

78A  
mac



STATE OF NEW HAMPSHIRE  
DEPARTMENT of RESOURCES and ECONOMIC DEVELOPMENT  
**OFFICE OF THE COMMISSIONER**

172 Pembroke Road Concord, New Hampshire 03301  
Phone: 271-2411 Fax: 271-2629

June 14, 2016

Her Excellency, Governor Margaret Wood Hassan  
and the Honorable Executive Council  
State House  
Concord, New Hampshire 03301

**REQUESTED ACTION**

1. In accordance with RSA 94:3, the Department of Resources and Economic Development (Department), with the authorization of the Office of the Governor, respectfully requests approval of a **RETROACTIVE** salary increase for Carmen Lorentz, Director of the Division of Economic Development, Unclassified Position #9U096, in the amount of \$4,844.32 from Group GG, Step 4 \$88,385.44 to Group GG, Step 5 \$93,229.76 effective January 27, 2016 upon Governor and Executive Council approval. 100% General Funds
2. Further authorize the Department to make a one-time **RETROACTIVE** payment to Carmen Lorentz in the amount of \$1,993.40 plus associated benefits costs for the salary increase difference from January 27, 2016 through the date of approval by the Governor and Executive Council. 100% General Funds

Funds are available as follows:

	<u>FY 2017</u>
03-35-35-350510-36000000	
Economic Development Admin	\$1,993.40
011-500126 Personal Services Unclassified	

**EXPLANATION**

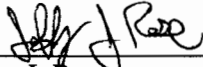
Director Lorentz has done a fantastic job leading our Economic Development division since January 2014. Not only does she possess a wealth of knowledge with her strong economic development experience and background, but she brings a professionalism, consistency, and leadership that have revived the division. She is an absolute integral part of my leadership team, and I continue to be excited about the potential that lies ahead for the division, agency, and state, with her serving in this important role. For these reasons, I respectfully ask that Director Lorentz's salary increase be retroactive to January 27, 2016 to coincide with her anniversary date of hire.

Some key accomplishments under Director Lorentz's leadership include:

- Developed a strategic operating plan for the division;
- Reinstated the New Hampshire Economic Review publication;
- Implemented new technology tools to empower our staff and industry partners;
- Realigned staffing structure and added key new talent to division;
- Enhanced our online presence to encourage business growth;
- Established marketing partnership to enhance state's business brand;
- Revitalized the focus of the Economic Development Advisory Committee; and
- Built partnerships and alliances to increase collaboration among key stakeholders.

I continue to be proud of the leadership team we have assembled at the Department, and Director Lorentz is a key contributor to the agency's success. Thank you for your consideration.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Jeffrey J. Rose". The signature is written in a cursive style and is positioned above a horizontal line.

---

Jeffrey J. Rose  
Commissioner