



City of Concord, New Hampshire

Mayor Byron O. Champlin

TO: Members of City Council

FROM: Mayor Byron O. Champlin

DATE: March 25, 2024

RE: Economic Development Advisory Committee Appointments

I propose the appointment of the following individuals to serve as at-large members of the Economic Development Advisory Committee for two-year terms to expire April 30, 2026. Letters of interest and resumes are attached.

- Michelline Dufort, 126 Silk Farm Road, Concord.
- Stephen M. Duprey, 31 Samuel Drive, Concord.
- Chuck Gilboy, 40 Kimball Street, Concord.
- Jean Hakuzimana, Manchester.
- Emily Ricard, 82 North Main Street, Concord.
- Robert M. Segal, 6 Sunset Avenue, Concord.
- Alex Stoye, 56 Church Street, Concord.
- Patrick Tompkins, 28 River Road, Concord.
- Mike Vlach, 160 Snow Pond Road, Concord.

I propose the appointment of the following individual to serve as the Creative Concord Representative for a two-year term to expire April 30, 2026. The proposed appointee's letter of interest and resume are attached.

- Salvatore Prizio, 16 Madison Street, Concord.

I propose the appointment of the following individuals to serve as the Greater Concord Chamber of Commerce Representatives for two-year terms to expire April 30, 2026. The proposed appointee's letters of interest and/or resumes are attached.

- Jim Bouley, 71 Warren Street, Concord.
- Ari Pollack, 25 Emerson Road, Concord.

In addition to the above, the following members of City Council will serve on the Economic Development Advisory Committee with terms to expire December 31, 2025.

- Mayor Byron O. Champlin
- Councilor Judith Kurtz
- Councilor Ali Sekou

In accordance with Section 18 of the City Council Rules, these proposed appointments are being distributed to City Council as information in advance of formal action at the April 8, 2024 City Council meeting.

January 13, 2024

Mayor Champlin:

Thank you for asking me to serve on the Concord Economic Development Advisory Committee. I am honored by this appointment and believe that your interest in me may come from your long-term knowledge of both my association with the state's business community and your personal knowledge of my belief in this community.

As a long-time trade association leader, I have seen the inner workings of thousands of New Hampshire businesses, giving me a unique view into the risk, hard work and pure zeal it takes to own and operate a business. I couple this with being privy to my husband's retail home heating company that he owns and operates. We take seriously every day the awesome (in the true sense of the word) responsibility of running a company that puts food on the tables of over 50 families every evening.

Through running trade associations in various industries; hospitality, technology, nonprofit and healthcare, I have been in the envious position to have a front row view into what business owners face both strategically and in day to day operations. I understand the personal risk that they take on, the ways they must innovate and pivot to survive and the challenges of current trends such as the current labor market. How we frame this in our CEO Peer Groups is the age old, 'what keeps you up at night?' frame.

Additionally, I also have a bird's eye view into the drive and zeal that business owners possess to not just stay in the game, but to continue to grow and prosper. No one business owner is an island, although often times it may feel that way to them. Instead, the best business owners are those that understand that 'a rising tide lifts all boats' and friendly competition improves not just their business, but the community in which they operate.

These are the ways, in my opinion, how an economy is created and sustained.

I couple my professional opinion with my true passion for our community as a twenty-year resident. We are frequent diners, frequent shoppers and frequent users of local businesses wares and services. My curiosity doesn't stop at the end of my own workday in helping business owners find their peer communities; it is alive and present with every conversation I have with a business owner. "What fuels you? What keeps you from your goals? What would better your business environment?" are among the questions I ask business owners.

I have witnessed such a complete turn around of Concord in my time here. I chose Concord specifically for the way I felt the first time I walked down Main Street. Since then, the growth of the business community alone is mind boggling. The Main Street program that extended the commercial district was a masterful community wide effort. The work of the Greater Concord Chamber of Commerce, of which we are business members, the ebb and flow of business starts and the pride of being a small business city all are something I appreciate. The magic of business community events from Market Days to Midnight Merriment not just keeps me coming downtown, but it keeps me coming downtown and bringing other residents and non-residents with me!

Although my position of working with different industries and the economies that they have created has been state-wide, my primary interest and belief is that the center of the state is right here at home, in our capital city.

This is a critical turning point for Concord. The conversations around growth and opportunities are fascinating to me personally and also vastly interesting from a professional standpoint. I would welcome the opportunity to serve in this newest capacity and to bring with it my professional expertise and the enthusiasm that I have for this community. I find the fact that you are re-igniting such a committee is a positive sign of the forward motion of our city's economic efforts and long-term future.

Thank you for your service and thank you for reaching out to me regarding this opportunity.

Most Sincerely,

Michelline

Michelline Dufort
126 Silk Farm Road
Concord, New Hampshire

MICHELLINE DUFORT

126 Silk Farm Road, Concord NH 03301 • C: 603.305.6040 • mdufort@live.com

Executive Summary

Executive level professional in business association and nonprofit management with demonstrated leadership in business operations and relations. Achievements include consistent measured success in organizational growth, proven expertise in public and external relations management, event strategy and oversight, and government affairs strategy prowess.

Professional Experience & Accomplishments

Executive Director, The CEO & Family Enterprise Center, September 2017 – current

- The CEO & Family Enterprise Center is associated with the University of New Hampshire's Peter T. Paul Business School and through that association helps serve the College's business engagement goals. The Center consists of four programs all aimed at, and geared to, supporting business owners as described below. Oversee all strategic and day to operations and management of an Advisory Board consisting of business leaders of diverse industries.
 - **The Center for Family Business** serves a membership of family owned and operated businesses of various industries throughout the state. Annual programming concentrates on increasing the business acumen of closely held businesses, all through the framework of family ownership.
 - **The CEO Speaker Series** is an annual membership program which features New England CEOs who share their personal path and professional stories to a roomful of c-level professionals.
 - The Center has launched and oversees six **CEO Peer Groups**, each consisting of 8-10 business owners and leaders for monthly meetings.
 - **The Emerging Leaders Program** is a professional development programs in partnership with the Business & Industry Association towards grooming the state's next leaders.

Vice President, Cookson Strategic Communications (CSC), November 2014 – August 2017

- Brought in, first on a contract basis, to launch and operate the Public Affairs division of an established communications firm in order to expand its offerings and services.
- Managed and coordinated all government affair needs for a growing client base. Clients included healthcare, technology, energy, nonprofits and business coalition building.

NH High Tech Council, a CSC Client, November 2014 – August 2017

- Brought in, first on a contract basis, to direct all business relations, operations and growth strategies for the NH High Tech Council. During tenure, grew the Council in economic base, membership, outreach, engagement, programming and overall visibility resulting in a 35% growth in the number of members and 55% growth in overall revenues leading the managed contract client to have a base to establish its own 501c3 status and operations.
- Strategies employed included the launch of two leading programs for the Council; the TechWomen/TechGirls initiative that focused on supporting and bringing together female tech leadership and the BioTech/MedTech Cluster, a sub-set of the organization that delved in the

biotechnology industry and closely aligned with the current Advanced Regenerative Manufacturing Institute (ARMI) initiative.

- Operationally, represented the organization as industry expert on trends, issues and developments in the tech sector. Managed relations with 450 plus member tech companies, including recruitment and retention strategies and operations and managed 50 plus event programs a year, including securing sponsorships, overseeing committees and coordinating all promotional and communication needs to build brand and increase visibility.

