



## **Canaan Economic Development**

*Just imagine –  
Then do it!*

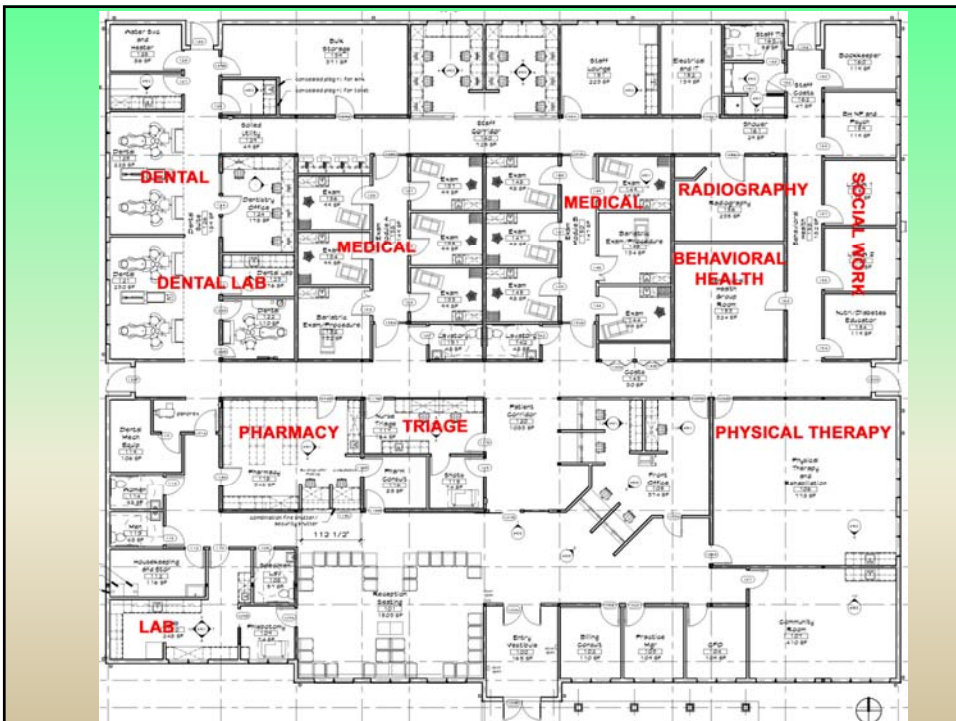
### **New Businesses**

- **Fogarty Environmental**
- **You're Beautiful Skin & Nails**
- **Canaan Hardware Addition**
- **Ugly Pot Shop (Nancy White)**
- **Carolyn Freese Duck Soup Catering**
- **Sarah Hill Lampshades & Lighting – Perry Road**
- **Friends of Mascoma Food Pantry (2 others)**
- **Haphazard Quilting**
- **Kempfield Guests**
- **B&W Catering**

**LIST YOUR BUSINESS ON THE WEB SITE – 84 so far**

**8 New Listings since April 20th**

# Health Center





## What we will offer:

- Health care for Infants and Children
- Urgent Visits
  - Wellness and Preventive Care
  - Management of Chronic Disease
  - Elder Care
  - School Coordination
  - Women's Health
  - Immunizations for all
  - Behavioral Health Services and Counseling
  - Social Service Coordination
  - Lab Services
  - Full Dental Care
  - Radiography
  - Pharmacy
  - Physical Therapy
  - Low cost community health Insurance
- Integrated Care
  - Health Coaches

## Accomplishments

- Raised **\$530,000 in local contributions**. (We have a goal of raising \$80,000 more for operating reserves.)
- Received a commitment for **\$3,487,000 in loans** for the land, building, and equipment.
- Have a **bridge loan offer** from Bank of New Hampshire.
- Completed all designs and engineering.
- **Prequalified 9 general contractors**
- Received a low **bid of \$2,520,000 submitted by North Branch Construction on February 19, 2016.**
- **Purchased Site February 11, 2016.**
- Started **recruitment of personnel**. Received **letters of interest for all critical staff positions.**
- Negotiated a **plan for merger of an existing Upper Valley medical practice** into the clinic.
- Formed a committee of people experienced in self insurance to **create community health insurance policies** that capture the savings from the new Health Center.
- Next steps
- **Break ground May 31<sup>st</sup>, 2016.**
- **Operational by March 1<sup>st</sup> of 2017.**



