



City of Concord, New Hampshire

OFFICE OF THE MAYOR

Byron O. Champlin

TO: Members of City Council

FROM: Mayor Champlin

DATE: June 26, 2025

RE: Steering Committee for Concord's Plan to End Homelessness

I propose the appointment of the following individuals to the Steering Committee for Concord's Plan to End Homelessness.

- Jonathan Chorlian, 80 School Street, Concord. Jonathan Chorlian's resume is attached.
- Bryanna Marceau, 49 South Main Street, Concord. Bryanna Marceau's letter of interest and resume are attached.

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 December 8, 2025, City Council meeting.

Jonathan Chorlian
80 School Street
Concord, NH 03301
603-731-0629
ichorlian@yahoo.com

Professional

Real Estate Developer (2005-present)

Real estate development focused primarily on redevelopment and repurposing of existing older/historic properties. Completed projects have included:

- Redevelopment of Sacred Heart Church (Concord, NH) into 10-unit residential condominium
 - NH Preservation Alliance 2018 Preservation Achievement Award
- Redevelopment of 1 Eagle Square/100 N. Main Street (Concord, NH), including new home of NH Dept. of Business and Economic Affairs
- Redevelopment of St. Peter's campus (Concord, NH), into 8-unit residential "pocket neighborhood"
- Redevelopment of First Congregational Church (Concord, NH) into 30 market-rate apartments

Real Estate Development Consultant (2008-present)

Consultant on large-scale (\$10+ MM) real estate development projects, most involving tax credit financing (NMTC, HTC, ITC, LIHTC) and other complex financing techniques and programs (tax-exempt bond financing, TIF districts, NHRSA 79-E). Consulting work includes all aspects of real estate development, including negotiating site acquisition; coordinating design and permitting; negotiating construction contracts; negotiating lease/purchase agreements; overseeing construction and managing construction draws; and completing project close-out. Completed projects have included:

- Smile! building (Concord, NH) – 90,000 sf office building
- Love building (Concord, NH) – 70,000 sf office building
- Marriott Residence Inn (Concord, NH) – 90 room hotel

Corporate Attorney

Orr & Reno, P.A. (Associate 1994-2000; Partner 2000-2005). Developed practice focused on business/transactional work, including real estate development and use of tax credit financing.

New Hampshire Supreme Court (Law Clerk to Hon. Sherman D. Horton, 1993)

Education

Harvard College (Cambridge, MA) (A.B. 1989).

George Washington University Law School (Washington, D.C.) (J.D. 1993). *Law Review*.

New York University Law School (New York, NY) (Federal tax coursework, 1993)

Other/Civic

Leadership Greater Concord (2000)

Leadership New Hampshire (2002)



To the Honorable Members of Concord City Council,

I am writing to express my intent to serve on the City of Concord's Steering Committee to End Homelessness. As the current President & CEO of the Greater Concord Chamber of Commerce, I have witnessed firsthand both the economic and human impacts of housing insecurity in our community. I believe that lasting progress on this issue requires strong collaboration among local government, business leaders, service providers, and residents; a collaboration I am eager to help strengthen.

In my professional capacity, I have led initiatives that foster economic opportunity, workforce development, and community engagement for nearly 850 local businesses. I bring experience in strategic planning, stakeholder coordination, and resource development; skills I hope to contribute toward developing sustainable and compassionate solutions to residents experiencing homelessness in our area.

I hope to contribute meaningfully to the collective effort to ensure safe, stable housing and for all members of our community. It would be an honor to lend my perspective and leadership to the Steering Committee's mission.

Thank you for your consideration. I look forward to the opportunity to contribute to this important work.

Best,

Bryanna Marceau

Bryanna Marceau, IOM
President & CEO, Greater Concord Chamber of Commerce

BRYANNA MARCEAU, IOM

WORK EXPERIENCE

**Greater Concord
Chamber of Commerce**
Oct. 2025 - present

President & CEO

- Provide strategic leadership and vision for a 850-member Chamber, championing initiatives that drive regional economic development, business growth, and community collaboration.
- Serve as the primary spokesperson and advocate for the business community, strengthening partnerships with government, civic, and industry leaders to influence policy and promote a vibrant local economy.
- Drive innovation and modernization in Chamber programming, communication, and operations, resulting in increased member satisfaction and organizational impact.
- Represent the Chamber at key regional and state-level forums, advancing the Chamber's visibility and advocacy efforts.

**Greater Concord
Chamber of Commerce**
Jun. 2021 - present

Vice President of Operations & Programs

- Lead strategic planning and execution for key Chamber initiatives, programs, and events that support nearly 900 local business members.
- Oversee daily operations, supervise staff, and manage budgeting to ensure organizational efficiency and fiscal responsibility.
- Collaborate with the Board of Directors and community stakeholders to further develop programming that fosters economic growth and civic engagement.
- Spearheaded the modernization of internal systems and processes, increasing operational efficiency and member satisfaction.

**Greater Concord
Chamber of Commerce**
Sep. 2019 - Jun. 2021

Director of Operations & Programs

- Directed and implemented high-impact programs, including signature events, business development initiatives, the Concord Young Professionals Network (CYPN), Capital Area Student Leadership (CASL), and Leadership Greater Concord (LGC).
- Managed internal teams, program budgets, and vendor relationships, ensuring effective and timely program delivery.
- Strengthened member engagement through targeted outreach, innovative programming, and improved communication strategies.

**Greater Concord
Chamber of Commerce**
Nov. 2016 - Sep. 2019

Events Manager

- Coordinated all aspects of Chamber events, from small business workshops to large-scale community initiatives.
- Increased event attendance, engagement, and sponsorship revenue by developing strong community partnerships and refining promotional efforts.
- Streamlined event planning processes, resulting in improved member experience and reduced logistical costs.

EDUCATION & CERTIFICATIONS

Keene State College
2001 - 2005

Bachelor of Science (Education) & Bachelor of Arts (Social Sciences)

U.S. Chamber of Commerce
2019 - 2023

Certificate in Nonprofit Organization Management (IOM)

Leadership Greater Concord
2018 - 2019

Graduate, Class of 2019

CURRENT VOLUNTEER ROLES

NH Small Business Development Council (SBDC)
Advisory Board, Jan. 2025 to present

U.S. Chamber of Commerce IOM
Board of Regents, Feb. 2024 to present

Intown Concord
Board of Directors, Oct. 2019 to present

CONTACT

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