

DOVER

NEW HAMPSHIRE

City of Opportunity



Greetings,

On behalf of the city of Dover, NH, I thank you for considering our great community. Dover was established in 1623 and has a rich history of industry, education and culture which rivals any community in the State or region.

Dover is a great place to live, work and play. From our historic downtown to our rich cultural events, Dover is a place where people want to settle down and raise their families. Great schools, family friendly events and close proximity to the State University hub add to the appeal of Dover.

Our proximity to major highways, deep water ports, and regional airports adds to the draw of an already vibrant community. Dover is within a one hour drive of major cities, the Atlantic Ocean, the White Mountains and a number of prime hiking and ski resorts.

Dover offers an educated workforce, a technologically advanced infrastructure and a proactive Planning Board and Economic Development Authority. We want to work with you to grow your business and ensure its success.

Please contact me, or Dover's Economic Development Director, Dan Barufaldi to discuss the many benefits of locating and growing your business in Dover, NH.



Regards,

**Karen E. Weston
Mayor**

A Message from Dover Economic Development and City Planning & Community Development

Dover, New Hampshire: Unique, Cooperative, Proactive. That's how we see our city. Dover has worked hard to build a business-friendly, proactive government infrastructure, where departments cooperate to assist existing businesses, and relocating companies, so that both fulfill their potential.

One example of this cooperation, is the close working relationship between the Dover Business & Industrial Development Authority and the City of Dover Planning and Community Development Department. Both entities work together with our clients from start to finish. This integration ensures that permitting, engineering, plan acceptance, variance consideration, and zoning approvals happen in a transparent and expeditious manner. There is a keen awareness that common sense and flexibility within the rules are needed to make projects work. When a business goes through the process, their project is presented to ALL relevant City departments at the same time, so that the client receives everyone's input at once, and has no surprises to deal with down the road.

When necessary, Economic Development and Planning work together to promote viable projects to the Planning Board and the City Council, and to ensure that our clients are made aware of every local, state, or federal incentive, and every financing opportunity.

If you are thinking of expanding or relocating your business, think Dover. Here, your project becomes our project. Our professional, cooperative team is waiting to welcome you, and to assist you in making your business thrive and grow.

Helpful Phone Numbers/Contact Information

- City Hall: (603) 516-6023 www.dover.nh.gov
- Dover Business & Industrial Authority: (603) 516-6043 www.locateindovernh.com
- City of Dover Planning & Community Service Development Department: (603) 516-6008
- Greater Dover Chamber of Commerce: (603) 742-2218 www.dovernh.org
- Dover Main Street: (603) 740-6435 www.DoverMainStreet.org
- Southeast Economic Development Corporation of New Hampshire: (603) 749-2221 or (603) 749-2211 www.sedcnh.org
- Small Business Development Corporation: (603) 842-8341; email: warrendaniels@unh.edu

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New Hampshire: Your Choice for Innovation & Quality of Life

Facts at a Glance

NH's High Rankings

New Hampshire has been named the “Most Livable State” in the nation since 2005 by CQ Press, and was ranked first in 2011.

- New Hampshire is consistently ranked one of the safest states in the nation by CQ Press, based on six categories of crime, including murder, rape, and motor vehicle theft.
- New Hampshire ranks 9th for innovation, based on share of jobs in the high-tech industry, movement toward a green economy, industry research, and development as a share of worker earnings, per 2010 State New Economy Index, The Information Technology and Innovation Foundation.
- New Hampshire was ranked 8th for per capita personal income in 2011, per Bureau of Economic Analysis, U.S. Department of Labor.
- New Hampshire ranks Number 10 in the “Top States for Business Climate” by the 2009 Business Ranking Report. The ranking is based on cost of labor, business tax climate, quality of life, educated workforce, transportation infrastructure, and greenest state.
- New Hampshire ranks 7th among the best states in terms of Business-Tax Climate, according to the 2011 Tax Report of the U.S. Tax Foundation.
- New Hampshire was at 5.1% and Dover was at 3.9% as of February, 2014, per New Hampshire Employment Security, Economic and Labor Market Information Bureau.

Low Tax Burden

- New Hampshire has one of the lowest overall tax burdens in the United States, with no broad base personal income tax, sales tax, use tax, inventory tax, estate tax, internet tax, professional services tax, or capital gains tax. The state also offers a low corporate income tax.
- New Hampshire has the lowest insurance premium tax rate in New England and the Mid-Atlantic States. New Hampshire’s insurance premium tax was recently reduced from 2 percent to 1.25 percent on property/casualty and life insurance lines of business over the next four years, and decreased the burden of retaliatory taxes paid by New Hampshire’s domestic insurance companies in other states.

An Educated and Skilled Workforce

Looking for a highly skilled workforce with a strong work ethic? You’ll find it here, in New Hampshire. In fact, New Hampshire ranks fifth highest in the United States in adults with a B.A. degree or higher. In New Hampshire, we pride ourselves on our education, and workers throughout the state have access to many training and educational facilities, including 26 public and private colleges. As a result, 32.5 percent of New Hampshire residents over age 25 have a bachelor’s degree or higher.

Dover Facts at a Glance

Census:

Population: 30,220
Population density: 1,122.4 per square mile
Total households: 15,000

Property Taxes:

2012 Rate: \$25.52 1/1000 of valuation
2012 Property Valuation: \$2,660,984.300
2012 Total Property Tax Commitment: \$66,116,997.47

Real Estate:

Housing costs: \$250,000 (median)
Total housing units: 14,000 (single-family homes)
Typical apartment rental (2 bedroom): \$1200 per month

Schools:

Cost per student: \$11,912.46 (2013-2014)
Student to teacher ratio: 19:1 (2013-2014)
Graduation rate: 99 percent
37.1 percent of Dover residents over the age of 25 have a bachelor's degree

Top Employers:

- 1) Liberty Mutual Insurance: 3,400 employees in Dover alone*
- 2) Wentworth-Douglass Hospital: 1,100 employees
- 3) Measured Progress: 400
- 4) City of Dover: 340

- * Liberty Mutual is the state's seventh largest non-manufacturing employer, with more than 4,000 employees in its Portsmouth and Dover, NH offices.
- ** Wentworth-Douglass Hospital and its affiliates are ranked 14th largest in the state in the non-manufacturing category.

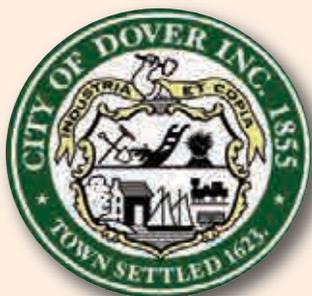
Most of Dover's residents are employed in office and administrative work, manufacturing, retail, sales and related, health care, and social assistance.

A higher than average percentage of the labor force (ages 16 to 64) remains employed.

Dover's total workforce is 18,074
Workforce commuting out of Dover is 12,785

Miles to Major Cities:

Boston: 70
Portland, ME: 62
Concord, NH: 40
Portsmouth, NH: 10
University of NH, Durham: 6
Pease International Tradeport: 8
Manchester, NH: 50



A State by State Comparison:

New Hampshire and Massachusetts

	NH	MA
Top Corporate Income Tax	8.5%	8.0%
Sales Tax and Use Tax	0%	6.25%
Top Personal Income Tax	0%	5.3%
Top Capital Gains Tax	0%	5.3%
State Tax Rate	7.0%	9.3%
Unemployment Insurance		
Tax/per employee	\$518	\$396
Office Equipment	Exempt	Taxable
Tangible Personal Property	Exempt	Taxable
Motor Fuel Tax '07	0.196%	0.235%
Gasoline Excise Tax (cents per gallon)	19.6	23.5
Diesel Excise Tax (cents per gallon)	19.6	23.5
Accident/Health Insurance Tax	2.0%	2%
Property/Casualty	1.25%	2%
Risk/Retention	1.25%	2%
State Taxes as Percentage of Personal Income	33%	42%
Cost of Electricity (cents per kilowatt hour)	16.5	14.9
R&D Inputs--U.S. Ranking	3	1
Technology Concentration, U.S. Ranking	8	7
Broadband Penetration	75%	81%

Source: nheconomy.com

New Economy Index 07

	NH	MA
High Wage Traded Services	13	7
Fastest Growing Firms	18	2
Online Population	2	21
CFED State Economy Report Card 2007		
Equity	A	C
Earnings & Job Quality	A	A
Employment	B	D
Quality of Life	A	B

Source: Tax information from Federal Commerce Clearing House Inc., 2008; other statistics: CQ Press's State Rankings 2010, The Annie E. Casey Foundation, Baltimore, MD 2008, Kids Count Data Book, Small Business Survival Index, and U.S. Department of Commerce, Statistical Abstract of the U.S. For a complete comparison, visit www.nhopeninvitation.com/state-to-state-comparison.



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Dover: Your Hometown



Dover is one of the Great American Communities—a “Neighborhood USA,” if you will. The city is vital, up-and-coming, and a solid place to raise a family. There is a strong “home town” feel with the city’s tree-lined streets, classic brick buildings, and centrally-located park. The Cocheco River weaves in and out of the center of town, simultaneously connecting the city to its roots, the natural world, and recreation. Thanks to the revitalized mill buildings, which dominate the waterfront, you have a strong sense of history, and can see the city’s work ethic built into every brick.



The downtown is dynamic, with a mix of commerce, family activities, and conservation land all within walking distance. Within a half mile, you can leave city sidewalks and be strolling a nature trail!

