

**Exeter Board of Selectmen Meeting
Monday, December 5th, 2016, 7:00 p.m.
Nowak Room, Town Office Building
10 Front Street, Exeter, NH**

1. Call Meeting to Order
2. Public Comment
3. Minutes & Proclamations
 - a. Proclamations/Recognitions
4. Approval of Minutes
 - a. November 28th, 2016
5. Appointments
6. Discussion/Action Items
 - a. Water-Sewer Rates Hearing
 - b. FY17 Budget and Warrant Articles
 - c. Financial Software Lease-Purchase
 - d. Cell Tower Lease Proposal - Simpson Property
7. Regular Business
 - a. Tax, Water/Sewer Abatements & Exemptions
 - b. Permits & Approvals
 - c. Town Manager's Report
 - d. Selectmen's Committee Reports
 - e. Correspondence
8. Review Board Calendar
9. Non-Public Session
10. Adjournment

Daniel Chartrand, Chairman
Exeter Selectboard

Posted: 12/2/16 Town Office, Town Website

Persons may request an accommodation for a disabling condition in order to attend this meeting. It is asked that such requests be made with 72 hours notice. If you do not make such a request, you may do so with the Town Manager prior to the start of the meeting. No requests will be considered once the meeting has begun.

AGENDA SUBJECT TO CHANGE

**TOWN OF EXETER
MEMORANDUM**

TO: Board of Selectmen
 FROM: Russ Dean, Town Manager
 RE: FY17 Budget Update
 DATE: December 5th, 2016

The following represents an updated budget memo from the Board’s meeting of November 28th.

General Fund Discussion

The general fund revised number of \$18,283,369 includes five notable components: 1) 8 months of a new firefighter (\$64,581), 2) library increase (\$75,113), 3) sidewalk funds (\$120,000), 4) human services budget relocated to the budget (\$100,000), and 5) Dam removal obligations (\$80,000). These four items total \$439,694 or 61.22% of the total increase of \$718,224 compared to the FY16 budget article approved by the voters in March of 2016.

As discussed at the BOS meeting on November 28th, the operating budget article of \$17,576,735 was approved by the voters on March __, 2016. In addition, several lease/purchase items were approved, along with two collective bargaining agreements (Fire, and the SEIU 1984 DPW/Town Office Employees). These costs along with the human services appropriations of \$108,035 have been added into the base starting point for FY17. The total of these additions brings the starting point to \$17,792,834, a difference of \$216,099.

General Fund	FY16 Budget	FY17 Budget	% Increase
Budget	\$17,576,735	\$18,283,369	4.02%
Warrant Articles	\$216,099	\$174,189	-3.45%
Total General Fund	\$17,792,834*	\$18,457,558	3.74%
*does not include master plan expense of \$50,000			

Based on all the information to date, year over year appropriations stand at a 3.45% increase over FY16 (\$17,842,834 in FY16, vs. \$18,457,558 in FY17). Based on the most recent revenue projections and a projected 2.0% valuation increase in 2017, we are projecting an estimated tax rate of \$7.31 per 1,000 for FY17. This number includes 10 cents per 1,000 for warrant articles, which are subject to voter approval.

Bonds and Warrant Articles

The Budget Recommendations Committee also forwarded positive recommendations on the following bond articles: 1) Lincoln Street improvements, \$2,802,000 (general, water, sewer funds), 2) Court Street Bridge/Culvert Replacements, \$1,381,000, 3) TTHM Remediation, \$1,500,000 (water fund).

The following special articles were recommended. 1) Washington Street water line replacement design, \$68,000; 2) Town Hall Fire Rated Staircase project, \$100,000; 3) Dump Truck Lease/Purchase, \$36,001, 4) Backhoe Replacement Lease/Purchase, \$38,188. Total general fund warrant articles are \$174,189 in this budget scenario. The latter two recommendations came with a caveat to review a SLEP program option for each item to extend service life as an alternative for replacement. It was noted earlier in this memo the human services warrant article was recommended to be included in the budget, which would reduce the warrants by \$108,035 and add \$100,000 to the budget for FY17.

Water and Sewer Funds

These amounts remain unchanged.

2016 Town Meeting Warrant - Approved

Articles	<u>Appropriations</u>	<u>General</u>	<u>Water</u>	<u>Sewer</u>	
1 Town Election					
2 Zoning 1					
3 Zoning 2					
4 Zoning 3					
5 Zoning 4					
6 Zoning 5					
7 WWTF	49,980,000			49,980,000	
8 Choose Officers					
9 Operating Budget	17,576,735	17,576,735			
10 Water Budget	2,975,555		2,975,555		
11 Sewer Budget	2,400,549			2,400,549	
12 SEIU Agreement	16,689	11,492	2,872	2,325	
13 Fire Agreement	11,484	11,484			
14 Human Services	108,035	108,035			
15 Sick Leave Trust	75,000	-			
16 Finance Software	63,343	31,671	15,836	15,836	
17 Master Plan	50,000	50,000			
18 Snow Ice Deficit Non Capital Reserve	50,000	-			
19 Highway Dump Truck	36,001	36,001			
20 Downtown Parking Study	-	-			Not approved
21 Light Duty Lease Program	21,052	17,416	1,818	1,818	
22 Lease Town Property					
23 Discontinue Garrison Road					266,099
24 Petition: Drones					
25 Petition: Charter Commission					
26 Petition: Get Big Money Out of Politics					
27 Petition: Elderly Exemptions					
28 Petition: Downtown Sidewalks	-	-			
29 Petition: Travel Lanes					
Total Appropriations 2016	73,364,443	17,842,834	2,996,081	52,400,528	73,239,443

Town of Exeter

General Fund

Preliminary Budget FY 2017

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Version #3

Description	2015 Actual	2016 Budget	YTD Actual 10/31/2016	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget % Difference	2017 Default Budget	2017 Default Budget vs. 2017 BOS Budget \$ Increase/-(Decrease)	Explanation
GENERAL FUND										
General Government										
Board of Selectmen										
01-4130-0100-1000	BS- Sal/Wages Elected	16,000	16,000	14,667	16,000	-	0.0%	16,000	-	\$3K each 4-Select Person, \$4K for 1- Chair Person
	Salaries Total	16,000	16,000	14,667	16,000	-	0.0%	16,000	-	
01-4130-0100-2120	BS- Life Insurance	160	300	100	300	-	0.0%	300	-	No increase
01-4130-0100-2200	BS- FICA	992	992	909	992	-	0.0%	992	-	Based on wages: 6.2%
01-4130-0100-2210	BS- Medicare	232	232	213	232	-	0.0%	232	-	Based on wages: 1.45%
	Benefits Total	1,384	1,524	1,222	1,524	-	0.0%	1,524	-	
01-4130-0100-5200	BS- Consulting Services		1,000	-	1,000	-	0.0%	1,000	-	Expenses related to tax deeded properties, other services
01-4130-0100-5810	BS- Conf/Room/Meals	443	250	41	250	-	0.0%	250	-	LGC seminars, travel
01-4130-0100-5875	BS- Equipment Purchase	500	1	-	1	-	0.0%	1	-	
01-4130-0100-8050	BS- Special Expense	4,390	3,000	1,879	3,000	-	0.0%	3,000	-	Board/committee recognitions, memberships, employee recognitions
	General Expenses Total	5,333	4,251	1,920	4,251	-	0.0%	4,251	-	
	Board of Selectmen Total	22,717	21,775	17,809	21,775	-	0.0%	21,775	-	v
Town Manager										
01-4130-0111-1110	TM- Sal/Wages FT	152,528	156,282	132,095	158,810	-	2,528	158,810	-	2 FT: Town Mgr and Executive Assistant
01-4130-0111-1200	TM- Sal/Wages PT	4,715	5,630	4,065	5,100	-	(530)	5,100	-	2 PT: Recording secretaries @ \$14 per hour (BOS/BRC meetings); Intern
	Salaries Total	157,243	161,912	136,160	163,910	-	1,998	163,910	-	
01-4130-0111-2100	TM- Health Insurance	43,563	48,231	38,415	50,570	-	2,339	50,570	-	9.7% rate increase
01-4130-0111-2110	TM- Dental Insurance	3,494	3,495	2,912	3,495	-	-	3,495	-	No change in rate
01-4130-0111-2120	TM- Life Insurance	180	180	150	180	-	-	180	-	No change in rate
01-4130-0111-2130	TM- LTD Insurance	1,404	1,377	1,194	1,430	-	53	1,430	-	No change in rate
01-4130-0111-2200	TM- FICA	9,311	10,039	7,947	10,162	-	124	10,162	-	Based on wages: 6.2%
01-4130-0111-2210	TM- Medicare	2,178	2,348	1,859	2,377	-	29	2,377	-	Based on wages: 1.45%
01-4130-0111-2300	TM- Retirement Town	16,761	17,457	14,755	17,908	-	451	17,908	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%
	Benefits Total	76,891	83,126	67,232	86,122	-	2,997	86,122	-	

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01-4130-0111-4310	TM- Office Equipment Maintenance	12,035	-	-	-	-	-	-	-	-	Incl maint agreements 2 copiers, 1 color, postage machine
01-4130-0111-4314	TM - Office Equipment Leases		8,621	10,284	9,000	-	379	4.4%	9,000	-	Postage Machine lease, copier leases Town Office/Planning (from off. Equip)
01-4130-0111-4320	TM- Vehicle Maintenance	150	250	118	200	-	(50)	-20.0%	200	-	Routine maintenance town office pool car
01-4130-0111-5000	TM- Supplies	2,719	3,500	2,029	3,600	-	100	2.9%	3,600	-	Supplies for town offices (paper, etc.)
01-4130-0111-5010	TM- Postage	130	200	58	200	-	-	0.0%	200	-	TM office postage needs (Reserve moved to GG)
01-4130-0111-5120	TM- Reference Material	45	100	168	200	-	100	100.0%	200	-	NHMA publications
01-4130-0111-5312	TM - Phone Reimbursement	1,442	1,440	1,210	1,380	-	(60)	-4.2%	1,380	-	Reimbursement for phone (TM, EA- 50/50 split with Welfare)
01-4130-0111-5450	TM- Dues	13,778	14,000	13,818	14,000	-	-	0.0%	14,000	-	NHMA Town wide dues, MMANH, ICMA dues
01-4130-0111-5510	TM- Town Report Expense	2,299	2,500	2,190	2,500	-	-	0.0%	2,500	-	Printing of annual Town Report
01-4130-0111-5556	TM- Legal/Public Notices	512	500	374	500	-	-	0.0%	500	-	Budget/bond notices, public hearings, CDBG hearings
01-4130-0111-5576	TM- Subscriptions	245	250	94	260	-	10	4.0%	260	-	Exeter News-Letter, Portsmouth Herald
01-4130-0111-5750	TM- Contract Services	395	1	-	1	-	-	0.0%	1	-	Placeholder for unanticipated contracting needs
01-4130-0111-5800	TM- Travel Reimbursement	939	1,550	145	1,550	-	-	0.0%	1,550	-	Mileage reimbursement for TM/EA
01-4130-0111-5810	TM- Conf/Room/Meals	2,292	1,050	2,367	1,050	-	-	0.0%	1,050	-	ICMA, MMANH conference, Primex conf, Econ Forecast
01-4130-0111-5875	TM- Equipment Purchase	300	300	208	300	-	-	0.0%	300	-	Small equipment (file cabinet, other)
01-4130-0111-6260	TM- Fuel	100	200	30	175	(25)	(25)	-12.5%	175	-	Fuel for TM use of TO Pool Car
	General Expenses Total	37,381	34,462	33,093	34,916	(25)	454	1.3%	34,916		
01-4130-0111-9997	TM- Due from Water Fund	(28,783)	(29,926)	(22,446)	(30,568)	(341)	(642)	2.1%	(30,568)	-	12.5% water fund
01-4130-0111-9998	TM- Due from Sewer Fund	(28,783)	(29,926)	(22,446)	(30,568)	(341)	(642)	2.1%	(30,568)	-	12.5% sewer fund
	Due from Water/Sewer Funds	(57,566)	(59,852)	(44,892)	(61,136)	(683)	(1,284)	2.1%	(61,136)		
	Town Manager Total	213,949	219,648	191,593	223,813	(708)	4,165	1.9%	223,813		v
Human Resources											
01-4155-0115-1110	HR- Sal/Wages FT	63,516	65,063	54,994	66,116	-	1,053	1.6%	66,116	-	1 FT: Human Resource Director
	Salaries Total	63,516	65,063	54,994	66,116	-	1,053	1.6%	66,116		
01-4155-0115-2100	HR- Health Insurance	16,870	18,653	15,545	20,463	-	1,810	9.7%	20,463	-	9.7% rate increase
01-4155-0115-2110	HR- Dental Insurance	966	966	805	966	-	-	0.0%	966	-	No change in rate
01-4155-0115-2120	HR- Life Insurance	120	120	100	120	-	-	0.0%	120	-	No change in rate
01-4155-0115-2130	HR- LTD Insurance	832	816	708	848	-	32	3.9%	848	-	No change in rate
01-4155-0115-2200	HR- FICA	3,683	4,034	3,212	4,099	-	65	1.6%	4,099	-	Based on wages: 6.2%
01-4155-0115-2210	HR- Medicare	861	943	751	959	-	16	1.7%	959	-	Based on wages: 1.45%
01-4155-0115-2300	HR- Retirement Town	6,980	7,268	6,143	7,455	-	187	2.6%	7,455	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%
	Benefits Total	30,312	32,800	27,264	34,910	-	2,110	6.4%	34,910		

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01-4155-0115-5000 HR- Supplies	507	500	195	500	-	-	0.0%	500	-	Office supplies
01-4155-0115-5120 HR- Reference Materials		500	225	500	-	-	0.0%	500	-	Books, postings and information booklets
01-4155-0115-5200 HR- Consulting Services		1	-	1	-	-	0.0%	1	-	
01-4155-0115-5263 HR- Pre-Employment Screening	770	600	726	600	-	-	0.0%	600	-	Pre-employment Expenses
01-4155-0115-5312 HR-Phone Reimbursement	360	360	270	360	-	-	0.0%	360	-	Cell Phone Reimbursement for HR Director
01-4155-0115-5380 HR- Classification Update	2,438	1,500	-	1,500	-	-	0.0%	1,500	-	MRI (update job descriptions and pay classifications)
01-4155-0115-5410 HR- Employee Notices	1,667	1,500	1,192	1,500	-	-	0.0%	1,500	-	Posting of open job positions
01-4155-0115-5420 HR- Employee Relations	1,361	1,500	955	1,500	-	-	0.0%	1,500	-	Benefits Fair, employee service and recognition
01-4155-0115-5450 HR- Dues	164	580	488	580	-	-	0.0%	580	-	NH HR Assoc, IPMA-HR, SHRM
01-4155-0115-5800 HR- Travel Reimbursement		610	451	640	-	30	4.9%	610	(30)	Mileage,Tolls, Parking
01-4155-0115-5810 HR- Conf Rooms/Meals	671	500	505	510	-	10	2.0%	500	(10)	Primex and NHMA Conferences
01-4155-0115-5820 HR- Education/Training	170	1,100	948	1,250	-	150	13.6%	1,100	(150)	IPMA-HR Eastern Region Training and Annual Labor & Employment Law review
General Expenses Total	8,108	9,252	5,955	9,441	-	189	2.0%	9,252	(189)	
01-4155-0115-9997 HR- Due from Water Fund	(9,407)	(9,786)	(7,341)	(10,103)	-	(316)	3.2%	(10,103)	-	10% to water fund
01-4155-0115-9998 HR- Due from Sewer Fund	(9,407)	(9,786)	(7,341)	(10,103)	-	(316)	3.2%	(10,103)	-	10% to sewer fund
Due from Water/Sewer Funds	(18,814)	(19,573)	(14,682)	(20,205)	-	(633)	3.2%	(20,205)	-	
Human Resources Total	83,122	87,542	73,531	90,262	-	2,719	3.1%	90,073	(189)	v
Transportation										
01-4199-0119-5574 GG- Transportation	26,919	26,770	13,460	26,770	-	-	0.0%	26,770	-	Request from COAST bus service Total 2017 ask \$32,891
Transportation Total	26,919	26,770	13,460	26,770	-	-	0.0%	26,770	-	v
Legal										
01-4153-0120-5224 GG- Legal Expense	88,914	80,000	75,027	80,000	-	-	0.0%	80,000	-	
Legal Total	88,914	80,000	75,027	80,000	-	-	0.0%	80,000	-	v
Information Technology										
01-4150-0125-1110 IT- Sal/Wages FT	67,541	69,114	58,496	85,634	-	16,520	23.9%	70,233	(15,401)	2 FT: IT Coordinator (Salary Split 80% GF and 20% CATV Fund); FT IT Tech (8 mos)
01-4150-0125-1200 IT- Sal/Wages PT	12,160	13,500	11,935	7,480	2,720	(6,020)	-44.6%	22,880	15,400	PT Tech 20 hours per week (4 mos)
Salaries Total	79,701	82,614	70,431	93,114	2,720	10,500	12.7%	93,113	(1)	
01-4150-0125-2100 IT- Health Insurance	13,496	14,922	6,218	18,184	-	3,262	21.9%	8,185	(9,999)	9.7% rate increase
01-4150-0125-2110 IT- Dental Insurance	399	400	333	910	-	510	127.5%	400	(510)	No change in rate
01-4150-0125-2120 IT- Life Insurance	96	96	80	131	-	35	36.5%	96	(35)	No change in rate
01-4150-0125-2130 IT- LTD Insurance		1,020	827	901	-	(119)	-11.7%	901	-	No change in rate
01-4150-0125-2200 IT- FICA	4,664	5,122	4,166	5,773	169	651	12.7%	5,773	(0)	Based on wages: 6.2%
01-4150-0125-2210 IT- Medicare	1,091	1,198	974	1,350	39	152	12.7%	1,350	(0)	Based on wages: 1.45%
01-4150-0125-2300 IT- Retirement Town	7,414	7,720	6,525	9,672	-	1,952	25.3%	7,920	(1,752)	Jan-Jun: 11.17%; Jul -Dec: 11.38%
Benefits Total	27,160	30,478	19,123	36,921	208	6,443	21.1%	24,625	(12,296)	

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Preliminary Budget FY 2017**

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01-4150-0125-5000	IT- Supplies	757	750	298	500	-	(250)	-33.3%	750	250	Batteries, USB, RAM, Hard Drives, Power Supplies
01-4150-0125-5312	IT- Phone Reimbursement	927	465	-	465	-	-	0.0%	465	-	Cell Phone reimbursement for IT Coordinator (20% allocated to CATV)
01-4150-0125-5320	IT- Phone Utilization	24,384	25,043	20,588	25,043	-	-	0.0%	25,043	-	12.5% allocated to Water/Sewer Funds each - Est actual +5% + dedicated fax line for town clerk
01-4150-0125-5450	IT- Dues	840	840	-	-	-	(840)	-100.0%	840	840	InfoTech research group (Invoiced in December)
01-4150-0125-5680	IT- Computer Software	13,436	9,500	6,266	8,500	-	(1,000)	-10.5%	8,500	-	MS Licenses; Antivirus Protection; Server, Backup & Network related software
01-4150-0125-5681	IT- GIS Software	3,000	6,500	500	7,000	-	500	7.7%	7,000	-	Maps Online, ESRI licenses, increase to Support calls (Invoiced in November) - Cartographics Query Manager
01-4150-0125-5683	IT- Internet Services	8,767	9,240	6,769	10,330	-	1,090	11.8%	10,330	-	Google Apps, Aha Services, Cloud backup, Fair Point internet line, remote access; 12.5% allocated to Water/Sewer Funds
01-4150-0125-5704	IT- Network Supplies	15,274	10,000	4,794	27,000	-	17,000	170.0%	10,000	(17,000)	See narrative- Storage System Replace
01-4150-0125-5740	IT- Software Agreement	-	7,200	-	4,800	-	(2,400)	-33.3%	4,800	-	Database support, Firewall, VMware
01-4150-0125-5750	IT- Contract Services	11,465	9,600	8,800	9,600	-	-	0.0%	9,600	-	JDSCC contract for vacation coverage, IT emergencies, expert consultation
01-4150-0125-5800	IT- Travel Reimbursement	-	100	-	-	-	(100)	-100.0%	100	100	Mileage for IT Coordinator
01-4150-0125-5820	IT- Education/Training	1,141	1,440	1,440	2,600	-	1,160	80.6%	1,440	(1,160)	Online training
01-4150-0125-5875	IT- Equipment Purchase	989	1,000	1,042	1,000	-	-	0.0%	1,000	-	Tools and furniture
	General Expenses Total	80,980	81,678	50,497	96,838	-	15,160	18.6%	79,868	(16,970)	
01-4150-0125-7000	IT- CO- Computers	7,016	11,380	9,389	9,300	-	(2,080)	-18.3%	9,300	-	10 PCs 3 laptops 7 monitors and 1 printer
01-4150-0125-7305	IT- CO- Equipment	-	-	-	5,700	-	5,700	-	-	(5,700)	Security Camera System \$2,700; Swipe Card Entry System \$3,000
	Capital Outlay Total	7,016	11,380	9,389	15,000	-	3,620	31.8%	9,300	(5,700)	
01-4150-0125-9997	IT- Due from Water Fund	(11,876)	(12,449)	(8,613)	(14,332)	(265)	(1,883)	15.1%	(11,857)	2,475	12.5% of wages/benefits for IT Coordinator; 5% of wages/benefits for IT Tech
01-4150-0125-9998	IT- Due from Sewer Fund	(11,876)	(12,449)	(8,613)	(14,332)	(265)	(1,883)	15.1%	(11,857)	2,475	12.5% of wages/benefits for IT Coordinator; 5% of wages/benefits for IT Tech
	Due from Water/Sewer Funds	(23,752)	(24,898)	(17,226)	(28,664)	(530)	(3,766)	15.1%	(23,715)	4,949	
	Information Technology Total	171,105	181,252	132,214	213,209	2,398	31,957	17.6%	183,192	(30,018)	v
Trustee of Trust Funds											
01-4130-0130-1000	TT- Sal/Wages Elected	828	828	828	828	-	-	0.0%	828	-	Wages for Trustee of Trust funds
	Salaries Total	828	828	828	828	-	-	0.0%	828	-	
01-4130-0130-2200	TT- FICA	51	51	51	51	-	-	0.0%	51	-	Based on wages: 6.2%
01-4130-0130-2210	TT- Medicare	12	12	12	12	-	-	0.0%	12	-	Based on wages: 1.45%
	Benefits Total	63	63	63	63	-	-	0.0%	63	-	
	Trustee of Trust Funds Total	891	891	891	891	-	-	0.0%	891	-	v

Town of Exeter

General Fund

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Description	2015 Actual	2016 Budget	YTD Actual 10/31/2016	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget %-Difference	2017 Default Budget	2017 Default Budget vs. 2017 BOS Budget \$ Increase/-(Decrease)	Explanation
Town Moderator										
01-4140-0140-1000 MO- Sal/Wages Elected Salaries Total	600 600	1,250 1,250	450 450	700 700	- -	(550) (550)	-44.0% -44.0%	700 700	- -	1 Election, 1 Special Election, 2 Deliberative. \$175 per event
01-4140-0140-2200 MO- FICA	37	78	28	43	-	(34)	-44.0%	43	-	Based on wages: 6.2%
01-4140-0140-2210 MO- Medicare Benefits Total	9 46	18 96	7 35	10 54	- -	(8) (42)	-44.0% -44.0%	10 54	- -	Based on wages: 1.45%
Town Moderator Total	646	1,346	485	754	-	(592)	-44.0%	754	-	v
Town Clerk										
01-4140-0151-1000 TC- Sal/Wages Elected	71,652	72,311	59,883	73,482	-	1,171	1.6%	73,482	-	1 FT: Town Clerk
01-4140-0151-1110 TC- Sal/Wages FT	74,476	108,607	91,636	121,137	-	12,530	11.5%	121,137	-	Includes 1 FT Deputy TC (FY) + 2 FT Asst Clerks
01-4140-0151-1200 TC- Sal/Wages PT	31,793	8,752	8,751	-	-	(8,752)	-100.0%	-	-	
01-4140-0151-1300 TC- Sal/Wages OT	118	800	73	300	-	(500)	-62.5%	300	-	OT for Assistant Clerks
01-4140-0151-1400 TC- Longevity Pay Salaries Total	1,400 179,439	1,400 191,870	- 160,343	1,500 196,419	- -	100 4,549	7.1% 2.4%	1,500 196,419	- -	Longevity for Assistant Clerks
01-4140-0151-2100 TC- Health Insurance	47,667	69,588	43,920	57,922	-	(11,666)	-16.8%	57,922	-	9.7% rate increase
01-4140-0151-2110 TC- Dental Insurance	2,897	4,065	2,817	3,863	-	(202)	-5.0%	3,863	-	No change in rate
01-4140-0151-2120 TC- Life Insurance	240	280	225	300	-	20	7.1%	300	-	No change in rate
01-4140-0151-2130 TC- LTD Insurance	871	800	787	943	-	143	17.8%	943	-	No change in rate
01-4140-0151-2200 TC- FICA	10,764	11,896	9,648	12,178	-	282	2.4%	12,178	-	Based on wages: 6.2%
01-4140-0151-2210 TC- Medicare	2,517	2,782	2,256	2,848	-	66	2.4%	2,848	-	Based on wages: 1.45%
01-4140-0151-2300 TC- Retirement Town Benefits Total	16,219 81,175	20,641 110,052	16,899 76,552	22,149 100,203	- -	1,508 (9,849)	7.3% -8.9%	22,149 100,203	- -	Jan-Jun: 11.17%; Jul-Dec: 11.38%
01-4140-0151-4310 TC- Office Equip Maintenance	94	500	330	500	-	-	0.0%	500	-	outside computer maintenance, beyond contract copy paper, general office supplies, incentive awards, envelopes,
01-4140-0151-5000 TC- Supplies	4,653	2,000	1,773	2,000	-	-	0.0%	2,000	-	toner cartridges /5 printers, validator ribbons, calculator ribbons,
01-4140-0151-5005 TC- Computer Supplies	2,320	1,200	240	1,200	-	-	0.0%	1,200	-	dog civil forfeiture letters, dog reminders, letters & forms, weekly State work, monthly Vital work
01-4140-0151-5010 TC- Postage	4,159	5,000	4,321	5,000	-	-	0.0%	5,000	-	No longer subscribe to Thomson Reuters because RSA's are on line
01-4140-0151-5120 TC- Reference Materials	67	300	36	300	-	-	0.0%	300	-	IIMC -125; NHCTCA-30; NEACTC-30
01-4140-0151-5450 TC- Dues	220	200	215	200	-	-	0.0%	200	-	Finishing the opposite wall of vault for new storage. Waiting for actual cost for shelving from Dupont Shelving. Restoration of vital record books/town records, restore 2-3 books p/year.
01-4140-0151-5630 TC- Record Retention	4,970	23,625	23,622	17,625	-	(6,000)	-25.4%	23,625	6,000	Dog tags are ordered in November/December for following year.
01-4140-0151-5631 TC- Dog Tags	1,076	800	4	800	-	-	0.0%	800	-	
01-4140-0151-5740 TC- Software Agreement	7,429	7,620	7,744	7,800	-	180	2.4%	7,800	-	Interware Development Co Contract MV, Boats, Vitals, Transfer Station Permits, Credit Cards, Reports
01-4140-0151-5750 TC- Contract Services	2,549	2,600	1,430	2,600	-	-	0.0%	2,600	-	Sharp Copier, Seacoast Computer Contract Services
01-4140-0151-5800 TC- Travel Reimbursement	385	800	287	800	-	-	0.0%	800	-	Mandatory Regional, Conference, TC Certification, Training, NECTCA Conference
01-4140-0151-5810 TC- Conf/Room/Meals	520	700	548	700	-	-	0.0%	700	-	Mandatory Conference (Certification requirement) expecting to attend NECTCA Conference in RI
01-4140-0151-5820 TC- Education/Training	359	800	1,440	800	-	-	0.0%	800	-	Mandatory Regional, Conference, TC Certification, Training Registration, NECTCA Conference
01-4140-0151-5875 TC- Equipment Purchase	2,081	2,000	61	3,125	-	1,125	56.3%	2,000	(1,125)	Computers, printers, copiers, chairs, office furniture. 3 new CC chip Readers required (\$375x3=1125)
General Expenses Total	30,882	48,145	42,051	43,450	-	(4,695)	-9.8%	48,325	4,875	

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	Town Clerk Total	291,496	350,067	278,946	340,072	-	(9,995)	-2.9%	344,947	4,875 v	
Elections											
01-4140-0152-1000	EL- Sal/Wages Elected	1,663	6,500	5,043	6,500	-	-	0.0%	6,500	-	Supervisors of the Checklist-1 mandated election, 2 deliberative, 1 special election. Wage increase \$10 p/hr
01-4140-0152-1210	EL- Sal/Wages Temp	1,425	3,745	5,622	3,864	-	119	3.2%	3,864	-	Ballot Clerks for 1 mandated election, 2 deliberative, 1 special election, Wage increase \$8 p/hr
	Salaries Total	3,088	10,245	10,665	10,364	-	119	1.2%	10,364	-	
01-4140-0152-2200	EL- FICA	190	635	661	643	-	7	1.2%	643	-	Based on wages: 6.2%
01-4140-0152-2210	EL- Medicare	45	149	155	150	-	2	1.2%	150	-	Based on wages: 1.45%
	Benefits Total	235	784	816	793	-	9	1.2%	793	-	
01-4140-0152-5000	EL- Supplies	1,063	1,629	963	500	-	(1,129)	-69.3%	1,629	1,129	Copy paper, envelopes, general office supplies, and all supplies needed for election
01-4140-0152-5010	EL- Postage	259	1,200	1,230	600	-	(600)	-50.0%	1,200	600	Mandated by SOS, sending absentee ballots and any other letters required to be sent by the Checklist Sups
01-4140-0152-5400	EL- Advertising	161	300	177	300	-	-	0.0%	300	-	Legal Notices
01-4140-0152-5640	EL- Voting Expenses	5,208	8,942	7,097	6,000	-	(2,942)	-32.9%	6,000	-	Mandated by SOS to pay for coding, printing, collating, shipping costs and any other Special Town Elections held by the Town. Rule of thumb-\$1,000 per page
01-4140-0152-5661	EL- Voting Machines	600	900	253	600	-	(300)	-33.3%	600	-	Mandated by the State of NH for all servicing, maintaining and repl of the Accuvote Machines
	General Expenses Total	7,291	12,972	9,720	8,000	-	(4,972)	-38.3%	9,729	1,729	
	Elections Total	10,614	24,000	21,201	19,157	-	(4,843)	-20.2%	20,886	1,729 v	
	Total General Government	910,373	993,292	805,157	1,016,702	1,690	23,410	2.4%	993,100	(23,603) v	

