACS). Below is a look at the age distribution within the CEDS Region in comparison to the state and country. The majority of the region and state’s population falls within the 45-54 age cohort, whereas the largest cohort nationally is 25-34.

Age Distribution in 2021 - CEDS Region & State



Median Age 2021

47.1 CEDS EASTERN SUBREGION

43.0 NEW HAMPSHIRE

44.7 CEDS CENTRAL SUBREGION

38.4 UNITED STATES

41.5 CEDS WESTERN SUBREGION

Source: 2021 5-Year ACS estimates, U.S. Census Bureau

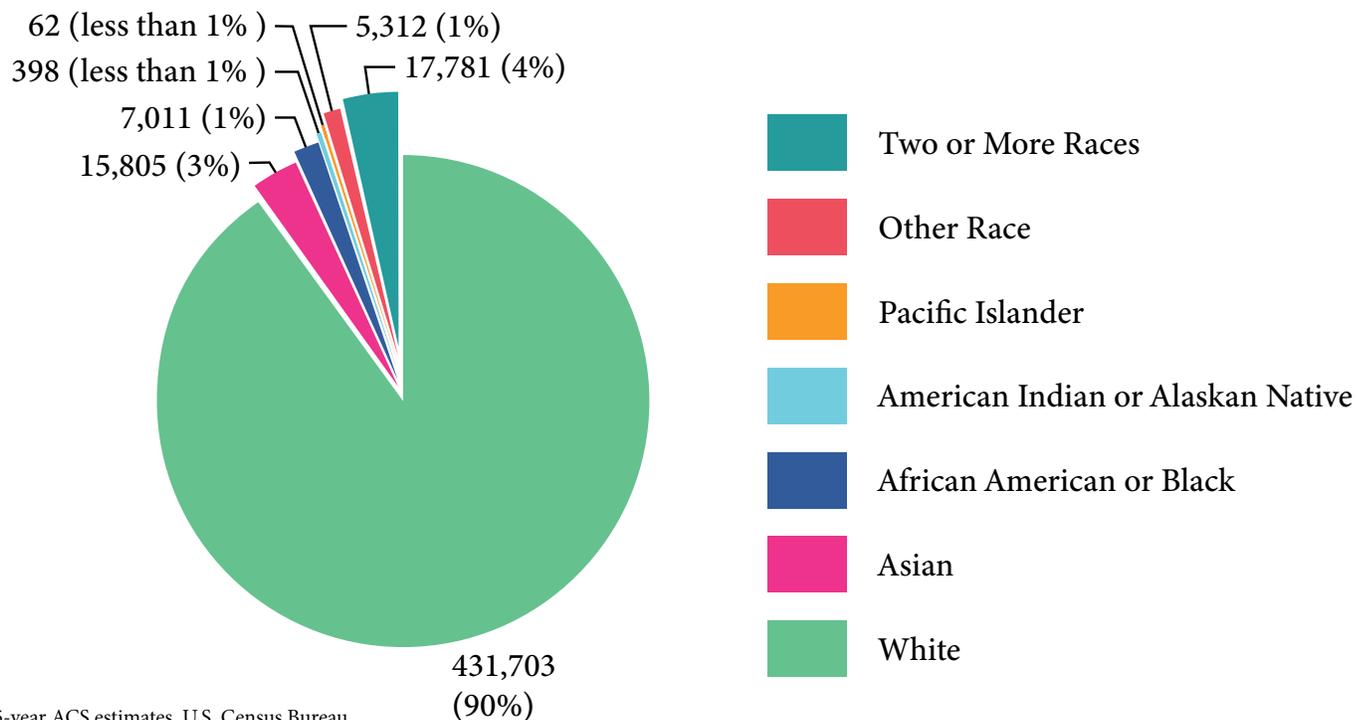
Race and Ethnic Origin

In addition to population counts, the U.S. Census Bureau collects data for race and ethnic origin. With the 2020 Census, the U.S. Census Bureau made improvements and changes to the way it 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.

A snapshot of race in 2021 within the CEDS region is shown below, with a full summary of the ACS data provided in Table A-4 in the Appendix.

2021 Distribution of Race within the REDC CEDS Region



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

Tables F-5 and F-6 in the Appendix report the American Community Survey data for 2021 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 percentage were born in Asia (38.5%), followed by Latin America (25.4%) and Europe (23.4%).

Housing Availability

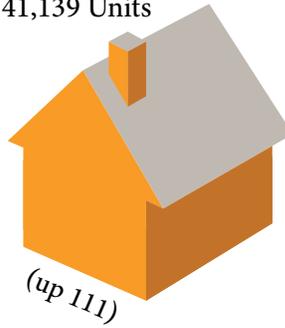
REDC uses the American Community Survey 5-year data for reporting on housing stock estimates. Table B-1 of the Appendix lists housing estimates for 2019 through 2021.

2021 Distribution of Housing Units In Each Region Source: 5-year ACS estimates, U.S. Census Bureau

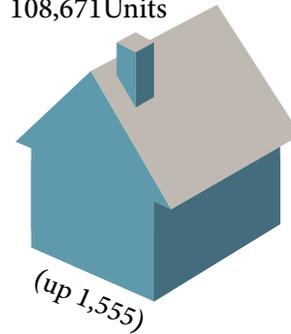
CEDS Eastern Subregion
51,428 Units



CEDS Central Subregion
41,139 Units



CEDS Western Subregion
108,671 Units



Between 2020 and 2021, New Hampshire experienced a net loss in total housing units. Fewer units, along with low rental vacancy rates, low for-purchase housing supply, and record high prices suggests that new growth is not keeping up with demand. According to the Rockingham Planning Commission 2023 Regional Housing Needs Assessment, the RPC region is predicted to need an additional 14,563 housing units by 2040 to fulfill the projected demand and achieve a balanced housing market.

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. 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.

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. Sales data from 2022 for all counties in the state is presented in Table B-4 of the Appendix, and individual community data for the REDC CEDS region is presented in Table B-5. As in the past several years, housing prices generally increased from 2021 to 2022.

Average Sales Price of a Home in 2022 Source: NH HFA

Hillsborough County
\$415,000



(one year increase 11%)

Rockingham County
\$501,266



(one year increase 11%)

New Hampshire
\$400,000



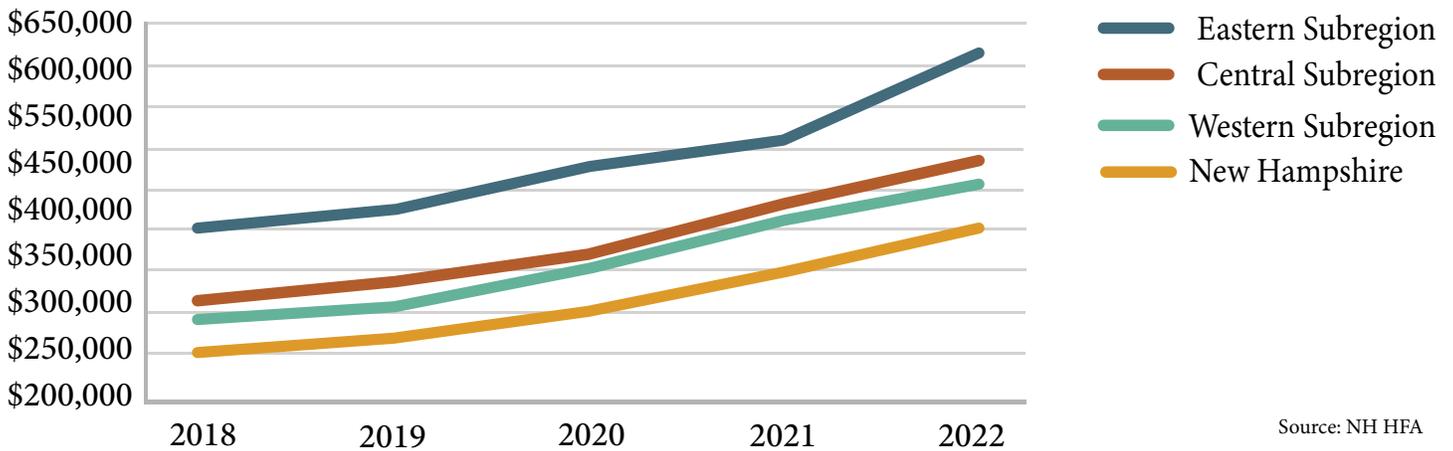
(one year increase 14%)

In 2022, the average sales price of all homes was up in every NH county. Although the highest average sale prices are in Hillsborough and Rockingham counties, all but Cheshire County had larger year-over-year percent increases in prices, with the largest found in Coos County, up 22% in 2022.

When looking at the towns and cities that comprise the CEDS region, the median transaction price for all homes in the region was \$498,036, up nearly 13% from 2021. In 2022, the highest median price

for all sales was recorded in the town of New Castle at \$2,050,000 which saw 16 total transactions. During the same period, the lowest median sale price was in the town of Northwood at \$375,000 with 61 total transactions. 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.

Average Purchase Price for a Home 2018-2022



Despite the continuing increase in prices, sales were generally up in 2022. Within the CEDS region, most home sales (55%) were made in the Western subregion, where the population is most dense. The Western subregion had the greatest number of sales (3,837), followed by the Central (1,595), and Eastern (1,571) subregions.

Housing Rental Prices

In addition to housing sales data, 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. The data for the CEDS region is summarized below, with the full data set located in Table B-8 in the Appendix.

NH HFA Average Monthly Rental Prices

Town/Area	2022
CEDS Eastern Subregion	\$1,607
CEDS Central Subregion	\$1,636
CEDS Western Subregion	\$1,826
REDC CEDS Region	\$1,607
Hillsborough County	\$1,658
Rockingham County	\$1,578
State of NH	\$1,510

Source: Data Source: NH HFA, 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.

According to New Hampshire Housing’s 2022 Residential Rental Cost Survey, rising rental costs and low vacancy rates continued to be the trend for most of the state. The statewide average monthly rent increased from \$1,373 to \$1,510 between 2021 and 2022. Hillsborough and Rockingham counties continue to be among the most expensive counties in the state. Supply continues to be a problem across the state with vacancy rates below 1%.

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. Table B-7 of the Appendix lists the foreclosure data in a town-by-town format.

Employment and Wages

Note: the most current available data is used in this section; however, the bulk of the data was generated during the pandemic. The *Regional Economy* section has a more complete picture of the region’s current economic situation.

Hillsborough and Rockingham counties continued to be the hub of employment for the state of New Hampshire during 2021. In the second year of the pandemic, the two counties provided 53% of the

state’s total employment. Overall, the state gained 3,206 places of employment and 23,536 jobs, with 538 places of employment and 9,463 jobs coming from Hillsborough and Rockingham counties. 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 2021, the latest available from the Labor Market Information Bureau of the NH Department of Employment Security.

Top Industries Based on Employment in 2021

Hillsborough County



Health Care and Social Assistance
29,388 jobs (15% of jobs in county)



Retail Trade
26,163 jobs

Rockingham County



Retail Trade
24,236 jobs (16% of jobs in county)



Health Care and Social Assistance
16,667 jobs

Top Industries Based on Average Weekly Wage in 2021

Hillsborough County



Finance and Insurance
\$2,794/week



Professional and Technical Services
\$2,282/week

Rockingham County



Management of Companies/Enterprises
\$2,875/week



Utilities
\$2,708/week

Source: NH Economic and Labor Market Information Bureau

Tables C-3 and C-5 in the Appendix looks at similar data for establishments (places of employment), employment, and wages, but at the local level rather than by industry class, for the most current two years of data (2020-2021). A summary of that information for the region, counties, and state is provided in the table below.

Annual Employment and Wages

Town/Area	2020			2021		
	Places of Employment	Avg. Annual Employment	Average Weekly Wage	Places of Employment	Avg. Annual Employment	Average Weekly Wage
CEDS Eastern Subregion	4,884	71,802	\$1,137	4,986	74,056	\$1,228
CEDS Central Subregion	2,257	24,130	\$962	2,348	25,217	\$1,002
CEDS Western Subregion	7,577	125,956	\$1,273	7,778	130,313	\$1,316
REDC CEDS Region	14,718	221,888	\$1,095	15,112	229,586	\$1,155
Hillsborough County	11,276	192,746	\$1,350	11,510	196,932	\$1,407
Rockingham County	10,294	141,876	\$1,204	10,598	147,153	\$1,267
New Hampshire	48,912	624,442	\$1,247	52,118	647,978	\$1,387

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.

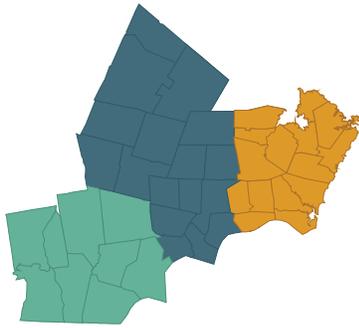
Looking at the annual changes from 2020 to 2021, employers, employment, and wages increased across the region and state, indicating economic recovery in the second year of the pandemic. While the number of establishments and average weekly wages in 2021 exceeded that of 2019, the number of employees remained below the 2019 pre-pandemic levels.

Although the CEDS region fairs well in terms of employment and wages, the region earns less than the state based on the average weekly wages. At \$1,155/week, the REDC CEDS region's average weekly wage is approximately 17% less than the state average.

Unemployment Rates and Trends

Table C-4 in the Appendix includes town-by-town annual unemployment data from 2012 through 2022. 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. Rates have now returned to the pre-pandemic levels.

2022 Unemployment Rates (Rates not seasonally adjusted)



CEDS REGION 2.6%
(DOWN 0.8%)



NH 2.5%
(DOWN 0.9%)



U.S. 3.6%
(DOWN 1.7%)

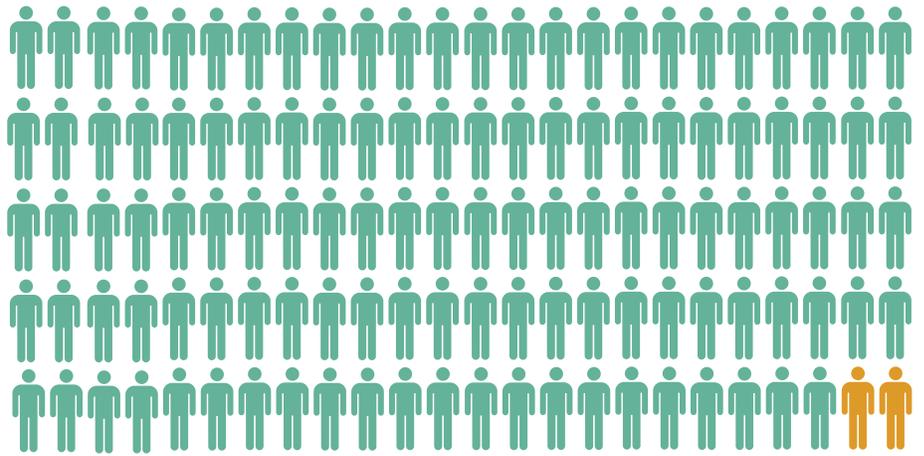
Source: NH Department of Employment Security

Within the CEDS region, the lowest unemployment rate was in the Eastern subregion (2.4%), followed by the Central (2.6%) and Western (2.7%) subregions. The largest annual decrease in the unemployment rate from 2021 to 2022 was in the Western subregion, which was down 1% for the year. The towns with the lowest unemployment rate were Newington and Rye, at 1.8% in 2022. At 3.6%, and matching the U.S. rate, the highest unemployment rate in 2022 was in Plaistow.

Labor Force

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.

2022 Labor Force in Hillsborough and Rockingham Counties



TOTAL LABOR FORCE 429,960

HAVE A JOB
418,850 (97.4%)

UNEMPLOYED
11,110 (2.6%)

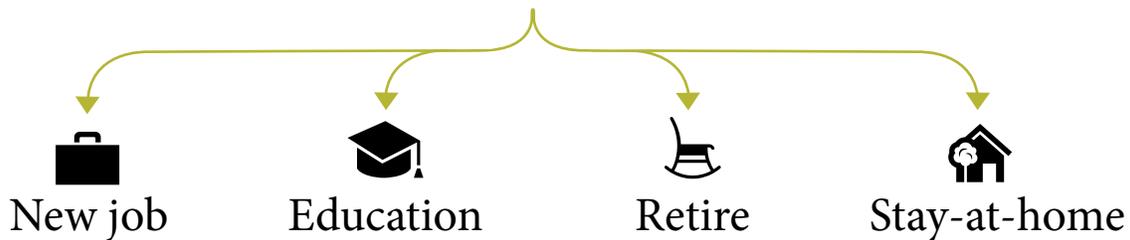
Source: NH Department of Employment Security

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 below pre-pandemic levels in the region, state, and New England area. Looking at Hillsborough and Rockingham counties, 3,846 workers joined the labor force between 2021 to 2022; however, there are 1,410 fewer people in the labor force when compared to 2019 levels.

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, 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. However, 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, about 50.5 million people quit their jobs in 2022 in the U.S., besting the prior record set in 2021 (U.S. Bureau of Labor Statistics, reported by CNBC February 1, 2023). Although most people quit to take new jobs, some do not return to the workforce. Job switching is fueled by ample job prospects, higher wages, and flexible work schedules.

Across the U.S. 50.5 million quit their job in 2022.



Income and Poverty

Note: the most current available data is used in this section; however, the bulk of the data was generated during the pandemic. The Regional Economy section has a more complete picture of the region's current economic situation.

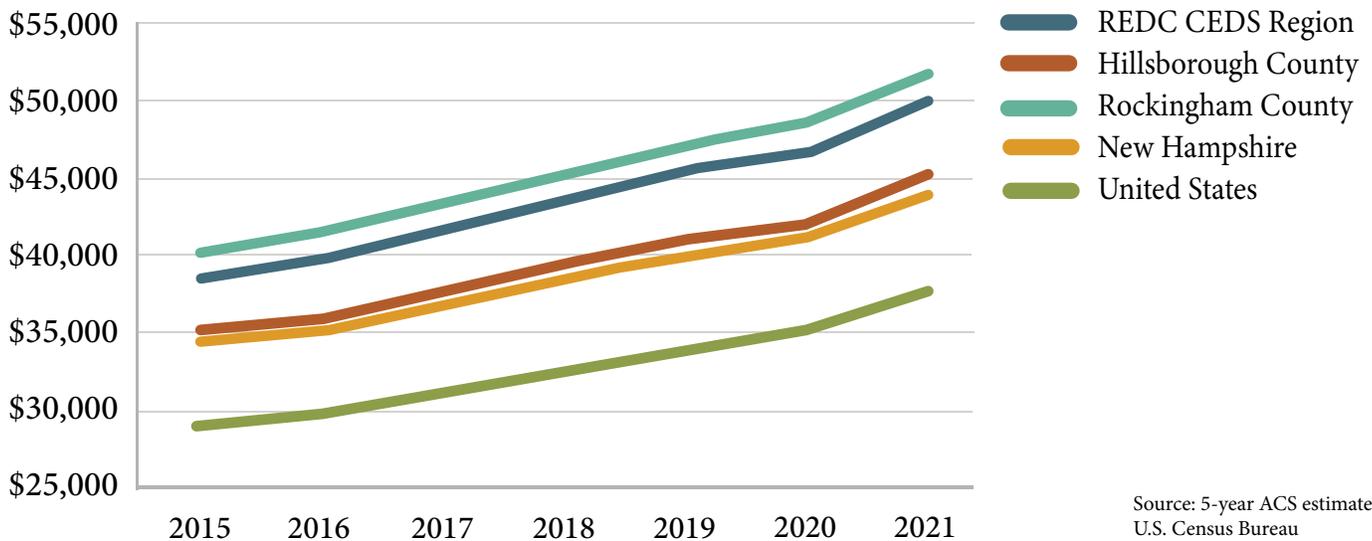
The ACS collects data regarding income and poverty, and categorizes it by factors such as ethnicity, gender, age, family type, etc. For the purposes of the annual CEDS updates, REDC narrowed down the scope of data to look solely at the per capita income, since this is the factor that is often used in 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 under the age of 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 2016 through 2021 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.

CEDS REGION 2021 PER CAPITA INCOME \$49,799 UP 6.7% FROM 2020

2021 Per Capita Income



The entire region experienced over 6% year-over-year increases in per capita income. Within the region, the highest per capita incomes were found in the Eastern subregion, with an average of \$59,526 per person for 2021. The Western subregion had an average PCI of \$47,145 and the Central subregion had an average PCI of \$46,868 in 2021.

Although per capita incomes continued to increase across the region and state from 2020 to 2021, poverty levels remained fairly flat. A summary of the poverty levels for our region, state, and U.S. is listed below. 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.

2021 Poverty Rates

Area	Poverty Rate
REDC CEDS Region	5.2%
Hillsborough County	7.2%
Rockingham County	4.9%
State of NH	7.4%
United States	12.6%

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

THE REGIONAL ECONOMY

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

New Hampshire Overview

2022: A Return to Peak Employment in the Face of Economic Uncertainty

This past year ushered in a return to peak employment for the New Hampshire economy. 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, were fully recovered through 2022. By the end of 2022, NH exceeded pre-pandemic peak employment, recovering all of the jobs lost in the first half of 2020 and adding 12,100 jobs to the economy beyond that.

Though sentiment regarding the strength of the U.S. and NH economies coming out of 2022 was positive, there are still major uncertainties, at both the national and state level, about the economic outlook for the near-term future. At the national level, rising interest rates induced by the U.S. Federal Reserve could make it more expensive for businesses to borrow money and could lead to decreased consumer spending, which could slow down economic growth. Additionally, inflationary pressures are a key factor that could affect the health of the NH economy. Inflation has been rising at an accelerated pace, driven by supply chain disruptions, labor shortages, and increased demand for goods and services as the economy continues to recover. These pressures have led to higher prices for consumers and businesses, which could dampen spending and slow down economic growth. Additionally, the Federal Reserve has taken action to combat inflation through tighter monetary policy and higher interest rates, posing additional concerns for the state economy.

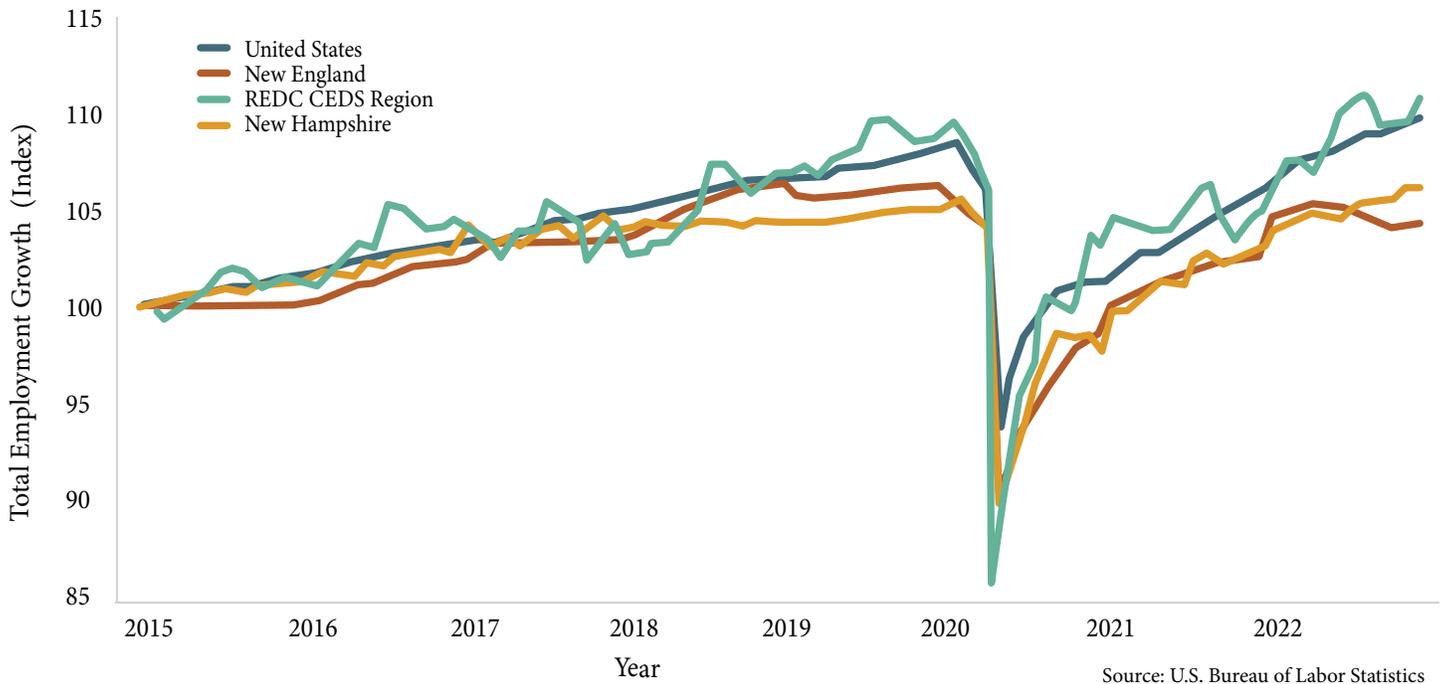
At the state level, a return to historically low unemployment in the state, though seen as a

positive for those seeking work, puts additional constraints on growth as New Hampshire is facing a shortage of skilled workers in key industries such as healthcare, manufacturing, and technology. This could hinder economic growth and lead to increased wage pressures as businesses compete for workers. Additionally, housing affordability remains a concern across the state. The strong housing market in New Hampshire has been a boon to the state's economy, but rising home prices and rental rates have made it more difficult for residents to afford housing. This could lead to decreased consumer spending and could make it harder for businesses to attract and retain workers. Therefore, as the state continues to recover from the past two years, access to a skilled workforce, rising interest rates, and rising prices for all goods will continue to shape deeper, structural changes within the economy.

NH Economy in 2022: Continued Recovery in the Face of Economic Uncertainty

Figure 1 highlights how the regional (REDC CEDS, comprised of Rockingham County and five communities in Hillsborough County), 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 similar growth to the U.S. through 2022. 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.

Figure 1: Change in Total Employment (Index; 2015 = 100)



Additionally, Figure 1 also highlights the continued recovery across the state through 2022. Through the year, the state added 21,600 jobs, representing growth of 3.2% over the period with the REDC CEDS region accounting for all of that growth, adding 23,095 jobs (5.7%) over the same period. In the three year period since the onset of the pandemic, the U.S., NH, and REDC CEDS region have recovered 110%, 106%, and 106% of the jobs lost in the first four months of 2020, respectively.

As Figure 2 indicates, the private sector in New Hampshire has been the driver of employment growth over this extended period, though the public sector experienced a relatively strong recovery through 2022, growing at 3.0% (2,500 jobs), compared to the private sector, which grew at a rate of 3.2% (19,100 jobs).