Public Affairs Consultant, May 2013 – November 2014

- Advised healthcare consortium through branding and strategic communications process and established entity as a contributor in the debate of Medicaid Expansion during the 2013 NH General Court's Special Session.
- Managed and advised coalition of competitive retail energy suppliers through a strategic campaign targeted to motivate policymakers and regulatory agencies to support a more competitive energy market (i.e. deregulation)

Director, Public Policy and Affairs, NH Center for Nonprofits, December 2009 – May 2013

- Implemented vigorous inaugural public policy program as a leading membership growth Initiative for nonprofit trade organization by directing all communications and external relations in a collaborative effort to strengthen the brand of the nonprofit sector and to raise awareness and comprehension of the role of nonprofits. Initiatives included:
 - Researched and produced "*The Nonprofit Sector: In Brief*", an in-depth data driven report about NH's nonprofit sector.
 - Managed vigorous program schedule, including the Nonprofit Capitol Exchange program featuring heads of state and legislative leadership and a continuous rotation of issue specific forums and conferences.
 - Spearheaded the Nonprofit Primary Project, a candidate education project during the 2012 NH Presidential Primary; personally met and discussed nonprofit issues with every major candidate.

President, NH Lodging and Restaurant Association, September 2005 – November 2009

- Oversight of leading trade association representing the state's second largest industry (behind manufacturing) with over 2,000 participating member businesses. Activities included:
 - Defined policies for organization and reported to board of 20 plus members. Built corporate sponsorship support by soliciting and securing dozens of new corporate supporters.
 - Lobbied on behalf of the hospitality industry and cultivated relationships with key decision makers and policymakers. Worked closely with state government agencies including: Department of Resources and Economic Development, Department of Labor, Department of Revenue, and the NH Liquor Commission.
 - Executed communications and marketing strategies aimed at optimizing public opinion of industry while revamping internal communications including a "Members Only" website portal.

Executive Director, The Spinazzola Foundation Boston, MA, August 1996 – August 2005

- Boston based non-profit mired in the culinary industry whose mission was to “Grow Hungry Bodies and Minds” by raising funds for hunger and homelessness relief with a goal to break cycles. Accomplishments included:
 - Grew corporate sponsor support by hundreds of thousand dollars every year and secured multi-year commitments from all sponsors.
 - Worked with leading corporate sponsor, American Express, to create the nation’s second ever “Restaurant Week” promotion.
 - Executed an education-to-work initiative with the City of Boston that placed disadvantaged youth into culinary training programs and created hundreds of apprenticeship placements in Boston area restaurants.
 - Launched grant-award program that decreased cycle of homelessness and hunger in the Boston area. Oversaw grant award process that invested between \$350,000 and \$500,000 annually into community investment initiatives.
 - Oversaw multiple fundraising events with sports marquee level athletes, including the Ray Bourque Celebrity Golf Classic, raising annually over \$75k for Boston City Hospital.

Education

- Master of Arts, Public Relations and Business Communications, 1992
Emerson College, Boston, MA
- Bachelor of Arts, English/Communications, 1990
Le Moyne College, Syracuse, NY

Professional Affiliations and Recognitions

- **NH Business Review’s Annual “200 Influential Leaders List” Award 2023**
- **NH Supreme Court – Attorney Discipline System Hearings Panel, 2013 to present**
- **Capital Regional HealthCare - Board of Directors, December 2019 - 2023**
- **Granite Visiting Nurses Association – Board of Directors, Chairman of the Board, 2019 – 2013, Board 2014 – present, Chair of Governance Committee 2019 – present**
- **Concord VNA & Central VNA Merger Task Force - member – 2019 – 2020**
- **NH Business & Industry Association - 2018 “Above & Beyond” Award**
- **Concord Crew Board of Directors – September 2015 - 2018**
- **Greater Concord Family YMCA – Board of Directors, Executive Committee, 2010 - 2015**
- **NH Business & Industry Association – Served on various committees, including: Economic Development, Energy & Telecommunication, the Annual Dinner Committee and the Fiscal Policy Committee of the 2013 State Economic Plan project**
- **Gaming Study Commission – Appointed by Governor John H. Lynch to 15 person panel to study the potential benefits/detriments of expanded gaming on New Hampshire, 2009/2010**
- **Leadership New Hampshire – Class of 2011**
- **The Tourism Coalition of New Hampshire – Advisory Board, 2005 - 2008**
- **The International Society of Restaurant Executives (ISRAE), Washington, DC, 2005 - 2008**
- **Boston Business Journal’s “40 Under 40” Award Recipient, Boston, MA – 2002**
- **Published, Wall Street Journal, The Trip That Transformed My Life, 2015**
- **Frequent guest speaker**

Stephen M. Duprey
31 Samuel Drive
Concord, New Hampshire 03301

March 20, 2024

Byron Champlin
Mayor City of Concord
City Hall
37 Green Street
Concord, NH 03301

Hand Delivered

Dear Byron,

I am writing to express my interest in serving on the city's economic development advisory committee and look forward to serving appointed. I have enclosed my resume and would be happy to answer any questions you might have regarding my relevant experience.

Sincerely,

A handwritten signature in black ink, appearing to read 'Steve Duprey', with a stylized flourish extending to the right.

Steve Duprey

SMD: mb

Stephen M. Duprey
President

EDUCATION

Cornell Law School, Ithaca, NY Graduate, Juris Doctorate, 1978 Recipient, Kelly Memorial Prize

New College, Sarasota, Florida (Now New College of the University of South Florida) Graduate,
Bachelor of Arts in Public Policy, 1974

EMPLOYMENT

President, Foxfire Property Management, Inc, 1986 - Present

Managing Member, The Duprey Company, LLC, 1988 – Present (hotel ownership and management)

Of Counsel, Sulloway, Hollis, & Soden, Concord, NH, 1986 – 1991

Partner, Sulloway, Hollis, & Soden, Concord, NH, 1984 – 1986

Associate, Sulloway, Hollis, Godfrey & Soden, Concord, NH 1978 – 1983

PROFESSIONAL & CIVIC AFFILIATIONS

Member, Greater Concord Chamber of Commerce Board of Directors

Vice Chair, New Hampshire Business Finance Authority

Vice Chair, New Hampshire National Finance Authority

President, Board of Trustees, Currier Museum of Art

Chair, Board of Trustees, Franklin Pierce University

Member, NH Bar Association, Current

Chair, Pease Development Authority

Member, Board of Directors of New Hampshire Civics

Member, Board of Directors of New Hampshire Supreme Court Society

Member, Board of Directors of Nackey S. Loeb School

Member, Board of Trustees of New Hampshire Public Radio

Member, National Advisory Council White House Historical Association

Senior Admin to John McCain for Senate, 2007-2008, 2010-2018

Chairman, NH Republican State Committee, 1993-1994, 1995, 1997-1998, 1999-2000

Member, Executive Committee, Republican National Committee, 1999-2001

Republican National Committeeman, 2011-2020

Member, Board of Trustees, Capital Center for the Arts, 1993-1999, 2010-2012

Member, Board of Trustees, NH Historical Society, 1994-2001

Past Chair, Concord Main Street Revitalization Advisory Committee 2004-2012

Past Member, Concord Coalition to End Homelessness

Past Member, Governor's Interagency Council on Homelessness

Past President, NH YMCA

Past President, Carroll County YMCA Board of Directors

Past Chairman, City of Concord Personnel Advisory Committee

Past Member, New Hampshire Personnel Commission

Past Member, New Hampshire Community Development Finance Authority

Past Trustee, New College, Sarasota, Florida

Past Member, New Hampshire House of Representatives

Past Director, First Capital Bank

Past Instructor, NH Bar Association, Continuing Legal Education

Founding Director, Concord Business Group

Founding Director, NH Chapter Community Associations Institute

From: [Chuck Gilboy](#)
To: [* City Clerk](#)
Subject: Economic Development Advisory Committee
Date: Thursday, February 8, 2024 4:22:17 PM
Attachments: [Chuck Gilboy Resume 2022.docx](#)

[CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe]

Hi Janice,

I recently met with the Mayor and he asked if I would be interested in serving on the reconstituted Economic Development Advisory Committee. I am sending this email to confirm my interest and have attached my resume. I'm very involved in the Concord community both professionally as an economic development lender at CRDC and personally as a parent and a board member at the Concord food co-op. I look forward to serving on the committee and hope I can be helpful.

Please let me know if you have any questions or need any additional information.