## Gifts of \$20,000 or greater each:

- Dorothy Byrne
- Elvah Hutchinson
- Tillman and Sylvia Gerngross
- Dudley Clark
- Michael and Thayer Paine
- Mascoma Savings Bank
- Trish Brown
- Lemont Richardson
- Michael Samson

## Gifts greater than \$2,500:

- Joanna & John Carr
- Hypertherm Hope Foundation
- Dwinell Foundation
- Lake Sunapee Bank
- Charles and Jean Townsend
- Alan and Nancy Charbono-Ricard
- Susan and Larry Franks
- Dr. William Boyle
- Karen Wolk
- Richard Fox
- Josephine Tansey





## And the other 278 donors.

- The statistics are:
  - \$530,000 TOTAL RAISED
  - 298 DONORS
  - \$329,000 FROM INDIVIDUALS
  - \$202,000 FROM FOUNDATIONS
  - \$76,000 FROM BOARD MEMBERS
  - 400 volunteers
  - 2,700 pledges
  - \$3,487,000 loan & Bridge Loan



## On-Going Activities

- Additional renovations and business at Cardigan Mountain Realty
- New building at race track
- Housing or hospitality at Smith Taplin block
- Dollar General
- Investment money available for new business
- Speculative office space
- Deli/Coffee/Bakery/Ice Cream
- Wholesale food
- Health Center
- Art Conkey
- 1,500 sf R&D
- Gravel Pit at Hersey & Zani
- Potential for ParkingLot
- 2015 – 5 sub-divisions / 2016 – 3 sub-divisions so far
- Ballfield

## Tax Incentive Program

## Tax Incentive Program

### Articles 13 and 14

#### What they are -

They encourage business to locate in Canaan and to renovate property and allow the Town to develop community improvements that are paid for by the owners that use them. These programs rely on private people to renovate buildings and build new businesses.

#### What they are not -

- These programs are **not zoning** and there are **no regulations** that tell an owner what he has to do. There is nothing that prevents the sale of the property. There is **no use of eminent domain**.
- These programs **do not reduce the taxes currently raised** on the property.
- These programs **do not use current taxes to pay for the new improvements**, if any.



# Tax Incentive Program

Article 13 **Encourages Renovation or Replacement**

This allows the Selectmen to freeze appraised values for a period of 2 to 5 years IF a owner commits to replacing or renovating a critical building in the Village core within a year of approving the freeze.

The buildings must be functionally, culturally, historically or economically significant to the Town as determined by the Selectmen.

They must be within the area mapped.

# Tax Incentive Program



# Tax Incentive Program

Example:

Old Freight House at the end of Deport Street



**Article 13** --- EXAMPLE ONLY

# Tax Incentive Program

Current

Assessed Valuation	
Land .26 Acres	\$27,000
Freight House	\$ 5,610
Total Card Value	\$32,600 (it's rounded)

Current Tax  $32.6 \times \$30.27 = \underline{\$986.80 \text{ Current Tax}}$

Owner proposes:

Invest \$150,000 to restore the building.  
 If that was complete, the Assessed Valuation might go to a total of \$170,000.  
 The tax after those changes would be a \$5,145.90 tax.

With Article 13, the Board could freeze the assessment at \$32,600 for a period of 2 to 5 years. This would allow the owner to get a business underway without a higher tax burden. The Town does not loose taxes. It doesn't get the higher taxes until the period expires and the project is reviewed annually.