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

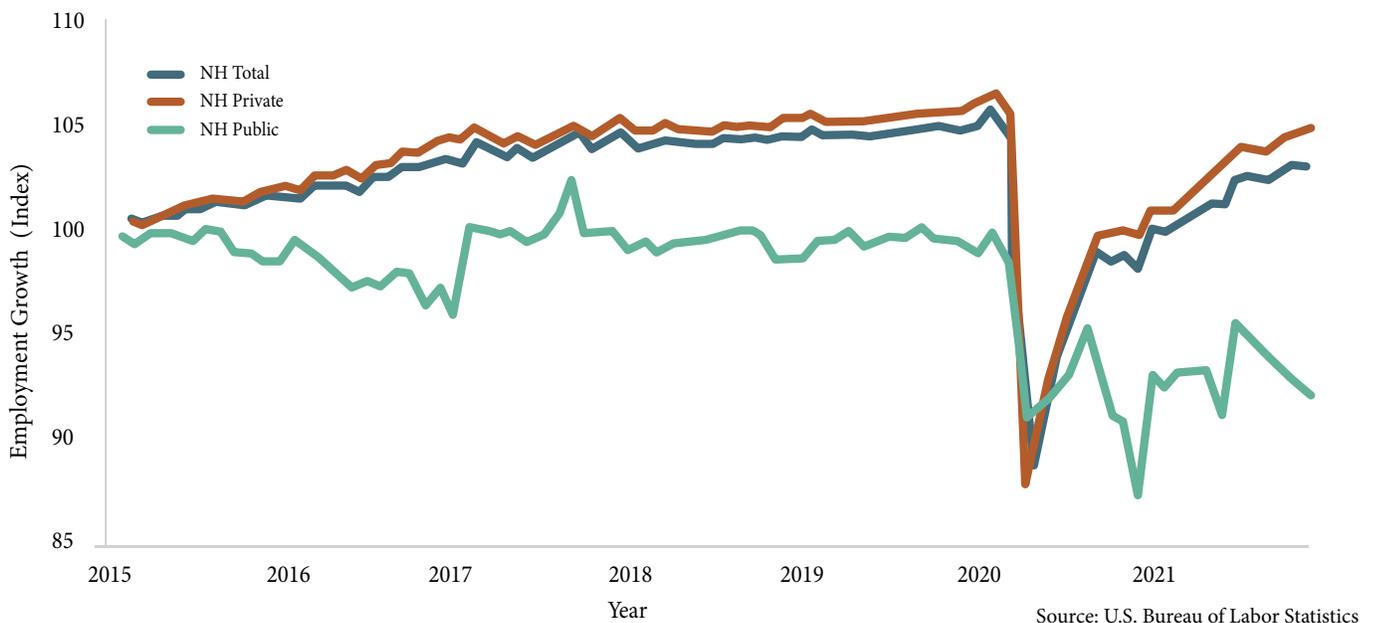
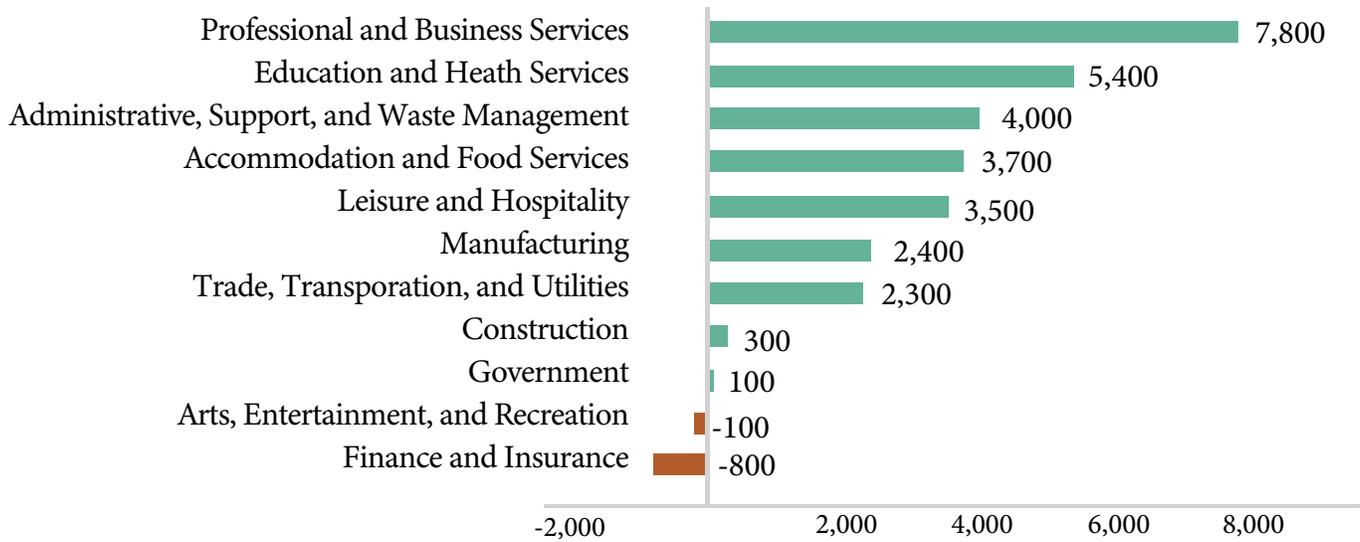


Figure 3: Year-Over-Year Private Sector Job Growth for New Hampshire (2022)



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

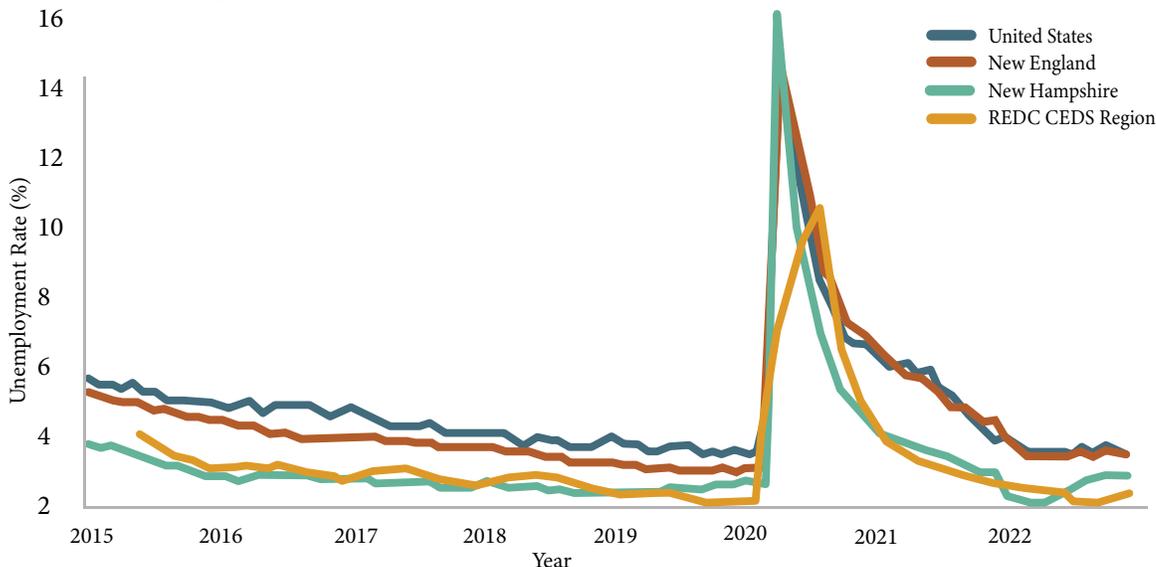
Employment by Industry

As Figure 3 shows, in New Hampshire all but two industries (Arts/Entertainment and Finance/Insurance) experienced continued employment gains over 2022. The largest gains in employment were experienced across three industries: Professional and Business Services, which added 7,800 jobs over the period; Education and Health Services, adding 5,400 jobs; and finally Administrative, Support, and Waste Management, gaining 4,000 jobs during the same time. Together, these three sectors accounted for 78.5% 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 one to two 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.

Figure 4: Unemployment Rate (2007-2021)¹



Source: U.S. Bureau of Labor Statistics

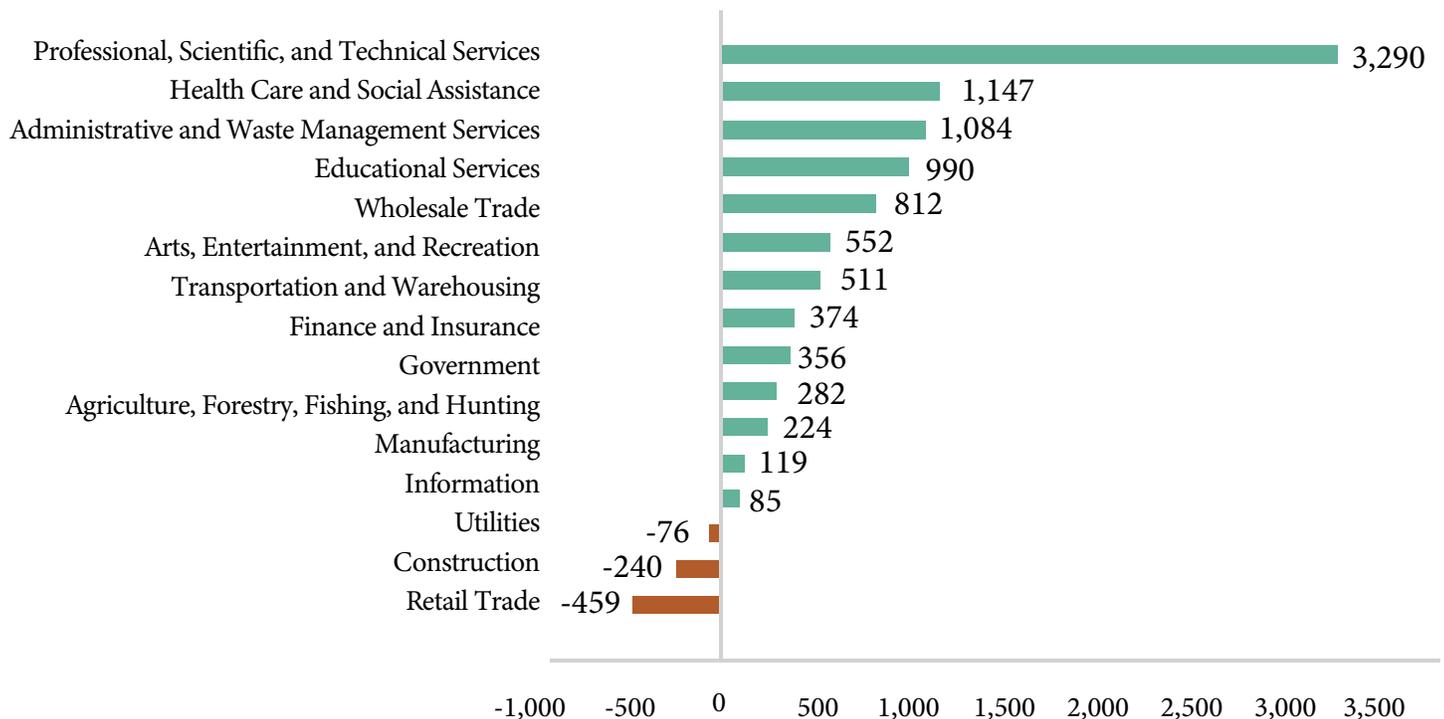
¹ Seasonally-adjusted data was not available for REDC CEDS region because of a change in BLS methodology. REDC CEDS region data was smoothed using a sixth order polynomial smoothing function.

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, eventually falling back to pre-pandemic levels in January 2022. Throughout the second half of 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 2022, the unemployment rate in the state and region had fallen to 2.9% and 2.5% respectively, indicating very strong labor market conditions across the state and region.

NH Outlook: Employment Projections through 2024

Though longer-term structural impacts of the COVID-19 pandemic are still somewhat uncertain, the industries that were most immediately affected by the lockdown measures within the state experienced full recoveries through 2022. Looking forward through 2024, the industries within New Hampshire that are expected to grow the most are Professional, Scientific, and Technical Services (3,290 jobs) which represents the largest increase in any industry over the period, followed by Health Care and Social Assistance (1,147 jobs), Administrative and Waste Management Services (1,084 jobs), Educational Services (990 jobs), and Wholesale Trade (812 jobs). See Figure 5.

Figure 5. NH Employment Projections (2022-2024), by Industry



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

REDC CEDS Region Economy

NH and REDC CEDS Regional Economies Exceed Pre-Pandemic Peak Employment

There are historically substantial differences in growth rates in regions across New Hampshire. The REDC CEDS region, has experienced a stronger job growth than New Hampshire over the past several years.

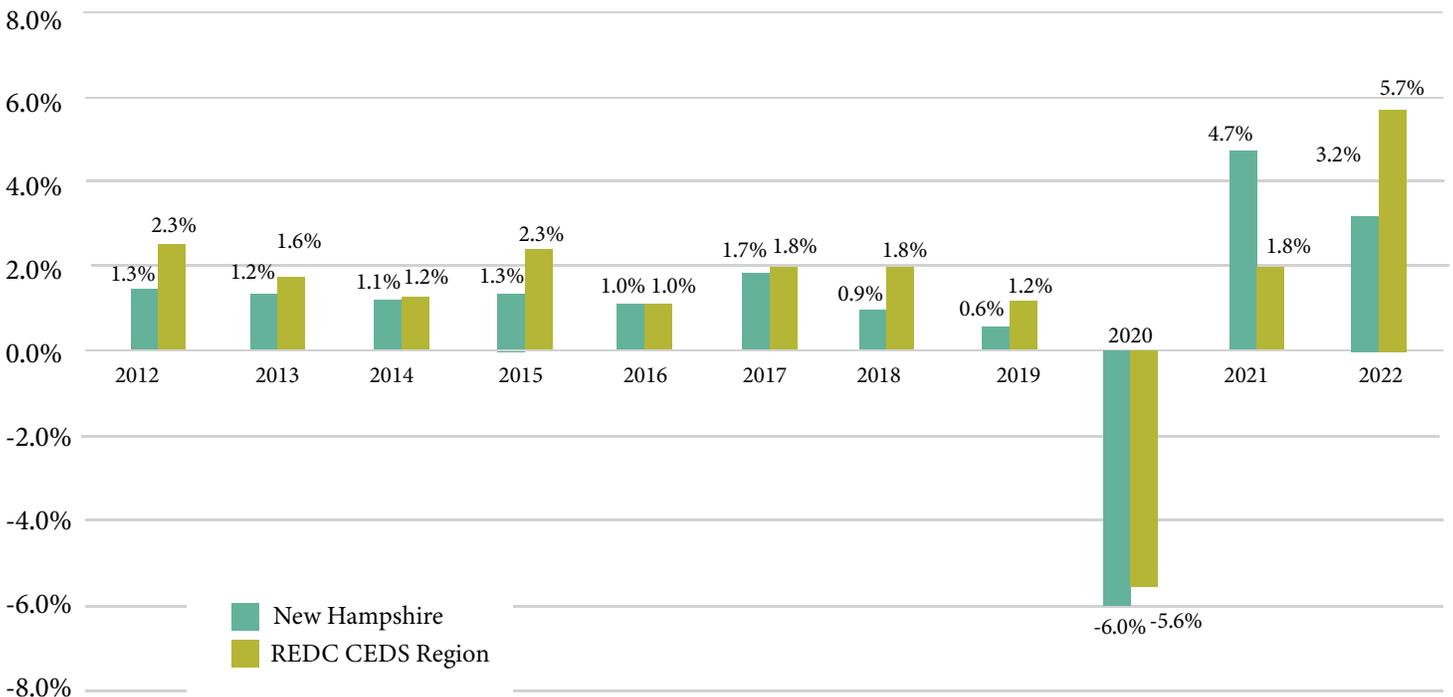
Figure 6 highlights private sector job growth trends in the REDC CEDS region. The region has experienced consistently stronger job growth than NH over the ten-year period from 2012 through 2022 and lost a smaller percentage of jobs through 2020 (5.6% as opposed to the 6.0% employment loss in the state overall).

Though the REDC CEDS region recovered at a slower pace than the state through 2021, 2022

brought rapid recovery and growth trends similar to those prior to the onset of the pandemic. Specifically, New Hampshire experienced job growth of 3.2% over 2022, whereas the REDC CEDS region experienced almost double that job growth during the same period (5.7%). Both NH and the REDC CEDS region are currently at employment levels beyond their pre-pandemic peak employment.

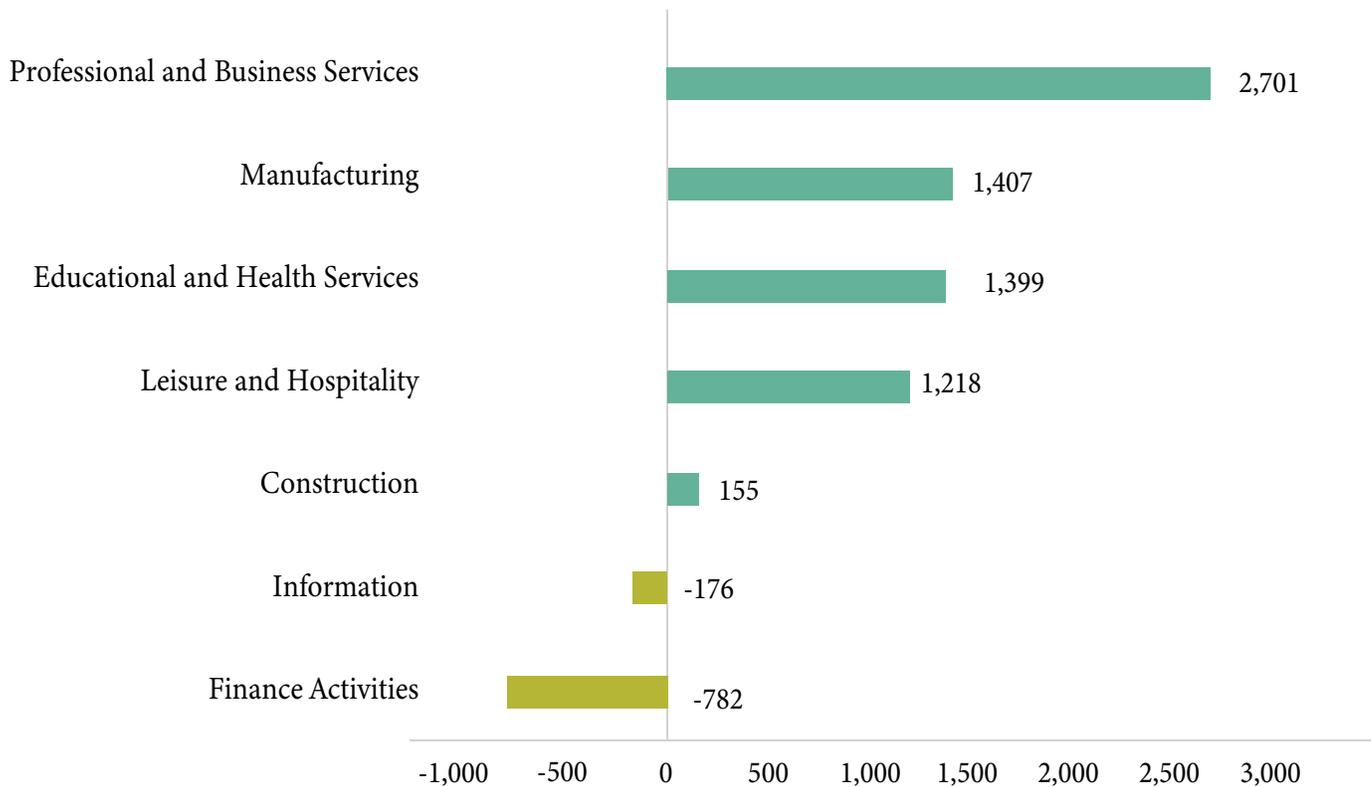
As Figure 7 highlights, the largest gains in private-sector employment over the region during 2022 were in Professional and Business Services, gaining 2,701 jobs; Manufacturing, which added by 1,407 jobs; and Education and Health Services, adding 1,399 jobs over the period. Both the NH and the REDC CEDS 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 - 2022



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 – 2022²



Source: U.S. Bureau of Labor Statistics

² Due to data constraints, these data include employment through Q3 2022 and thus do not represent a full year of growth.

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 economies through 2022, though U.S., state, and regional economies continued to expand rapidly over the year, recovering and exceeding all of the losses experienced during the first half of 2020. With the far-reaching effects of the pandemic, the overall impact on the NH and REDC CEDS regional economy was short, though quite severe. This was reflected by the steep economic decline in the second quarter of 2020 followed by an immediate period of recovery.

The leading determining factors for continued success of the NH and REDC CEDS region outlook are: (1) interest rate and inflationary pressures at the national levels, and (2) workforce and housing affordability pressures at the state level. The main deterrent to continued REDC CEDS regional growth is the historically tight labor market, which could prove as a deterrent for businesses desiring to move to (or expand within) the area, and low housing affordability, which could deter residents from moving to and seeking employment in the state and region.

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

State Response

Significant, historic federal aid provided key resources to support New Hampshire's people, economy, and public services through the pandemic. In April 2020, Governor Sununu established the Governor's Office for Emergency Relief and Recovery (GOFERR) to oversee the deployment of the State's appropriation under the Coronavirus Relief Fund of the Coronavirus Aid, Relief, and Economic Security Act (CARES Act). GOFERR created 24 programs to manage distribution of CARES Act 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-19 related expenses.

GOFERR has continued administering the State's allocation of the American Rescue Plan Act (ARPA) State Fiscal Recovery Fund (SFRF). The State is using SFRF for two primary purposes: addressing immediate, short-term needs of communities and the economy, and supporting long-term strategies that focus on one-time investments to ensure the funds provide benefits beyond the short-term. Projects funded to date include state and municipal infrastructure; housing support; childcare stabilization; mental health; behavioral health; substance abuse; IT infrastructure; public safety; youth services; veteran services; and COVID-19 direct response. Going forward, the State plans to fund initiatives in line with these purposes, with a particular investment in programs serving vulnerable populations and those disproportionately impacted by COVID-19, including Emergency Rental Assistance, the Homeowners Assistance Fund, and the Capital Projects Fund for expanding high-speed broadband. An accounting of fund distribution is available at GOFERR, www.goferr.nh.gov.

Additional federal funding is coming to the state in various forms, from four additional new major

federal statutes: the Infrastructure Investment and Jobs Act, Bipartisan Safer Communities Act, Inflation Reduction Act, and the Consolidated Appropriations Act of 2023.

Regional Response

Local government and businesses across the region continue to adapt and innovate in response to the pandemic, often working together to implement solutions designed to support local businesses. Municipalities and counties were the beneficiaries of a significant influx of federal funds via ARPA, with the amount of funding tied solely to population size. ARPA provided municipalities of all sizes flexible, extensive grant funding, a first for many of the small communities in the region. Funds were distributed in two equal allocations. Expenditures must be incurred by the end of 2024 and spent by the end of 2026. Projects must be intended to address the economic effects of the COVID-19 pandemic. This includes the costs of mitigating the impact of COVID-19 itself, such as premium pay and lost revenues, as well as addressing the consequent economic disruption and hardship fallen on individuals, households, businesses, and local governments, with an emphasis on those communities disproportionately affected. Spending areas include infrastructure, community aid, housing, public health, economic and workforce development, and public safety.

Many municipalities established subcommittees comprised of department heads and representatives of non-government organizations working in their communities to identify ARPA funded projects. The National League of Cities estimates that over 75% of ARPA funds are being used for infrastructure projects. The city of Portsmouth will use ARPA funds for projects ranging from sidewalk reconstruction to development of a climate action plan. Salem will use funds to design a new police station, and Exeter will use funds to replace water and sewer pump stations. Hampton will use funds to develop an asset management program for the wastewater collection system, and Nashua will use funds to establish a housing trust fund and establish a disaster recovery site for data storage.

Interview: Jon Morgan, Chairman of Brentwood's Economic Development Committee

Earlier this spring, REDC talked with Brentwood Selectman Jon Morgan, who sits as the chairman of Brentwood's Economic Development Committee (EDC). We talked with him about the importance of an EDC in developing the local economy.



Jon Morgan, Chairman of Brentwood's Economic Development Committee.

REDC: Why did Brentwood decide to create an economic development committee?

Jon: I think with Brentwood in particular, we recognized that we had so many incredible opportunities for targeted development, particularly along State Route 125. There are site plans that are already reviewed and approved and shovel-ready. There's a lot of enthusiasm and excitement around development here in town, particularly around State Route 125. So, we wanted to harness that enthusiasm and focus the efforts on specific projects, getting those specific projects to completion.

REDC: What steps did Brentwood take to form their EDC?

Jon: The steps Brentwood took to form our EDC were done in cooperation with local professionals who knew economic development in this region. We identified professionals in specific areas like real estate, legal, data analysis, and folks who had a business background. We worked to get volunteers from the town and were incredibly successful. The members of the committee are appointed by the Select Board. [The EDC meets] twice a month to advance targeted efforts. The EDC in Brentwood is a subcommittee of the Planning Board, and as the chairperson of the Economic Development Committee, I bring those reports both to the Planning Board as well as to the Select Board.

REDC: In your opinion, why is it important for local communities to have their own EDC?

Jon: I think that it's incredibly important for local communities to have their own economic development committees because it's the local communities that know the challenges they are facing, particularly in terms of development. They know what the opportunities are. They also have the opportunity to work very closely with a broad cross section of stakeholders that are locally invested in the success of these programs. [In Brentwood,] we're able to develop a vision that is right for our town and execute those visions of how economic development will happen here in Brentwood.

REDC: Why is this work important to you?

Jon: I'm one of those stakeholders. I have one of those many visions of what is possible in Brentwood, and I love this community very much. I'm raising my family here, and my wife and I built our dream home here. We know how wonderful this the community is.

We celebrate the rural character along with the rest of the town, and that's one of the most important aspects of this town. Changes are going to happen, and we want to help bring that change into Brentwood with a plan, so it will be sustainable. We want to have a vision for what that change is going to look like so that we can help direct the change that supports the values and the community that we all celebrate so much here in Brentwood.

Note: More of this interview can be read on REDC's blog and watched in a video on our YouTube channel. Both will be linked at www.redc.com/ceds.

PRIORITY PROJECTS

Project Selection Criteria

Using the 2022 CEDS Priority Project List as the starting point for the 2023 List, REDC requested updates on existing projects from each project proponent starting in January 2023. In February, 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 March 22, 2023, meeting, and following the presentation, the Steering Committee voted to approve the changes.

2023 Priority Project List Updates

During the 2022-2023 planning cycle, two of the REDC CEDS Priority Projects were completed and removed from the list. There were no new projects added to the Priority Project List in 2023.

For detailed updates regarding each project, please refer to the Project Update Matrix, starting on page 52.