Best,
Chuck

CHUCK GILBOY
Business Development and Loan Officer
CAPITAL REGIONAL DEVELOPMENT COUNCIL
cgilboy@crdc-nh.com
O: 603-651-0679
C: 603-970-1307
www.crdc-nh.com

Small Business Lending and Economic Development Services

Office Location: 20 Montgomery Street, Concord
Mailing Address: P.O. Box 664, Concord, NH 03302

E D U C A T I O N

University of New Hampshire (Durham, NH) <i>Master of Business Administration</i>	June 2015
Elon University (Elon, NC) <i>Bachelor of Arts, Political Science & History</i>	May 2008

E X P E R I E N C E

Capital Regional Development Council

Loan and Business Development Officer (Concord, NH) March 2022 – Present

- Build a network of referral sources with lenders around New Hampshire.
- Source, underwrite, and close direct or SBA 504 loans. Prepare financial analysis for prospective deals.
- Conduct portfolio management, including annual reviews and preparing regular reports.

Grafton Regional Development Corporation

Loan Officer (Plymouth, NH) September 2021 – March 2022

- Conducted outreach to lenders and businesses in the region. Successfully closed multiple microloans.

New Hampshire Small Business Development Center

Business Advisor (Concord, NH) April 2020 – August 2021

- Prepared and hosted multiple live webinars a week on COVID-19 relief programs as well as general management issues. Reached over a thousand business owners and received positive stakeholder feedback.
- Worked with individual clients on everything from loan closings to accounts receivables collections.

New Hampshire Community Loan Fund

Investor and Lender (Concord, NH) December 2015 – November 2019

- Exceeded production goals for new deals every year. Built a strong network of referral sources.
- Sourced and closed over \$2 million in investments in local companies and later led non-profit lending.
- Conducted all financial analysis required to underwrite deals. Prepared credit memos for board committees.
- Managed the portfolio and took over workout situations. Prepared financial and mission impact reports.

Office of Congresswoman Shea-Porter

District Director (Manchester, NH) November 2008 – September 2014

Outreach Representative - Outreach Director (Dover, NH) January 2013 – September 2014

2008 – 2011

- Managed 7 staffers and 2 offices as District Director. Led with a clear mission to serve constituents.
- Coordinated multiple successful federal grant applications for municipal, state, and non-profit entities.

New Hampshire Retirement Security Coalition (NHRSC)

Coalition Director (Concord, NH) 2011 – 2012

- Worked directly with a board of 12 public employee union presidents to protect pension benefits.
 - Attended regular Retirement System Investment Committee meetings to monitor fund performance.
-

B O A R D I N V O L V E M E N T

Concord Food Co-op

Board Member and Treasurer (Concord, NH)

2018-Present

Jean Hakuzimana

6032195940

jean@nhsonga.com

RE: Interested in joining Concord City's Economic Development Advisory Committee

Respected Mr. Mayor,

It is an honor to write this letter to ask to be appointed to serve on the Economic Development Advisory Committee of the City of Concord. Concord City has been the home to me and my family of six and a working place for the last five years. I have benefited from Concord's leadership in many ways from schools, The City Clerk, business entities, recreation parks, highways, and paved ways without forgetting the library and the safety offered through our law enforcement institutions. The time has come for me to give back to the community by serving on the Economic Development Advisory Committee and it will be a life honor to do it.

Please accept my sincere motivation to serve on this committee.
Sincerely.

Jean Hakuzimana

A handwritten signature in black ink, appearing to read "Jean Hakuzimana", enclosed within a large, loopy circular flourish.

Jean Hakuzimana
New Hampshire, United States

6032195940

Jean@nhsonga.com

Summary

With over 12 years of experience in community development strategy design, refugee resettlement policies, communication, advocacy, and media, I am the founder and Director of NHSONGA (NH Moves).

I serve as the Ascentria's Service for New Americans New Hampshire Statewide Director, where I oversee multi-grant programming between the state and Ascentria aimed at resettling refugees in New Hampshire.

I recently concluded a Deputy Editor role at Amjambo Africa, a newspaper that covers a wide range of news about immigrants and host communities in Maine. I also host the Amjambo Time podcast at WMPG, a community radio station affiliated with the University of Southern Maine.

I graduated in community development policy and practice from the Carsey School of Public Policy at the University of New Hampshire, and I hold a bachelor's degree in journalism from the University of Rwanda. I have worked with the United Nations, European Union-funded programs, regional organizations, and diplomatic, governmental, and non-profit entities in Africa and the USA, focusing on issues such as refugee resettlement, social determinants of health, environment, agriculture, biodiversity, governance, and inclusive finance. All these previous roles have nurtured a huge passion for community development that I carry whenever I am called to serve.

Experience



NH State Director

Service for New Americans: Ascentria Care Alliance

Feb 2024 - Present

Strategizing and executing the following tasks:

- Overseeing multi-grant programming between the state of New Hampshire and Ascentria aimed at resettling refugees in New Hampshire.
- Serve as the Site Director and lead a team of dedicated staff working on the resettlement and placement of refugees in NH.
- Creating social and economic programs bridging the integration of new Americans in society.

**Founder and Director**

NH SONGA (www.nhsonga.com)

May 2023 - Present

Strategizing and executing the following tasks:

- Led a company aimed at bridging the GAP between New Americans and their host communities in the areas of workforce, Education, and Health.
- Organizer of the annual Immigrants in NH's Workforce Conference set to debate, amplify, and scale the voice of immigrants in the workforce.

**Deputy Editor/ Podcast Host at WMPG**

Amjambo Africa (www.amjamboafrica.com)

Nov 2022 - Present

Strategizing and executing the following tasks:

- Building a conduit of information for newcomers as they navigate life in Maine.
- Profiling ground articles about new Mainers, from Maine can understand why newcomers have arrived in Maine and profiling those who are successful from Africa to give hope to those newly arrived as well as make clear benefits, to the state of Maine, of welcoming newcomers.
- Producer and Presenter of multilingual shows: Amjambo Time, and Wiriwe Maine Show, The radio shows that air stories about business, immigration, politics, and miscellaneous affairs about New Mainers and Mainers.
- Bringing New Mainers' voices on AIR -Thanks to the collaboration with Southern Maine.

Deputy Director

Let There Be Light International

Jun 2022 - Nov 2022 (6 months)

- Supported LTBLI's international solar safety-net programming and participated in the assessment and communication of the organization's impact.
- Worked directly with organizations engaged in Climate Action and Poverty Alleviation in sub-Saharan Africa.
- Cultivated, stewarded, and managed relationships with funders.



Communications Specialist

UNDP

May 2017 - May 2018 (1 year 1 month)

- Communications Specialist with the United Nations Development Program-UNDP: #Chad Country Office. I led the formulation and implementation of the country's communication and advocacy strategy with an emphasis on strengthening partnerships and donor relations.
- I supported the development and implementation of the publication strategy for the office within its various programs with articles, success stories, photos, videos, and interviews. (www.td.undp.org)
- I managed international and national media relations for UNDP global and Country offices.



Communication Expert at Congo Bassin Forest Partnership-RAPAC/EU Funded.

Partenariat pour les Forêts du Bassin du Congo

- Worked in nine countries: Gabon, Central Africa Republic, Chad, Democratic Republic of Congo, Congo Brazzaville, Equatorial Guinea, Cameroon, and Rwanda. During my tenure, there was a huge increase of awareness, and public and community engagement towards protected areas in central African countries. I have designed an awareness momentum for challenges facing protected areas in Central Africa, especially about poaching, capacity building, and lack of funding. I engaged media houses in Central Africa, Europe, and New York to report and advocate on the plight of Protected Areas Management in Central Africa.
- I organized institutional representation in the 2016 International Union of Conservation World Congress held in Hawaii/USA with an exhibition where I hosted five side events with partners.



Communication Advisor

Ministry of Agriculture & Animal Resources

Sep 2015 - Feb 2016 (6 months)

- Providing communication expertise to the Ministry, Minister, and projects funded by various agencies among them the World Bank, European Union, IFDC, IFAD, FAO, USAID, ...