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Finance Department											
Finance/Accounting											
01-4150-0201-1110	FI- Sal/Wages FT	205,381	210,123	177,551	213,280	-	3,157	1.5%	213,280	-	3 FT: Finance Dir, Accountant, Acct Clerk
01-4150-0201-1300	FI- Sal/Wages OT	-	-	-	2,752	-	2,752	-	2,752	-	80 hrs OT for Accounting Clerk for software conversion
01-4150-0201-1400	FI- Longevity Pay	850	850	-	900	-	50	5.9%	900	-	Longevity Pay for Accounting Clerk
	Salaries Total	206,231	210,973	177,551	216,932	-	5,959	2.8%	216,932	-	
01-4150-0201-2100	FI- Health Insurance	42,175	46,634	38,861	51,157	-	4,523	9.7%	51,157	-	9.7% rate increase
01-4150-0201-2110	FI- Dental Insurance	2,431	2,431	2,026	2,431	-	-	0.0%	2,431	-	No change in rate
01-4150-0201-2120	FI- Life Insurance	300	300	250	300	-	-	0.0%	300	-	No change in rate
01-4150-0201-2130	FI- LTD Insurance	1,288	1,264	1,096	1,312	-	48	3.8%	1,312	-	No change in rate
01-4150-0201-2200	FI- FICA	12,193	13,080	10,415	13,450	-	369	2.8%	13,450	-	Based on wages: 6.2%
01-4150-0201-2210	FI- Medicare	2,852	3,059	2,436	3,146	-	86	2.8%	3,146	-	Based on wages: 1.45%
01-4150-0201-2300	FI- Retirement Town	22,663	23,569	19,832	24,462	-	893	3.8%	24,462	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%
	Benefits Total	83,902	90,337	74,916	96,258	-	5,920	6.6%	96,258	-	
01-4150-0201-5000	FI- Supplies	4,478	5,000	2,186	6,000	-	1,000	20.0%	5,000	(1,000)	Folders, Check Stock, Paper, Ink Cartridges, kitchen supplies, Deposit tickets for all Town Depts
01-4150-0201-5010	FI- Postage	2,100	2,200	1,887	2,300	-	100	4.5%	2,300	-	Postage for mailing checks and forms
01-4150-0201-5150	FI- Bank Fees	10,516	9,000	5,021	2,905	-	(6,095)	-67.7%	2,905	-	Lockbox and Monthly Service Charges
01-4150-0201-5200	FI- Consulting	6,500	6,500	-	-	-	(6,500)	-100.0%	-	-	GASB Compliance - New Rules - end of 2017
01-4150-0201-5202	FI- Contract Services	-	350	424	600	-	250	71.4%	600	-	Record shredding and Fees for ACA Compliance
01-4150-0201-5220	FI- Audit Fees	21,250	23,250	22,250	24,500	-	1,250	5.4%	24,500	-	Annual Audit Fees for Melanson & Heath
01-4150-0201-5450	FI- Dues	40	700	80	300	-	(400)	-57.1%	700	400	AICPA and NHGFOA Dues
01-4150-0201-5740	FI- Software Agreement	8,399	8,500	8,459	8,500	-	-	0.0%	8,500	-	Software Agreement- TBD
01-4150-0201-5800	FI- Travel Reimbursement	563	1,000	172	1,000	-	-	0.0%	1,000	-	Monthly Travel to Concord for NHGFOA meeting and Travel for 3 finance department employees
01-4150-0201-5810	FI- Conf/Room/Meals	153	500	105	500	-	-	0.0%	500	-	Conferences/Meals for Finance Staff - NHLGC Education for Finance staff to keep current on accounting rules and regulations
01-4150-0201-5820	FI- Education/Training	221	500	130	500	-	-	0.0%	500	-	
	General Expenses Total	54,220	57,500	40,714	47,105	-	(10,395)	-18.1%	46,505	(600)	
01-4150-0201-9997	FI- Due from Water Fund	(36,352)	(37,664)	(28,191)	(39,149)	(344)	(1,485)	3.9%	(39,149)	-	12.5% Water Fund Offset
01-4150-0201-9998	FI- Due from Sewer Fund	(36,352)	(37,664)	(28,191)	(39,149)	(344)	(1,485)	3.9%	(39,149)	-	12.5% Sewer Fund Offset
	Due from Water/Sewer Funds	(72,704)	(75,328)	(56,382)	(78,297)	(688)	(2,970)	3.9%	(78,297)	-	
	Finance/Accounting Total	271,649	283,483	236,799	281,997	(688)	(1,486)	-0.5%	281,397	(600)	v

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Treasurer											
01-4150-0202-1000	TR- Sal/Wages Elected	8,864	9,864	8,125	9,864	-	-	0.0%	9,864	-	Wages for PT Treasurer and PT Deputy Treasurer
	Salaries Total	8,864	9,864	8,125	9,864	-	-	0.0%	9,864	-	
01-4150-0202-2200	TR- FICA	550	612	504	612	-	-	0.0%	612	-	Based on wages: 6.2%
01-4150-0202-2210	TR- Medicare	129	143	118	143	-	-	0.0%	143	-	Based on wages: 1.45%
	Benefits Total	679	755	622	755	-	-	0.0%	755	-	
01-4150-0202-5000	TR- Supplies	39	200	64	200	-	-	0.0%	200	-	Paper, pens, folders and binders
01-4150-0202-5450	TR- Dues			80	40	-	40		40	-	NHGFOA Dues
01-4150-0202-5820	TR- Education/Training		400	363	400	-	-	0.0%	400	-	Training and Education
	General Expenses Total	39	600	507	640	-	40	6.7%	640	-	
	Treasurer Total	9,582	11,219	9,254	11,259	-	40	0.4%	11,259	-	v
Tax Collection											
01-4150-0203-1110	TX- Sal/Wages FT	93,504	95,528	80,695	96,846	-	1,318	1.4%	96,846	-	2 FT: Deputy Tax Collector, Collections Specialist
01-4150-0203-1210	TX- Sal/Wages Temp	4,548		554		-				-	
01-4150-0203-1300	TX- Sal/Wages OT	8			1,314	-	1,314		1,314	-	40 hrs OT for Software conversion
01-4130-0203-1400	TX- Longevity	1,500	1,500	-	1,500	-	-	0.0%	1,500	-	Collections Specialist longevity
	Salaries Total	99,560	97,028	81,249	99,660	-	2,632	2.7%	99,660	-	
01-4150-0203-2100	TX- Health Insurance	25,305	27,980	23,317	30,694	-	2,714	9.7%	30,694	-	9.7% rate increase
01-4150-0203-2110	TX- Dental Insurance	1,465	1,465	1,221	1,465	-	-	0.0%	1,465	-	No change in rate
01-4150-0203-2120	TX- Life Insurance	120	120	100	120	-	-	0.0%	120	-	No change in rate
01-4150-0203-2200	TX- FICA	5,921	6,016	4,798	6,179	-	163	2.7%	6,179	-	Based on wages: 6.2%
01-4150-0203-2210	TX- Medicare	1,385	1,407	1,123	1,445	-	38	2.7%	1,445	-	Based on wages: 1.45%
01-4150-0203-2300	TX- Retirement Town	10,442	10,841	9,014	11,239	-	398	3.7%	11,239	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%
	Benefits Total	44,638	47,829	39,573	51,142	-	3,314	6.9%	51,142	-	
01-4150-0203-5000	TX- Supplies	1,285	3,327	2,522	2,000	-	(1,327)	-39.9%	3,327	1,327	Paper, Ink, Envelopes, Storage Boxes
01-4150-0203-5001	TX- Tax Billing Services	3,229	3,600	1,606	3,600	-	-	0.0%	3,600	-	Processing fees and materials for tax bills
01-4150-0203-5010	TX- Postage	8,061	9,500	7,938	9,000	-	(500)	-5.3%	9,500	500	Mailing delinquency, lien, and deed notices, tax bills. Lockbox mailbox
01-4150-0203-5150	TX- Bank Fees				5,395	-	5,395		5,395	-	Lockbox monthly Service Charges (moved from finance)
01-4150-0203-5224	TX- Legal Expenses	6,573	5,000	3,808	5,000	-	-	0.0%	5,000	-	Legal services for liens, deeds and bankruptcies
01-4150-0203-5450	TX- Dues	40	50	115	50	-	-	0.0%	50	-	NHTC Dues
01-4150-0203-5470	TX- Registry of Deeds	803	1,400	742	1,200	-	(200)	-14.3%	1,400	200	Liens & deeds recordings at Registry of Deeds
01-4150-0203-5471	TX- Deeded Property	16	2,373	1,105	3,500	-	1,127	47.5%	2,373	(1,127)	Expenses related to Tax deeded properties
01-4150-0203-5810	TX- Conf/Room/Meals	470	600	419	600	-	-	0.0%	600	-	Conferences for DTC
01-4150-0203-5820	TX- Education/Training	100	400	172	400	-	-	0.0%	400	-	Training for DTC
	General Expenses Total	20,577	26,250	18,427	30,745	-	4,495	17.1%	31,645	900	
01-4150-0203-9997	TX- Due from Water Fund	(34,903)	(36,214)	(27,051)	(37,701)	-	(1,486)	4.1%	(37,701)	-	25% Water Fund Offset
01-4150-0203-9998	TX- Due from Sewer Fund	(34,903)	(36,214)	(27,051)	(37,701)	-	(1,486)	4.1%	(37,701)	-	25% Sewer Fund Offset
	Due from Water/Sewer Funds Total	(69,806)	(72,428)	(54,102)	(75,401)	-	(2,973)	4.1%	(75,401)	-	
	Tax Collection Total	94,969	98,678	85,147	106,146	-	7,468	7.6%	107,046	900	v

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Assessing											
01-4150-0205-1110 AS- Sal/Wages FT	46,312	47,174	39,821	47,694	-	520	1.1%	47,694	-	1 FT: Assessing Clerk	
01-4150-0205-1210 AS- Sal/Wages Temp		1	-	1	-	-	0.0%	1	-		
01-4150-0205-1300 AS- Sal/Wages OT	102	100	137	100	-	-	0.0%	100	-	Assessing Clerk	
01-4150-0205-1400 AS- Longevity Pay	800	800	-	850	-	50	6.3%	850	-	Assessing Clerk	
Salaries Total	47,214	48,075	39,958	48,645	-	570	1.2%	48,645	-		
01-4150-0205-2100 AS- Health Insurance	15,828	18,653	15,545	20,463	-	1,810	9.7%	20,463	-	9.7% rate increase	
01-4150-0205-2110 AS- Dental Insurance	966	966	805	966	-	-	0.0%	966	-	No change in rate	
01-4150-0205-2120 AS- Life Insurance	60	60	50	60	-	-	0.0%	60	-	No change in rate	
01-4150-0205-2200 AS- FICA	3,416	2,981	2,925	3,016	-	35	1.2%	3,016	-	Based on wages: 6.2%	
01-4150-0205-2210 AS- Medicare	799	697	684	705	-	8	1.2%	705	-	Based on wages: 1.45%	
01-4150-0205-2300 AS- Retirement Town	5,189	5,370	4,463	5,486	-	116	2.2%	5,486	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%	
Benefits Total	26,258	28,727	24,472	30,696	-	1,969	6.9%	30,696	-		
01-4150-0205-5000 AS- Supplies	837	1,800	268	1,800	-	-	0.0%	1,800	-	Toner, envelopes, general supplies	
01-4150-0205-5010 AS- Postage	4,487	700	328	700	-	-	0.0%	700	-	Value changes	
01-4150-0205-5450 AS- Dues	40	40	40	40	-	-	0.0%	40	-	IAAO dues	
01-4150-0205-5460 AS- Mapping	5,505	5,200	3,825	5,200	-	-	0.0%	5,200	-	Yearly updates & GPS	
01-4150-0205-5470 AS- Registry of Deeds	48	100	81	100	-	-	0.0%	100	-	Plans & deeds	
01-4150-0205-5480 AS- Revaluation		1	-	1	-	-	0.0%	1	-	Independent Appraiser	
01-4150-0205-5560 AS- Legal/Public Notices		150	-	150	-	-	0.0%	150	-	Public Notices in news media	
01-4150-0205-5740 AS- Software Agreement	5,888	8,140	6,763	8,140	-	-	0.0%	8,140	-	5% increase Vision yearly contract & web fee	
01-4150-0205-5750 AS- Contract Services	106,625	107,500	101,542	110,000	-	2,500	2.3%	110,000	-	Assessor contracted through MRI	
01-4150-0205-5800 AS- Travel Reimbursement		300	321	300	-	-	0.0%	300	-	Use of personal car -1 employee	
01-4150-0205-5810 AS- Conf/Room/Meals		100	100	100	-	-	0.0%	100	-	Meetings - meals- room	
01-4150-0205-5820 AS- Education/Training	50	500	1,020	500	-	-	0.0%	500	-	Course or seminar	
01-4150-0205-5875 AS- Equipment Purchase		50	-	50	-	-	0.0%	50	-	Small equipment	
01-4150-0205-6260 AS- Fuel	32	100	77	150	(50)	50	50.0%	150	-	More field time anticipated for clerk position	
General Expenses Total	123,512	124,681	114,365	127,231	(50)	2,550	2.0%	127,231	-		
Assessing Total	196,984	201,483	178,795	206,572	(50)	5,089	2.5%	206,572	-	v	
Total Finance	573,184	594,862	509,995	605,974	(738)	11,112	1.9%	606,274	300	v	

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Planning & Development											
Planning											
01-4191-0301-1110	PL- Sal/Wages FT	46,551	75,711	59,060	87,821	-	12,110	16.0%	87,821	-	1 FT : Town Planner
01-4191-0301-1200	PL- Sal/Wages PT	51,554	69,025	48,539	70,280	-	1,255	1.8%	70,280	-	3 PT: Natl Resource Planner, Admin Asst, Recording
	Salaries Total	98,105	144,736	107,599	158,101	-	13,365	9.2%	158,101	-	Sec
01-4191-0301-2100	PL- Health Insurance	4,259	25,182	13,445	25,285	-	103	0.4%	25,285	-	9.7% rate increase
01-4191-0301-2110	PL- Dental Insurance	208	1,747	1,019	1,747	-	-	0.0%	1,747	-	No change in rate
01-4191-0301-2120	PL- Life Insurance	60	120	70	120	-	-	0.0%	120	-	No change in rate
01-4191-0301-2130	PL- LTD Insurance	554	1,108	690	1,211	-	103	9.3%	1,211	-	No change in rate
01-4191-0301-2200	PL- FICA	6,001	8,974	6,552	9,802	-	829	9.2%	9,802	-	Based on wages: 6.2%
01-4191-0301-2210	PL- Medicare	1,404	2,099	1,532	2,292	-	194	9.2%	2,292	-	Based on wages: 1.45%
01-4191-0301-2300	PL- Retirement Town	5,014	8,457	6,577	9,903	-	1,446	17.1%	9,903	-	Jan-Jun: 11.17%; Jul -Dec: 11.38%
	Benefits Total	17,500	47,686	29,885	50,361	-	2,674	5.6%	50,361	-	
01-4191-0301-5000	PL- Supplies	1,517	3,000	900	3,000	-	-	0.0%	3,000	-	Misc office supplies. Covers both Planning and Building depts.
01-4191-0301-5010	PL- Postage	4,139	3,500	4,366	4,000	-	500	14.3%	3,500	(500)	Covers Planning and Building departments as well as Planning Board packages and administration of cases. Increase based on present use.
01-4191-0301-5120	PL- Reference Material	410	400	419	400	-	-	0.0%	400	-	Includes Exeter Newspaper (\$160) and Registry Review (\$198), RSA books and other reference material
01-4191-0301-5450	PL- Dues	12,088	12,200	11,827	12,500	-	300	2.5%	12,500	-	Rockingham Planning Commission annual dues (2017 est.\$12,168 based on population), APA dues (\$315).
01-4191-0301-5500	PL- Printing	25	750	306	750	-	-	0.0%	750	-	used for large printing jobs such as Zoning Ordinance
01-4191-0301-5560	PL- Legal/Public Notices	2,062	2,000	1,662	2,000	-	-	0.0%	2,000	-	Primarily for Planning Board cases but also covers Planning dept.
01-4191-0301-5570	PL- Mapping		400	-	400	-	-	0.0%	400	-	Covers occasional creation of large maps and poster boards for public presentations
01-4191-0301-5571	PL- Studies	7,887	6,000	1,600	6,000	-	-	0.0%	6,000	-	The Planning Board is seeking to update the stormwater management section of the Site Plan Review and Subdivision Regulations
01-4191-0301-5573	PL- Inspection Services		1	-	1	-	-	0.0%	1	-	Placeholder for third party inspection as needed
01-4191-0301-5681	PL- GIS Software	17,600	5,000	3,000	3,500	-	(1,500)	-30.0%	3,500	-	Annual support and maintenance for new building permit software
01-4191-0301-5750	PL- Contract Services	26,147	1	4,153	1	-	-	0.0%	1	-	
01-4191-0301-5800	PL- Travel Reimbursement	815	1,000	186	1,000	-	-	0.0%	1,000	-	Used to cover mileage for staff
01-4191-0301-5810	PL- Conf/Room/Meals	1,567	1,000	202	1,000	-	-	0.0%	1,000	-	APA Conference, Seminars/training
01-4191-0301-5820	PL- Education/Training		800	155	500	-	(300)	-37.5%	800	300	Seminars/Training for planning staff, board members
	General Expenses Total	74,257	36,052	28,776	35,052	-	(1,000)	-2.8%	34,852	(200)	
01-4191-0301-5820	PL-CO-Capital Outlay				20,000	-	20,000			(20,000)	Downtown Improvements
	Capital Outlay Total				20,000	-	20,000			(20,000)	
	Planning Total	189,862	228,474	166,260	263,514	-	35,039	15.3%	243,314	(20,200) v	

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Economic Development												
01-4652-0307-1110	ED- Sal/Wages FT	79,698	82,542	70,457	83,878	-	1,336	1.6%	83,878	-	1 FT: ED Director	
01-4652-0307-1200	ED- Sal/Wages PT	1,895	2,260	1,547	2,900	-	640	28.3%	2,900	-	Recording sec @ \$14 per hour, Interns \$ 1,000	
	Salaries Total	81,593	84,802	72,004	86,778	-	1,976	2.3%	86,778	-		
01-4652-0307-2100	ED- Health Insurance	22,775	25,182	20,985	27,625	-	2,443	9.7%	27,625	-	9.7% rate increase	
01-4652-0307-2110	ED- Dental Insurance	1,747	1,750	1,456	1,750	-	-	0.0%	1,750	-	No change in rate	
01-4652-0307-2120	ED- Life Insurance	120	120	100	120	-	-	0.0%	120	-	No change in rate	
01-4652-0307-2130	ED- LTD Insurance	1,044	1,000	879	1,052	-	52	5.2%	1,052	-	No change in rate	
01-4652-0307-2200	ED- FICA	4,866	5,258	4,284	5,380	-	123	2.3%	5,380	-	Based on wages: 6.2%	
01-4652-0307-2210	ED- Medicare	1,138	1,230	1,002	1,258	-	29	2.3%	1,258	-	Based on wages: 1.45%	
01-4652-0307-2300	ED- Retirement Town	8,756	9,220	7,870	9,458	-	238	2.6%	9,458	-	Jan-Jun: 11.17%; Jul -Dec: 11.38%	
	Benefits Total	40,446	43,759	36,576	46,644	-	2,884	6.6%	46,644	-		
01-4652-0307-5000	ED- Supplies	203	400	234	400	-	-	0.0%	400	-	Paper, Pens, Ink, etc.	
01-4652-0307-5010	ED- Postage	-	50	-	50	-	-	0.0%	50	-	Mailings	
01-4652-0307-5200	ED- Consulting Services	2,400	5,000	-	2,500	-	(2,500)	-50.0%	5,000	2,500	Engineering Consulting	
01-4652-0307-5310	ED- Mobile Communications	924	950	754	950	-	-	0.0%	950	-	Cell Phone for ED Director	
01-4652-0307-5800	ED- Travel Reimbursement	731	1,000	-	800	-	(200)	-20.0%	1,000	200	Mileage for ED Director	
01-4652-0307-5810	ED- Conf/Meals	50	200	50	200	-	-	0.0%	200	-	Conferences for ED Director	
01-4652-0307-5820	ED- Education/Training	450	750	710	750	-	-	0.0%	750	-	Education/Training for ED Director	
	General Expenses Total	4,758	8,350	1,748	5,650	-	(2,700)	-32.3%	8,350	2,700		
Total Economic Development		126,797	136,911	110,328	139,072	-	2,160	1.6%	141,772	2,700	v	
Inspections & Code Enforcement												
01-4240-0302-1110	BI- Sal/Wages FT	135,405	138,028	118,667	140,039	-	2,011	1.5%	140,039	-	2 FT: Building Inspector, Deputy Code Inspector	
01-4240-0302-1200	BI- Sal/Wages PT	30,212	34,661	29,257	35,222	-	561	1.6%	35,222	-	1 PT: Electrical Inspector (24 Hrs/Wk)	
	Salaries Total	165,617	172,689	147,924	175,261	-	2,572	1.5%	175,261	-		
01-4240-0302-2100	BI- Health Insurance	32,687	37,307	31,089	40,926	-	3,619	9.7%	40,926	-	9.7% rate increase	
01-4240-0302-2110	BI- Dental Insurance	1,932	1,935	1,610	1,935	-	-	0.0%	1,935	-	No change in rate	
01-4240-0302-2120	BI- Life Insurance	180	180	150	180	-	-	0.0%	180	-	No change in rate	
01-4240-0302-2130	BI- LTD Insurance	979	950	842	1,009	-	59	6.2%	1,009	-	No change in rate	
01-4240-0302-2200	BI- FICA	10,547	10,707	9,422	10,866	-	159	1.5%	10,866	-	Based on wages: 6.2%	
01-4240-0302-2210	BI- Medicare	2,467	2,504	2,204	2,541	-	37	1.5%	2,541	-	Based on wages: 1.45%	
01-4240-0302-2300	BI- Retirement Town	14,878	15,418	13,255	15,791	-	373	2.4%	15,791	-	Jan-Jun: 11.17%; Jul -Dec: 11.38%	
	Benefits Total	63,670	69,001	58,572	73,248	-	4,247	6.2%	73,248	-		
01-4240-0302-4320	BI- Vehicle Maintenance	-	1	-	1	-	-	0.0%	1	-		
01-4240-0302-5310	BI- Mobile Communications	409	450	383	460	-	10	2.2%	450	(10)	Cell Phones for BI	
01-4240-0302-5450	BI- Dues	200	300	135	300	-	-	0.0%	300	-	RNI and NHBOA Dues	
01-4240-0302-5800	BI- Travel Reimbursement	1,274	500	1,278	1,000	-	500	100.0%	500	(500)	fuel reimb	
01-4240-0302-5810	BI- Conf/Room/Meals	207	800	35	500	-	(300)	-37.5%	800	300	NE Building Officials Association Conference	
01-4240-0302-6260	BI- Fuel	655	836	514	725	(111)	(111)	-13.3%	725	-	Fuel for Electrical Inspector	
	General Expenses Total	2,745	2,887	2,345	2,986	(111)	99	3.4%	2,776	(210)		
Inspections & Code Enforcement Total		232,032	244,577	208,841	251,495	(111)	6,918	2.8%	251,285	(210)	v	
Board of Adjustment												
01-4191-0303-1200	ZO- Sal/Wages PT	-	580	665	770	-	190	32.8%	770	-	recording secretaries @ \$14 per hour	
	Salaries Total	-	580	665	770	-	190	32.8%	770	-		
01-4191-0303-2200	ZO- FICA	-	36	41	48	-	12	32.8%	48	-		
01-4191-0303-2210	ZO- Medicare	-	8	10	11	-	3	32.8%	11	-		
	Benefits Total	-	44	51	59	-	15	32.8%	59	-		

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01-4191-0303-5010	ZO- Postage	1,171	1,200	576	1,200	-	-	0.0%	1,200	-	expenses are estimated for ZBA case administration
01-4191-0303-5560	ZO- Legal/Public Notices	965	1,200	832	1,200	-	-	0.0%	1,200	-	
01-4191-0303-5820	ZO- Education/Training	60	200	55	200	-	-	0.0%	200	-	min. training allotment for board members
	General Expenses Total	2,196	2,600	1,463	2,600	-	-	0.0%	2,600	-	
	Board of Adjustment Total	2,196	3,224	2,179	3,429	-	205	6.3%	3,429	-	v
Historic District Commission											
01-4191-0304-1200	HD- Sal/Wages PT	641	500	525	800	-	300	60.0%	800	-	recording secretaries @ \$14 per hour
	Salaries Total	641	500	525	800	-	300	60.0%	800	-	
01-4191-0304-2200	HD- FICA	40	31	33	50	-	19	60.0%	50	-	Based on wages: 6.2%
01-4191-0304-2210	HD- Medicare	9	7	9	12	-	4	60.0%	12	-	Based on wages: 1.45%
	Benefits Total	49	38	42	61	-	23	60.0%	61	-	
01-4191-0304-5010	HD- Postage	280	350	111	350	-	-	0.0%	350	-	expenses are estimated for HDC case administration
01-4191-0304-5022	HD- Grant Matching	8,000	6,062	32,100	-	-	(6,062)	-100.0%	-	-	Grant approved \$18,500
01-4191-0304-5120	HD- Reference Material		100		100	-	-	0.0%	100	-	
01-4191-0304-5450	HD- Dues		50		50	-	-	0.0%	50	-	min amt for dues associated with various organizations work with HDCs
01-4191-0304-5500	HD- Printing	1,817	125		125	-	-	0.0%	125	-	printing needs for HDC guidelines and other materials.
01-4191-0304-5560	HD- Legal/Public Notices	80	100	225	100	-	-	0.0%	100	-	To provide match for potential grants
01-4191-0304-5810	HD-Conf Rooms/Meals	271	200	8	200	-	-	0.0%	200	-	
01-4191-0304-5820	HD- Education/Training		200		200	-	-	0.0%	200	-	
	General Expenses Total	10,448	7,187	32,444	1,125	-	(6,062)	-84.3%	1,125	-	min. training allotment for board members
	Historic District Commission Total	11,138	7,725	33,011	1,986	-	(5,739)	-74.3%	1,986	-	v

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Conservation Commission											
01-4611-0305-1200 CC- Sal/Wages PT	672	420	812	1,000	-	580	138.1%	1,000	-	Recording secretaries @ \$14 per hour	
01-4611-0305-1210 CC- Sal/Wages Temporary	-	3,024	140	2,520	-	(504)	-16.7%	2,520	-	Interns 2@12/hr, 15 hrs/wk for 7 wks	
Salaries Total	672	3,444	952	3,520	-	76	2.2%	3,520	-		
01-4611-0305-2200 CC- FICA	42	214	59	218	-	5	2.2%	218	-	Based on wages: 6.2%	
01-4611-0305-2210 CC- Medicare	10	50	14	51	-	1	2.2%	51	-	Based on wages: 1.45%	
Benefits Total	52	263	73	269	-	6	2.2%	269	-		
01-4611-0305-4222 CC- Roadside Mowing	1,450	1,200		1,800	-	600	50.0%	1,800	-	Mowing White, Perry, Irvine and Morrissette (\$1450) + Raynes \$350	
01-4611-0305-4300 CC- Building Maintenance	497	800	350	500	-	(300)	-37.5%	500	-	To cover minor repairs to Raynes Barn	
01-4611-0305-5000 CC- Supplies			17		-				-		
01-4611-0305-5010 CC- Postage	33	20	23	20	-	-	0.0%	20	-	Money for mailings to ConCom members (mostly elect distr)	
01-4611-0305-5118 CC- Community Services	238	350	331	380	-	30	8.6%	380	-	Will fund \$250 Spring Tree Program & \$130 Trails Day	
01-4611-0305-5200 CC- Contract Services	5,550	1,450	5,185	1,450	-	-	0.0%	1,450	-	Invasive Plant removal after timber harvest	
					-				-	Inventory, monitoring and improvements to conservation lands	
01-4611-0305-5331 CC- Conservation Land Administration	-	500	18	400	-	(100)	-20.0%	400	-		
01-4611-0305-5450 CC- Dues	672	880	629	929	-	49	5.6%	929	-	For board members and/or nat resource planner to join related organizations (ERLAC, NHACC, LRWA, SELT)	
01-4611-0305-5470 CC- Registry of Deeds	28	50	12	30	-	(20)	-40.0%	30	-	Fee for registry of deeds (typically printing plans, deeds)	
01-4611-0305-5560 CC- Legal/Public Notices	-	50		50	-	-	0.0%	50	-	Covers approx 1 legal notice typ in newspaper	
01-4611-0305-5585 CC- Trail Mgmt Maintenance	30	600	48	600	-	-	0.0%	600	-	Maintenance of trails & conservation areas	
01-4611-0305-5820 CC- Education/Training	50	300	30	110	-	(190)	-63.3%	110	-	Training for board members and/or natl resource planner	
01-4611-0305-6220 CC- Electricity - Raynes	126	150	93	130	-	(20)	-13.3%	130	-	Money to cover utilities at Raynes Farm	
General Expenses Total	8,674	6,350	6,736	6,399	-	49	0.8%	6,399	-		
Conservation Commission Total	9,398	10,057	7,761	10,188	-	131	1.3%	10,188	-	v	
Heritage Commission											
01-4191-0306-1200 HC- Sal/Wages PT	252	350	147	300	-	(50)	-14.3%	300	-	recording secretaries @ \$14 per hour	
Salaries Total	252	350	147	300	-	(50)	-14.3%	300	-		
01-4191-0306-2200 HC- FICA	16	22	9	19	-	(3)	-14.3%	19	-	Based on wages: 6.2%	
01-4191-0306-2210 HC- Medicare	4	5	2	4	-	(1)	-14.3%	4	-	Based on wages: 1.45%	
Benefits Total	20	27	11	23	-	(4)	-14.3%	23	-		

