

***ECONOMIC DEVELOPMENT COMMITTEE***  
**REPORT TO THE TOWN COUNCIL**

***January 26, 2004***

# **EDC Membership**

## ***Bob Hamilton - Chairman***

- ***Carol Dietz***
- ***Gary Gump***
- ***Keith Humphreys***
- ***P. Rene Ims***
- ***Harry McCarthy***
- ***Roger Moriarty***
- ***Louis Reed***
- ***Richard Talipsky***
- ***Peter Ungaro***

### ***Ex-Officio***

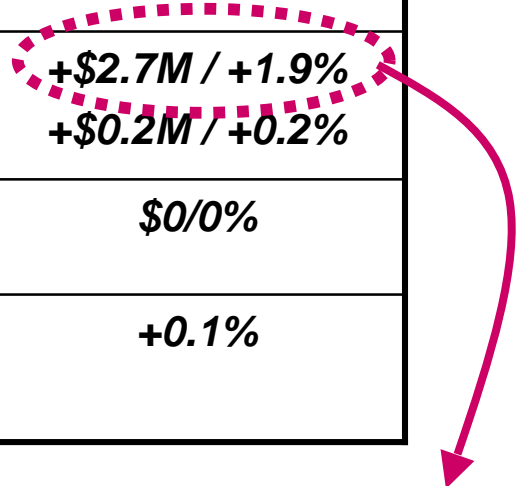
***– Bill Clark – Director of Business Development***

# Outline for This Workshop

- ***Status of the tax base***
- ***Residential Growth Management***
- ***The Town Center Project***
- ***Director of Business Development Update***

# Portsmouth Net Assessed Value Base for New Tax Year

| <i>Date</i>                                  | <i>Certified 12/31/02</i> | <i>Est. 12/31/03</i> | <i>Est. Change<br/>\$/ %</i> |
|--|---------------------------|----------------------|------------------------------|
| <i>Total net assessed value</i>              | <i>\$1,954M</i>           | <i>\$1966M</i>       | <i>+\$12M<br/>+0.6%</i>      |
| <i>Residential</i>                           | <i>\$1714M</i>            | <i>\$1724M</i>       | <i>+\$10M<br/>+0.6%</i>      |
| <i>•Coml, Ind, Mixed</i>                     | <i>\$144.7M</i>           | <i>\$146.4M</i>      | <i>+\$2.7M / +1.9%</i>       |
| <i>•Tangibles</i>                            | <i>\$49.6M</i>            | <i>\$49.8M</i>       | <i>+\$0.2M / +0.2%</i>       |
| <i>Motor vehicles</i>                        | <i>\$47M</i>              | <i>\$47M</i>         | <i>\$0/0%</i>                |
| <i>C, I, U &amp; Tang. as<br/>% of total</i> | <i>9.8%</i>               | <i>9.9%</i>          | <i>+0.1%</i>                 |



Source: EDC estimate based on Portsmouth Tax Assessor data through 12/1/03. Taxable base after all exemptions.  
M=000,000

