

# Belknap Matters

May 2011



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*Gunstock Mountain Resort*  
Jeff Hollinger  
*EPTAM Plastics*  
Andrew Hosmer  
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*Patrick Wood Law Office, PLLC*  
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*Meredith Village Savings Bank*

### Staff

Carmen R. Lorentz  
*Executive Director*  
Lyn O'Callaghan  
*Program Coordinator*

## From the Desk of Carmen Lorentz

Dear Friends of BCEDC,

I am so happy to be back home! I was born and raised in Belknap County, lived in the same house in Gilmanton Iron Works until I graduated from Gilford High School. I left Belknap County to go to college in Washington, DC. My career aspirations and grad school kept me there for awhile, and then I met my wonderful husband Jonathan and we moved to upstate New York, again in pursuit of job opportunities. I can't even begin to tell you how homesick I would often get, especially in the summer! I missed riding my bike to Crystal Lake, walking down to Bond Beach from my grandparents' house in Lakeport, sailing on Lake Winnepesaukee with my dad. When I was a kid, I didn't realize what a special place this is. Now, after 16 years, I am finally looking forward to summer in the Lakes Region again. I can't wait to spend days on the lake with our son Julius and show him the view from the top of Mount Major. And I will be sure to show him photos of my miserable summers cooped up in air conditioning so he knows how lucky he is to grow up here!

Many people I've met over the past two months have commented on how great it is that someone "my age" with "my experience" decided to come back to the Lakes Region. I worked as a consultant on the Lakes Region Comprehensive Economic Development Strategy back in 2007, and retention of young college-educated people was a big topic of conversation during that process. This is a major issue for many smaller communities throughout the country, particularly in the Northeast, as I'm sure you are aware. But I want to tell you that many of the communities where I worked as an economic development consultant don't have the same strengths that Belknap County has. Certainly not the beautiful natural resources we have here. But also not the same level of involvement and investment by the business community, nor the amazing community spirit and sense of dedication that I've encountered here since being back. These are critical assets we can build on as we work together to address some of the underlying structural challenges we face.

I think BCEDC has a big role to play in identifying and securing funding for revitalization of our downtowns and redevelopment of underutilized buildings. I think we should be a leader in strengthening and building partnerships to address workforce development issues, cultivate entrepreneurship, provide gap financing for local business expansions, and guide new businesses through the process of setting up operations. Now is the time to be pro-active, to look to the future, to define some big visions, and embrace innovation and change. Federal, state and local resources for economic development are not going to be any easier to come by in the near future, so we need to be creative and think differently about how we do our job.

I look forward to working with you in the coming months. Please know that my door is always open to anyone who has a question, an idea or some feedback for me. I really do hope that you'll consider me a resource and a partner.

*Carmen Reed Lorentz*



Helping to welcome new Executive Director, Carmen Lorentz (center), during the Council's Annual Meeting were former executive directors, Jennifer Boulanger (left) and Eliza Leadbeater (right). BCEDC photo



## BCEDC Celebrates 19 Years

Roger Amsden photo

The Annual Meeting of the Belknap County Economic Development Council was held Thursday, March 31, at the Inn at Church Landing in Meredith, to celebrate 19 years of working together for economic vitality in the Lakes Region. About 150 business, community, and political leaders were on hand. During the meeting, the Incorporators received the Annual Report, approved new appointees to the Board of Incorporators, elected directors to the board, and bestowed awards on community leaders.

Joining the Council's Board of Incorporators were new town appointees David Hussey, Alton; Luke Dupuis, Center Harbor; John T. O'Brien, Gilford; Ralph Lavin, Gilmanton; and Colette Worsman, Meredith. Serving from the Belknap County Delegation are Don Flanders, Dennis Fields, Elaine Swinford, Robert Luther, and Franklin T. Tilton. Elected as Incorporators At-Large were Ryan Barton, *Mainstay Technologies*; Scott Davis, *Huot Technical Center*; Jodie Gallant, *MetroCast Cablevision*; Andrew Hosmer, *AutoServ of Tilton*; Michael Seymour, *Mayor of the City of Laconia*; Jack Terrill, *Lakes Region United Way*; James Vander Hooven, *Lakes Region Community College*; and Steve Weeks, *Coldwell Bank Weeks Commercial*.