Professional Fellow in Member Affairs and Global Communications Department

The SEEP Network

Aug 2014 - Oct 2014 (3 months)

This 3-month professional fellowship with The SEEP Network; a global network of international practitioner organizations dedicated to combating poverty through promoting inclusive markets and financial systems with active Members in 170 countries and a reach out of 90 million households.



Communication Expert

African Wildlife Foundation

May 2011 - Feb 2013 (1 year 10 months)

Working across Rwanda, DR Congo, and Uganda, in this position I led the development and implementation of a regional communication strategy to enhance the conservation of endangered natural resources/species (among them mountain gorillas) in the Greater Virunga Landscape/Central Albertine Rift.

Education



University of New Hampshire

Master's degree, Community Development Policy, and Practice

2019 - 2020



University of Rwanda

Bachelor's degree in journalism

Jan 2007 - Jan 2010

College Christ Roi

High School Diploma, Latin Language and Literature

1998 - 2003

Emily Ricard

82 North Main St.

Concord, NH 03303

Emily.Ricard@Bangor.com

603.340.6814

12.20.2023

Janice Bonenfant

City of Concord Clerk

41 Green St.

Concord, NH 03301

Expression of Interest in Joining the Economic Development Advisory Committee

Dear Concord City Council,

I am writing to express my interest in joining the Economic Development Advisory Committee of the City of Concord. As the Chair of the Concord Young Professionals, I have had the privilege of witnessing the positive transformation of our community and am eager to contribute actively to its continued growth and prosperity.

The Concord Young Professionals have been dedicated to fostering the professional and personal development of young individuals in our city. Over the years, our organization has collaborated with local businesses, educational institutions, and community leaders to create a vibrant and dynamic environment for our members. Through these experiences, I have gained valuable insights into the challenges and opportunities facing our local economy.

I believe that my involvement with the Concord Young Professionals has equipped me with a unique perspective on the needs and aspirations of the younger demographic in our community. Moreover, my professional background in banking and working with local business owners have also provided me with a solid foundation in economic principles and strategic planning.

Joining the Economic Development Advisory Committee aligns seamlessly with my commitment to contributing to the sustainable growth of Concord. I am confident that my skills in and my passion for community development will enable me to make meaningful contributions to the committee's objectives.

Thank you for considering my application. I am excited about the possibility of working alongside the dedicated individuals on the Economic Development Advisory Committee to contribute to the prosperity and well-being of our city. I look forward to the opportunity to discuss my application further and share my vision for the economic development of Concord.

Please find my resume attached for your reference. I am available at your earliest convenience for any questions that may arise.

Sincerely,

Emily Ricard

AVP, Corporate Services Officer, Bangor Savings Bank

Chair, Concord Young Professionals

Emily.Ricard@Bangor.com

603.340.6814

EMILY RICARD

11 Borough Rd, Penacook, NH 03303 · 603.340.6814
ERicard14@Gmail.com

A highly motivated, efficient and experienced banking professional with a high level of attention to detail.

SUMMARY OF QUALIFICATIONS

- *Passionate about coaching teammates to achieve company goals and objectives.*
- Skilled at handling multiple tasks and projects simultaneously.
- Demonstrates strong organizational skills with close attention to detail.
- Excellent communication skills, both written and oral.

WORK HISTORY

Bangor Savings Bank

AVP, Treasury & Payment Service Officer
07/2020-Present

- Managing, and aggressively growing, treasury revenue across a portfolio of business banking clients resulting in increased services fees and deposits.
- Initiates business development calls to existing and prospective Small Business clients
- Develops and maintains a portfolio of Treasury & Payment Services account relationships
- Prepares written proposals and conducts financial analysis as required for presentation to clients/prospects
- Monitors client analysis statements monthly to ensure appropriate product and service use by clients
- Conducts routine relationship reviews

Bar Harbor Bank & Trust

AVP, Treasury Services Sales Officer
02/2018-07-2020

- Accountable for revenue growth, client calling, portfolio development, pricing, responding to RFPs, building and executing client plans, call preparation and participation in overall treasury presentations
- Working knowledge of merchant, payroll & credit card products.
- Demonstrated ability to manage and grow complex client base
- Demonstrated ability to generate new business from prospects and existing portfolio through working Capital analysis and client relationship management

Bar Harbor Bank & Trust Branch

Relationship Manager 09/2016-
02/2018

- Leading a team that delivers sales, service, and transactions to all customers.
- Providing motivation and encouragement while fostering a team effort in the office.
- Engage in sales and service activities and contribute directly to the success of the Bank by recognizing and uncovering opportunities.
- Initiate and complete Home Equity closings & Consumer Loans
- Provide professional and confidential customer service by operating a customer service window with courtesy, promptness, efficiency, and accurately processing a wide variety of simple-to-complex customer banking transactions, including opening new accounts.
- Deepen consumer and business customer relationships by effectively recommending bank products and services that meet financial needs.
- Resolve account service issues and respond to customer inquiries promptly and effectively.

EDUCATION

- o Berkshire Hathaway Verani School of Realty (40 Hour Certificate)
- o Greater Chamber of Commerce Leadership Greater Concord - Class of 2018
- o New Hampshire Technical Institute 2014- 2017 - Associate's Degree in Criminal Justice
- o Husson University – 2021-Present – Bachelor's Degree in Business Administration

VOLUNTEER EXPERIENCE

- o Concord Young Professionals Network – Chair, Jan 2019 - Present
- o Capital Area Student Leadership – Steering Committee, Sept 2019 – Present
- o Concord Historical Society – Board of Directors, Oct 2023 - Present
- o Make A Wish New Hampshire – Wish Granter, Sept 2019- Present

REFERENCES

- o Professional and personal available on request

March 26, 2024

The Honorable Byron Champlin
City Council Chambers
37 Green Street
Concord, NH 03301

Dear Mayor Champlin:

As a fourth-generation citizen of Concord, NH, I would like the opportunity to serve as a volunteer member of the Economic Development Advisory Committee.

Our family has owned several large parcels of property since the 1940s and will continue to look to invest in them. Most recently, we redeveloped one of our properties, 231 South Main Street, which provided an opportunity for a Concord resident to open a new business, Feathered Friends Brewery, and gave another business, Smokeshow BBQ, the space to invest and expand their business.

I have a long-term record of volunteerism in some of the most visible non-profit organizations serving the citizens of Concord. This belief in giving back to the community goes back to the 1940s when my grandmother, Great-Aunt, and Great-Uncles led our family business to invest as one of the founding families of the original Concord Boys Club, later rebranded as the Central NH Boys & Girls Club, and as early incorporators of the Concord Hospital. Since then, our family business has participated monetarily in every major project, from the Capital Center to the Arts to the Grappone Conference development and the redevelopment of the downtown Concord Main Street project.

Thank you for your consideration.