Residents of Dover have the best of rural, suburban, and urban environments. Extensive nearby parkland and the river keep citizens in touch with the outdoors. People can be found fishing off the riverbanks or the pedestrian covered bridge before work or on lunch breaks. The Cocheco teems with shad, striped bass, and alewives in season, and attracts an abundance of waterfowl and wildlife. Shade trees line the center of town, reducing the “heat island” effect, and helping to improve air quality. On Wednesdays,

a thriving farmer’s market draws crowds. Farms still prosper within Dover’s



boundaries and in nearby communities. Their produce, and other goods, make it easy for residents to purchase fresh, inexpensive, local foodstuffs. Tuttle's Red Barn, established in 1663, was the oldest family-owned-and-operated farm in the country for more than 350 years. It continues on as a Tendercrop Farm.

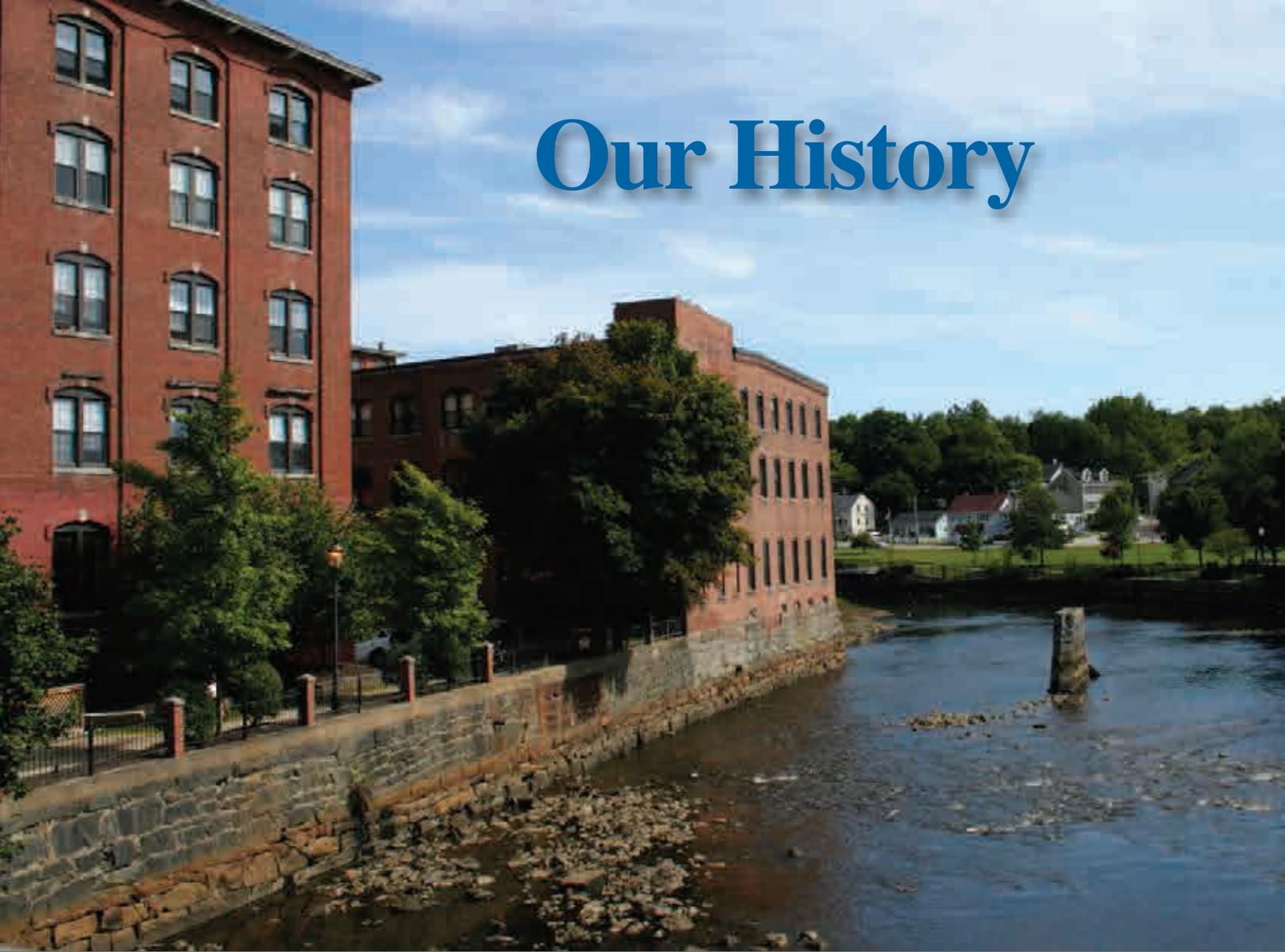
Many businesses have embraced conservation and energy-efficiency efforts, (the Children’s Museum, located in a former 1930s armory, was recently certified LEED Silver by the U.S. Green Building Council) and the environmental spirit to “go green” is alive and well. The City itself has launched an energy efficiency initiative, making a \$2.6 million investment to lower energy costs and reduce its carbon footprint.

Yet Dover also offers the diverse entertainments and cultural benefits associated with urban life. Numerous restaurants tempt diners with offerings ranging from Thai, Indian, Chinese, Irish, French, Italian, and Mexican, to seafood, steak, and more. The city has a thriving music scene, with many venues offering live entertainment, bi-weekly concerts in the park every summer, plus popular music festivals. There is live theater and cinema, museums and galleries. Shoppers flock to the downtown merchants, with their products ranging from handcrafts to baked goods, clothing to jewelry, with essential services right nearby.



Life is good in Dover, and we’re proud to call it home. You will be, too.

Our History



In the late 1800s, the power of the Cocheco River was harnessed by the waterfront mills to make textiles. From the mighty mill machinery flowed a river of cloth, which was sold throughout the region and around the world. The mills generated enormous economic power as well, creating hundreds of jobs, and fostering the growth of the City of Dover.

These mill complexes were also melting pots, as “mill girls” came from all over New England, French Canada, and even Ireland. Many Irish, driven to America by the Great Potato Famine, settled in Dover and their daughters took up work in the mills. These rich cultures live on in Dover today, as evidenced by strong French Canadian and Irish influences, including the celebrated Irish Music Festival.

The mills thrived for many years, but by the turn of the century, Southern cotton mills were providing stiff competition. Two disastrous fires at one complex, followed by the Great Depression, sealed the mills’ fate, and soon the mill machinery fell silent. A succession of businesses used the mills over the years, but by the 1980s, most of the buildings had fallen into a decline.

In the mid 1980s, local developers purchased the various complexes and began restoration efforts. Thanks to extensive renovations, and a community committed to preserving this piece of their history, these mills are once again flourishing. Indeed, these historic landmarks have become the symbols of a revitalized new waterfront and downtown.



Dover: Your Future Is Here

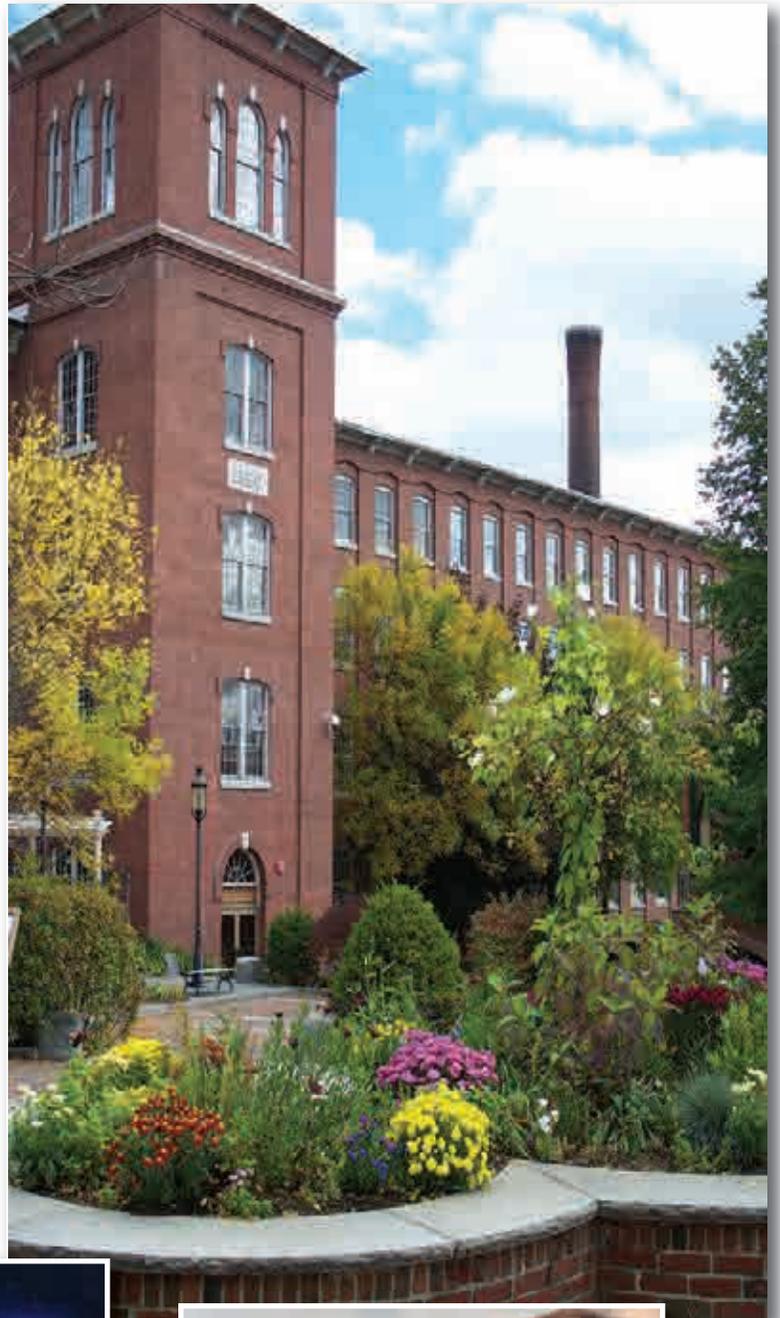
The many restored mill buildings in the downtown, and the potential for business park-type growth around the city's outskirts, make Dover a tantalizing target for all types of businesses—from independent startups to large corporations. Dover is part of one of the most desirable regions in New England—the New Hampshire Seacoast—yet Dover is still the Affordable Seacoast. Whether you are starting, relocating, or expanding a business in Dover, you'll find the price is right for your enterprise—and for the families you employ.