At the recommendation of the Nominating Committee, the following were elected to the BCEDC Board of Directors to serve a three-year term, expiring in 2014: Ed Engler, *Laconia Daily Sun*; Greg Goddard, *Gunstock Mountain Resort*; Jeff Hollinger, *EPTAM Plastics*; Andrew Hosmer, *AutoServ of Tilton*; Kimon Koulet, *Lakes Region Planning Commission*; Michael Persson, *Lawson & Persson, P.A.*; and Sean Sullivan, *Denoncourt, Waldron & Sullivan, P.A.*

The contributions to economic development of the late Carl H. Johnson, a staunch supporter of the Council since its early days, were recognized in a tribute. In his memory the Council announced that it will make a contribution to the Loon Center, a cause to which both Carl and his late wife, Jeannette, were devoted.

The Council's new Executive Director, Carmen Reed Lorentz, of Gilmanton, was introduced; she spoke of her deep roots in the area, appreciation of its quality of life, and enthusiasm for helping to guide sustainable growth in the years to come.

The presentation of awards concluded the meeting.

Newly elected Directors to the BCEDC Board bring a wealth of business acumen and experience to the Council.

In 2000 Jeff Hollinger became President of EPTAM Plastics of Northfield.



Jeff has been in the plastic manufacturing and fabrication business for 30 years, having held positions in sales, sales management and manufacturing. EPTAM and its 100 full time associates supply precision-machined plastic components and assemblies to many of the nation's leading defense, medical, semiconductor, energy and plasma cutting manufacturers. Jeff holds a Master of Business Administration degree and is a member of The Society of Plastic Engineers.

Andrew Hosmer graduated from the University of Massachusetts, Amherst and Suffolk University Law School and was admitted to the Massachusetts Bar.



He worked as an Assistant District Attorney in Hampden County. He left the practice of law to join his wife's rapidly expanding family automotive business, AutoServ of Tilton, where he is General Manager. Over the past 15 years the business has grown from one location and four franchises to five locations and 15 franchises, employing 180 full-time and part-time employees. Andrew serves on the Holy Trinity Endowment Trust and coaches youth soccer. Andrew and his family are Laconia residents.

Richard E. Wyman has been appointed to complete the unexpired term of Sam Laverack who stepped down after two years of service. Rick is Executive Vice President and Chief Financial Officer (EVP/CFO) of Meredith Village Savings Bank, directing the Bank's financial and accounting activities. He is responsible for the development of bank-



wide financial policies, strategic plans, and business goals as well as risk management, information technology, deposit operations, and the administration of the bank's charitable foundation. He has 28 years of senior bank leadership experience as a CFO. Rick's public service is extensive. He received his Bachelor of Science in Accounting from the University of Maine and is a graduate of the banking program at Tuck School of Business at Dartmouth College. He and his family reside in Laconia.

# ... and the Envelope, Please?

A highlight of the BCEDC Annual Meeting is the presentation of awards to deserving individuals and businesses.

**THE DIRECTORS' AWARD** is presented to a business or individual in recognition of contribution and impact made to the economic vitality of Belknap County.

In presenting the 2010 Award to Edward "Rusty" McLear, CEO of Hampshire Hospitality Holdings, BCEDC director Tony Ferruolo observed, "I have known the person we are honoring tonight for over 30 years and, while forming my thoughts about how to describe this individual, the word *visionary* kept coming to mind. A visionary... a person with foresight and a vivid idea about how things could be in the future. However having a vision is only a first step. To make a vision a reality, takes drive, dedication, commitment, unselfishness and the ability to turn obstacles into results. It took many years to convince others, but results are what this person has delivered.

"The first results of his vision were evident to us in 1984 with the opening of a marketplace, followed a year later by a 54-room inn. Little did we know that this individual wasn't stopping there. In collaboration with others, he and his partners have transformed a former factory town into a world-class destination... Today his company directly employs 115 hospitality professionals while the supporting restaurants, shops and stores offer employment to additional estimated 90 local residents."