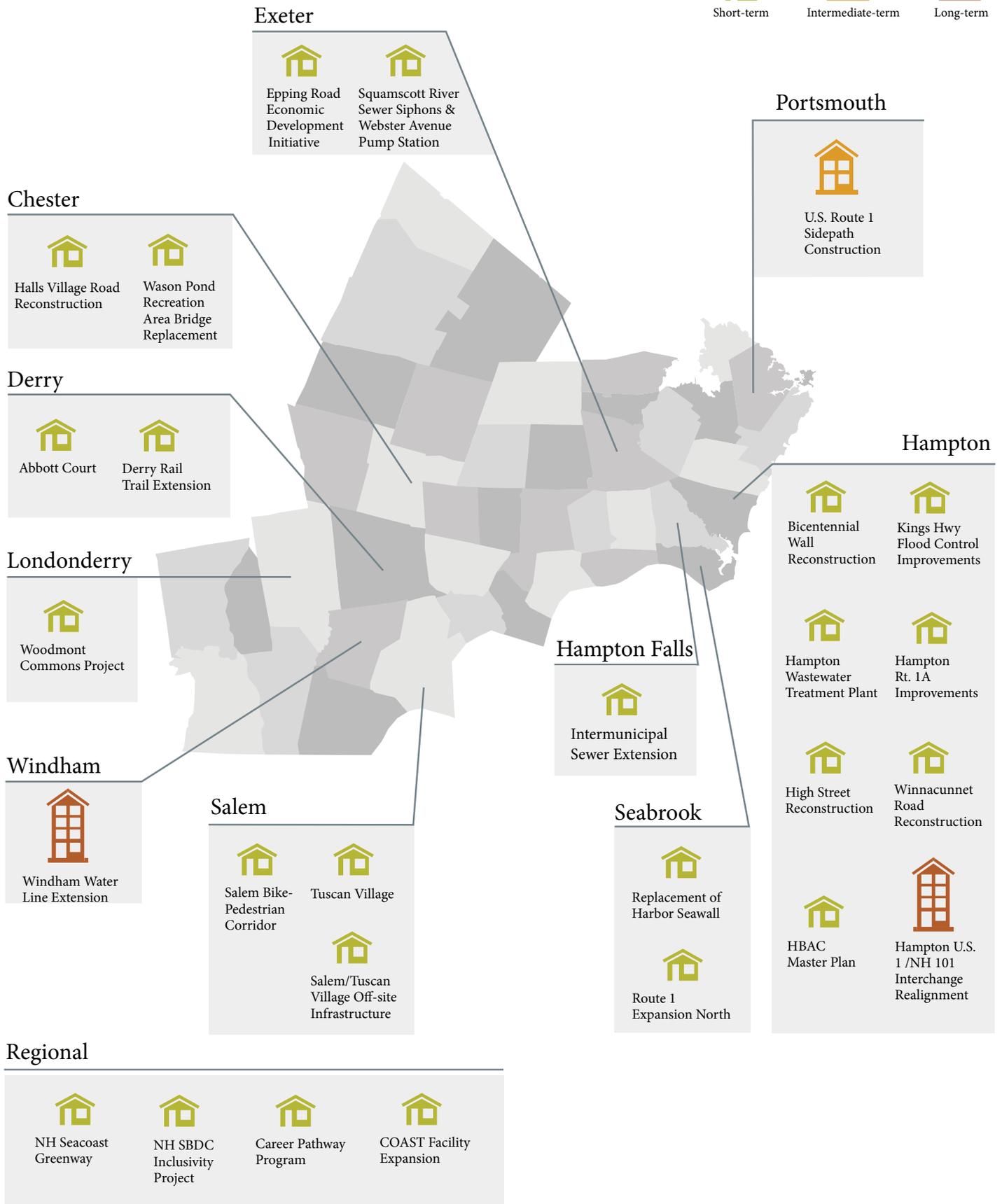
New Priority Projects

After extensive outreach, the Request for Proposal (RFP) process produced no new priority projects for the 2023 CEDS; however, we did receive leads on several upcoming projects that will be included in the 2024 CEDS update, should they come to fruition.



CEDS Steering Committee Meeting at Londonderry Town Hall, Londonderry, NH.

2023 Priority Project List Map by Location & Duration



2023 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 (HRV) 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: The engineering plan is being updated. New cost estimates were completed March 2023.

Goals: ID	Estimated Costs: Total cost: \$2,680,600	Estimated Jobs: 34 temporary jobs; retaining 14 for businesses on HVR	Funding Sources: Municipal
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CHESTER - Wason Pond Recreation Area Bridge Replacement

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 as well as 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, 3) construction.

UPDATE: Final design is underway. Updated construction costs completed in February 2023.

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: This project will create a new building for a cooperative/incubation business model for food service industry, business & career development office and meeting space, small commercial spaces, parking, and workforce housing.

UPDATE: Project obtained the five variances needed, which were appealed, and the town prevailed; town subsequently prevailed in a Superior Court suit brought forth by abutters, who have since settled with the town. Planning and design is underway, as is tenant identification. Financial models are being considered; and material and finance costs continue to be volatile.

Goals: ID, WF, H, SL	Estimated Costs: \$40+ million	Estimated Jobs: 25 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: No changes in the past 12 months.

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 Tax Increment Financing (TIF).

UPDATE: Project continues to move forward, with several private developments underway.

Goals: ID	Estimated Costs: \$4 - \$7 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 three 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: The siphon project has encountered unexpected issues. Exeter's engineering department is working on solutions. Project price projections have increased substantially. The original intent was to replace all three siphons; however, now the focus is on getting one through and then regrouping to figure out the timeline and funding for the other two. The pump station is currently being engineered.

Goals: ID	Estimated Costs: Phase 1 - Squamscott River Siphons \$3.36 million for the first; next two costs Unknown Phase 2 - Webster Ave Pump Station \$6.5 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: The town approved the funding for this project in March 2023.

Goals: ID, SL	Estimated Costs: \$ 3 million	Estimated Jobs: Unknown	Funding Sources: Municipal
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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 complete. Phase II is approved and under contract for design.

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, ARPA, SAG/SAG Plus
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HAMPTON - High Street Reconstruction

DESCRIPTION: Reconstruction of 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 was approved by voters in March 2022. Construction anticipated in 2023.

Goals: ID, SL	Estimated Costs: \$7,215,000	Estimated Jobs: N/A	Funding Sources: Municipal
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HAMPTON - Kings Highway Flood Control Improvements

DESCRIPTION: The project scope includes improving the drainage system on Greene Street, Gention 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: The town received \$2 million in NHDES/ARPA funding and the balance was approved by the town in March 2023. Final design, bid, and construction to begin in 2023.

Goals: ID, SL	Estimated Costs: \$2,800,000	Estimated Jobs: N/A	Funding Sources: CFRING Grant/ARPA, Municipal
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HAMPTON - Winnacunnet Road Reconstruction

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

UPDATE: Costs have increased. Anticipate putting the project on the 2025 Warrant for funding and approval.

Goals: ID, SL	Estimated Costs: \$11,859,000	Estimated Jobs: N/A	Funding Sources: TAP, CWSRF, 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: NH DOT project 40797 remains in the design phase, and is listed in the 2023-2032 Ten-Year Plan. NH DOT held a public meeting in February 2023 and received multiple comments on a draft plan. The funding identified in the TYP will not cover the costs for constructing the entire project.

Goals: ID	Estimated Costs: Phase 1: engineering & partial construction \$9.9 million Phase 2: construction \$52-70 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: GEI Consultants is finalizing a Resource Matrix and working with stakeholder groups. The HBAC Master Plan Subcommittee will work with GEI for public input and a final draft. The project is on schedule for June 30, 2023, completion.

Goals: ID, SL	Estimated Costs: \$40,000	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 is included in the 2023-2032 TYP, with an anticipated start date of 2028 (engineering and construction per TYP).

Goals: ID, SL	Estimated Costs: \$7.5 million (2028 dollars)	Estimated Jobs: Unknown	Funding Sources: Federal Highway Administration (FHWA)
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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: The town is working on a connection to the town of Seabrook to the south, through a private developer. The town has applied for a State Revolving Fund loan for engineering. The area has been classified as an Economic Revitalization Zone by the state.

Goals: ID, SL	Estimated Costs: Unknown	Estimated Jobs: Unknown	Funding Sources: Municipal, 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. Site work for a 240-unit independent living facility started. Derry Medical Center is almost complete and Enterprise Bank was completed in 2022. Improvements to Route 102/Nashua Road were completed. Exit 4A has started construction, which will provide additional access to the east side of Woodmont Commons. A 246-unit multifamily residential development consisting of 11 buildings has submitted an application and is currently under review.

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-way. 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. Because of the corridor project and DOT involvement, final costs may be more than the city portion.

UPDATE: Additional public hearings were held in 2022. NH DOT continues to finalize the plans and work on the NEPA assessment. The project is included in the CIP, 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
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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 two miles (approx.) 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: Work on Phases IV - VI is underway.

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: Work continues on both sections of the village. An additional 600 residential units have been added this year, as well as an entertainment feature and concert venue. There is a hotel, additional restaurants, bars, apartments, and retail scheduled to open in 2023.

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 Rt. 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 appx. 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: Permitting was finalized in 2022. The project was put out to bid, with R.S. Audley being the winning firm. Work started in January 2023 and is scheduled to be completed by Summer 2023.

Goals: ID, SL	Estimated Costs: \$1.8 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: No changes in the past 12 months.

Goals: ID	Estimated Costs: \$5.2 million	Estimated Jobs: Unknown	Funding Sources: NH DOT 50%, Municipal 50% (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 extending the public water system, followed by implementation of recommendations as funding becomes available.

UPDATE: In 2022, a water line under Rt. 28 and a portion of Rt. 111 became active. This is part of the regional project bringing water from Lake Masabesic to Manchester, Salem, Windham, and other municipalities. To date, 24 connections have been made in town. Further work needs to be done to deliver water to both commercial and residential properties.

Goals: ID, SL	Estimated Costs: \$9.5 million	Estimated Jobs: Unknown	Funding Sources: Grants, Municipal, TIF District, Private Investment
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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: There were 18 students enrolled for Fall 2022, and 40 (maximum number) enrolled for Spring 2023. The program is working with students who have expressed an interest in furthering their training. The program received an additional \$2,000 from the Seacoast Collaborative Economic Development Region (CEDR) for student scholarships.

Goals: WF	Estimated Costs: \$342,550 + \$2,000 for scholarships.	Estimated Jobs: Unknown	Funding Sources: State GOFERR Program funds; NH BEA/ Seacoast CEDR
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SEACOAST REGION / COAST - COAST Facility Expansion

DESCRIPTION: The Cooperative Alliance for Seacoast Transportation 's (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: The project was awarded \$14.1 million in funding from the Federal Transit Administration (FTA), a Congressionally Directed Spending (CDS) request via Senator Shaheen's office, and CDFA tax credits. The project is nearing 60% design and permitting has started. The project is scheduled for bid in the fall 2023 and construction in 2024.

Goals: ID, WF, SL	Estimated Costs: \$17.2 million	Estimated Jobs: Unknown	Funding Sources: FTA Section 5339 grant program, State transit capital match program, CDFA 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: The construction contract for Phase 1A (8.0 miles from Barberry Lane in Portsmouth to the North Hampton/Hampton town line) was awarded in December 2022 to F.L. Merrill Construction. Design for the remaining 1.6 miles of phase 1B from the Hampton/North Hampton town line to Drakeside Road is anticipated to advertise in winter 2023/2024. Both phases are anticipated to complete construction by late 2024. The corridor communities of Portsmouth, North Hampton, and Hampton are working with RPC and the National Park Service Rivers, Trails and Conservation Assistance Program to design trailhead facilities to be in place for a fall 2024 trail opening. Phase II in Seabrook is programmed in the NH DOT Ten-Year Plan (\$1.38 million) 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. Phase 3 through Hampton Falls and southern Hampton was added to the Ten-Year Plan (\$5.4 million) for construction in 2032. The nonprofit NH Seacoast Greenway Alliance (NHSGA) was incorporated in 2022 and will work with communities to develop funding, recruit and trail volunteers for trail maintenance, and promote the trail once completed. The project remains a priority on the Metropolitan Planning Organization Long Range Transportation Plan.

Goals: ID, SL	Estimated Costs: Hampton-Portsmouth: \$6.8 million Seabrook-Hampton: \$6.8 million	Estimated Jobs: Unknown	Funding Sources: CMAQ, STBG, TAP, Private Sector
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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 goal of the program is to cultivate new and existing businesses, create jobs, and provide enhanced opportunities for underserved minorities and new Americans.

UPDATE: In 2021, the NH SBDC became a statewide spoke in the NH CDEA's Community Navigator Pilot Project. Funding through this grant, scheduled to end in late 2023, has allowed the NH SBDC to retain staffing and dedicate a full-time business advisor to assisting business owners of colors. In 2022, the SBDC focused outreach and program efforts in Southern NH communities with a goal of serving even more black, indigenous, and people of color (BIPOC) and New American businesses through individualized business advising and education. They are working with two Community Navigator liaisons to enhance partnerships with community leaders and build authentic relationships with BIPOC clients. Liaisons provide ongoing engagement with people of color interested in starting or growing a business and help SBDC connect with organizations and community leaders who are excited to partner with SBDC and spread the word about services. SBDC's enhanced marketing, communication, and education efforts include translation services for clients, postcards in several languages, and a dedicated webpage. They have a focus on diversity, equity, and inclusion (DEI) training for staff and NH small businesses through live online workshops and two free eCourses about incorporating DEI in small businesses.

Goals: WF	Estimated Costs: \$280,000	Estimated Jobs: 1 job retained	Funding Sources: SBA Funds, SBA Community Navigator Pilot Project, CARES Act
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Removed from List

HAMPTON - Hampton Comprehensive Master Plan Update

DESCRIPTION: A comprehensive update to the Hampton Master Plan in two phases. Phase 1 involves the Vision and Coastal Management Components. Phase 2 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: The Master Plan was adopted following a public hearing held on February 15, 2023. An Implementation Committee is being formed and will monitor progress towards the outlined goals of the plan. This project is complete.

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, 100% of the loan funds have been drawn down, and the federal investment is closed out. The project is complete.

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.

EVALUATION

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 2023 fiscal year grant award, that includes:

- 1) Complete the 2023 CEDS update, the third 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 2023 CEDS Update will be submitted to the EDA by June 30, 2023.
- 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. Update the 2022 REDC Resiliency and Recovery plan as needed.

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 closed on, for our highest dollar amount ever, at \$3.7 million. These loans have the potential to bring a total leveraged value of over \$66 million into southern New Hampshire's job economy, creating and/or retaining 330 jobs. The approved loans will help fund businesses in a variety of industries, including construction, health and wellness, storage, commercial photography, animal care, and food service.



Tuyet Nguyen, a new American from Vietnam, received a loan to open Zen Behavioral Health Clinic, a new behavioral health clinic in Merrimack, NH.

Action Plan Items and Objectives

There were no new projects added to this year's Priority Project list.

During the 2022-2023 planning cycle, two Priority Projects were completed:

- Hampton Comprehensive Master Plan Update located in Hampton: the plan was adopted by the town in February 2023.
- REDC EDA Revolving Loan Fund, Region-wide: 100% of the loan funds have been drawn down, and the federal investment is closed out.

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.
- Bicentennial Wall Reconstruction, Hampton: the town voted to approve funding for the project.
- Hampton Wastewater Treatment Plant, Hampton: Phase 1 is complete, Phase 2 is funded and in design.
- Kings Highway Flood Control, Hampton: the town received \$2 million in ARPA funds, with the balance of funding approved by town meeting vote.
- Hampton Beach Area Master Plan, Hampton: the project is in the final stages, with a scheduled finish of June 2023.
- Seabrook Seawall Reconstruction, Seabrook: the project is under construction, with a scheduled finish in May 2023.
- Career Pathway Program, Seacoast/Manchester: the fully-funded project reached a maximum enrollment of 40 students in the Spring 2023 semester.
- COAST Facility Expansion, Seacoast: The project was awarded over \$14 million in funding and is in the design phase, with anticipated bidding in the fall.

This section also reviews the Plan of Action items acted on over the past 12 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 2022 CEDS Update; working on the 2023 CEDS Update, which will be submitted to the EDA by its June 30, 2023 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. In January 2023, the Steering Committee met in Londonderry, and following the meeting, the committee and public were invited to tour Woodmont Commons, a CEDS Priority Project.

Promote economic development and opportunities

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 hosted, participated in, or attended the following events:

- Plan NH Solar Conference
- UNH DEI Conference
- SBA Awards – Microlender of the Year recipient
- BOB awards – Award Winner
- Seacoast Economic Development Stakeholders Group (bi-weekly)
- NH Commercial Investment Board of Realtors (weekly)
- Business Translons Forum Hannah Grimes Center

REDC’s business advisors provided technical assistance to 270 individuals and/or businesses. REDC is successfully operating the SBA Community Navigator Pilot Program, which helps support critical relationships and businesses. During the past 12 months, REDC provided support to 60



The SBA New Hampshire District Office recognized leading leaders in a ceremony in Concord on December 8th, and named REDC the Microlender of the Year. REDC Business Advisors Kerri Salls and Diane Lewis accepted the award for REDC at the ceremony.

clients under the Community Navigator program. Additionally, REDC is the Hub for Kiva loans in New Hampshire. There were 50 loan applicants between April 2022 and March 2023. We provided coaching to 28 applicants to assist them with their application, provided information about the loan process, and/or provided business management coaching. Five of these loans were 100% funded during this time.

The Business Training Center has been up and running for several years, and REDC continues to expand the education and training opportunities we offer. During the past 12 months, REDC held business startup classes and workshops, however, due to the pandemic, in-person meetings and office hours were reduced. Additionally, REDC hosts other groups, such as the SBA, whose purpose aligns with any one of our CEDS goals to use the training center free of charge.

REDC was awarded a \$1 million RLF grant in April 2020. As of March 31, 2023, REDC has distributed 100% of the loan funds, and the federal investment is closed out.

Implement the CEDS Goals and Objectives

REDC continued to tweak its Priority Project process to encompass more of the work proposed in member communities by enlisting the help of the four Regional Planning Commissions within our region. This year, no new projects were submitted for consideration.

REDC continues to work 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 Project List for 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 project went out to bid and construction began in January. The project is on schedule for completion in the spring of 2023.

EDA Planning Grant Scope of Work

Complete the 2023 CEDS update, the third update to the 2020 five-year CEDS.

REDC continues 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 private sector Steering Committee members. Finally, the 2023 CEDS update will be submitted to the EDA before the June 30, 2023, 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. The REDC CEDS Planner is working with Seabrook, NH, as grant manager for an EDA Public Works grant for the Seabrook Seawall project. Additionally, staff met with representatives from both the towns of Exeter and Hampton regarding ongoing and/or potential projects.

REDC CEDS Planner Jennifer Kimball sits on the Workforce Housing Coalition of the Greater Seacoast Board of Directors in an ex-officio capacity. Additionally, she represented REDC at the “Trends in Housing Affordability Since 1980” seminar presented by the Center for Ethics in Society at St. Anselm College and attended the 2022 Housing and Economy Conference from NH Housing.

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 2023 CEDS update. First, REDC collected updates

to existing projects in January through March 2023. REDC solicited applications for new projects in the first quarter of 2023, which resulted in no new projects. The Steering Committee finalized the 2023 Priority Project at its March 2023 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 the Rockingham Planning Commission and the CEDS Steering Committee to develop a new section of the CEDS to address the resiliency requirements. This section was updated for the 2023 CEDS Update. In May 2022, REDC finalized a 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* 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.

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 closed on, for our highest dollar amount ever, at \$3.7 million. These loans have the potential to bring a total leveraged value of over \$66 million into southern New Hampshire’s job economy, creating and/or retaining 330 jobs. The approved loans will help fund businesses in a variety of industries, including construction, health and wellness, storage, commercial photography, animal care, and food service. Our business advisors provided technical assistance to 270 individuals and/or businesses.

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 three Steering Committee members who changed jobs. These three, all municipal members, were replaced by staff from their respective communities. In addition, we added two new members: one from the banking sector and one from an unrepresented member community, who also serves on the Workforce Housing Coalition of the Greater Seacoast. The members of the 2023 Steering Committee and support staff are listed below.

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

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

Ernest Cartier Creveling	Town of Raymond
David Choate	Colliers International
Sean Clancy	City of Portsmouth
Tom Conaton	Primary Bank / BOD
Glenn Coppelman	Evergreen Farm / Kingston
Joseph Devine	Town of Salem
Bev Donovan	Town of Derry
Andrew Hadik	Town of Chester
Ashley Haseltine	Haseltine Builders
Craig Jewett	Jewett Construction / BOD
Joe Kenney	BankProv
Amy Kizak	Town of Londonderry
Barbara Kravitz	Rockingham RPC
Robert McDonald	Londonderry / BOD
Bart McDonough	Newmarket / WHC
Jon Morgan	Town of Brentwood
John Nyhan	Hampton Area Chamber
Peter Rayno	Enterprise Bank / Hudson-Nashua
George Sioras	Town of Derry / BOD
Darren Winham	Town of Exeter
Scott Zeller	RallyMe.com / BOD

Meetings

Date	Meetings	Location	Agenda
10/19/2022	CEDS Steering Committee Meeting #1	REDC Training Center, Raymond	Welcome new members; Overview of 2023 CEDS Process; Discussion of top priorities in the post-COVID-19 economy ; Seacoast CEDR meetings.
01/18/2023	CEDS Steering Committee Meeting #2	Londonderry Town Hall, Londonderry	Work session: finalizing CEDS priorities for economic development and growth; Priority Projects; Tour of Woodmont Commons, priority project.
03/22/2023	CEDS Steering Committee Meeting #3	Seabrook Town Library, Seabrook	Meet EDA representative Katherine Trapani; Update on EDA from Katherine Trapani; Presentation of the final 2023 Priority Project List with recommended actions; Progress report on 2023 Update, including preview of upcoming interview videos.
06/14/2023	CEDS Steering Committee Meeting #4	Online - Zoom	Review and approval of the 2023 CEDS update.

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Table A-1: Population History and Estimates

Area	U.S. Census Population Counts										OSI Annual Population Estimates*						change in population: Census 10-year change		avg. annual growth
	1970	1980	1990	2000	2010	2020	2016	2017	2018	2019	2020	2021	2020-2021	% change	% change				
East Kingston	838	1,135	1,352	1,784	2,357	2,441	2,392	2,404	2,425	2,424	-	2,471	84	3.6%	0.4%				
Exeter	8,892	11,024	12,481	14,058	14,306	16,049	14,845	15,108	15,365	15,382	-	16,253	1,743	12.2%	1.2%				
Greenland	1,784	2,129	2,768	3,208	3,549	4,067	3,886	4,034	4,140	4,146	-	4,120	518	14.6%	1.5%				
Hampton	8,011	10,493	12,278	14,937	14,976	16,214	15,145	15,134	15,236	15,207	-	16,556	1,238	8.3%	0.8%				
Hampton Falls	1,254	1,372	1,503	1,880	2,236	2,403	2,233	2,296	2,312	2,428	-	2,429	167	7.5%	0.7%				
Kensington	1,044	1,322	1,631	1,893	2,124	2,095	2,114	2,121	2,131	2,146	-	2,123	-29	-1.4%	-0.1%				
New Castle	975	936	840	1,010	968	1,000	963	964	969	968	-	1,009	32	3.3%	0.3%				
Newfields	843	817	888	1,551	1,680	1,769	1,692	1,704	1,721	1,723	-	1,790	89	5.3%	0.5%				
Newington	798	716	990	775	753	811	781	790	799	800	-	819	58	7.7%	0.8%				
Newmarket	3,361	4,290	7,157	8,027	8,936	9,430	9,172	9,359	9,455	9,460	-	9,496	494	5.5%	0.6%				
North Hampton	3,259	3,425	3,637	4,259	4,301	4,538	4,514	4,540	4,579	4,582	-	4,578	237	5.5%	0.6%				
Portsmouth	25,717	26,254	25,925	20,784	21,233	21,956	21,524	21,898	22,166	22,206	-	22,252	723	3.4%	0.3%				
Rye	4,083	4,508	4,612	5,182	5,298	5,543	5,439	5,454	5,494	5,479	-	5,590	245	4.6%	0.5%				
Seabrook	3,053	5,917	6,503	7,934	8,693	8,401	8,829	8,860	8,909	8,904	-	8,491	-292	-3.4%	-0.3%				
South Hampton	558	660	740	844	814	894	810	814	826	826	-	905	80	9.8%	1.0%				
Stratham	1,512	2,507	4,955	6,355	7,255	7,669	7,359	7,405	7,492	7,559	-	7,842	414	5.7%	0.6%				
CEDS Eastern Communities	65,982	77,505	88,260	94,481	99,479	105,280	101,698	102,885	104,019	104,240	-	106,724	5,801	5.8%	0.6%				
Atkinson	2,291	4,397	5,188	6,178	6,751	7,087	6,748	6,832	6,979	7,115	-	7,271	336	5.0%	0.5%				
Auburn	2,035	2,883	4,085	4,682	4,953	5,946	5,393	5,492	5,607	5,653	-	6,074	993	20.0%	2.0%				
Brentwood	1,468	2,004	2,590	3,197	4,486	4,490	4,643	4,596	4,531	4,610	-	4,660	4	0.1%	0.0%				
Candia	1,997	2,989	3,557	3,911	3,909	4,013	3,899	3,922	3,956	3,967	-	4,154	104	2.7%	0.3%				
Chester	1,382	2,006	2,691	3,792	4,768	5,232	4,969	5,100	5,263	5,298	-	5,305	464	9.7%	1.0%				
Danville	924	1,318	2,534	4,023	4,387	4,408	4,447	4,479	4,519	4,553	-	4,512	21	0.5%	0.0%				
Deerfield	1,178	1,979	3,124	3,678	4,280	4,855	4,480	4,543	4,624	4,659	-	4,942	575	13.4%	1.3%				
Epping	2,356	3,460	5,162	5,476	6,411	7,125	6,871	6,944	7,025	7,031	-	7,282	714	11.1%	1.1%				
Fremont	993	1,333	2,576	3,510	4,283	4,739	4,669	4,728	4,746	4,765	-	4,810	456	10.6%	1.1%				
Hampstead	2,401	3,785	6,732	8,297	8,523	8,998	8,644	8,665	8,745	8,741	-	9,118	475	5.6%	0.6%				
Kingston	2,882	4,111	5,591	5,862	6,025	6,202	6,069	6,136	6,244	6,240	-	6,353	177	2.9%	0.3%				
Newton	1,920	3,068	3,473	4,289	4,603	4,820	4,901	4,944	4,980	4,967	-	4,881	217	4.7%	0.5%				
Northwood	1,525	2,175	3,124	3,640	4,241	4,641	4,207	4,240	4,283	4,300	-	4,698	400	9.4%	0.9%				
Nottingham	952	1,952	2,939	3,701	4,785	5,229	4,962	5,035	5,099	5,144	-	5,331	444	9.3%	0.9%				
Plaistow	4,712	5,609	7,316	7,747	7,609	7,830	7,667	7,705	7,756	7,749	-	7,914	221	2.9%	0.3%				
Raymond	3,003	5,453	8,713	9,674	10,138	10,684	10,282	10,306	10,406	10,489	-	10,903	546	5.4%	0.5%				
Sandown	741	2,057	4,060	5,143	5,986	6,548	6,260	6,268	6,449	6,473	-	6,621	562	9.4%	0.9%				
CEDS Central Communities	32,760	50,579	73,455	86,800	96,138	102,847	99,111	99,935	101,212	101,754	-	104,829	6,709	7.0%	0.7%				
Derry	11,712	18,875	29,603	34,021	33,109	34,317	32,914	33,037	33,308	33,249	-	34,749	1,208	3.6%	0.4%				
Hudson	10,638	14,022	19,530	22,928	24,467	25,394	24,888	25,103	25,458	25,514	-	25,881	927	3.8%	0.4%				
Litchfield	1,420	4,150	5,516	7,360	8,271	8,478	8,415	8,458	8,636	8,634	-	8,621	207	2.5%	0.3%				
Londonderry	5,346	13,598	19,781	23,236	24,129	25,826	25,361	25,671	26,022	26,266	-	26,419	1,697	7.0%	0.7%				
Merrimack	8,595	15,406	22,156	25,119	25,494	26,632	25,396	25,529	25,747	26,237	-	27,165	1,138	4.5%	0.4%				
Nashua	55,820	67,865	79,662	86,605	86,494	91,322	87,590	88,143	88,706	88,872	-	92,043	4,828	5.6%	0.6%				
Pelham	5,408	8,090	9,408	10,914	12,897	14,222	13,221	13,500	13,824	14,032	-	14,421	1,325	10.3%	1.0%				
Salem	20,142	24,124	25,746	28,112	28,776	30,089	28,752	28,914	29,565	29,957	-	30,711	1,313	4.6%	0.5%				
Windham	3,008	5,664	9,000	10,709	13,592	15,817	14,358	14,490	14,707	14,792	-	16,057	2,225	16.4%	1.6%				
CEDS Western Communities	122,089	171,794	220,402	249,004	257,229	272,097	260,895	262,845	265,973	267,553	-	276,067	14,868	5.8%	0.6%				
REDC Region	220,831	299,878	382,117	430,285	452,846	480,224	461,704	465,665	471,204	473,547	-	487,620	27,378	6.0%	0.6%				
Hillsborough County	223,941	276,608	336,073	380,841	400,721	422,937	405,747	408,266	412,198	413,413	-	427,541	22,216	5.5%	0.6%				
Rockingham County	138,950	190,345	245,845	277,359	295,223	314,176	302,194	304,932	308,833	310,258	-	319,489	18,953	6.4%	0.6%				
New Hampshire	737,681	920,475	1,109,252	1,235,550	1,316,470	1,377,529	1,334,795	1,342,795	1,356,458	1,359,711	-	1,388,992	61,059	4.6%	0.5%				

Sources: U.S. Census and NH Office of Strategic Initiatives
 Notes: The 2015 - 2019 OSI estimates are benchmarked from the 2010 Census. The 2021 estimates are benchmarked from the 2020 Census. For this reason, a comparison between 2021 and earlier estimates should not be made.