Very truly yours,
Bobby Segal

Robert Segal

CEO

Sanel NAPA
Automotive Supply Associates, Inc.
Sanel Realty Co.
SAS Realty Limited Partnership
102 Old Turnpike Road
Concord, NH

Robert M. Segal

6 Sunset Avenue, Concord, NH 03301

Email: bsegal@sanelnapa.com

Work Experience

Chief Executive Officer
Automotive Supply Associates, Inc / Sanel NAPA
102 Old Turnpike Road, Concord, NH 03301
May 1987 – Present

Education

Northwood University - DeVos Graduate School of Business
MBA 2009 - 2011

The Ohio State University Fisher College of Business
Executive Education Certificate 1997 - 1998

Bentley University
B.S., Economics – Finance 1983 - 1987

Volunteer Organizations

Concord Hospital Trust, (NH)

Board of Trustees - member · Jan 2017 – Present, Board of Trustees - member · Jan 2017
- Present

Concord Hospital, (NH)

Board of Trustees - member, executive committee, finance committee - chair,
compensation committee - chair · Feb 2015 – Present, Board of Trustees - member,
executive committee, finance committee - chair, compensation committee - chair · Feb
2015 - Present

The Friends Program, Concord, NH

January 1996 – December 2006, Board member and Finance Committee - Chair

Auto Care Association

Government Affairs Committee - member · Jan 2007 – Present

Greater Concord (NH) Chamber of Commerce

Jan 1994 – Present, member, Leadership Concord Graduate 1995, formerly Board member, Finance committee member, Executive committee, Chairman of the Board 2014- 2015, Immediate Past Chair · Present: member, formerly Board member, Finance committee member, Executive committee, Chairman of the Board, Immediate Past Chair

New Hampshire Charitable Foundation - Capital Region Advisory Board

Member · Dec 2016 - Dec 2022

Automotive Warehouse Distributors Association

Board of Governors - member, Secretary of the Board of Governors, Vice Chairman of the Board of Governors, Chairman of the Board of Governors, immediate past Chairman of the Board of Governors · Sep 1993 - Nov 2021

Alex Stoyle

56 Church St
Concord, NH 03301
603-674-2653
alex@revelstokecoffee.com

2nd February 2024

Mr. Byron Champlin

41 Green St
Concord, NH 03301

Dear Byron,

I am writing to express my interest in joining the Economic Development Advisory Committee for the City of Concord, NH. In 2018 when Lyndsey and I chose to open Revelstoke Coffee in Concord, we had a dream of turning our coffee shop, and our city into a travel-worthy destination for coffee lovers and enthusiasts alike. We aimed to showcase the best of our city by establishing the premier coffee shop in the region right downtown. Five years later, our dream has become a reality, and we are eager to further contribute to Concord's growth, actively shaping it into the vibrant city we envisioned living and raising a family in.

As a committed and engaged resident, land owner and business owner I am eager to contribute my time, skills and energy towards economic growth in our beloved city. Having closely followed economic and social trends in Concord, New Hampshire, New England and beyond, I believe that my analytical skills, strategic thinking, and collaborative approach would be valuable assets to the committee.

Thank you for your consideration. I am excited about the possibility of contributing to the continued growth of the City of Concord and look forward to the opportunity to discuss my potential involvement further.

Sincerely,

A handwritten signature in black ink, appearing to read 'Alex Stoyle', with a stylized, flowing script.

Alex Stoyle

ALEX STOYLE

Dedicated husband, father, entrepreneur and community leader with a passion for shaping Concord into the city my family and I want to live in. Co-owner of Revelstoke Coffee with expertise in business development and hospitality. Adept at team building, fostering growth and driving authentic success.

EXPERIENCE

Co-Owner - Revelstoke Coffee 2017 - Present

Spearhead business operations, focusing on team building, strategic growth and customer satisfaction.

Cultivate a positive and inviting atmosphere, ensuring a memorable experience for guests.

Lead a team of dedicated professionals to deliver exceptional hospitality and quality products.

Founder - Cars & Coffee on Capitol 2023 - Present

Conceived and launched "Cars & Coffee on Capitol" growing it into a premier, recurring event that attracts diverse automotive enthusiasts to downtown Concord and has consistently increased attendance month over month.

Formulated and executed robust marketing strategies, leveraging social media and community outreach, resulting in heightened brand awareness, increased participant numbers, and positive media coverage.

Cultivating strategic partnerships with local businesses, automotive dealerships, and sponsors for the 2024 season, effectively managing budgets and optimizing resources for maximum impact, leading to sustained success and recognition.

Business Development - GYK Antler 2014 - 2018

Collaborated with cross-functional teams to identify and pursue new business opportunities.

Developed and maintained client relationships, contributing to the overall success of the company.

Played a key role in the growth and expansion of the business during the tenure.

EDUCATION

Brandeis University - Waltham, MA - Class of 2014

Bachelor of Science (BS) in Business & Sculpture, Varsity basketball

Goffstown High School - Goffstown, NH - Class of 2009

Tilton School - Tilton, NH - Post graduate, Class of 2010

56 Church St
Concord, NH 03301
603-674-2653
alex@revelstokecoffee.com

VALUES

Quality - Keep it good

Simplicity - Keep it simple

Decency - The golden rule

SERVICE

Founder, State Street Kitchen,
community kitchen space
empowering aspiring food
entrepreneurs

City host liaison, North East
Coffee Festival, played a key role
in bringing the festival to
Concord for 2024

President, Concord Community
Management Association

Host & Supporter, Red River
Theatre's Oscars Trivia Night

Lead volunteer, the Bonner
family's Rock On Foundation

Big Brother, Big Brothers Big
Sisters of Massachusetts Bay

Marketing Committee, Stay Work
Play 2016-2018

AWARDS

Greater Concord Chamber of
Commerce's Small Business of
the Year 2023

Several "Best of NH" awards
naming Revelstoke among the
top coffee shops in the state year
after year

Tasting Table's Best Coffee Shop
in NH three years running

Office of the President

March 21, 2024

Dear Mayor Champlin,

Thank you for informing me of the City of Concord's intention to create an Economic Development Advisory Committee. As you know, NHTI-Concord's Community College has a mission to contribute to economic and workforce development in Concord. Thus, I believe the formation of the Committee will contribute meaningfully to coordinated approaches to pursue opportunities that economically develop Concord in ways that enhance the wellbeing of our community.

Further, I respectfully submit this letter of interest in serving on the Committee. With three decades of experience serving in a wide variety of roles at community colleges in Virginia and New Hampshire, I have been privileged to gain experience in economic development. Additionally, I have and continue to participate in community groups, economic development organizations, and private sector partnerships for the economic development of communities in which I have served. Admittedly, my contributions to economic development and community service in Concord in my first, quick year in New Hampshire are rather thin, but, if you will forgive a little bluster, I would offer that I am just getting started.

I hope you will look kindly on this letter. To assist your deliberations, I have included a brief resume.

Whatever the outcome, please know that the City of Concord can count on my support and NHTI's partnership in this good work.

Sincerely,

A handwritten signature in cursive script that reads "Patrick Tompkins".

Patrick Tompkins, Ph.D.
President

PATRICK TOMPKINS

28 River Rd
Concord, NH 03303
ptompkins@ccsnh.edu

Experience

President, 2022 - Present

NHTI – Concord’s Community College, Concord NH 03301

Vice President for Academic, Student & Workforce Education (ASWE), 2019 - 2023

Eastern Shore Community College, Melfa, Va.

Provost, Historic Triangle Campus, 2018 - 2019

Acting Dean of Science, Engineering, and Technology

Thomas Nelson Community College (now Virginia Peninsula Community College), Williamsburg, Va.

Dean of Communications, Humanities, & Social Sciences, 2013 - 2018

Thomas Nelson Community College, Hampton, Va.

Ph.D. & Master’s level adjunct faculty, Educational Foundations and Leadership, 2016, 2019, 2021, 2023

Old Dominion University, Norfolk, Va.

Associate Professor, Department of English, 1993 - 2013

John Tyler Community College, Midlothian, Va.

Relevant Service & Experience

NHTI-Concord’s Community College

- Member Concord Chamber of Commerce
- Member, Rotary Club of Concord
- Leadership Greater Concord Class of 2024

Eastern Shore, Virginia

Economic and Workforce Development

- Partnered with NASA-Wallops Flight Facility on workforce development programs.
- Collaborated with the local chambers of commerce and the Planning District Commission to assess education and training needs; created multiple academic and workforce programs in response.
- Collaborated with ESVA Homeschool Network to create dual enrollment and college enrollment opportunities for homeschooled students.
- Member of Racial Equity for Adult Credentials in Higher Education (REACH) Project, focused on “helping thousands more Black, Hispanic, Latino, and Native American adults earn credentials.”