BCEDC Chair Mike Persson presented **THE CORPORATE SOUL AWARD**, which recognizes either a business or organization with a deep commitment to the essence of community, one that continuously works to make a difference. He said, "This year's award goes to a community business that has tirelessly supported all those who have asked without seeking recognition in return. Nominated by several of you, this business recognizes that helping one helps us all as we are a community, interconnected and interdependent. With wisdom and compassion, this business exemplifies social consciousness.



"Tom and Lori Oakley purchased the former YMCA building in Laconia in 1991 and opened the Laconia Athletic and Swim Club. Over the past 20 years, they have been tireless in their charitable pursuits and have fostered a culture among employees and members of the Club that supports and encourages people to work together to give back to the community." The lengthy list of LASC's fundraising efforts includes the WLNH Children's Christmas Auction and the WOW Trail and causes embraced include breast cancer research, among many others. The Oakleys' creative approach to raising money for worthy causes has set an example for other organizations and causes to emulate., Persson observed.

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**THE NORMAN MARSH AWARD** honors the memory of a local businessman who served for two decades as a County Commissioner, four terms as a State Representative, and who contributed in major ways to dozens of other community activities.

Norman Marsh's sons Mike and Jim joined BCEDC director Mark Edelstein in making the presentation to this year's recipient, Don Morrissey. Edelstein praised Morrissey in his remarks: "This year's recipient was a long-time member of the BCEDC Board and the Lakes Region Management Club, contributing his energies also to the United Way, to the Salvation Army's annual Turkey Plunge, to Laconia's Adult Success program, and to the proposed new Aviation and Aerospace Education Center. He was a founding member of Leadership Lakes Region which has now trained and inspired more than 180 new leaders in our community." The award reads: "For exceptional vision and leadership in strengthening the fabric of this community, thereby enhancing the economic well-being of Belknap County and the Lakes Region."



**THE INCORPORATOR EMERITUS** was established in 2003 and recognizes an individual who has made a significant contribution to the mission and work of the BCEDC. An Incorporator Emeritus has the same rights and privileges as incorporators of the BCEDC, retaining this title for life. Three were honored with the status of Incorporator Emeritus: Henry "Bill" Beyer, Eliza Leadbeater, and Adrienne Stevens.



BELKNAP COUNTY

ECONOMIC DEVELOPMENT COUNCIL

One Mill Plaza | Laconia, NH 03246 | [www.bcedc.org](http://www.bcedc.org)

*Together we make a difference*



### Leadership Lakes Region Now Accepting Applications

Modeled after the Leadership NH Program, Leadership Lakes Region is designed to educate and inform area individuals about numerous issues at work in the Lakes Region and to foster a climate of greater volunteerism among its graduates. The program begins in October and consists of seminar days covering the history/culture, health, social issues, politics, economic issues and educational opportunities in the Lakes Region and concludes with an informational day on Lake Winnepesaukee. To learn more about the program, contact Leadership Lakes Region at One Mill Plaza, Laconia, NH 03246 by calling 524-6791 or by visiting the website: [www.leadershiplakesregion.org](http://www.leadershiplakesregion.org)

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#### DO YOU LOVE THE LAKES REGION, ITS PEOPLE AND LIFESTYLE, AND WANT TO HELP TO GUIDE ITS FUTURE?

Leadership Lakes Region is looking for a part-time Program Coordinator to organize and oversee the smooth running of the Leadership Lakes Region program. The ideal candidate will be self-motivated and detailed-oriented with strong verbal and written communication skills, will enjoy meeting people, and possess a good sense of humor. Knowledge of Microsoft Office required, InDesign and website management skills a plus. The position offers flexible hours and requires someone who can work independently reporting only to the Board of Directors. Interested applicants should send a letter and resume to Leadership Lakes Region, One Mill Plaza, Laconia, NH 03246

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Lakes Region

#### UPCOMING WORKSHOPS:

**May 11**

Human Resources Management  
5:00 – 8:00 p.m.  
Busiel Community Room  
One Mill Plaza, Laconia

**June 8**

Marketing & Sales  
5:00 – 8:00 p.m.  
Pease Public Library  
Plymouth

**September 14**

Introduction to On-Line Marketing  
5:00 – 8:00 p.m.  
Pease Public Library  
Plymouth

Register at [www.scorelakesregion.org](http://www.scorelakesregion.org)

For more information,  
please call 524-0137

Workshop dates and topics are subject to change.  
Please check the website for updates.