Dover offers opportunities for all types of businesses. Prime downtown, and even waterfront, locations are still available, and perfect for retail, office space, and service enterprises. Industrial and manufacturing options still exist along sections of waterfront, and in prime locations adjacent to interstate highways and rail lines.

Several large industrial and business parks lie just outside the downtown. Opportunities here range from manufacturing and industry, to warehousing, shipping, service industries, office space, retail, and more. All offer major highway access, and most have rail access.

Dover is within easy reach of four major airports, the Port of New Hampshire in Portsmouth, and the Pease International Tradeport. From Dover, you can do business with the enterprise next door, nationwide, or around the world.

Dover's workforce is highly educated, skilled, and committed. (In fact, New Hampshire has the eighth highest technical content in its workforce in the nation.) Our mill heritage has imbued us with a strong work ethic, and the innovation and drive to continually reinvent ourselves and move forward. When the mills declined, Dover could have become another sad story of faded glory. But that was not the case. The people of Dover sought new enterprises, new ways to make the mills flourish, and an identity far beyond being just a "mill town." The result has been a city reborn. Our downtown is more vibrant than ever. Our waterfront is alive with commerce, with recreation, with families enjoying parkland. Dover is strong, growing, with a future of unlimited potential.



Dover is strong, growing, with a future of unlimited potential.



Energizing Your Business

Dover's growth is easily fueled by a strong network of utilities, offering the latest in technological assets. Much of the state's electricity is provided by **Public Service of New Hampshire (PSNH)**, the state's largest electric utility, headquartered in Manchester, NH. PSNH serves more than 490,000 homes and businesses throughout New Hampshire, and has a workforce of 1,200. Formed in 1926, PSNH generates power through three fossil-fueled generating plants, and nine hydroelectric facilities, which combine to produce more than 1,110 megawatts of electricity. As a wholly-owned subsidiary of Northeast Utilities, a utility holding company based in Connecticut, PSNH is an integral part of New England's largest electric system, and connected to an ample and diverse energy supply.

PSNH's rates are competitive with other New England power suppliers for both small and large businesses. The company has a strong commitment to New Hampshire's growth, and works closely with businesses moving to the state to help them acquire financing and make the move go smoothly in every respect. They meet the full spectrum of electrical business service needs.

Once businesses are established, PSNH assists in efforts to help them operate more efficiently, provides assistance to expanding businesses, and connects business owners with the right people to establish new markets.

In recent years, the local electricity marketplace has grown more competitive, with new direct suppliers such as New England-based ENH power offering affordable rates to both residential customers and small businesses.

Our natural gas is supplied by **Unitil Corporation** of Hampton, New Hampshire. Unitil is an investor-owned public utility holding company, which was formed in 1984 through a merger of Concord Electric Company and Exeter & Hampton Electric Company. Its utility operating affiliates include Unitil Energy Systems, Inc., Fitchburg Gas & Electric Light Company, Northern Utilities, Inc., and Granite State Gas Transmission, Inc. Other affiliates include Unitil Service Corporation, Unitil Resources, Inc., and its subsidiary, Usource, LLC.

Unitil has approximately 430 employees, and serves 17,000 customers in 71 cities and towns in Maine, Massachusetts and New Hampshire. Northern Utilities, the natural gas division serving Dover, has 54,200 customers in 44 towns in Maine and New Hampshire. Its predecessor, Portland Gas & Light Company, was founded in 1849, giving the company 150 years of quality service.

Both PSNH and Unitil offer numerous energy efficiency programs and tools to help businesses operate as economically as possible. Likewise, both companies work closely with the local chamber of commerce, state and local economic development agencies, local nonprofit organizations, trade groups, and schools to help improve the business climate, increase training and education, and help open new markets. Businesses can also choose their energy suppliers, thanks to the availability of competition through wholesale electric wheeling.

Phone and telecommunications services are provided by an extensive array of companies (for a complete listing, visit www.puc.nh.gov/Telecom/ClecCustomerContacts.pdf.) Businesses can easily find a provider offering the right package for them in terms of fully integrated communications services, such as web hosting, high-speed Internet, data, long distance, local telephone, conferencing, Internet services, relay services, and more. (Within the city are also numerous wireless connection points.) With such an extensive list of provider options, you may be able to continue service with your provider from back home, and retain your same phone numbers. Among those providing services to the area, are **Fairpoint Communications**, the eighth largest telecom company in the United States. They deliver commercial and residential communications, including local and long distance voice, data, internet, television and broadband.

Another leading provider is **Comcast New Hampshire**, offering digital cable, high-speed Internet, and phone service, plus digital phone service, the ability to check voicemail online, unlimited domestic long distance, and via its television network, access to more than 275 channels, including local, high definition, music, and national cable channels.

Transportation: Keeping Business Moving Forward



Accessibility is key to attracting, growing, and retaining dynamic markets, and Dover is easily accessible by a wide range of means, as it is positioned midway between the cities of Portland, Maine and Boston. Via the Spaulding Turnpike, Dover is right off the vital **I-95 corridor**, which runs from Maine to Florida, and has the highest concentration of professional medical companies in the country. From Dover, you can easily do business anywhere on the East Coast and beyond.

The city is also served by both **freight and passenger rail**, with multiple daily Amtrak Downeaster passenger connections to Boston and Freeport, Maine. New Hampshire has the most railroads in operation in the United States, with 200 miles of active line.

Air travel, both commercial and private, is available through Pease International Tradeport, just minutes away in neighboring Newington, New Hampshire, from Manchester, New Hampshire, Portland, Maine, and Boston's Logan Airport. Manchester, Portland, and Boston are all roughly one hour from Dover. A smaller, private airport is located in the adjacent town of Rochester.

Manchester Airport recently increased both passenger and cargo services, and is the third largest cargo airport in New England, sending off 200 million pounds of cargo in 2008. UPS, FedEx, and DHL have all increased their presence here. The regional hub has invested more than \$500 million in airport improvements in the last decade, with more upgrades planned.

Dover's downtown Transportation Center, which is served by the Amtrak Downeaster Commuter Train, is also the hub for public transit services, including COAST and Wildcat Transit. COAST's bus routes connect downtown Dover with business parks on the perimeter of the City, as well as important employment, educational, and cultural destinations throughout

the Seacoast. Some examples include: the Pease International Tradeport, the Portsmouth Naval Shipyard, Great Bay Community College, and four of the region's major hospitals, along with two community health centers. Wildcat Transit connects Dover with the Town of Durham and the campus of the University of New Hampshire. COAST and Wildcat Transit account for nearly half of the state's annual public transit boardings.

Dover's Bus Terminal and Park & Ride at Exit 9 of the Spaulding Turnpike is the jumping off point for C&J, which provides motor coach service to Portsmouth, NH, Newburyport, MA, Boston, Logan Airport, and New York City. C&J is the second largest provider of intercity bus transportation in northern New England.

Commercial shipping is available through the Port of New Hampshire, in Portsmouth, New Hampshire, just eight miles south of Dover. Recreational and tour boats connect from Portsmouth and the greater Maine and New Hampshire Seacoasts via Great Bay and the Cocheco River.

Within the City, residents and visitors easily get around by foot, car, bike and bus. On-street parking is readily available, and a downtown parking garage is also being planned, with completion scheduled for within the next three to five years.



Profile:

Wentworth-Douglass Hospital

Some of the most sophisticated medical services and equipment north of Boston are provided by **Wentworth-Douglass Hospital**, Dover's primary health care center. Wentworth-Douglass is the largest acute care hospital in the Seacoast Region of New Hampshire and Southern Maine. The hospital specializes in trauma and emergency services, surgery, cancer care, birthing, orthopedic services, cardiovascular services, sleep disorders, rehabilitation, pain management, and wound healing, and also offers wellness and prevention management programs.

The hospital's Seacoast Cancer Center provides the full range of high quality cancer treatments in one location. It is accredited as a Community Hospital Comprehensive Cancer Program by the Commission on Cancer of the American College of Surgeons. The Medical Oncology Unit has been accepted as an affiliate program in the National Cancer Institute's Cancer Trial Support Unit network, allowing patients access to clinical trials previously available only at major medical centers. The new pediatric specialty clinic brings more than a dozen pediatric specialty services from Dartmouth Hitchcock Hospital to the Seacoast area, thus eliminating the need for families to travel. The hospital has

also added the robotic surgical system, daVinciS, offered by Intuitive Surgical. This system allows surgeons to perform precise, less invasive procedures for urologic, gynecologic, and general surgery, thus hastening patient recovery.

Wentworth-Douglass Hospital has been a healthcare leader in the Seacoast since 1906, and is accredited by the Joint Commission on Accreditation of Healthcare Organizations. It is a not-for-profit organization, and one of the largest employers in the state.