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01-4191-0306-5010	HC- Postage	20	25		25	-	-	0.0%	25	-	expenses are estimated for Heritage Commission case administration
01-4191-0306-5022	HC- Grant Matching	3,000	1		2,500	-	2,499	249900.0%	1	(2,499)	To provide match for potential \$25,000 CLG grant to continue town wide survey
01-4191-0306-5200	HC- Contract Services		10,500		-	-	(10,500)	-100.0%	-	-	For restoration of Winter St. Cemetery 50/50 match through LCHIP
01-4191-0306-5450	HC- Dues		50		50	-	-	0.0%	50	-	
01-4191-0306-5500	HC- Printing		35		35	-	-	0.0%	35	-	
01-4191-0306-5820	HC- Education/Training		300	11	300	-	-	0.0%	300	-	min. training allotment for board members
	General Expenses Total	3,020	10,911	11	2,910	-	(8,001)	-73.3%	411	(2,499)	
	Heritage Commission Total	3,292	11,288	169	3,233	-	(8,055)	-71.4%	734	(2,499)	v
	Total Planning & Development	574,715	642,257	528,549	672,916	(111)	30,659	4.8%	652,707	(20,209)	v

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Police												
Administration												
01-4210-0401-1110	PD- Sal/Wages FT	385,139	394,538	306,182	381,257	-	(13,281)	-3.4%	381,257	-	6 FT: Police Chief, 2 Captains, Office Mgr, 2 Admin	
01-4210-0401-1200	PD- Sal/Wages PT	31,692	38,314	26,471	38,934	-	620	1.6%	38,934	-	2 PT secretarial positions, 20 hrs/wk each	
	Salaries Total	416,831	432,852	332,653	420,191	-	(12,661)	-2.9%	420,191	-		
01-4210-0401-2100	PD- Health Insurance	85,194	94,200	64,509	110,499	-	16,299	17.3%	110,499	-	9.7% rate increase	
01-4210-0401-2110	PD- Dental Insurance	8,807	8,810	6,662	9,702	-	892	10.1%	9,702	-	No change in rate	
01-4210-0401-2120	PD- Life Insurance	480	480	401	600	-	120	25.0%	600	-	No change in rate	
01-4210-0401-2130	PD- LTD Insurance	1,390	1,364	828	1,214	-	(150)	-11.0%	1,214	-	No change in rate	
01-4210-0401-2200	PD- FICA	10,290	10,347	8,851	10,543	-	196	1.9%	10,543	-	Based on wages: 6.2%	
01-4210-0401-2210	PD- Medicare	4,503	4,741	4,570	6,093	-	1,352	28.5%	6,093	-	Based on wages: 1.45%	
01-4210-0401-2300	PD- Retirement Town	13,880	14,374	12,209	14,784	-	410	2.9%	14,784	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%	
01-4210-0401-2310	PD- Retirement Police	67,012	70,034	61,736	69,852	-	(182)	-0.3%	69,852	-	Jan-Jun: 26.38%; Jul-Dec: 29.43%	
	Benefits Total	191,556	204,350	159,766	223,287	-	18,937	9.3%	223,287	-		
01-4210-0401-4301	PD- Computer Maintenance	1,628	2,000	1,181	2,000	-	-	0.0%	2,000	-	Software - virus protection, crime reports, IACP computer net	
01-4210-0401-4310	PD- Office Equipment Maintenance	2,878	3,096	2,900	3,096	-	-	0.0%	3,096	-	maintenance contracts for 2 copy machines	
01-4210-0401-4320	PD- Vehicle Maintenance	21,789	21,000	13,067	21,000	-	-	0.0%	21,000	-	covers repairs for 18 vehicles	
01-4210-0401-5000	PD- Supplies	7,694	7,950	6,681	7,950	-	-	0.0%	7,950	-	department wide office supplies	
01-4210-0401-5010	PD- Postage	2,330	2,500	1,833	2,500	-	-	0.0%	2,500	-	postage costs for mailings	
01-4210-0401-5190	PD- Chiefs Expenses	542	650	591	1,000	-	350	53.8%	650	(350)	covers empl. awards, retirement, emergency meals	
01-4210-0401-5310	PD- Mobile Communications	664	660	374	420	-	(240)	-36.4%	420	-	cost of the chiefs cell phone part of department plan	
01-4210-0401-5338	PD- Munitions	6,851	7,285	7,285	7,303	-	18	0.2%	7,303	-	cost of purchasing ammo for the department	
01-4210-0401-5450	PD- Dues	8,528	8,610	8,168	8,385	-	(225)	-2.6%	8,385	-	yearly dues for sert and professional association memberships	
01-4210-0401-5453	PD- Computer Equipment	7,935	8,000	7,591	8,000	-	-	0.0%	8,000	-	update computers, cruiser laptops, etc. towing charges, dwi supplies, promotional, hiring costs, etc.	
01-4210-0401-5650	PD- General Expenses	8,281	5,775	3,589	5,775	-	-	0.0%	5,775	-	etc.	
01-4210-0401-5670	PD- Dry Cleaning	13,600	13,800	14,400	14,976	-	1,176	8.5%	14,976	-	contractual cost	
01-4210-0401-5671	PD- Uniforms	16,373	15,385	13,036	15,385	-	-	0.0%	15,385	-	cost for uniform and equipment for 40 employees	
01-4210-0401-5740	PD- Software Agreement	13,480	14,273	14,273	14,273	-	1	0.0%	14,273	(1)	Center	
01-4210-0401-5810	PD- Conf/Room/Meals	1,174	1,500	345	1,500	-	-	0.0%	1,500	-	professional training for the Chief	
01-4210-0401-5875	PD- Equipment Purchase	10,007	10,000	5,395	15,980	-	5,980	59.8%	10,000	(5,980)	covers cost of furniture, bike parts, cruiser parts, building costs, Taser Replacement	
	General Expenses Total	123,754	122,484	100,709	129,543	-	7,060	5.8%	123,213	(6,331)		
	Administration Total	732,141	759,686	593,128	773,021	-	13,335	1.8%	766,690	(6,331) v		

**Town of Exeter
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Description		2015 Actual	2016 Budget	YTD Actual 10/31/2016	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget %-Difference	2017 Default Budget	2017 Default Budget vs. 2017 BOS Budget \$ Increase/-(Decrease)	Explanation
Staff											
01-4210-0402-1110	PD- Sal/Wages FT	229,025	296,386	166,234	291,524	-	(4,862)	-1.6%	291,524	-	5 FT Police Staff updated per new Union Contract effective July 2015-June 2017
01-4210-0402-1300	PD- Sal/Wages OT	8,702	9,000	6,498	9,000	-	-	0.0%	9,000	-	detective costs for cases investigation and pro active investigation
01-4210-0402-1400	PD- Longevity Pay	1,150	1,450		1,250	-	(200)	-13.8%	1,250	-	contract item
01-4210-0402-1420	PD- Holiday Pay	7,646	12,650		12,353	-	(297)	-2.3%	12,353	-	contract item
01-4210-0402-1450	PD- Sal/Wages Education Incentive	1,720	1,720	1,720	1,720	-	-	0.0%	1,720	-	contract item
	Salaries Total	248,243	321,206	174,452	315,847	-	(5,359)	-1.7%	315,847	-	
01-4210-0402-2100	PD- Health Insurance	79,116	106,324	60,002	113,568	-	7,244	6.8%	113,568	-	9.7% rate increase
01-4210-0402-2110	PD- Dental Insurance	4,528	5,360	3,151	6,318	-	958	17.9%	6,318	-	No change in rate
01-4210-0402-2120	PD- Life Insurance	280	300	195	300	-	-	0.0%	300	-	No change in rate
01-4210-0402-2210	PD- Medicare	3,474	4,657	2,377	4,580	-	(77)	-1.7%	4,580	-	Based on wages: 1.45%
01-4210-0402-2310	PD- Retirement Police	64,282	84,734	45,575	88,378	-	3,644	4.3%	88,378	-	Jan-Jun: 26.38%; Jul-Dec: 29.43%
	Benefits Total	151,680	201,375	111,300	213,144	-	11,769	5.8%	213,144	-	
01-4210-0402-5000	PD- Supplies	5,265	5,200	3,806	5,200	-	-	0.0%	5,200	-	covers three different areas: evidence, prosecution and photo
01-4210-0402-5200	PD- Consulting - Prosecutor	74,410	77,511	77,175	81,284	-	3,773	4.9%	81,284	-	contract with County attorney, split 80/20 with Hampton Falls
01-4210-0402-5216	PD- Community Relations	2,304	2,000	1,111	2,000	-	-	0.0%	2,000	-	plaques, dare, crime preventive items
01-4210-0402-5310	PD- Mobile Communications	1,572	1,632	986	1,260	-	(372)	-22.8%	1,260	-	2 cell phones (one for the captain and the detectives share one)
01-4210-0402-5820	PD- Education/Training	12,400	11,500	9,166	13,000	-	1,500	13.0%	13,000	-	training for the entire department (including civilians)
01-4210-0402-5821	PD- Accreditation	1,098	1,000	1,098	1,000	-	-	0.0%	1,000	-	dues and supply costs
	General Expenses Total	97,049	98,843	93,342	103,744	-	4,901	5.0%	103,744	-	
	Staff Total	496,972	621,424	379,094	632,735	-	11,311	1.8%	632,735	-	v

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Patrol											
01-4210-0403-1110	PD- Sal/Wages FT	939,245	1,002,729	858,628	1,000,287	-	(2,442)	-0.2%	1,000,287	-	17 FT Officers, 1 FT ACO updated per new Union Contract effective July 2015-June 2017
01-4210-0403-1150	PD- Vacation Replacement	39,861	46,587	26,521	46,587	-	-	0.0%	46,587	-	cost to cover the replacement of officers on vacation, increase result of new Union rates
01-4210-0403-1200	PD- Sal/Wages PT	12,222	15,000	10,307	15,000	-	-	0.0%	15,000	-	cost for 2 PT/On-Call officer to off set some OT costs With new Union Contract 4 holidays are now paid out at the OT rate where in the past they were paid out at the straight hourly rate
01-4210-0403-1300	PD- Sal/Wages OT	65,990	80,500	58,143	83,500	-	3,000	3.7%	83,500	-	Expenses related to declared emergencies
01-4210-0403-1350	PD- FEMA Storm Related OT	518	-	-	1	-	1	-	1	-	contract item
01-4210-0403-1400	PD- Longevity Pay	3,000	3,000	-	2,400	-	(600)	-20.0%	2,400	-	covers for officers out sick, increase based on prior year history at new Union rates
01-4210-0403-1410	PD- Sick Replacement	12,250	13,250	9,685	13,250	-	-	0.0%	13,250	-	contract item
01-4210-0403-1420	PD- Sal/Wages Holiday Pay	42,613	45,339	(15)	44,884	-	(455)	-1.0%	44,884	-	contract item
01-4210-0403-1425	PD- Firearms Training Incentive	1,500	1,500	750	1,500	-	-	0.0%	1,500	-	contract item
01-4210-0403-1430	PD- Sal/Wages FTO Incentive	290	1,320	1,141	1,320	-	-	0.0%	1,320	-	contract item
01-4210-0403-1450	PD- Sal/Wages Education Incentive	6,060	6,060	5,260	5,260	-	(800)	-13.2%	5,260	-	contract item
	Salaries Total	1,123,549	1,215,285	970,420	1,213,989	-	(1,296)	-0.1%	1,213,989	-	
01-4210-0403-2100	PD- Health Insurance	298,369	313,507	233,482	277,569	-	(35,938)	-11.5%	277,569	-	9.7% rate increase
01-4210-0403-2110	PD- Dental Insurance	19,034	21,556	16,792	18,108	-	(3,448)	-16.0%	18,108	-	No change in rate
01-4210-0403-2120	PD- Life Insurance	1,020	1,080	935	1,080	-	-	0.0%	1,080	-	No change in rate
01-4210-0403-2200	PD- FICA	4,237	4,577	3,544	4,594	-	17	0.4%	4,594	-	Based on wages: 6.2%
01-4210-0403-2210	PD- Medicare	15,793	17,622	13,941	17,603	-	(19)	-0.1%	17,603	-	Based on wages: 1.45%
01-4210-0403-2300	PD- Retirement Town	6,397	6,571	5,331	6,666	-	95	1.4%	6,666	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%
01-4210-0403-2310	PD- Retirement Police	272,660	301,117	240,688	318,488	-	17,371	5.8%	318,488	-	Jan-Jun: 26.38%; Jul-Dec: 29.43%
	Benefits Total	617,510	666,030	514,713	644,108	-	(21,922)	-3.3%	644,108	-	
01-4210-0403-5022	PD- Grant Matching			-	1,500	-	1,500				NHDOT Grant match- 50% solar powered display unit (1,500) for speed control
01-4210-0403-5310	PD- Mobile Communications	14,809	15,020	14,503	23,514	-	8,494	56.6%	23,514	-	cost of two cell phones (ACO and Captain); 5 new radios
01-4210-0403-5335	PD- Investigation	5,000	5,000	1,982	5,000	-	-	0.0%	5,000	-	covers drug investigation costs and equipment
01-4210-0403-5801	PD-Patrol Court Mileage Reimburseme	402	-	84	-	-	-	-	-	-	
01-4210-0403-6260	PD- Fuel	49,401	50,160	31,758	46,110	(4,050)	(4,050)	-8.1%	46,110	-	Fuel for Patrol
	General Expenses Total	69,612	70,180	48,327	76,124	(4,050)	5,944	8.5%	74,624	(1,500)	
	Patrol Total	1,810,671	1,951,495	1,533,460	1,934,221	(4,050)	(17,274)	-0.9%	1,932,721	(1,500) v	
Animal Control											
01-4210-0404-5336	AC- Veterinarian Service	750	750	750	750	-	-	0.0%	750	-	contract with SPCA
01-4210-0404-5337	AC- Equipment	525	500	198	500	-	-	0.0%	500	-	ACO equipment
	General Expenses Total	1,275	1,250	948	1,250	-	-	0.0%	1,250	-	
	Animal Control Total	1,275	1,250	948	1,250	-	-	0.0%	1,250	v	

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		2015	2016	YTD Actual	2017 BOS	2017 BOS	2017 BOS	2017	2017	2017	2017	2017	2017
		Actual	Budget	10/31/2016	Budget	Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	Budget vs. 2016 Budget \$ Increase/-(Decrease)	Budget vs. 2016 Budget %-Difference	Default Budget	Default Budget vs. 2017 BOS Budget \$ Increase/-(Decrease)	Explanation		
Communications													
01-4210-0405-1110	PD- Sal/Wages FT	210,825	235,109	197,719	239,042	-	3,933	1.7%	239,042	-	5 FT updated per new Union Contract effective July 2015-June 2017		
01-4210-0405-1150	PD- Vacation Replacement	11,393	9,000	6,150	9,000	-	-	0.0%	9,000	-	covers vacation/personal days for dispatchers		
01-4210-0405-1200	PD- Sal/Wages PT	12,320	11,000	7,434	11,000	-	-	0.0%	11,000	-	3 PT/On-Call		
01-4210-0405-1300	PD- Sal/Wages OT	9,987	12,400	4,568	11,600	-	(800)	-6.5%	11,600	-	covers cost in emergencies and regular coverage		
01-4210-0405-1350	PD- FEMA Storm Related OT	133	-	-	1	-	1	-	1	-	Expenses related to declared emergencies		
01-4210-0405-1400	PD- Longevity Pay	1,700	1,700	-	1,700	-	-	0.0%	1,700	-	contract item		
01-4210-0405-1410	PD- Sick Replacement	4,771	5,200	4,517	6,000	-	800	15.4%	6,000	-	covers OT for dispatchers out sick		
01-4210-0405-1420	PD- Holiday Pay	8,191	10,033	142	10,171	-	138	1.4%	10,171	-	contract item		
01-4210-0405-1450	PD- Sal/Wages Education Incentive	1,548	1,500	-	1,500	-	-	0.0%	1,500	-	contract item		
	Salaries Total	260,868	285,942	220,530	290,014	-	4,072	1.4%	290,014	-			
01-4210-0405-2100	PD- Health Insurance	70,067	81,142	67,602	88,146	-	7,004	8.6%	88,146	-	9.7% rate increase		
01-4210-0405-2110	PD- Dental Insurance	4,062	4,466	3,762	4,466	-	-	0.0%	4,466	-	No change in rate		
01-4210-0405-2120	PD- Life Insurance	556	300	255	300	-	-	0.0%	300	-	No change in rate		
01-4210-0405-2200	PD- FICA	15,505	17,728	13,071	17,981	-	253	1.4%	17,981	-	Based on wages: 6.2%		
01-4210-0405-2210	PD- Medicare	3,626	4,146	3,056	4,205	-	59	1.4%	4,205	-	Based on wages: 1.45%		
01-4210-0405-2300	PD- Retirement Town	20,923	30,711	18,983	31,462	-	751	2.4%	31,462	-	Jan-Jun: 26.38%; Jul-Dec: 29.43%		
	Benefits Total	114,739	138,493	106,729	146,560	-	8,067	5.8%	146,560	-			
01-4210-0405-4311	PD- Equipment Maintenance	19,382	25,530	17,287	23,370	-	(2,160)	-8.5%	23,370	-	covers our maintenance contracts (new radio equipment approved by voters in 2015)		
01-4210-0405-4330	PD- Equipment Repair & Maint	4,071	6,000	1,849	6,000	-	-	0.0%	6,000	-	uncovered repair costs (radio equip./purchase of new communication equip.)		
01-4210-0405-4333	PD- SPOTS Computer Maint	1,125	4,500	-	4,500	-	-	0.0%	4,500	-	computer connection with state police		
01-4210-0405-4351	PD- Complex Phone Repairs/Service	360	1,600	287	1,360	-	(240)	-15.0%	1,600	240	phone repair costs, and cost of IPAD network		
	General Expenses Total	24,938	37,630	19,423	35,230	-	(2,400)	-6.4%	35,470	240			
	Communications Total	400,545	462,065	346,682	471,805	-	9,740	2.1%	472,045	240	v		
	Total Police	3,441,604	3,795,920	2,853,312	3,813,031	(4,050)	17,111	0.5%	3,805,441	(7,591)	v		

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Fire											
Administration											
01-4221-0501-1110	FD- Sal/Wages FT	298,743	325,042	277,562	337,306	-	12,264	3.8%	337,306	-	4 FT: Chief, 2 Asst. Chiefs & Office Mgr.
	Salaries Total	298,743	325,042	277,562	337,306	-	12,264	3.8%	337,306	-	+75% Office Mgr. Top Step bonus
01-4221-0501-2100	FD- Health Insurance	50,610	81,142	67,619	89,013	-	7,871	9.7%	89,013	-	9.7% rate increase
01-4221-0501-2110	FD- Dental Insurance	3,771	4,645	3,823	4,645	-	-	0.0%	4,645	-	No change in rate
01-4221-0501-2120	FD- Life Insurance	420	480	375	480	-	-	0.0%	480	-	No change in rate
01-4221-0501-2130	FD- LTD Insurance	1,387	1,357	1,183	1,416	-	59	4.4%	1,416	-	Very small increase due to Department Manager salary adjustment
01-4221-0501-2200	FD- FICA	3,463	3,686	2,926	3,686	-	-	0.0%	3,686	-	Based on wages: 6.2% (FICA for Office Mgr)
01-4221-0501-2210	FD- Medicare	3,185	3,140	2,575	3,290	-	150	4.8%	3,290	-	Based on wages: 1.45% (Excludes the Chief)
01-4221-0501-2300	FD- Retirement Town	6,533	6,641	5,627	6,704	-	63	0.9%	6,704	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%
01-4221-0501-2320	FD- Retirement Fire	75,937	77,445	66,247	84,863	-	7,418	9.6%	84,863	-	Jan-Jun: 29.16%; Jul-Dec: 31.89%
	Benefits Total	145,306	178,536	150,375	194,097	-	15,561	8.7%	194,097	-	
01-4221-0501-4310	FD- Office Equip Maintenance	2,666	2,620	1,619	2,428	-	(192)	-7.3%	2,428	-	Lease Agreements & Service Contacts for copier, and time clock.
01-4221-0501-5000	FD- Supplies	1,761	2,000	1,626	2,265	-	265	13.3%	2,000	(265)	Office Supplies for entire Fire Department (except Health)
01-4221-0501-5010	FD- Postage	464	580	281	500	-	(80)	-13.8%	580	80	Postage for General FD, Fire Prevention, new candidate hiring, etc.
01-4221-0501-5190	FD- Chiefs Expenses	597	720	368	720	-	-	0.0%	720	-	Expenses for meetings, dinners
01-4221-0501-5263	FD- Physicals	6,320	5,000	2,070	765	-	(4,235)	-84.7%	5,000	4,235	Pre-employment for new hires and Annual physicals for 1/4 of all fire personnel
01-4221-0501-5310	FD-Mobile Communications	1,628	1,143	571	1,172	-	29	2.5%	1,143	(29)	Phone plan and usage for Department Manager
01-4221-0501-5450	FD- Dues	1,213	1,722	1,528	1,601	-	(121)	-7.0%	1,601	-	Annual Association Dues, multiple organizations
01-4221-0501-5650	FD- General Expenses	2,481	3,200	2,522	3,200	-	-	0.0%	3,200	-	Background investigations, Water, Emergency scene rehab. supplies, etc.
01-4221-0501-5810	FD- Conf/Room/Meals	1,059	4,500	129	4,500	-	-	0.0%	4,500	-	\$1,500 each: FDIC conference, FRI International, IMT Annual Conference
	General Expenses Total	18,189	21,485	10,714	17,151	-	(4,334)	-20.2%	21,172	4,021	
	Administration Total	462,238	525,063	438,651	548,554	-	23,491	4.5%	552,575	4,021	
Fire Suppression											
01-4220-0503-1110	FD- Sal/Wages FT	1,456,283	1,456,512	1,211,114	1,489,021	-	32,509	2.2%	1,454,815	(34,206)	25 FT Firefighter/ EMT's (20 FF's & 5 LT's); Incl 2 new FF for 8 mos
01-4220-0503-1120	FD- Sal/Wages Stipend	2,000	3,028	-	1,514	-	(1,514)	-50.0%	1,514	-	Stipend + Bonus pay (Maxed pay plan)
01-4220-0503-1150	FD- Vacation Replacement	40,725	48,680	19,570	36,017	-	(12,663)	-26.0%	36,017	-	Overtime for vacation replacement
01-4220-0503-1300	FD- Sal/Wages OT	102,482	116,323	112,602	111,431	-	(4,892)	-4.2%	111,431	-	Overtime for emergency recall and other off-duty details
01-4220-0503-1350	FD- FEMA Storm Related OT	7,551	-	-	1	-	1	-	1	-	Expenses related to declared emergencies
01-4220-0503-1400	FD- Longevity Pay	10,225	9,050	1,500	8,100	-	(950)	-10.5%	8,100	-	
01-4220-0503-1410	FD- Sick Replacement	41,149	41,732	34,441	39,807	-	(1,925)	-4.6%	39,807	-	Overtime for sick replacement
01-4220-0503-1420	FD- Sal/Wages Holiday Pay	85,275	87,601	-	90,172	-	2,511	2.9%	87,938	(2,234)	Holiday pay (11 holidays), Incl 2 new FF (8 holidays)
01-4220-0503-1600	FD- Sal/Wages On Call	3,818	7,500	5,481	7,500	-	-	0.0%	7,500	-	PT Call Company salaries
	Salaries Total	1,749,508	1,770,426	1,384,708	1,783,563	-	13,137	0.7%	1,747,123	(36,440)	
01-4220-0503-2100	FD- Health Insurance	358,278	411,200	329,837	441,789	-	30,589	7.4%	425,831	(15,958)	9.7% rate increase; Incl 2 new FF (7 mos)
01-4220-0503-2110	FD- Dental Insurance	33,740	32,738	26,320	32,313	-	(425)	-1.3%	31,360	(953)	No change in rate; Incl 2 new FF (7 mos)
01-4220-0503-2120	FD- Life Insurance	1,485	1,500	1,295	1,535	-	35	2.3%	1,500	(35)	No change in rate; Incl 2 new FF (7 mos)
01-4220-0503-2200	FD- FICA	241	465	340	465	-	-	0.0%	465	-	Based on wages: 6.2% (Call Company Salaries)
01-4220-0503-2210	FD- Medicare	24,309	24,597	19,614	25,862	-	1,265	5.1%	25,333	(528)	Based on wages: 1.45%
01-4220-0503-2320	FD- Retirement Fire	504,852	516,257	409,485	543,317	-	27,060	5.2%	532,650	(10,667)	Jan-Jun: 29.16%; Jul-Dec: 31.89%

**Town of Exeter
General Fund
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		2015	2016	YTD Actual	2017 BOS	2017 BOS	2017 BOS	2017	2017	2017	2017	2017
	Description	Actual	Budget	10/31/2016	Budget	Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	Budget vs. 2016 Budget \$ Increase/-(Decrease)	Budget vs. 2016 Budget %- Difference	Default Budget	Default Budget vs. 2017 BOS Budget \$ Increase/-(Decrease)	Explanation	
	Benefits Total	922,905	986,757	786,891	1,045,281	-	58,524	5.9%	1,017,139	(28,141)		
01-4220-0503-4312	FD- Radio Maintenance	2,633	2,500	1,365	3,892	-	1,392	55.7%	3,892	-	Maint. & programming FD Portable & Mobile Radios	
01-4220-0503-4320	FD- Vehicle Maintenance	49,760	42,990	31,401	44,115	-	1,125	2.6%	44,115	-	Vehicle Maintenance	
01-4220-0503-4330	FD- General Equipment Repair	2,917	3,000	1,128	3,000	-	-	0.0%	3,000	-	Small Tool & Equipment Repair	
01-4220-0503-4340	FD- Hydrant Maintenance	20,000	20,000	15,000	20,000	-	-	0.0%	20,000	-	Hydrant Maintenance Fee/Rental to Water Department	
01-4220-0503-4341	FD- Cistern Maintenance	1,440	2,460	1,117	2,460	-	-	0.0%	2,460	-	Cistern & Dry Hydrant Maintenance	
01-4220-0503-5016	FD- Station Building Supplies	1,506	1,700	1,540	1,700	-	-	0.0%	1,700	-	Laundry & misc bldg. cleaning supplies	
01-4220-0503-5018	FD- Fire Prevention Supplies	1,542	1,600	1,600	4,400	-	2,800	175.0%	1,600	(2,800)	NFPA annual membership & Fire Prevention & Investigation Supplies	
01-4220-0503-5019	FD- Fire Alarm Supplies	5,947	6,000	4,986	6,000	-	-	0.0%	6,000	-	Town wide fire alarm system maintenance	
01-4220-0503-5119	FD- Communications Equipment	4,264	5,266	2,240	5,274	-	8	0.2%	5,274	-	Vehicle computer connectivity, fees and radio interoperability	
01-4220-0503-5310	FD- Mobile Communications	1,683	2,398	1,192	1,916	-	(482)	-20.1%	1,916	-	Cell Phone plan and Data usage for Staff Cars, Engines and Fire Prev.	
01-4220-0503-5450	FD- Dues	4,294	5,451	5,451	5,451	-	-	0.0%	5,451	-	Seacoast Chiefs Haz Mat Team Annual Assessment	
01-4220-0503-5670	FD- Dry Cleaning	187	200	270	275	-	75	37.5%	200	(75)	Dry cleaning of chief officer & Class "A" dress uniforms	
01-4220-0503-5671	FD- Uniforms	22,598	22,160	22,158	23,592	-	1,432	6.5%	23,592	-	Uniforms for 28 employees, 12 Call firefighters and Chief Officers	
01-4220-0503-5740	FD- Software Agreement	5,355	5,660	5,660	5,945	-	285	5.0%	5,945	-	IMC & Public Eye annual licensing agreement & fees	
01-4220-0503-5820	FD- Education/Training	3,206	10,000	7,134	10,000	-	-	0.0%	10,000	-	Tuition for certification & education supplies	
01-4220-0503-5875	FD- General Equipment Purchase	41,702	45,000	34,602	45,000	-	-	0.0%	45,000	-	Necessary equipment purchase & replacement	
01-4220-0503-5900	FD- Protective Equipment	27,167	27,768	27,769	30,965	-	3,197	11.5%	27,768	(3,197)	Turnout gear replacement, inspection & repairs	
01-4220-0503-5911	FD- Hazmat Supplies	500	350	-	350	-	-	0.0%	350	-	Hazardous materials clean-up supplies	
01-4220-0503-5912	FD- Breathing Apparatus	5,647	6,526	1,215	11,126	-	4,600	70.5%	6,526	(4,600)	Breathing Apparatus & Air compressor certification & repairs	
01-4220-0503-5913	FD- Extinguisher Maintenance	-	-	-	-	-	-	-	-	-	Non-budgeted item	
01-4220-0503-5914	FD- Hose Replacement	4,388	4,776	4,650	4,904	-	128	2.7%	4,776	(128)	Hose replacement & repair as necessary	
01-4220-0503-6260	FD- Fuel	14,224	13,994	10,659	14,645	(1,511)	651	4.7%	14,645	-	Gas & Diesel fuel for all fire dept. vehicles (Except 2 ambulances) plus 500 gal fuel tank	
	General Expenses Total	220,960	229,799	181,137	245,010	(1,511)	15,211	6.6%	234,210	(10,800)		
01-4220-0503-75xx	FD-Capital Outlay	-	24,134	23,408	21,746	-	(2,388)	-9.9%	-	(21,746)	25 - Firefighter Safety bldg evacuation Harnesses and Training (\$15,500) and New Physical Fitness Equipment, Life Fitness Integrity Powermill and Treadmill (\$12,492)	
	Capital Outlay Total	-	24,134	23,408	21,746	-	(2,388)	-9.9%	-	(21,746)		
	Fire Suppression Total	2,893,373	3,011,116	2,376,144	3,095,600	(1,511)	84,484	2.8%	2,998,473	(97,127)		

