

Why New Hampshire for your business?

As in introduction, New Hampshire has one of the lowest tax burdens in the country. We have business and technical assistance programs. We're a small state with accessible government contacts.

It's about our "incentives". Our incentives are different from other states. Our philosophy toward economic development is different. We do not believe in providing financial subsidies to companies locating to our state. Generally, subsidies have a finite life and after they end, the recipient becomes subject to the taxation necessary to generate all future subsidies. In New Hampshire, we concentrate our efforts toward minimizing all taxation and allowing companies to maximize their profits year after year. We believe that you get to keep more or what you make in New Hampshire, than elsewhere.

Here are some examples of our "incentives":

- **No sales tax**
- **No use tax**
- **No broad base income tax**
- **No capital gains tax**
- **No inventory tax**
- **No higher assessment for commercial or industrial real estate**
- **Loan guarantees**
- **Tax exempt financing for manufacturers**

Additional business service incentives for operating your company in New Hampshire include:

- **Business and technical assistance for manufacturers.**
- **Grant assistance in recruiting and training employees and incumbent workers.**
- **Subsidized technical assistance from the University of New Hampshire and Dartmouth College.**
- **Technical assistance to New Hampshire companies interested in procuring federal and state contacts.**
- **Permit assistance**
- **Customized reports and personal tours on available commercial and industrial real estate.**
- **Export consulting**
- **Prompt and professional follow-through on any question related to state government**

For additional information about why New Hampshire is the right place for your company, contact:

Mr. Michael B. Bergeron (mbergeron@dred.state.nh.us) or Mr. John R. DiNapoli (jrdinapoli@dred.state.nh.us) at (603) 271-2591 or 1-800-417-4110. Additional information can be found at our web site at www.nheconomy.com.

Our job, as Business Development Managers is to assist in-state companies with their expansion needs, as well as recruit companies from other states (or around the world) to locate to New Hampshire. Job growth is one of the keys to economic prosperity.

We work with companies in identifying sites (land or existing improvements) that best meet their investment criteria. We can provide assistance (if requested) in identifying those professionals that a company might need to contact in order to obtain approvals (environmental, surveyors, architects, attorneys etc.) to construct a new facility or negotiate leases. We can assist in identifying contractors that could give estimates on tenant improvements or build-to-suit opportunities. We can arrange for companies to meet with various lenders, if financing is needed, and so on. Our office prides itself on total customer/client satisfaction.

Once a site is identified, we encourage companies to meet with the local economic development individual or group that serves that city/town or area. Their insight and knowledge on how the community operates can be very advantageous. We (the state) may not have all the answers to your questions, but we will do our best to get them for you. Our goal is to have you as educated as possible on the benefits of doing business in our state. Welcome to New Hampshire.

2005 New Hampshire Business Resource Center Recruitment Results (www.nheconomy.com or 1-800-417-4110)

Michael B. Bergeron and John R. DiNapoli, Business Development Managers
24 companies relocated or retained in New Hampshire

780 new jobs

452,600 gross square feet absorbed

\$24,287,640 in new payroll Year 1*

\$1,722,114 in new BET and property taxes over two years**

\$364,314 in new BET taxes over two years

\$1,357,800 in new local and state property taxes over two years***

* Assumes an average of \$14.97 per hour or \$31,138 per year
(Source: NH Employment Security)

** Assumes BET tax of .75% compensation paid on W-2's, but not including potential interest paid or accrued, and dividends
(Source: Dept. of Revenue Administration)

*** Assumes property tax rate of \$1.50 per square foot (Source: DRED)

NHBRC's First-Ever Familiarization Tour

The NH Business Resource Center, in collaboration with Public Service of New Hampshire and Northeast Utilities, held its first-ever Familiarization Tour (Fam Tour) at the New Hampshire International Speedway in Loudon and Pease Tradeport in Portsmouth on Thursday, September 22, 2005.



John DiNapoli and Michael Bergeron of NHBRC, PSNH's Pat McDermott and Dave Driver from Northeast Utilities at NHIS, following a morning in the driver's seat.

"What a success," said Roy Duddy, Director of the NH Business Resource Center. The recruitment team invited national and regional site consultants and developers to spend the day in New Hampshire so they could better understand the benefits of operating a business in the state.

The site consultants were treated to dinner at the Common Man in Concord, where they were greeted by Governor John Lynch. The following morning, they headed to New Hampshire International Speedway to test drive several NASCAR race cars. Next, they traveled to Portsmouth and met with George Bald, Executive Director of the Pease Development Authority. A full history and tour of the facility followed.

"We're thinking out of the box to stay competitive," noted Duddy. "We've enjoyed success over the years and we want that to continue. Michael and John are excellent Business Development Managers and have great reputations within the industry. When a consultant contacts them, I know New Hampshire is in good hands."