The Dover-Somersworth area is known for its wide range of specialized health care providers. This so-called "Medical Mile," which starts just below the hospital and continues along Route 108 for another two miles, is home to top-notch specialty providers, including urology, neurology, sports medicine, gastroenterology, and many more. Many of the region's top professionals have practices along this corridor. In addition, Dover proper is home to practitioners in podiatry, women's health, physical therapy, and family health. Alternative health care methods are also thriving, and run the gamut from chiropractic to acupuncture, naturopathy, Chinese healing arts, and hypnosis.



Profile: Liberty Mutual Insurance



Liberty Mutual Insurance is Dover's largest employer, and one of the leading employers in the state. The company has strong ties to New Hampshire, having first opened its doors in the Granite State in 1918. In the late 1980s, Liberty Mutual sought to expand their operations, and New Hampshire, with its favorable business climate, was the first choice. An excerpt from the official board minutes at that time reads, "Liberty Mutual acquired 220 acres of land in Dover between 1987 and 1990 with the plan to grow operations in southern New Hampshire... the Dover community has been very friendly and beneficial to Liberty Mutual."

The company's major Dover complex is located at Liberty Way, off of Sixth Street, with easy access to the Spaulding Turnpike; a smaller satellite office is located downtown.

Liberty Mutual's Dover operations center is the largest corporate site outside of their Boston headquarters, providing computer services, producing customer information materials, and offering financial, commercial, personal, and individual life insurance services.

Profile: Measured Progress

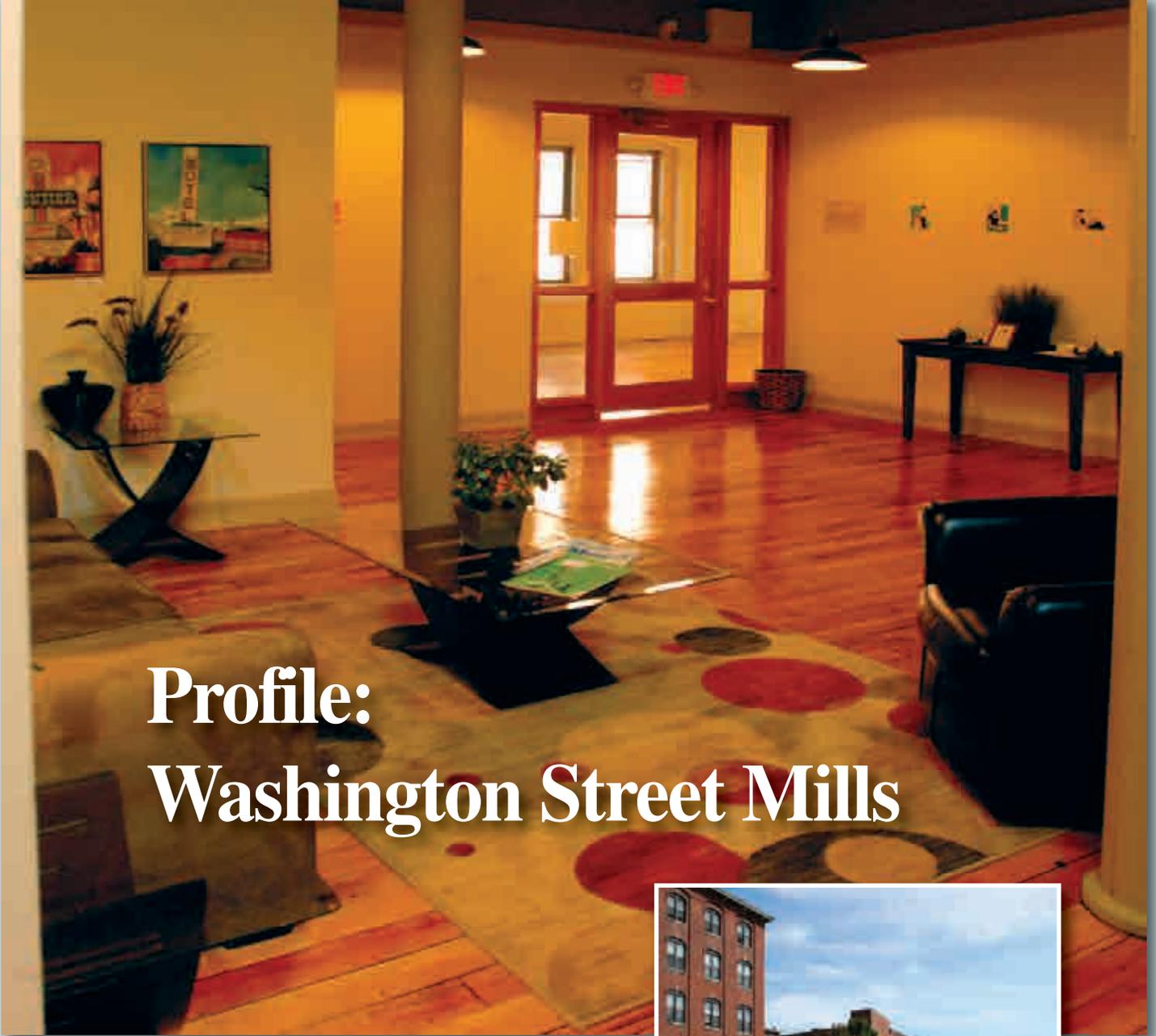


Measured Progress is an industry and national leader in integrated state assessment and professional development in the educational field. Since 1983, Measured Progress has worked with more than 35 states and major districts to develop large-scale assessment programs for general education and special student populations. Currently, the firm supports more than two dozen state clients nationwide.

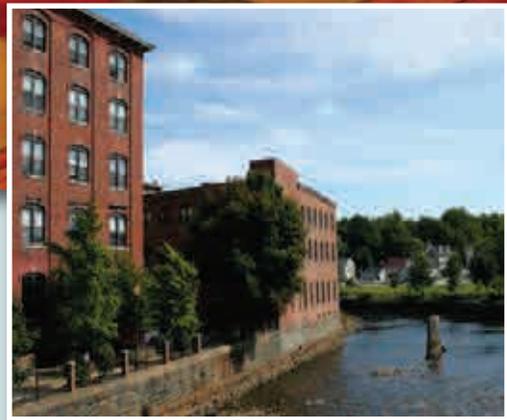
Building upon multi-state collaborations under the U.S. Department of Education's Enhanced Assessment Grant program, Measured Progress became a pioneer in supporting New Hampshire, Rhode Island and Vermont in creating and implementing the New England Common Assessment Program, the only multi-state, large-scale assessment program in the nation.

Measured Progress also takes their services into the classroom, in order to fulfill their mission of improving teaching and learning. They offer a range of assessment products and professional development services to schools, districts, and multi-district collaboratives. To date, they have delivered professional development programs to teachers in almost 50 districts, both urban and rural. Their work ranges from multi-day workshops to multi-year programs, all designed to help teachers understand assessment methods and data.





Profile: Washington Street Mills



The great **Washington Street Mill** complexes once were known around the world for their textiles, but competition from Southern mills, two horrific fires, and the Great Depression, finally proved too much, and the mills were shut down. Over the years, a wide range of businesses leased the buildings, but by the 1980s the massive structures were in bad shape. The mill buildings might have been destroyed were it not for the vision of Joseph Sawtelle and Tim Pearson, who purchased the mills in 1984 and began restoration efforts. In 2000, after Mr. Sawtelle's death, the mills were bought by local developer Eric Chinburg, who carried on the commitment to revitalize these historic landmarks.

Thanks to extensive renovations, and public support, the Washington Street Mills are again alive with the sound of commerce—not the textile industry, but a diverse and unique fabric of businesses. Woven together under one roof are manufacturers, retail stores, a range of service providers, nonprofit organizations, and an artists' colony, complete with gallery.

Drawn by affordable space, a striking setting, and the special sense of community fostered by the mills, numerous and varied enterprises have set up shop in the mill's distinct spaces. Visitors to the mills enjoy the goods and services provided, the quality of the artwork, and the overall beauty of the restored complex.

Where once the mills primarily drove Dover's economic pulse, today they also fill a cultural role. Mill space is being designated for regular cultural offerings, such as films, concerts, lectures, and special activities. The opportunities are endless, and this time, the mills will fuel not only Dover's economic growth, but its cultural and creative spirit as well.



Profile: Cochecho Falls Millworks



Cochecho Falls Millworks defines Dover's downtown, much as it did in the nineteenth century, when it was a powerful producer of cotton textiles. The magnificent brick structure was built in 1870, and after being purchased by Tim Pearson and Joe Sawtelle in the 1980s, was painstakingly renovated. Today, its high ceilings, large windows, exposed beams, and natural brick have made it both premier office and residential space, attracting a wide range of clients and apartment dwellers. Tenants are also drawn to the dramatic site of the Cochecho River, cascading over the spillway in the mill's courtyard, and running literally underneath the building, before flowing on its way.

Cochecho Falls Mills offers 385,000 square feet of Class A office space, with suites ranging from 100 square feet to 38,000 square feet. Its downtown location, and easy access to Boston, Portland, and Manchester via the Spaulding Turnpike and I-95, as well as Amtrak, have made it a popular corporate choice.

Among those who have selected Cochecho Falls over the years are MBNA New England, AT&T, and PC Connections call centers, Relyco, Wentworth-Douglass Hospital Business Systems, SellMyTimeShare, and RewardsNOW.

