



**Windham Economic Development Committee (WEDC) Minutes
Friday 9th January 2026
Community Development Department**

Call to order 7:30am by Dale Valvo (Chair)

Present: Dale Valvo (Chair), Matthew Swoboda, Gary Garfield, DJ Withee, Mark Samsel (BOS), Simon Senior, Whitney Taylor (late), Mike Oldenburg (Alt), Shariq Yousfi (Alt), Mitch Jacoby

Excused: Jeff Murphy (Southern New Hampshire Chamber of Commerce, SNHCoC), Paul Brozo

Absent: Payal Ballaya (Planning Board)

Appointment of Alternates: Mike Oldenburg for Paul Brozo, Shariq Yousfi for Whitney Taylor

Also present: Alex Mello, Community Development Director, Karl Dubay, The Dubai Group Inc

Review of minutes from Dec 12th, 2025: Motion to approve as presented proposed by DJ Withee, seconded by Mike Oldenburg, carried unanimously.

Development Update –Karl Dubay presented development concepts for two lots along Wall St. See Attachment 2 for first page of presentation. The ~100 acres total over two lots in the Market Square Overlay (MSO) area have one ownership group that is looking to sell them, and there is interest already. The development concept aims to work within infrastructure, wetland and topographical limitations, and use mid-sized pad sites rather than blanket development.

As seen on the attachment the pad usages envisioned include residential on the north end linking to Sheffield Road, a large amount of conservation land, and on the south end, retail/commercial along Rt 111. Between them are industrial, commercial, and school sites. Also shown is linkage to what is now surplus State land beside the I-93 off-ramp, which has very high visibility and could be worth developing if purchasable.

In response to Whitney Taylor asking about the 50 contiguous acres required per MSO zoning, Karl Dubay noted that the concept does not use MSO provisions, instead it uses the Professional Business and Technology (PBT) underlying zoning but would need some variances with respect to residential and retail. In effect it combines aspects of both PBT and MSO ordinances.

There was additional brief discussion on ideas for rezoning commercial to rural, which is the subject of a Citizens Petition for the Gateway Commercial District. Karl Dubay believed that the Wall Street concept being presented would benefit the town, and offered to ask the Gateway Commercial District developers – who are looking to integrate residential into commercial per HB631 - to provide an update to the WEDC.

UNH Extension Potential Involvement - DJ Withee noted we are still waiting on UNH team to present to BOS, now tentatively targeted at Jan 26th. Dale Valvo reiterated that we are keen to see this proceed.

Liaison Reports:

- **Board of Selectmen – Mark Samsel:** There will be a Budget hearing next Monday Jan 12th as well as warrant article consideration (over 40 in number). The 2026 budget has a 2.8% increase proposed. The Town Deliberative is set for Jan 31st at 9am and everybody is encouraged to participate

Subcommittee Reports:

- **Land Use – Mitch Jacoby:** No meetings to report. While a development taking advantage of the MSO ordinances currently looks unlikely the Wall Street conceptual plan presented earlier by Karl Dubai is a PBT and MSO melding.
- **Infrastructure – Gary Garfield:** No changes in the PFAS case against the Town. The Rt 111 Study draft report is still in NHDOT review, so the PAC has not seen it yet.
- **Promote Windham – Paul Brozo** provided via email the Subcommittee evolving plans as of 1/8/26 (Attachment 2). DJ Withee and Whitney Taylor provided a summary: they are focusing on America 250 with series of events starting 3/12 Thursday 6pm at the Library with Leanne Brooks talking about helping people start businesses. On 5/16 Saturday the plan is for a speaker to discuss the nuts-and-bolts steps of starting a business. In July they would like to host a business meet and greet and networking BBQ. A Sept 19th 3pm speaker event focusing on topics for existing more mature businesses would conclude the series.