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Description	2015 Actual	2016 Budget	YTD Actual 10/31/2016	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget %- Difference	2017 Default Budget	2017 Default Budget vs. 2017 BOS Budget \$ Increase/-(Decrease)	Explanation
Emergency Management										
01-4290-0504-4312 EM- Radio Repairs	3,665	4,000	2,478	4,000	-	-	0.0%	4,000	-	EOC radio reprogramming, replacement & repairs
01-4290-0504-5119 EM- Communications	9,560	9,560	8,560	9,560	-	-	0.0%	9,560	-	Code Red notification system and EOC telephone system support
01-4290-0504-5310 EM- Mobile Communications	1,354	1,167	589	1,172	-	5	0.4%	1,172	-	Cell Phone plan & Data usage for Deputy EMD
01-4290-0504-5820 EM- Education/Training	879	1,000	860	1,000	-	-	0.0%	1,000	-	Emergency Management & Homeland Security conference and/or classes
01-4290-0504-5917 EM- Command Supplies	6,229	6,500	2,342	6,500	-	-	0.0%	6,500	-	EOC supplies including food, office supplies, & training material
01-4290-0504-5918 EM- Shelter Equipment	1,176	1,200	149	1,200	-	-	0.0%	1,200	-	Shelter food and supplies
01-4290-0504-5919 EM- Emer Mgmt Equipment	4,735	2,500	1,321	3,500	-	1,000	40.0%	2,500	(1,000)	Materials, barricades, signage and barriers
01-4290-0504-5922 EM- FEMA Reimb -Force Labor		1		1	-	-	0.0%	1	-	Used Only if Departments use Budget funds that are reimbursable
01-4290-0504-5923 EM- FEMA Reimb - Force Equip	1	1		1	-	-	0.0%	1	-	Used Only if Departments use Budget funds that are reimbursable
01-4290-0504-5924 EM- FEMA Reimb-Debris Removal		1		1	-	-	0.0%	1	-	Used Only if Departments use Budget funds that are reimbursable
01-4290-0504-5925 EM- FEMA Reimb- Materials		1		1	-	-	0.0%	1	-	Used Only if Departments use Budget funds that are reimbursable
01-4290-0504-5926 EM- FEMA Reimb- Permanent Work		1		1	-	-	0.0%	1	-	Used Only if Departments use Budget funds that are reimbursable
General Expenses Total	27,599	25,932	16,299	26,937	-	1,005	3.9%	25,937	(1,000)	
01-4290-0504-7426 EM- Capital Outlay		-		1,000	-	1,000			(1,000)	Public Safety Complex Access and Security upgrades
Capital Outlay Total		-		1,000	-	1,000			(1,000)	
Emergency Management Total	27,599	25,932	16,299	27,937	-	2,005	7.7%	25,937	(2,000) v	

**Town of Exeter
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Description	2015 Actual	2016 Budget	YTD Actual 10/31/2016	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/(Decrease)	2017 BOS Budget vs. 2016 Budget %- Difference	2017 Default Budget	2017 Default Budget vs. 2017 BOS Budget \$ Increase/(Decrease)	Explanation	
Health											
01-4414-0505-1110	FH- Sal/Wages FT	65,533	67,130	56,740	68,215	-	1,085	1.6%	68,215	-	1 FT: Health Officer
	Salaries Total	65,533	67,130	56,740	68,215	-	1,085	1.6%	68,215	-	
01-4414-0505-2110	FH- Dental Insurance	499	500	416	500	-	-	0.0%	500	-	No change in rate
01-4414-0505-2120	FH- Life Insurance	120	120	100	120	-	-	0.0%	120	-	No change in rate
01-4414-0505-2200	FH- FICA	4,350	4,162	3,787	4,229	-	67	1.6%	4,229	-	Based on wages: 6.2%
01-4414-0505-2210	FH- Medicare	1,017	973	886	989	-	16	1.7%	989	-	Based on wages: 1.45%
01-4414-0505-2320	FH- Town Retirement	7,201	7,498	6,338	7,692	-	194	2.6%	7,692	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%
	Benefits Total	13,187	13,253	11,527	13,530	-	277	2.1%	13,530	-	
01-4414-0505-5000	FH- Supplies	732	950	838	950	-	-	0.0%	950	-	Health Inspection supplies
01-4414-0505-5010	FH- Postage	77	60	72	75	-	15	25.0%	75	-	Health Dept. mailings
01-4414-0505-5201	FH- Consulting	9,400	10,550	258	10,549	-	(1)	0.0%	10,549	-	Hazardous Materials Remediation & Consulting for Sportsmen's Club project
01-4414-0505-5310	FH- Mobile Communications	856	1,143	834	1,028	-	(115)	-10.1%	1,028	-	Phone plan & data usage for Health Officer
01-4414-0505-5450	FH- Dues	205	245	295	195	-	(50)	-20.4%	195	-	Health Dept. dues & memberships
01-4414-0505-5740	FH- Software Agreement	1,925	1,925	1,925	2,125	-	200	10.4%	2,125	-	Metverse forms and reporting
01-4414-0505-5800	FH- Travel Reimbursement	719	900	453	850	-	(50)	-5.6%	900	50	Mileage reimbursement for Health Officer
01-4414-0505-5810	FH- Conf/Room/Meals	526	720	195	770	-	50	6.9%	720	(50)	Training, Meeting and conferences for Health Officer
01-4414-0505-5989	FH- Mosquito Control	56,100	62,180	44,880	57,410	-	(4,770)	-7.7%	57,410	-	Mosquito control maintenance contract costs
	General Expenses Total	70,540	78,673	49,750	73,952	-	(4,721)	-6.0%	73,952	-	
01-4414-0505-75xx	FH- Capital Outlay	-	20,000	-	1	-	(19,999)	-100.0%	-	(1)	No Capital requests in FY17
	Capital Outlay Total	-	20,000	-	1	-	(19,999)	-100.0%	-	(1)	
	Health Total	149,260	179,056	118,017	155,698	-	(23,356)	-13.0%	155,697	(1)	v
	Total Fire	3,532,470	3,741,167	2,949,111	3,827,790	(1,511)	86,622	2.3%	3,732,682	(95,107)	v

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Description	2015 Actual	2016 Budget	YTD Actual 10/31/2016	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/(Decrease)	2017 BOS Budget vs. 2016 Budget %- Difference	2017 Default Budget	2017 Default Budget vs. 2017 BOS Budget \$ Increase/(Decrease)	Explanation	
Public Works - General Fund											
Administration & Engineering											
01-4311-0601-1110	PW- Sal/Wages FT	337,720	393,107	305,820	408,196	-	15,089	3.8%	408,196	-	6 FT: Director, Town Eng, Eng Tech, Office Mgr, Office Clerk, Asst Engineer
01-4311-0601-1200	PW- Sal/Wages PT	2,116	700	1,143	700	-	-	0.0%	700	-	1- PT-recording secretary @ \$14 per hour
01-4311-0601-1300	PW- Sal/Wages OT	307	-	28	-	-	-	-	-	-	
	Salaries Total	340,143	393,807	306,991	408,896	-	15,089	3.8%	408,896	-	
01-4311-0601-2100	PW- Health Insurance	43,581	46,685	38,861	75,712	-	29,027	62.2%	75,712	-	9.7% rate increase
01-4311-0601-2110	PW- Dental Insurance	5,208	5,144	4,287	8,139	-	2,995	58.2%	8,139	-	No change in rate
01-4311-0601-2120	PW- Life Insurance	490	480	400	540	-	60	12.5%	540	-	No change in rate
01-4311-0601-2130	PW- LTD Insurance	1,387	1,357	1,183	1,416	-	59	4.4%	1,416	-	No change in rate
01-4311-0601-2200	PW- FICA	22,494	24,416	19,128	25,352	-	936	3.8%	25,352	-	Based on wages: 6.2%
01-4311-0601-2210	PW- Medicare	5,261	5,710	4,473	5,929	-	219	3.8%	5,929	-	Based on wages: 1.45%
01-4311-0601-2300	PW- Retirement Town	37,365	43,910	34,119	46,028	-	2,118	4.8%	46,028	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%
	Benefits Total	115,786	127,702	102,451	163,116	-	35,414	27.7%	163,116	-	
01-4311-0601-4312	PW- Radio Repairs	495	600	339	600	-	-	0.0%	600	-	4 Desk sets, 6 portables, 42 vehicle units
01-4311-0601-4320	PW- Vehicle Maintenance	312	600	24	600	-	-	0.0%	600	-	1 sedan, 1 4wd
											Gen office supplies \$6500; Eng supplies \$3500; plotter paper & ink, field books, Town Standards, scanning plans; 60% of copier copy billing
01-4311-0601-5000	PW- Supplies	10,590	10,000	5,516	10,000	-	-	0.0%	10,000	-	60% Director, Town Engineer & Asst Engineer; 100% Highway, MiFi (Engineering)
01-4311-0601-5010	PW- Postage	167	500	313	500	-	-	0.0%	500	-	Contract w/Access; required (per USDOT) random testing for all CDL holders & screening new hires
01-4311-0601-5310	PW- Mobile Communications	1,414	1,200	1,176	1,200	-	-	0.0%	1,200	-	new digital repeater to communicate with Fire & Police
01-4311-0601-5341	PW- Drug/Alcohol Testing	3,292	1,200	2,566	1,200	-	-	0.0%	1,200	-	Req's new NPDES permit & WWTF AOC; Storm water Ordinance, Storm water Management Plan, IDDE, Notice of Intent, Public Education, Municipal Training, Dry & Wet Weather Monitoring, impaired waters/TMDL compliance
01-4311-0601-5362	PW- Radio Replacement		1,000	995	1,000	-	-	0.0%	1,000	-	Dues: APWA \$210, NHPWA \$100, Mutual Aid \$25;
01-4311-0601-5446	PW- EPA Storm Water Phase II	24,810	80,000	20,890	80,000	-	-	0.0%	80,000	-	Licenses: PE 2@150/2 yr
01-4311-0601-5450	PW- Dues	352	700	1,038	700	-	-	0.0%	700	-	Meal reimbursement and purchase of Carr property for \$24K in 2016
01-4311-0601-5650	PW- General Expenses	708	700	24,752	700	-	-	0.0%	700	-	National or regional conf 60% Dir, Town Eng; 100% Maint Supt, Hwy Supt @\$1100 ea
01-4311-0601-5810	PW- Conf/Room/Meals	2,903	3,000	2,812	3,000	-	-	0.0%	3,000	-	Education and training for staff
01-4311-0601-5820	PW- Education/Training	2,206	2,000	2,154	2,000	-	-	0.0%	2,000	-	Dir & Town Eng vehicles
01-4311-0601-6260	PW- Fuel	1,404	1,600	1,076	1,320	(280)	(280)	-17.5%	1,320	-	Bulk fuel delivery charges less dept allocations; for 109 vehicles
01-4311-0601-6261	PW- Master Fuel Account	(8,492)	1	826	1	-	-	0.0%	1	-	
	General Expenses Total	40,161	103,101	64,477	102,821	(280)	(280)	-0.3%	102,821	-	
01-4312-0601-75xx	CO- Communications Equipment				33,200	-	33,200		(33,200)		New digital repeater to communicate with Fire & Police
	Capital Outlay Total				33,200	-	33,200		(33,200)		

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01-4311-0601-9997 PW- Due from Water Fund	(111,765)	(104,302)	(78,228)	(114,252)	(43)	(9,950)	9.5%	(114,252)	-	20% Water Fund offset
01-4311-0601-9998 PW- Due from Sewer Fund	(111,765)	(104,302)	(78,228)	(114,252)	(43)	(9,950)	9.5%	(114,252)	-	20% Sewer Fund offset
Due from Water/Sewer Funds Total	(223,530)	(208,604)	(156,456)	(228,503)	(86)	(19,900)	9.5%	(228,503)	-	
Administration & Engineering Total	272,560	416,007	317,463	479,530	(366)	63,523	15.3%	446,330	(33,200)	V
Highways and Streets										
01-4312-0602-1110 PH- Sal/Wages FT	526,864	557,547	453,925	554,301	-	(3,246)	-0.6%	554,301	-	12 FT + Bonus pay (Maxed pay plan)
01-4312-0602-1210 PH- Sal/Wages Temp	-	7,500	-	7,500	-	-	0.0%	7,500	-	Intern, Summer laborer
01-4312-0602-1300 PH- Sal/Wages OT	31,513	20,000	25,833	20,000	-	-	0.0%	20,000	-	Emergency ops, callouts, flood watch, voting/traffic control
01-4312-0602-1350 PH- FEMA Storm Related OT	2,833	-	-	1	-	1	-	1	-	Expenses related to declared emergencies
01-4312-0602-1400 PH- Longevity Pay	8,550	6,100	1,900	4,450	-	(1,650)	-27.0%	4,450	-	6 FT per union contract
Salaries Total	569,760	591,147	481,658	586,252	-	(4,895)	-0.8%	586,252	-	
01-4312-0602-2100 PH- Health Insurance	171,452	195,213	148,029	225,266	-	30,053	15.4%	225,266	-	9.7% rate increase
01-4312-0602-2110 PH- Dental Insurance	11,631	11,568	8,916	13,631	-	2,063	17.8%	13,631	-	No change in rate
01-4312-0602-2120 PH- Life Insurance	713	738	679	780	-	42	5.7%	780	-	No change in rate
01-4312-0602-2200 PH- FICA	35,193	36,651	28,741	36,348	-	(303)	-0.8%	36,348	-	Based on wages: 6.2%
01-4312-0602-2210 PH- Medicare	8,231	8,572	6,722	8,501	-	(71)	-0.8%	8,501	-	Based on wages: 1.45%
01-4312-0602-2300 PH- Retirement Town	59,496	65,193	51,943	65,261	-	68	0.1%	65,261	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%
Benefits Total	286,716	317,935	245,030	349,787	-	31,852	10.0%	349,787	-	
01-4312-0602-4320 PH- Vehicle Maintenance	47,460	45,000	34,050	45,000	-	-	0.0%	45,000	-	Maintenance of all dept vehicles and equip
01-4312-0602-4334 PH- Tree Maintenance	13,371	15,000	14,679	25,000	-	10,000	66.7%	15,000	(10,000)	All trees in Town ROW & parks incl pruning, fertilizing & removal w/licensed arborist; \$10k for 1 yr only tree inventory program development
01-4312-0602-4335 PH- Dam Maintenance	891	39,200	1,016	94,000	-	54,800	139.8%	39,200	(54,800)	Dam & abutment concrete & mechanical repairs at Great, Pickpocket, Colcord. (\$35k for LOMR in 2017 CIP)
01-4312-0602-4339 PH- Asphalt Reclamation	10,000	10,000	10,000	10,000	-	-	0.0%	10,000	-	Grinding & screening to recycle asphalt and concrete into reusable product. Screening compost and sand
01-4312-0602-4342 PH- Street Marking	28,706	30,000	2,960	30,000	-	-	0.0%	30,000	-	Fog lines, yellow lines, parking spaces (butyl rubber by contractor); crosswalks 2x yr
01-4312-0602-4343 PH- Weed Control	8,000	8,000	4,000	8,000	-	-	0.0%	8,000	-	Along medians & curbing; contract w/licensed herbicide applicator, \$2000/app x 4/yr
01-4312-0602-4344 PH- Storm Drain Repair	8,433	9,000	6,457	9,000	-	-	0.0%	9,000	-	Repair drain castings, 1,305 catch basins
01-4312-0602-4345 PH- Bridge Repairs	5,232	5,500	2,260	5,500	-	-	0.0%	5,500	-	Minor repairs of 9 bridges; sealing, patching, guardrails
01-4312-0602-4346 PH- Culvert Repairs	994	2,000	2,325	2,000	-	-	0.0%	2,000	-	Repair or replace culverts (pipes & headers) along country roads
01-4312-0602-4355 PH- Street Repairs/Maint	18,505	18,000	9,957	18,000	-	-	0.0%	18,000	-	Patching town roads & shoulder repair materials; includes asphalt, concrete, gravel
01-4312-0602-4420 PH- Equipment Rentals	4,368	4,500	1,050	4,500	-	-	0.0%	4,500	-	Rental of equipment not owned by Town, including bulldozer, excavator, grader, screen
01-4312-0602-5310 PH- Mobile Communications	440	1	360	1	-	-	0.0%	1	-	
01-4312-0602-5312 PH- Phone Reimbursement	-	2,400	372	2,400	-	-	0.0%	2,400	-	Cell Phone stipend \$50/mo for Supt + 3 Foremen
01-4312-0602-5327 PH- General Hand Tools	3,571	4,000	4,480	4,000	-	-	0.0%	4,000	-	Rep/repair hand tools incl. compacter, hand-saw, chainsaws, small power tools
01-4312-0602-5328 PH- Emergency Traffic Control	989	1,000	387	1,000	-	-	0.0%	1,000	-	Uniformed officer in high traffic, emergencies
01-4312-0602-5561 PH- Signs	6,876	7,000	6,668	17,000	-	10,000	142.9%	7,000	(10,000)	Regulatory & street sign repl. for retro reflectivity, damages; new street name signs w/Town seals
01-4312-0602-5610 PH- Safety Equipment	4,241	4,500	3,084	4,500	-	-	0.0%	4,500	-	Hardhats, vests, eye protection, Technu, steel-toed boot repl \$185/yr per employee
01-4312-0602-5671 PH- Uniforms	6,496	6,000	4,824	6,000	-	-	0.0%	6,000	-	12 employees
01-4312-0602-5756 PH- Dam Registration	400	800	-	400	-	(400)	-50.0%	800	400	Annual NHDES fees (due December) Sloans Brook

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01-4312-0602-5820	PH- Education/Training	3,668	3,000	350	3,000	-	-	0.0%	3,000	-	Classes and licensing including CDL, Public Works Academy, UNH Tech Transfer classes	
01-4312-0602-6260	PH- Fuel	20,960	30,000	14,379	20,460	(4,540)	(9,540)	-31.8%	20,460	-	Fuel for highway dept	
	General Expenses Total	193,601	244,901	123,658	309,761	(4,540)	64,860	26.5%	235,361	(74,400)		
01-4312-0602-7503	PH-Road Paving/Maintenance	792,173	800,000	750,523	800,000	-	-	0.0%	800,000	-	Includes crack sealing, reconstruction, etc. 3% increase material cost	
01-4312-0602-7505	PH- Sidewalks/Curbing		1		120,000	-	119,999	#####	1	(119,999)	Sidewalks and curbing- BRC wants it in Maintenance not CIP	
01-4312-0602-7507	PH- Storm Drain Cleaning	21,285	25,000	21,984	25,000	-	-	0.0%	25,000	-	Annual clean 50% catch basins, material testing, clean ~1 mi drain lines	
	Capital Outlay Total	813,458	825,001	772,507	945,000	-	119,999	14.5%	825,001	(119,999)		
	Highways & Streets Total	1,863,535	1,978,984	1,622,853	2,190,800	(4,540)	211,816	10.7%	1,996,401	(194,399)	V	
Snow Removal												
01-4312-0603-1300	PS- Sal/Wages - OT Snow	88,787	70,000	42,659	70,000	-	-	0.0%	70,000	-		
01-4312-0603-1350	PS- Sal/Wages - FEMA Storm Related	12,177	-	-	1	-	1	-	1	-	Expenses related to declared emergencies	
01-4312-0603-1370	PS- Sal/Wages-OT Mech	3,326	2,700	1,839	2,700	-	-	0.0%	2,700	-		
	Salaries Total	104,290	72,700	44,498	72,701	-	1	0.0%	72,701	-		
01-4312-0603-2200	PS- FICA	6,319	4,507	2,651	4,507	-	0	0.0%	4,507	-	Based on wages: 6.2%	
01-4312-0603-2210	PS- Medicare	1,478	1,054	620	1,054	-	0	0.0%	1,054	-	Based on wages: 1.45%	
01-4312-0603-2300	PS- Retirement Town	10,517	8,121	4,588	8,197	-	76	0.9%	8,197	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%	
	Benefits Total	18,314	13,682	7,859	13,759	-	76	0.6%	13,759	-		
01-4312-0603-4220	PS- Contracted Snow Removal	106,849	35,000	3,723	35,000	-	-	0.0%	35,000	-	80% of 3 yr avg; Hire contractors w/10 wheelers to remove snow for safety downtown, Lincoln St, Ports Ave.	
01-4312-0603-4221	PS- Plowing	111,605	65,000	28,139	65,000	-	-	0.0%	65,000	-	Hire contractors to plow	
01-4312-0603-4320	PS- Vehicle Maintenance	17,120	7,000	12,627	7,000	-	-	0.0%	7,000	-	Repair snow plows and snow removal equip	
01-4312-0603-4349	PS- Plow/Spreader Repair	3,246	-	793	-	-	-	-	-	-		
01-4312-0603-4623	PS- Plow Damages	4,565	2,000	3,225	2,000	-	-	0.0%	2,000	-	Private property damage caused by snow plows	
01-4312-0603-5007	PS- Salt	61,660	65,000	51,673	65,000	-	-	0.0%	65,000	-	Winter salt for town roads, sidewalks, parking lots; 2015 unit price \$48.43/ton; 2016 up 7% to \$51.73/ton	
01-4312-0603-5008	PS- Sand	-	1,000	-	1,000	-	-	0.0%	1,000	-	Purchase sand during winter months to spread along the town roads, sidewalks, parking lots	
01-4312-0603-5009	PS- Calcium Chloride	401	500	-	500	-	-	0.0%	500	-	Salt additive used during harsh temperatures in the winter	
01-4312-0603-5922	PS- FEMA Reimb Force Labor	14,731	-	-	1	-	1	-	-	-	(1) Expenses related to declared emergencies	
01-4312-0603-6260	PS- Fuel	29,285	20,000	12,081	18,220	(1,780)	(1,780)	-8.9%	18,220	-	Fuel for snow removal vehicles	
	General Expenses Total	349,462	195,500	112,261	193,720	(1,780)	(1,780)	-0.9%	193,720	-		
	Snow Removal Total	472,066	281,882	164,618	280,180	(1,780)	(1,703)	-0.6%	280,180	-	V	
Solid Waste Disposal												
01-4323-0604-1200	SW- Sal/Wages PT	8,346	17,060	3,889	26,911	-	9,851	57.7%	26,911	-	2 PT @ 16 hrs/wk	
	Salaries Total	8,346	17,060	3,889	26,911	-	9,851	57.7%	26,911	-		
01-4323-0604-2200	SW- FICA	517	1,058	241	1,668	-	611	57.7%	1,668	-	Based on wages: 6.2%	
01-4323-0604-2210	SW- Medicare	196	247	57	390	-	143	57.7%	390	-	Based on wages: 1.45%	
	Benefits Total	713	1,305	298	2,059	-	754	57.7%	2,059	-		
01-4323-0604-4221	SW- Operations Maintenance	3,206	3,000	4,095	3,000	-	-	0.0%	3,000	-	Materials and supplies at the Transfer Station	
01-4323-0604-5820	SW- Education/Training	60	500	575	650	-	150	30.0%	500	(150)	Solid Waste Training	
01-4323-0604-5829	SW- Tire Disposal	810	2,500	2,305	2,500	-	-	0.0%	2,500	-	Disposal of Town tires	
01-4323-0604-5832	SW- Blue Bags	59,533	68,000	54,264	68,000	-	-	0.0%	68,000	-	Includes vendor delivery to store	
01-4323-0604-5833	SW- Construction Debris	16,958	13,500	20,395	13,500	-	-	0.0%	13,500	-	Construction debris container at Transfer Station	

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01-4323-0604-5834	SW- Disposal/Recycling Contract	675,115	681,000	510,038	720,000	-	39,000	5.7%	720,000	-	Per disposal and recycling contract with Northside Carting (Year 5 of 5) Expires in May 2017
01-4323-0604-5836	SW- Landfill Maintenance	16,676	25,000	15,922	45,000	-	20,000	80.0%	45,000	-	Gas and water quality testing at Cross Road landfill, install 2 new monitoring wells
01-4323-0604-5838	SW- Household Haz Waste Removal	19,886	6,000	2,330	6,000	-	-	0.0%	6,000	-	Annual 1st Sat Oct; Exeter share \$6,000
01-4323-0604-5842	SW- Equipment Rental	4,000	4,000	2,645	4,000	-	-	0.0%	4,000	-	Contract bulldozer rental to push back brush dump at Transfer Station
01-4323-0604-5843	SW- Sticker Permit Expense	578	700	1,148	700	-	-	0.0%	700	-	Stickers for Town & Public Works Offices to sell
01-4323-0604-5844	SW- Electronic Waste Expense	6,286	7,300	7,633	7,300	-	-	0.0%	7,300	-	Removal of electronic waste collected at Transfer Station, offset by stickers
01-4323-0604-5845	SW- Freon Waste Expense		500	853	1,500	-	1,000	200.0%	500	(1,000)	Removal of freon-containing appliances from Transfer Station & white goods (metal)
01-4323-0604-5846	SW- Garbage Litter Bags Expense	1,030	1,000	401	1,000	-	-	0.0%	1,000	-	Trash & Recycle can liners for the down town area
01-4323-0604-5847	SW- Large Cardboard	3,075	2,000	2,966	2,000	-	-	0.0%	2,000	-	Roll-off container at Transfer Station
01-4323-0604-5848	SW- Litter Bins Downtown	437	500	158	500	-	-	0.0%	500	-	Additional waste & recycling containers; repairs & repl
01-4323-0604-5849	SW- Recycle Bins	13,492	12,600	12,526	12,600	-	-	0.0%	12,600	-	65 gal carts & 12 gal bins
01-4323-0604-6220	SW- Electricity	1,176	1,300	697	1,300	-	-	0.0%	1,300	-	Transfer station building
	General Expenses Total	822,318	829,400	638,951	889,550	-	60,150	7.3%	888,400	(1,150)	
	Solid Waste Disposal Total	831,377	847,765	643,138	918,520	-	70,755	8.3%	917,370	(1,150)	V
Street Lights											
01-4316-0605-4369	PW- Traffic Light Maintenance	3,136	5,000	4	5,000	-	-	0.0%	5,000	-	High St, Green St, Alum Dr, Holland Way signals; controllers, loop detectors, bulbs
01-4316-0605-6220	PW- Electricity- Street Lights	153,461	145,000	126,005	145,000	-	-	0.0%	145,000	-	All street lights in Town rights-of-way
	General Expenses Total	156,597	150,000	126,009	150,000	-	-	0.0%	150,000	-	
	Street Lights Total	156,597	150,000	126,009	150,000	-	-	0.0%	150,000	-	V
	Subtotal before Maintenance	3,596,135	3,674,638	2,874,081	4,019,029	(6,686)	344,391	9.4%	3,790,280	(228,749)	

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Public Works - Maintenance											
General											
01-4311-0606-1110	PM- Sal/Wages FT	244,179	251,817	213,051	255,673	-	3,856	1.5%	255,673	-	5 FT Maint Supt, Custodian, 3 Maint Techs
01-4311-0606-1200	PM- Sal/Wages PT	34,099	33,359	28,963	33,359	-	-	0.0%	33,359	-	1 PT Custodian @ 34hr per week
01-4311-0606-1300	PM- Sal/Wages OT	11,399	3,000	5,229	3,000	-	-	0.0%	3,000	-	Emergencies, callouts
01-4311-0606-1350	PM- FEMA Storm Related OT	493	-	-	1	-	1	-	1	-	Expenses related to declared emergencies
01-4311-0606-1400	PM- Longevity Pay	850	850	-	1,200	-	350	41.2%	1,200	-	4 FT per union contract
	Salaries Total	291,020	289,026	247,243	293,233	-	4,207	1.5%	293,233	-	
01-4311-0606-2100	PM- Health Insurance	62,742	69,446	57,871	69,020	-	(426)	-0.6%	69,020	-	9.7% rate increase
01-4311-0606-2110	PM- Dental Insurance	5,459	5,460	4,938	5,144	-	(316)	-5.8%	5,144	-	No change in rate
01-4311-0606-2120	PM- Life Insurance	360	360	320	360	-	-	0.0%	360	-	No change in rate
01-4311-0606-2200	PM- FICA	17,699	17,920	14,995	18,180	-	261	1.5%	18,180	-	Based on wages: 6.2%
01-4311-0606-2210	PM- Medicare	4,139	4,191	3,507	4,252	-	61	1.5%	4,252	-	Based on wages: 1.45%
01-4311-0606-2300	PM- Retirement Town	26,810	28,558	23,055	29,331	-	773	2.7%	29,331	-	Jan-Jun: 11.17%; Jul -Dec: 11.38%
	Benefits Total	117,209	125,934	104,686	126,287	-	353	0.3%	126,287	-	
01-4311-0606-4329	PM- Maintenance Bld Materials	1,075	1,200	720	1,200	-	-	0.0%	1,200	-	
01-4311-0606-4331	PM- Maintenance Tools	3,391	3,000	1,503	3,000	-	-	0.0%	3,000	-	HVAC Tech, plumber, elec. tools, replenish drill bits, small power tools
01-4311-0606-5006	PM- Custodial Supplies	14,057	14,500	12,663	14,500	-	-	0.0%	14,500	-	All Town buildings' paper & cleaning products
01-4311-0606-5202	PM- Contract Services	-	-	-	8,000	-	8,000	-	-	(8,000)	Town buildings roof snow removal
01-4311-0606-5265	PM- Licenses	-	-	270	-	-	-	-	-	-	
01-4311-0606-5310	PM- Mobile Communications	644	600	505	600	-	-	0.0%	600	-	Maint. Superintendent cell phone
01-4311-0606-5610	PM- Safety Equipment	1,465	2,000	1,653	2,000	-	-	0.0%	2,000	-	Fall protection, eye protection, steel-toed boot replacement \$185/yr
01-4311-0606-5671	PM- Uniforms	5,309	5,500	4,842	5,500	-	-	0.0%	5,500	-	Uniforms and cleaning for 8 Staff
01-4311-0606-5680	PM- Software Agreement	4,239	8,509	8,509	8,509	-	-	0.0%	8,509	-	Annual maint of Fleet & Facility Maint software TMA
01-4311-0606-5830	PM- Education/Training	680	1,800	219	1,000	-	(800)	-44.4%	1,800	800	Continuing education requirements for License renewals Master Elect, Journeyman Plumber/Gas fitter. Education seminars for Master Mechanics, and Carpenter.
01-4311-0606-6260	PM- Fuel	-	-	-	4,345	(655)	4,345	-	4,345	-	Maintenance Dept vehicles (5) (Allocated from Mechanics Dept)
	General Expenses Total	30,860	37,109	30,884	48,654	(655)	11,545	31.1%	41,454	(7,200)	
	General Maintenance Total	439,089	452,069	382,813	468,174	(655)	16,105	3.6%	460,974	(7,200)	V
Mechanics/Garage:											
01-4311-0615-1110	PG- Sal/Wages FT	106,650	131,495	97,324	151,528	-	20,033	15.2%	151,528	-	3 FT: Mech foreman; 2 Mechanics
01-4311-0615-1200	PG- Sal/Wages PT	7,770	5,541	-	-	-	(5,541)	-100.0%	-	-	
01-4311-0615-1300	PG- Sal/Wages OT	1,062	3,000	427	2,000	-	(1,000)	-33.3%	3,000	1,000	Mechanic OT -76 hours per year
01-4311-0615-1400	PG- Longevity Pay	2,100	2,100	-	2,150	-	50	2.4%	2,150	-	Longevity pay for union employees
	Salaries Total	117,582	142,136	97,751	155,678	-	13,542	9.5%	156,678	1,000	