Community Service

- Boys & Girls Club of the Eastern Shore, Fundraising Committee chair

- Community Partners of the Eastern Shore (CPES) member
- Rotary member
- NAACP member
- ESVA Coming to the Table (CTTT) conversations on race member
- Bay Rivers Telehealth Committee member
- Campus 757 economic development initiative member
- Supporter of numerous community organizations and activities, such as chambers of commerce, Accomack-Northampton Planning District Commission, Virginia Organizing, Fund Our Schools, Eastern Shore Community Services Board, and Cape Charles Rosenwald School Restoration Initiative
- Eastern Shore Climate Equity Advisor Committee: Develop a Coastal Futures Hub—Create a platform where various stakeholders on the Eastern Shore can collaborate to couple environmental risk assessment with an understanding of the social and economic factors that influence behaviors and decision-making.
- Implemented Jail Re-entry Program in collaboration with the local jail, community services board, and faith community.

Thomas Nelson Community College (now Virginia Peninsula Community College)

Economic Development

- Collaborated with James City County Economic Development Authority, Williamsburg-James City County Schools, and 80 industry partners to identify workforce needs in healthcare and develop credit and non-credit programs, starting with CNA, CMA, LPN, and LPN-to-RN.
- Collaborated with the Greater Williamsburg Tourism and Chamber Alliance Business Council to create a leadership development program for the hospitality industry to prepare current employees for entry-level management positions.
- Served on the Business Council's Education Committee and Economic Growth Committee.
- Served on the board of the Greater Williamsburg Partnership, which focuses on growing businesses and the local economy.

Community Relations

- Cultivated donors and private grants to the Thomas Nelson Educational Foundation, such as Bank of America, Dominion Energy, Virginia Space Grant Consortium, Kiwanis Club of Colonial Capital, the Rotary Club of the Virginia Peninsula, Sigma Pi Phi, the Williamsburg Arts Council, Kingsmill Resort, and individuals.
- Collaborated with the Williamsburg Arts Council to host a Visual and Performing Arts reception.
- Partnered with Kingsmill Resort in support of the 2019 LPGA tournament.
- Collaborated with Literacy for Life and the Arc of Greater Williamsburg to provide educational pathways and academic support to underserved populations.
- Hosted Advanced Robotics camp for middle school students underrepresented in STEM fields.
- Served on advisory boards for several Hampton Schools education and career academies.
- Coordinated with education, military, and industry to provide instructional programs at Newport News Shipbuilding and Ft. Eustis.
- Organized regional Career Technical Education Symposium for industry executives, educators, college alumni, and political leaders to identify barriers and solutions for developing the CTE workforce.

Education

Ph.D. in Community College Leadership , Old Dominion University	2013
Dissertation: <i>Late Registration and Student Success in On-Campus and Online Classes</i>	
M.F.A. in Creative Writing , Virginia Commonwealth University	1990
M.A. in English , Iowa State University	1988
B.A. in English and Philosophy , Villanova University	1986

From: Mike Vlacich

To: * City Clerk

Subject: Re: City of Concord Economic Advisory Committee

Date: Thursday, December 7, 2023 3:02:37 PM

Attachments: 00F68A5B1EEA4ECE800409F567A1D8BC.png

City of Concord Economic Development.docx

Vlacich Resume 2023 Economic Development.docx

[CAUTION: *This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe*]

Dear Clerk Bonenfant:

I am writing to ask to be appointed to the City of Concord Economic Development Advisory Committee. As a long-time resident of Concord, I would love to further serve my community. I have served in a number of capacities focused on promoting smart, sustainable economic development that meets the needs of communities, including as Director of the New Hampshire Division of Economic Development. I can be reached at mvlacich@gmail.com and phone at 603-391-2250.

Sincerely,

Mike Vlacich

MICHAEL A. VLACICH

160 Snow Pond Road, Concord, New Hampshire 03301

603.391.2250 mvlacich@gmail.com

PROFESSIONAL EXPERIENCE

Principal

CORNERSTONE GOVERNMENT AFFAIRS

(09/23-Present)

Regional Administrator

UNITED STATES SMALL BUSINESS ADMINISTRATION

(12/21-08/23)

- Oversaw SBA programs, offices, and operations in the SBA's New England region, serving Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont.

Senior Advisor

OFFICE OF UNITED STATES SENATOR JEANNE SHAHEEN

(05/19-12/21)

- Provided support to the Senator, Chief of Staff, Legislative Director, State Director, Scheduling Department, and Communications Director on policy, communications, and other strategic imperatives.

President and CEO

NEW HAMPSHIRE COLLEGE AND UNIVERSITY COUNCIL

(06/17- 05/19)

- Managed a diverse membership organization with a multi million-dollar budget and 5 staff.
- Developed and implemented a public and government affairs strategy, legislative and marketing campaign, and public relations strategy on behalf of member schools.
- Oversaw a comprehensive membership services initiative and worked directly for a Board of Directors.

State Director

OFFICE OF UNITED STATES SENATOR MAGGIE HASSAN

(12/16 – 06/17)

- Created and instituted the Senator's constituency outreach strategy.
- Coordinated local, state, federal, business and non-profit organizations on strategic initiatives and programs relative to the Senator's priorities.

State Director

HILLARY FOR AMERICA

(04/15-11/16)

Senior Advisor

OFFICE OF UNITED STATES SENATOR JEANNE SHAHEEN

(01/15-04-15)

Campaign Manager

SHAHEEN FOR SENATE 2014

(01/14 – 11/14)

- Ran successful re-election campaign for US Senator Jeanne Shaheen.

State Director

OFFICE OF UNITED STATES SENATOR JEANNE SHAHEEN

(12/08 – 01/14)

- Created and instituted the Senator's constituency outreach strategy.
- Worked closely with Senator's Washington D.C. staff and federal agencies to ensure policy decisions were aligned with the Senator's values and state's needs.
- Coordinated local, state, federal, business and non-profit organizations on strategic initiatives and programs relative to the Senator's priorities.

State Director

NEW HAMPSHIRE DIVISION OF ECONOMIC DEVELOPMENT (12/06 – 12/08)

- Led 30 people in Division comprised of the state's Business Resource Center, Marketing Office, Office of International Commerce, Layoff Aversion Team and Procurement and Technical Assistance Program.
- Served as state's lead economic development policy adviser to Governor

Campaign Manager

JOHN LYNCH FOR GOVERNOR '06

(08/06 – 11/06)

Deputy Chief of Staff & Policy Director

OFFICE OF GOVERNOR JOHN LYNCH

(12/04 – 08/06)

- Served as Governor's primary representative to state business and civic leaders, first responders, homeland security officials, labor, education, and non-profit organizations.

Campaign Manager and Executive Director

NEW HAMPSHIRE DEMOCRATIC COORDINATED CAMPAIGN

(7/03 – 12/04)

Business Retention and Expansion Specialist

NEW HAMPSHIRE DIVISION OF ECONOMIC DEVELOPMENT

(1/03 – 6/03)

Special Assistant

OFFICE OF GOVERNOR JEANNE SHAHEEN

(3/97 – 1/03)

HONORS & RECOGNITION

UNIVERSITY SYSTEM OF NEW HAMPSHIRE TRUSTEE (2013-2015)

UNH ALUMNI MERITORIOUS AWARD (2015)

BUSINESS NH MAGAZINE INFLUENCER INDEX (2012, 2014)

NH BUSINESS AND INDUSTRY ASSOCIATION ABOVE AND BEYOND AWARD (12/09)

NH BUSINESS REVIEW BUSINESS EXCELLENCE AWARD (10/08)

BUSINESS NH MAGAZINE PACE SETTER (11/07)

NH ECONOMIC DEVELOPMENT AWARD FOR EXCELLENCE (12/02)

MANCHESTER UNION LEADER 40 UNDER FORTY (02/02)

EDUCATION

UNIVERSITY OF NEW HAMPSHIRE
B.A., Political Science

Durham, NH
(09/91 – 05/95)



Capitol Center for the Arts
44 South Main Street
Concord, NH 03301
603-225-1111

Dear Selection Committee,

I am writing to ask your consideration for me to serve on the Economic Development Advisory Committee. As the Executive Director of the Capitol Center for the Arts, I can provide the perspective of a non-profit organization as well as an economic driver for the community who focuses on creative solutions to complex issues. Additionally, as the responsible executive for 22 full time and 100 part time employees and more than a 5 million dollar a year budget, I have an extensive understanding of the logistics and coordination needed to make a complex operation run smoothly. That understanding is key in providing perspective to the challenges the city faces with respect to the logistics of economic development on a larger scale.