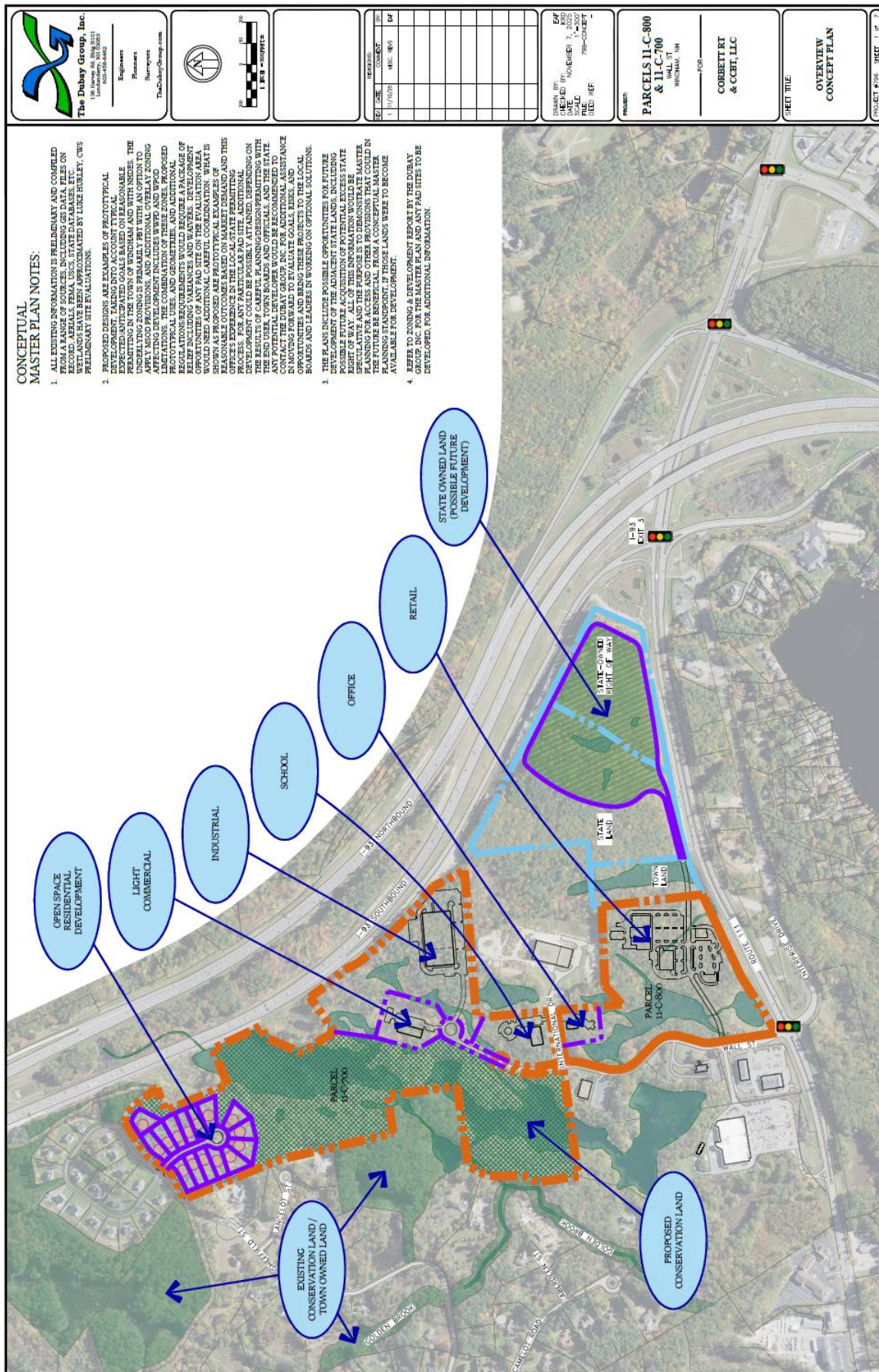
Other Old/New Business:

DJ Withee noted the latest CEDS from the REDC (see <https://www.redc.com/ceds-2025-2029>) lists priority projects but there is only one in Windham. Other towns are pursuing much more development opportunities; there is funding money out there, but it takes work to get it. Listing for the next edition has a March 31st deadline.

DJ Withee also noted a Jan 20th 5:30pm Salem EDC talk by NH Department of Business and Economic Affairs (BEA) on economic revitalization zones (see <https://www.nheconomy.com/grow/business-loans/revitalization-zone>; these offer a short term business tax credit for projects that improve infrastructure and create jobs in designated areas of a municipality). Windham has a few listed zones currently, should we revisit them? He also suggested getting a future speaker from Salem EDC to hear what they are doing in specific areas.

Matthew Swoboda raised the subject of the Citizens Petition to rezone Gateway Commercial District to Rural District. The Planning Board will have public hearing on January 14th on all Zoning changes and will make their recommendations. Citizens Petitions are not part of the Town Deliberative. Mark Samsel suggested reading them and attending the Planning Board meeting on the 14th.

8:51am Motion to adjourn proposed by Mark Samsel, seconded by Gary Garfield, passed unanimously.



Paul Brozo email 1/8/26

The Promote Windham Subcommittee met this morning (1/8/26), so it would be great if DJ, Whitney, and Shariq can provide the larger group with an update on our proposed events for 2026 and America 250.

We are thinking of the following 3-part series entitled "Chasing the American Dream" which will focus on startups and useful speakers and information for those, plus an event in July for all local businesses outside of the entrepreneur series:

March 12th 6pm- library date confirmed:

Speaker Session 1 (organization, with potential small business lawyer and an additional speaker)

Whitney speaking with potential attorney speaker and will report back

May Date TBD:

Speaker Session 2 (tax, seed funding, insurance)

Whitney has an insurance person in mind, but other local suggestions encouraged

TBD re: funding/tax person- my wife may be able to discuss funding from the founder perspective if that would be helpful as she raised 500k for her prior small business

July Date TBD:

Potential BBQ-style networking event at Griffin, easiest in Pavilion if available.

Gift baskets (3) for \$250 prize drawing

Entry is businesses signing up to attend, including contract and other information to be included in our public-facing Windham Business Directory (win win)

September Date TBD:

Speaker Session 3/Final (valuation, growth funding, exit strategy)

Hoping to have Whitney's small business lawyer also speak at this, somewhat full circle

Questions for Alex: is there budget for drinks/snacks at the speaker events, publication fees to broadcast (Windy Indy, etc- minimal bc Facebook Neighborly best), and/or the 3 gift baskets referenced above, and BBQ fare for July networking event?

Question for library: are drinks/light fare allowed in the speaker room? DJ to ask this and move secured April date to May.