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					Increase/-(Decrease)	Increase/-(Decrease)	%		Increase/-(Decrease)		
01-4311-0615-2100	PG- Health Insurance	22,775	41,970	20,985	55,249	-	13,279	31.6%	55,249	-	9.7% rate increase
01-4311-0615-2110	PG- Dental Insurance	3,494	4,660	2,912	5,242	-	582	12.5%	5,242	-	No change in rate
01-4311-0615-2120	PG- Life Insurance	120	160	100	180	-	20	12.5%	180	-	No change in rate
01-4311-0615-2200	PG- FICA	7,549	8,812	6,260	9,652	-	840	9.5%	9,714	62	Based on wages: 6.2%
01-4311-0615-2210	PG- Medicare	1,765	2,061	1,463	2,257	-	196	9.5%	2,272	15	Based on wages: 1.45%
01-4311-0615-2300	PG- Retirement Town	11,995	15,256	10,895	17,554	-	2,298	15.1%	17,668	114	Jan-Jun: 11.17%; Jul-Dec: 11.38%
	Benefits Total	47,698	72,919	42,615	90,135	-	17,216	23.6%	90,325	191	
01-4311-0615-4209	PG- Weight Testing/Repair	-	1,000	870	1,000	-	-	0.0%	1,000	-	Weight test every other year; repair only this year
01-4311-0615-4210	PG- Vehicle Equipment Stock	9,357	10,000	7,530	10,000	-	-	0.0%	10,000	-	Fluids, filters, bulbs, nuts & bolts for all Town Departments
01-4311-0615-4320	PG- Vehicle Maintenance	1,850	3,000	1,102	2,000	-	(1,000)	-33.3%	2,000	-	Maintenance Dept vehicles (5) + forklift
01-4311-0615-5222	PG- Mechanics Tools	2,324	3,000	1,512	3,000	-	-	0.0%	3,000	-	Mechanics' allowance 3@\$500/ea; replace Town owned tools; rentals
01-4311-0615-6260	PG- Fuel	5,680	6,000	4,910	750	(250)	(5,250)	-87.5%	750	-	Mechanics Shop truck (allocated Maint. Vehicles to Maint dept.)
01-4311-0615-6261	PG- Fuel Dispensing System	2,033	2,500	1,851	2,500	-	-	0.0%	2,500	-	Fuel pumps, UST inspection, reporting equipment
	General Expenses Total	21,244	25,500	17,775	19,250	(250)	(6,250)	-24.5%	19,250	-	
	Mechanics/Garage Total	186,524	240,555	158,141	265,063	(250)	24,508	10.2%	266,253	1,191	V
Town Buildings											
01-4311-06xx-4110	Town Buildings-Water/Sewer Bills	6,896	10,900	9,323	10,900	-	-	0.0%	10,900	-	Water/Sewer bills for Town Buildings
01-4311-06xx-4300	Town Buildings- Building Maintenance	62,620	58,314	63,790	60,814	-	2,501	4.3%	60,814	(1)	Building Maintenance for Town Buildings
01-4311-06xx-6210	Town Buildings- Natural Gas	71,490	75,000	52,634	75,000	-	-	0.0%	75,000	-	Natural Gas for Town Buildings
01-4311-06xx-6220	Town Buildings- Electricity	115,426	120,000	77,869	119,000	-	(1,000)	-0.8%	119,000	-	Electricity for Town Buildings
01-4311-0613-5000	Train Station- Supplies	2,648	3,800	2,215	3,000	-	(800)	-21.1%	3,000	-	Light fixtures, electrical breakers, signage
01-4311-0613-7623	Train Station- Platform Lease	3,079	3,100	3,079	3,100	-	-	0.0%	3,100	-	Platform Lease for Train Station
	Town Buildings Total	262,159	271,114	208,910	271,814	-	701	0.3%	271,814	(1)	V
Maintenance Projects											
01-4311-0616-7501	PM- Maintenance Projects	165,286	97,178	86,593	100,000	-	2,823	2.9%	100,000	-	See 2017 Project List
	Total Maintenance Projects	165,286	97,178	86,593	100,000	-	2,823	2.9%	100,000	-	V
	Town Buildings/Maintenance Total	427,445	368,291	295,503	371,814	-	3,523	1.0%	371,814	(1)	V
	Total DPW Maintenance	1,053,058	1,060,916	836,457	1,105,051	(905)	44,135	4.2%	1,099,041	(6,010)	V
	Total Public Works Budget	4,649,193	4,735,553	3,710,538	5,124,079	(7,591)	388,526	8.2%	4,889,320	(234,759)	V

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Welfare										
Welfare										
01-4441-0710-1110 WE- Sal/Wages FT	-	-	6,163	7,410	-	7,410	-	7,410	-	
01-4441-0710-1200 WE- Sal/Wages PT	28,479	33,554	-	-	-	(33,554)	-100.0%	-	-	
Salaries Total	28,479	33,554	6,163	7,410	-	(26,144)	-77.9%	7,410	-	
01-4441-0710-2100 WE- Health Insurance	7,655	-	-	-	-	-	-	-	-	
01-4441-0710-2200 WE- FICA	1,633	2,080	342	459	-	(1,621)	-77.9%	459	-	Based on wages: 6.2%
01-4441-0710-2210 WE- Medicare	382	487	80	107	-	(379)	-77.9%	107	-	Based on wages: 1.45%
01-4441-0710-2300 WE-Retirement - Town	383	-	688	836	-	836	-	836	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%
Benefits Total	10,053	2,567	1,110	1,403	-	(1,164)	-45.3%	1,403	-	
01-4441-0710-5000 WE- Supplies	192	210	131	210	-	-	0.0%	210	-	Copy paper, computer ink, notebooks and desk supplies.
01-4441-0710-5010 WE- Postage	14	50	10	20	-	(30)	-60.0%	50	30	Client/state/agencies - postage - most are done electronically
01-4441-0710-5310 WE- Mobile Communications	146	240	(9)	180	-	(60)	-25.0%	240	60	For off hours usage / split 50/50 with TM budget
01-4441-0710-5450 WE- Dues	-	40	80	40	-	-	0.0%	40	-	State local welfare dues
01-4441-0710-5685 WE - Direct Relief-Food	-	301	200	500	-	199	66.1%	301	(199)	Requests for food/gas has increased this year with the homeless population increasing
01-4441-0710-5686 WE - Direct Relief- Rent	545	17,001	35,673	17,000	-	(1)	0.0%	17,001	1	Wentworth Trust reimbursed \$21,884/ Womenade \$520; \$8,620 Town Funds
01-4441-0710-5687 WE - Direct Relief- Electricity	100	6,101	6,670	4,000	-	(2,101)	-34.4%	6,101	2,101	\$1,888 Town funds - Wentworth Trust reimbursed \$1,787
01-4441-0710-5688 WE - Direct Relief - Heat	-	1,001	4,105	2,000	-	999	99.8%	1,001	(999)	\$ 947 Town funds - Wentworth Trust reimbursed \$841
01-4441-0710-5689 WE - Direct Relief -Medical	-	1,601	2,000	2,000	-	399	24.9%	1,601	(399)	\$ 723 Town funds - Wentworth Trust reimbursed \$319
01-4441-0710-5702 WE- Burial Expense	750	1,500	750	1,500	-	-	0.0%	1,500	-	One cremation
01-4441-0710-5703 WE- Direct Relief	23,614	-	-	-	-	-	-	-	-	Basic Needs/rent/electricity/oil/gas/food
01-4441-0710-5740 WE-Software Agreement	-	-	875	865	-	865	-	-	(865)	NH Gap software
01-4441-0710-xxxx WE- Human Services Funding	113,895	108,035	81,027	100,000	-	(8,035)	-7.4%	108,035	8,035	Human Services moved 2016 WAR to budget for 2017
01-4441-0710-5800 WE- Travel Reimbursement	-	200	243	200	-	-	0.0%	200	-	Travel to local meetings, State Monthly Meetings in Concord - Seminars
01-4441-0710-5810 WE- Conf/Room/Meals	40	300	30	200	-	(100)	-33.3%	300	100	1 Conference - 4 monthly meetings
01-4441-0710-5875 WE- Equipment Purchase	-	-	250	250	-	250	-	-	(250)	
General Expenses Total	139,296	136,580	131,785	128,965	-	(7,615)	-5.6%	136,580	7,615	
Welfare Total	177,828	172,701	139,058	137,778	-	(34,923)	-20.2%	145,393	7,615	V

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Parks & Recreation											
Recreation											
01-4520-0801-1110	PR- Sal/Wages FT	177,029	181,341	153,276	184,275	-	2,934	1.6%	184,275	-	3 FT Employees: Director, Asst. Director and Recreation Coordinator
01-4520-0801-1200	PR- Sal/Wages PT	23,996	25,525	18,057	25,938	-	413	1.6%	25,938	-	Part time office person 26 hrs per week
01-4520-0801-1300	PR- Sal/Wages OT	423	900	917	900	-	-	0.0%	900	-	Recreation Coordinator nights and weekends
	Salaries Total	201,448	207,766	172,250	211,113	-	3,347	1.6%	211,113	-	
01-4520-0801-2100	PR- Health Insurance	48,080	53,162	44,302	58,319	-	5,157	9.7%	58,319	-	9.7% rate increase
01-4520-0801-2110	PR- Dental Insurance	3,212	3,212	2,677	3,212	-	-	0.0%	3,212	-	No change in rate
01-4520-0801-2120	PR- Life Insurance	288	288	326	300	-	12	4.2%	300	-	No change in rate
01-4520-0801-2130	PR- LTD Insurance	1,012	936	861	1,031	-	95	10.1%	1,031	-	No change in rate
01-4520-0801-2200	PR- FICA	12,007	12,881	9,887	13,089	-	208	1.6%	13,089	-	Based on wages: 6.2%
01-4520-0801-2210	PR- Medicare	2,808	3,013	2,312	3,061	-	49	1.6%	3,061	-	Based on wages: 1.45%
01-4520-0801-2300	PR- Retirement Town	19,589	20,356	17,178	20,881	-	524	2.6%	20,881	-	Jan-Jun: 11.17%; Jul -Dec: 11.38%
	Benefits Total	86,996	93,848	77,543	99,893	-	6,044	6.4%	99,893	-	
01-4520-0801-5000	PR- Supplies	1,030	1,150	1,682	1,150	-	-	0.0%	1,150	-	Office supplies: pens, paper, ink and other supplies
01-4520-0801-5010	PR- Postage	159	150	122	150	-	-	0.0%	150	-	General office mailing
01-4520-0801-5450	PR- Dues	480	625	570	625	-	-	0.0%	625	-	NHRP/NRPA Dues
	General Expenses Total	1,669	1,925	2,374	1,925	-	-	0.0%	1,925	-	
	Recreation Total	290,113	303,539	252,167	312,931	-	9,391	3.1%	312,931	-	v
Parks											
01-4520-0802-1110	PK- Sal/Wages FT	64,389	65,598	54,096	66,331	-	733	1.1%	66,331	-	2 FT Employees
01-4520-0802-1210	PK- Sal/Wages Temp	7,222	-	-	-	-	-	-	-	-	Moved to Contract Services 2016
01-4520-0802-1300	PK- Sal/Wages OT	4,756	4,800	5,731	5,500	-	700	14.6%	5,500	-	Based on 2016 needs
01-4520-0802-1400	PK- Longevity Pay	-	-	-	600	-	600	-	600	-	
	Salaries Total	76,367	70,398	59,827	72,431	-	2,033	2.9%	72,431	-	
01-4520-0802-2100	PK- Health Insurance	25,305	27,980	23,317	30,694	-	2,714	9.7%	30,694	-	9.7% rate increase
01-4520-0802-2110	PK- Dental Insurance	999	1,000	832	1,000	-	-	0.0%	1,000	-	No change in rate
01-4520-0802-2120	PK- Life Insurance	120	120	100	120	-	-	0.0%	120	-	No change in rate
01-4520-0802-2200	PK- FICA	4,660	4,929	3,525	4,491	-	(438)	-8.9%	4,491	-	Based on wages: 6.2%
01-4520-0802-2210	PK- Medicare	1,090	1,152	824	1,050	-	(102)	-8.9%	1,050	-	Based on wages: 1.45%
01-4520-0802-2300	PK- Retirement Town	7,564	7,864	6,709	8,167	-	303	3.9%	8,167	-	Jan-Jun: 11.17%; Jul -Dec: 11.38%
	Benefits Total	39,738	43,045	35,307	45,522	-	2,477	5.8%	45,522	-	

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01-4520-0802-4320	PK- Vehicle Maintenance	4,451	5,000	3,461	5,000	-	-	0.0%	5,000	-	Aging trucks and mowers
01-4520-0802-4330	PK- Equipment Repairs	750	850	721	850	-	-	0.0%	850	-	
01-4520-0802-4352	PK- Rec Park Maintenance		1,500	1,500	1,500	-	-	0.0%	1,500	-	playground repairs, fencing repairs, umbrellas
01-4520-0802-5090	PK- Equipment Supplies	7,839	8,800	5,954	8,800	-	-	0.0%	8,800	-	flags, field paint, keys and locks, lumber misc.
01-4520-0802-5202	PK- Contract Services	15,378	29,100	25,520	27,200	-	(1,900)	-6.5%	27,200	-	Weed/feed, playground chips blown in, weed management, turface tilled in, contract mowing
01-4520-0802-5329	PK- Landscaping Supplies	8,530	13,830	10,893	11,300	-	(2,530)	-18.3%	11,300	-	mulch, flowers, playground chips, irrigation maintenance, loam/stone (less irrigation clocks 2016)
01-4520-0802-5330	PK- Chem Toilet Rental	861	950	936	1,000	-	50	5.3%	1,000	-	brickyard park, swasey parkway
01-4520-0802-5561	PK- Signs	851	900	376	500	-	(400)	-44.4%	900	400	general sign replacement
01-4520-0802-5671	PK- Uniforms	356	750	296	750	-	-	0.0%	750	-	shoes, shirts, pants
01-4520-0802-5875	PK- Equipment Purchase	1,200	1,200	1,197	1,200	-	-	0.0%	1,200	-	small power tools, tools and unanticipated
01-4520-0802-6260	PK- Fuel	6,993	5,500	4,545	5,160	(340)	(340)	-6.2%	5,160	-	Fuel estimate
	General Expenses Total	47,209	68,380	55,399	63,260	(340)	(5,120)	-7.5%	63,660	400	
01-4520-0802-7504	PK- Stewart Park Maintenance	1,500	1,500	1,260	1,500	-	-	0.0%	1,500	-	Stewart Park docks installation
	Capital Outlay Total	1,500	1,500	1,260	1,500	-	-	0.0%	1,500	-	
	Parks Total	164,814	183,323	161,793	182,713	(340)	(610)	-0.3%	183,113	400	V
	Total Parks & Recreation	454,927	486,862	403,960	495,644	(340)	8,781	1.8%	496,044	400	V
Other Culture & Recreation											
Other Culture & Recreation											
01-4589-0804-8600	OC- Exeter Arts Committee	2,991	3,000	1,491	3,000	-	-	0.0%	3,000	-	Arts Committee activity budget, supplies, shows, etc.
01-4589-0804-8603	OC- Christmas Lights	3,525	5,000	603	5,000	-	-	0.0%	5,000	-	Churchill's greenery 1,500, Unifil electric bill
01-4589-0804-8604	OC- Council on Aging	-	1		1	-	-	0.0%	1	-	Council disbanded and Boston Post Cane ceremony taken over by Historical Society and senior transportation taken over by Transportation Committee
01-4589-0804-8605	OC- Christmas Parade	3,000	3,000	134	3,000	-	-	0.0%	3,000	-	Christmas Parade committee grant
01-4589-0804-8610	OC- Summer Concerts	8,257	9,000	8,250	9,000	-	-	0.0%	9,000	-	Summer concerts in Swasey Parkway
	Other Culture & Recreation Total	17,773	20,001	10,478	20,001	-	-	0.0%	20,001	-	
Swasey Parkway											
01-4194-0116-4330	GG- Swasey Parkway-Maintenance	10,000	10,000	7,986	10,000	-	-	0.0%	10,000	-	Mowing and maintenance for Swasey Parkway
01-4194-0116-6220	GG- Swasey Parkway-Electricity	950	950	871	950	-	-	0.0%	950	-	Electricity for the Swasey Parkway
	Swasey Parkway Total	10,950	10,950	8,857	10,950	-	-	0.0%	10,950	-	
Special Events											
01-4583-0805-8606	SE- Exeter Brass Band	3,500	3,500	3,500	3,500	-	-	0.0%	3,500	-	Payments to brass band performers
01-4583-0805-8607	SE- Veteran's Activities	3,411	3,500	3,637	3,500	-	-	0.0%	3,500	-	Memorial Day flags, Vets Day flags, Lunch
01-4583-0805-8608	SE- AIM Festival	7,000	7,500	7,500	7,500	-	-	0.0%	7,500	-	Fireworks for AIM Festival
	Special Events Total	13,911	14,500	14,637	14,500	-	-	0.0%	14,500	-	
	Total Other Culture & Recreation	42,634	45,451	33,972	45,451	-	-	0.0%	45,451	-	

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Public Library										
Library										
01-4550-0901-1110 LB- Sal/Wages FT	388,749	403,745	361,101	449,445	-	45,700	11.3%	449,445	-	Wages for Director and FT Staff, Added 1 FT in 2016
01-4550-0901-1200 LB- Sal/Wages PT	120,051	128,414	95,061	131,278	-	2,864	2.2%	131,303	25	Wages for PT staff
01-4550-0901-1400 LB- Longevity Pay	9,650	9,800	-	9,850	-	50	0.5%	9,850	-	Per Library Sal Comp Plan
Salaries Total	518,450	541,959	456,162	590,573	-	48,614	9.0%	590,598	25	
01-4550-0901-2100 LB- Health Insurance	76,899	92,665	86,009	108,332	-	15,667	16.9%	110,799	2,467	9.7% rate increase; Added 1 FT employee in 2016
01-4550-0901-2110 LB- Dental Insurance	4,542	4,895	4,896	6,175	-	1,280	26.1%	5,589	(586)	No change in rate; Added 1 FT employee in 2016
01-4550-0901-2120 LB- Life Insurance	420	450	395	510	-	60	13.3%	510	-	No change in rate; Added 1 FT employee in 2016
01-4550-0901-2130 LB- LTD Insurance	1,349	1,322	1,148	1,375	-	53	4.0%	1,375	-	
01-4550-0901-2200 LB- FICA	31,496	33,601	27,475	36,616	-	3,014	9.0%	36,617	2	Based on wages: 6.2%
01-4550-0901-2210 LB- Medicare	7,366	7,858	6,425	8,563	-	705	9.0%	8,564	0	Based on wages: 1.45%
01-4550-0901-2300 LB- Retirement Town	34,479	46,193	32,132	51,799	-	5,606	12.1%	51,799	-	Jan-Jun: 11.17%; Jul-Dec: 11.38%
01-4550-0901-2500 LB- Unemployment Comp	306	205	-	154	-	(51)	-24.9%	154	-	Primex 2017 actual invoice
01-4550-0901-2600 LB- Workers Comp Insurance	2,400	2,462	2,462	2,627	-	165	6.7%	2,627	-	Primex W/C Premium (2017 Actual invoice)
Benefits Total	159,257	189,652	160,942	216,151	-	26,499	14.0%	218,034	1,883	
01-4550-0901-4110 LB- Water/Sewer Bills-Library	2,000	2,000	750	2,000	-	-	0.0%	2,000	-	
01-4550-0901-5547 LB- Public Services	218,701	193,802	149,250	193,802	-	-	0.0%	193,802	-	Appropriation for general Library expenses paid directly by Library
General Expenses Total	220,701	195,802	150,000	195,802	-	-	0.0%	195,802	-	
Total Library	898,408	927,413	767,104	1,002,526	-	75,113	8.1%	1,004,434	1,908	V

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Debt Service & Capital										
Debt Services										
01-4711-0921-8014	GF- Conservation Bond	300,000	-	-	-	-	-	-	-	2015 Final payment
01-4711-0921-8016	GF- Train Stn Storm Sep Bond	57,800	57,800	57,800	-	(57,800)	-100.0%	-	-	2016 Final payment
01-4711-0921-8017	GF- Epping Rd Water Tank	110,000	110,000	110,000	110,000	-	0.0%	110,000	-	2028 Final payment
01-4711-0921-8018	GF- Great Dam Study	34,800	34,800	34,800	34,800	-	0.0%	34,800	-	2021 Final payment
01-4711-0921-8019	GF- Normis Brook Culverts	60,000	60,000	60,000	60,000	-	0.0%	60,000	-	2019 Final payment
01-4711-0921-8052	GF- Great Dam Removal	159,000	160,000	160,000	160,000	-	0.0%	160,000	-	2024 Final payment
01-4711-0921-8061	GF- Linden St. Bridge/Culvert	-	70,000	70,000	70,000	-	0.0%	70,000	-	2025 Final payment
01-4711-0921-8062	GF- Sidewalk Program	-	60,000	60,000	60,000	-	0.0%	60,000	-	2025 Final payment
01-4711-0921-8258	GF- Jady Hill Phase II Utilities	30,000	25,000	25,000	25,000	-	0.0%	25,000	-	2019 Final payment
	GF Debt Service Principal Total	751,600	577,600	577,600	519,800	(57,800)	-10.0%	519,800	-	
01-4721-0922-8054	GF- Conservation Bond Interest	11,700	-	-	-	-	-	-	-	2015 Final payment
01-4721-0922-8056	GF- Train Stn. Storm Sep Bond Intere	5,144	2,601	2,600	-	(2,601)	-100.0%	-	-	2016 Final payment
01-4721-0922-8057	GF- Epping Rd Water Tank Interest	69,356	65,759	65,759	62,162	(3,597)	-5.5%	62,162	-	2028 Final payment
01-4721-0922-8058	GF- Great Dam Study Interest	7,639	6,942	6,942	5,550	(1,392)	-20.1%	5,550	-	2021 Final payment
01-4721-0922-8059	GF- Normis Brook Culverts Interest	8,512	6,713	6,713	4,913	(1,800)	-26.8%	4,913	-	2019 Final payment
01-4721-0922-8060	GF- Great Dam Removal Interest	85,968	71,655	71,655	63,495	(8,160)	-11.4%	63,495	-	2024 Final payment
01-4711-0922-8061	GF- Linden St. Bridge/Culvert	-	25,561	25,561	20,786	(4,775)	-18.7%	20,786	-	2025 Final payment
01-4711-0922-8062	GF- Sidewalk Program Interest	-	20,921	20,921	16,901	(4,020)	-19.2%	16,901	-	2025 Final payment
01-4721-0922-8258	GF- Jady Hill Phase II Utilities Interest	3,837	2,938	2,938	2,188	(750)	-25.5%	2,188	-	2019 Final payment
	GF Debt Service Interest Total	192,156	203,090	203,089	175,995	(27,095)	-13.3%	175,995	-	
01-4723-0923-9230	GF- TAN Interest	-	1	-	1	-	0.0%	1	-	Reserve for Tax Anticipation Note
	TAN Interest Total	-	1	-	1	-	0.0%	1	-	
	Debt Services Total	943,756	780,691	780,689	695,796	(84,895)	-10.9%	695,796	-	v
Miscellaneous										
01-4194-0117-4313	GG- Disaster Repairs - Insured	-	1	-	1	-	0.0%	1	-	
01-4196-0117-5010	GG- Postage	-	1	5,514	1	-	0.0%	1	-	Town-wide postage reserve
01-4194-0117-5651	GG- Misc Expense	281	1	-	1	-	0.0%	1	-	Internal audit entry
	General Expenses Total	281	3	5,514	3	-	0.0%	3	-	
Vehicle Replacement										
01-4194-0117-7301	GG- CO - Leases	231,332	279,637	243,154	346,379	1,185	66,742	23.9%	345,194	(1,185) See separate list
01-4194-0117-7420	GG- CO - Vehicles	50,748	114,486	112,720	66,310	-	(48,176)	-42.1%	28,128	(38,182) See separate vehicle list
	Capital Outlay Total	282,080	394,123	355,874	412,689	1,185	18,566	4.7%	373,322	(39,367)
Capital Outlay-Other										
01-4194-0118-7XXX	GG- CO- Land Acquisition/Purchase	-	-	-	1	-	1	-	1	-
01-4194-0118-7446	GG- CO- Equipment	48,601	-	-	8,905	-	8,905	-	-	(8,905) Vehicle Data Gathering \$8,905
	Capital Outlay Total	48,601	-	-	8,906	-	8,906	-	1	(8,905)
	General Government Total	330,962	394,126	361,388	421,598	1,185	27,472	7.0%	373,326	(48,272)
	Total Debt Service & Capital	1,274,718	1,174,817	1,142,077	1,117,394	1,185	(57,423)	-4.9%	1,069,122	(48,272)

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Benefits & Taxes											
Payroll Taxes & Benefits											
01-4155-0931-2100	GG- Health Insurance Reserve	-	-	-	-	-	-	-	-	-	2017- Est. 7.0% increase YOY General Fund, Water Fund, Sewer Fund
01-4155-0931-2110	GG- Dental Insurance Reserve	-	-	-	-	-	-	-	-	-	2017- Est. 2.5% increase YOY General Fund, Water Fund, Sewer Fund
01-4155-0931-2140	GG- Insurance Buyout	84,314	90,235	83,443	108,526	(124)	18,291	20.3%	108,650	124	Health Insurance Buyout (19 employees)
01-4155-0931-2150	GG- Sick Leave Buyout	85,399	1	63,981	1	-	-	0.0%	1	-	Paid for by funds in CRF
01-4155-0931-5421	GG- Flexible Spending Fees	7,707	2,250	1,612	1,110	-	(1,140)	-50.7%	1,110	-	Fees for 37 employees FSA accounts (28 health % 4 depend care) Reclassified from HR Budget in 2016
	Payroll Taxes & Benefits Total	177,420	92,486	149,036	109,637	(124)	17,151	18.5%	109,761	124	v
Unemployment											
01-4155-0933-2500	GG- Unemployment Comp	4,067	2,725	-	2,046	-	(679)	-24.9%	2,046	-	Primex 2017 actual invoice
	Unemployment Total	4,067	2,725	-	2,046	-	(679)	-24.9%	2,046	-	v
Worker's Compensation											
01-4155-0937-2600	GG- Workers Comp Insurance	173,743	186,384	186,384	198,872	-	12,488	6.7%	198,872	-	Primex 2017 actual invoice
	Worker's Compensation Total	173,743	186,384	186,384	198,872	-	12,488	6.7%	198,872	-	v
Insurance											
01-4196-0114-5211	GG- Liability Insurance	109,242	119,540	117,418	98,481	-	(21,059)	-17.6%	98,481	-	Primex: Based upon allocation of assets (2017 Actual invoice) and NNEPRA train platform insurance (est. 5% increase for 2017)
01-4196-0114-5212	GG- Fleet Insurance	9,845	10,731	10,731	12,047	-	1,316	12.3%	12,047	-	Primex: Based upon allocation of assets (2017 Actual invoice)
01-4196-0114-5214	GG- Insurance Deductible	3,000	3,000	3,000	3,000	-	-	0.0%	3,000	-	
01-4196-0114-5215	GG- Ins Reimbursed Repairs	8,840	1	6,732	1	-	-	0.0%	1	-	
	Insurance Total	130,927	133,272	137,881	113,529	-	(19,743)	-14.8%	113,529	-	v
	Total Benefits & Taxes	486,157	414,867	473,301	424,084	(124)	9,217	2.2%	424,208	124	v
	Total General Fund	17,016,211	17,725,162	14,316,134	#####	(11,589)	558,207	3.1%	17,864,176	(419,194)	

Town of Exeter

General Fund

Preliminary Budget FY 2017

DRAFT											Version #3
Description	2015 Actual	2016 Budget	YTD Actual 10/31/2016	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/(Decrease)	2017 BOS Budget vs. 2016 Budget %-Difference	2017 Default Budget	2017 Default Budget vs. 2017 BOS Budget \$ Increase/(Decrease)	Explanation	
Benefits & Taxes											
Payroll Taxes & Benefits											
01-4155-0931-2100	GG- Health Insurance Reserve	-	-	-	-	-	-	-	-	2017- Est. 7.0% increase YOY General Fund, Water Fund, Sewer Fund	
01-4155-0931-2110	GG- Dental Insurance Reserve	-	-	-	-	-	-	-	-	2017- Est. 2.5% increase YOY General Fund, Water Fund, Sewer Fund	
01-4155-0931-2140	GG- Insurance Buyout	84,314	90,235	83,443	108,526	(124)	18,291	20.3%	108,650	124 Health Insurance Buyout (19 employees)	
01-4155-0931-2150	GG- Sick Leave Buyout	85,399	1	63,981	1	-	-	0.0%	1	- Paid for by funds in CRF	
01-4155-0931-5421	GG- Flexible Spending Fees	7,707	2,250	1,612	1,110	-	(1,140)	-50.7%	1,110	- Fees for 37 employees FSA accounts (28 health % 4 depend care) Reclassified from HR Budget in 2016	
	Payroll Taxes & Benefits Total	177,420	92,486	149,036	109,637	(124)	17,151	18.5%	109,761	124 v	
Unemployment											
								11.9%			
								-24.8%	2,046	v	
Worker's Compensation											
01-4155-0931-0500	GG- Workers Comp Insurance	173,743	186,384	186,384	198,872	-	12,488	6.7%	198,872	- Primex 2017 actual invoice	
	Worker's Compensation Total	173,743	186,384	186,384	198,872	-	12,488	6.7%	198,872	- v	
Insurance											
01-4196-0114-5211	GG- Liability Insurance	109,242	119,540	117,418	98,481	-	(21,059)	-17.6%	98,481	- Primex: Based upon allocation of assets (2017 Actual invoice) and NNEPRA train platform insurance (est. 5% increase for 2017)	
01-4196-0114-5212	GG- Fleet Insurance	9,845	10,731	10,731	12,047	-	1,316	12.3%	12,047	- Primex: Based upon allocation of assets (2017 Actual invoice)	
01-4196-0114-5214	GG- Insurance Deductible	3,000	3,000	3,000	3,000	-	-	0.0%	3,000	-	
01-4196-0114-5215	GG- Ins Reimbursed Repairs	8,840	1	6,732	1	-	-	0.0%	1	-	
	Insurance Total	130,927	133,272	137,881	113,529	-	(19,743)	-14.8%	113,529	- v	
	Total Benefits & Taxes	486,157	414,867	473,301	424,084	(124)	9,217	2.2%	424,208	124 v	
	Total General Fund	17,016,211	17,725,162	14,316,134	18,283,369	(11,589)	558,207	3.1%	17,864,176	(419,194)	