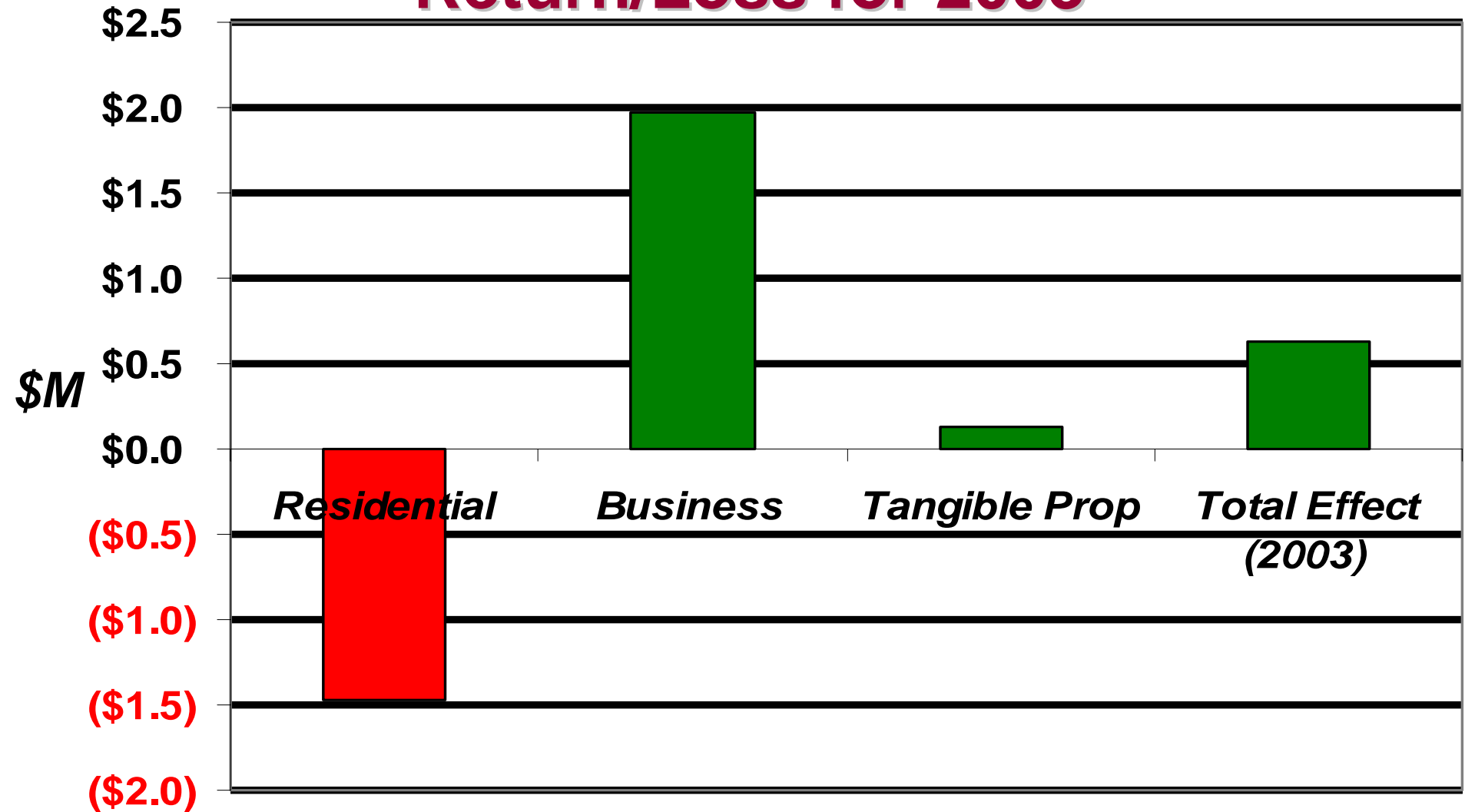
**22.4%**  
*of Increase*

# Gain/Loss per Dollar Revenue



*Note: These data from 1997 Portsmouth analysis are consistent with similar surveys in other RI & MA towns (The Costs of Suburban Sprawl & Urban Decay in RI Dec 1999 Grow Smart RI)*

# Residential/Commercial Revenue Return/Loss for 2003



*Notes: (1) Data from the PEDC January 12, 2001 slide has been discussed with Grow Smart RI and they have stated that the relative effect on Tax Revenue is still valid.*

# Residential/Commercial Mix

- ***The slide in Commercial/Ind/Mixed use as a percent of total stabilized \****
- ***During the most recent 12 months we made our goal of 22%+ (C/I/MU as a % of Total) \****
- ***Positive contributing Factors***
  - Enterprise Zone taxes are starting to flow
  - Existing businesses are expanding
  - Portsmouth has been more aggressive through our Director of Economic Development

***\* Based on 12/1/03 Tax Revenue Estimates***



# A Portsmouth Town Center

*Public Consensus Building & Strategic Planning Project*

# Director of Business

## Development - position tasks

- *Build and strengthen relationships with partners & new and existing businesses*
- *Marketing Portsmouth to potential businesses and business locators*
- *Participate in Town, regional & RIEDC strategies and economic issues*
- *Increase Enterprise Zone participation*
  - **all aimed at growing the commercial tax base**

