

FINAL

**Economic-Vitality-Exchange Commission (EVEC)
West Meeting Room, City Hall
Wednesday, July 25, 2018
4:00 PM**

MEMBERS PRESENT: Chip Brown, Dana Key, Dan Nash, Kevin Purcell, Rob Taylor, Steve Whitman, Jeff Goodrich, Karen Liot Hill (City Council), Clifton Below (City Council)

MEMBERS ABSENT: Greg Soho, Jay Simms

STAFF PRESENT: Shaun Mulholland (City Manager)

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1. **CALL TO ORDER** – Shaun Mulholland called the meeting to order at 4:00 PM.
 2. **Acceptance of Minutes – June 27, 2018:** Minutes were not reviewed but will be reviewed at the August 22 meeting.
 3. **Discussion Items:**
 - **Discussion of the status of SB 654 regarding business exemption and a workforce development program for Advanced Regenerative Manufacturing Industry (ARMI).**

A. Next steps for the Upper Valley

Mr. Mulholland reminded the Committee that SB 654 has now become law. He met with Mr. Clem and they discussed developing a working group, which Mr. Clem will lead. Mr. Mulholland suggested this working group be a private sector initiative that the City would be supportive of but not be heavily involved with. He also mentioned the names of a few potential members who may be involved with this working group. He said there is a large sum of funds available with SB 654 that is planned to go to UNH to create an Institute for students to learn this type of industry, but said this would take a long time for UNH to set-up. He suggested Lebanon would be a better place for the ARMI because Dartmouth College and DHMC is more suited for this type of education and could help bring a big portion of that market to the Upper Valley.

Ms. Susan Almy (NH House of Representative) arrived to address the Committee on SB 654. She stated this bill is not an Industry Bill, but she thinks of it more as a cooperative based in Manchester, NH. She said this is because Manchester has the Mill buildings and they are putting a bunch of groups from other states in them.

Ms. Almy said UNH has developed a program for the first level of assistance for ARMI. She said they would like DHMC to be part of this program, that DHMC wants to be part of it, but Dartmouth College does not want them (DHMC) to be part of ARMI because Dartmouth College would have to make some kind of agreement to share information. She said UNH is not going to put patents in the way of other people using their work. She said they (UNH) is trying to develop what they call Regenerative Manufacturing as quickly as possible: developing ways to finish the research for building organs from scratch that can be used for transplants in humans. Ms. Almy described how one firm, based in Manchester now, has been taking discarded human lungs from organ donors that were not suitable for transplantation, operating on them to re-growing parts of the lungs and then presenting them to the Tube

Transplant Centers. She said she watched a video from a group who built human shaped lungs out of pig collagen using a 3D printer. In short, this is what UNH is trying to do. She also described the role that Dean Kamen is playing, which is to scale up the manufacturing of human lungs by using a patient's DNA, adding this to human collagen to make a 3D replica, and then sending it back to the patient within a month vs. years for those on a transplant list. Ms. Almy later stated that Dean Kamen's part of the research is the machinery aspects and described his past history and inventions.

Ms. Almy said she spoke with Novo Nordisk and they told her they are not involved with this initiative and are only using formulas in the manufacturing of lungs that are in accordance with the directives they are given from Demarks research criteria. Ms. Almy said her concern was that Novo Nordisk would be able to get SB 654 tax credits and the State would be losing 10 years of taxes that already exist.

Ms. Almy stated the 5-year Scholarship Program is for people who come to the State with student debt who are working in this type of field, noting that lobbyists and Mr. Kamen have worked this out along with the State's Business Finance Authority.

Ms. Almy stated that if Lebanon had a Regenerative Manufacturing business, or could attract one that would rather be in Lebanon rather than Manchester, they would be able to join ARMI and be eligible for the funds, but they would have to be doing at least 70% of their inputs for Regenerative Manufacturing. She stated that if Novo Nordisk wanted to put something in Lebanon, they could form an LLC that would work with their company and this would make them eligible.

Ms. Almy said that if Dartmouth College would loosen the reins on their refusal to let professors become involved with a patent that does not fully belong to them, then they could join ARMI. Mr. Mulholland stated that he and Mr. Clem had an initial meeting with Dartmouth College to work on this issue. Ms. Almy said she is also seeking a meeting with Dartmouth College on this topic as well. In response to a Committee question, Ms. Almy explained the reasoning on how research facilities, like Dartmouth College, use patents.