**Town of Exeter
General Fund
Preliminary Budget FY 2017**

DRAFT											Version #3
	Description	2015 Actual	2016 Budget	YTD Actual 10/31/2016	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/(Decrease)	2017 BOS Budget vs. 2016 Budget %- Difference	2017 Default Budget	2017 Default Budget vs. 2017 BOS Budget \$ Increase/(Decrease)	Explanation
Warrant Articles											
01-5000-0950-9073	SEIU 1984 Collective Bargaining		-	-		-	-			-	SEIU 1984 Collective Bargaining- reclassified to respective departments
01-5000-0950-9074	Sidewalk Program					-	-			-	Continues efforts at sidewalk repl (BRC voted to move sidewalks to Highway Maintenance similar to Paving)
01-5000-0950-9079	Light Duty Vehicles Lease					-	-			-	1st payment of a 5 year lease. The cost will be allocated \$18,292 to the general fund, \$2,256 each to the water fund and the sewer fund.
01-5000-0950-9083	Highway Dump Truck #28		36,001	31,260		-	(20,001)	-100.0%		-	Represents 1st payment of a 5 year lease
01-5000-0950-9095	Public Safety Complex Heating Boilers	112,439				-	-			-	Replace 1000 twin gas heaters
01-5000-0950-9096	Snow Blower Lease	27,035				-	-			-	Sno-Blower Lease \$154,561 approved; \$32,014 1st year obligation
01-5000-0950-9097	Replace Street Sweeper	35,250				-	-			-	Street Sweeper Lease [Will be reimbursed via SRF Loan] \$267,677 approved, \$35,250 1st yr obligation
01-5000-0950-9098	Replace Fire Alarm Truck	19,410				-	-			-	Fire Alarm Truck Lease \$102,434 approved; \$21,573 1st year obligation
01-5000-0950-9099	Sick Leave Expendable Trust Fund	50,000	75,000	75,000	50,000	-	(25,000)	-33.3%		(50,000)	Sick Leave Fund
01-5000-0950-9117	Snow/Ice Deficit Fund	50,000	50,000	50,000	50,000	-	-	0.0%		(50,000)	Snow/Ice Deficit Non-Capital CRF
01-5000-0950-9126	Master Plan Update		50,000	50,000		-	(50,000)	-100.0%		-	CRF for Master Plan Update
01-5000-0950-9xxx	Public Safety Communications Impr.	99,322				-	-			-	Public Safety Communications Equipment
01-5000-0950-9xxx	Exeter Police Association Agreement					-	-			-	Exeter Police Association NEPBA - Cost Items
01-5000-0950-9xxx	Exeter Professional Firefighters' Association					-	-			-	Exeter Professional Firefighters' Association
01-5000-0950-9xxx	Dam Removal					-	-			-	Monitoring, cultural mitigation, stream adjustments etc
01-5000-0950-9xxx	Financial Software		31,671			-	(31,671)	-100.0%		-	2016 Town-wide financial software conversion. Total project cost \$253,372; 4 year lease @ \$63,343 per yr
01-5000-0950-9xxx	Downtown Traffic & Parking Analysis					-	-			-	CIP Page #5
01-5000-0950-9xxx	Complete Streets Study					-	-			-	CIP Page #2
01-5000-0950-9xxx	Cat Backhoe #41					-	-			-	1st payment of a 5 yr lease- BRC Defers to 2017
01-5000-0950-9xxx	TAP Grant Match/Sidewalks				545,000	-	545,000			(545,000)	CIP Page #3 Pedestrian Improvements
01-5000-0950-9xxx	Town Hall Code Compliant Staircase				100,000	-	100,000			(100,000)	CIP Page #13
01-5000-0950-9xxx	Highway Dump Truck #28				38,188	-	38,188			(38,188)	1st year payment of a 5 year lease \$108,723
01-5000-0950-9xxx	Highway CAT Backhoe #41				38,188	-	38,188			(38,188)	1st year payment of a 5 year lease \$108,723
	Other WAR	393,456	242,672	206,260	819,189	-	576,517	237.6%		(819,189)	
Borrowing/ Other											
01-5000-0950-9xxx	Court St. Bridge/Culvert Replacement				1,381,000	-	1,381,000			(1,381,000)	CIP Page #19
01-5000-0950-9xxx	Recreation Park Development					-	-			-	CIP Page #7 (Deferred by BRC to next year)
01-5000-0950-9xxx	FD Substation Design/Construction					-	-			-	CIP Page #10 (Deferred by BRC)
01-5000-0950-9xxx	Lincoln St. Project Phase II				1,697,000	-	1,697,000			(1,697,000)	Utilities, Roads and Sidewalks (has Water and Sewer Fund components)
	Borrowing/Other Total	-	-	-	3,078,000	-	3,078,000			(3,078,000)	
	Warrant Articles Total	393,456	242,672	206,260	3,897,189	-	3,654,517	1505.9%		(3,897,189)	
	Total General Fund & WAR & Borrowing	17,409,667	17,967,833	14,522,394	22,180,558	(11,589)	4,212,724	23.4%	17,864,176	(4,316,383)	

**Town of Exeter
Water Fund
Preliminary Budget FY 2017**

DRAFT									
Account Number	Description	2015 Actual	2016 Budget	YTD Actual 10/31/16	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/(Decrease)	2017 BOS Budget vs. 2016 Budget % Difference	2017 Default Budget
WATER FUND									
Administration									
02-4330-0621-1110	WA- Sal/Wages FT	187,542	188,667	148,944	195,006	(462)	6,339	3.4%	195,468
02-4330-0621-1200	WA- Sal/Wages PT	186	350	105	-	-	(350)	-100.0%	-
02-4330-0621-1210	WA- Sal/wages Temp	2,626	3,500	4,269	3,500	-	-	0.0%	3,500
	Salaries Total	190,354	192,517	153,318	198,506	(462)	5,989	3.1%	198,968
02-4330-0621-2100	WA- Health Insurance	43,406	41,014	32,584	49,182	-	8,168	19.9%	49,182
02-4330-0621-2110	WA- Dental Insurance	3,412	2,970	2,339	3,620	-	650	21.9%	3,620
02-4330-0621-2120	WA- Life Insurance	371	275	208	277	-	2	0.7%	277
02-4330-0621-2130	WA- LTD Insurance	508	525	393	659	-	134	25.5%	659
02-4330-0621-2140	WA - Health Insurance Buyout	2,292	2,535	1,902	3,343	(52)	808	31.9%	3,395
02-4330-0621-2200	WA- FICA	11,778	11,936	9,077	12,307	(29)	371	3.1%	12,336
02-4330-0621-2210	WA- Medicare	2,683	2,791	2,582	2,878	(7)	87	3.1%	2,885
02-4330-0621-2300	WA- Retirement Town	20,591	21,074	15,997	21,928	-	854	4.1%	21,928
02-4330-0621-2600	WA- Workers Comp Insurance	3,782	4,130	4,130	4,407	-	277	6.7%	4,407
	Benefits Total	88,823	87,251	69,212	98,602	(87)	11,351	13.0%	98,689
02-4330-0621-5000	WA- Supplies	3,704	4,000	1,594	4,000	-	-	0.0%	4,000
02-4330-0621-5200	WA- Consulting Services	4,950	5,000		5,000	-	-	0.0%	5,000
02-4330-0621-5212	WA- Fleet Insurance	394	429	429	416	-	(13)	-3.0%	416
02-4330-0621-5213	WA- Property Insurance	57,890	63,100	63,100	79,172	-	16,072	25.5%	79,172
02-4330-0621-5214	WA- Insurance Deductible	-	2,000		2,000	-	-	0.0%	2,000
02-4330-0621-5224	WA- Legal Expense	43,265	15,000		15,000	-	-	0.0%	15,000
02-4330-0621-5310	WA- Mobile Communications	311	800	259	800	-	-	0.0%	800
02-4330-0621-5400	WA- Advertising	99	500		500	-	-	0.0%	500
02-4330-0621-5500	WA- Printing	2,500	2,500	2,523	2,500	-	-	0.0%	2,500
02-4330-0621-5560	WA- Legal/Public Notices	5,837	7,500	2,782	6,000	-	(1,500)	-20.0%	7,500
02-4330-0621-5810	WA- Conf Rooms/Meals	532	850	667	850	-	-	0.0%	850
02-4330-0621-5820	WA- Education/Training	3,849	5,000	3,743	5,000	-	-	0.0%	5,000
	General Expenses Total	123,331	106,679	75,097	121,238	-	14,559	13.6%	122,738
	Administration Total	402,508	386,447	297,627	418,346	(549)	31,899	8.3%	420,395

**Town of Exeter
Water Fund
Preliminary Budget FY 2017**

DRAFT									
Account Number	Description	2015 Actual	2016 Budget	YTD Actual 10/31/16	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget % Difference	2017 Default Budget
Billing									
02-4331-0624-1110	WB- Sal/Wages FT	63,200	69,384	53,724	70,389	-	1,005	1.4%	70,389
02-4331-0624-1200	WB- Sal/Wages PT	9,746	7,034	5,694	7,307	-	273	3.9%	7,307
02-4331-0624-1300	WB- Sal/Wages OT	-	-	21	673	-	673		673
02-4331-0624-1400	WB - Longevity Pay	484	481	363	488	-	7	1.5%	488
	Salaries Total	73,430	76,899	59,802	78,857	-	1,958	2.5%	78,857
02-4331-0624-2100	WB- Health Insurance	20,774	25,415	20,111	27,881	2,014	2,466	9.7%	25,867
02-4331-0624-2110	WB- Dental Insurance	1,254	1,544	1,232	1,544	127	-	0.0%	1,417
02-4331-0624-2120	WB- Life Insurance	88	98	76	98	9	-	0.0%	89
02-4331-0624-2130	WB - LTD Insurance	152	158	120	164	-	6	3.8%	164
02-4331-0624-2200	WB- FICA	4,487	4,768	3,617	4,889	-	121	2.5%	4,889
02-4331-0624-2210	WB- Medicare	1,047	1,115	844	1,143	-	28	2.5%	1,143
02-4331-0624-2300	WB- Retirement Town	7,007	7,804	6,045	8,068	(505)	264	3.4%	8,573
02-4331-0624-2600	WB- Workers Comp Insurance	1,265	963	964	1,028	-	65	6.7%	1,028
	Benefits Total	36,074	41,865	33,009	44,816	1,645	2,951	7.0%	43,171
02-4331-0624-5000	WB- Supplies	2,782	3,000	3,073	3,500	-	500	16.7%	3,000
02-4331-0624-5010	WB- Postage	5,930	3,500	4,681	4,500	-	1,000	28.6%	3,500
02-4331-0624-5200	WB- Consulting Services	-	500	-	500	-	-	0.0%	500
02-4331-0624-5220	WB- Audit	7,125	7,125	7,125	8,250	-	1,125	15.8%	8,250
02-4331-0624-5320	WB- Phone Utilization	3,600	4,175	3,384	4,175	-	-	0.0%	4,175
02-4331-0624-5683	WB- Internet Services	-	1,155	1,155	1,155	-	-	0.0%	1,155
02-4331-0624-5740	WB- Software Agreement	4,199	4,350	4,229	4,350	-	-	0.0%	4,350
02-4331-0624-5820	WB- Education/Training	-	50	-	50	-	-	0.0%	50
	General Expenses Total	23,636	23,855	23,647	26,480	-	2,625	11.0%	24,980
	Water Billing Total	133,140	142,619	116,458	150,153	1,645	7,534	5.3%	147,008
Distribution									
02-4332-0622-1110	WD- Sal/Wages FT	176,601	196,336	153,683	204,808	-	8,472	4.3%	204,808
02-4332-0622-1300	WD- Sal/Wages OT	41,483	21,000	18,773	21,000	-	-	0.0%	21,000
02-4332-0622-1400	WD- Longevity Pay	2,850	2,850	-	2,925	-	75	2.6%	2,925
	Salaries Total	220,934	220,186	172,456	228,733	-	8,547	3.9%	228,733

**Town of Exeter
Water Fund
Preliminary Budget FY 2017**

DRAFT									
Account Number	Description	2015 Actual	2016 Budget	YTD Actual 10/31/16	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/(Decrease)	2017 BOS Budget vs. 2016 Budget % Difference	2017 Default Budget
02-4332-0622-2100	WD- Health Insurance	67,199	77,412	54,794	85,943	-	8,532	11.0%	85,943
02-4332-0622-2110	WD- Dental Insurance	4,893	5,061	3,405	4,960	-	(101)	-2.0%	4,960
02-4332-0622-2120	WD- Life Insurance	210	230	175	240	-	10	4.3%	240
02-4332-0622-2200	WD- FICA	13,131	13,652	10,229	14,181	-	530	3.9%	14,181
02-4332-0622-2210	WD- Medicare	3,071	3,193	2,393	3,317	-	124	3.9%	3,317
02-4332-0622-2300	WD- Retirement Town	24,271	24,595	19,267	25,793	-	1,198	4.9%	25,793
02-4332-0622-2600	WD- Workers Comp Insurance	7,022	7,675	7,675	8,190	-	515	6.7%	8,190
	Benefits Total	119,797	131,816	97,938	142,625	-	10,809	8.2%	142,625
02-4332-0622-4300	WD- Building Maintenance	5,832	6,500	5,338	6,500	-	-	0.0%	6,500
02-4332-0622-4309	WD- Brush Cutting	553	3,000	110	3,000	-	-	0.0%	3,000
02-4332-0622-4311	WD- Equipment Maintenance	5,901	6,000	2,238	6,000	-	-	0.0%	6,000
02-4332-0622-4312	WD- Road Repairs	11,039	10,000	9,459	10,000	-	-	0.0%	10,000
02-4332-0622-4320	WD- Vehicle Maintenance	7,418	6,750	6,842	6,750	-	-	0.0%	6,750
02-4332-0622-4370	WD- System Maintenance	34,598	35,000	31,295	35,000	-	-	0.0%	35,000
02-4332-0622-4372	WD- Contracted Maintenance	102,448	214,981	210,552	219,171	-	4,190	1.9%	219,171
02-4332-0622-5265	WD- Licenses	300	800	330	800	-	-	0.0%	800
02-4332-0622-5310	WD- Mobile Communication	773	550	503	550	-	-	0.0%	550
02-4332-0622-5327	WD- General Hand Tools	1,459	1,500	1,065	1,500	-	-	0.0%	1,500
02-4332-0622-5341	WD- Drug/Alcohol Testing	148	800	863	800	-	-	0.0%	800
02-4332-0622-5610	WD- Safety Equipment	2,379	3,200	3,226	3,200	-	-	0.0%	3,200
02-4332-0622-5671	WD- Uniforms	2,287	2,145	1,717	2,145	-	-	0.0%	2,145
02-4332-0622-5681	WD- GIS Software	5,092	5,000	1,555	5,000	-	-	0.0%	5,000
02-4332-0622-5759	WD- Metering & Back Flow	63,221	50,000	40,955	75,000	-	25,000	50.0%	50,000
02-4332-0622-5760	WD- Pump Station & Towers	14,845	30,000	17,342	30,000	-	-	0.0%	30,000
02-4332-0622-6210	WD- Natural Gas	6,698	11,000	6,966	11,000	-	-	0.0%	11,000
02-4332-0622-6220	WD- Electricity	56,143	70,000	67,497	70,000	-	-	0.0%	70,000
02-4332-0622-6260	WD- Fuel	8,053	10,000	6,336	8,700	(1,300)	(1,300)	-13.0%	8,700
	General Expenses Total	329,187	467,226	414,189	495,116	(1,300)	27,890	6.0%	470,116
	Water Distribution Total	669,918	819,228	684,583	866,473	(1,300)	47,245	5.8%	841,473

Town of Exeter

Water Fund

Preliminary Budget FY 2017

DRAFT									
Account Number	Description	2015 Actual	2016 Budget	YTD Actual 10/31/16	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget %-Difference	2017 Default Budget
Treatment									
02-4335-0623-1110	WT- Sal/Wages FT	217,127	221,031	172,870	212,881	-	(8,150)	-3.7%	212,881
02-4335-0623-1300	WT- Sal/Wages OT	25,465	19,075	17,288	19,075	-	-	0.0%	19,075
02-4335-0623-1400	WT- Longevity Pay	2,500	2,500	1,500	1,100	-	(1,400)	-56.0%	1,100
	Salaries Total	245,092	242,606	191,658	233,056	-	(9,550)	-3.9%	233,056
02-4335-0623-2100	WT- Health Insurance	77,303	85,538	61,955	98,657	-	13,119	15.3%	98,657
02-4335-0623-2110	WT- Dental Insurance	5,426	5,426	4,039	6,207	-	781	14.4%	6,207
02-4335-0623-2120	WT- Life Insurance	294	288	215	300	-	12	4.2%	300
02-4335-0623-2200	WT- FICA	14,597	15,042	11,329	14,449	-	(592)	-3.9%	14,449
02-4335-0623-2210	WT- Medicare	3,414	3,518	2,650	3,379	-	(138)	-3.9%	3,379
02-4335-0623-2300	WT- Retirement Town	26,948	27,099	21,408	26,280	-	(819)	-3.0%	26,280
02-4335-0623-2600	WT- Workers Comp Insurance	6,848	7,673	7,673	8,187	-	514	6.7%	8,187
	Benefits Total	134,830	144,583	109,269	157,461	-	12,877	8.9%	157,461
02-4335-0623-4300	WT- Building Maintenance	8,330	8,905	7,802	10,000	-	1,095	12.3%	10,000
02-4335-0623-4311	WT- Equipment Maintenance	16,461	18,785	17,642	20,000	-	1,215	6.5%	20,000
02-4335-0623-5080	WT-Supplies - Lab Equip	8,236	13,000	8,493	13,000	-	-	0.0%	13,000
02-4335-0623-5200	WT- Consulting	-	10,000	864	20,000	-	10,000	100.0%	10,000
02-4335-0623-5202	WT- Software Equip/Contracted Sv	5,897	7,000	6,916	7,000	-	-	0.0%	7,000
02-4335-0623-5235	WT- Licenses	1,057	2,000	-	2,000	-	-	0.0%	2,000
02-4335-0623-5310	WT- Mobile Communication	1,482	1,200	1,550	1,200	-	-	0.0%	1,200
02-4335-0623-5610	WT- Safety Equipment	954	1,500	1,238	1,500	-	-	0.0%	1,500
02-4335-0623-5671	WT- Uniforms	1,895	2,400	1,589	2,400	-	-	0.0%	2,400
02-4335-0623-5740	WT- Software / Hardware Agreeme	13,490	22,950	240	7,000	-	(15,950)	-69.5%	7,000
02-4335-0623-5756	WT- Dam Registrations	2,300	2,300	-	1,900	-	(400)	-17.4%	1,900
02-4335-0623-5757	WT-Property Taxes	3,374	3,700	87	3,700	-	-	0.0%	3,700
02-4335-0623-5984	WT- Lab testing	18,582	25,500	12,781	25,000	-	(500)	-2.0%	25,500
02-4335-0623-5985	WT- Chemicals	167,241	122,000	46,037	90,000	-	(32,000)	-26.2%	122,000
02-4335-0623-6210	WT- Natural Gas	23,393	27,500	16,677	27,500	-	-	0.0%	27,500
02-4335-0623-6220	WT- Electricity	123,300	88,000	66,151	88,000	-	-	0.0%	88,000
02-4335-0623-6260	WT- Fuel	970	1,600	609	1,215	(385)	(385)	-24.1%	1,215
02-4335-0623-7620	WT- Phone Lease - Alarms	1,387	1,000	779	1,000	-	-	0.0%	1,000
	General Expenses Total	398,349	359,340	189,455	322,415	(385)	(36,925)	-10.3%	344,915
	Water Treatment Total	778,271	746,529	490,382	712,932	(385)	(33,598)	-4.5%	735,432

Town of Exeter

Water Fund

Preliminary Budget FY 2017

DRAFT									
Account Number	Description	2015 Actual	2016 Budget	YTD Actual 10/31/16	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget % Difference	2017 Default Budget
Debt Service									
02-4711-0625-8113	DS- Water Tank SRF Principal	170,925	176,654	176,654	182,576	-	5,922	3.4%	182,576
02-4711-0625-8114	DS- Water Line- Main & Lincoln St	125,000	125,000	125,000	125,000	-	-	0.0%	125,000
02-4711-0625-8119	DS- Water Line Replacement- JH	153,700	153,700	153,700	153,700	-	-	0.0%	153,700
02-4711-0625-8120	DS- Portsmouth Av Waterline Prin	16,071	16,071	16,071	16,071	-	-	0.0%	16,071
02-4711-0625-8121	DS- Waste Stream Reduction Prin	39,970	40,608	40,608	41,252	-	644	1.6%	41,252
02-4711-0625-8122	DS-Water Meter Replacement Prin	90,646	102,483	102,483	104,102	-	1,619	1.6%	104,102
02-4711-0625-81**	DS- Lary Lane GWTP SRF Principle				136,882	-	136,882		136,882
	Water Debt Service Principal Total	596,312	614,516	614,516	759,583	-	145,067	23.6%	759,583
02-4721-0626-8163	DS- Water Tank SRF Interest	99,822	94,092	94,092	88,171	-	(5,921)	-6.3%	88,171
02-4721-0626-8163	DS- Water Line Repl Interest- JH	33,735	30,661	30,661	24,513	-	(6,148)	-20.1%	24,513
02-4721-0626-8160	DS- Portsmouth Av Waterline Inter	7,607	6,787	6,787	5,887	-	(900)	-13.3%	5,887
02-4721-0626-8161	DS- Waste Stream Reduction Inter	1,960	1,449	1,449	931	-	(518)	-35.7%	931
02-4721-0626-8162	DS- Water Line- Main & Lincoln St	67,334	56,100	56,100	49,725	-	(6,375)	-11.4%	49,725
02-4721-0626-8163	DS-Water Meter Replacement Inte	14,413	4,999	4,999	3,696	-	(1,303)	-26.1%	3,696
02-4721-0626-8163	DS- Lary Lane GWTP SRF Interest				170,212	-	170,212		170,212
	Water Debt Service Interest Total	224,871	194,088	194,088	343,135	-	149,047	76.8%	343,135
	Debt Service Total	821,183	808,604	808,604	1,102,718	-	294,114	36.4%	1,102,718
Capital Outlay									
02-4900-0627-7301	CO- Capital Outlay - Leases		6,616	1,716	18,540	1,160	11,924	180.2%	17,380
02-4900-0627-7420	CO- Capital Outlay - Vehicle	17,500			29,005	-	29,005		
02-4900-0627-7XXX	CO- Capital Outlay - Land Acquisition/Purchase				1	-	1		
02-4900-0627-7425	CO- Water System Capital	36,466	75,000	78,031	30,000	-	(45,000)	-60.0%	
	Capital Outlay Total	53,966	81,616	79,747	77,546	1,160	(4,070)	-5.0%	17,380
Water Appropriations from Reserves									
02-4901-0962-5882	WF- Approp from Reserves- Water Tank Maintenance	53,287		24,169		-	-		
02-4901-0962-5758	WF- Approp from Reserves- Rate Study			23,299		-	-		
	Water Appropriation from Reser	53,287	-	47,468	-	-	-		-
	Water Fund Total	2,912,273	2,985,043	2,524,869	3,328,167	571	343,124	11.5%	3,264,405

Town of Exeter

Sewer Fund

Preliminary Budget FY 2017

DRAFT

Account Number	Description	2015 Actual	2016 Budget	YTD Actual 10/31/16	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget %- Difference	2017 Default Budget
SEWER FUND									
Administration									
03-4320-0631-1110	SA- Sal/Wages FT	187,542	188,667	154,883	195,006	(462)	6,339	3.4%	195,468
03-4320-0631-1200	SA- Sal/Wages PT	165	350	105	-	-	(350)	-100.0%	-
03-4320-0631-1210	SA- Sal/Wages Temp	2,626	3,500	2,265	3,500	-	-	0.0%	3,500
	Salaries Total	190,333	192,517	157,253	198,506	(462)	5,989	3.1%	198,968
03-4320-0631-2100	SA- Health Insurance	43,408	41,014	32,584	49,182	-	8,168	19.9%	49,182
03-4320-0631-2110	SA- Dental Insurance	3,412	2,970	2,339	3,620	-	650	21.9%	3,620
03-4320-0631-2120	SA- Life Insurance	646	275	208	277	-	2	0.7%	277
03-4320-0631-2130	SA- LTD Insurance	466	525	393	659	-	134	25.5%	659
03-4320-0631-2140	SA- Health Insurance Buyout	1,146	2,535	1,902	3,343	(52)	808	31.9%	3,395
03-4320-0631-2200	SA- FICA	11,472	11,936	8,955	12,307	(29)	371	3.1%	12,336
03-4320-0631-2210	SA- Medicare	2,753	2,791	2,554	2,878	(7)	87	3.1%	2,885
03-4320-0631-2300	SA- Retirement Town	20,417	21,074	16,000	21,928	-	854	4.1%	21,928
03-4320-0631-2600	SA- Workers Comp Insurance	4,523	4,130	4,130	4,407	-	277	6.7%	4,407
	Benefits Total	88,241	87,251	69,065	98,602	(87)	11,351	13.0%	98,689
03-4320-0631-5000	SA- Supplies	3,072	4,000	1,415	4,000	-	-	0.0%	4,000
03-4320-0631-5010	SA- Postage	2,534	500	1,654	500	-	-	0.0%	500
03-4320-0631-5200	SA- Consulting Services	9,309	9,500	1,284	9,500	-	-	0.0%	9,500
03-4320-0631-5212	SA- Fleet Insurance	788	859	859	1,849	-	990	115.3%	1,849
03-4320-0631-5213	SA- Property Insurance	38,398	41,852	41,852	43,025	-	1,173	2.8%	43,025
03-4320-0631-5224	SA- Legal Expense	-	5,000	-	5,000	-	-	0.0%	5,000
03-4320-0631-5310	SA- Mobile Communications	311	800	259	800	-	-	0.0%	800
03-4321-0631-5400	SA- Advertising	-	500	-	500	-	-	0.0%	500
03-4320-0631-5810	SA- Conf Rooms/Meals	592	850	705	850	-	-	0.0%	850
03-4320-0631-5820	SA- Education/Training	3,118	3,150	1,565	3,150	-	-	0.0%	3,150
	General Expenses Total	58,122	67,011	49,593	69,174	-	2,163	3.2%	69,174
	Administration Total	336,696	346,779	275,911	366,282	(549)	19,503	5.6%	366,831

**Town of Exeter
Sewer Fund
Preliminary Budget FY 2017**

DRAFT									
Account Number	Description	2015 Actual	2016 Budget	YTD Actual 10/31/16	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget %- Difference	2017 Default Budget
Billing									
03-4321-0634-1100	SB- Sal/Wages FT	63,209	69,384	47,739	70,389	-	1,005	1.4%	70,389
03-4321-0634-1200	SB- Sal/Wages PT	9,674	7,034	5,668	7,307	-	273	3.9%	7,307
03-4321-0634-1300	SB- Sal/Wages OT	-	-	-	673	-	673	-	673
03-4321-0634-1400	SB- Longevity Pay	484	481	363	488	-	7	1.5%	488
	Salaries Total	73,367	76,899	53,770	78,857	-	1,958	2.5%	78,857
03-4321-0634-2100	SB- Health Insurance	17,610	25,415	20,111	27,881	2,014	2,466	9.7%	25,867
03-4321-0634-2110	SB- Dental Insurance	1,254	1,544	1,232	1,544	127	-	0.0%	1,417
03-4321-0634-2120	SB- Life Insurance	88	98	76	98	9	-	0.0%	89
03-4321-0634-2130	SB - LTD Insurance	152	158	120	164	-	6	3.8%	164
03-4321-0634-2200	SB- FICA	4,483	4,768	3,613	4,889	-	121	2.5%	4,889
03-4321-0634-2210	SB- Medicare	1,046	1,115	842	1,143	-	28	2.5%	1,143
03-4321-0634-2300	SB- Retirement Town	7,001	7,804	6,038	8,068	(505)	264	3.4%	8,573
03-4321-0634-2600	SB- Workers Comp Insurance	1,265	963	964	1,028	-	65	6.7%	1,028
	Benefits Total	32,899	41,865	32,996	44,816	1,645	2,951	7.0%	43,171
03-4321-0634-5000	SB- Supplies	3,090	3,000	3,134	3,500	-	500	16.7%	3,000
03-4321-0634-5010	SB- Postage	3,396	3,500	2,399	3,500	-	-	0.0%	3,500
03-4321-0634-5200	SB- Consulting Services	-	500	-	500	-	-	0.0%	500
03-4321-0634-5220	SB- Audit	7,125	7,125	7,125	8,250	-	1,125	15.8%	8,250
03-4321-0634-5320	SB- Phone Utilization	3,600	4,175	3,384	4,175	-	-	0.0%	4,175
03-4321-0634-5470	SB- Registry of Deeds	7	-	14	25	-	25	-	-
03-4321-0634-5683	SB- Internet Services	-	1,155	1,155	1,155	-	-	0.0%	1,155
03-4321-0634-5740	SB- Software Agreement	3,937	4,350	4,229	4,350	-	-	0.0%	4,350
03-4321-0634-5820	SB- Education & Training	-	50	35	50	-	-	0.0%	50
	General Expenses Total	21,155	23,855	21,475	25,505	-	1,650	6.9%	24,980
	Sewer Billing Total	127,421	142,619	108,241	149,178	1,645	6,559	4.6%	147,008