**Town of Canaan**  
**APPLICATION FOR ECONOMIC DEVELOPMENT TAX RELIEF**



Applicant Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 Telephone \_\_\_\_\_ Email \_\_\_\_\_ Fax \_\_\_\_\_  
 Location of Property \_\_\_\_\_  
 Tax Map & Lot \_\_\_\_\_  
 Owner of Property (if different) \_\_\_\_\_  
 Address of Owner (if different) \_\_\_\_\_  
 Telephone of Owner (if different) \_\_\_\_\_  
 Describe public benefit:  
 \_\_\_\_\_  
 \_\_\_\_\_  
 Check box(es) **THESE ARE ONLY PERMITTED USES – NOT ALL ARE LOCAL PRIORITIES**

- Enhances the economic vitality
- Enhances and improves a structure that is culturally or historically important
- Promotes the preservation and reuse of existing buildings
- Promotes development of municipal centers
- Increases residential housing in urban or town centers

**IMPROVEMENTS**  
 Proposed improvements to the building and lot:  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Attach sketch of property indicating proposed improvements  
 Attach visual representations of improvements if available  
 Attach photos of existing property and buildings  
 Attach any architectural detail proposed  
 Indicate proposed contractor (if any)

If structure is a qualifying historic structure, the applicant shall include a New Hampshire division of historical resources individual resource inventory form, prepared by a qualified architectural historian, and a letter issued by the New Hampshire division of historical resources that identifies any and all historical, cultural, and architectural value of the structure or structures that are proposed to be replaced or renovated and the property on which those structures are located.

**FINANCIAL**  
 Submit budget for improvements (Confidential)  
 Indicate source of budget numbers  
 Indicate source of funds for renovation

- Commercial lending – Attach commitment letter (Confidential)
- Personal Resources – Provide evidence of adequate resources (Confidential)

Provide tax returns for owner and/or developer for last two years (Confidential)

**BUSINESS CAPACITY**  
 Attach resumes (Confidential) for all key investors or managers related to the property proposed for revitalization. Show relevance of experience to proposed use of the property.  
 Attach a business plan (Confidential) that supports the proposed use of the property and proves long term sustainability.  
 Attach market analysis if available (Recommended).  
 Provide plan for assuring operating capital necessary to sustain business for a minimum of three years and funds the key people related to the operation of the property. (Confidential)  
 Include signed Covenant to Protect Public Benefit, Agreement to period review and waiver of claims for discontinuance of tax relief, Release of Information for verification of application, Agreement to submit tax returns, and periodic financial statements.

