

Town of Derry, NH

Department Mission and Objectives Fiscal Year 2009

Department: Executive	Activity Center: Business Development
Narrative	
<p>In recent years, Derry explored the possibility of doing more economic and business development on its own rather than outsourcing the responsibility to other organizations and agencies. After debate, Derry decided to have paid staff focus on the duties of business development. The primary effort for the new department will be to move Derry to a position where there will be less reliance on the residential tax base to pay for services by increasing the commercial and industrial tax base, thereby shifting the tax burden.</p>	
<p>A series of public hearings and focus groups were held which laid the expectations for this new position.</p>	
<p>Positioned and marketed correctly, new businesses will gravitate to Derry due to its superior location in southern New Hampshire and its proximity to the high tech businesses and resources in the Greater Boston area, it's proximity to the Manchester and Nashua markets, and the nearness to the lakes and mountain regions in New Hampshire.</p>	
Mission	
<p>The Business Development Department will help stimulate a diversified and strong economic climate in Derry that will ensure job opportunities, an enhanced tax base, and a superior quality of life for all our citizens. The department will work to change the mix of commercial/industrial and residential uses to place less of a burden on the residential tax payer in the future.</p>	
Goals	
<ul style="list-style-type: none">• Encourage local economic development and growth by interacting with local firms on issues pertinent to their continued success• Develop a cooperative and coordinated partnership with area economic development leaders in stimulating a regional economic development effort• Enhance the communication between existing businesses and the Town of Derry so that the Town understands and addresses the needs of our businesses• Increase public and market awareness of Derry related to economic growth opportunities and capabilities• Facilitate the downtown redevelopment effort to maintain, as well as increase, the vitality and diversity of the downtown• Work with the Planning Department and the Planning Board to do some necessary rezoning and re-codification	

- Identify and support infrastructure improvements as needed to facilitate non-residential development
- Work to create an image of Derry as a great place to live and do business
- Be an advocate for transportation infrastructure such as Exit 4-A which will encourage and support economic development

Objectives

- Encourage local economic development and growth by interacting with local firms on issues pertinent to their continued success
- Meet with the business community to learn their issues and challenges
- Identify existing infrastructure and participate in discussion to encourage extension of this infrastructure into areas of the community that will aid business development
- Work with existing businesses to learn why they are here and to help them with any regulatory issues
- Explore programs in both the public and private sectors that are designed to promote and support economic development
- Work with the Planning Department and the Planning Board to facilitate rezoning that will be designed as business friendly yet meets the goals of the community
- Develop cooperative working relationships with partners in the economic development arena to advance Derry. Among those organizations to develop working relations would be the Chamber of Commerce, the Derry Economic Development Corporation (DEDC), the Rockingham Economic Development Corporation (REDC), and the Business Resource Center (BRC) a division of the Department of Resources and Economic Development (DRED) at the State
- Recruit new business and industry, particularly in industries that show strong growth in this region
- Advocate for transportation infrastructure such as Exit 4-A which will encourage and support economic development

Town of Derry, NH
 FY FY 2009 Budget
 Activity Center Summary By Category

31 Department: EXECUTIVE DEPT		Activity Center : BUSINESS DEVELOPMENT						
Acct #	Account Description	FY 2006 Revised Budget	FY 2007 Revised Budget	FY 2008 Revised Budget	FY 2008 Projected Actual	FY 2009 Department Recommended	FY 2009 Town Admin Recommended	FY 2009 Town Council Adopted
Personnel Services								
110	BD PERMANENT POSITIONS	0	0	85,000	34,996	71,318	71,318	71,318
200	BD EMPLOYEE BENEFITS	0	0	0	12,333	27,572	27,572	27,572
240	BD TUITION REIMBURSEMENT	0	0	0	150	0	0	0
291	BD TRAINING & CONFERENCES	0	0	0	900	4,610	4,610	4,610
TOTAL Personnel Services		0	0	85,000	48,379	103,500	103,500	103,500
Operations & Maintenance								
341	BD TELEPHONE	0	0	0	600	600	600	600
390	BD OTHER PROFESSIONAL SERVICE	0	0	50,000	39,000	10,000	10,000	10,000
540	BD ADVERTISING	0	0	0	1,000	8,000	8,000	8,000
550	BD DUES & SUBSCRIPTIONS	0	0	0	700	4,502	4,502	4,502
610	BD HOSPITALITY	0	0	0	800	1,600	1,600	1,600
620	BD OFFICE SUPPLIES	0	0	0	300	500	500	500
625	BD POSTAGE	0	0	0	150	300	300	300
670	BD BOOKS & PERIODICALS	0	0	0	200	2,065	2,065	2,065
TOTAL Operations & Maintenance		0	0	50,000	42,750	27,567	27,567	27,567
TOTAL BUSINESS DEVELOPMENT		0	0	135,000	91,129	131,067	131,067	131,067