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Executive Director

Kenneth Wilson

Loan Officer

In 2019, Belknap EDC continued to focus on its' strategic economic development goals: **retain and attract young talent; support entrepreneurs; enhance workforce development programming, and be a pro-active catalyst, partner, and investor, and/or owner in property development that enhances quality of place or economic opportunity.** We look forward to continuing to play a more direct role in driving new investment to parts of Belknap County that need it the most.

We are pleased to report the following progress on our strategic plan in 2019.

Goal 1: Retain and Attract Young Talent

We used our radio ad campaign, e-newsletters, and social media presence to push information relevant to young workers and entrepreneurs out into the community to generate positive word of mouth about the opportunities the Lakes Region offers. In May, we co-hosted a Golf Scramble event with Fusion, the local young professionals' organization, which included more than 90 young professionals and business leaders participating. Throughout the year, we partnered with Stay Work Play, New Hampshire's statewide young professionals' organization, promoting opportunities for young talent in our great region and state.

Goal 2: Support Entrepreneurs

Thanks to support from the University of New Hampshire and the NH Community Development Finance Authority (CDFA), Belknap EDC was able to continue to contract with the NH Small Business Development Center (SBDC) to provide a dedicated business advisor for Belknap County. Rita Toth was hired to be the Small Business Advisor for the region in November and has made a positive impact quickly. Rita has provided dozens of hours of one-on-one counseling time, many separate sessions with more than 40 business owners/prospective business owners; made many outreach presentations to large groups; canvassed downtown blocks in our communities doing one-on-one outreach to business owners over several days; and met with several Belknap EDC loan clients to assess need for services with financial management and funding. We are so pleased to partner with SBDC and CDFA to provide this critical layer of support for entrepreneurs in the Lakes Region.

2019 Investors

- Aavid Thermalloy, LLC
- Belknap Landscape Co., Inc.
- BPS, Inc.
- Gracie & Chet Cilley
- Cross Insurance
- Dana S. Beane & Company
- Engraving Awards & Gifts
- EPTAM Plastics
- Fay’s Boat Yard, Inc.
- Franklin Savings Bank
- Debbie Frawley Drake
- Linda Frawley
- Hannaford Supermarkets
- Jeffrey Graham
- Hart’s Turkey Farm Restaurant
- Marti Ilg
- Lawson, Persson & Chisholm P.C.
- Nancy LeRoy
- Madeira USA Ltd.
- McLean Associates
- Melcher and Prescott Insurance
- Meridian Construction
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- Don Morrissey
- John Moulton
- NH Ball Bearings
- Opechee Construction Corporation
- Patrick’s Pub
- Leo Sanfacon
- Stafford Oil Company
- Tanger Outlet Center
- The Margate n Winnepesaukee
- Tylergraphics
- Watermark Marine Construction
- Wescott Law PA
- Wilder Companies
- Christopher Williams



A December meet and greet was held at Hermit Woods Winery & Deli to introduce Rita Toth (center), new Small Business Advisor to the business community. With Rita are (L to R), Justin Slattery, Executive Director of Belknap EDC; Liz Gray, State Director of NH-SBDC; Chris Kelly, Belknap EDC Board Chairman; and Robert Manley, Owner of Hermit Woods.

Ken Wilson, our part-time loan officer, continues to market our revolving loan fund. In 2019, Ken advised over 20 businesses on financing issues. Three of those businesses became Belknap EDC loan clients last year, including Wayfarer Coffee, which expanded their operations in Laconia. Our investment in a dedicated loan officer continues to generate more leads for our loan fund than we have seen in the past and provides local businesses with a higher quality of service.

Goal 3: Enhance Workforce Development Programming

Belknap EDC dedicated a significant amount of time and energy to addressing our region’s long-term workforce needs. As part of the 200 by 2020 Initiative, an outstanding local workforce development partnership initiated by the United Way and the Lakes Region Chamber of Commerce in 2010, Belknap EDC continued to spearhead lakesregioninternships.com.