Town of Exeter

Sewer Fund

Preliminary Budget FY 2017

DRAFT

Account Number	Description	2015 Actual	2016 Budget	YTD Actual 10/31/16	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget %- Difference	2017 Default Budget
Collection									
03-4325-0632-1110	SC- Sal/Wages FT	176,730	196,336	154,018	204,808	-	8,472	4.3%	204,808
03-4325-0632-1300	SC- Sal/Wages OT	21,811	21,000	13,961	21,000	-	-	0.0%	21,000
03-4325-0632-1400	SC- Longevity Pay	2,850	2,850	-	2,925	-	75	2.6%	2,925
	Salaries Total	201,391	220,186	167,979	228,733	-	8,547	3.9%	228,733
03-4325-0632-2100	SC-Health Insurance	67,199	77,412	54,794	85,943	-	8,532	11.0%	85,943
03-4325-0632-2110	SC- Dental Insurance	4,893	5,061	3,405	4,960	-	(101)	-2.0%	4,960
03-4325-0632-2120	SC- Life Insurance	210	230	175	240	-	10	4.3%	240
03-4325-0632-2200	SC- FICA	13,829	13,652	9,914	14,181	-	530	3.9%	14,181
03-4325-0632-2210	SC- Medicare	918	3,193	2,318	3,317	-	124	3.9%	3,317
03-4325-0632-2300	SC- Retirement Town	22,308	24,595	18,729	25,793	-	1,198	4.9%	25,793
03-4325-0632-2600	SC- Workers Comp Ins	6,576	7,674	7,675	8,189	-	515	6.7%	8,189
	Benefits Total	115,933	131,815	97,010	142,624	-	10,809	8.2%	142,624
03-4325-0632-4300	SC- Building Maintenance	5,792	12,000	7,602	30,000	-	18,000	150.0%	30,000
03-4325-0632-4309	SC- Brush Cutting	3,500	3,500		3,500	-	-	0.0%	3,500
03-4325-0632-4311	SC- Equipment Maintenance	26,240	5,000	580	5,000	-	-	0.0%	5,000
03-4325-0632-4312	SC- Road Repairs	10,196	5,000	4,990	5,000	-	-	0.0%	5,000
03-4325-0632-4315	SC- I/I Abatement	127,258	80,000	24,000	25,000	-	(55,000)	-68.8%	25,000
03-4325-0632-4320	SC- Vehicle Maintenance	8,121	6,750	6,515	6,750	-	-	0.0%	6,750
03-4325-0632-4365	SC- Grit Removal	3,457	3,500	667	2,500	-	(1,000)	-28.6%	2,500
03-4325-0632-4366	SC- Manhole Maintenance	57,893	60,000	35,793	60,000	-	-	0.0%	60,000
03-4325-0632-4367	SC- Pump & Control Maintena	89,990	62,000	48,578	50,000	-	(12,000)	-19.4%	62,000
03-4325-0632-5265	SC- Licenses	1,265	1,000		1,000	-	-	0.0%	1,000
03-4325-0632-5310	SC- Mobile Communications	773	550	494	550	-	-	0.0%	550
03-4325-0632-5341	SC- Drug/Alcohol Testing	234	800	334	800	-	-	0.0%	800
03-4325-0632-5610	SC- Safety Equipment	2,372	2,250	2,306	2,250	-	-	0.0%	2,250
03-4325-0632-5671	SC- Uniforms	1,881	2,145	1,766	2,145	-	-	0.0%	2,145
03-4325-0632-5681	SC- GIS Software	5,092	5,000	2,471	5,000	-	-	0.0%	5,000
03-4325-0632-5682	SC- SCADA Software	2,630	3,000	2,781	3,000	-	-	0.0%	3,000
03-4325-0632-5761	SC- Tools	1,807	2,500	1,444	2,500	-	-	0.0%	2,500
03-4325-0632-6210	SC- Natural Gas	9,454	12,650	7,498	12,650	-	-	0.0%	12,650
03-4325-0632-6220	SC- Electricity	77,900	80,000	71,152	80,000	-	-	0.0%	80,000
03-4325-0632-6260	SC- Fuel	9,379	10,000	7,131	8,700	(1,300)	(1,300)	-13.0%	8,700
	General Expenses Total	445,234	357,645	226,102	306,345	(1,300)	(51,300)	-14.3%	318,345
	Collection Total	762,558	709,646	491,091	677,701	(1,300)	(31,945)	-4.5%	689,701

**Town of Exeter
Sewer Fund
Preliminary Budget FY 2017**

DRAFT									
Account Number	Description	2015 Actual	2016 Budget	YTD Actual 10/31/16	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget %- Difference	2017 Default Budget
Treatment									
03-4326-0633-1110	ST- Sal/Wages FT	109,094	112,994	93,908	112,376	-	(618)	-0.5%	112,376
03-4326-0633-1300	ST- Sal/Wages OT	20,451	16,000	19,660	16,000	-	-	0.0%	16,000
03-4326-0633-1350	ST- Storm Related OT	178	-	-	1	-	1	-	1
03-4326-0633-1400	ST- Longevity Pay	1,950	1,950	-	2,000	-	50	2.6%	2,000
	Salaries Total	131,673	130,944	113,568	130,377	-	(567)	-0.4%	130,377
03-4326-0633-2100	ST- Health Insurance	31,210	34,509	28,757	37,856	-	3,347	9.7%	37,856
03-4326-0633-2110	ST- Dental Insurance	2,247	2,247	1,872	2,247	-	-	0.0%	2,247
03-4326-0633-2120	ST- Life Insurance	120	120	100	120	-	-	0.0%	120
03-4326-0633-2200	ST- FICA	7,912	8,119	6,763	8,083	-	(35)	-0.4%	8,083
03-4326-0633-2210	ST- Medicare	1,850	1,899	1,582	1,890	-	(8)	-0.4%	1,890
03-4326-0633-2300	ST- Retirement Town	14,477	14,626	12,686	14,702	-	76	0.5%	14,702
03-4326-0633-2600	ST- Workers Comp Insurance	6,856	7,674	7,673	8,189	-	515	6.7%	8,189
	Benefits Total	64,672	69,194	59,433	73,088	-	3,894	5.6%	73,088
03-4326-0633-4223	ST- Mowing	7,500	7,500	-	8,000	-	500	6.7%	7,500
03-4326-0633-4300	ST- Building Maintenance	5,518	6,000	4,164	6,000	-	-	0.0%	6,000
03-4326-0633-4311	ST- Equipment Maintenance	29,404	20,000	21,569	20,000	-	-	0.0%	20,000
03-4326-0633-4343	ST- Weed Control	1,700	1,700	1,210	1,700	-	-	0.0%	1,700
03-4326-0633-4364	ST- Outfall Dredging	6,806	-	-	8,000	-	8,000	-	-
03-4326-0633-4368	ST- Industrial Pre-treat	5,196	5,500	6,062	11,000	-	5,500	100.0%	5,500
03-4326-0633-4371	ST- Pond/Lagoon Maintenance	2,480	2,500	38	2,500	-	-	0.0%	2,500
03-4326-0633-5265	ST- Licenses	447	1,200	1,059	1,200	-	-	0.0%	1,200
03-4326-0633-5310	ST- Mobile Communications	814	1,700	700	1,700	-	-	0.0%	1,700
03-4326-0633-5610	ST- Safety Equipment	994	1,300	1,342	1,300	-	-	0.0%	1,300
03-4326-0633-5671	ST- Uniforms	1,070	1,350	833	1,350	-	-	0.0%	1,350
03-4326-0633-5682	ST- SCADA Software/Hardware	11,909	10,000	8,647	10,000	-	-	0.0%	10,000
03-4326-0633-5756	ST- Dam Registration	1,500	1,500	-	1,500	-	-	0.0%	1,500
03-4326-0633-5984	ST- Lab Testing	48,125	62,875	25,880	50,000	-	(12,875)	-20.5%	50,000
03-4326-0633-5985	ST- Chemicals	21,190	20,500	15,336	20,500	-	-	0.0%	20,500
03-4326-0633-6210	ST- Natural Gas	7,037	12,000	5,401	12,000	-	-	0.0%	12,000
03-4326-0633-6220	ST- Electricity	128,448	110,000	106,628	110,000	-	-	0.0%	110,000
03-4326-0633-6260	ST- Fuel	2,136	1,600	887	2,175	575	575	35.9%	2,175
03-4326-0633-6262	ST- Gas Monitoring	-	1,000	-	100	-	(900)	-90.0%	100
	General Expenses Total	282,274	268,225	199,756	269,025	575	800	0.3%	255,025
	Sewer Treatment Total	478,619	468,363	372,757	472,490	575	4,127	0.9%	458,490

**Town of Exeter
Sewer Fund
Preliminary Budget FY 2017**

DRAFT

Account Number	Description	2015 Actual	2016 Budget	YTD Actual 10/31/16	2017 BOS Budget	2017 BOS Budget vs. 2017 BRC Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget \$ Increase/-(Decrease)	2017 BOS Budget vs. 2016 Budget %- Difference	2017 Default Budget
Debt Service									
03-4711-0635-8210	DS- Sewer Line Replacement	101,500	101,500	101,500	101,500	-	-	0.0%	101,500
03-4711-0635-8212	DS- Water Street Principal	27,200	27,200	27,200	-	-	(27,200)	-100.0%	-
03-4711-0635-8217	DS- Water Street Interceptor	68,276	68,276	68,276	68,276	-	-	0.0%	68,276
03-4711-0635-8218	DS- Wastewater Facilities De	50,000	50,000	50,000	50,000	-	-	0.0%	50,000
03-4711-0635-8219	DS- Jady Hill Phase II	130,000	130,000	130,000	130,000	-	-	0.0%	130,000
03-4711-0635-8220	DS- Portsmouth Av Swrlne Pr	83,929	83,929	83,929	83,929	-	-	0.0%	83,929
03-4711-0635-8221	DS- Sewerline Lincoln & Main	16,000	20,000	20,000	20,000	-	-	0.0%	20,000
	Sewer Debt Service Principal	476,905	480,905	480,905	453,705	-	(27,200)	-5.7%	453,705
03-4721-0636-8250	DS- Sewer Line Replacement Int	22,278	20,248	20,248	16,188	-	(4,060)	-20.1%	16,188
03-4721-0636-8252	DS- Water Street Interest	2,421	1,224	1,223	-	-	(1,224)	-100.0%	-
03-4721-0636-8256	DS- Water St Interceptor Int	2,895	2,171	2,171	1,447	-	(724)	-33.3%	1,447
03-4721-0636-8257	DS- WW Facilities Design Int	7,375	5,875	5,875	4,375	-	(1,500)	-25.5%	4,375
03-4721-0636-8258	DS- Jady Hill Phase II Interes	80,325	76,425	76,425	72,525	-	(3,900)	-5.1%	72,525
03-4721-0636-8259	DS- Portsmouth Av Swrln Int	39,723	35,443	35,443	30,743	-	(4,700)	-13.3%	30,743
03-4721-0636-8260	DS- Sewerline Lincoln & Main	9,674	8,160	8,160	7,140	-	(1,020)	-12.5%	7,140
	Sewer Debt Service Interest	164,691	149,546	149,545	132,418	-	(17,128)	-11.5%	132,418
	Debt Service Total	641,596	630,451	630,450	586,123	-	(44,328)	-7.0%	586,123
03-4723-0638-8050	SF- BAN Interest		27,937	28,005	28,005	-	68	0.2%	28,005
	BAN Total	-	27,937	28,005	28,005	-	68	0.2%	28,005
Capital Outlay									
03-4902-0637-7301	CO- Capital Outlay - Leases	77,490	83,695	75,516	94,420	1,160	10,725	12.8%	93,260
03-4902-0637-7xxx	CO- Capital Outlay - Land Acquisition/Purchase				1	-	1		
03-4902-0637-7420	CO- Capital Outlay - Vehicle	17,500			29,005	-	29,005		
03-4902-0637-7433	CO- WWTP Upgrades/Maint.					-	-		
	Capital Outlay Total	94,990	83,695	75,516	123,426	1,160	39,731	47.5%	93,260
03-4903-0963-5758	SF- Approp from Reserves- Rate Study			23,300		-	-		
	Reserves Total	-	-	23,300	-	-	-	-	-
	Sewer Fund Total	2,441,880	2,409,490	2,005,271	2,403,204	1,531	(6,286)	-0.3%	2,369,417
Warrant Article									
01-5000-0950-9073	SEIU 1984 Collective Bargaining					-	-		
01-5000-0950-9079	Light Duty Vehicle Lease					-	-		
01-5000-0950-9xxx	Lincoln St. Project Phase II				902,000	-	902,000		
	Warrant Articles Total	-	-	-	902,000	-	902,000	-	-
	Total Sewer Fund with WAR	2,441,880	2,409,490	2,005,271	3,305,204	1,531	895,714	37.2%	2,369,417

EXETER TOWN WARRANT – 2017

To the inhabitants of the Town of Exeter, in the County of Rockingham, in the said State, qualified to vote in Town affairs:

First Session

You are hereby notified that the first session (the Deliberative Session) of the Annual Town Meeting will be held on Saturday, February 4th, 2017 beginning at 9:00 a.m. at the Arthur L. Hanson III Center for the Performing Arts at Exeter High School, 1 Blue Hawk Drive. The first session will consist of explanation, discussion and debate of each of the following warrant articles, and will also afford voters who are present the opportunity to propose, debate and adopt amendments to warrant articles, except those articles in which wording is prescribed by state law.

Second Session

The second session of the annual town meeting, to elect town officers by official ballot and to vote on all warrant articles as they may have been amended at the first session, will be held on Tuesday, March 14, 2017 at the Talbot Gymnasium at the Tuck Learning Center, 30 Linden Street. Polls for voting by official ballot will open at 7:00 a.m. and close at 8:00 p.m.

Article 1

To choose the following: 2 Selectman for a 3-year term; 1 Checklist Supervisor for a 6-year term; 1 Trustee of Swasey Parkway for a 3-year term; 1 Trustee of the Robinson Fund for a 7-year term; 1 Trustee of The Robinson Fund for a 2-year term; 1 Trustee of Trust Funds for a 3-year term; 3 Library Trustees for a 3-year term.

Article 2 Zoning Amendment #1: Are you in favor of the adoption of Amendment #1 as proposed by the Planning Board for the town zoning ordinance, as follows:

Article 3 Zoning Amendment #2: Are you in favor of the adoption of Amendment #2 as proposed by the Planning Board for the town zoning ordinance, as follows:.

Article 4 Zoning Amendment #3: Are you in favor of the adoption of Amendment #3 as proposed by the Planning Board for the town zoning ordinance, as follows:

Article – Lincoln Street Area Improvements

To see if the Town will vote to raise and appropriate the sum of two million eight hundred two thousand and zero dollars (\$2,802,000) for the purpose of making stormwater, sewer, water, road, sidewalk and pedestrian improvements on Lincoln Street, Daniel Street, and Tremont Street, and to authorize the issuance of not more than (\$2,802,000) of bonds or notes in accordance with the provisions of the Municipal Finance Act (RSA 33); and further to authorize the Board of Selectmen to issue and negotiate such bonds or notes and to determine the rate of interest thereon. Debt service to be paid from the general, water, and sewer funds.

(3/5 ballot vote required for approval.)

Article – Court Street Bridge/Culverts

To see if the Town will vote to raise and appropriate the sum of one million three hundred eighty one and zero dollars (\$1,381,000) for the replacement of culverts and associated bridge reconstruction work on Court Street and to authorize the issuance of not more than (\$1,381,000) of bonds or notes in accordance with the provisions of the Municipal Finance Act (RSA 33); and further to authorize the Board of Selectmen to issue and negotiate such bonds or notes and to determine the rate of interest thereon.

(3/5 ballot vote required for approval.)

Article – Total Trihalomethane Remediation

To see if the Town will vote to raise and appropriate the sum of one million five hundred thousand and zero dollars (\$1,500,000) for the purpose of capital improvements to meet TTHM drinking water standards as mandated by the NHDES and EPA Safe Drinking Water Act, and to authorize the issuance of not more than (\$1,500,000) of bonds or notes in accordance with the provisions of the Municipal Finance Act (RSA 33); and further to authorize the Board of Selectmen to issue and negotiate such bonds or notes and to determine the rate of interest thereon. Debt service to be paid from the water fund.

(3/5 ballot vote required for approval.)

Article – Choose Officers

To choose all other necessary Town Officers, Auditors or Committees for the ensuing year.

Article – 2017 Operating Budget

Shall the Town of Exeter raise and appropriate as an operating budget, not including appropriation by special warrant articles and other appropriations voted separately, the amounts set forth on the budget posted with the warrant or as amended by vote of the first session, for the purposes set forth therein, totaling _____. Should this article be defeated, the default budget shall be \$_____ which is the same as last year, with certain adjustments required by previous action of the Town of Exeter or by law, or the governing body may hold one special meeting, in accordance with RSA 40:13, X and XVI, to take up the issue of a revised operating budget only.

(Majority vote required)

Article – 2017 Water Budget

Shall the Town of Exeter raise and appropriate as a water operating budget, not including appropriation by special warrant articles and other appropriations voted separately, the amounts set forth on the budget posted with the warrant or as amended by vote of the first session, for the purposes set forth therein, totaling \$ _____. Should this article be defeated, the water default budget shall be \$_____ which is the same as last year, with certain adjustments required by previous action of the Town of Exeter or by law.

(Majority vote required)

Article – 2017 Sewer Budget

Shall the Town of Exeter raise and appropriate as a sewer operating budget, not including appropriation by special warrant articles and other appropriations voted separately, the amounts set forth on the budget posted with the warrant or as amended by vote of the first session, for the purposes set forth therein, totaling \$ _____. Should this article be defeated, the default budget shall be \$ _____ which is the same as last year, with certain adjustments required by previous action of the Town of Exeter or by law.

(Majority vote required)

Article – Town Hall Staircase Replacement (\$100,000)

To see if the Town will vote to raise and appropriate via special warrant article the sum of one hundred thousand dollars (\$100,000) for the purpose of replacing the current Town Hall staircase in the rear of the building with a fire rated staircase, and to remove the fire escape from outside the building.

(Majority vote required)

Article -- Washington Street Water Line (\$68,000)

To see if the Town will vote to raise and appropriate via special warrant article the sum of sixty eight thousand dollars (\$68,000) for the purpose of designing a replacement water line on Washington Street from Front Street to Brentwood Road. This sum to come from water fees.

(Majority vote required)

Article – Sick Leave Trust Appropriation (\$50,000)

To see if the Town will vote to raise and appropriate the sum of fifty thousand dollars (\$50,000) to be added to the Sick Leave Expendable Trust Fund previously established. This sum to come from general fund surplus.

(Majority vote required)

Article – Snow/Ice Deficit Fund (\$50,000)

To see if the Town will vote to raise and appropriate the sum of fifty-thousand dollars (\$50,000) to be added to the Snow and Ice Deficit Non-Capital Reserve Fund previously established. This sum to come from general fund surplus.

(Majority vote required)

Article – Highway Department Dump Truck Lease/Purchase (\$36,001)

To see if the Town will vote to authorize the Board of Selectmen to enter into a lease/purchase agreement for \$171,396 for the purpose of lease/purchasing a dump truck for the Exeter Highway Department to replace a 2004 dump truck, and to raise and appropriate the sum of thirty-six

thousand and one dollars (\$36,001), which represents the first of 5 annual payments for that purpose. This lease/purchase will contain an escape (non-appropriation) clause.

(Majority vote required)

Article – Highway Department Backhoe Lease/Purchase (\$38,188)

To see if the Town will vote to authorize the Board of Selectmen to enter into a lease/purchase agreement for \$182,45 for the purpose of lease/purchasing a backhoe replacement for the Exeter Highway Department to replace a 2004 backhoe, and to raise and appropriate the sum of thirty-six thousand and one dollars (\$38,188), which represents the first of 5 annual payments for that purpose. This lease/purchase will contain an escape (non-appropriation) clause.

(Majority vote required)

Article – Citizens Petitions

Daniel W. Chartrand, Chairman

Julie D. Gilman, Vice-Chairwoman

Nancy Belanger, Clerk

Anne L. Surman

Don Clement

We certify that on the 30th day of January, 2017, we caused a true copy of the within warrant to be posted at the Exeter Town Hall on Front Street, the Exeter Public Library at Founder's Park, Exeter High School at 1 Blue Hawk Drive, Talbot Gymnasium at Tuck Learning Campus, 30 Linden Street, and the Town Clerk's Office, 10 Front Street.

Given under our hands and seals this ____th day of January, 2017.

Daniel W. Chartrand, Chairman

Julie D. Gilman, Vice-Chairwoman

Nancy Belanger, Clerk

Anne L. Surman

Don Clement

DRAFT

Memo

To: Russell Dean, Town Manager

From: Brian Comeau, Fire Chief 

CC:

Date: 11/30/16

Re: Staffing Request

During this week's Selectman's meeting the topic of hiring additional Firefighters was raised again. The Board members asked to see cost savings in overtime along with this request.

To clarify, my request is to use these additional personnel to meet the community's additional demands on services and reduce the dependency on mutual aid responses to do our normal day to day calls. These new positions are planned to initially fill daytime hours, and cover our peak call volume. To date, the department has requested a mutual aid company over 79 times to cover calls that we could not due to inadequate staffing.

Most of these response's fall on to the Kingston and North Hampton to assist.

In the 2017 budget request, the department reduced our overtime request by over \$14,000. This reduction was in *vacation* and *sick coverage*. This is the third budget reduction in a row, now totaling over \$37,000.

Whether the department sees any savings in suppression recall remains to be seen. It's our intention to closely track this data through the year and report on the effect these positions have addressing the department's current and anticipated runs.

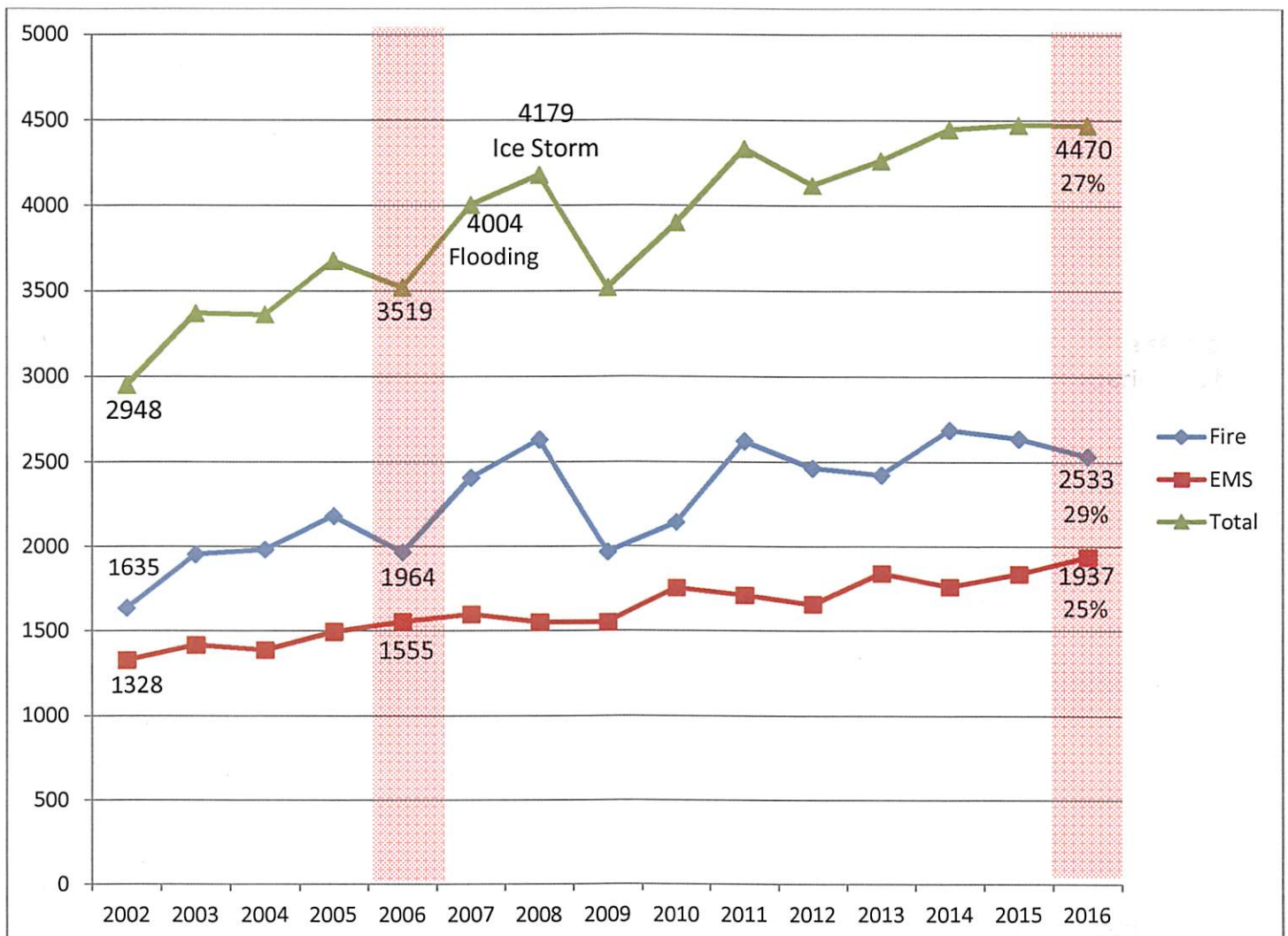
We have attached supporting documentation and look forward meeting with the Board of Selectmen to discuss this request.

EXETER FIRE DEPARTMENT CALL VOLUME 2002-2016

The attached graphic shows the call volume for the Exeter Fire Department over the past 14 years. The red line represents EMS/Ambulance calls for service. The blue line represents Fire calls for service and the green line is the total of all calls each year.

Our calls for service follow a very predictable line of growth each year, with the exception of 2007 during the floods, and 2008 when we experienced the ice storm. During those periods we saw abnormally high volume during these events.

We increased our staffing in 2007 by 4 personnel, or one on each shift. Since that time we have seen a 27% increase in overall calls volume without any increase in staffing. During the same time period we have seen our reliance on surrounding communities to assist with mutual aid, increase from 43 calls each year to an average of 107. While this assistance handles the emergent need, it also reduces our revenue generated by ambulance billing. In 2016 billable revenue lost will likely top \$60,000.



EXETER FIRE DEPARTMENT HISTORY OF OVERTIME

As many remember during the budget process in 2007, the overtime predicted to meet the man-for-man coverage language in the contract was over \$470,000, and predicted to increase to over \$500,000 by 2009. A proposal was brought forward to use approximately half of the predicted overtime necessary to hire 4 additional firefighting personnel (one per shift). This proposal increased our current shift complement from 5 on-duty personnel to 6 and transferred approximately \$235,000 from the overtime line to the regular salary/wage line, therefore reducing overtime to \$297,298 in 2008.

Since that time the overtime expended by the fire department has remained relatively flat, and over the past 3 years has actually decreased. In order to meet community demands on fire and EMS services at the rate of a 27% increase in call volume over the past 10 years, we need additional personnel. The increased personnel are necessary to handle increased workload, not decrease use of overtime. Current levels of overtime will still be necessary.

Fire department overtime is used 3 different ways, and is found in three different lines in the budget.

First, and most often looked at for reductions is the Suppression Overtime line. This line covers necessary personnel to return off-duty to assist with emergencies, and cover the station when all personnel are out handling multiple EMS and fire related calls. In addition, overtime is necessary for firefighter/EMT's to attend training and recertification, fill details such as fire prevention activities, large town functions, presidential visits, etc... Other uses of the line are responses to large natural disasters, hazardous materials incidents, maintenance and repairs to the fire alarm system, and fleet/vehicle maintenance. This line was reduced by \$20,000 in 2014, \$12,000 in 2015 and the Budget Committee has recommended additional reductions of \$5,864 for 2017.

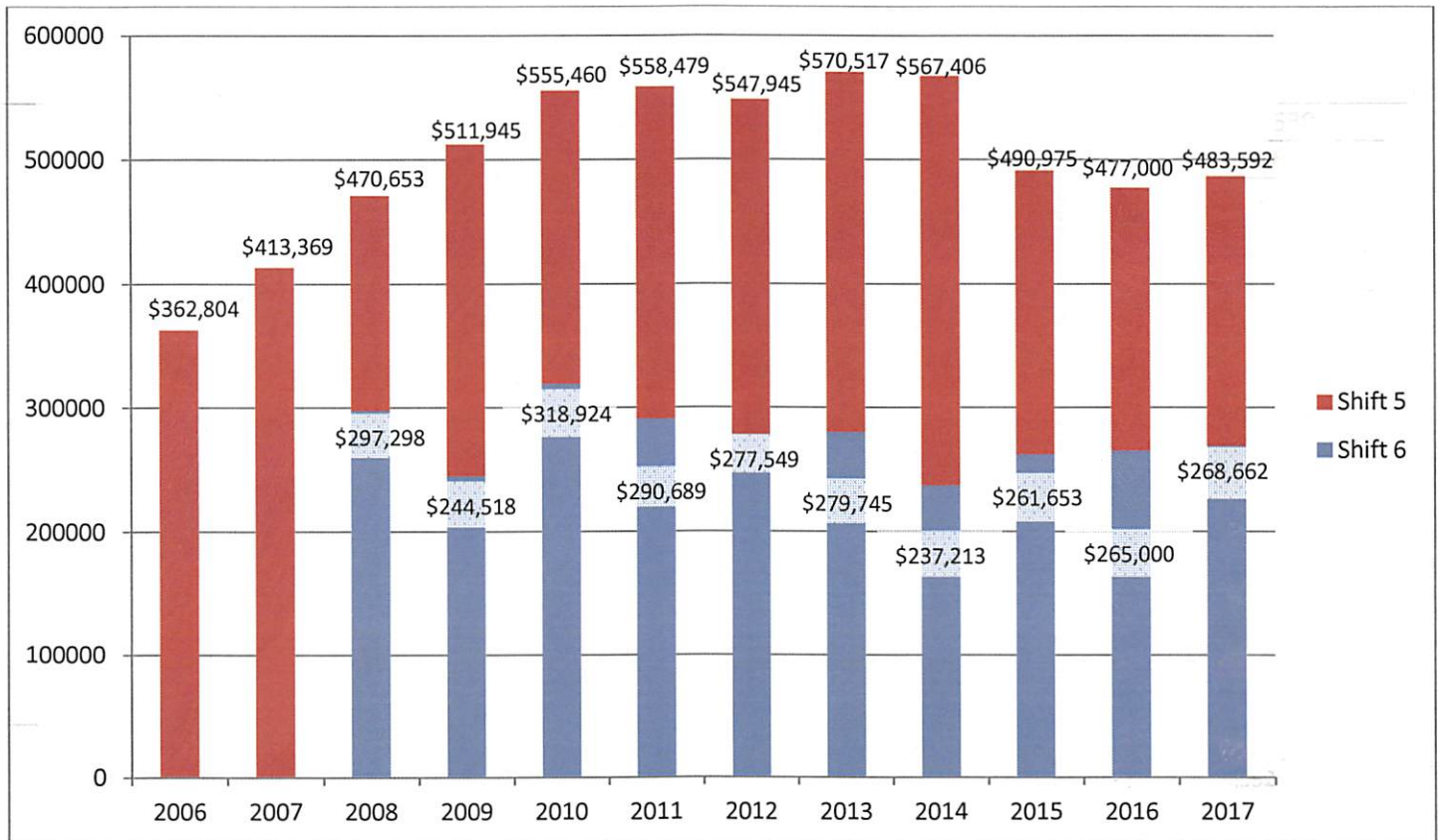
Secondary to the suppression overtime line, are two lines called Sick Replacement and Vacation Replacement. Both of these lines are necessary to allow the fire department to maintain a minimum on-duty shift strength of 5 personnel, as outlined in the collective bargaining agreement. Since 2014 the fire department has seen many senior personnel retire after 25-35 years of service to the Town of Exeter. These retirements have allowed us to promote capable members within our organization to fill leadership roles and hire younger members as firefighter/EMT's. Because of this, we have recommended reductions in overtime necessary in the Sick and Vacation Replacement lines each of the past 3 years. These reductions totaled \$9,807 in 2015, \$12,034 in 2016 and we have recommended a reduction of \$14,588 for 2017.