Table A-3: Population – Gender & Age – 2021 Data

Town/Area	Total Population	Total Male Popl.	Total Female Popl.	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 60-74	Age 65-74	Age 75-84	Age 85+	Median Age Under 18	Age Under 18	Age 65+	Percent under 18	Percent 65+	
East Kingston	2,273	1,131	1,142	60	110	116	154	79	168	262	270	298	213	197	324	21	52.6	401	543	18%	58%	24%
Exeter	15,847	7,087	8,760	519	922	999	961	787	1,494	1,831	2,619	1,166	960	1,547	1,298	744	46.5	2,987	3,589	19%	59%	23%
Greenland	4,006	2,019	1,987	132	395	242	180	133	346	403	705	308	393	580	144	45	47.1	889	769	22%	59%	19%
Hampton	16,163	8,180	7,983	380	698	759	688	945	1,769	1,398	2,453	1,556	1,544	2,392	1,172	409	51.5	2,278	3,973	14%	61%	25%
Hampton Falls	2,305	1,224	1,081	43	180	133	115	120	210	272	391	118	219	243	104	94	47.8	427	441	19%	62%	19%
Kensington	1,953	877	1,076	103	100	94	127	77	160	247	314	138	207	224	103	59	48.3	373	386	19%	61%	20%
New Castle	817	412	405	38	39	37	45	6	42	32	114	84	97	153	92	38	57.4	159	283	19%	46%	35%
Newfields	2,022	1,103	919	49	123	145	115	175	173	210	404	267	130	147	75	9	45.8	390	231	19%	69%	11%
Newington	1,007	546	461	19	81	25	13	35	58	85	217	123	92	137	66	56	52.7	133	259	13%	61%	26%
Newmarket	9,365	4,837	4,528	374	449	472	225	629	1,805	1,370	1,149	532	835	918	522	85	40.1	1,448	1,525	15%	68%	16%
North Hampton	4,507	2,294	2,213	43	180	374	416	134	314	395	905	360	376	694	246	70	49.9	898	1,010	20%	58%	22%
Portsmouth	21,897	10,411	11,486	768	1,064	855	874	1,207	3,841	2,968	2,851	1,431	1,589	2,628	1,289	532	42.2	3,314	4,449	15%	65%	20%
Rye	5,511	2,826	2,685	257	193	325	209	136	320	590	617	648	444	1,295	291	186	55.9	928	1,772	17%	51%	32%
Seabrook	8,443	4,334	4,109	196	375	389	380	238	909	857	1,406	766	639	1,340	838	110	50.9	1,139	2,288	13%	59%	27%
South Hampton	974	541	433	52	84	48	28	70	113	98	167	112	58	106	26	12	44.9	204	144	21%	64%	15%
Stratham	7,662	3,521	4,141	386	555	429	530	137	752	980	1,191	752	550	817	302	281	46.5	1,741	1,400	23%	59%	18%
CEDS Eastern Communities	104,752	51,943	53,409	3,419	5,548	5,442	5,060	4,908	12,474	11,998	15,773	8,722	8,346	13,419	6,892	2,751	47.1	17,709	23,062	17%	61%	22%
Atkinson	7,086	3,749	3,337	279	181	346	498	474	599	457	1,171	589	952	1,087	354	99	52.4	1,076	1,540	15%	63%	22%
Auburn	5,852	3,309	2,543	325	347	288	334	366	475	742	839	906	492	527	96	115	45.7	1,214	738	21%	67%	13%
Brentwood	4,503	2,425	2,078	251	264	361	266	158	521	617	634	370	358	451	166	86	43.1	1,090	703	24%	60%	16%
Candia	4,022	2,080	1,942	240	124	41	182	303	498	375	720	262	538	541	147	49	48.6	495	737	12%	69%	18%
Chester	5,198	2,709	2,489	269	272	299	397	358	441	512	841	627	482	421	272	7	46.4	1,042	700	20%	66%	13%
Darville	4,435	2,124	2,311	180	206	464	247	200	521	469	687	445	509	364	122	21	44.2	1,014	507	23%	66%	11%
Deerfield	4,808	2,275	2,533	168	196	288	362	457	614	469	627	468	316	608	150	85	42.1	909	843	19%	64%	18%
Epping	7,077	3,736	3,341	420	546	218	312	125	942	920	1,001	711	473	1,163	190	56	45.8	1,349	1,409	19%	61%	20%
Fremont	4,680	2,284	2,396	260	375	243	321	289	529	529	793	259	329	366	200	115	42.5	998	681	21%	64%	15%
Hampstead	8,948	4,358	4,590	583	456	608	348	476	1,106	950	977	1,050	700	1,030	608	56	44.0	1,924	1,694	22%	60%	19%
Kingston	6,177	3,471	2,706	106	263	320	384	397	660	593	1,016	432	751	827	290	138	49.0	1,003	1,255	16%	63%	20%
Newton	4,801	2,413	2,388	182	141	394	206	242	647	548	820	430	492	517	154	28	45.3	858	699	18%	68%	15%
Northwood	4,601	2,139	2,462	279	232	213	169	294	588	583	463	545	234	756	144	101	44.2	838	1,001	18%	60%	22%
Nottingham	5,201	2,484	2,717	442	342	247	162	52	773	675	673	457	317	827	228	6	44.3	1,104	1,061	21%	58%	20%
Plaistow	7,812	3,793	4,019	365	409	598	358	438	810	983	1,344	641	526	874	243	223	44.3	1,563	1,340	20%	63%	17%
Raymond	10,670	5,353	5,317	683	554	736	677	461	1,466	1,353	1,155	1,333	682	1,093	437	40	40.8	2,434	1,570	23%	62%	15%
Sandown	6,498	3,223	3,275	424	266	562	413	303	806	806	1,104	674	356	539	168	77	38.9	1,505	784	23%	65%	12%
CEDS Central Communities	102,369	51,925	50,444	5,456	5,174	6,226	5,636	5,395	11,996	11,653	14,865	10,199	8,507	11,991	3,969	1,302	44.7	20,416	17,262	20%	63%	17%
Derry	34,197	16,314	17,883	1,935	1,795	1,652	2,775	2,082	4,859	4,697	4,544	2,811	2,686	3,030	981	350	39.0	7,246	4,361	21%	66%	13%
Hudson	25,314	12,883	12,431	905	871	1,537	1,958	1,659	2,571	3,073	4,386	2,018	1,771	2,850	1,252	463	45.2	4,483	4,565	18%	64%	18%
Litchfield	8,467	4,370	4,097	517	668	495	538	228	1,136	1,134	1,187	594	620	898	398	54	40.7	2,030	1,350	24%	60%	16%
Londonderry	25,708	12,862	12,846	1,378	1,237	1,520	2,243	1,896	2,510	3,142	4,005	2,312	1,528	2,609	1,096	232	42.2	5,626	3,937	22%	63%	15%
Merrimack	26,762	13,378	13,384	1,389	1,307	2,224	1,793	1,185	3,395	3,203	3,697	2,231	1,824	2,984	1,270	260	42.1	6,096	4,514	23%	60%	17%
Nashua	90,659	45,900	44,759	4,947	4,689	5,144	4,614	6,056	14,722	10,840	12,187	6,160	6,574	8,793	4,024	1,909	39.6	17,710	14,726	20%	64%	16%
Pelham	14,099	6,872	7,227	571	863	1,116	1,083	716	1,427	1,665	2,480	1,256	910	1,298	557	157	43.5	3,237	2,012	23%	63%	14%
Salem	30,158	15,300	14,858	1,168	1,555	1,496	1,840	1,758	4,308	3,169	4,183	2,792	2,450	3,177	1,463	799	44.4	5,240	5,439	17%	65%	18%
Windham	15,587	8,071	7,516	876	1,062	1,497	883	675	1,079	2,479	2,698	1,051	854	1,180	1,044	209	42.2	4,243	2,433	27%	57%	16%
CEDS Western Communities	270,951	135,950	135,001	13,686	14,047	16,681	17,727	16,255	36,007	33,402	39,367	21,225	19,217	26,819	12,085	4,433	41.5	55,911	43,337	21%	63%	16%
CEDS Region	478,072	239,218	238,854	22,561	24,769	28,349	28,423	26,558	60,477	57,053	70,005	40,146	36,070	52,229	22,946	8,486	43.4	94,036	83,661	20%	63%	17%
Hillsborough County	420,504	210,353	210,151	21,543	22,155	26,124	25,562	26,025	57,927	52,406	60,297	30,706	30,706	40,297	18,527	7,541	40.9	85,823	66,365	20%	64%	16%
Rockingham County	312,771	155,815	156,956	14,232	16,371	17,833	18,437	16,714	37,226	37,138	46,068	27,887	24,371	35,406	15,445	5,643	44.6	60,480	56,494	19%	63%	18%
New Hampshire	1,372,175	683,846	688,329	63,509	68,766	78,993	88,329	86,472	171,559	160,635	187,228	112,803	103,743	154,122	67,763	28,251	43.0	260,615	250,136	19%	63%	18%

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

Table A-4: Race and Ethnic Origin – 2021 Data

Town/Area	Total Population	One Race										Two or More Races	One Race					% All Other Races/more than race
		One Race	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	% Black	% Asian	
East Kingston	2,273	2,218	0	0	0	0	0	2,218	0	0	0	0	0	0	97.6%	0.0%	0.0%	2.4%
Exeter	15,847	15,337	190	0	594	0	14,469	190	0	594	0	84	0	84	91.3%	1.2%	3.7%	3.7%
Greenland	4,006	3,939	67	4,006	0	76	3,700	125	0	76	0	38	0	38	92.4%	3.1%	1.9%	2.6%
Hampton	16,163	15,792	371	16,163	4	110	15,614	26	4	110	38	0	0	0	96.6%	0.2%	0.7%	2.6%
Hampton Falls	2,305	2,270	35	2,305	7	0	2,256	7	0	0	0	0	0	0	97.9%	0.3%	0.0%	1.8%
Kensington	1,953	1,919	34	1,953	1,919	0	1,843	0	0	76	0	0	0	0	94.4%	0.0%	3.9%	1.7%
New Castle	817	798	19	817	0	0	798	0	0	0	0	0	0	0	97.7%	0.0%	0.0%	2.3%
Newfields	2,022	1,943	79	2,022	1,943	0	1,924	3	0	16	0	0	0	0	95.2%	0.1%	0.8%	3.9%
Newington	1,007	988	19	1,007	988	0	913	0	5	13	1	56	0	56	90.7%	0.0%	1.3%	8.0%
Newmarket	9,365	9,129	236	9,365	8,808	0	8,808	108	0	211	0	2	2	2	94.1%	1.2%	2.3%	2.5%
North Hampton	4,507	4,393	114	4,507	4,393	0	4,095	139	0	142	0	17	17	17	90.9%	3.1%	3.2%	2.9%
Portsmouth	21,897	21,153	744	21,897	21,153	0	19,436	299	0	1,090	0	328	0	328	88.8%	1.4%	5.0%	4.9%
Rye	5,511	5,440	71	5,511	5,440	0	5,405	0	0	35	0	0	0	0	98.1%	0.0%	0.6%	1.3%
Seabrook	8,443	8,074	369	8,443	8,074	184	7,844	184	0	46	0	0	0	0	92.9%	2.2%	0.5%	4.4%
South Hampton	974	953	21	974	953	0	928	0	1	24	0	0	0	0	95.3%	0.0%	2.5%	2.3%
Stratham	7,662	7,528	134	7,662	7,528	0	7,198	0	0	330	0	0	0	0	93.9%	0.0%	4.3%	1.7%
CEDS Eastern Communities	104,752	101,874	2,878	104,752	101,874	1,081	97,449	1,081	17	2,763	39	525	0	525	93.0%	1.0%	2.6%	3.3%
Atkinson	7,086	7,022	64	7,086	6,836	0	6,836	0	0	123	0	63	0	63	96.5%	0.0%	1.7%	1.8%
Auburn	5,852	5,566	286	5,852	5,494	72	5,494	72	0	0	0	0	0	0	93.9%	1.2%	0.0%	4.9%
Brentwood	4,503	4,338	165	4,503	4,338	21	4,258	21	0	41	0	18	18	18	94.6%	0.5%	0.9%	4.1%
Candia	4,022	3,975	47	4,022	3,975	39	3,911	39	0	0	0	25	25	25	97.2%	1.0%	0.0%	1.8%
Chester	5,198	5,191	7	5,198	5,107	9	5,107	9	1	59	0	15	15	15	98.2%	0.2%	1.1%	0.4%
Danville	4,435	4,308	127	4,435	4,273	8	4,273	8	0	27	0	0	0	0	96.3%	0.2%	0.6%	2.9%
Deerfield	4,808	4,683	125	4,808	4,618	33	4,618	33	0	24	0	8	8	8	96.0%	0.7%	0.5%	2.8%
Epping	7,077	6,893	184	7,077	6,750	25	6,750	25	0	55	0	63	63	63	95.4%	0.4%	0.8%	3.5%
Fremont	4,680	4,532	148	4,680	4,432	14	4,432	14	0	68	0	18	18	18	94.7%	0.3%	1.5%	3.5%
Hampstead	8,948	8,541	407	8,948	8,365	83	8,365	83	0	83	0	10	10	10	93.5%	0.9%	0.9%	4.7%
Kingston	6,177	5,975	202	6,177	5,942	1	5,942	1	0	32	0	0	0	0	96.2%	0.0%	0.5%	3.3%
Newton	4,801	4,707	94	4,801	4,562	0	4,562	0	0	10	0	135	135	135	95.0%	0.0%	0.2%	4.8%
Northwood	4,601	4,454	147	4,601	4,284	87	4,284	87	18	47	0	18	18	18	93.1%	1.9%	1.0%	4.0%
Nottingham	5,201	5,019	182	5,201	4,947	16	4,947	16	0	56	0	0	0	0	95.1%	0.3%	1.1%	3.5%
Plaistow	7,812	7,306	506	7,812	6,937	16	6,937	16	0	0	0	353	353	353	88.8%	0.2%	0.0%	11.0%
Raymond	10,670	10,460	210	10,670	10,071	266	10,071	266	0	31	0	92	92	92	94.4%	2.5%	0.3%	2.8%
Sandown	6,498	6,450	48	6,498	6,318	38	6,318	38	0	0	0	94	94	94	97.2%	0.6%	0.0%	2.2%
CEDS Central Communities	102,369	99,420	2,949	102,369	97,105	728	97,105	728	19	656	0	912	0	912	94.9%	0.7%	0.6%	3.8%
Derry	34,197	33,224	973	34,197	31,721	357	31,721	357	11	542	0	593	0	593	92.8%	1.0%	1.6%	4.6%
Hudson	25,314	24,853	461	25,314	23,781	310	23,781	310	0	617	0	145	145	145	93.9%	1.2%	2.4%	2.4%
Litchfield	8,467	8,375	92	8,467	8,319	0	8,319	0	29	27	0	0	0	0	98.3%	0.0%	0.3%	1.4%
Londonderry	25,708	24,951	757	25,708	24,028	347	24,028	347	21	466	21	68	68	68	93.5%	1.3%	1.8%	3.4%
Merrimack	26,762	25,943	819	26,762	23,865	366	23,865	366	0	1,167	2	543	2	543	89.2%	1.4%	4.4%	5.1%
Nashua	90,659	84,224	6,435	90,659	71,836	3,242	71,836	3,242	161	7,218	0	1,767	0	1,767	79.2%	3.6%	8.0%	9.2%
Pelham	14,099	13,686	413	14,099	12,941	191	12,941	191	34	309	0	533	0	533	91.8%	1.4%	2.2%	4.7%
Salem	30,158	28,970	1,188	30,158	26,807	298	26,807	298	106	1,226	0	533	0	533	88.9%	1.0%	4.1%	6.1%
Windham	15,587	14,771	816	15,587	13,851	91	13,851	91	0	814	0	15	15	15	88.9%	0.6%	5.2%	5.3%
CEDS Western Communities	270,951	258,997	11,954	270,951	237,149	5,202	237,149	5,202	362	12,386	23	3,875	0	3,875	87.5%	1.9%	4.6%	6.0%
CEDS Region	478,072	460,291	17,781	478,072	431,703	7,011	431,703	7,011	398	15,805	62	5,312	62	5,312	90.3%	1.5%	3.3%	4.9%
Hillsborough County	420,504	399,150	21,354	420,504	363,494	11,693	363,494	11,693	514	17,660	160	5,629	160	5,629	86.4%	2.8%	4.2%	6.6%
Rockingham County	312,771	303,210	9,561	312,771	290,961	2,902	290,961	2,902	174	6,467	60	2,646	60	2,646	93.0%	0.9%	2.1%	4.0%
New Hampshire	1,372,175	1,321,285	50,890	1,372,175	1,249,067	21,834	1,249,067	21,834	1,988	36,625	513	11,258	513	11,258	91.0%	1.6%	2.7%	4.7%

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

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			Number	Number	Number	Number	Number	Number
				2019	2020	2021	Occupied Units 2019	Occupied Units 2020	Occupied Units 2021	Vacant Units 2019	Vacant Units 2020	Vacant Units 2021
	2010	2020										
East Kingston	907	943	0.4%	929	842	880	888	812	838	41	30	42
Exeter	6,496	7,459	1.4%	7,013	7,210	7,380	6,542	6,693	6,739	471	517	641
Greenland	1,443	1,648	1.3%	1,599	1,649	1,597	1,516	1,576	1,566	83	73	31
Hampton	9,921	10,153	0.2%	9,654	9,454	9,666	7,088	7,058	7,252	2,566	2,396	2,414
Hampton Falls	900	977	0.8%	950	872	918	909	829	861	41	43	57
Kensington	806	804	0.0%	903	768	762	845	723	703	58	45	59
New Castle	537	525	-0.2%	567	568	533	436	418	395	131	150	138
Newfields	591	622	0.5%	611	627	644	600	617	637	11	10	7
Newington	322	353	0.9%	329	439	402	307	423	389	22	16	13
Newmarket	4,139	4,398	0.6%	4,189	4,293	4,501	4,035	4,066	4,322	154	227	179
North Hampton	1,914	2,032	0.6%	2,018	2,094	2,108	1,820	1,906	1,924	198	188	184
Portsmouth	10,625	11,161	0.5%	10,615	10,676	11,093	10,063	10,097	10,462	552	579	631
Rye	2,852	2,906	0.2%	3,059	3,026	3,059	2,364	2,304	2,407	695	722	652
Seabrook	4,544	4,436	-0.2%	4,773	4,714	4,398	3,824	3,870	3,724	949	844	674
South Hampton	504	340	-3.9%	375	391	399	302	332	341	73	59	58
Stratham	2,864	3,017	0.5%	2,960	2,970	3,088	2,817	2,886	3,046	143	84	42
CEDS Eastern Communities	49,365	51,774	0.5%	50,544	50,593	51,428	44,356	44,610	45,606	6,188	5,983	5,822
Atkinson	2,788	3,002	0.7%	2,899	3,029	2,966	2,745	2,838	2,821	154	191	145
Auburn	1,814	2,138	1.7%	2,022	1,923	1,989	1,973	1,923	1,989	49	0	0
Brentwood	1,350	1,496	1.0%	1,578	1,631	1,582	1,533	1,541	1,501	45	90	81
Candia	1,494	1,574	0.5%	1,565	1,505	1,589	1,537	1,478	1,567	28	27	22
Chester	1,596	1,848	1.5%	1,805	1,847	1,837	1,687	1,744	1,719	118	103	118
Danville	1,684	1,717	0.2%	1,716	1,769	1,745	1,685	1,717	1,719	31	52	26
Deerfield	1,743	1,920	1.0%	1,920	1,893	1,908	1,653	1,653	1,682	267	240	226
Epping	2,723	2,985	0.9%	2,979	3,021	2,920	2,680	2,730	2,681	299	291	239
Fremont	1,573	1,810	1.4%	1,848	1,768	1,704	1,764	1,686	1,638	84	82	66
Hampstead	3,727	3,860	0.4%	3,759	3,678	3,807	3,573	3,559	3,675	186	119	132
Kingston	2,480	2,592	0.4%	2,763	2,975	2,899	2,411	2,747	2,687	352	228	212
Newton	1,751	1,946	1.1%	1,903	1,808	1,840	1,853	1,763	1,769	50	45	71
Northwood	2,129	2,244	0.5%	2,164	2,200	2,262	1,611	1,691	1,746	553	509	516
Nottingham	1,986	2,139	0.7%	2,013	2,128	2,118	1,900	1,967	1,988	113	161	130
Plaistow	3,016	3,196	0.6%	3,262	3,382	3,324	3,119	3,311	3,242	143	71	82
Raymond	4,254	4,500	0.6%	4,281	4,356	4,362	4,112	4,115	4,093	169	241	269
Sandown	2,214	2,483	1.2%	2,364	2,337	2,287	2,229	2,261	2,211	135	76	76
CEDS Central Communities	38,322	41,450	0.8%	40,841	41,250	41,139	38,065	38,724	38,728	2,776	2,526	2,411
Derry	13,277	14,009	0.5%	13,539	13,370	13,582	12,741	12,708	12,956	798	662	626
Hudson	9,212	9,839	0.7%	9,515	9,515	9,881	9,214	9,214	9,542	301	301	339
Litchfield	2,912	3,148	0.8%	3,108	3,108	3,012	3,060	3,060	2,967	48	48	45
Londonderry	8,771	9,849	1.2%	9,686	9,912	9,615	9,338	9,569	9,369	348	343	246
Merrimack	9,818	10,517	0.7%	10,078	10,078	10,063	9,993	9,993	10,009	85	85	54
Nashua	37,168	39,663	0.7%	37,933	37,933	38,664	36,534	36,534	37,119	1,399	1,399	1,545
Pelham	4,598	5,258	1.4%	5,089	5,089	5,165	4,832	4,832	4,884	257	257	281
Salem	11,810	12,681	0.7%	12,005	12,532	12,888	11,536	11,885	12,138	469	647	750
Windham	5,164	5,575	0.8%	5,554	5,579	5,801	5,009	5,024	5,283	545	555	518
CEDS Western Communities	102,730	110,539	0.7%	106,507	107,116	108,671	102,257	102,819	104,267	4,250	4,297	4,404
REDC CEDS Region	190,417	203,763	0.7%	197,892	198,959	201,238	184,678	186,153	188,601	13,214	12,806	12,637
Hillsborough County	166,053	175,571	0.6%	171,192	172,201	174,456	161,086	162,843	165,309	10,106	9,358	9,147
Rockingham County	126,709	135,338	0.7%	132,169	133,236	134,453	121,045	122,520	124,080	11,124	10,716	10,373
State of NH	614,754	638,795	0.4%	634,726	638,611	636,480	532,037	539,116	540,498	102,689	99,495	95,982

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

Table B-4: Housing Purchase Prices – NH Counties

All Homes										
	2017	2018	2019	2020	2021	2022	1-yr change 2021 to 2022	% Change 1-YR	5-yr change 2017 to 2022	% Change 5-YR
Hillsborough County	\$250,000	\$265,000	\$282,000	\$317,000	\$372,266	\$415,000	\$42,734	11%	\$165,000	66%
Rockingham County	\$314,000	\$330,000	\$349,000	\$395,000	\$449,933	\$501,266	\$51,333	11%	\$187,266	60%
Belknap County	\$205,000	\$219,993	\$240,000	\$268,000	\$315,833	\$380,000	\$64,167	20%	\$175,000	85%
Carroll County	\$217,000	\$218,000	\$239,000	\$270,000	\$329,000	\$379,933	\$50,933	15%	\$162,933	75%
Cheshire County	\$178,000	\$181,000	\$199,800	\$233,000	\$265,000	\$280,000	\$15,000	6%	\$102,000	57%
Coos County	\$105,000	\$110,000	\$120,000	\$145,000	\$160,000	\$195,000	\$35,000	22%	\$90,000	86%
Grafton County	\$185,000	\$200,000	\$207,533	\$231,000	\$275,000	\$326,500	\$51,500	19%	\$141,500	76%
Merrimack County	\$228,000	\$240,000	\$249,900	\$280,500	\$327,000	\$365,000	\$38,000	12%	\$137,000	60%
Strafford County	\$229,933	\$244,933	\$255,000	\$284,533	\$320,000	\$365,000	\$45,000	14%	\$135,067	59%
Sullivan County	\$159,000	\$172,000	\$175,566	\$212,766	\$238,000	\$275,000	\$37,000	16%	\$116,000	73%
New Hampshire Statewide	\$240,000	\$254,000	\$270,000	\$302,333	\$350,000	\$400,000	\$50,000	14%	\$160,000	67%

Existing Homes										
	2017	2018	2019	2020	2021	2022	1-yr change 2021 to 2022	% Change 1-YR	5-yr change 2017 to 2022	% Change 5-YR
Hillsborough County	\$247,000	\$262,000	\$280,000	\$315,000	\$370,000	\$410,000	\$40,000	11%	\$163,000	66%
Rockingham County	\$306,533	\$325,000	\$347,000	\$390,000	\$440,000	\$500,000	\$60,000	14%	\$193,467	63%
Belknap County	\$204,000	\$217,533	\$239,966	\$265,000	\$315,000	\$375,000	\$60,000	19%	\$171,000	84%
Carroll County	\$215,000	\$215,000	\$239,000	\$267,766	\$328,000	\$376,000	\$48,000	15%	\$161,000	75%
Cheshire County	\$176,266	\$181,000	\$199,000	\$232,000	\$265,000	\$280,000	\$15,000	6%	\$103,734	59%
Coos County	\$105,100	\$110,000	\$120,000	\$145,000	\$160,000	\$190,000	\$30,000	19%	\$84,900	81%
Grafton County	\$183,000	\$197,000	\$207,090	\$230,000	\$275,000	\$325,000	\$50,000	18%	\$142,000	78%
Merrimack County	\$225,000	\$239,993	\$248,000	\$280,000	\$325,000	\$362,000	\$37,000	11%	\$137,000	61%
Strafford County	\$226,800	\$240,000	\$253,933	\$280,000	\$315,000	\$361,000	\$46,000	15%	\$134,200	59%
Sullivan County	\$158,000	\$170,000	\$175,000	\$212,533	\$235,000	\$275,000	\$40,000	17%	\$117,000	74%
New Hampshire Statewide	\$237,933	\$250,000	\$269,933	\$300,000	\$350,000	\$396,000	\$46,000	13%	\$158,067	66%