In 2012, Cochecho Falls Millworks converted sections of the upper floors into top-notch apartments. Within the first eight months of availability, 75 units were sold. Forty-five more are being completed, with 36 of these already reserved. Thus, out of the 120 apartments planned, 110 in this first phase are already spoken for.



Education: We're in the Know

New Hampshire's workforce is highly educated, with more than 32.5 percent of the population over age 25 having a bachelor's degree or higher, and nearly 18 percent having taken some college courses. In a state with 26 colleges, pursuing an advanced education is easy, and is encouraged by most of the state's employers.

The University of New Hampshire is the state's leading educational institution, with its main campus located in Durham, just six miles from Dover. The University was founded in 1866, as one of the first land-grant colleges in the nation. It is now one of only eight universities in the United States to hold land-, sea-, and space-grant charters.

The University of New Hampshire is comprised of six colleges and schools: the College of Engineering and Physical Sciences; the College of Life Sciences and Agriculture, which includes the Thompson School of Applied Science, the College of Health and Human Services, the College of Liberal Arts, UNH Manchester, and the Whittemore School of Business and Economics. UNH serves more than 11,300 undergraduate, and 2,400 graduate students in 100 undergraduate and 70 graduate programs of study.

A comprehensive research grant university, UNH received more than \$117 million in grants in 2012. The University has a unique commitment to undergraduate research, and has an endowed undergraduate research program that provides students from all disciplines with faculty mentoring and financial support to pursue independent research and scholarship.

The University of New Hampshire has long been recognized as a leader in engineering, business, marine science, physical science, climate change, and other fields. Faculty and students from UNH have worked with NASA on space programs and technology. The University is also in the forefront of developing nationwide university best practices to address climate change. Through its EcoLine project, UNH will be the first university in the United States to use renewable landfill gas as its primary energy source, significantly reducing greenhouse gas emissions. UNH has also developed the first University greenhouse gas inventory tool, which is now used by 300 universities, and established the first endowed University-wide program to integrate sustainability principles into University curriculum, operation, research, and engagement.

Founded in 1769, is esteemed **Dartmouth College** in the northern part of the state. The Royal Governor of New Hampshire, John Wentworth, provided the land for this college, and conveyed the charter from King George III for its establish-



ment. Dartmouth is the nation's ninth oldest college and the last institution of higher learning created under Colonial rule. In the two centuries since its founding, Dartmouth has evolved into one of the country's most prestigious colleges. An Ivy League institution, it enrolls approximately 4,300 undergraduates in the liberal arts, and 1,200 graduate students. Students flock from around the nation and around the world to take advantage of its offerings. Dartmouth offers 16 graduate programs in the arts; is home to the nation's fourth oldest medical school, the Dartmouth Medical School, founded in 1797; the nation's first professional school of engineering, the Thayer School of Engineering, founded in 1867; and the first graduate school of management in the world—the Tuck School of Business, founded in 1900.



International Trade: New Hampshire Reaches the World

Companies from New Hampshire easily do business with corporations and markets around the world, thanks to the New Hampshire International Trade Resource Center (NHITRC), conveniently located at Pease International Tradeport in Portsmouth, New Hampshire, just 10 miles from Dover. In fact, of all the states, New Hampshire boasts the eighth highest share of small- and mid-sized exporters, and the fifth highest in foreign investments. Exports in the Granite State have grown steadily over the last three years, and that growth continues. According to NHITRC, New Hampshire ranks number one in New England in export growth rate, with 50 percent of foreign sales coming from the state's innovative technology companies.

The NHITRC can coordinate all facets of a company's participation in a trade mission, from establishing face-to-face meetings, to providing guidelines on cultural etiquette. All available programs on state, federal, and private/non-profit levels are housed under one roof, making it easy for state businesses to use resources efficiently. In fact, they are a one-stop information center for all data relating to international business, culture, economics, politics, and contacts. To educate business owners on exporting, the NHITRC offers more than 30 seminars and events each year on a wide range of topics. At the same time, individual counseling is offered, helping businesses reach their goals, and addressing any issues that arise in dealing with the international marketplace.

Financial assistance is also available through the NHITRC, thanks to partnerships with the U.S. Export-Import Bank, the U.S. Small Business Administration, and the Overseas Private Investment Corporation. The office also provides marketing services, numerous networking opportunities, and a range of logistical assistance.

Top 10 NH Commodity Exports

- 1) Industrial machinery, including computers
- 2) Electric machinery, sound equipment, TV equipment, parts
- 3) Mineral fuel, oil, etc.
- 4) Optic, photo, medical or surgical instruments
- 5) Plastics and articles thereof
- 6) Copper and articles thereof
- 7) Iron and steel
- 8) Wood and articles of wood, wood charcoal
- 9) Vehicles, except railway or tramway, and parts
- 10) Fish, crustaceans and aquatic invertebrates

Top 10 Countries for NH Exports

- 1) Canada
- 2) Mexico
- 3) Netherlands
- 4) China
- 5) Germany
- 6) Hong Kong
- 7) United Arab Emirates
- 8) Brazil
- 9) United Kingdom
- 10) Italy



To learn more about how the NHITRC can help you become a global business, visit www.exportnh.org, or call (603) 271-8444.





Incentives and Financial Assistance: It Pays to Grow with Us

We want your business — that’s New Hampshire’s and Dover’s motto, pure and simple. To that end, we do everything possible to encourage business startups, relocations, and expansions. A number of incentives make it easier than ever to do business here in Dover.

Incentives

Revitalization Zone Tax Credits (ERZ)

Dover has qualified for five Revitalization Zones. As a result, businesses locating within these zones and bringing new jobs to Dover receive a tax exemption against the business profits and enterprise taxes. The tax credit can be up to \$200,000 over a five-year period. (See separate page on ERZs)

Community Development Block Grant

This assistance can be in the form of a grant to the municipality for public infrastructure improvements on behalf of an existing business. It can also be a loan to the business itself. The maximum amount of funding available for any given project is \$500,000, regardless of the size of the community applying for the grant. All grants are one-year duration, and one job must be created for each \$20,000 in CDBG funds granted. The key to this federal program is that a minimum of 60 percent of the jobs created must be filled by people in low-income and moderate-income brackets.

Job Training Fund

This matching grant program is designed to enhance worker skills and help companies stay competitive in the global marketplace. It requires a minimum of a 50 percent cash match, but there is no cap on the amount of the grant.

Low Interest Loan Program Based on New Jobs

The State offers a low interest loan program through Citizens Bank that provides financing from \$250,000 to \$10 million, based on creating new jobs in the State. For every new job created, \$40,000 can be allocated towards a loan for machinery, equipment, or buildings. The specified jobs must be created within three years after the funds are borrowed.

Research and Development Credit

During the 2007 session, the New Hampshire Legislature enacted a research and development credit, which can be used against business taxes paid to the state. Under the 2007 Laws of New Hampshire, Chap. 271, the Legislature has designated \$1 million for each of the next five fiscal years to be available to fund the credit.



Financial Assistance

Energy Efficiency Loans

In cooperation with Ocean Bank, New Hampshire offers a low interest loan for the purchase of new energy efficiency equipment. The state also offers free site visits to determine a strategy for improving energy efficiency, free industrial assessments to eligible small- and medium-sized manufacturing plants, and research connections with university faculty for energy-related projects.

Industrial Revenue Bonds

This program is for manufacturers only — meaning companies that produce or manufacture tangible personal property.

At least 75 percent of bond proceeds must be spent on core manufacturing space and equipment. Storage, office, and research and development space must be excluded from this calculation. To be cost effective, loans must be between \$1.5 million and \$20 million, and the interest rate is about 70 percent of prime and can be used for the purchase of land, buildings, and capital equipment.

Dover Economic Loan Program

The Dover Economic Loan Program can provide partial financial assistance to help ensure the viability of a promising business venture. If you are planning to start a new business, or expand one, this program can help turn your plans into reality. The program is open to sole proprietorships, partnerships, corporations, startups, expansions, and relocations. It can also be used to help businesses modernize, build, or acquire needed equipment or machinery, provide job training, or infuse a venture with working capital. For more details, call the Department of Planning and Community Development at (603) 743-6008.

SEDC Revolving Loan Program

Financed through the Southeast Economic Development Corporation (SEDC), the Revolving Loan Program is tailored to the unique and diverse financial needs of varying types of businesses. These flexible and affordable financing packages are customized to aid businesses large and small in getting established, expanding, making improvements — whatever their needs may be.

**For more information on any of these programs, call
the Dover Business & Industrial Development Authority at (603) 516-6043.**

Local Resources: Here to Serve

The Dover Business & Industrial Development Authority, Greater Dover Chamber of Commerce, Dover Main Street, and the City of Dover work together to provide a welcoming and progressive environment for fostering the city's business and job growth, while maintaining its unique quality of life. The **Dover Business & Industrial Development Authority (DBIDA)** is a 503(c)3 nonprofit corporation that manages economic development by the City of Dover. DBIDA works to retain, expand, and assist businesses of all types and sizes, and also to attract new business to the City. DBIDA acts as an advocate for business before the City Council, and interfaces with the Planning Department, and other key areas on the business's behalf. They are an excellent resource for information about the state, the City, and how your business can grow here.

The **Greater Dover Chamber of Commerce** offers business development and education programs, government affairs activities, and local and regional marketing initiatives. Through annual community events such as the Cochecho Arts Festival and Apple Harvest Day, the Chamber regularly draws tens of thousands of visitors into the city each year. Businesses seeking to relocate will find a wealth of resources and information at the Dover Chamber, as well as personal assistance from their members.