# Flood Proofing



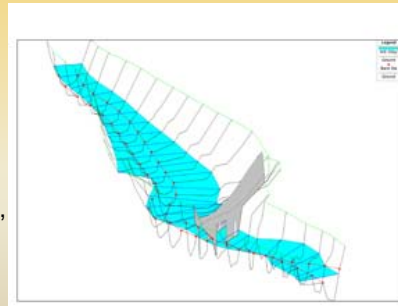


## HEADWATERS HYDROLOGY PLLC

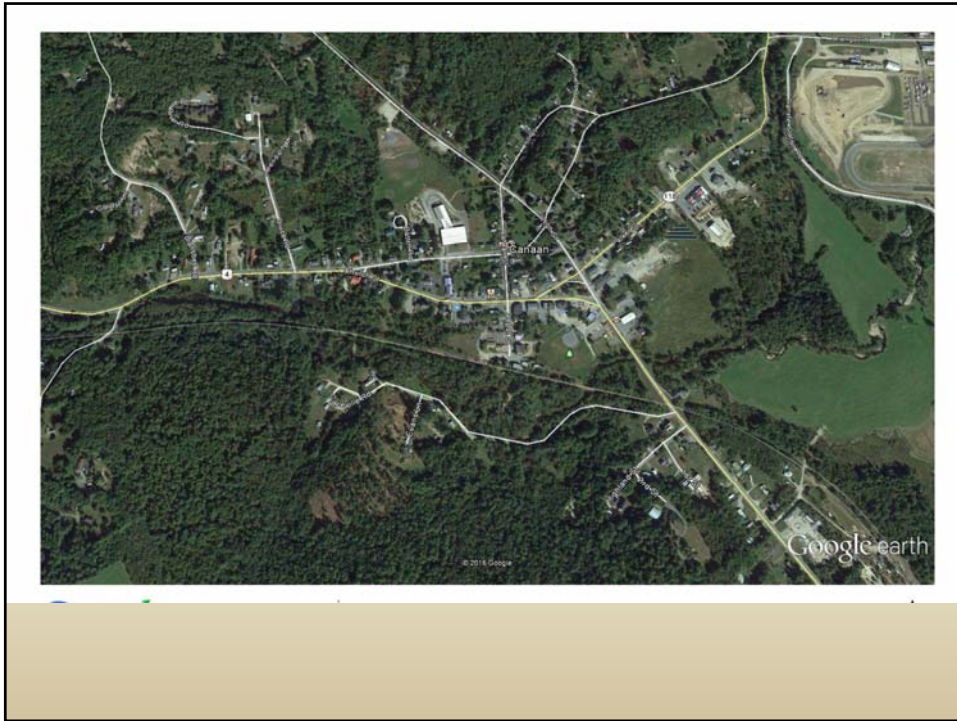
254 MANN'S HILL ROAD  
LITTLETON, NH 03561  
PHONE: 603-444-2544  
FAX: 603-444-2544

### **Sean P. Sweeney, CWS, PE**

Sean founded Headwaters Hydrology in 2007. He is a licensed professional engineer and certified wetland scientist with experience in hydrology, hydraulic engineering, fluvial geomorphology, wetland delineation and mitigation design, hydraulic and sediment transport analyses, precipitation runoff modeling, scour analyses, defining flood plains, bridge and culvert design, design of stormwater management infrastructure, erosion and sediment control design and monitoring, and State and Federal environmental permitting.





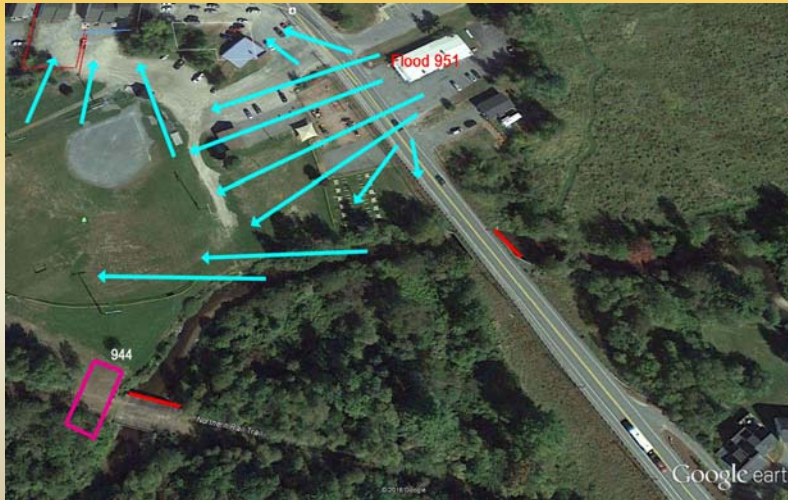


**Flood waters (blue) overflow the (red) oxbow area into the Dow fields then pass around Canaan Village Pizza onto Route 4 and then onto the Williams Field property**





The (blue) flood waters flood over Route 4 to the green and to the hardware store and around the businesses south of the green and over the Williams Field area. All of this water needs to pass through the (red) rail trail trestle. This area backs up raising the water level about 5 to 6 feet. A sluice way (pink box) could be used to increase the flow from this area.







All of the flood water backed up north of the (red straight line) rail trail reaches a high flood line (squiggly red line). The choke point is Depot Street which has an elevation of 7 feet above the flood elevation at Canaan Village Pizza. The lowest point of the Depot Street "Dam" is by the hydrant at the old log cabin Cash Market. Flood waters from Williams Field pass through this narrow channel.