New Homes										
	2017	2018	2019	2020	2021	2022	1-yr change 2021 to 2022	% Change 1-YR	5-yr change 2017 to 2022	% Change 5-YR
Hillsborough County	\$359,933	\$359,933	\$420,000	\$396,500	\$462,500	\$612,000	\$149,500	32%	\$252,067	70%
Rockingham County	\$405,000	\$427,000	\$481,100	\$478,533	\$560,000	\$665,000	\$105,000	19%	\$260,000	64%
Belknap County	\$284,833	\$280,000	\$315,500	\$374,933	\$486,733	\$490,000	\$3,267	1%	\$205,167	72%
Carroll County	\$315,000	\$390,000	\$338,966	\$539,000	\$344,966	\$440,000	\$95,034	28%	\$125,000	40%
Cheshire County	\$213,200	n/a	\$313,500	\$295,000	\$355,000	\$495,000	\$140,000	39%	\$281,800	132%
Coos County	n/a	n/a	n/a	\$241,933	\$223,200	\$675,500	\$452,300	203%	n/a	n/a
Grafton County	\$340,000	\$373,000	\$402,500	\$369,000	\$351,000	\$454,266	\$103,266	29%	\$114,266	34%
Merrimack County	\$330,000	\$332,916	\$362,333	\$324,933	\$482,000	\$492,266	\$10,266	2%	\$162,266	49%
Strafford County	\$358,500	\$352,500	\$364,933	\$386,266	\$420,466	\$564,000	\$143,534	34%	\$205,500	57%
Sullivan County	\$312,033	n/a	n/a	\$675,000	\$555,766	\$727,500	\$171,734	31%	\$415,467	133%
New Hampshire Statewide	\$365,000	\$374,266	\$410,000	\$424,933	\$500,000	\$620,000	\$120,000	24%	\$255,000	70%

Source: NH HFA Purchase Price Database, median price

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

Area	2022 All Home Sales		2022 Existing Home Sales		2022 New Home Sales		Med. Sales Price Change 2021-2022		
	Med Sales Price	Sample Size	Med Sales Price	Sample Size	Med Sales Price	Sample Size	All Sales	Existing	New
East Kingston	\$665,000	15	\$665,000	15	n/a	0	42.0%	42.0%	n/a
Exeter	\$499,966	258	\$499,000	253	\$549,933	5	18.3%	21.9%	20.0%
Greenland	\$700,000	62	\$700,000	61	\$550,000	1	41.4%	42.9%	-14.7%
Hampton	\$584,000	329	\$570,000	298	\$774,933	31	29.8%	26.7%	72.2%
Hampton Falls	\$802,500	24	\$802,500	24	n/a	0	48.6%	48.6%	n/a
Kensington	\$587,000	25	\$587,000	25	n/a	0	-2.2%	-2.2%	n/a
New Castle	\$2,050,000	16	\$2,050,000	16	n/a	0	63.6%	63.6%	n/a
Newfields	\$625,000	19	\$625,000	19	n/a	0	-8.8%	-7.7%	n/a
Newington	\$600,000	7	\$584,266	6	\$1,250,000	1	-35.1%	-36.8%	n/a
Newmarket	\$494,933	119	\$492,466	118	\$714,933	1	32.0%	31.3%	-6.9%
North Hampton	\$980,000	62	\$980,000	62	n/a	0	63.3%	63.3%	n/a
Portsmouth	\$575,000	332	\$575,000	331	\$639,933	1	4.5%	5.5%	12.3%
Rye	\$905,766	78	\$905,766	74	\$1,499,966	4	5.9%	5.3%	254.6%
Seabrook	\$479,000	83	\$477,000	82	\$554,933	1	-14.5%	-14.8%	8.0%
South Hampton	\$783,000	6	\$783,000	6	n/a	0	42.9%	42.9%	n/a
Stratham	\$592,000	136	\$588,000	132	\$1,024,466	4	7.6%	6.9%	39.7%
CEDS Eastern Communities	\$613,295	1,571	\$610,084	1,522	\$828,166	49	19.7%	19.7%	56.3%
Atkinson	\$532,133	151	\$530,000	131	\$537,966	20	12.0%	12.8%	-16.9%
Auburn	\$550,000	83	\$527,500	80	\$1,050,000	3	9.2%	6.4%	52.2%
Brentwood	\$550,000	91	\$576,200	84	\$525,000	7	0.0%	5.7%	-15.7%
Candia	\$500,000	44	\$500,000	44	n/a	0	13.6%	13.6%	n/a
Chester	\$550,000	81	\$550,000	80	\$659,000	1	17.8%	17.8%	n/a
Danville	\$465,266	46	\$465,000	43	\$659,000	3	1.1%	3.3%	26.0%
Deerfield	\$515,400	87	\$512,533	81	\$560,466	6	18.5%	17.8%	n/a
Epping	\$489,166	136	\$488,400	129	\$625,400	7	22.0%	28.5%	19.4%
Fremont	\$415,000	71	\$415,000	69	\$642,466	2	6.6%	6.4%	71.4%
Hampstead	\$497,900	170	\$495,800	169	\$550,000	1	3.7%	3.3%	n/a
Kingston	\$587,000	25	\$587,000	25	n/a	0	41.8%	41.8%	n/a
Newton	\$480,000	79	\$480,000	79	n/a	0	-48.1%	-48.1%	n/a
Northwood	\$375,000	61	\$375,000	61	n/a	0	4.2%	4.2%	n/a
Nottingham	\$499,933	85	\$490,000	75	\$577,666	10	9.9%	8.9%	12.5%
Plaislow	\$442,000	153	\$442,000	151	\$752,500	2	16.9%	16.9%	n/a
Raymond	\$395,000	150	\$390,000	143	\$555,000	7	12.9%	11.4%	36.2%
Sandown	\$510,000	82	\$500,000	75	\$730,733	7	22.9%	20.5%	52.4%
CEDS Central Communities	\$486,608	1,595	\$484,004	1,519	\$606,285	76	12.1%	12.3%	16.0%
Derry	\$390,000	533	\$390,000	533	n/a	0	10.5%	11.4%	n/a
Hudson	\$433,066	352	\$430,000	347	\$430,000	347	14.0%	13.5%	-28.8%
Litchfield	\$500,000	89	\$500,000	89	n/a	0	15.6%	16.3%	n/a
Londonderry	\$500,000	451	\$495,000	439	\$662,500	12	11.1%	15.1%	4.9%
Merrimack	\$415,000	432	\$415,000	430	\$522,000	2	12.2%	15.0%	6.7%
Nashua	\$400,000	1,107	\$400,000	1,096	\$452,533	11	10.0%	10.5%	22.0%
Pelham	\$550,000	183	\$549,000	181	\$837,966	2	4.8%	4.8%	35.2%
Salem	\$510,000	436	\$500,000	412	\$860,933	24	14.3%	13.6%	18.1%
Windham	\$680,000	254	\$680,000	250	\$1,700,000	4	13.3%	14.5%	172.0%
CEDS Western Communities	\$455,595	3,837	\$453,033	3,777	\$478,408	402	10.5%	11.5%	-17.8%
REDC CEDS Region	\$498,036	7,003	\$494,992	6,818	\$529,370	527	12.8%	13.3%	-4.2%
Hillsborough County	\$415,000	5,382	\$410,000	5,320	\$612,000	62	11.5%	10.8%	32.3%
Rockingham County	\$501,266	4,920	\$500,000	4,754	\$665,000	166	11.4%	13.6%	18.8%
New Hampshire	\$400,000	20,374	\$396,000	20,025	\$620,000	349	14.3%	13.1%	24.0%

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*	2022	Pre- and Post-Pandemic	5-Year Change
										2019 & 2022	2017-2022
East Kingston	0	3	2	0	0	1	0	0	0	-1	0
Exeter	19	17	15	5	3	8	3	0	2	-6	-3
Greenland	4	3	3	2	0	2	0	0	0	-2	-2
Hampton	14	15	12	7	9	6	1	0	2	-4	-5
Hampton Falls	2	2	0	0	0	0	0	0	0	0	0
Kensington	0	1	2	2	0	2	2	0	0	-2	-2
New Castle	0	0	0	0	0	0	0	0	0	0	0
Newfields	1	0	0	0	0	1	0	0	0	-1	0
Newington	0	0	0	0	0	0	0	0	0	0	0
Newmarket	8	7	5	3	1	1	1	0	0	-1	-3
North Hampton	5	3	2	5	0	0	0	0	0	0	-5
Portsmouth	14	7	1	5	0	5	0	1	0	-5	-5
Rye	1	1	1	0	1	1	0	0	0	-1	0
Seabrook	4	4	8	5	4	3	0	0	0	-3	-5
South Hampton	1	1	1	0	0	0	0	0	0	0	0
Stratham	12	7	7	4	0	0	0	0	0	0	-4
CEDS Eastern Communities	85	71	59	38	18	30	7	1	4	-26	-34
Atkinson	6	4	3	2	0	2	0	0	2	0	0
Auburn	8	8	2	1	2	2	0	0	0	-2	-1
Brentwood	7	4	2	1	0	0	0	0	0	0	-1
Candia	4	6	4	7	1	2	0	0	0	-2	-7
Chester	7	5	3	5	3	2	1	2	1	-1	-4
Danville	6	11	8	8	3	2	1	0	1	-1	-7
Deerfield	9	12	10	5	0	6	2	0	3	-3	-2
Epping	13	10	10	6	6	3	4	0	3	0	-3
Fremont	16	5	4	6	0	3	1	2	1	-2	-5
Hampstead	9	10	10	7	5	1	0	1	0	-1	-7
Kingston	13	12	15	11	3	2	0	1	2	0	-9
Newton	12	6	6	10	0	5	0	1	0	-5	-10
Northwood	10	10	7	8	3	7	3	0	0	-7	-8
Nottingham	10	3	10	4	6	2	0	0	0	-2	-4
Plaistow	11	11	11	14	4	5	0	0	3	-2	-11
Raymond	28	29	17	17	11	6	2	0	5	-1	-12
Sandown	15	14	12	6	5	5	2	0	2	-3	-4
CEDS Central Communities	184	160	134	118	52	55	16	7	23	-32	-95
Derry	52	58	37	29	16	24	8	4	2	-22	-27
Hudson	32	30	28	18	10	13	4	0	1	-12	-17
Litchfield	12	5	6	7	2	4	0	0	0	-4	-7
Londonderry	36	27	22	19	10	14	5	4	4	-10	-15
Merrimack	43	28	28	15	11	15	2	1	2	-13	-13
Nashua	99	79	74	50	34	23	10	4	9	-14	-41
Pelham	8	16	10	11	9	3	0	1	1	-2	-10
Salem	33	27	23	25	7	9	5	4	3	-6	-22
Windham	9	11	9	10	3	4	1	0	0	-4	-10
CEDS Western Communities	324	281	237	184	102	109	35	18	22	-87	-162
REDC CEDS Region	593	512	430	340	172	194	58	26	49	-145	-291
Hillsborough County	535	493	436	334	200	195	53	25	45	-150	-289
Rockingham County	398	354	284	239	107	134	42	20	36	-98	-203
New Hampshire	2,074	1,724	1,555	1,305	860	731	262	159	287	-444	-1,018

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: NH HFA Housing Rental Survey

Area	2017	2018	2019	2020	2021	2022	1 Year Change	% Change
East Kingston	\$2,104	n/a	\$2,132	n/a	n/a	n/a	n/a	n/a
Exeter	\$1,243	\$1,266	\$1,809	\$1,801	\$1,381	\$1,897	\$516	28.7%
Greenland	\$1,089	\$1,311	\$1,396	\$1,434	\$1,467	\$1,579	\$112	7.8%
Hampton	\$1,225	\$1,355	\$1,367	\$1,518	\$1,529	\$1,523	-\$6	-0.4%
Hampton Falls	\$1,526	n/a	\$1,646	\$1,651	\$1,375	\$1,754	\$379	23.0%
Kensington	n/a	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	n/a
Newfields	\$1,430	\$1,987	n/a	\$2,006	\$1,974	\$1,080	-\$894	-44.6%
Newington	\$1,797	\$1,791	\$1,869	\$1,173	\$2,155	\$1,014	-\$1,141	-97.3%
Newmarket	\$1,409	\$1,456	\$1,481	\$1,548	\$1,566	\$1,634	\$68	4.4%
North Hampton	\$1,117	\$1,121	\$1,132	\$1,132	\$1,107	\$1,050	-\$57	-5.0%
Portsmouth	\$1,522	\$1,464	\$1,729	\$1,761	\$1,881	\$1,595	-\$286	-16.2%
Rye	\$1,818	\$1,000	\$1,350	\$2,218	\$2,178	\$2,198	\$20	0.9%
Seabrook	\$1,063	\$1,596	\$1,497	\$1,808	\$1,586	\$1,994	\$408	22.6%
South Hampton	\$1,397	n/a	\$1,443	n/a	n/a	n/a	n/a	n/a
Stratham	\$1,787	\$955	\$1,856	\$1,852	\$1,942	\$1,971	\$29	1.6%
CEDS Eastern Communities	\$1,535	\$1,391	\$1,593	\$1,659	\$1,678	\$1,607	n/a	n/a
Atkinson	n/a	\$760	n/a	n/a	\$885	\$1,050	\$165	n/a
Auburn	\$926	\$993	\$910	\$910	\$906	\$1,039	\$133	14.6%
Brentwood	n/a	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	\$2,691	\$1,165	90.6%
Chester	n/a	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	\$1,821	\$179	16.1%
Deerfield	\$1,144	n/a	n/a	\$1,314	n/a	\$1,649	n/a	n/a
Epping	\$914	\$943	\$1,000	\$999	\$835	\$1,100	\$265	26.5%
Fremont	n/a	n/a	\$1,798	\$1,328	n/a	\$1,877	n/a	n/a
Hampstead	n/a	\$783	\$1,223	n/a	\$881	\$1,164	\$283	n/a
Kingston	\$1,207	n/a	\$1,271	\$2,269	\$1,413	\$1,451	\$38	1.7%
Newton	\$996	\$980	\$995	\$1,216	\$1,186	\$1,197	\$11	0.9%
Northwood	\$1,617	\$1,143	\$1,272	\$1,397	n/a	\$1,728	n/a	n/a
Nottingham	\$1,636	n/a	n/a	\$1,889	\$1,849	\$1,879	\$30	1.6%
Plaistow	\$1,036	\$1,041	\$1,048	\$1,086	\$1,070	\$1,331	\$261	24.0%
Raymond	\$1,291	\$1,225	\$1,350	\$1,190	\$1,378	\$1,526	\$148	12.4%
Sandown	\$1,184	\$1,925	\$1,993	\$1,458	\$2,012	\$2,450	\$438	30.0%
CEDS Central Communities	\$1,182	\$1,109	\$1,288	\$1,343	\$1,336	\$1,636	n/a	n/a
Derry	\$1,107	\$1,121	\$1,132	\$1,202	\$1,407	\$1,446	\$39	3.2%
Hudson	\$1,272	\$1,418	\$1,431	\$1,236	\$1,450	\$1,454	\$4	0.3%
Litchfield	\$1,072	\$1,038	\$1,971	\$1,448	\$1,503	\$1,923	\$420	29.0%
Londonerry	\$1,333	\$1,566	\$1,346	\$1,428	\$1,494	\$1,554	\$60	4.2%
Merrimack	\$1,517	\$1,546	\$1,725	\$1,951	\$1,819	\$2,400	\$581	29.8%
Nashua	\$1,395	\$1,473	\$1,282	\$1,631	\$1,652	\$1,944	\$292	17.9%
Pelham	n/a	n/a	n/a	n/a	n/a	\$1,776	n/a	n/a
Salem	\$1,043	\$1,321	\$1,587	\$1,485	\$1,754	\$2,112	\$358	24.1%
Windham	\$1,368	\$1,421	n/a	\$2,195	\$2,739	n/a	n/a	n/a
CEDS Western Communities	\$1,266	\$1,309	\$1,496	\$1,572	\$1,727	\$1,826	n/a	n/a
REDC CEDS Region Average	\$1,314	\$1,243	\$1,417	\$1,469	\$1,501	\$1,607	n/a	n/a
Hillsborough County Average	\$1,280	\$1,346	\$1,350	\$1,412	\$1,526	\$1,658	\$132	9.3%
Rockingham County Average	\$1,268	\$1,245	\$1,534	\$1,548	\$1,556	\$1,578	\$22	1.4%
State of NH Average	\$1,143	\$1,177	\$1,303	\$1,283	\$1,373	\$1,510	\$137	10.7%

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 CEDS 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 2020			Hillsborough County 2021		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
ALL	Total, Private plus Government	11,276	192,746	\$1,350	11,510	196,932	\$1,407
	Total Private	10,994	172,283	\$1,367	11,232	176,563	\$1,426
101	Goods-Producing Industries	1,732	33,774	\$1,698	1,793	33,764	\$1,745
11	Agriculture/Forestry/Fishing	35	229	\$675	35	246	\$718
111	Crop Production	14	155	\$547	14	170	\$579
112	Animal Production	n	n	n	n	n	n
113	Forestry and Logging	12	46	\$1,192	12	47	\$1,225
114	Fishing, Hunting, and Trapping	0	0	\$0	0	0	\$0
115	Agriculture and Forestry Support Activities	n	n	n	n	n	n
21	Mining	8	61	\$1,499	8	57	\$1,464
211	Oil and Gas Extraction	0	0	\$0	0	0	\$0
212	Mining (except Oil and Gas)	8	61	\$1,499	8	57	\$1,464
213	Support Activities for Mining	0	0	\$0	0	0	\$0
23	Construction	1,124	8,076	\$1,384	1,185	8,387	\$1,425
236	Construction of Buildings	302	1,670	\$1,514	307	1,663	\$1,643
237	Heavy and Civil Engineering Construction	32	400	\$1,397	30	373	\$1,609
238	Specialty Trade Contractors	790	6,006	\$1,347	849	6,352	\$1,357
31-33	Manufacturing	566	25,408	\$1,808	565	25,074	\$1,863
311	Food Manufacturing	30	504	\$841	32	547	\$869
312	Beverage and Tobacco Product Manufacturing	15	475	\$1,405	16	416	\$1,610
313	Textile Mills	6	527	\$1,167	n	n	n
314	Textile Product Mills	8	36	\$798	n	n	n
315	Apparel Manufacturing	3	58	\$1,161	3	50	\$1,201
316	Leather and Allied Product Manufacturing	n	n	n	3	12	\$746
321	Wood Product Manufacturing	12	209	\$1,225	12	221	\$1,237
322	Paper Manufacturing	6	394	\$1,346	6	311	\$1,558
323	Printing and Related Support Activities	44	538	\$1,193	43	552	\$1,417
324	Petroleum and Coal Products Manufacturing	n	n	n	n	n	n
325	Chemical Manufacturing	16	366	\$1,503	16	363	\$1,628
326	Plastics and Rubber Products Manufacturing	31	1,636	\$1,174	30	1,727	\$1,232
327	Nonmetallic Mineral Product Manufacturing	21	363	\$1,283	21	381	\$1,335
331	Primary Metal Manufacturing	11	1,200	\$1,287	10	1,081	\$1,333
332	Fabricated Metal Product Manufacturing	100	3,196	\$1,330	99	3,159	\$1,362
333	Machinery Manufacturing	46	1,032	\$1,701	44	1,041	\$1,808
334	Computer and Electronic Product Manufacturing	126	11,756	\$2,309	128	11,505	\$2,217
335	Electrical Equipment/Appliances Manufacturing	19	997	\$1,772	19	1,004	\$1,800
336	Transportation Equipment Manufacturing	4	54	\$1,884	6	49	\$1,792
337	Furniture and Related Product Manufacturing	8	62	\$919	8	68	\$892
339	Miscellaneous Manufacturing	54	1,991	\$1,576	54	2,037	\$2,427
102	Service-Providing Industries	9,261	138,510	\$1,286	9,439	142,800	\$1,350
22	Utilities	15	294	\$2,306	17	332	\$2,275
221	Utilities	15	294	\$2,306	17	332	\$2,275
42	Wholesale Trade	749	6,900	\$1,958	739	6,730	\$2,165
423	Merchant Wholesalers, Durable Goods	347	4,379	\$1,988	358	4,421	\$2,319
424	Merchant Wholesalers, Nondurable Goods	102	1,370	\$1,397	104	1,381	\$1,487
425	Electronic Markets and Agents and Brokers	301	1,151	\$2,512	277	929	\$2,436
44-45	Retail Trade	1,442	25,931	\$792	1,437	26,163	\$882
441	Motor Vehicle and Parts Dealers	181	3,675	\$1,385	180	3,630	\$1,828
442	Furniture and Home Furnishings Stores	69	864	\$817	66	979	\$889
443	Electronics and Appliance Stores	74	926	\$1,174	71	870	\$1,339
444	Building Material and Garden Supply Stores	111	2,331	\$848	106	2,370	\$870
445	Food and Beverage Stores	150	6,248	\$455	155	5,947	\$460
446	Health and Personal Care Stores	136	1,268	\$781	129	1,310	\$805
447	Gasoline Stations	123	833	\$586	135	891	\$568
448	Clothing and Clothing Accessories Stores	192	1,835	\$495	188	1,971	\$578
451	Sporting Goods, Hobby, Book, and Music Stores	92	904	\$557	85	1,005	\$535
452	General Merchandise Stores	66	3,197	\$549	66	3,260	\$565
453	Miscellaneous Store Retailers	166	1,324	\$559	169	1,456	\$579
454	Nonstore Retailers	83	2,526	\$1,369	86	2,473	\$1,486
48-49	Transportation and Warehousing	222	4,577	\$930	227	4,570	\$971
481	Air Transportation	17	228	\$1,573	16	207	\$1,424
484	Truck Transportation	73	715	\$1,190	81	735	\$1,265
485	Transit and Ground Passenger Transportation	34	673	\$556	31	743	\$647
486	Pipeline Transportation	0	0	\$0	0	0	\$0
487	Scenic and Sightseeing Transportation	0	0	\$0	0	0	\$0
488	Support Activities for Transportation	36	307	\$959	34	323	\$1,004
491	Postal Service	0	0	\$0	0	0	\$0
492	Couriers and Messengers	40	2,058	\$894	42	1,942	\$948
493	Warehousing and Storage	22	596	\$900	22	620	\$914

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 2020			Hillsborough County 2021		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
51	Information	197	5,720	\$2,055	207	5,526	\$2,233
511	Publishing Industries (except Internet)	88	2,240	\$2,390	95	2,275	\$2,655
512	Motion Picture and Sound Recording	19	314	\$1,193	18	332	\$1,342
515	Broadcasting (except Internet)	5	196	\$1,471	5	190	\$1,481
517	Telecommunications	38	2,578	\$1,825	36	2,323	\$1,913
518	Data Processing and Related Services	26	327	\$2,756	29	341	\$2,891
519	Other Information Services	21	65	\$2,067	24	65	\$2,177
52	Finance and Insurance	606	9,880	\$2,887	619	10,244	\$2,794
522	Credit Intermediation and Related Activities	n	n	n	202	2,094	\$2,023
523	Financial Investment and Related Activities	168	4,933	\$3,724	181	5,109	\$3,391
524	Insurance Carriers and Related Activities	230	2,885	\$2,166	232	3,029	\$2,325
525	Funds, Trusts, and Other Financial Vehicles	n	n	n	5	13	\$1,804
53	Real Estate and Rental and Leasing	349	2,182	\$1,214	352	2,148	\$1,351
531	Real Estate	294	1,659	\$1,251	297	1,670	\$1,385
532	Rental and Leasing Services	n	n	n	n	n	n
533	Lessors of Nonfinancial Intangible Assets	n	n	n	n	n	n
54	Professional and Technical Services	1,378	12,520	\$2,183	1,436	13,908	\$2,282
541	Professional and Technical Services	1,378	12,520	\$2,183	1,436	13,908	\$2,282
5411	Legal Services	231	1,605	\$2,214	227	1,637	\$2,300
5412	Accounting and Bookkeeping Services	165	1,697	\$2,096	164	1,798	\$2,003
5413	Architectural and Engineering Services	196	2,579	\$2,112	202	2,909	\$2,229
5414	Specialized Design Services	28	135	\$1,292	31	133	\$1,212
5415	Computer Systems Design and Related Services	377	3,569	\$2,751	409	4,261	\$2,853
5416	Management and Technical Consulting Services	216	1,075	\$1,905	232	1,157	\$2,147
5417	Scientific Research and Development Services	28	748	\$1,972	30	837	\$1,953
5418	Advertising, PR, and Related Services	51	355	\$1,518	57	368	\$1,621
5419	Other Professional and Technical Services	85	758	\$958	84	808	\$1,064
55	Management of Companies/Enterprises	116	3,025	\$1,764	130	3,047	\$1,829
551	Management of Companies/Enterprises	116	3,025	\$1,764	130	3,047	\$1,829
56	Administrative and Waste Services	852	10,839	\$979	883	10,965	\$1,065
561	Administrative and Support Services	818	10,585	\$979	850	10,724	\$1,065
5611	Office Administrative Services	134	1,166	\$1,841	144	1,022	\$1,944
5612	Facilities Support Services	4	32	\$962	4	35	\$1,037
5613	Employment Services	114	3,557	\$877	127	3,914	\$1,025
5614	Business Support Services	62	959	\$1,112	61	916	\$1,151
5615	Travel Arrangement and Reservation Services	21	138	\$1,083	23	144	\$1,105
5616	Investigation and Security Services	50	884	\$1,120	49	879	\$1,188
5617	Services to Buildings and Dwellings	411	3,618	\$733	416	3,552	\$812
5619	Other Support Services	23	231	\$921	27	262	\$938
562	Waste Management and Remediation Services	33	254	\$967	33	241	\$1,064
61	Educational Services	191	6,255	\$1,062	200	6,438	\$1,047
611	Educational Services	191	6,255	\$1,062	200	6,438	\$1,047
62	Health Care and Social Assistance	1,116	28,985	\$1,186	1,122	29,388	\$1,243
621	Ambulatory Health Care Services	719	10,431	\$1,614	733	11,001	\$1,660
622	Hospitals	16	9,069	\$1,155	16	9,004	\$1,256
623	Nursing and Residential Care Facilities	118	4,991	\$859	119	4,713	\$853
624	Social Assistance	262	4,493	\$619	254	4,671	\$632
71	Arts, Entertainment, and Recreation	180	2,467	\$459	186	2,883	\$492
711	Performing Arts and Spectator Sports	34	185	\$693	36	229	\$980
712	Museums, Historic Sites, Zoos, and Parks	8	118	\$582	8	109	\$619
713	Gambling, Recreation, Amusement Industries	137	2,164	\$432	143	2,545	\$443
72	Accommodation and Food Services	856	12,756	\$444	878	14,076	\$493
721	Accommodation	56	780	\$542	59	869	\$582
722	Food Services and Drinking Places	799	11,976	\$438	818	13,207	\$487
81	Other Services Except Public Admin	962	6,116	\$819	974	6,316	\$861
811	Repair and Maintenance	348	2,006	\$1,075	355	2,074	\$1,124
812	Personal and Laundry Services	330	2,334	\$650	334	2,476	\$704
813	Membership Associations and Organizations	168	1,626	\$760	165	1,602	\$780
814	Private Households	115	151	\$659	120	163	\$690
99	Unclassified Establishments	32	62	\$1,036	32	66	\$1,024
999	Unclassified Establishments	32	62	\$1,036	32	66	\$1,024
Total Government		282	20,463	\$1,213	279	20,368	\$1,243
Federal Government		70	4,235	\$1,749	69	4,251	\$1,799
State Government		96	1,663	\$975	94	1,655	\$958
Local Government		116	14,564	\$1,084	116	14,462	\$1,112