# Current year results

- ***Continued to build relations with key development business partners – average contacts per month***

|   |             |
|---|-------------|
| • <b><i>Business inquiries</i></b>                    | <b>21.2</b> |
| • <b><i>Portsmouth EDC</i></b>                        | <b>7.3</b>  |
| • <b><i>Town Council, Boards &amp; Staff</i></b>      | <b>7.6</b>  |
| • <b><i>Portsmouth Business Association</i></b>       | <b>5.8</b>  |
| • <b><i>RIEDC</i></b>                                 | <b>6.1</b>  |
| • <b><i>Statewide Planning/Fed &amp; RI Govt.</i></b> | <b>1.5</b>  |
| • <b><i>Newport Chamber of commerce</i></b>           | <b>3.8</b>  |
| • <b><i>Marine Industries</i></b>                     | <b>2.3</b>  |
| • <b><i>Mt. Hope Marine Terminal</i></b>              | <b>1.0</b>  |
| • <b><i>AIPC/Westside Master Plan</i></b>             | <b>0.5</b>  |
| • <b><i>Naval Station Newport</i></b>                 | <b>0.3</b>  |
| • <b><i>Raytheon &amp; other defense industry</i></b> | <b>0.6</b>  |

# Marketing Portsmouth

- ***Conducted tours of available properties for RIEDC staff. Incorporated Portsmouth properties into RIEDC data base. Distributed property info to brokers***
- ***Updated broker property listings on Town web site.***
- ***Pursued businesses request with DOT for directional sign at Rt. 24 ramps***
- ***Worked with brokers to identify property for interested businesses***
- ***Newport Daily News published three suggested business profiles***

# Marketing Portsmouth

- ***Significant increase in inquiries by businesses looking for space and brokers researching properties – more people know the office exists and that we can be a resource***
- ***Assisted developer in creating proposal for new office building – provided leads for prospective tenants, type, size – moving forward***

# Marketing Portsmouth

- ***Assisted tech company in developing plans for rebuilding – reviewed conceptual ideas with Sec Planning Board – identified key issues, options***
- ***Investigated approval process for business remodeling building – cleared up misunderstanding – eliminated need for Board of Review hearing***

# Marketing Portsmouth

- ***Promoted establishment of Economic Reserve Fund to facilitate economic growth***
- ***Provided insurance agency with numerous property leads – provided list of potential sites for investigation***
- ***Eye Dr. looking to locate – provided leads for clinics at retirement facilities to aid in creating business plan – gave leads on space***

# Town & regional issues

- ***Received improved priority scoring for CEDS nominations with Statewide Planning***
  - Town Center 2002 = 50; 2003 = 108
  - West Side Master Plan enhanced by suggesting joint nomination with Middletown
  - Both projects now above scoring median
- ***Took advantage of one-on-one meeting with U.S. Rep Kennedy to go over Town economic efforts and opportunities***

# Town & regional issues

- ***Actively represented business interests in Town issues: Town Center Study; zoning issues; Design Review; DOT highway planning; aquaculture; In The Zone; EZ Council legislative sub-committee; increased interface with RIEDC staff; West Side Master Plan; Navy land***

# Enterprise Zone

- ***Enrolled 15 new participants for EZ benefits***
- ***Lent assistance to Tiverton to re-energize EZ program – need partnership for future***
- ***Conducted EZ presentations and one-on-ones – followed inquiries with mail or deliver info packet***
- ***Promote EZ participation at PBA Expo***
- ***Investigated paperwork snafu for company- documented company compliance – company received entitled tax credits***

# Focus for 2004

- ***Prepare application for five year re-designation of Portsmouth/Tiverton Enterprise Zone 2005 – 2009***
- ***Represent Town support for Portsmouth Marine Partners in “Melville Backyard” expansion***
- ***Seek Island Park business participation to reactivate Facade Improvement program***

# Focus for 2004

- ***Key participant in Town Center next steps – maximize use of RIEDC grant & matching funds – seek additional grant opportunities***
- ***Assist in expanding membership in PBA***
- ***Continue business relationship building in Portsmouth & regionally***

# **Recommend renewal of Bill Clark as Director of Business Development**

- ***The position continues to be effective as an initiative to promote business development and support community business needs***
- ***Mr. Clark has met all objectives established for him by the Town Administrator & the EDC***
- ***Request the position be renewed for one year at a budget of \$25,000 (\$2,000/mo retainer + \$1,000 exps) – within a zero increase EDC budget of \$27,000***