



CITY OF CONCORD

REPORT TO MAYOR AND CITY COUNCIL

FROM: Matthew R. Walsh, Deputy City Manager - Development

DATE: July 28, 2026

SUBJECT: Opportunity Zones

Recommendation:

Accept this report and approve the attached consent resolution authorizing the City Manager to nominate Census Tracts 33013032900 and 33013044300 for potential enrollment in the Opportunity Zone 2.0 Program.

Background:

The Opportunity Zone Program is a federal initiative that established under the Tax Cuts and Jobs Act of 2017. The program was designed to encourage investors, businesses, developers, and financial institutions to reinvest capital gains into rural and low-income communities.

The program was recently updated and made permanent by the One Big Beautiful Bill Act of 2025. Dubbed Opportunity Zones 2.0, investors are eligible to receive certain enhanced federal tax incentives / benefits when undertaking eligible housing, industrial and commercial development, and business expansion projects within qualified census tracts.

The New Hampshire Department of Business and Economic Affairs reports there are 53 Census Tracts which are potentially eligible for participation the program. Federal Law allows the State to nominate up to 25 tracts. One third of the 25 Tracts must be "Rural". Concord qualifies as a "Rural" community.

Nominations are due to the NH Department of Business and Economic Affairs on August 28, 2026 for the Governor's consideration. The Governor will then nominate no more than 25 census tracts to the Federal Government.

If accepted into the program, the Opportunity Zone designation for these tracts would remain in place for 10 years.

More information is available at <https://www.choosenh.com/choosenh/work/business-resources/opportunity-zones>

Discussion:

To qualify for participation in the program, a tract must satisfy at least one of the following criteria, based on U.S. Census Bureau 2020-2024 American Community Survey (ACS) data:

- The tract does not have a median family income (MFI) that exceeds 70 percent of the statewide (rural tract) or metropolitan (non-rural tract) average; or,
- The tract has a poverty rate of 20 percent or higher and has a Median Family Income (MFI) no higher than 125 percent of the statewide or metropolitan average.

In Concord, the State has determined that Census Tracts 33013032900 (“329”) and 33013044300 (“443”) satisfy at least one of these criteria.

See the attached map which denotes the location of these two Tracts.

Census Tract 33013032900 is located on the Heights and is bounded by the Merrimack River, Loudon Road (northside only), Sheep Davis Road, and I-393. Current development projects currently underway within this Tract that may benefit from this program include: Chappell Tractor expansion at Break O Day Drive, new Service Credit Union branch on Loudon Road, new 144-unit senior housing development at 33 Old Loudon Road. Per discussions with the NH Business and Economic Affairs, the new Concord Casino project would be ineligible due to certain programmatic prohibitions for certain “sin” businesses / industries.

Census Tract 33013044300 covers portions of Penacook Village / Thirty Pines (west side of Fisherville Road and Village Street generally between Bog Road and Washington Street), and West Concord. Current development projects that may potentially benefit from this program include the new NH Scot facility on Bog Road.

To participate in this program, the City’s efforts appears limited to formally nominating eligible census tracts to the Governor’s Office. Recognizing the program may provide incentives for private investment within these two Census Tracts, that all financial benefits to participants pertain to federal taxes only, that there are no direct costs to the City associated therewith (outside of staff time for the nomination process), and the City may benefit from development occurring within these tracts (expanded housing supply, job retention / creation, tax base expansion, etc.), City Administration recommends nominating these two Census Tracts for participation in the Opportunity Zone 2.0 Program.