Dover Main Street is a community revitalization program that promotes the historic and economic development of downtown Dover. The organization encourages economic development within the context of historic preservation, and seeks to rebuild commercial districts based on their traditional and unique assets, such as architecture, personal service, local ownership, and a sense of community.

The **City of Dover** is proactive when it comes to business, as evidenced by their strong commitment to downtown revitalization projects, creating areas for growth and expansion, and commitment to economic development incentives.

Working closely with DBIDA and the City is the **Southeast Economic Development Corporation of New Hampshire (SEDC)**. The SEDC is an independent nonprofit corporation which specializes in providing and locating financial assistance for businesses in the areas of southeastern and south central New Hampshire. They focus on projects that create new jobs, or secure existing jobs. The SEDC serves as a "central point of financing contact," as they recruit and screen services for businesses and municipal, state, and federal agencies, as well as nonprofits, banks, and investors. They operate four revolving loan funds, tailored to the unique financial needs of different businesses.

The SEDC operates primarily in Strafford County and the Greater Manchester area. In the 10 years since they have been established, they have assembled one of the largest Revolving Loan Funds and loan portfolios in the state. The SEDC has



distributed more than \$28,000,000 to businesses in our area, and brought in more than \$106,000,000. This has resulted in about 4,150 jobs being directly created and retained, and about 5,600 jobs indirectly created and retained. They also work with tax credit programs, loan guarantee programs, technical assistance programs, and "grant to business" programs to benefit their clients.

Dover recently welcomed the **Small Business Development Corporation** to the City. The SBDC offers business management advice and workshops to existing small businesses and startups. They assist with financing, planning, development and improvement of business models.

Also available as a resource is the **New Hampshire Industrial Research Center (NHIRC)**. The NHIRC's mission is to assist industry in the state in becoming more competitive, so that more businesses are retained and industrial employment is increased. By providing state support and cooperation, the NHIRC helps New Hampshire companies upgrade older products or develop new ones. With NHIRC support, a university and industry collaboration fosters innovation and helps to preserve and increase the number of jobs in New Hampshire.





City of Opportunity



Within Dover's boundaries are numerous opportunities for growth —

and growth that qualifies for special incentives. There are five major areas within the city that qualify for inclusion in the state's ERZ program. They include areas that the City wishes to see revitalized. The potential is tremendous for the right business. Please visit our website, www.locateindovernh.com for more detailed information about these locations.

1) Central Business District

Mill Properties: Along the Cochecho River are several former mill sites, and the former site of Dover's Public Works Department. All sites are ripe for redevelopment of different types. The Cochecho Falls Mills in the center of downtown are largely renovated and have been geared towards office space, but opportunities abound for commercial and retail use that would take advantage of the city's revitalized waterfront district and downtown. Recently, a limited number of residential apartments and condominiums have been added, making this a unique live/work space opportunity. Washington Street Mills has also been largely upgraded into a mix of office, retail, and light manufacturing space, but further opportunities still exist for large and small scale leasing.

Uptown: The former main site of Goss Manufacturing includes office, manufacturing and warehouse potential with more than 700 parking spaces. It has easy highway access and is located along the railroad lines. Goss still occupies 25 percent of the site, and other businesses are in place, but additional space is still available.

Waterfront: Across from the mills, and right on the river, is the City's former Public Works site. This area of prime real estate is ideal for mixed use, including retail, office, or residential. Such uses would complement the existing downtown and mill revitalization efforts, and the site is accessible from the new Washington Street Bridge. River access is also possible. A private developer has outlined major plans for the site, and prime leasing and subdividing opportunities are available.

2) Interstate/Locust Street: Just off the Spaulding Turnpike are several properties with great potential. One is a former lumber yard, another is industrial grade with warehouse space, and the third is the site of a former college. The City hopes to attract industrial

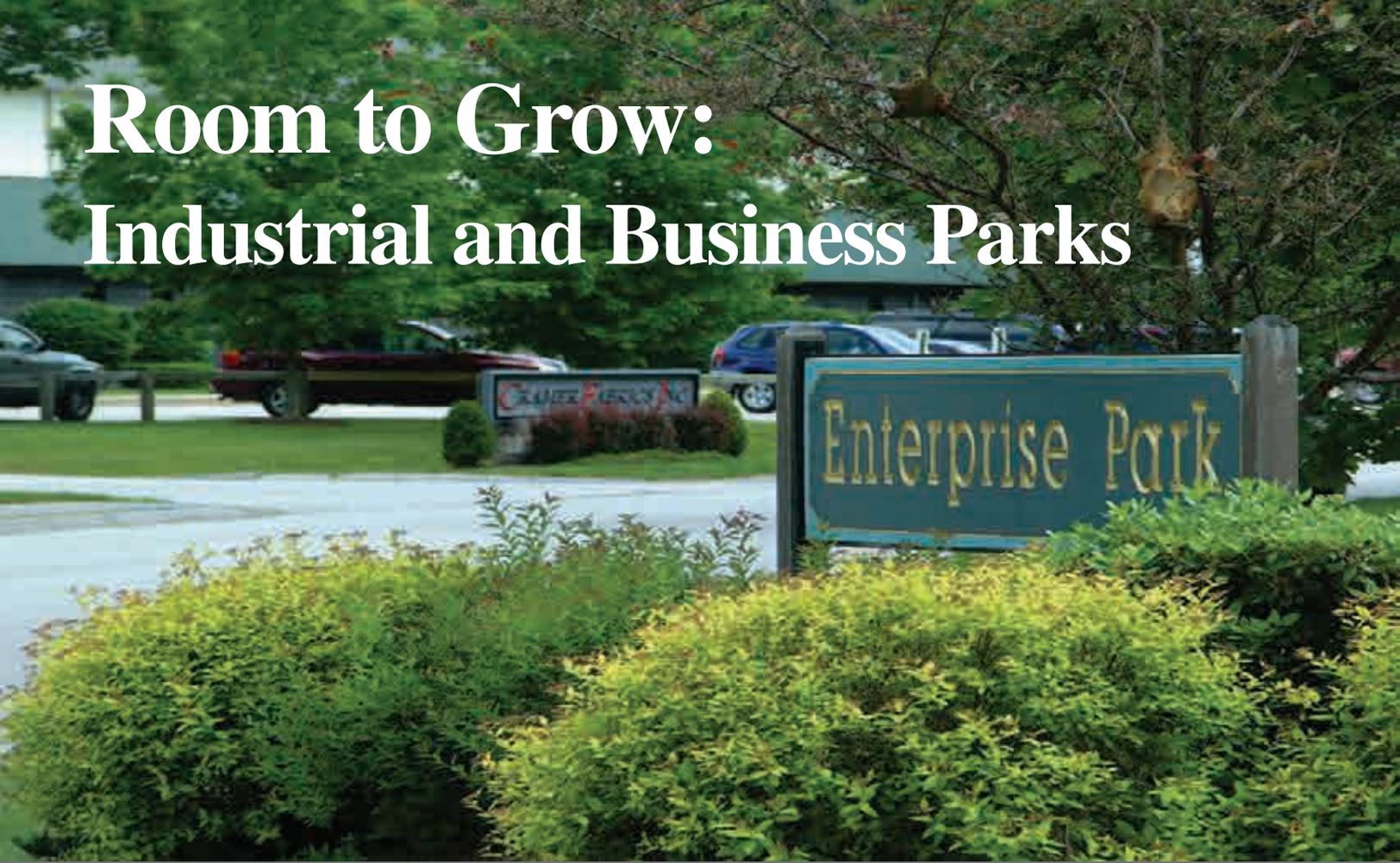
users to the industrial site, and to attract commercial use to the former college location, which is adjacent to both the Spaulding Turnpike and Central Avenue.

3) Industrial Park: The Industrial Park ERZ refers to industrial parks within the city limits, which are located on Sumner Drive, Progress Drive, Industrial Park Drive, Littleworth Road and Knox Marsh Road. All of these locations have easy access and proximity to the Spaulding Turnpike, off of Exit 8. Many of the parcels have direct access to the Guilford Railroad Line, which runs parallel to Knox Marsh Road. In fact, many of these sites were developed with railroad spurs leading to them. While there is vacant land within these areas, there are also plenty of vacant industrial structures here as well.

4) Mast Road Corridor: These two areas include Brownfield's sites that the city wishes to see revitalized. Both were formerly the home of Dover's extraction activities. The locations include three active gravel pits, one closed pit, and the City's Public Works facility. These locations are zoned for office and assembly manufacturing, and all have access to the Spaulding Turnpike, via Exit 7, and New Hampshire Route 4.

5) Sixth Street Corridor: This area is comprised of properties located on Production Drive, Venture Drive, Quality Way, Innovation Way, and Sixth Street itself. All of these properties have easy access to the Spaulding Turnpike, via Exit 9, and some even border the turnpike. The area is home to the headquarters for Liberty Mutual Insurance Company and Measured Progress, but the properties available do not include acreage on Liberty Way or Education Way.

Room to Grow: Industrial and Business Parks



Dover has three well established business and industrial parks.

All are within easy access of the Spaulding Turnpike, and most parcels have access to the Guilford Railroad line. Many of the sites were developed with railroad spurs leading to them. On Industrial Park Drive opportunities include redevelopment of warehouse and manufacturing space (some spaces are fairly modern and would require little renovation), and development of vacant land. Within Industrial Park Drive, and along Knox Marsh Road/Sumner Drive there are opportunities

for a retail/service operation, or additional industrial development. The EAD property is suitable for commercial/industrial manufacturing and offers easy access to both the Spaulding Turnpike and Route 4.