This online database of internships and job shadows has grown quickly to include more than 100 internship and job shadow opportunities and is a valuable tool and resource for our local high school students and teachers. All local high schools are now using the database as a way to connect students and businesses to grow our local workforce for future career opportunities.



Belmont High School students visiting Eptam Precision in Northfield during Manufacturing Week in November



Proud owners of Wayfarer Coffee Roasters (left), Ben Bullerwell and Karen Bassett pose with Belknap EDC Loan Officer, Ken Wilson and Belknap EDC Executive Director, Justin Slattery after closing on their loan.

In an effort to build community awareness of the career opportunities that advanced manufacturing offers, Belknap EDC once again partnered with the State of New Hampshire Division of Economic Development to coordinate events and open houses geared toward educating local students, parents, and the general public to the cutting-edge careers available with our local manufacturers.

Goal 4: Be a pro-active catalyst, partner, investor, and/or owner in property development that enhances quality of place or economic opportunity in Belknap County.



Scaffolding overpowers the Colonial Theater as redevelopment is in full swing.

Belknap EDC has continued to work closely with the City of Laconia and many state and federal partners to build the funding stack and plans for the redevelopment of the Colonial Theater block in Laconia. Belknap EDC has led efforts to build capital for the project and construction began on the project late in 2019. The past year has been very productive with community support helping us move this economic development project forward. With more than ten government and private funding partners and more than 300 community leaders investing in the project, we feel the renovated theater and housing/commercial spaces, will drive economic activity in Downtown Laconia and the region. We are excited to lead construction for this project in 2020. For more details on the project’s progress, please visit 609mainstreet.org.

2019 Incorporators

City & Town Appointments

- Michael Kowalski, Barnstead
- Jon Pike, Belmont
- John T. O’Brien, Gilford
- Ed Engler, Laconia
- Jeanie Forrester, Meredith

Chamber of Commerce Appointments

- Karmen Gifford, Lakes Region Chamber of Commerce
- Susan Cerutti, Meredith Area Chamber of Commerce

Lakes Region Planning Commission

- Jeff Hayes

Laconia Airport Authority

- Vacant

Lakes Region Community College

- Larissa Baia

LRGHealthcare

- Vacant

Manufacturing

- Norm Soucy, Aavid Corporation
- Gary Groleau, NH Ball Bearings

Professional

- Scott Beane, CPA, Dana S. Beane & Co.
- Robert Dietz, Normandin, Cheney & O’Neil, PLLC
- Allison Ambrose, Wescott Law

Service/General Business

- Donna Gaudet Hosmer, AutoServ Tilton
- Ryan Robinson, Mainstay Technology
- Jude Hamel, Prescott Farm

Tourism

- Rusty McLear, Hampshire Hospitality Holdings
- Amy Landers, Lakes Region Association

Community Economic Development

- Chris Kelly, Greater Meredith Program
- Rick DeMark, NCRC&D
- Carmen Lorentz, Lakes Region Community Developers

Banking

- Ron Magoon, Franklin Savings Bank
- Cindy Hemeon-Plessner, Meredith Village Savings Bank
- James Pratt, Northway Bank
- K. Mark Primeau, Bank of New Hampshire
- Scott Littlefield, Profile Bank
- Chris Dickinson, Northway Bank
- Chris Walkley, Bank of New Hampshire