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 2020			Rockingham County 2021		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
ALL	Total, Private plus Government	10,294	141,876	\$1,204	10,598	147,153	\$1,267
	Total Private	9,996	128,387	\$1,216	10,303	133,559	\$1,282
101	Goods-Producing Industries	1,518	23,301	\$1,435	1,558	23,930	\$1,480
11	Agriculture/Forestry/Fishing	32	266	\$544	33	274	\$550
111	Crop Production	15	197	\$492	16	206	\$480
112	Animal Production	6	25	\$571	6	30	\$517
113	Forestry and Logging	n	n	n	4	15	\$1,640
114	Fishing, Hunting, and Trapping	n	n	n	n	n	n
115	Agriculture and Forestry Support Activities	8	29	\$447	n	n	n
21	Mining	9	132	\$1,081	9	132	\$1,237
211	Oil and Gas Extraction	0	0	\$0	0	0	\$0
212	Mining (except Oil and Gas)	n	n	n	n	n	n
213	Support Activities for Mining	n	n	n	n	n	n
23	Construction	1,013	7,285	\$1,380	1,049	7,520	\$1,424
236	Construction of Buildings	264	1,316	\$1,394	266	1,396	\$1,440
237	Heavy and Civil Engineering Construction	51	1,333	\$1,829	52	1,247	\$1,851
238	Specialty Trade Contractors	698	4,636	\$1,246	730	4,877	\$1,311
31-33	Manufacturing	463	15,619	\$1,479	467	16,004	\$1,524
311	Food Manufacturing	27	1,468	\$1,584	30	1,511	\$1,666
312	Beverage and Tobacco Product Manufacturing	27	536	\$905	27	602	\$922
313	Textile Mills	n	n	n	n	n	n
314	Textile Product Mills	12	84	\$1,011	n	n	n
315	Apparel Manufacturing	n	n	n	n	n	n
316	Leather and Allied Product Manufacturing	n	n	n	n	n	n
321	Wood Product Manufacturing	15	169	\$1,239	17	169	\$1,259
322	Paper Manufacturing	n	n	n	6	38	\$891
323	Printing and Related Support Activities	32	444	\$1,096	33	451	\$1,071
324	Petroleum and Coal Products Manufacturing	4	139	\$1,811	4	148	\$1,905
325	Chemical Manufacturing	18	1,545	\$1,948	16	1,646	\$1,975
326	Plastics and Rubber Products Manufacturing	18	1,174	\$1,249	18	1,280	\$1,188
327	Nonmetallic Mineral Product Manufacturing	19	856	\$1,394	19	836	\$1,427
331	Primary Metal Manufacturing	5	272	\$1,102	5	253	\$1,110
332	Fabricated Metal Product Manufacturing	112	2,796	\$1,515	113	2,889	\$1,509
333	Machinery Manufacturing	31	1,584	\$1,635	31	1,710	\$1,637
334	Computer and Electronic Product Manufacturing	56	1,939	\$1,428	58	1,790	\$1,737
335	Electrical Equipment/Appliances Manufacturing	16	1,195	\$1,444	18	1,177	\$1,422
336	Transportation Equipment Manufacturing	11	175	\$1,066	n	n	n
337	Furniture and Related Product Manufacturing	15	256	\$1,245	15	242	\$1,255
339	Miscellaneous Manufacturing	31	543	\$1,762	31	683	\$1,634
102	Service-Providing Industries	8,478	105,086	\$1,168	8,745	109,629	\$1,239
22	Utilities	19	684	\$2,691	18	648	\$2,708
221	Utilities	19	684	\$2,691	18	648	\$2,708
42	Wholesale Trade	800	6,671	\$1,683	802	6,685	\$1,842
423	Merchant Wholesalers, Durable Goods	330	3,387	\$1,601	354	3,388	\$1,726
424	Merchant Wholesalers, Nondurable Goods	155	2,226	\$1,561	158	2,214	\$1,680
425	Electronic Markets and Agents and Brokers	315	1,058	\$2,203	290	1,082	\$2,538
44-45	Retail Trade	1,417	23,398	\$705	1,426	24,236	\$762
441	Motor Vehicle and Parts Dealers	192	2,340	\$1,192	196	2,443	\$1,416
442	Furniture and Home Furnishings Stores	82	727	\$788	80	836	\$820
443	Electronics and Appliance Stores	71	1,211	\$1,947	72	1,188	\$2,172
444	Building Material and Garden Supply Stores	125	3,033	\$797	117	3,112	\$824
445	Food and Beverage Stores	118	6,321	\$418	128	6,250	\$431
446	Health and Personal Care Stores	121	990	\$774	111	1,013	\$781
447	Gasoline Stations	122	895	\$576	122	855	\$607
448	Clothing and Clothing Accessories Stores	169	1,144	\$464	162	1,255	\$512
451	Sporting Goods, Hobby, Book, and Music Stores	83	774	\$473	84	889	\$486
452	General Merchandise Stores	63	3,768	\$498	62	3,933	\$536
453	Miscellaneous Store Retailers	200	1,535	\$569	204	1,726	\$607
454	Nonstore Retailers	72	660	\$1,204	87	736	\$1,292
48-49	Transportation and Warehousing	207	5,183	\$999	212	5,533	\$1,068
481	Air Transportation	7	209	\$1,723	n	n	n
484	Truck Transportation	88	996	\$1,162	94	1,042	\$1,242
485	Transit and Ground Passenger Transportation	29	862	\$505	29	850	\$508
486	Pipeline Transportation	n	n	n	n	n	n
487	Scenic and Sightseeing Transportation	n	n	n	n	n	n
488	Support Activities for Transportation	34	556	\$1,386	33	574	\$1,423
491	Postal Service	0	0	\$0	0	0	\$0
492	Couriers and Messengers	21	1,037	\$841	25	1,244	\$848
493	Warehousing and Storage	20	1,480	\$1,049	18	1,546	\$1,218

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 2020			Rockingham County 2021		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
51	Information	145	2,362	\$2,152	160	2,224	\$2,187
511	Publishing Industries (except Internet)	68	1,543	\$2,368	76	1,376	\$2,491
512	Motion Picture and Sound Recording	14	98	\$598	16	105	\$849
515	Broadcasting (except Internet)	4	25	\$1,340	4	25	\$1,454
517	Telecommunications	25	431	\$1,825	26	424	\$1,812
518	Data Processing and Related Services	22	205	\$2,183	28	244	\$1,873
519	Other Information Services	12	60	\$1,712	10	50	\$1,680
52	Finance and Insurance	476	5,496	\$2,187	492	5,506	\$2,578
522	Credit Intermediation and Related Activities	163	2,354	\$1,955	168	2,380	\$2,146
523	Financial Investment and Related Activities	n	n	n	n	n	n
524	Insurance Carriers and Related Activities	146	2,321	\$1,834	151	2,264	\$2,300
525	Funds, Trusts, and Other Financial Vehicles	n	n	n	n	n	n
53	Real Estate and Rental and Leasing	323	1,546	\$1,429	326	1,639	\$1,787
531	Real Estate	262	1,163	\$1,235	270	1,207	\$1,344
532	Rental and Leasing Services	n	n	n	n	n	n
533	Lessors of Nonfinancial Intangible Assets	n	n	n	n	n	n
54	Professional and Technical Services	1,245	10,510	\$1,857	1,295	10,607	\$1,993
541	Professional and Technical Services	1,245	10,510	\$1,857	1,295	10,607	\$1,993
5411	Legal Services	141	683	\$1,576	140	692	\$1,677
5412	Accounting and Bookkeeping Services	153	1,210	\$1,281	160	1,209	\$1,333
5413	Architectural and Engineering Services	197	2,505	\$1,753	194	2,565	\$1,835
5414	Specialized Design Services	26	172	\$1,266	27	203	\$1,237
5415	Computer Systems Design and Related Services	305	3,046	\$2,325	314	2,842	\$2,478
5416	Management and Technical Consulting Services	271	1,444	\$2,107	296	1,546	\$2,375
5417	Scientific Research and Development Services	20	233	\$2,102	26	245	\$3,517
5418	Advertising, PR, and Related Services	36	189	\$1,379	43	188	\$1,562
5419	Other Professional and Technical Services	95	1,031	\$1,366	95	1,117	\$1,375
55	Management of Companies/Enterprises	122	2,291	\$2,714	132	2,533	\$2,875
551	Management of Companies/Enterprises	122	2,291	\$2,714	132	2,533	\$2,875
56	Administrative and Waste Services	762	8,868	\$1,175	800	8,876	\$1,273
561	Administrative and Support Services	700	8,137	\$1,151	736	8,186	\$1,251
5611	Office Administrative Services	132	1,220	\$2,026	140	1,274	\$2,152
5612	Facilities Support Services	n	n	n	n	n	n
5613	Employment Services	112	2,211	\$1,258	118	2,240	\$1,398
5614	Business Support Services	48	1,233	\$930	50	1,218	\$983
5615	Travel Arrangement and Reservation Services	18	164	\$1,342	17	144	\$1,527
5616	Investigation and Security Services	31	790	\$1,034	32	735	\$1,039
5617	Services to Buildings and Dwellings	346	2,348	\$757	365	2,388	\$839
5619	Other Support Services	n	n	n	n	n	n
562	Waste Management and Remediation Services	62	731	\$1,444	64	690	\$1,527
61	Educational Services	153	2,874	\$943	158	2,871	\$971
611	Educational Services	153	2,874	\$943	158	2,871	\$971
62	Health Care and Social Assistance	881	16,220	\$1,176	902	16,667	\$1,197
621	Ambulatory Health Care Services	633	6,987	\$1,495	647	7,302	\$1,530
622	Hospitals	9	4,011	\$1,233	10	3,996	\$1,244
623	Nursing and Residential Care Facilities	55	2,508	\$890	60	2,492	\$890
624	Social Assistance	185	2,714	\$535	185	2,876	\$554
71	Arts, Entertainment, and Recreation	187	2,270	\$548	198	2,871	\$519
711	Performing Arts and Spectator Sports	36	217	\$906	40	255	\$737
712	Museums, Historic Sites, Zoos, and Parks	12	118	\$519	13	135	\$539
713	Gambling, Recreation, Amusement Industries	139	1,936	\$510	144	2,480	\$495
72	Accommodation and Food Services	842	12,567	\$484	871	14,254	\$529
721	Accommodation	75	1,125	\$653	78	1,288	\$678
722	Food Services and Drinking Places	766	11,442	\$467	793	12,966	\$514
81	Other Services Except Public Admin	863	4,069	\$819	920	4,384	\$873
811	Repair and Maintenance	304	1,503	\$1,099	316	1,561	\$1,156
812	Personal and Laundry Services	318	1,606	\$548	335	1,818	\$611
813	Membership Associations and Organizations	100	793	\$873	105	809	\$947
814	Private Households	140	167	\$641	165	196	\$748
99	Unclassified Establishments	37	75	\$956	36	98	\$950
999	Unclassified Establishments	37	75	\$956	36	98	\$950
	Total Government	299	13,488	\$1,088	295	13,593	\$1,111
	Federal Government	65	1,119	\$1,341	65	1,229	\$1,488
	State Government	89	1,197	\$792	86	1,180	\$766
	Local Government	145	11,173	\$1,094	144	11,184	\$1,106

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 - 2020					State of NH - 2021				
		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	48,912	624,442	\$1,247	30.9%	22.7%	52,118	647,978	\$1,387	30.4%	22.7%
	Total Private	46,908	542,824	\$1,270	31.7%	23.7%	50,114	567,574	\$1,425	31.1%	23.5%
101	Goods-Producing Industries	6,503	97,843	\$1,431	34.5%	23.8%	6,775	99,578	\$1,484	33.9%	24.0%
11	Agriculture/Forestry/Fishing	260	2,088	\$794	11.0%	12.7%	256	2,110	\$952	11.7%	13.0%
111	Crop Production	83	1,009	\$691	15.4%	19.5%	84	1,047	\$718	16.2%	19.7%
112	Animal Production	53	505	\$740	n	5.0%	53	523	\$1,164	n	5.7%
113	Forestry and Logging	78	407	\$1,031	11.3%	n	76	382	\$1,043	12.3%	3.9%
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	58	583	\$1,391	10.5%	22.6%	56	578	\$1,368	9.9%	22.8%
211	Oil and Gas Extraction	0	0	\$0	0.0%	0.0%	0	0	\$0	n	n
212	Mining (except Oil and Gas)	50	453	\$1,418	13.5%	n	49	449	\$1,355	12.7%	n
213	Support Activities for Mining	8	130	\$1,295	0.0%	n	7	128	\$1,413	0.0%	n
23	Construction	4,292	27,886	\$1,324	29.0%	26.1%	4,546	29,043	\$1,368	28.9%	25.9%
236	Construction of Buildings	1,140	6,032	\$1,385	27.7%	21.8%	1,183	6,247	\$1,435	26.6%	22.3%
237	Heavy and Civil Engineering Construction	211	3,431	\$1,680	11.7%	38.9%	226	3,346	\$1,757	11.1%	37.3%
238	Specialty Trade Contractors	2,941	18,424	\$1,238	32.6%	25.2%	3,136	19,450	\$1,279	32.7%	25.1%
31-33	Manufacturing	1,894	67,286	\$1,496	37.8%	23.2%	1,917	67,848	\$1,551	37.0%	23.6%
311	Food Manufacturing	113	2,683	\$1,280	18.8%	54.7%	117	2,819	\$1,318	19.4%	53.6%
312	Beverage and Tobacco Product Manufacturing	76	1,264	\$1,031	37.6%	42.4%	85	1,359	\$1,056	30.6%	44.3%
313	Textile Mills	24	1,595	\$1,375	33.0%	n	21	1,515	\$1,459	n	n
314	Textile Product Mills	42	212	\$851	17.0%	39.6%	41	220	\$875	n	n
315	Apparel Manufacturing	14	464	\$906	12.5%	n	14	444	\$977	11.3%	n
316	Leather and Allied Product Manufacturing	12	180	\$957	n	n	11	169	\$1,012	7.1%	n
321	Wood Product Manufacturing	93	1,580	\$1,062	13.2%	10.7%	98	1,585	\$1,155	13.9%	10.7%
322	Paper Manufacturing	21	777	\$1,344	50.7%	n	20	639	\$1,539	48.7%	5.9%
323	Printing and Related Support Activities	139	1,992	\$1,079	27.0%	22.3%	136	1,980	\$1,181	27.9%	22.8%
324	Petroleum and Coal Products Manufacturing	17	231	\$1,616	n	60.2%	17	245	\$1,722	n	60.4%
325	Chemical Manufacturing	58	2,462	\$1,681	14.9%	62.8%	61	2,542	\$1,746	14.3%	64.8%
326	Plastics and Rubber Products Manufacturing	85	4,942	\$1,134	33.1%	23.8%	82	5,185	\$1,149	33.3%	24.7%
327	Nonmetallic Mineral Product Manufacturing	93	1,868	\$1,290	19.4%	45.8%	94	1,907	\$1,314	20.0%	43.8%
331	Primary Metal Manufacturing	30	2,220	\$1,241	54.1%	12.3%	29	2,086	\$1,292	51.8%	12.1%
332	Fabricated Metal Product Manufacturing	374	11,252	\$1,293	28.4%	24.8%	373	11,371	\$1,328	27.8%	25.4%
333	Machinery Manufacturing	146	6,794	\$1,524	15.2%	23.3%	150	7,213	\$1,593	14.4%	23.7%
334	Computer and Electronic Product Manufacturing	259	15,797	\$2,092	74.4%	12.3%	270	15,422	\$2,087	74.6%	11.6%
335	Electrical Equipment/Appliances Manufacturing	54	3,926	\$1,395	25.4%	30.4%	56	3,847	\$1,443	26.1%	30.6%
336	Transportation Equipment Manufacturing	42	2,157	\$1,321	2.5%	8.1%	44	2,111	\$1,364	2.3%	n
337	Furniture and Related Product Manufacturing	55	839	\$1,045	7.4%	30.5%	53	829	\$1,076	8.2%	29.2%
339	Miscellaneous Manufacturing	147	4,049	\$1,391	49.2%	13.4%	148	4,360	\$1,787	46.7%	15.7%
102	Service-Providing Industries	40,405	444,981	\$1,234	31.1%	23.6%	43,338	467,996	\$1,413	30.5%	23.4%
22	Utilities	100	1,998	\$2,360	14.7%	34.2%	100	2,006	\$2,333	16.6%	32.3%
221	Utilities	100	1,998	\$2,360	14.7%	34.2%	100	2,006	\$2,333	16.6%	32.3%
42	Wholesale Trade	4,838	27,402	\$2,033	25.2%	24.3%	5,213	29,051	\$2,263	23.2%	23.0%
423	Merchant Wholesalers, Durable Goods	1,773	12,633	\$1,917	34.7%	26.8%	2,259	13,919	\$2,206	31.8%	24.3%
424	Merchant Wholesalers, Nondurable Goods	731	8,056	\$1,557	17.0%	27.6%	854	8,291	\$1,654	16.7%	26.7%
425	Electronic Markets and Agents and Brokers	2,334	6,713	\$2,824	17.1%	15.8%	2,099	6,841	\$3,119	13.6%	15.8%
44-45	Retail Trade	5,470	88,760	\$727	29.2%	26.4%	5,498	90,906	\$790	28.8%	26.7%
441	Motor Vehicle and Parts Dealers	753	11,506	\$1,233	31.9%	20.3%	755	11,695	\$1,509	31.0%	20.9%
442	Furniture and Home Furnishings Stores	277	2,444	\$786	35.4%	29.7%	276	2,763	\$846	35.4%	30.3%
443	Electronics and Appliance Stores	218	2,756	\$1,466	33.6%	43.9%	218	2,695	\$1,646	32.3%	44.1%
444	Building Material and Garden Supply Stores	494	10,252	\$788	22.7%	29.6%	474	10,538	\$817	22.5%	29.5%
445	Food and Beverage Stores	545	22,418	\$451	27.9%	28.2%	560	21,904	\$457	27.2%	28.5%
446	Health and Personal Care Stores	434	3,786	\$807	33.5%	26.1%	414	3,894	\$828	33.6%	26.0%
447	Gasoline Stations	553	4,278	\$525	19.5%	20.9%	565	4,250	\$541	21.0%	20.1%
448	Clothing and Clothing Accessories Stores	549	4,205	\$483	43.6%	27.2%	523	4,502	\$546	43.8%	27.9%
451	Sporting Goods, Hobby, Book, and Music Stores	342	3,245	\$509	27.9%	23.9%	338	3,615	\$530	27.8%	24.6%
452	General Merchandise Stores	286	13,369	\$517	23.9%	28.2%	280	13,967	\$541	23.3%	28.2%
453	Miscellaneous Store Retailers	634	4,414	\$573	30.0%	34.8%	646	4,914	\$600	29.6%	35.1%
454	Nonstore Retailers	384	6,085	\$1,279	41.5%	10.8%	450	6,169	\$1,358	40.1%	11.9%
48-49	Transportation and Warehousing	880	15,047	\$955	30.4%	34.4%	918	15,966	\$1,008	28.6%	34.7%
481	Air Transportation	36	477	\$1,658	47.8%	43.8%	38	476	\$1,662	43.5%	n
484	Truck Transportation	356	3,034	\$1,153	23.6%	32.8%	377	3,141	\$1,221	23.4%	33.2%
485	Transit and Ground Passenger Transportation	131	2,587	\$536	26.0%	33.3%	127	2,744	\$578	27.1%	31.0%
486	Pipeline Transportation	n	n	n	n	n	n	n	n	n	n
487	Scenic and Sightseeing Transportation	19	231	\$608	0.0%	n	20	284	\$654	0.0%	n
488	Support Activities for Transportation	137	1,446	\$1,149	21.2%	38.5%	141	1,477	\$1,254	21.9%	38.9%
491	Postal Service	4	45	\$974	0.0%	0.0%	3	58	\$964	0.0%	0.0%
492	Couriers and Messengers	114	4,424	\$883	46.5%	23.4%	130	4,769	\$902	40.7%	26.1%
493	Warehousing and Storage	80	2,796	\$1,048	21.3%	52.9%	78	3,007	\$1,154	20.6%	51.4%

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 - 2020					State of NH - 2021				
		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	1,028	11,736	\$2,061	48.7%	20.1%	1,168	11,675	\$2,245	47.3%	19.0%
511	Publishing Industries (except Internet)	450	5,140	\$2,442	43.6%	30.0%	516	5,156	\$2,622	44.1%	26.7%
512	Motion Picture and Sound Recording	81	570	\$936	55.1%	17.2%	91	625	\$1,068	53.1%	16.8%
515	Broadcasting (except Internet)	48	551	\$1,197	35.6%	4.5%	51	526	\$1,283	36.1%	4.8%
517	Telecommunications	141	3,741	\$1,791	68.9%	11.5%	145	3,465	\$1,866	67.0%	12.2%
518	Data Processing and Related Services	162	1,237	\$2,358	26.4%	16.6%	206	1,338	\$2,749	25.5%	18.2%
519	Other Information Services	146	496	\$1,674	13.1%	12.1%	159	566	\$2,133	11.5%	8.8%
52	Finance and Insurance	2,256	26,458	\$2,329	37.3%	20.8%	2,455	27,187	\$2,573	37.7%	20.3%
522	Credit Intermediation and Related Activities	782	8,034	\$1,766	n	29.3%	837	8,296	\$1,899	25.2%	28.7%
523	Financial Investment and Related Activities	611	6,579	\$3,883	75.0%	n	685	6,925	\$4,358	73.8%	n
524	Insurance Carriers and Related Activities	841	11,806	\$1,848	24.4%	19.7%	907	11,926	\$2,007	25.4%	19.0%
525	Funds, Trusts, and Other Financial Vehicles	22	39	\$1,606	n	n	27	39	\$2,013	33.3%	n
53	Real Estate and Rental and Leasing	1,352	6,566	\$1,231	33.2%	23.5%	1,385	6,760	\$1,391	31.8%	24.2%
531	Real Estate	1,092	4,767	\$1,158	34.8%	24.4%	1,124	4,906	\$1,241	34.0%	24.6%
532	Rental and Leasing Services	248	1,767	\$1,415	n	n	248	1,825	\$1,774	n	n
533	Lessors of Nonfinancial Intangible Assets	13	32	\$1,898	n	n	12	30	\$2,641	n	n
54	Professional and Technical Services	6,874	39,061	\$2,097	32.1%	26.9%	7,904	42,665	\$2,251	32.6%	24.9%
541	Professional and Technical Services	6,874	39,061	\$2,097	32.1%	26.9%	7,904	42,665	\$2,251	32.6%	24.9%
5411	Legal Services	701	3,821	\$2,003	42.0%	17.9%	724	3,916	\$2,036	41.8%	17.7%
5412	Accounting and Bookkeeping Services	681	4,211	\$1,697	40.3%	28.7%	756	4,446	\$1,728	40.4%	27.2%
5413	Architectural and Engineering Services	816	7,177	\$1,893	35.9%	34.9%	891	7,750	\$2,011	37.5%	33.1%
5414	Specialized Design Services	106	414	\$1,297	32.6%	41.5%	124	467	\$1,290	28.5%	43.5%
5415	Computer Systems Design and Related Services	2,357	12,104	\$2,638	29.5%	25.2%	2,747	13,418	\$2,849	31.8%	21.2%
5416	Management and Technical Consulting Services	1,330	4,648	\$2,270	23.1%	31.1%	1,638	5,342	\$2,487	21.7%	28.9%
5417	Scientific Research and Development Services	202	2,073	\$2,475	36.1%	11.2%	248	2,324	\$2,722	36.0%	10.5%
5418	Advertising, PR, and Related Services	234	1,290	\$1,180	27.5%	14.7%	314	1,393	\$1,369	26.4%	13.5%
5419	Other Professional and Technical Services	447	3,323	\$1,165	22.8%	31.0%	462	3,609	\$1,234	22.4%	31.0%
55	Management of Companies/Enterprises	608	8,986	\$2,140	33.7%	25.5%	761	9,463	\$6,935	32.2%	26.8%
551	Management of Companies/Enterprises	608	8,986	\$2,140	33.7%	25.5%	761	9,463	\$6,935	32.2%	26.8%
56	Administrative and Waste Services	4,102	33,417	\$1,104	32.4%	26.5%	4,520	35,628	\$1,200	30.8%	24.9%
561	Administrative and Support Services	3,892	31,365	\$1,095	33.7%	25.9%	4,300	33,555	\$1,194	32.0%	24.4%
5611	Office Administrative Services	936	4,515	\$2,093	25.8%	27.0%	1,112	4,801	\$1,996	21.3%	26.5%
5612	Facilities Support Services	15	131	\$952	24.4%	n	16	132	\$978	26.5%	n
5613	Employment Services	788	9,712	\$1,079	36.6%	22.8%	947	11,465	\$1,296	34.1%	19.5%
5614	Business Support Services	294	3,041	\$1,081	31.5%	40.5%	316	3,066	\$1,153	29.9%	39.7%
5615	Travel Arrangement and Reservation Services	99	612	\$1,190	22.5%	26.8%	97	588	\$1,241	24.5%	24.5%
5616	Investigation and Security Services	155	2,124	\$1,052	41.6%	37.2%	168	2,102	\$1,094	41.8%	35.0%
5617	Services to Buildings and Dwellings	1,524	10,362	\$705	34.9%	22.7%	1,559	10,456	\$771	34.0%	22.8%
5619	Other Support Services	80	868	\$869	26.6%	n	87	945	\$905	27.7%	n
562	Waste Management and Remediation Services	210	2,052	\$1,238	12.4%	35.6%	220	2,072	\$1,302	11.6%	33.3%
61	Educational Services	856	19,272	\$1,203	32.5%	14.9%	942	19,786	\$1,236	32.5%	14.5%
611	Educational Services	856	19,272	\$1,203	32.5%	14.9%	942	19,786	\$1,236	32.5%	14.5%
62	Health Care and Social Assistance	3,678	89,496	\$1,229	32.4%	18.1%	3,742	91,234	\$1,263	32.2%	18.3%
621	Ambulatory Health Care Services	2336	33,070	\$1,634	31.5%	21.1%	2396	34,721	\$1,666	31.7%	21.0%
622	Hospitals	48	28,675	\$1,259	31.6%	14.0%	50	28,554	\$1,306	31.5%	14.0%
623	Nursing and Residential Care Facilities	354	13,854	\$858	36.0%	18.1%	361	13,424	\$856	35.1%	18.6%
624	Social Assistance	940	13,897	\$574	32.3%	19.5%	935	14,535	\$595	32.1%	19.8%
71	Arts, Entertainment, and Recreation	770	9,354	\$530	26.4%	24.3%	808	11,196	\$531	25.8%	25.6%
711	Performing Arts and Spectator Sports	170	807	\$1,076	22.9%	26.9%	185	1,115	\$902	20.5%	22.9%
712	Museums, Historic Sites, Zoos, and Parks	60	465	\$554	25.4%	25.4%	61	487	\$574	22.4%	27.7%
713	Gambling, Recreation, Amusement Industries	541	8,082	\$474	26.8%	24.0%	561	9,594	\$486	26.5%	25.8%
72	Accommodation and Food Services	3,448	47,788	\$465	26.7%	26.3%	3,554	53,704	\$513	26.2%	26.5%
721	Accommodation	526	6,328	\$570	12.3%	17.8%	541	7,423	\$598	11.7%	17.4%
722	Food Services and Drinking Places	2,923	41,461	\$449	28.9%	27.6%	3,012	46,281	\$499	28.5%	28.0%
81	Other Services Except Public Admin	3,746	18,878	\$829	32.4%	21.6%	3,914	19,798	\$875	31.9%	22.1%
811	Repair and Maintenance	1,354	6,706	\$1,095	29.9%	22.4%	1,398	6,992	\$1,155	29.7%	22.3%
812	Personal and Laundry Services	1,061	5,924	\$590	39.4%	27.1%	1,096	6,502	\$648	38.1%	28.0%
813	Membership Associations and Organizations	788	5,518	\$785	29.5%	14.4%	828	5,507	\$812	29.1%	14.7%
814	Private Households	543	729	\$652	20.7%	22.9%	593	798	\$698	20.4%	24.6%
99	Unclassified Establishments	401	761	\$2,360	8.1%	9.9%	457	969	\$2,254	6.8%	10.1%
999	Unclassified Establishments	401	761	\$2,360	8.1%	9.9%	457	969	\$2,254	6.8%	10.1%
	Total Government	2,003	81,618	\$1,101	25.1%	16.5%	2,004	80,404	\$1,117	25.3%	16.9%
	Federal Government	401	8,276	\$1,564	51.2%	13.5%	398	8,175	\$1,650	52.0%	15.0%
	State Government	814	19,735	\$1,163	8.4%	6.1%	819	19,501	\$1,147	8.5%	6.1%
	Local Government	788	53,607	\$1,006	27.2%	20.8%	787	52,728	\$1,024	27.4%	21.2%