All sites except Enterprise Park are within the ERZ; all are already home to thriving businesses of all types, and have potential for further growth.

Enterprise Park

Owned by Dover Business and Industry Development Authority, Enterprise Park is a business park roughly 92 acres in size. It is zoned for warehouse and distribution businesses, industrial research and testing facilities, and office uses. Enterprise Park is less than a mile from the Spaulding Turnpike, and near the bustling Week's Crossing, a growing commercial district that is already home to a number of restaurants, hotels, shopping, and a large new medical complex. Week's Crossing is at the critical junction of the Spaulding Turnpike, Route 108's "Medical Mile," Dover's "Miracle Mile" retail district, and Central Avenue, the gateway to downtown Dover.

Industrial Park Drive

This large park encompasses 160 acres and is zoned for services, restaurants, accommodations, warehousing, wholesaling, industry, office space, utilities, and agriculture. The site is becoming a magnet for electrical parts operations, with one large manufacturer of this type already in place. Twenty-one other businesses are also located here.

Locust Street Industrial Park

This park is broken into two parcels, and covers 15 acres. It is zoned for a variety of industrial uses.

Information on all of these spaces, and more, is available by contacting the Dover Business & Industrial Development Authority at (603) 516-6043.



Lifestyle: Welcome to Our Neighborhood

Dover is a city of options, from dynamic downtown urban living, to friendly neighborhoods, and outlying rural properties. Whatever your choice, the city remains a convenient hub of area activities, drawing people in for services, events, recreation, shopping, and employment. This alive and friendly urban center is truly a place to call "home."

Housing

The heartbeat of a healthy city is its people and in Dover, we are committed to the Urban Village concept. We have a downtown where people live and work, shop and play. In our Urban Village, people live up over their shops or restaurants, and many of your customers are also your neighbors. Downtown living means you can easily walk to shops and services, as well as enjoy the many restaurants and street cafes, the thriving arts and music scenes, and nearby parks. Intown, choose from historic homes, condominiums or apartments, including some in restored mill buildings with their handsome brick and large windows.

If a downtown neighborhood is what you seek, Dover offers classic homes on tree-lined streets. Many homes feature architecture from Colonial, Georgian and Victorian periods. You'll see children playing ball and riding bikes, and families gathering to visit. Dover's suburbs offer a mix of modern and older homes, including new subdivisions with green features. A rural character still exists within Dover's boundaries, with a number of active farms and greenhouses still in operation, and opportunities for buying single family homes out in the countryside.



Schools

Dover students historically have tested higher than the national average in scholastic tests, and the district is among a select group fitting the model of “What Parents Want.” Only 14 percent of the nation’s 15,620 school systems receive this distinguished honor. A challenging academic program is enhanced by a full array of extracurricular activities, including music, sports, clubs, and social events.

A good start is provided by a solid elementary and secondary education. Dover High School is a modern facility



offering advanced placement and honors courses, as well as a well-equipped regional career technical center, which features many programs to prepare students to enter the area workforce.

Dover is also home to several top quality private schools, including St. Mary Academy and St. Thomas Aquinas High School, which provide elementary

and secondary education respectively, Portsmouth Christian Academy, which serves Pre-K through Grade 12, and the Cocheco Arts and Technology Academy, a public charter school in the performing arts. St. Mary Academy and St. Thomas Aquinas offer challenging academic programs and college preparatory courses, with emphasis on moral development, while Portsmouth Christian Academy provides a superb education in a non-denominational Christian setting. The Cocheco Arts and Technology Academy is an art-based college preparatory school, serving grades 9-12. They offer courses in core academics, the performing arts, and technology related to the arts.

With the University of New Hampshire located nearby, Dartmouth, and many other in-state colleges to choose from, Dover students are encouraged early on to explore an advanced education. They are easily able to see the benefits of a college education, and all the opportunities and fields of study the University, and other schools, have to offer.

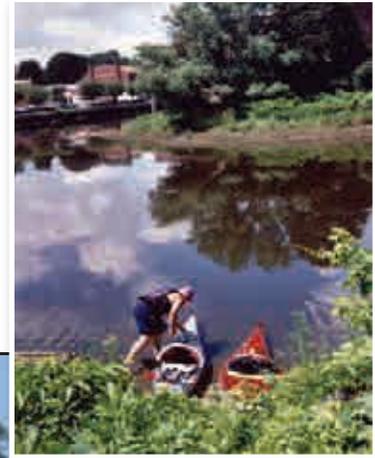


Healthcare

Dover residents receive some of the best healthcare in New England, thanks to Wentworth-Douglass, one of the leading hospitals in the region, and the numerous specialty providers located along the Route 108 “Medical Mile.” Many providers are affiliated with Boston hospitals. A new five-story medical complex has just opened, adding to the abundance of quality healthcare.

Recreation

Dover is surrounded by extensive parkland, three rivers, hiking trails, and stunning natural views. Consequently, Dover is an outdoor community, with residents quick to enjoy the many fun activities available outside. Water access is easy, and the Cocheco, Salmon Falls, and Bellamy Rivers are all popular destinations for kayakers, canoeists, boaters, and fishermen. Boaters coming up the Cocheco can dock at George’s Marina, a full service marina including dock slips, a nearby restaurant, and service and repair for all kinds of craft.





Dover's parks encompass more than 150 acres. Henry Law Park is right downtown and a popular choice with its waterfront views, playground, easy access to the Children's Museum, and broad open space for games of all kinds. Nearby Garrison Hill Park and Tower have provided Dover residents (and neighbors) with a birds' eye view of the city and surrounding towns for more than 100 years. The tower, a replica of the original 1913 structure, rises to a 298-foot elevation, and provides panoramic vistas of the White Mountains, Isles of Shoals (seven miles out in the Atlantic Ocean), and the rolling countryside. The park also features colorful climbing equipment for children and a covered picnic pavilion.

Historic Hilton Park, the site of Dover's first settlement, is located on the Piscataqua River, offering great opportunities to see wildlife and gorgeous sunsets. The park features a playground, picnic area, boat launch, and grills. The Willand Pond Recreation Area is four-seasons of fun. The 73-acre pond is ideal for swimming, fishing, and boating, ice skating and ice fishing in the winter, and hiking anytime along its pond-side trail.



Hiking, snowshoeing and cross-country skiing are also popular at Willand Pond, and in several other locations, including Bellamy Park and the Cochecho River Land Conservancy area. Bellamy Park features magnificent woodlands, grassy open spaces, wooded trails, spectacular views of the Bellamy River, and a first-class disc golf course. The Cochecho Conservancy spans 20 acres right along the upper end of the Cochecho River. Great running and walking trails can also be found on the grounds of the Strafford County Farm, including the Bluebird Trail and the Cathy Shiro O'Brien Cross-Country Trail, named for the native Dover Olympian. Both trails follow the edge of the Cochecho River.

The Bellamy Wildlife Management Area is a hunter's paradise, teeming with wildlife, and presenting a network of trails that cross both field and forest to wind along the shores of the Bellamy River. The nearby Bellamy Wildlife Sanctuary is home to a diverse wildlife population, including several endangered species. A one-mile path takes walkers along the river.

Families escape the summer heat at the Jenny Thompson Pool, named for the much decorated Olympic swimmer, a Dover native. The pool is located at Guppy Park, which also encompasses the Dover Ice Arena, home to learn to skate,



hockey, and figure skating programs, and a community softball field. Families enjoy the many programs offered year-round by the Dover Recreational Department, including a full slate of aquatic offerings at the indoor pool, basketball and indoor soccer at Butterfield Gym, fitness programs, including Pilates, Tai Chi, body sculpting, and more at

the McConnell Center, plus basketball, soccer, baseball and golf leagues, and summer camps and playground programs filled with activities galore. Seniors stay active with the Department's busy calendar of day trips, fitness programs, computer classes, music, crafts, games, dances, and speakers.

Golf is a major pastime on the New Hampshire and southern Maine seacoast, as evidenced by the many top-notch places to play. A few highlights... Get in the swing at the Cochecho Country Club, a stunning 18-hole private course, just two miles from downtown Dover, or challenge yourself at The Links at Outlook, a public golf course in nearby South Berwick, Maine which offers 18 championship holes in the Scottish tradition. Lovely vistas await at the Oaks Golf Links in Somersworth, another public course spanning 270 acres and featuring 18 holes on gently rolling bentgrass, which resembles the Heathland in England. And, just up the road in Somersworth is Sunningdale Golf Club, with nine holes.





Culture

From history to art, dance to theater, Dover has offerings that broaden your mind and lift your spirit. One of the city’s premier institutions is the **Woodman Institute Museum** and **William Damn Garrison House**. Often called a “museum’s museum,” the Woodman Institute is a true turn-of-the-century institute with exhibits on natural science, history, art, culture, and furniture displayed throughout a four-building complex that is listed on the National Register of Historic Places.

A new adventure greets visitors in every room (and visitors come from all over the world). Climb the narrow ladder stairs in the 1675 Colonial Garrison and wonder how someone could have slept in those old rope beds. Marvel at a 10-foot polar bear, two-headed snake, and man-killing bivalve clam. See one of ten known “Napoleon” cannons—batteries of these guns were

fired at Gettysburg to stop Pickett’s famous charge—and the saddle used by President Lincoln to review the troops, just prior to his assassination. Also on display are the pocket watch owned by Josiah Bartlett, one of the signers of the Declaration of Independence, and a 1771 tax bill from King George to the citizens of Dover.