Executive Council

- Joseph Kenney

BEA Representative Appointment

- Deborah Avery, Regional Resource Specialist

County Commissioners

- Glen Waring

County Delegation

- Dennis Fields, District 2
- Franklin T. Tilton, District 4

State Senators

- Bob Giuda
- Harold French

State Representatives

- Valerie Fraser, NH House of Representatives

Current Directors

- Bill Bald
- Allan Beetle

Gracie Cilley
Steven Geer
Marti Ilg
Paul Onthank
Andrew Pike

Incorporators Emeritus

Bill Seed
Greg Dickinson
Stewart Lamprey
Jim Dirubbo
Don Morrissey
Bill Beyer
Eliza Leadbeater
Adrienne Stevens
Mike Persson
Greg Goddard
Anthony Ferruolo
Dave Haley
Tom Garfield
Debbie Frawley Drake
John Thomas
Henry Lipman
Sean Sullivan
Ed Engler
Frank Tilton

At-Large

Warren Bailey, *WB Media* • Ryan Barton, *Mainstay Technologies* • Gail Batstone, *Mill Falls at the Lake* • Rusty Bertholet, *Leisure Time Rentals* • Kate Bishop Hamel, *Community Matters* • Mike Bodnar, *Edward Jones Investments* • Carol A. Cantin, *NH Employment Security* • Fred Clausen, *Lakehouse Cottages* • David Dobbins, *Simply Imagine* • Rod Dyer, *Wescott Law* • B.J. Eckardt, *Walnut Street Productions* • Linda Frawley, *Cotton Hill Consulting* • Jodie Gallant, *JMG Marketing* • Amy Burke, *Belmont High School* • Lou Guevin, *Graham & Graham* • Bryan Halperin, *Winnepesaukee Playhouse* • RJ Harding, *Bank of NH Pavilion* • Jeremy Baron • Jeff Hollinger • John Howe, *New Hampshire Business Sales* • Stuart LaSalle, *Lakes Region Community Developers* • Suzanne Lee, *Chi-lin Arts & Antiques of Asia* • Peter Millham, *Wescott Law* • Kenneth Malone, *Malone, Dirubbo & Company* • Alida Millham, *Gilford* • Abigail Mercer, *Bi-State Primary Care Association* • Jim Morash, *Mount Washington Cruises* • John Moulton, *Moulton Farm* • Janet Haines, *Franklin Savings Bank* • Tracey Miles Rich, *Cyberton* • Dr. Leo Sanfacon, *Gilford* • Curtis Stafford, *Stafford Oil* • Leslie Sturgeon, *Women Inspiring Women* • Kristian Svindland, *HRO Plus* • Jesse Thompson, *Northern Design Precast, Inc.* • Shirley Clark, *Madeira USA Ltd.* • Christopher Williams, *AIA, CPW Architects* • Mark Woglom, *Opechee Construction Company* • Christian Zimmermann, *Pike Industries, Inc.* • Michael Seymour, *Bank of New Hampshire Pavilion* • Justin Van Etten, *Stewart Ambulance Service* • Paige Quigley, *Wilder Companies* • Sarah Gray, *Body Covers* • Guy Nickerson, *Spinnaker Manufacturing* • Bob Chaplin, *WOW Trail* • Chris Santaniello, *State of New Hampshire* • Steven Geer, *Steven Geer, CPA* • Dick Pendergast, *Greater Meredith Program* • Kevin Halligan, *Laconia Local Eatery* • Justin Dockham, *Melcher & Prescott* • Mike Gagnon, *JG Realty* • Richard Weaver, *Laconia Housing Authority* • Dave Warrender, *Huot Technical Center* • Gretchen Gandini, *WOW Trail* • Jaimie Sousa, *Foundry Financial Group* • Lisa DiMartino • Scott Myers, *City of Laconia* • Jeffrey Graham, *Graham & Graham* • Mark Edelstein • Jane Wood • Sonya Misiaszek, *Misiaszek & Turpin, pllc* • Bob Sargeant, *Meredith Village Savings Bank* • Bill Bald, *Melcher & Prescott Insurance* • Bre Henderson, *Polished & Proper* • Kara Lasalle, *Lakes Region Community Developers* • Kaitlin O'Neil, *Normandin, Cheney & O'Neil PLLC* • Michael Flaherty, *Taylor Home Community*

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