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	2020			2021			# Change: 2020-2021			% Change: 2020-2021		
	Estab- lishments	Avg. Annl. Employ- ment	Average Weekly Wage									
East Kingston	41	238	\$937	41	227	\$962	2	7	\$63	5.1%	3.0%	7.1%
Exeter	587	10,441	\$1,330	623	10,834	\$1,386	-1	-628	\$113	-0.2%	-5.7%	9.2%
Greenland	172	1,887	\$1,138	185	2,039	\$1,178	13	152	\$40	7.6%	8.1%	3.5%
Hampton	538	5,611	\$1,273	553	5,937	\$1,445	15	326	\$172	2.8%	5.8%	13.5%
Hampton Falls	81	479	\$1,018	84	499	\$1,113	3	20	\$96	3.7%	4.2%	9.4%
Kensington	41	288	\$1,144	38	333	\$1,637	-3	45	\$492	-7.3%	15.6%	43.0%
New Castle	25	205	\$991	27	249	\$975	2	44	-\$16	8.0%	21.5%	-1.6%
Newfields	60	575	\$942	66	680	\$998	6	105	\$56	10.0%	18.3%	5.9%
Newington	184	4,882	\$1,436	173	5,079	\$1,490	-11	197	\$54	-6.0%	4.0%	3.8%
Newmarket	169	1,466	\$1,017	173	1,533	\$1,071	4	67	\$54	2.4%	4.6%	5.3%
North Hampton	251	2,198	\$1,152	250	2,236	\$1,187	-1	38	\$34	-0.4%	1.7%	3.0%
Portsmouth	1,940	31,873	\$1,483	1,952	32,352	\$1,567	12	479	\$84	0.6%	1.5%	5.7%
Rye	162	1,209	\$1,190	160	1,261	\$1,311	-2	52	\$121	-1.2%	4.3%	10.1%
Seabrook	334	6,216	\$1,106	350	6,380	\$1,152	16	164	\$45	4.8%	2.6%	4.1%
South Hampton	32	188	\$786	36	214	\$822	4	26	\$36	12.5%	13.8%	4.6%
Stratham	267	4,046	\$1,245	275	4,203	\$1,351	8	157	\$105	3.0%	3.9%	8.5%
CEDS Eastern Communities	4,884	71,802	\$1,137	4,986	74,056	\$1,228	102	2,254	\$91	2.1%	3.1%	8.0%
Atkinson	118	1,162	\$1,081	126	1,245	\$1,109	8	83	\$28	6.8%	7.1%	2.5%
Auburn	145	1,770	\$1,288	145	1,799	\$1,330	0	29	\$42	0.0%	1.6%	3.2%
Brentwood	157	2,048	\$1,050	158	1,894	\$1,180	1	-154	\$130	0.6%	-7.5%	12.4%
Candia	94	815	\$948	95	883	\$982	1	68	\$34	1.1%	8.3%	3.6%
Chester	72	411	\$999	77	426	\$995	5	15	-\$4	6.9%	3.6%	-0.4%
Danville	45	202	\$859	50	229	\$894	5	27	\$35	11.1%	13.4%	4.1%
Deerfield	90	571	\$851	96	556	\$873	6	-15	\$22	6.7%	-2.6%	2.6%
Epping	213	3,048	\$752	216	3,278	\$792	3	230	\$41	1.4%	7.5%	5.4%
Fremont	68	581	\$806	68	591	\$831	0	10	\$26	0.0%	1.7%	3.2%
Hampstead	257	2,177	\$1,056	268	2,234	\$1,142	11	57	\$86	4.3%	2.6%	8.2%
Kingston	178	1,461	\$943	179	1,533	\$985	1	72	\$42	0.6%	4.9%	4.5%
Newton	76	506	\$1,170	84	643	\$1,151	8	137	-\$19	10.5%	27.1%	-1.6%
Northwood	101	1,033	\$823	112	1,174	\$872	11	141	\$49	10.9%	13.6%	6.0%
Nottingham	60	339	\$1,030	66	368	\$1,077	6	29	\$46	10.0%	8.6%	4.5%
Plaistow	337	4,601	\$884	347	4,834	\$899	10	233	\$15	3.0%	5.1%	1.7%
Raymond	178	3,092	\$993	191	3,175	\$1,099	13	83	\$105	7.3%	2.7%	10.6%
Sandown	68	313	\$828	70	355	\$829	2	42	\$1	2.9%	13.4%	0.1%
CEDS Central Communities	2,257	24,130	\$962	2,348	25,217	\$1,002	91	1,087	\$40	4.0%	4.5%	4.2%
Derry	672	8,234	\$972	682	8,683	\$1,014	10	449	\$42	1.5%	5.5%	4.3%
Hudson	644	11,382	\$1,312	649	12,072	\$1,339	5	690	\$27	0.8%	6.1%	2.0%
Litchfield	92	846	\$1,001	95	928	\$1,094	3	82	\$92	3.3%	9.7%	9.2%
Londonderry	801	14,621	\$1,166	822	14,957	\$1,192	21	336	\$26	2.6%	2.3%	2.2%
Merrimack	780	16,750	\$2,196	809	17,717	\$2,112	29	967	-\$84	3.7%	5.8%	-3.8%
Nashua	2,616	48,664	\$1,323	2,656	49,021	\$1,399	40	357	\$76	1.5%	0.7%	5.8%
Pelham	290	2,372	\$1,171	306	2,695	\$1,299	16	323	\$128	5.5%	13.6%	10.9%
Salem	1,278	19,546	\$1,105	1,326	20,370	\$1,176	48	824	\$70	3.8%	4.2%	6.4%
Windham	404	3,541	\$1,207	433	3,870	\$1,216	29	329	\$9	7.2%	9.3%	0.7%
CEDS Western Communities	7,577	125,956	\$1,273	7,778	130,313	\$1,316	201	4,357	\$43	2.7%	3.5%	3.4%
REDC CEDS Region	14,718	221,888	\$1,095	15,112	229,586	\$1,155	394	7,698	\$60	2.7%	3.5%	5.5%
Hillsborough County	11,276	192,746	\$1,350	11,510	196,932	\$1,407	234	4,186	\$57	2.1%	2.2%	4.2%
Rockingham County	10,294	141,876	\$1,204	10,598	147,153	\$1,267	304	5,277	\$62	3.0%	3.7%	5.2%
New Hampshire	48,912	624,442	\$1,247	52,118	647,978	\$1,387	3,206	23,536	\$139	6.6%	3.8%	11.2%

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
	2012	2013	2014	2015	2016	2017	2018	2019	2020 *	2021	2022			
East Kingston	5.0%	5.6%	4.4%	3.0%	2.4%	2.8%	2.5%	2.4%	6.2%	3.5%	3.0%	-2.0%	0.2%	-0.5%
Exeter	5.7%	5.1%	4.1%	3.2%	2.6%	2.6%	2.5%	2.4%	6.1%	3.3%	2.3%	-3.4%	-0.3%	-1.0%
Greenland	4.6%	4.3%	3.9%	3.0%	3.3%	2.2%	2.1%	2.5%	5.4%	2.7%	2.3%	-2.3%	0.1%	-0.4%
Hampton	5.8%	5.9%	5.3%	4.1%	2.7%	3.1%	3.1%	2.9%	8.0%	4.1%	2.7%	-3.1%	-0.4%	-1.4%
Hampton Falls	5.4%	6.1%	4.2%	3.1%	2.8%	2.7%	2.7%	2.3%	5.6%	3.4%	2.5%	-2.9%	-0.2%	-0.9%
Kensington	5.3%	5.3%	3.9%	2.7%	2.4%	2.5%	2.1%	2.8%	6.0%	3.3%	2.8%	-2.5%	0.3%	-0.5%
New Castle	4.0%	4.3%	3.2%	2.6%	2.4%	2.0%	2.0%	1.8%	3.7%	2.2%	2.2%	-1.8%	0.2%	0.0%
Newfields	5.1%	5.0%	3.4%	2.8%	2.5%	2.2%	2.2%	2.2%	5.2%	2.2%	1.9%	-3.2%	-0.3%	-0.3%
Newington	5.2%	4.8%	3.8%	2.9%	2.4%	2.0%	1.9%	2.1%	4.6%	2.4%	1.8%	-3.4%	-0.2%	-0.6%
Newmarket	4.5%	4.1%	3.5%	2.8%	2.4%	2.0%	2.0%	2.3%	6.4%	2.8%	2.1%	-2.4%	0.1%	-0.7%
North Hampton	5.1%	5.0%	4.1%	2.8%	2.8%	2.6%	2.3%	2.3%	5.8%	3.3%	2.4%	-2.7%	-0.2%	-0.9%
Portsmouth	4.3%	4.1%	3.5%	2.4%	2.2%	2.1%	2.0%	2.0%	6.2%	3.0%	2.0%	-2.3%	-0.1%	-1.0%
Rye	4.8%	5.0%	3.6%	2.8%	2.0%	2.0%	2.0%	2.0%	5.1%	2.5%	1.8%	-3.0%	-0.2%	-0.7%
Seabrook	8.1%	7.9%	7.1%	5.5%	4.3%	4.1%	4.1%	3.8%	9.9%	5.2%	3.5%	-4.6%	-0.6%	-1.7%
South Hampton	6.5%	6.0%	4.4%	4.0%	3.6%	2.6%	2.9%	2.9%	8.5%	3.8%	3.1%	-3.4%	0.5%	-0.7%
Stratham	4.5%	4.5%	3.4%	2.6%	2.3%	2.2%	2.2%	2.2%	5.0%	2.8%	2.0%	-2.5%	-0.2%	-0.8%
CEDS Eastern Communities	5.2%	5.2%	4.1%	3.1%	2.7%	2.5%	2.4%	2.4%	6.1%	3.2%	2.4%	-2.8%	-0.1%	-0.8%
Atkinson	5.8%	5.9%	5.4%	4.1%	3.4%	3.2%	3.3%	3.1%	8.2%	3.5%	2.9%	-2.9%	-0.3%	-0.6%
Auburn	4.3%	4.0%	3.7%	2.9%	2.4%	2.5%	2.1%	2.2%	5.5%	2.3%	2.1%	-2.2%	-0.4%	-0.2%
Brentwood	6.2%	5.4%	3.4%	2.6%	2.0%	2.4%	1.9%	2.3%	5.6%	2.7%	2.3%	-3.9%	-0.1%	-0.4%
Candia	4.7%	4.5%	3.6%	3.0%	2.6%	2.1%	2.1%	1.8%	5.7%	2.8%	2.1%	-2.6%	0.0%	-0.7%
Chester	5.1%	5.0%	4.3%	3.1%	2.7%	2.9%	2.6%	2.4%	6.6%	3.1%	2.5%	-2.6%	-0.4%	-0.6%
Danville	7.8%	6.7%	5.4%	4.2%	3.0%	3.0%	3.1%	3.0%	8.4%	3.9%	2.8%	-5.0%	-0.2%	-1.1%
Deerfield	5.5%	5.3%	4.0%	3.0%	2.5%	2.3%	2.0%	2.2%	5.5%	2.6%	2.3%	-3.2%	0.0%	-0.3%
Epping	6.9%	5.9%	4.4%	3.5%	2.9%	2.3%	2.3%	2.4%	6.7%	3.4%	2.8%	-4.1%	0.5%	-0.6%
Fremont	6.5%	5.7%	4.8%	3.7%	3.1%	2.8%	2.4%	2.6%	6.8%	3.1%	2.7%	-3.8%	-0.1%	-0.4%
Hampstead	6.7%	6.3%	5.1%	4.0%	3.1%	3.3%	2.9%	3.0%	7.3%	4.0%	2.9%	-3.8%	-0.4%	-1.1%
Kingston	7.6%	7.3%	5.9%	4.5%	3.5%	3.5%	3.4%	3.2%	8.0%	3.8%	2.8%	-4.8%	-0.7%	-1.0%
Newton	7.2%	6.0%	4.8%	3.9%	3.2%	3.3%	3.0%	2.1%	7.2%	3.5%	2.9%	-4.3%	-0.4%	-0.6%
Northwood	7.5%	5.0%	4.2%	3.4%	2.8%	2.3%	2.1%	2.4%	6.2%	3.1%	2.3%	-5.2%	0.0%	-0.8%
Nottingham	4.6%	4.5%	3.5%	2.7%	2.2%	2.3%	2.2%	2.1%	5.4%	2.4%	2.1%	-2.5%	-0.2%	-0.3%
Plaistow	7.5%	7.5%	6.5%	5.1%	4.2%	3.7%	3.8%	3.7%	9.8%	5.1%	3.6%	-3.9%	-0.1%	-1.5%
Raymond	5.9%	5.7%	4.8%	3.9%	3.2%	2.9%	3.0%	2.9%	7.0%	3.5%	2.6%	-3.3%	-0.3%	-0.9%
Sandown	6.9%	6.5%	5.2%	4.2%	3.3%	3.0%	2.8%	2.8%	7.4%	3.2%	2.5%	-4.4%	-0.5%	-0.7%
CEDS Central Communities	6.3%	5.7%	4.6%	3.6%	2.9%	2.8%	2.6%	2.6%	6.9%	3.3%	2.6%	-3.7%	-0.2%	-0.7%
Derry	6.5%	6.1%	5.1%	4.1%	3.5%	3.4%	3.2%	2.9%	8.0%	3.9%	2.8%	-3.7%	-0.6%	-1.1%
Hudson	6.1%	5.8%	5.2%	4.3%	3.4%	3.3%	3.2%	3.1%	7.8%	3.9%	2.9%	-3.2%	-0.4%	-1.0%
Litchfield	5.3%	5.1%	4.9%	3.9%	3.2%	3.0%	2.9%	2.5%	6.8%	3.5%	2.7%	-2.6%	-0.3%	-0.8%
Londonderry	5.6%	5.3%	4.5%	3.6%	2.8%	2.7%	2.8%	2.8%	6.6%	3.2%	2.6%	-3.0%	-0.1%	-0.6%
Merrimack	5.0%	4.9%	4.0%	3.4%	2.9%	2.6%	2.5%	2.4%	6.1%	3.0%	2.3%	-2.7%	-0.3%	-0.7%
Nashua	6.2%	5.9%	5.1%	4.0%	3.3%	3.2%	2.9%	3.0%	8.0%	4.2%	2.9%	-3.3%	-0.3%	-1.3%
Pelham	7.3%	7.2%	6.0%	4.7%	4.0%	3.7%	3.5%	3.2%	8.4%	4.1%	3.4%	-3.9%	-0.3%	-0.7%
Salem	8.1%	7.6%	5.5%	4.3%	3.5%	3.6%	3.3%	3.4%	8.6%	4.2%	2.5%	-5.6%	-1.1%	-1.7%
Windham	5.1%	5.2%	4.7%	3.9%	3.0%	3.1%	2.9%	2.9%	6.7%	3.2%	2.5%	-2.6%	-0.6%	-0.7%
CEDS Western Communities	6.1%	5.9%	5.0%	4.0%	3.3%	3.2%	3.0%	2.9%	7.4%	3.7%	2.7%	-3.4%	-0.4%	-1.0%
REDC CEDS Region	5.9%	5.6%	4.5%	3.5%	2.9%	2.8%	2.6%	2.6%	6.7%	3.3%	2.6%	-3.3%	-0.2%	-0.8%
Hillsborough County	5.7%	5.4%	4.5%	3.6%	3.0%	2.8%	2.6%	2.6%	7.0%	3.6%	2.6%	-3.1%	-0.2%	-1.0%
Rockingham County	6.0%	5.7%	4.7%	3.6%	3.0%	2.9%	2.8%	2.7%	7.1%	3.5%	2.6%	-3.4%	-0.3%	-0.9%
New Hampshire	5.5%	5.3%	4.3%	3.4%	2.8%	2.7%	2.5%	2.5%	6.7%	3.5%	2.5%	-3.0%	-0.2%	-1.0%

* 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, 2020					Total Number of Employees, 2020					Avg. Weekly Wage Total Pvt + Gov't				
	Private Goods-Producing	Private Service-Providing	Total Private	Gov't	Total	Private Goods-Producing	Private Service-Providing	Gov't	Total	Private Goods-Producing	Private Service-Providing	Gov't	Total	2020	2021
East Kingston	11	236	38	84	238	39	115	84	238	11	26	38	74	\$937	\$962
Exeter	64	508	572	874	10,441	1,284	8,282	874	10,441	66	542	608	850	\$1,330	\$1,386
Greenland	31	136	166	148	1,887	316	1,423	179	325	30	149	138	158	\$1,138	\$1,178
Hampton	59	462	521	916	5,611	1,002	3,693	916	5,611	60	476	536	906	\$1,273	\$1,445
Hampton Falls	11	67	78	95	479	66	319	95	479	12	69	81	98	\$1,018	\$1,113
Kensington	9	30	39	62	288	26	201	62	288	6	30	36	65	\$1,144	\$1,637
New Castle	0	21	21	46	205	0	158	46	205	0	23	23	49	\$991	\$975
Newfields	14	40	54	66	575	269	213	66	575	16	44	60	65	\$942	\$998
Newington	17	165	182	187	4,882	2,389	2,306	187	4,882	18	153	171	164	\$1,436	\$1,490
Newmarket	22	141	163	300	1,466	189	976	300	1,466	24	143	167	306	\$1,017	\$1,071
North Hampton	33	211	244	98	2,198	248	1,852	98	2,198	33	211	244	105	\$1,152	\$1,187
Portsmouth	127	1,756	1,884	3,189	31,873	3,189	26,746	1,938	31,873	121	1,777	1,898	2,026	\$1,483	\$1,567
Rye	11	142	153	193	1,209	18	999	193	1,209	12	139	151	195	\$1,190	\$1,311
Seabrook	49	276	325	984	6,216	984	4,741	492	6,216	50	291	342	493	\$1,106	\$1,152
South Hampton	9	21	30	42	188	58	89	42	188	10	24	34	40	\$786	\$822
Stratham	30	231	261	789	4,046	789	2,843	413	4,046	28	240	269	412	\$1,245	\$1,351
CEDS Eastern Communities	497	4,233	4,731	10,866	71,802	497	54,956	5,954	71,802	497	4,337	4,837	6,006	\$1,137	\$1,228
Atkinson	32	84	116	65	1,162	355	742	65	1,162	35	89	124	66	\$1,081	\$1,109
Auburn	44	99	142	142	1,770	589	1,039	142	1,770	45	97	142	173	\$1,288	\$1,330
Brentwood	44	100	143	449	2,048	449	1,023	576	2,048	42	102	144	549	\$1,050	\$1,180
Candia	26	62	88	96	411	277	441	96	411	27	63	90	97	\$948	\$983
Chester	27	42	69	114	411	114	133	164	411	26	48	74	170	\$999	\$995
Danville	19	24	43	93	202	93	63	46	202	22	26	48	49	\$859	\$894
Deerfield	30	57	88	168	571	168	329	74	571	33	60	94	75	\$851	\$873
Epping	36	167	203	369	3,048	182	2,496	369	3,048	33	174	208	378	\$752	\$792
Fremont	21	44	65	121	581	121	326	133	581	21	44	65	130	\$806	\$831
Hampstead	61	192	253	425	2,177	425	1,652	100	2,177	66	198	264	105	\$1,056	\$1,142
Kingston	39	130	170	146	1,461	146	1,005	309	1,461	40	130	170	322	\$943	\$985
Newton	28	43	71	143	506	143	211	153	506	32	47	79	144	\$1,170	\$1,151
Northwood	30	66	96	137	1,033	137	715	181	1,033	34	72	107	174	\$823	\$872
Nottingham	19	36	55	66	339	66	105	168	339	20	42	62	165	\$1,030	\$1,077
Plaistow	58	270	328	605	4,601	605	3,050	946	4,601	58	282	340	947	\$884	\$899
Raymond	37	136	173	424	3,092	424	2,366	302	3,092	42	144	186	301	\$993	\$1,099
Sandown	24	42	66	85	313	85	162	66	313	24	43	68	66	\$828	\$829
CEDS Central Communities	575	1,594	2,169	4,379	24,130	4,379	15,858	3,890	24,130	600	1,661	2,265	3,911	\$962	\$1,002
Derry	106	554	661	701	8,234	701	6,581	953	8,234	102	569	671	951	\$972	\$1,014
Hudson	174	458	632	4,382	11,382	4,382	6,100	900	11,382	174	464	637	947	\$1,312	\$1,339
Litchfield	32	54	87	236	846	236	278	332	846	31	59	90	330	\$1,001	\$1,094
Londonderry	135	652	787	4,366	14,621	4,366	9,262	993	14,621	138	670	808	999	\$1,166	\$1,192
Merrimack	136	628	764	3,460	16,750	3,460	12,242	1,048	16,750	141	652	793	1,018	\$2,196	\$2,112
Nashua	269	2,309	2,578	8,239	48,664	8,239	35,877	4,548	48,664	279	2,340	2,619	4,621	\$1,323	\$1,399
Pelham	71	211	282	633	2,372	633	1,272	467	2,372	81	217	298	466	\$1,171	\$1,299
Salem	147	1,108	1,255	2,688	19,546	2,688	15,728	1,131	19,546	163	1,139	1,302	1,159	\$1,105	\$1,176
Windham	55	340	395	273	3,541	273	2,702	566	3,541	58	366	424	566	\$1,207	\$1,216
CEDS Western Communities	1,125	6,314	7,441	24,978	125,956	1,125	90,042	10,938	125,956	1,167	6,476	7,642	11,057	\$1,273	\$1,316
REDC CEDS Region	2,197	12,141	14,341	40,223	221,888	40,223	160,856	20,782	221,888	2,264	12,474	14,744	20,974	\$1,095	\$1,155
Hillsborough County	1,732	9,261	10,994	33,774	192,746	33,774	138,510	20,463	192,746	1,793	9,439	11,232	20,368	\$1,350	\$1,407
Rockingham County	1,518	8,478	9,996	23,301	141,876	23,301	105,086	13,488	141,876	1,558	8,745	10,303	13,593	\$1,204	\$1,267
New Hampshire	6,503	40,405	46,908	97,843	624,442	97,843	444,981	81,618	624,442	6,775	43,338	50,114	80,404	\$1,247	\$1,387

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	2017				2018				2019				
	Civilian Labor Force		Unempl. Rate (%)		Civilian Labor Force		Unempl. Rate (%)		Civilian Labor Force		Unempl. Rate (%)		
	Employed	Unemployed	Rate (%)	Unemployed	Employed	Unemployed	Rate (%)	Unemployed	Employed	Unemployed	Rate (%)	Unemployed	
(in thousands)													
Hillsborough County	234.2	227.3	7.0	3.0	238.7	232.1	6.6	2.7	245.0	238.5	6.5	2.6	
Rockingham County	183.3	177.7	5.6	3.0	185.8	180.4	5.4	2.9	190.4	185.1	5.2	2.7	
New Hampshire	755.0	733.8	21.2	2.8	764.6	744.3	20.2	2.6	780.5	760.5	20.0	2.6	
Connecticut	1903.3	1819.4	83.9	4.4	1931.5	1856.0	75.5	3.9	1938.6	1868.8	69.9	3.6	
Maine	699.5	675.9	23.6	3.4	703.1	681.3	21.8	3.1	697.8	677.5	20.3	2.9	
Massachusetts	3682.0	3541.5	140.5	3.8	3809.9	3678.4	131.4	3.4	3841.3	3725.1	116.2	3.0	
Rhode Island	555.9	530.9	25.0	4.5	571.2	548.0	23.2	4.1	574.3	554.1	20.3	3.5	
Vermont	336.7	335.9	10.5	3.0	356.5	347.1	9.3	2.6	353.5	346.0	7.5	2.1	
New England	7943.0	7638.2	304.7	3.8	8139.7	7858.3	281.5	3.5	8186.1	7932.0	254.2	3.1	
United States	160320	153337	6982	4.4	162075	155761	6314	3.9	163539	157538	6001	3.7	
REGION/STATE	2020				2021				2022				
(in thousands)	Civilian Labor Force		Unempl. Rate (%)		Civilian Labor Force		Unempl. Rate (%)		Civilian Labor Force		Unempl. Rate (%)		
	Employed	Unemployed	Rate (%)	Unemployed	Employed	Unemployed	Rate (%)	Unemployed	Employed	Unemployed	Rate (%)	Unempl.	
												Rate (%)	
Hillsborough County	241.2	224.4	16.8	7.0	237.4	229.1	8.3	3.5	241.3	235.1	6.2	2.6	
Rockingham County	187.0	173.8	13.2	7.0	185.3	179.1	6.2	3.4	188.7	183.8	4.9	2.6	
New Hampshire	764.1	713.1	51.0	6.7	756.9	731.1	25.7	3.4	766.7	747.3	19.3	2.5	
Connecticut	1884.1	1734.5	149.6	7.9	1855.3	1739.0	116.3	6.3	1932.5	1852.0	80.5	4.2	
Maine	670.6	636.7	33.9	5.1	685.2	653.3	31.8	4.6	674.9	655.0	19.9	3.0	
Massachusetts	3750.2	3399.4	350.8	9.4	3743.0	3535.7	207.3	5.5	3743.9	360.3	140.8	3.8	
Rhode Island	570.2	517.9	52.2	9.2	571.7	540.2	31.5	5.5	569.5	551.2	18.2	3.2	
Vermont	339.8	320.5	19.3	5.7	335.8	323.4	12.5	3.7	342.1	333.1	9.0	2.6	
New England	7979.0	7322.1	656.8	8.2	7947.9	7522.7	425.2	5.3	8029.5	7741.8	287.7	3.6	
United States	160742	147795	12947	8.1	161204	152581	8623	5.3	unk	unk	unk	3.6	

Source: NH Employment Security, U.S. Bureau of Labor Statistics
 NOTE: Data for years 2019-2021 were revised and updated in 2023.