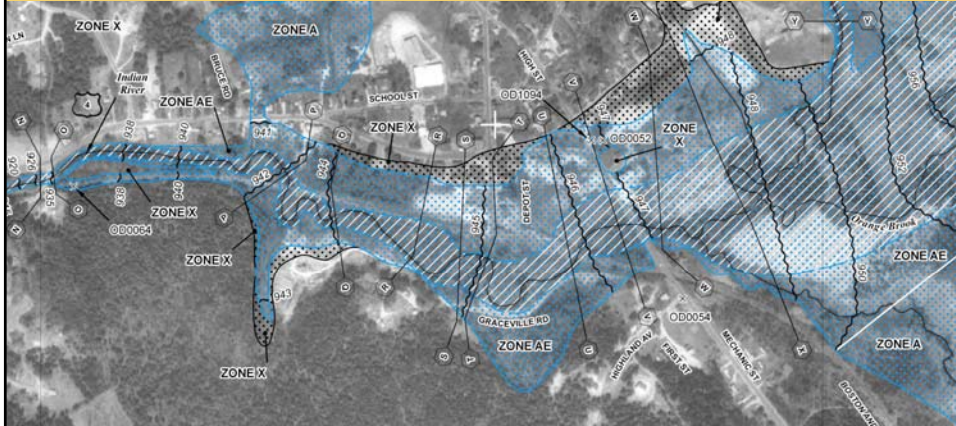




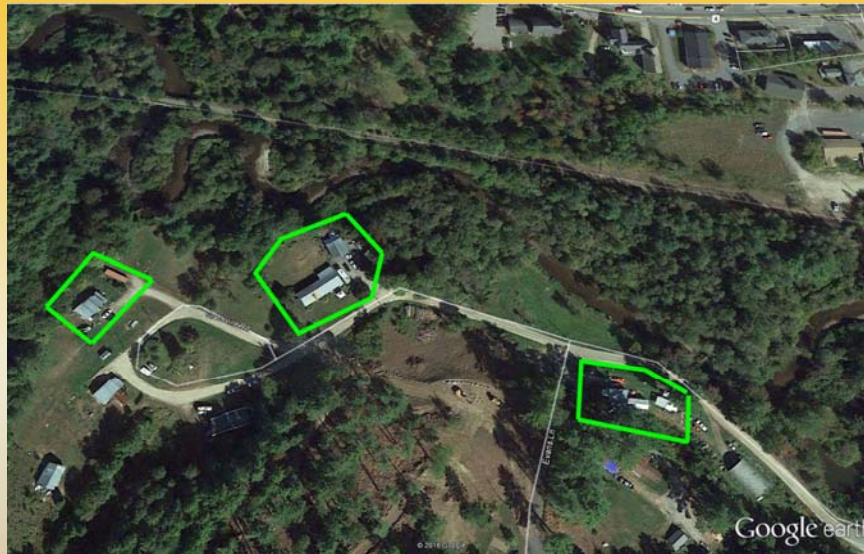
Look at the height of the water on the wheels and up the street on Depot Street. You can see the water "spilling" over the street in the large oval circle.