Mr. Mulholland stated that EVEC's objective is to lure/incentivize these industries to come to our area because we have a better circumstance like the hospital (DHMC) and Dartmouth College. Ms. Almy stated that UNH has already built the classrooms and also has established the curriculum for technicians who work in the labs, noting that what UNH is trying to do with the scholarship money is to attract researchers that are young, enthusiastic and full of unusual ideas in this area and who can lead and eventually teach New Hampshire students. She said, because this is a manufacturing business, UNH is a better set up for this (i.e., access to the Manchester Airport for easy transport of organs in an expeditious way), but Lebanon could be doing a piece of it here. She did note there is going to be a real incentive for people coming from out-of-state to be where everyone else is.

There was a discussion regarding how fast the research was moving, the bio and machinery aspects of the research being done, ownership of intellectual property in the public domain and how Lebanon could become part of this initiative. These are aspects that the working group will be researching.

- **Status of the Upper Valley high tech marketing plan to Lebanon COC notification to businesses of new Daily UV App.?**

Mr. Taylor stated he had a good meeting with the Daily UV (Upper Valley) and said they have put out a new app. (dailyuv.com) for those who want to try it. He said the Chamber pushed this app. through email notifications. He stated the Daily UV has some good crossover with various social media outlets.

Mr. Taylor also stated there is an Upper Valley Facebook Group who is active in the area as well. It was noted that it is important for folks who move up here to know there are things they can do to keep socially active.

➤ **Status of the Upper Valley High Tech Council**

Mr. Taylor stated he has been working with Kevin Purcell and Chip Brown to set up some follow-up meetings with the companies they originally interviewed. He said Mr. Brown would be helping him to get into the Dartmouth Entrepreneurial Network. He said a Press Release went out talking about the rich environment the Upper Valley has to offer in technology and displayed the Logos of companies located in the Upper Valley.

A discussion took place regarding what the Tech Council should be thinking about (i.e., events, symposiums and a possible kick-off). Mr. Taylor stated the Governor's Office is interested in attending a kick-off and will work on getting this put together.

➤ **GOAL #3 – Develop an Intentional Approach to Business Recruitment and Retention (with a focus and priority on retention of existing business)**

• **Findings from Business Visits: Next Steps and Assignment of Action Items**

Mr. Mulholland has not yet completed Ms. Hills requested letter to businesses talking about accomplishments, survey results, and what EVEC has been doing.

a. Marketing Plan-Upper Valley high tech industries

Mr. Taylor stated the Chamber of Commerce held a kick-off on a Marketing Plan for Upper Valley Industries, noting there is now a new committee. He said that as a result of all the discussions from EVEC, they have made the mission of the Committee to not only market the Chamber, but to market the area and what the Upper Valley has to offer. He described the action items that are being worked on (i.e., video content).

4. Future Agenda Items: Not discussed.

5. Next Meeting Date:

➤ **Wednesday, August 22, 2018**

6. Other Business:

A lengthy discussion took place regarding why residents are leaving the Upper Valley, which included people in their 20's stating there is not enough stuff to do; like bars, clubs and places for them to congregate with other young people (i.e., for Happy Hour at 5 PM) and if this is something that EVEC wants to respond to. Ms. Hill stated there are a lot of places to go, but there isn't a list where folks can go to find out where these places are.

Mr. Mulholland said that he has been discussing the mission of Parks & Recreations in broader terms with Paul Coates and will be working on a Business Plan with him. A discussion regarding a year-round recreation facility also took place.

Mr. Mulholland informed the Committee about the Transfer of City Property that will be coming before the City Council on August 1, 2018. He said he would send out the latest change in language to the Committee for their review and asked them to send their comments to him before August 1st.

Councilor Hill informed the Committee about the action that was taken by the City Council regarding the tunnel at their last meeting, stating it has been narrowed down to 3 options. She stated it would be really important for this Committee to be engaged in this process. Mr. Mulholland stated he will be asking this Committee to vote on an official recommendation for this project at the next meeting on August 22, 2018.

7. ADJOURNMENT-

A MOTION was made to adjourn the meeting at 5:00 PM. The MOTION was seconded by Kevin Purcell.

**** The vote on the motion was unanimous in favor (9-0).***

Respectfully submitted,

Dona E. Gibson

Recording Secretary