Table E-1: Property Valuation and Taxes

Area	2021 Population	Property Valuation and Taxes			
		2021 Total Equalized Valuation	2021 Valuation per Capita	Full Value Tax Rate	State Rank Tax Rate (1=lowest)
East Kingston	2,471	\$ 488,798,971	\$ 197,814	\$ 17.94	154
Exeter	16,253	\$ 2,908,870,262	\$ 178,974	\$ 18.28	163
Greenland	4,120	\$ 1,200,327,257	\$ 291,342	\$ 13.69	69
Hampton	16,556	\$ 5,147,321,858	\$ 310,904	\$ 11.80	52
Hampton Falls	2,429	\$ 662,884,049	\$ 272,904	\$ 15.84	99
Kensington	2,123	\$ 519,527,957	\$ 244,714	\$ 14.36	74
New Castle	1,009	\$ 1,116,015,968	\$ 1,106,061	\$ 4.59	8
Newfields	1,790	\$ 389,746,149	\$ 217,735	\$ 15.95	100
Newington	819	\$ 1,204,627,731	\$ 1,470,852	\$ 7.51	18
Newmarket	9,496	\$ 1,380,155,586	\$ 145,341	\$ 18.86	171
North Hampton	4,578	\$ 1,659,818,330	\$ 362,564	\$ 11.94	54
Portsmouth	22,252	\$ 8,166,077,195	\$ 366,982	\$ 11.73	51
Rye	5,590	\$ 3,199,642,143	\$ 572,387	\$ 7.03	16
Seabrook	8,491	\$ 3,575,513,660	\$ 421,095	\$ 12.04	56
South Hampton	905	\$ 205,143,414	\$ 226,678	\$ 16.56	118
Stratham	7,842	\$ 1,981,353,871	\$ 252,659	\$ 15.06	82
CEDS Eastern Communities	106,724	\$ 33,805,824,400	\$ 316,759	NA	NA
Atkinson	7,271	\$ 1,557,517,007	\$ 214,209	\$ 12.25	57
Auburn	6,074	\$ 1,193,449,445	\$ 196,485	\$ 13.45	67
Brentwood	4,660	\$ 921,291,902	\$ 197,702	\$ 17.35	135
Candia	4,154	\$ 675,473,167	\$ 162,608	\$ 15.15	83
Chester	5,305	\$ 946,014,946	\$ 178,325	\$ 16.14	103
Danville	4,512	\$ 625,170,933	\$ 138,557	\$ 18.55	167
Deerfield	4,942	\$ 919,510,827	\$ 186,060	\$ 15.80	97
Epping	7,282	\$ 1,218,722,145	\$ 167,361	\$ 17.36	136
Fremont	4,810	\$ 709,145,741	\$ 147,432	\$ 17.01	128
Hampstead	9,118	\$ 1,728,882,958	\$ 189,612	\$ 17.62	144
Kingston	6,353	\$ 1,151,688,253	\$ 181,283	\$ 15.81	98
Newton	4,881	\$ 866,938,288	\$ 177,615	\$ 15.67	95
Northwood	4,698	\$ 899,373,418	\$ 191,438	\$ 11.96	55
Nottingham	5,331	\$ 1,003,121,708	\$ 188,168	\$ 15.68	96
Plaistow	7,914	\$ 1,433,023,181	\$ 181,074	\$ 17.82	150
Raymond	10,903	\$ 1,432,571,817	\$ 131,392	\$ 16.96	126
Sandown	6,621	\$ 1,000,671,084	\$ 151,136	\$ 19.69	184
CEDS Central Communities	104,829	\$ 18,282,566,818	\$ 174,404	NA	NA
Derry	34,749	\$ 4,723,465,741	\$ 135,931	\$ 18.96	172
Hudson	25,881	\$ 4,453,139,078	\$ 172,062	\$ 15.60	93
Litchfield	8,621	\$ 1,452,191,067	\$ 168,448	\$ 15.28	87
Londonderry	26,419	\$ 5,591,606,381	\$ 211,651	\$ 16.55	117
Merrimack	27,165	\$ 5,140,096,931	\$ 189,218	\$ 16.33	111
Nashua	92,043	\$ 15,188,910,975	\$ 165,020	\$ 15.64	94
Pelham	14,421	\$ 2,630,982,604	\$ 182,441	\$ 15.95	100
Salem	30,711	\$ 6,871,735,418	\$ 223,755	\$ 15.00	81
Windham	16,057	\$ 4,026,771,141	\$ 250,780	\$ 14.27	72
CEDS Western Communities	276,067	\$ 50,078,899,335	\$ 181,401	NA	NA
REDC CEDS Region	487,620	\$ 102,167,290,553	\$ 209,522	NA	NA
Hillsborough County	427,541	\$ 66,791,437,185	\$ 156,222	NA	NA
Rockingham County	319,489	\$ 73,301,969,899	\$ 229,435	NA	NA
New Hampshire	1,388,992	\$ 264,083,869,873	\$ 190,126	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							1-year	% change	5-year	% change
	2016	2017	2018	2019	2020	2021	change	2020-2021	change	2016-2021
East Kingston	\$40,527	\$43,202	\$45,440	\$44,142	\$43,603	\$47,797	\$4,194	9.6%	\$7,270	17.9%
Exeter	\$42,164	\$46,827	\$49,549	\$50,642	\$57,384	\$55,454	-\$1,930	-3.4%	\$13,290	31.5%
Greenland	\$49,511	\$49,777	\$51,331	\$52,504	\$58,583	\$62,127	\$3,544	6.0%	\$12,616	25.5%
Hampton	\$45,740	\$47,475	\$51,748	\$55,233	\$53,154	\$56,144	\$2,990	5.6%	\$10,404	22.7%
Hampton Falls	\$65,862	\$71,221	\$69,656	\$69,789	\$66,371	\$65,651	-\$720	-1.1%	-\$211	-0.3%
Kensington	\$50,733	\$49,538	\$50,583	\$50,343	\$48,085	\$53,484	\$5,399	11.2%	\$2,751	5.4%
New Castle	\$87,613	\$92,842	\$105,175	\$134,049	\$120,230	\$130,336	\$10,106	8.4%	\$42,723	48.8%
Newfields	\$52,204	\$53,753	\$59,001	\$62,419	\$62,058	\$65,843	\$3,785	6.1%	\$13,639	26.1%
Newington	\$43,242	\$48,688	\$51,110	\$55,154	\$62,933	\$66,988	\$4,055	6.4%	\$23,746	54.9%
Newmarket	\$34,133	\$37,848	\$39,386	\$39,407	\$42,844	\$49,086	\$6,242	14.6%	\$14,953	43.8%
North Hampton	\$63,228	\$66,817	\$60,176	\$59,427	\$61,967	\$66,784	\$4,817	7.8%	\$3,556	5.6%
Portsmouth	\$45,745	\$47,836	\$50,351	\$53,344	\$54,967	\$62,756	\$7,789	14.2%	\$17,011	37.2%
Rye	\$60,071	\$62,850	\$75,666	\$86,541	\$78,448	\$86,232	\$7,784	9.9%	\$26,161	43.6%
Seabrook	\$29,578	\$32,492	\$35,356	\$39,976	\$42,621	\$45,605	\$2,984	7.0%	\$16,027	54.2%
South Hampton	\$50,219	\$49,709	\$50,633	\$49,448	\$49,723	\$54,285	\$4,562	9.2%	\$4,066	8.1%
Stratham	\$53,588	\$54,956	\$56,673	\$56,070	\$62,776	\$62,761	-\$15	0.0%	\$9,173	17.1%
CEDS Eastern Communities	\$45,984	\$48,614	\$51,347	\$53,938	\$55,749	\$59,526	\$3,777	6.8%	\$13,542	29.4%
Atkinson	\$49,142	\$49,765	\$51,869	\$53,300	\$54,905	\$58,084	\$3,179	5.8%	\$8,942	18.2%
Auburn	\$43,896	\$45,996	\$46,223	\$49,610	\$47,519	\$51,738	\$4,219	8.9%	\$7,842	17.9%
Brentwood	\$39,772	\$46,081	\$48,686	\$51,757	\$54,898	\$61,277	\$6,379	11.6%	\$21,505	54.1%
Candia	\$41,243	\$43,962	\$46,302	\$46,034	\$46,316	\$46,775	\$459	1.0%	\$5,532	13.4%
Chester	\$47,311	\$48,760	\$51,699	\$51,890	\$48,914	\$50,043	\$1,129	2.3%	\$2,732	5.8%
Danville	\$33,002	\$34,596	\$35,616	\$40,246	\$40,800	\$43,758	\$2,958	7.3%	\$10,756	32.6%
Deerfield	\$34,858	\$39,158	\$42,445	\$47,204	\$46,937	\$47,170	\$233	0.5%	\$12,312	35.3%
Epping	\$33,706	\$35,538	\$35,459	\$36,355	\$37,017	\$42,556	\$5,539	15.0%	\$8,850	26.3%
Fremont	\$42,016	\$42,883	\$41,059	\$44,269	\$40,897	\$42,720	\$1,823	4.5%	\$704	1.7%
Hampstead	\$42,289	\$43,995	\$46,028	\$46,554	\$47,175	\$51,099	\$3,924	8.3%	\$8,810	20.8%
Kingston	\$45,814	\$46,706	\$49,961	\$45,291	\$45,916	\$49,643	\$3,727	8.1%	\$3,829	8.4%
Newton	\$40,080	\$40,544	\$42,777	\$45,871	\$48,792	\$55,383	\$6,591	13.5%	\$15,303	38.2%
Northwood	\$34,757	\$36,565	\$38,756	\$38,707	\$39,479	\$41,174	\$1,695	4.3%	\$6,417	18.5%
Nottingham	\$40,726	\$43,474	\$42,070	\$43,193	\$44,858	\$42,609	-\$2,249	-5.0%	\$1,883	4.6%
Plaistow	\$34,774	\$37,397	\$38,504	\$41,239	\$43,473	\$45,384	\$1,911	4.4%	\$10,610	30.5%
Raymond	\$29,743	\$31,401	\$34,132	\$33,813	\$33,888	\$35,806	\$1,918	5.7%	\$6,063	20.4%
Sandown	\$39,156	\$41,569	\$39,865	\$40,199	\$40,437	\$39,998	-\$439	-1.1%	\$842	2.2%
CEDS Central Communities	\$39,201	\$41,235	\$42,264	\$43,856	\$44,308	\$46,868	\$2,560	5.8%	\$7,667	19.6%
Derry	\$31,967	\$33,208	\$34,002	\$36,531	\$37,471	\$40,381	\$2,910	7.8%	\$8,414	26.3%
Hudson	\$38,856	\$40,725	\$42,146	\$45,140	\$47,122	\$51,705	\$4,583	9.7%	\$12,849	33.1%
Litchfield	\$37,962	\$39,208	\$41,622	\$46,036	\$45,272	\$47,975	\$2,703	6.0%	\$10,013	26.4%
Londonderry	\$40,884	\$42,266	\$43,412	\$44,753	\$46,674	\$49,342	\$2,668	5.7%	\$8,458	20.7%
Merrimack	\$40,980	\$42,470	\$45,836	\$45,886	\$47,040	\$50,525	\$3,485	7.4%	\$9,545	23.3%
Nashua	\$33,896	\$35,288	\$38,435	\$39,844	\$40,111	\$43,262	\$3,151	7.9%	\$9,366	27.6%
Pelham	\$39,140	\$40,888	\$42,718	\$45,142	\$43,892	\$47,566	\$3,674	8.4%	\$8,426	21.5%
Salem	\$39,983	\$40,689	\$42,460	\$44,585	\$46,380	\$46,490	\$110	0.2%	\$6,507	16.3%
Windham	\$50,932	\$54,080	\$57,419	\$57,251	\$62,702	\$68,175	\$5,473	8.7%	\$17,243	33.9%
CEDS Western Communities	\$37,487	\$38,952	\$41,238	\$42,955	\$44,074	\$47,145	\$3,071	7.0%	\$9,658	25.8%
REDC CEDS Region	\$39,718	\$41,565	\$43,676	\$45,555	\$46,679	\$49,799	\$3,120	6.7%	\$10,080	25.4%
Hillsborough County	\$36,012	\$37,622	\$39,478	\$40,955	\$42,081	\$45,238	\$3,157	7.5%	\$9,226	25.6%
Rockingham County	\$41,449	\$43,474	\$45,242	\$47,222	\$48,675	\$51,627	\$2,952	6.1%	\$10,178	24.6%
New Hampshire	\$35,264	\$36,914	\$38,548	\$40,003	\$41,234	\$43,877	\$2,643	6.4%	\$8,613	24.4%
United States	\$29,829	\$31,177	\$32,621	\$34,103	\$35,384	\$37,638	\$2,254	6.4%	\$7,809	26.2%

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	2016	2017	2018	2019	2020	2021	1-year change		5-year change	
							2020-2021	2016 - 2021		
East Kingston	3.5%	3.5%	5.6%	5.5%	16.2%	15.2%	-1.0%	11.7%		
Exeter	7.4%	5.9%	5.5%	5.7%	5.9%	6.3%	0.4%	-1.1%		
Greenland	1.5%	2.7%	4.7%	4.2%	5.2%	4.6%	-0.6%	3.1%		
Hampton	5.0%	4.5%	4.9%	4.5%	4.4%	4.5%	0.1%	-0.5%		
Hampton Falls	4.0%	5.8%	3.5%	3.6%	2.3%	4.1%	1.8%	0.1%		
Kensington	4.7%	3.9%	4.0%	2.2%	2.6%	1.5%	-1.1%	-3.2%		
New Castle	1.2%	0.8%	0.9%	1.0%	1.2%	3.2%	2.0%	2.0%		
Newfields	1.9%	2.4%	3.0%	3.2%	1.0%	0.8%	-0.2%	-1.1%		
Newington	4.6%	2.8%	4.4%	4.8%	4.0%	4.3%	0.3%	-0.3%		
Newmarket	8.8%	7.4%	5.9%	6.8%	6.7%	5.5%	-1.2%	-3.3%		
North Hampton	5.3%	4.2%	5.2%	5.9%	3.7%	3.9%	0.2%	-1.4%		
Portsmouth	6.1%	6.9%	6.1%	6.7%	6.6%	6.0%	-0.6%	-0.1%		
Rye	5.1%	4.6%	3.6%	4.4%	4.1%	4.8%	0.7%	-0.3%		
Seabrook	9.3%	5.8%	4.9%	4.8%	5.6%	7.1%	1.5%	-2.2%		
South Hampton	3.0%	3.5%	5.3%	3.4%	2.9%	2.8%	-0.1%	-0.2%		
Stratham	0.3%	0.7%	1.1%	1.7%	2.4%	3.9%	1.5%	3.6%		
CEDS Eastern Communities	5.7%	5.1%	4.9%	5.1%	5.3%	5.4%	0.1%	-0.3%		
Atkinson	1.8%	2.1%	1.7%	2.2%	2.1%	2.0%	-0.1%	0.2%		
Auburn	2.7%	2.1%	1.8%	1.4%	1.1%	0.6%	-0.5%	-2.1%		
Brentwood	8.3%	2.6%	2.5%	2.7%	1.1%	1.9%	0.8%	-6.4%		
Candia	5.4%	6.3%	4.3%	4.4%	3.4%	2.1%	-1.3%	-3.3%		
Chester	3.9%	3.1%	3.2%	2.7%	2.2%	2.8%	0.6%	-1.1%		
Danville	3.3%	3.9%	2.1%	2.3%	10.9%	11.4%	0.5%	8.1%		
Deerfield	4.0%	5.2%	5.6%	6.1%	5.0%	5.7%	0.7%	1.7%		
Epping	6.3%	5.5%	8.9%	5.3%	7.0%	6.6%	-0.4%	0.3%		
Fremont	3.0%	2.7%	2.6%	1.8%	1.9%	3.6%	1.7%	0.6%		
Hampstead	4.0%	6.9%	6.5%	4.2%	4.3%	3.4%	-0.9%	-0.6%		
Kingston	6.8%	4.9%	6.3%	8.1%	7.4%	6.3%	-1.1%	-0.5%		
Newton	5.0%	3.9%	4.3%	3.6%	3.9%	2.8%	-1.1%	-2.2%		
Northwood	8.1%	8.5%	4.3%	4.8%	7.0%	6.6%	-0.4%	-1.5%		
Nottingham	2.1%	1.3%	4.4%	5.0%	5.1%	5.1%	0.0%	3.0%		
Plaistow	4.7%	2.1%	3.9%	4.1%	3.5%	3.8%	0.3%	-0.9%		
Raymond	8.5%	9.7%	8.1%	7.5%	7.6%	7.8%	0.2%	-0.7%		
Sandown	4.6%	2.9%	2.3%	2.2%	6.8%	9.8%	3.0%	5.2%		
CEDS Central Communities	5.0%	4.6%	4.6%	4.2%	4.9%	5.0%	0.1%	0.0%		
Derry	7.3%	6.9%	7.9%	8.1%	6.4%	6.8%	0.4%	-0.5%		
Hudson	5.8%	5.4%	4.7%	4.0%	4.0%	3.7%	-0.3%	-2.1%		
Litchfield	3.9%	3.2%	3.3%	0.5%	0.5%	0.2%	-0.3%	-3.7%		
Londonderry	2.8%	2.9%	2.9%	2.3%	2.0%	2.2%	0.2%	-0.6%		
Merrimack	4.6%	5.0%	3.7%	3.9%	3.9%	3.9%	0.0%	-0.7%		
Nashua	11.0%	10.8%	9.9%	9.3%	9.3%	8.0%	-1.3%	-3.0%		
Pelham	5.1%	3.5%	3.9%	1.8%	1.8%	2.2%	0.4%	-2.9%		
Salem	4.1%	4.5%	4.4%	4.6%	3.2%	4.7%	1.5%	0.6%		
Windham	3.7%	2.9%	0.7%	0.7%	1.1%	2.1%	1.0%	-1.6%		
CEDS Western Communities	6.9%	6.7%	6.2%	5.8%	5.4%	5.2%	-0.1%	-1.7%		
REDC CEDS Region	6.2%	5.9%	5.6%	5.3%	5.2%	5.2%	0.0%	-1.0%		
Hillsborough County	8.6%	8.6%	8.1%	7.8%	7.4%	7.2%	-0.2%	-1.4%		
Rockingham County	5.1%	4.8%	4.7%	4.6%	4.6%	4.9%	0.3%	-0.2%		
New Hampshire	8.5%	8.1%	7.9%	7.6%	7.4%	7.4%	0.0%	-1.1%		
United States	15.1%	14.6%	14.1%	13.4%	12.8%	12.6%	-0.2%	-2.5%		

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	2021 Total Population	2021 U.S. Citizen				2021 Not a U.S. Citizen *	2021 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	2,273	2,209	0	19	29	16	2%
Exeter	15,847	14,817	0	99	587	344	6%
Greenland	4,006	3,757	0	44	109	96	5%
Hampton	16,163	15,501	20	97	344	201	3%
Hampton Falls	2,305	2,010	0	20	83	192	12%
Kensington	1,953	1,835	0	9	93	16	6%
New Castle	817	770	0	39	8	0	1%
Newfields	2,022	1,948	0	34	28	12	2%
Newington	1,007	924	0	29	54	0	5%
Newmarket	9,365	9,000	0	61	104	200	3%
North Hampton	4,507	4,207	18	69	165	48	5%
Portsmouth	21,897	19,671	59	188	1,027	952	9%
Rye	5,511	5,231	0	61	180	39	4%
Seabrook	8,443	8,014	0	56	159	214	4%
South Hampton	974	926	0	3	33	12	5%
Stratham	7,662	6,972	14	70	377	229	8%
CEDS Eastern Communities	104,752	97,792	111	898	3,380	2,571	6%
Atkinson	7,086	6,868	0	35	99	84	3%
Auburn	5,852	5,783	4	22	42	1	1%
Brentwood	4,503	4,288	0	45	112	58	4%
Candia	4,022	3,922	0	25	75	0	2%
Chester	5,198	4,997	0	46	132	23	3%
Danville	4,435	4,360	0	31	44	0	1%
Deerfield	4,808	4,628	0	58	70	52	3%
Epping	7,077	6,841	35	137	54	10	1%
Fremont	4,680	4,510	0	52	111	7	3%
Hampstead	8,948	8,671	1	48	112	116	3%
Kingston	6,177	5,988	0	48	111	30	2%
Newton	4,801	4,627	0	26	81	67	3%
Northwood	4,601	4,451	0	16	101	33	3%
Nottingham	5,201	4,969	0	63	99	70	3%
Plaistow	7,812	7,286	1	167	240	118	5%
Raymond	10,670	10,326	50	23	226	45	3%
Sandown	6,498	6,166	0	60	147	125	4%
CEDS Central Communities	102,369	98,681	91	902	1,856	839	3%
Derry	34,197	32,046	393	89	1,071	598	5%
Hudson	25,314	23,695	40	227	900	452	5%
Litchfield	8,467	8,050	0	82	157	178	4%
Londonderry	25,708	24,350	77	169	690	422	4%
Merrimack	26,762	24,680	28	349	1,355	350	6%
Nashua	90,659	74,144	1,458	786	7,162	7,109	16%
Pelham	14,099	13,367	0	178	458	96	4%
Salem	30,158	27,097	122	242	1,853	844	9%
Windham	15,587	14,127	23	252	1,021	164	8%
CEDS Western Communities	270,951	241,556	2,141	2,374	14,667	10,213	9%
REDC CEDS Region	478,072	438,029	2,343	4,174	19,903	13,623	7%
Hillsborough County	420,504	371,253	3,649	3,652	23,133	18,817	10%
Rockingham County	312,771	294,093	817	2,552	9,871	5,438	5%
Concord	43,552	39,376	96	413	2,033	1,634	8%
Dover	32,599	30,177	117	398	1,031	876	6%
Durham	15,410	14,389	0	138	428	455	6%
Hanover	11,612	9,615	4	298	577	1,118	15%
Laconia	16,786	16,215	41	136	333	61	2%
Lebanon	14,316	12,943	97	127	473	676	8%
Manchester	114,730	95,285	1,902	807	8,711	8,025	15%
Rochester	32,317	30,657	123	361	634	542	4%
Somersworth	11,964	10,958	27	258	314	407	6%
New Hampshire	1,372,175	1,271,637	5,565	12,078	47,589	35,306	6%
United States	329,725,481	279,427,702	2,074,899	3,378,072	23,141,369	21,703,439	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	2021 Naturalized U.S. Citizen, place of birth						2021 Not a U.S. Citizen, place of birth						2021 Total Foreign-Born Residents
	Europe	Asia	Africa	Oceania	Latin America	Northern America	Europe	Asia	Africa	Oceania	Latin America	Northern America	
East Kingston	20	9	0	0	0	0	16	0	0	0	0	0	45
Exeter	212	249	7	11	56	52	223	79	0	11	31	0	931
Greenland	0	32	48	9	14	6	36	36	1	0	23	0	205
Hampton	188	89	2	0	30	35	82	27	30	7	32	23	545
Hampton Falls	72	0	7	0	0	4	173	0	0	0	0	19	275
Kensington	5	78	0	0	8	2	8	0	0	8	0	0	109
New Castle	5	3	0	0	0	0	0	0	0	0	0	0	8
Newfields	9	11	2	0	6	1	12	0	0	0	0	0	40
Newington	6	12	0	0	35	1	0	0	0	0	0	0	54
Newmarket	7	80	9	0	8	0	146	11	0	0	7	36	304
North Hampton	59	66	8	0	24	8	9	0	0	6	33	213	213
Portsmouth	418	448	28	0	100	33	284	454	83	0	67	64	1,979
Rye	107	13	15	0	45	0	11	28	0	0	11	219	219
Seabrook	27	55	0	0	66	11	70	4	22	0	118	0	373
South Hampton	3	12	0	0	18	0	0	12	0	0	0	0	45
Stratham	187	150	0	0	25	15	47	169	0	0	13	0	606
CEDS Eastern Communities	1,325	1,298	135	20	435	167	988	927	147	26	297	186	5,951
Atkinson	0	60	0	0	23	16	79	0	0	0	0	5	183
Auburn	5	9	0	0	8	8	0	0	1	0	0	0	43
Brentwood	73	22	0	0	17	0	23	0	0	0	35	0	170
Candia	0	6	0	0	43	26	0	0	0	0	0	0	75
Chester	51	59	0	0	12	10	0	0	0	0	0	23	155
Danville	9	27	0	0	0	8	0	0	0	0	0	0	44
Deerfield	41	7	0	0	12	10	17	26	0	9	0	0	122
Epping	0	54	0	0	0	0	10	0	0	0	0	0	64
Fremont	50	43	0	0	14	4	0	0	0	0	0	7	118
Hampstead	11	10	41	11	21	18	40	66	0	0	0	10	228
Kingston	22	88	0	0	1	0	30	0	0	0	0	0	141
Newton	49	0	13	0	0	19	38	0	0	0	0	29	148
Northwood	44	49	0	0	8	0	15	0	0	0	18	0	134
Nottingham	59	40	0	0	0	0	10	60	0	0	0	0	169
Plaistow	83	0	0	0	142	15	91	0	0	0	27	0	358
Raymond	68	31	56	0	30	41	32	0	0	0	0	13	271
Sandown	78	27	0	0	42	64	64	0	0	0	16	45	272
CEDS Central Communities	643	532	110	11	331	229	449	152	1	9	96	132	2,695
Derry	391	297	169	0	114	100	203	275	1	0	101	18	1,669
Hudson	204	362	51	0	228	55	0	175	99	0	1	177	1,352
Litchfield	105	27	0	0	0	25	118	0	16	0	0	44	335
Londonderry	209	229	15	0	188	49	63	139	0	0	206	14	1,112
Merrimack	328	605	45	11	276	90	96	236	1	0	0	17	1,705
Nashua	1,182	2,731	248	4	2,472	525	405	3,008	523	11	2,627	535	14,271
Pelham	133	195	22	0	108	0	80	6	0	5	0	5	554
Salem	301	937	18	6	531	60	135	284	32	9	347	37	2,697
Windham	408	433	0	0	119	61	72	48	0	0	44	0	1,185
CEDS Western Communities	3,261	5,816	568	21	4,036	965	1,172	4,171	672	25	3,326	847	24,880
REDC CEDS Region	5,229	7,646	813	52	4,802	1,361	2,609	5,250	820	60	3,719	1,165	33,526
Hillsborough County	5,692	7,579	2,085	53	5,483	2,241	2,371	6,729	1,457	16	6,838	1,406	41,950
Rockingham County	3,277	3,726	447	37	1,718	666	1,910	1,825	181	44	1,091	387	15,309
Concord	578	715	234	0	363	143	139	826	527	0	92	50	3,667
Dover	252	415	69	0	165	130	101	550	13	0	136	76	1,907
Durham	176	167	22	2	24	37	113	225	15	5	0	97	883
Hanover	239	224	8	2	74	30	188	579	99	5	108	139	1,695
Laconia	172	88	0	0	41	32	11	18	0	0	6	26	394
Lebanon	139	231	19	16	36	32	145	255	106	0	157	13	1,149
Manchester	2,214	2,177	1,645	0	1,774	901	861	2,752	771	0	3,415	226	16,736
Rochester	124	239	26	0	232	13	74	235	0	0	111	122	1,176
Somersworth	89	196	0	0	14	15	0	369	0	0	21	17	721
New Hampshire	13,642	16,003	3,711	239	9,044	4,950	6,669	13,469	2,709	192	9,226	3,041	82,895
United States	3,194,816	8,402,459	1,411,075	118,801	9,605,687	408,412	1,649,572	5,567,109	1,066,440	170,262	12,829,850	419,784	44,844,267

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

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