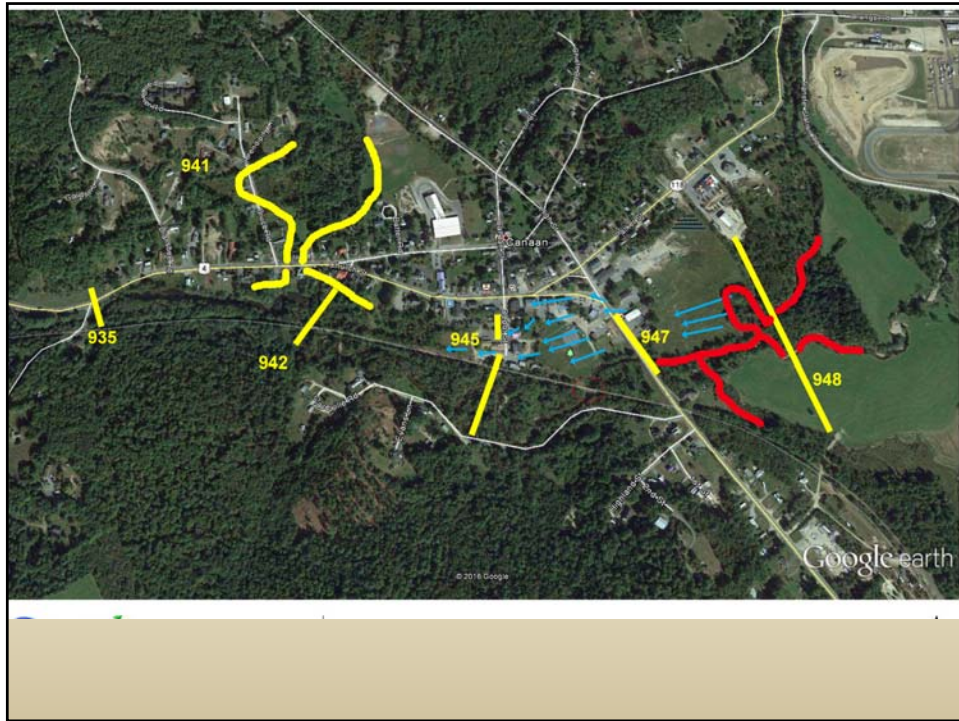


Dots indicate flood plain that can be floodproofed by raising construction. Slash lines indicate floodway that can not be further elevated.



Properties potentially in jeopardy





## Flood Proofing Goals

- Preliminary Plan Summer 2016
- Emergency Flood Proofing Design and resources Fall 2016
  - Super Sacks
  - Mobilization Plan
- Final Plan Fall 2016
- Grant Application Summer 2017