The CCA prides itself on ensuring that we grow responsibly through engagement of the entire community while also enhancing the revenue streams for our organization as well as those business who support us. Over the past two and a half years under my leadership, the CCA has worked tirelessly to think outside the box for ways to continue the economic growth of our community through the arts and engagement. Please feel free to review my attached resume for further details on my relative work experience and community building activities.

Thank you in advance for your time and consideration,

A large, stylized handwritten signature in black ink, consisting of several loops and a long horizontal stroke extending to the right.

Salvatore Prizio
Executive Director
Capitol Center for the Arts



SALVATORE PRIZIO

PERFORMING ARTS ADMINSTRATOR 917-270-8200
SALVATOREPRIZIO@GMAIL.COM

EXPERIENCE

EXECUTIVE DIRECTOR

Capitol Center for the Arts - Concord, NH
November 2021 - current

Executive Strategic Planning and Institution Building:

- Develop artistic programming strategies for the entire organization to maximize impact irrespective of genre.
- Work with the board to develop strategic plan for the organizational operation.
- Responsible for acquiring the assets and implementing the strategic plan that meets the goals of the organizational mission.
- Work with Concord city officials to build strategies for civic arts events throughout the city including: funding, artist selection, public safety, event equipment purchase, sanitation, permitting, wayfinding, and marketing.
- Responsible for recruiting and training key people throughout the organization.
- Developed an EDIA and outreach program to extend the reach and impact of the CCA throughout the community.

Finance and Budgeting:

- Responsible for developing and implementing a budget for the entire organization.
- Work with the finance team to ensure accounts receivable and accounts payable are meeting requirements and deadlines.
- Oversee the finance team with respect to the annual audit and ensure that the organization complies with all local, state, and federal rules and regulations.
- Ensure that each department has the financial resources needed in order to obtain their goals within budget.

Human Resources:

- Responsible for all hiring, training, discipline, and staff dismissal for the entire organization
- Oversee the payroll and ensure staff has equitable pay as well as benefits that enhance the staff's quality of life.
- Work with insurance and benefit providers to get our staff the best benefits our budget allows.
- Updated and overhauled the entire employee handbook and workplace policies to meet modern best practices.
- Implemented workplace safety training and mandated harassment training for the entire staff.
- Invested in training programs for OSHA safety, CPR and AED training for front of house and volunteer staff.

Development:

- Foster and develop new and existing relationships with corporate and community partners to create a sense of symbiotic partnership with mutual benefit.
- Work with the Development Director to create a strategic vision for the growth of contributed revenue for the organization.
- Hired new staff to enhance the ability of the organization to grow contributed revenue.
- Work with development director to identify, write, and review strategic grants that allow for asset allocation and fund community projects.



SALVATOREPRIZIO@GMAIL



917-270-8200



WWW.LINKEDIN.COM/IN/SALVATOREPRIZIO



SALVATORE PRIZIO

PERFORMING ARTS ADMINSTRATOR 917-270-8200
SALVATOREPRIZIO@GMAIL.COM

PROGRAM MANAGER & EVENT PRODUCER

Proctors Collaborative - Schenectady, NY
September 2016 – November 2021

Proctors Collaborative Strategic Planning and Institution Building:

- Artistic Programming (560+ events per year) for multiple venues throughout the Proctors Collaborative including: Proctors Mainstage (2680 cap) Proctors GE Theatre (438 cap) UPH (700 cap) and Rivers Casino Venues
- Contract administration for all artists programmed throughout the season. This includes writing new contract templates that are specific to each venue programmed.
- Worked with Schenectady government officials to build strategies for civic arts events throughout the city including: artist selection, public safety, event equipment purchase, sanitation, permitting, wayfinding, and marketing.
- Responsible for recruiting and training key people on the programming team as the organization has expanded its reach. These people include a technical and hospitality advance person for Rivers Casino and UPH as well as a contract administrator for all venue contracts.
- Universal Preservation Hall venue development. Part of the team that saw this 14-million-dollar renovation move from concept to reality. The UPH project included: inaugural season artistic programming that aligns with the acoustic sensitivity and demographics of the market, partner and sponsor recruitment, produce fundraising events, venue design, equipment purchasing, and opening night gala launch logistics.
- American Theatre Venue Development. Currently part of the team that is working with the City of Troy to redevelop this historic 400 seat room in the heart of their downtown. Responsibilities include: Architectural design input to maximize use in the space, working with New York State Historical Preservation Agency to adhere to restoration standards, acquiring civic partners, strategize venue use to appeal to as many of the citizens as possible, grant writing input, and programming strategies.

Proctors Collaborative Event Production:

- Eddies Music Awards: This annual music awards show is presented on the mainstage to honor local musicians and music industry professionals in the market. Responsibilities include: concept development, building selection committees and judge's pools for artist selection by category, performance artists selection, technical production of the event, marketing, polling administration, run-of-show, and sponsorship acquisition.
- Capital Records Live: Produced a new concert series that features local artists performing classic albums live. The event is held twice a year and expands the reach of local artists by presenting them through the medium of a classic well know album. Each event includes 3-4 artists performing selected tracks off of the album with video components for a multimedia presentation. Responsible for: artist acquisition, theme selection, artist advance, show production, and marketing.
- Capital Region Comicon (Fandom Fest): Developed and produced a regional 3-day Comicon for the Proctors Collaborative. Responsibilities include: event committee building, vendor acquisition, building community partnerships, budgeting, artist acquisition, logistics, and assembling teams to run the day of show.
- Jazz on Jay Concert Series: Serve as board chair for this annual jazz concert series serving downtown Schenectady. Responsibilities include: board member acquisition, budgeting, artists selection, grant writing, and event logistics.

Rivers Casino and Resort Responsibilities:

- Worked with Proctors Team and Rivers Casino to build a long-lasting contractual partnership that includes: coordinated booking efforts, logistics sharing, and run day-of-show for all major Rivers Casino concert events.



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917-270-8200



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SALVATORE PRIZIO

PERFORMING ARTS ADMINISTRATOR 917-270-8200
SALVATOREPRIZIO@GMAIL.COM

- Developed a major outdoor concert series for Rivers Casino titled Harbor Jam. This concert series takes place each Saturday throughout the summer at the casino amphitheater and weekly attendance averages four to six thousand patrons. Responsibilities include: artist acquisition, event logistics, show advance, and day-of-show run.
- Developed an annual indoor event series for Rivers Casino that holds major concert and comedy events at their indoor 980 seat event center bi-monthly throughout the year. These events are programmed holistically within the market to not infringe upon the Proctors Theatre patron base.
- Responsible for weekly programming at all venues on property including: a 120 seat Jazz club, a 250 seat Rock club, a 980 seat Event Center, and a 6000-cap amphitheater outdoors.
- Responsible for artist logistics, equipment, and hospitality advance as well as contract payments for all venues.