More than 7,000 historical and genealogical documents are preserved at the Institute, along with collections of minerals, fossils, birds, butterflies, mammals, shells, Native American artifacts, scrimshaw, ships’ models, musical instruments, dishware, dolls, police and firefighting equipment, mill memorabilia, and a time capsule. Discover the Woodman, and discover our heritage.





Spring through fall, people flock to the riverside every few weeks to go on board the **Gundalow**, a full-scale replica of the historic boats that once plied the region's rivers. These unique craft ferried goods up and down the Seacoast and were an integral part of the region's growth. Today, families can visit the gundalow, see how it works, and learn part of the area's history.

At **The Children's Museum**, guests take their imagination to new heights, as they explore two floors of custom-created interactive exhibits for children of all ages, from toddlers to middle schoolers. Here kids can dig up dinosaur fossils, play music, take the controls of the space shuttle or navigate a submarine. Special programs and events are held throughout the year, including a New Year's Eve celebration for children and families, Mardi Gras event, and the annual Museum Birthday Party.



The city is home to several dance academies, a gymnastics academy, vocal and music studios, art galleries and a downtown cinema offering feature films. **The Dover Public Library** features monthly exhibits showcasing the works of local artists, and offers programs on travel, history, and topical issues, plus presentations by local authors. During the school year, free Saturday afternoon film matinees are shown, and the library also has a range of reading and activity programs for children and teens.

Enjoy live theater at the **Garrison Players** in neighboring Rollinsford. The community theater group offers musicals and reviews geared for families, and has won several awards for its performances.

The Whittemore Center in nearby Durham is a 6,100-seat multi-purpose sports and entertainment facility located on the University of New Hampshire campus. The "Whit" annually hosts more than 100 athletic events, popular music concerts, special events, and trade shows, and is home to the nationally-ranked UNH Wildcats hockey team.



Events

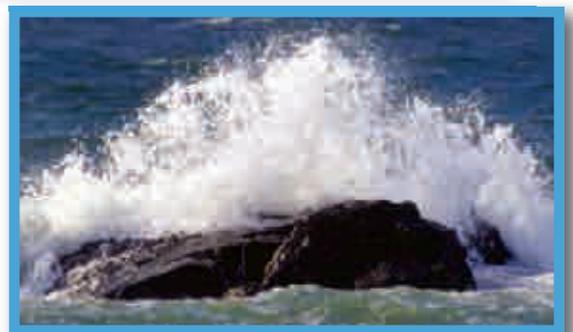
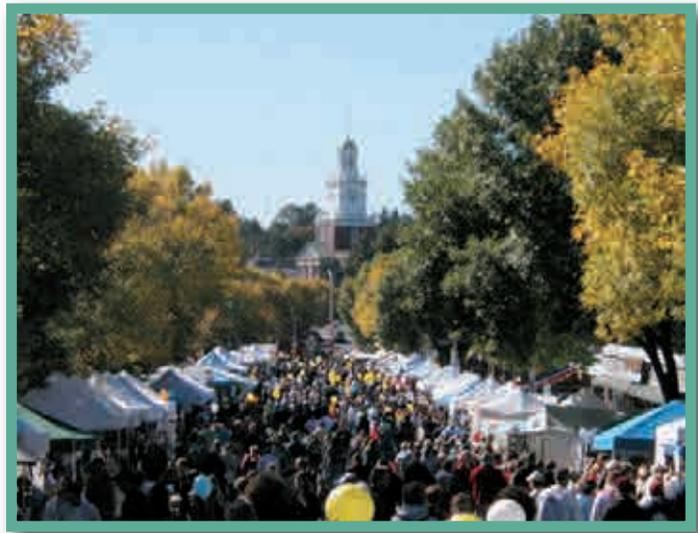
Dover offers a full slate of fun activities through the year. Some of the highlights include the Great Cochebo Boat Race, sponsored by the Strafford Rivers Conservancy, which brings out all manner of craft competing to race upriver, the reading of the Declaration of Independence at City Hall by costumed role players in July, and the summer-long Cochebo Arts Festival. The Festival is a concert series featuring both local and nationally-recognized entertainers. Concerts are held downtown at the Rotary Pavilion on Friday nights and Thursdays at noon; a special children's series is also offered.

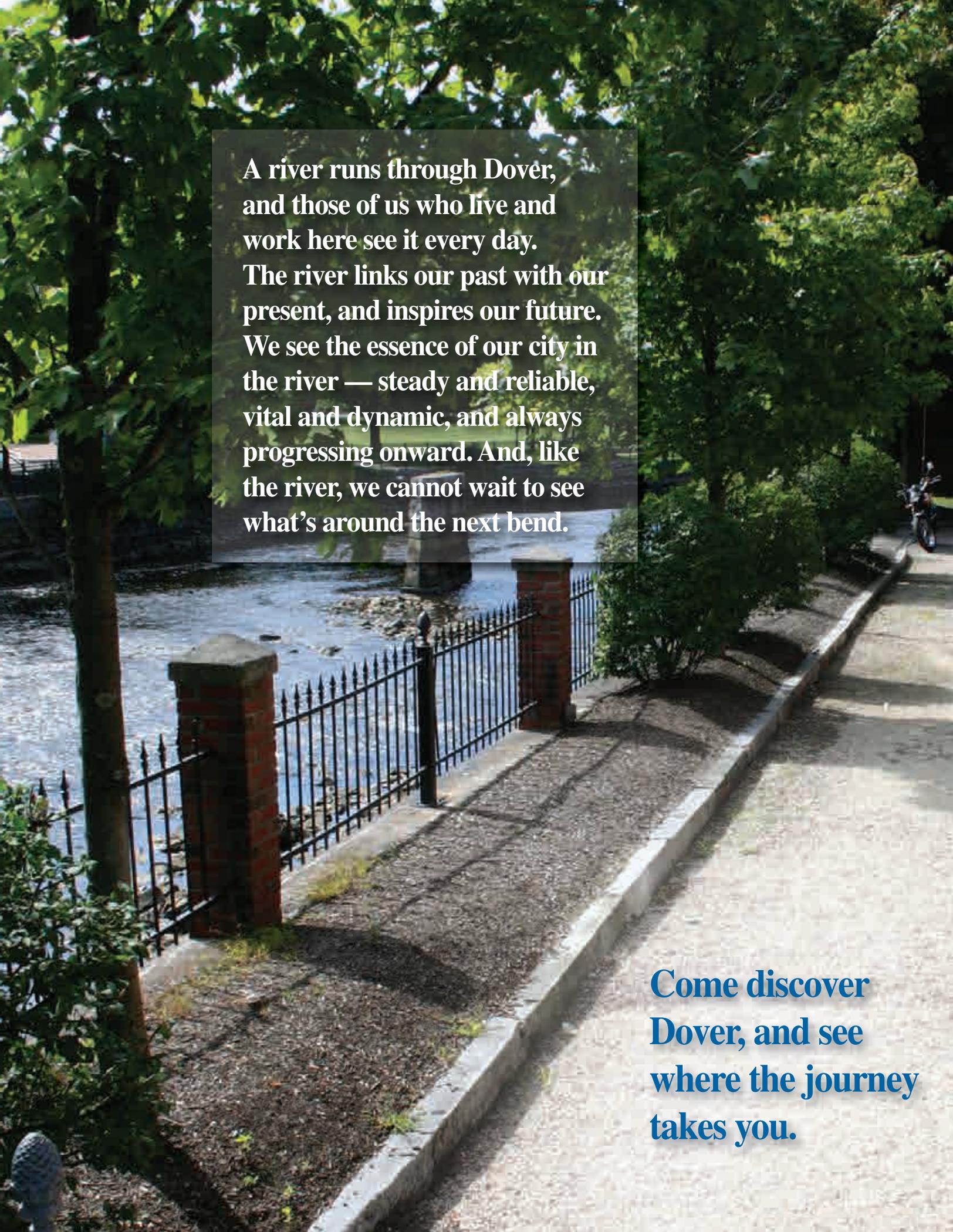
Fall brings one of Dover's signature events, Apple Harvest Day, a popular craft fair which draws more than 25,000 people to downtown. The event features displays from local apple orchards, an apple pie baking contest, artists and crafters from throughout New England, music and dance performances and other live entertainment, wonderful food, and a range of children's activities.

The holidays kick off in style with a parade, tree lighting, and downtown holiday stroll. Midwinter, residents enjoy an evening of glorious food thanks to "Winter Wonderland: A Taste of Dover," featuring samplings from dozens of local restaurants, music, and raffle prizes.

Nearby Attractions

Dover is just one hour from New Hampshire's celebrated lakes and mountains, with numerous opportunities for swimming, boating, fishing, and hiking. The Seacoast's famed beaches are just thirty minutes down the highway. Ride the waves, walk the beach, explore tidepools, and visit the many oceanside shops. Portsmouth, with its historic sites, is also just minutes away. Visit Strawberry Banke, an historic village showcasing four centuries of Seacoast life, or stop at Albacore Park, and explore the nation's first nuclear submarine, the USS Albacore, which was built at the Portsmouth Naval Shipyard. Cruises depart from the Portsmouth waterfront, taking you to the famed Isles of Shoals, or for a glorious sunset or foliage trip.





**A river runs through Dover,
and those of us who live and
work here see it every day.
The river links our past with our
present, and inspires our future.
We see the essence of our city in
the river — steady and reliable,
vital and dynamic, and always
progressing onward. And, like
the river, we cannot wait to see
what's around the next bend.**

**Come discover
Dover, and see
where the journey
takes you.**



This Industrial Development Resource Guide is provided by the Dover Business and Industrial Development Authority.