## Community Market



## Community Market



## Community Market



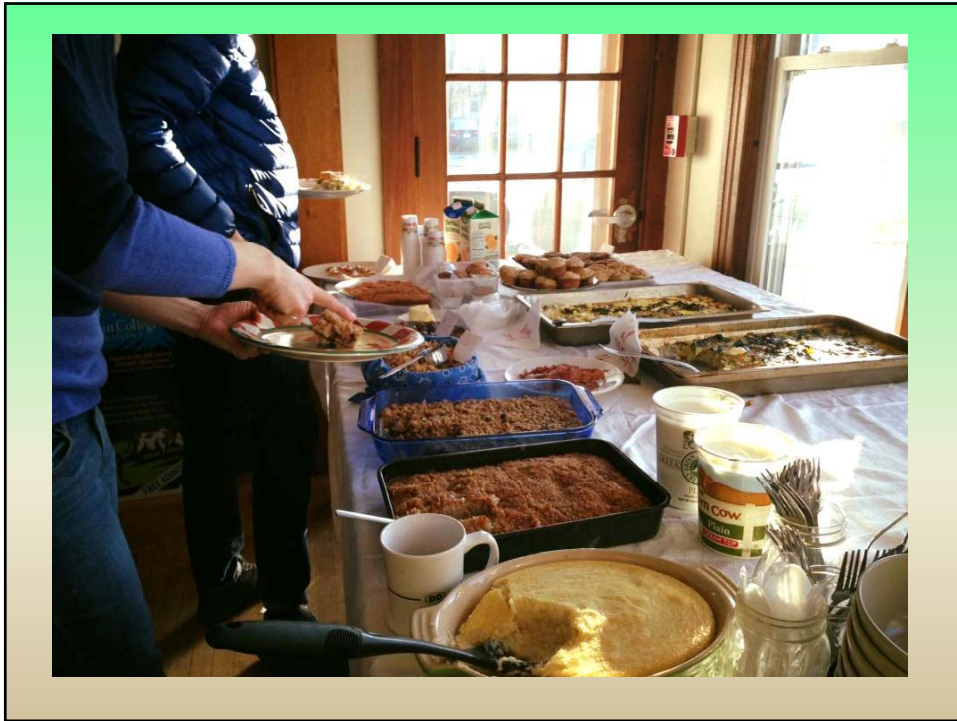
## Community Market

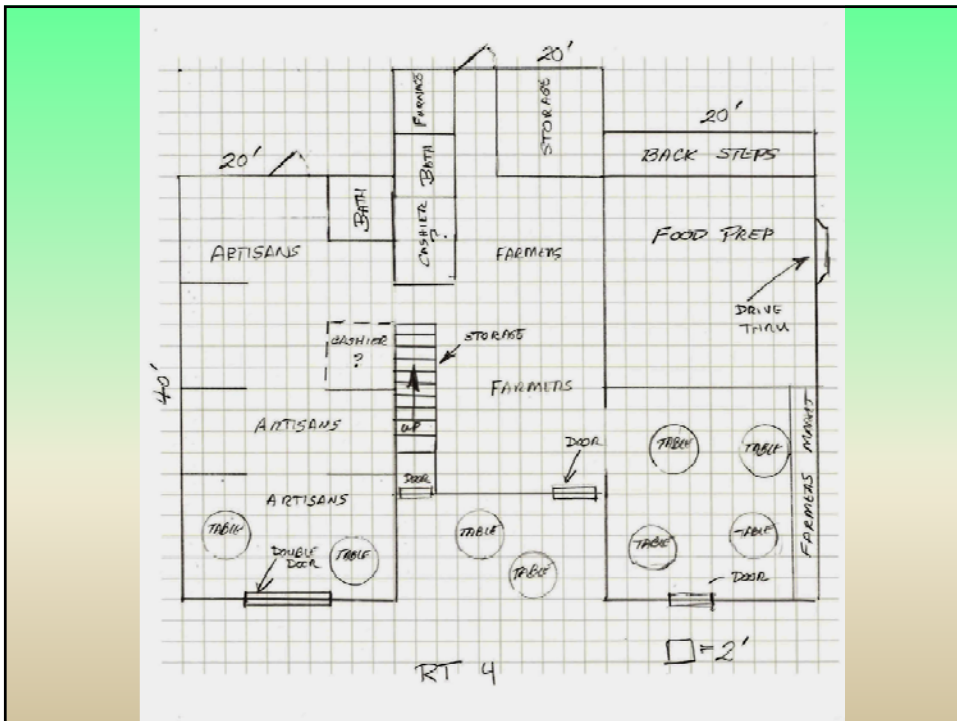


# Community Market









- **Farmers' Market**
- There would be approximately 800 to 1,000 square feet dedicated to the sale of products from area farmers and others in agricultural production.
- The organization of that part of the Market would be a vendors' cooperative. All of the producers would be members of the cooperative.

**The vendors would:**

1. Decide who will be members
2. Manage the operation of the cooperative market
3. Set the hours for the Market
4. Manage the display area
5. Acquire equipment for the Market
6. Manage the bookkeeping for the Cooperative
7. Establish a POS system for tracking of inventory, restocking and distribution of revenue
8. Manage the public relations for the Market
9. Purchase products from non-member producers for resale
10. Decide which third party producers to purchase from
11. Set market standards
12. Manage inventory levels
13. Assure proper care of produce for highest quality
14. Procure common insurance
15. Supervise manning of the Market
16. Manage pricing for pooled produce from multiple vendors
17. Offer pooled assistance to members with advice and functional support
18. Form a business entity