DIRECTOR OF PROGRAMMING AND OPERATIONS

The College of Saint Rose Massry Center for the Arts - Albany, NY
September 2010 - November 2016

Strategic Planning and Institution Building:

- Developed and programmed annual concert seasons (20 concerts) including 3 distinctive musical genres; jazz, classical, and contemporary to expand the appeal of the venue to a wide array of patrons while keeping mind the mission of The College of Saint Rose and the acoustic sensitivity of the recital hall.
- Worked directly with the Massry Family to build the Massry Center Advisory Board. This twelve-member board advises the Massry Center Program Manager with broad strategic goals as well as oversees the fundraising for an endowment to benefit artistic programming and facilities expenses.
- Created a multifaceted educational outreach program in conjunction with local Title I schools and foundations to provide students in underserved areas the opportunity for exposure to the arts as well as an experience at a higher educational facility building partnerships with school leaders.
- Fostered ongoing partnerships with Saint Rose offices to coordinate and provide resources for their events and campus activities expanding the mission of the venue and its importance to the College

Marketing and Fundraising:

- Responsible for the development of marketing and fundraising plans for all Premiere Performance programs including; promotional material for online, print, radio advertisements, season brochures, email blasts, online and print ads, all with cohesive branding.
- Responsible for writing and implementing the Massry Advisory Board bylaws with executives at the College of Saint Rose and the Massry Family containing specific fundraising requirements.
- Successfully completed all patron fundraising programs, grant writing, subscription series, and sponsorship development resulting in a 65% increase in ticket sales and 50% increase in contributed income over 4 seasons.
- Developed consistent grant funding partnerships through networking with over a dozen foundations. Grants include local, state, and national organizations.

Budget and Financial Management:

- Developed annual budgets including artist fees, production costs, educational out-reach, transportation, equipment rental, staff, and marketing to ensure a successful season.
- Implemented technology and strategic planning to reduce budget expenses by over 25% in the past 4 seasons.
- Coordinated all venue logistics including; contract negotiation, artist accommodations, rental equipment, catering, and



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day of show schedule execution.

Human Resources Management:

- Managed a staff of 10 students, 2 faculty volunteers, and 2 graduate students for day of show responsibilities including; back stage crew, stage crew, usher, and box office staff. Additionally, 2 graduate students served in part time positions to assist with social media and marketing administration.

GUITAR TEACHER – Capital Region of New York 2001- 2012

- Developed a guitar curriculum geared towards a wide array of first time and intermediate guitar players based on their genres and artists of interest.
- Utilized over 30 years of personal and professional guitar playing experience to help students develop techniques that best suit their personality and interest in the guitar.
- Traveled throughout the region for in home lessons.

ARTS ADMINISTRATION CONSULTING - Capital Region of New York 2010-Current

Albany Academies 200th Anniversary Concert with James Taylor

- Developed a strategic plan in order to ensure successful event execution.
- Coordinated with all vendors to ensure proper sound, lights, and catering for event.
- Worked with the Advancement Team to ensure donor benefits were properly executed.
- Directed day of show logistics, security, artist and patron relations.

The Cohoes Music Hall Renovation and Concert Series

- Worked with city officials and arts organizations to upgrade the historic venue and program the venue.
- Coordinated vendors to ensure proper sound and lights, were installed to historic preservation standards.
- Responsible for artist advance logistics throughout the season.

PRIOR EXPERIENCE

2000-2010

Bread and Jam LLC - Cohoes NY

- Sole Proprietor of a 150-seat music venue and coffee house featuring live music 4 nights a week

Eagle Rock Entertainment – New York City

- CFO of North American Operations

Elektra Records, Warner Music Group – New York City

- Financial Analyst



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SALVATORE PRIZIO

PERFORMING ARTS ADMINSTRATOR 917-270-8200
SALVATOREPRIZIO@GMAIL.COM

EDUCATION

NORTHEASTERN UNIVERSITY
BACHELOR OF SCIENCE - CONCENTRATION IN MUSIC INDUSTRY
JUNE 1998
3.2 GPA
Director of Council on University Programs Concert Series.

VOLUNTEER AND LEADERSHIP EXPERIENCE

- National Endowment for the Arts Grants Committee Panel Reviewer.
- Chair of the Board, Arts for New Hampshire.
- New Hampshire Center for Non-Profits Public Policy committee.
- New York State Council on the Arts Grants Committee Panel Reviewer.
- SUNY Schenectady College Music Department Advisory Committee.
- Chair of the Board Jazz on Jay Concert Series.
- Eddies Music Awards Producer and Director.
- Capital Region Fandom Fest Producer

SKILLS

Artist acquisition, experience programming artists for historic spaces, organization and event budgeting, grant writing, team building, contract administration, new staff hires, event production, civic partnership acquisition, educational programming.

PORTFOLIO

Please feel free to visit WWW.SOUNDEVENTSNY.COM to view my event portfolio.



SALVATOREPRIZIO@GMAIL



917-270-8200



WWW.LINKEDIN.COM/IN/SALVATOREPRIZIO

JIM BOULEY

71 Warren Street, Concord, NH 03301 | 603.496.433 | jpbouley@comcast.net

March 28, 2024

Mayor Champlin
Concord City Council
41 Green Street
Concord, NH 03301

Dear Mayor Champlin:

I am writing to ask for your consideration for an appointment to serve on the newly created Economic Development Advisory Committee for the City of Concord. As resident and business owner here in our city I am very grateful for your leadership as mayor and the councils when you adopted community and economic development as a priority for the city council. We all understand the pressures to continue to offer and deliver excellent services to the residents of Concord, but without a strategic plan to add tax base it will be more and more difficult.

As you well know, the success of Concord has been a passion of mine for many years. Recently, I have agreed to join the Board of Directors for the Greater Concord Chamber of Commerce and serve as the chair of the local government affairs committee. I believe my relationships to the federal, state and county governments as well as the numerous connections to the city would make me a valuable asset to any discussions of EDAC.

Thank you for your consideration and I look forward to assisting you and the council in any way that I can.

Sincerely,

Jim Bouley

From: Ari Pollack
To: Bonenfant, Janice
Cc: BYRON CHAMPLIN
Subject: EDAC
Date: Friday, January 12, 2024 9:29:12 AM

Attachments: image001.png

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Good Morning Janice-

After discussion with Mayor Champlin, I am expressing my interest in serving as a member of a reconstituted Economic Development Advisory Committee for the City of Concord. As a longtime Concord resident and NH land use attorney, I hope my perspective and experience would be relevant to the Committee's charge.

My professional biography is linked here <https://www.gcglaw.com/our-people/ari-b-pollack> . Please let me know if additional information is needed.

Thank you.

-Ari

Ari B. Pollack

Gallagher Callahan & Gartrell

Shareholder, Director

Email: pollack@gcglaw.com

Ari represents business, construction, land use development, and environmental clients on a variety of land use permitting, development, environmental, and litigation matters.

Ari continues to be selected by his peers for inclusion in The Best Lawyers in America® for Concord, NH for Real Estate and Land Use and Zoning Law and Litigation – Land Use and Zoning. He has been selected by Best Lawyers® as Concord's 2015 "Lawyer of the Year" for Real Estate Law, and Concord's "Lawyer of the Year" for Land Use and Zoning Law for the 2024, 2021, 2017 and 2013 editions. He is also listed in Concord, NH by Super Lawyers® for Land Use/Zoning since 2016. Ari was among the New Hampshire Union Leader's 2012 "40 Under 40" class and among NH Business Review's New Hampshire 200 which spotlights the 200 most influential business leaders in the Granite State's private sector.

Ari has managed the negotiation and closing of several commercial asset sales and purchases while leading the processing of various state and municipal development, environmental, and excavation permit applications.

He represents clients in all phases of construction, permitting, land use law and Real Estate development, including mixed-use development, conceptual business and development planning, contractual negotiations, and the retention of qualified land use and environmental experts.

Ari also was involved in acquiring rights of way for a natural gas pipeline through negotiation and federal condemnation.

Through the firm, he is a past chairman and former member of the National Association of Home Builders. He served on the National Association of Home Builders Legal Action Committee.

Ari is a former president of the law firm and serves on its management committee. He is a former commissioner and past-chairman of the board of commissioners of the Concord Housing and Redevelopment Authority. Ari is the Chair-Elect for the Greater Concord Chamber of Commerce, is a member of its Executive Committee, and a current Director, and has served as Chairman of its Government Affairs Committee. He was a member of Concord 2020, a community advisory group dedicated to improving the workability and livability of the City of Concord.

Ari graduated from Colgate University in 1994 and Boston University School of Law in 1997.

Ari is admitted in New Hampshire and Massachusetts.