**Key components discussed to date: (NOTE: These are preliminary thoughts at this time)**

1. The Farmers' would like to run it simultaneously with the outside farmers' market and would continue to participate fully in the Sunday market.
2. Other producers would be invited to join. About 30 invitations will be issued to join in the conversation.
3. Products will still be identified by the producer whenever possible. Non local producers will also be identified. Labels will be used whenever possible and practical. Multiple local producers for the same products will be encouraged, rather than discouraged.
4. Whenever possible, the products will be grouped by type, both the specific product and the family of similar products (ie greens, root vegetables, fruits etc.).
5. All of the traditional farmers' market products would be sold including but not limited to fruits, vegetables, poultry, eggs, honey, preserves, breads, pastry, meats, dairy, milk, cheese, syrup, wine, beer (subject to licensing), flowers, crafts, fish, soaps, skin products, clothing, fabric, herbs, salsa, pickles, candy, nuts, berries, condiments, mushrooms etc.
6. Staple products would be offered all year with purchases of organic products from other areas used to provide selection regardless of the season. Local would be sold first provided that there were local products available.
7. Third party produce as well as vendor produce would be "owned" by the cooperative. Net revenue from sales would be divided amongst member vendors and applied to costs.

8. There would be a combination of shelving, coolers (varying temperatures), freezers, and bins. All coolers would have glass doors and be easily accessible for customers. There would be capacity for storage of product that is held for replenishment of customer stock.
9. All products would be protected by product liability insurance.
10. The Market would cooperate with other non-profits in furtherance of community endeavors.
11. Initially, the Market plans on having 25-30 sf for each vendor needing freezer space, 10 to 15 sf for each vendor needing refrigeration, 10 to 35 sf for each vendor needing shelf space (15" to 16" between shelves) and increments of 9 cf bin space (3' long, 2' front to back and 18" high) for products sold in bins. Vendor space will be adjusted as needed.
12. The Market would like to operate in conjunction with the Cardigan Mountain Arts Association or its individual members. There is a belief that have multiple types of products and services under one roof would synergistically increase the sales for everyone and increase consumer awareness. The Market will support the provision of cashier services for CMAA or displaying artisans. The Market believes that the eastern most set of rooms offers the greatest amount of wall space that could accommodate artisans.

13. The Market is interested in joining forces with an entrepreneur that would provide café services that would use the locally grown products and serve a variety of coffees and beverages as well as pastries and deserts. The Market would provide indoor and outdoor areas for sit down dining and would assure cell service and WIFI internet service. The Market would like to get a wine and beer license to allow for wine and beer tastings and sales.
14. The Market would like to acquire commercial grade kitchen equipment that would be licensed and available to member vendors for food preparation as well as available to the Café operator.
15. The Market would encourage demonstrations and music as part of the shopping experience.
16. The Market is considering operating from 11 AM to 7 PM every day.
17. The goal is to utilize a total of 2,400 feet for all of the services and products identified in the above summary.
18. The Town economic development programs will facilitate this Market for at least 18 months and will provide on-going public relations support.
19. Initially, the Market would charge a flat membership fee per month. The goal is to be in the \$40 to \$50 a month range. There is the possibility that the fee could change to reflect utility usage or additional square feet needed.

## NEXT STEPS

- Organization(s)
  - Farmers
  - Artisans
  - Café
- Budget
- Sizing
- Money for Equipment and Operating Capital
- Cashier Services
- Café Operator
- Artisans
- Existing Business

## Up-Coming Events

- Town Wide Yard Sale - September
- 4<sup>th</sup> of July – Fireworks – Meeting House
- Old Home Days
- Endless adult & youth ball games
- Tuesday Concerts in the Park
- Monday Horseshoes
- Sunday Farmer's Market
- July Readings at the Meeting House
- Christmas Craft Fair
- Christmas in Canaan
- Winter Golf

## Problem Solving

- **How can we man a cooperative store inexpensively?**
  - Shared space for cashier & custody
  - Cooperative education
  - SCSEP NH Able Network
  - Volunteers
- **Operators for Coffee Shop/Bakery/Deli**
- **New Events (4 Seasons)**

## **Other Items - Rumors**

- Grandstand (unsafe and collapsing)
- Town Staffing (changed cemetery staff)
- Water Main (broken under Indian River)
- Water Services (working to identify possible lead pipe and replace it)
- Canaan Street & Route 118 will be paved