The following graphics represent both the actual overtime expended each year in blue and the overtime that would have been necessary to meet the Collective bargaining Agreement in 2006 in red, and a table of overtime budgeted as compared to actual overtime expended.

Overtime Budgeted as compared to actually Expended

Year	Overtime Budgeted	Overtime Expended	Surplus/Deficit
2006	\$362,804		
2007	\$470,653	\$424,849	\$45,804
2008	\$239,033 – Hired 4 additional FF/EMT's	\$297,298	(\$58,265)
2009	\$279,148	\$244,518	\$34,630
2010	\$288,309	\$318,924	(\$30,615)
2011	\$327,574	\$290,689	\$36,885
2012	\$313,887	\$277,549	\$36,338
2013	\$317,589	\$279,745	\$37,844
2014	\$304,145	\$237,213	\$66,932
2015	\$289,654	\$261,653	\$28,001
2016	\$288,176		
2017	\$268,662		

Actual overtime expended compared to what would have been necessary to maintain a 5 man shift



Blue represents actual overtime expended
 Red represents what would have been necessary had we not hired 4 additional personnel.

2 New Firefighter/AEMT or Paramedic positions: (1 of 1)

We have seen a steady, but unmistakable growth in calls totaling 27% over the past 10 years. Total calls for service in 2006 was 3,519 (EMS-1555, Fire-1964). In 2015, we responded to nearly 1000 additional calls; 4,472 (EMS-1837, Fire-2635), and in the first 10 months of 2016, the call volume continues to trend higher again.

Let's compare the Exeter Fire Department to a few of our neighbors.

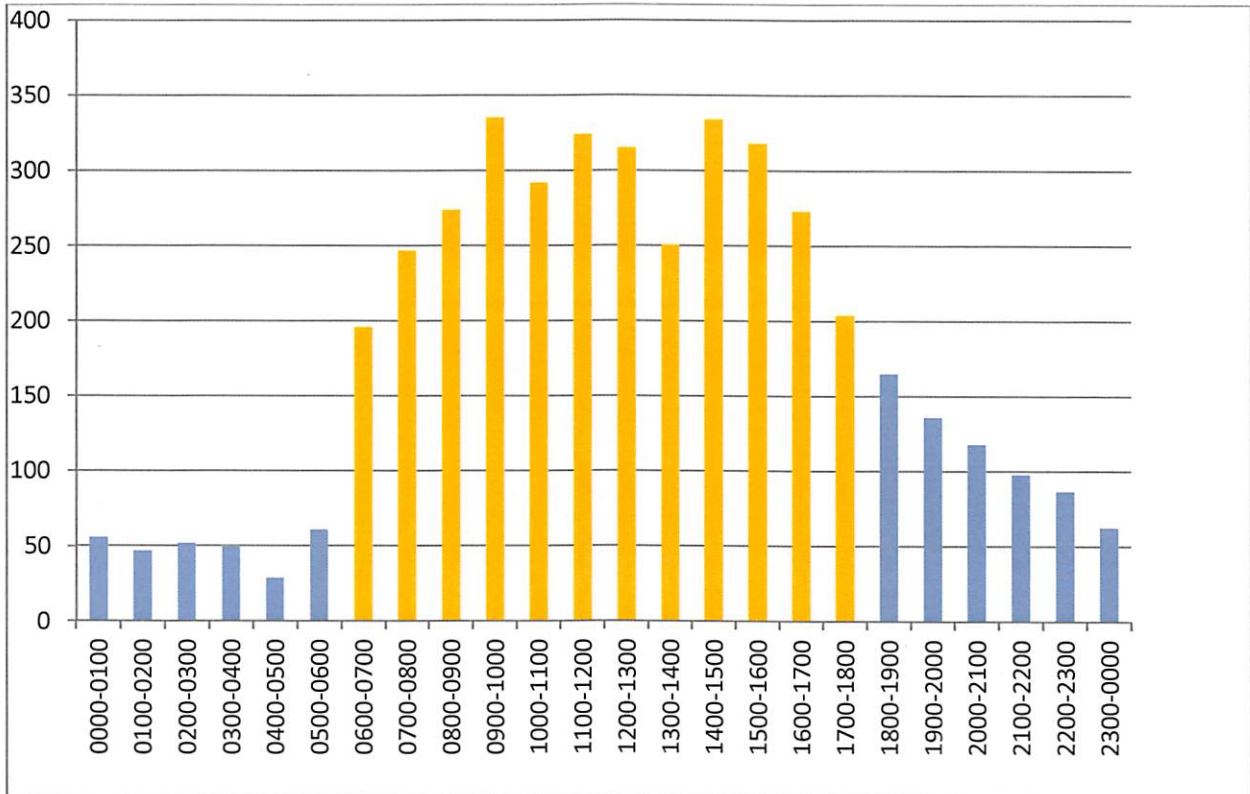
Community	Calls for Service 2015	Total Staff	Shift Strength	Minimum Manning	Calls per 1000 pop.	Calls per Firefighter
Concord	7,070	99	24	21	165	73/year
Salem	5,168	64	15	13	179	86/year
Portsmouth	4,639	56	13	11	223	89/year
Exeter	4,472	28	6	5	314	186/year
Hampton	4,372	42	9	8	283	121/year
Laconia	3,818	40	9	9	239	106/year
Londonderry	2,928	42	10	10	121	73/year
Hudson	2,800	39	9	8	114	78/year
Rochester	2,800	37	8	8	93	88/year
Durham	2,190	23	5	5	150	110/year

Exeter Firefighter/EMT's respond to more calls per shift and per year than all other firefighters polled in the State of NH. The Exeter Fire Department responds to more calls for service annually than many of our neighbors that are double our size. In 2014 and again in 2015 the Exeter Fire Department responded to back-to-back calls approximately 28% of the time, meaning we are attempting to handle one emergency while another is reported. This trend continues into 2016, with most of these back-to-back calls happening during the busiest time of day, 6am-6pm.

These back-to-back calls require us to delay response to the second or third call for service. If the shift officer feels the delay will be too great, a mutual aid company is contacted. A responding ambulance from Kingston, Hampton or North Hampton responds with a 12-15 minute travel time plus the delay in notification. This total is often around 20 minutes before the first arriving unit is on the scene.

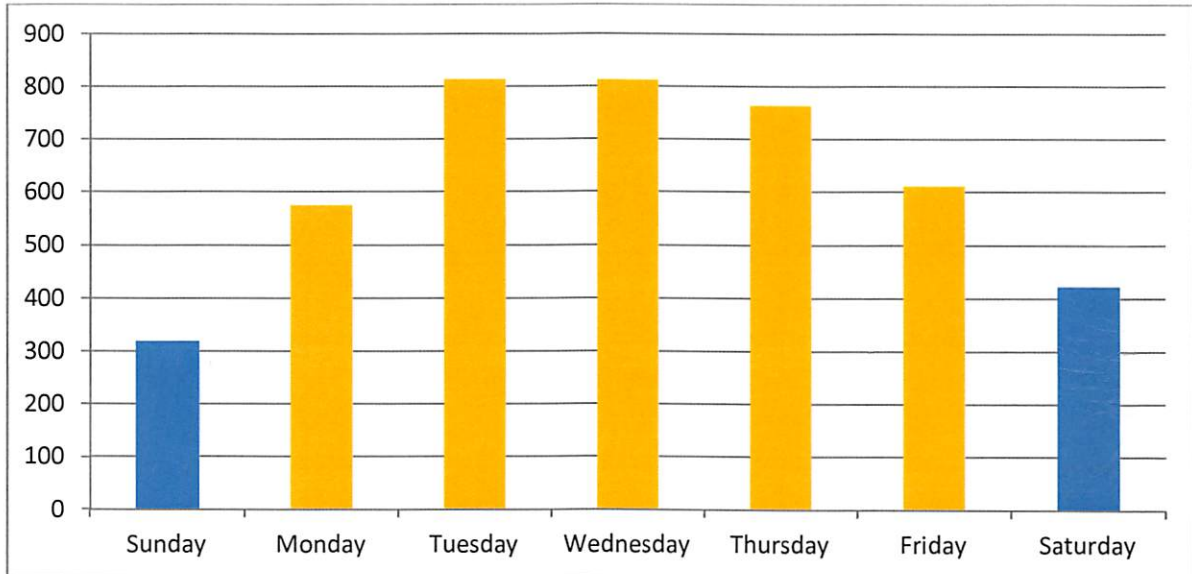
Secondary to the time delay, each time a mutual aid ambulance is called, revenue is lost. In 2014, 101 EMS calls in Exeter were handled by mutual aid, again in 2015, 97 EMS calls used mutual aid, and this year-to-date 61 EMS calls have required mutual aid. At an average of 107 calls per year this billable revenue exceeds \$60,000 each year.

In 2006 we responded to an average of 9 emergency calls per day, and in 2016 we are responding at a rate of just over 12 emergency calls per day. Remembering that 12 is an average, some days have as few as 6 calls, while other days are much busier with 18. What is even more interesting is that 73% of those calls are between 6am in the morning and 6pm in the evening. It is not uncommon to be responding to 3 calls for service at the same time.



Emergency calls by time of day (2015)

As our population continues to age, it places additional burdens on the ambulance service and as our building growth throughout town continues, it taxes our resources in ways, perhaps greater than any other town department. We respond to additional fire alarm and carbon monoxide detector activations, elevator emergencies, lock-ins and lock-outs, fire and smoke investigations, and other calls for service. While these calls are not always a spectacular fire, they do however require our response and resources never the less.



Emergency calls by day of week (2015)

To provide a consistent level of service to the citizens and taxpayers of Exeter, and provide a safer environment for the Firefighter/EMT's additional personnel are necessary. **A lot of talk over the past few years has revolved around the construction of a new sub-station on Continental Drive and the need for additional personnel to staff the station. While this remains true, the fact is that additional personnel are necessary with or without the new station.**

Ideally we need an additional firefighter/EMT on each shift, for a total of (4) new Firefighter/EMT's. We understand that the cost of these firefighters all at once may be prohibitive. Currently we anticipate the cost of each new hire to be \$65,490 for 8 months in FY17 or \$261,958 for (4). Looking ahead to FY18, that cost is \$100,026 per new hire for the 12 month period, or \$400,104 for (4).

As an alternative, we seek to hire (2) additional Firefighter/EMT's this year, with an additional (2) hired in FY18. These first positions will fill time slots to cover the busiest times of day. Each position will work the daytime shifts between 6am – 6pm, for a total of 42 hours per week.

- The following assumptions represent the most costly scenario. Assumes both new hires would be Firefighter/Paramedics, and each would require a family health and dental plan.
- If only Firefighter/Advanced EMT's are available at the time of hire and each signed up for single person health & dental plans, the costs associated with hiring would be greatly reduced to \$99,302 in FY17.

Cost of (2) additional personnel:

Salary – 35 weeks (May-Dec.) @ 42 hours = \$68,412

Holiday pay – (8 holidays FY17) = \$4,468

Health Insurance – (7 months BC Family Plan @ 87%) = \$31,863

Dental Insurance – (7 months Family Plan) = \$1,906

Life Insurance – (7 months) = \$70

Medicare Contributions on Salary @ 1.45% = \$1,057

NH Retirement System Contributions on Salary = \$23,203

FY17 Total = \$130,979

#01-4220-0503-1110 Full-time Suppression

FY 2017		%	Increase	FY17
FY 2016 Requested	0			\$68,412

FY 2017 Calculations: Full-time Salaries (2) Firefighter/AEMT or Paramedics (8 months - May-December)
FF/Medic Starting = \$50,820 or \$23.2693/ hour

$\$23.2693 \times 42 = \977.31 weekly x 35 weeks = \$34,205.85

$\$34,206 \times 2$ personnel = **\$68,412**

$\$50,820 \times 2 = \$101,640$ for a full year in FY18

#01-4220-0503-1420 Holiday Pay Suppression

FY 2017		%	Increase	FY17
FY 2016 Requested	0			\$4,468

FY 2017 Calculations:

Holiday pay is calculated by using the employees pay rate @ the number of observed holidays in each part of the year. 8 holidays (May-December) A total of 8 holidays will be paid @ 12 hours each day.

$8 \text{ days} \times 12 \text{ hours} = 96 \text{ hours} \times 2 \text{ personnel} = 192 \text{ hours} @ \$23.2693 = \$4,467.71$

$11 \text{ days} \times 12 \text{ hours} = 132 \text{ hours} \times 2 \text{ personnel} = 264 \text{ hours} @ \$23.2693 = \$6,143.10$ for a full year in FY18

#01-4220-0503-2100 Health Insurance

FY 2017		%	Increase	FY17
FY 2016 Requested	0			\$31,863

FY 2017 Calculations: Healthcare Insurance FY17 = BC Family Plan \$2,615.98 monthly

$\$2,615.98 \times 7 \text{ months (June-Dec)} = \$18,311.86 \times 2 \text{ personnel} = \$36,623.72$

$\$36,623.72 \times 87\% \text{ town portion} = \$31,862.64$

$\$2,615.98 \times 12 \text{ months} = \$31,391.76 \times 2 \text{ personnel} = \$62,783.52$

$\$62,783.52 \times 87\% \text{ town portion} = \$54,621.66$ for a full year in FY18.

#01-4220-0503-2110 Dental Insurance

FY 2017		%	Increase	FY17
FY 2016 Requested	0			\$1,906

FY 2017 Calculations: Dental Insurance FY16 = Family OP-3 \$136.16 monthly

$\$136.16 \times 7 \text{ months (June-Dec.)} = \$953.12 \times 2 \text{ personnel} = \$1,906.24$

$\$136.16 \times 12 \text{ months} = \$1,633.92 \times 2 \text{ personnel} = \$3,267.84$ for a full year in FY18.

#01-4220-0503-2120 Life Insurance

FY 2017		%	Increase	FY17
FY 2016 Requested	0	0	0	\$70

FY 2017 Calculations: 2 Firefighter/ AEMT or Paramedics @ \$25,000 coverage - \$60.00 = \$5.00 monthly

$\$5.00 \times 7 \text{ months (June-Dec.)} = \$35 \times 2 \text{ personnel} = \70

$\$60.00 \text{ for 12 months} = \$60.00 \times 2 \text{ personnel} = \$120 \text{ for a full year in FY18.}$

#01-4220-0503-2210 Medicare

FY 2017		%	Increase	FY17
FY 2016 Requested	0			\$1,057

FY 2017 Calculations: 2 Firefighter/ AEMT or Paramedics
Full-Time Sal/Wages \$68,412.00
Holiday Pay \$ 4,468.00
\$72,880.00 @ 1.45%
= \$ 1,056.76

$\$107,783 @ 1.45\% = \$1,562.85 \text{ for a full year in FY18}$

#01-4220-0503-2320 Retirement - Fire

FY 2017		%	Increase	FY17
FY 2016 Requested	0			\$23,203

FY 2017 Calculations: 2 Firefighter/AEMT or Paramedics:
 $\$997.31 \times 2 = \$1,994.62 \times 9 \text{ weeks} = \$17,951.589 @ 29.16\% = \$ 5,234.68$
 $\$997.31 \times 2 = \$1,994.62 \times 26 \text{ weeks} = \$51,860.12 @ 31.89\% = \$16,538.19$
\$ 4,486 (Holiday Pay) @ 31.89% \$ 1,430.59
\$23,203.46

$\$107,783 @ 31.89\% = \$34,371.99 \text{ for a full year in FY18}$



LICENSE AND SERVICES AGREEMENT

This License and Services Agreement is made between Tyler Technologies, Inc. and Client.

WHEREAS, Client selected Tyler to license the software products and perform the services set forth in the Investment Summary and Tyler desires to perform such actions under the terms of this Agreement;

NOW THEREFORE, in consideration of the foregoing and of the mutual covenants and promises set forth in this Agreement, Tyler and Client agree as follows:

SECTION A – DEFINITIONS

- **“Agreement”** means this License and Services Agreement.
- **“Business Travel Policy”** means our business travel policy. A copy of our current Business Travel Policy is attached as Schedule 1 to Exhibit B.
- **“Client”** means the Town of Exeter.
- **“Defect”** means a failure of the Tyler Software to substantially conform to the functional descriptions set forth in our written proposal to you, or their functional equivalent. Future functionality may be updated, modified, or otherwise enhanced through our maintenance and support services, and the governing functional descriptions for such future functionality will be set forth in our then-current Documentation.
- **“Developer”** means a third party who owns the intellectual property rights to Third Party Software.
- **“Documentation”** means any online or written documentation related to the use or functionality of the Tyler Software that we provide or otherwise make available to you, including instructions, user guides, manuals and other training or self-help documentation.
- **“Effective Date”** means the date on which your authorized representative signs the Agreement.
- **“Force Majeure”** means an event beyond the reasonable control of you or us, including, without limitation, governmental action, war, riot or civil commotion, fire, natural disaster, or any other cause that could not with reasonable diligence be foreseen or prevented by you or us.
- **“Investment Summary”** means the agreed upon cost proposal for the software, products, and services attached as Exhibit A.
- **“Invoicing and Payment Policy”** means the invoicing and payment policy. A copy of our current Invoicing and Payment Policy is attached as Exhibit B.
- **“Maintenance and Support Agreement”** means the terms and conditions governing the provision of maintenance and support services to all of our customers. A copy of our current Maintenance and Support Agreement is attached as Exhibit C.
- **“Support Call Process”** means the support call process applicable to all of our customers who have licensed the Tyler Software. A copy of our current Support Call Process is attached as Schedule 1 to Exhibit C.
- **“Third Party Terms”** means, if any, the end user license agreement(s) or similar terms for the Third Party Software, as applicable and attached as Exhibit D.
- **“Third Party Hardware”** means the third party hardware, if any, identified in the Investment Summary.
- **“Third Party Products”** means the Third Party Software and Third Party Hardware.



- “Third Party Software” means the third party software, if any, identified in the Investment Summary.
- “Tyler” means Tyler Technologies, Inc., a Delaware corporation.
- “Tyler Software” means our proprietary software, including any integrations, custom modifications, and/or other related interfaces identified in the Investment Summary and licensed by us to you through this Agreement.
- “we”, “us”, “our” and similar terms mean Tyler.
- “you” and similar terms mean Client.

SECTION B – SOFTWARE LICENSE

1. License Grant and Restrictions.

1.1 We grant to you a license to use the Tyler Software for your internal business purposes only, in the scope of the internal business purposes disclosed to us as of the Effective Date. You may make copies of the Tyler Software for backup and testing purposes, so long as such copies are not used in production and the testing is for internal use only. Your rights to use the Tyler Software are perpetual but may be revoked if you do not comply with the terms of this Agreement.

1.2 The Documentation is licensed to you and may be used and copied by your employees for internal, non-commercial reference purposes only.

1.3 You may not: (a) transfer or assign the Tyler Software to a third party; (b) reverse engineer, decompile, or disassemble the Tyler Software; (c) rent, lease, lend, or provide commercial hosting services with the Tyler Software; or (d) publish or otherwise disclose the Tyler Software or Documentation to third parties.

1.4 The license terms in this Agreement apply to updates and enhancements we may provide to you or make available to you through your Maintenance and Support Agreement.

1.5 The right to transfer the Tyler Software to a replacement hardware system is included in your license. You will give us advance written notice of any such transfer and will pay us for any required or requested technical assistance from us associated with such transfer.

1.6 We reserve all rights not expressly granted to you in this Agreement. The Tyler Software and Documentation are protected by copyright and other intellectual property laws and treaties. We own the title, copyright, and other intellectual property rights in the Tyler Software and the Documentation. **The Tyler Software is licensed, not sold.**

2. License Fees. You agree to pay us the license fees in the amounts set forth in the Investment Summary. Those amounts are payable in accordance with our Invoicing and Payment Policy.

3. Escrow. We maintain an escrow agreement with a third party under which we place the source code for each major release of the Tyler Software. You may be added as a beneficiary to the escrow agreement by completing a standard beneficiary enrollment form and paying the annual beneficiary fee set forth in the Investment Summary. You will be responsible for maintaining your ongoing status as a beneficiary, including payment of the then-current annual beneficiary fees. Release of source code for the Tyler Software is strictly governed by the terms of the escrow agreement.

4. Limited Warranty. We warrant that the Tyler Software will be without Defect(s) as long as you have a



Maintenance and Support Agreement in effect. If the Tyler Software does not perform as warranted, we will use all reasonable efforts, consistent with industry standards, to cure the Defect as set forth in the Maintenance and Support Agreement.

SECTION C – PROFESSIONAL SERVICES

1. **Services.** We will provide you the various implementation-related services itemized in the Investment Summary and described in our industry standard implementation plan. We will finalize that documentation with you upon execution of this Agreement.
2. **Professional Services Fees.** You agree to pay us the professional services fees in the amounts set forth in the Investment Summary. Those amounts are payable in accordance with our Invoicing and Payment Policy. You acknowledge that the fees stated in the Investment Summary are good-faith estimates of the amount of time and materials required for your implementation. We will bill you the actual fees incurred based on the in-scope services provided to you. Any discrepancies in the total values set forth in the Investment Summary will be resolved by multiplying the applicable hourly rate by the quoted hours.
3. **Additional Services.** The Investment Summary contains the scope of services and related costs (including programming and/or interface estimates) required for the project based on our understanding of the specifications you supplied. If additional work is required, or if you use or request additional services, we will provide you with an addendum or change order, as applicable, outlining the costs for the additional work. The price quotes in the addendum or change order will be valid for thirty (30) days from the date of the quote.
4. **Cancellation.** We make all reasonable efforts to schedule our personnel for travel, including arranging travel reservations, at least two (2) weeks in advance of commitments. Therefore, if you cancel services less than two (2) weeks in advance (other than for Force Majeure or breach by us), you will be liable for all (a) non-refundable expenses incurred by us on your behalf, and (b) daily fees associated with cancelled professional services if we are unable to reassign our personnel. We will make all reasonable efforts to reassign personnel in the event you cancel within two (2) weeks of scheduled commitments.
5. **Services Warranty.** We will perform the services in a professional, workmanlike manner, consistent with industry standards. In the event we provide services that do not conform to this warranty, we will re-perform such services at no additional cost to you.
6. **Site Access and Requirements.** At no cost to us, you agree to provide us with full and free access to your personnel, facilities, and equipment as may be reasonably necessary for us to provide implementation services, subject to any reasonable security protocols or other written policies provided to us as of the Effective Date, and thereafter as mutually agreed to by you and us. You further agree to provide a reasonably suitable environment, location, and space for the installation of the Tyler Software and any Third Party Products, including, without limitation, sufficient electrical circuits, cables, and other reasonably necessary items required for the installation and operation of the Tyler Software and any Third Party Products.
7. **Client Assistance.** You acknowledge that the implementation of the Tyler Software is a cooperative process requiring the time and resources of your personnel. You agree to use all reasonable efforts to cooperate with and assist us as may be reasonably required to meet the agreed upon project deadlines and other milestones for implementation. This cooperation includes at least working with us to schedule the implementation-related services outlined in this Agreement. We will not be liable for failure to meet any

deadlines and milestones when such failure is due to Force Majeure or to the failure by your personnel to provide such cooperation and assistance (either through action or omission).

SECTION D – MAINTENANCE AND SUPPORT

This Agreement includes the period of free maintenance and support services identified in the Invoicing and Payment Policy. If you have purchased ongoing maintenance and support services, and continue to make timely payments for them according to our Invoicing and Payment Policy, we will provide you with maintenance and support services for the Tyler Software under the terms of our standard Maintenance and Support Agreement.

If you have opted not to purchase ongoing maintenance and support services for the Tyler Software, the Maintenance and Support Agreement does not apply to you. Instead, you will only receive ongoing maintenance and support on the Tyler Software on a time and materials basis. In addition, you will:

- (i) receive the lowest priority under our Support Call Process;
- (ii) be required to purchase new releases of the Tyler Software, including fixes, enhancements and patches;
- (iii) be charged our then-current rates for support services, or such other rates that we may consider necessary to account for your lack of ongoing training on the Tyler Software;
- (iv) be charged for a minimum of two (2) hours of support services for every support call; and
- (v) not be granted access to the support website for the Tyler Software or the Tyler Community Forum.

SECTION E – THIRD PARTY PRODUCTS

To the extent there are any Third Party Products set forth in the Investment Summary, the following terms and conditions will apply:

1. **Third Party Hardware.** We will sell, deliver, and install onsite the Third Party Hardware, if you have purchased any, for the price set forth in the Investment Summary. Those amounts are payable in accordance with our Invoicing and Payment Policy.
2. **Third Party Software.** Upon payment in full of the Third Party Software license fees, you will receive a non-transferable license to use the Third Party Software and related documentation for your internal business purposes only. Your license rights to the Third Party Software will be governed by the Third Party Terms.
 - 2.1 We will install onsite the Third Party Software. The installation cost is included in the installation fee in the Investment Summary.
 - 2.2 If the Developer charges a fee for future updates, releases, or other enhancements to the Third Party Software, you will be required to pay such additional future fee.
 - 2.3 The right to transfer the Third Party Software to a replacement hardware system is governed by the Developer. You will give us advance written notice of any such transfer and will pay us for any required or requested technical assistance from us associated with such transfer.
3. **Third Party Products Warranties.**

- 3.1 We are authorized by each Developer to grant or transfer the licenses to the Third Party Software.
- 3.2 The Third Party Hardware will be new and unused, and upon payment in full, you will receive free and clear title to the Third Party Hardware.
- 3.3 You acknowledge that we are not the manufacturer of the Third Party Products. We do not warrant or guarantee the performance of the Third Party Products. However, we grant and pass through to you any warranty that we may receive from the Developer or supplier of the Third Party Products.
4. **Maintenance.** If you have a Maintenance and Support Agreement in effect, you may report defects and other issues related to the Third Party Software directly to us, and we will (a) directly address the defect or issue, to the extent it relates to our interface with the Third Party Software; and/or (b) facilitate resolution with the Developer, unless that Developer requires that you have a separate, direct maintenance agreement in effect with that Developer. In all events, if you do not have a Maintenance and Support Agreement in effect with us, you will be responsible for resolving defects and other issues related to the Third Party Software directly with the Developer.
5. **DocOrigin End User License Agreement.** Notwithstanding any statement to the contrary in the DocOrigin End User License Agreement provided at Exhibit D, Tyler represents that it is authorized by DocOrigin's Developer to agree that the law governing the DocOrigin End User License Agreement shall be Texas law, and that jurisdiction and venue for any dispute arising out of or relating to the DocOrigin End User License Agreement shall be in a court serving Dallas County, Texas.

SECTION F – INVOICING AND PAYMENT; INVOICE DISPUTES

1. **Invoicing and Payment.** We will invoice you for all fees set forth in the Investment Summary per our Invoicing and Payment Policy, subject to Section F(2).
2. **Invoice Disputes.** If you believe any delivered software or service does not conform to the warranties in this Agreement, you will provide us with written notice within thirty (30) days of your receipt of the applicable invoice. The written notice must contain reasonable detail of the issues you contend are in dispute so that we can confirm the issue and respond to your notice with either a justification of the invoice, an adjustment to the invoice, or a proposal addressing the issues presented in your notice. We will work with you as may be necessary to develop an action plan that outlines reasonable steps to be taken by each of us to resolve any issues presented in your notice. You may withhold payment of the amount(s) actually in dispute, and only those amounts, until we complete the action items outlined in the plan. If we are unable to complete the action items outlined in the action plan because of your failure to complete the items agreed to be done by you, then you will remit full payment of the invoice. We reserve the right to suspend delivery of all services, including maintenance and support services, if you fail to pay an invoice not disputed as described above within fifteen (15) days of notice of our intent to do so.

SECTION G – TERMINATION

1. **For Cause.** If you believe we have materially breached this Agreement, you will invoke the Dispute Resolution clause set forth in Section I(3). You may terminate this Agreement for cause in the event we do not cure, or create a mutually agreeable action plan to address, a material breach of this Agreement within the thirty (30) day window set forth in Section I(3). In the event of termination for cause, you will pay us for all undisputed fees and expenses related to the software, products, and/or services you have received, or

we have incurred or delivered, prior to the effective date of termination.

2. **Lack of Appropriations.** If you should not appropriate or otherwise receive funds sufficient to purchase, lease, operate, or maintain the software or services set forth in this Agreement, you may unilaterally terminate this Agreement effective on the final day of the fiscal year through which you have funding. You will make every effort to give us at least thirty (30) days written notice prior to a termination for lack of appropriations. In the event of termination due to a lack of appropriations, you will pay us for all undisputed fees and expenses related to the software and/or services you have received, or we have incurred or delivered, prior to the effective date of termination. Any disputed fees and expenses must have been submitted to the Invoice Dispute process set forth in Section F(2) at the time of termination in order to be withheld at termination. You will not be entitled to a refund or offset of previously paid license and other fees.
3. **Force Majeure.** Except for your payment obligations, either you or we may terminate this Agreement if a Force Majeure event suspends performance of scheduled tasks for a period of forty-five (45) days or more. In the event of termination due to Force Majeure, you will pay us for all undisputed fees and expenses related to the software and/or services you have received, or we have incurred or delivered, prior to the effective date of termination. Any disputed fees and expenses must have been submitted to the Invoice Dispute process set forth in Section F(2) at the time of termination in order to be withheld at termination. You will not be entitled to a refund or offset of previously paid license and other fees.

SECTION H – INDEMNIFICATION, LIMITATION OF LIABILITY AND INSURANCE

1. Intellectual Property Infringement Indemnification.

- 1.1 We will defend you against any third party claim(s) that the Tyler Software or Documentation infringes that third party's patent, copyright, or trademark, or misappropriates its trade secrets, and will pay the amount of any resulting adverse final judgment (or settlement to which we consent). You must notify us promptly in writing of the claim and give us sole control over its defense or settlement. You agree to provide us with reasonable assistance, cooperation, and information in defending the claim at our expense.
- 1.2 Our obligations under this Section H(1) will not apply to the extent the claim or adverse final judgment is based on your: (a) use of a previous version of the Tyler Software and the claim would have been avoided had you installed and used the current version of the Tyler Software, and we provided notice of that requirement to you prior to the filing of the third party claim; (b) combining the Tyler Software with any product or device not provided, contemplated, or approved by us; (c) altering or modifying the Tyler Software, including any modification by third parties at your direction or otherwise permitted by you; (d) use of the Tyler Software in contradiction of this Agreement, including with non-licensed third parties; or (e) willful infringement, including use of the Tyler Software after we notify you to discontinue use due to such a claim.
- 1.3 If we receive information concerning an infringement or misappropriation claim related to the Tyler Software, we may, at our expense and without obligation to do so, either: (a) procure for you the right to continue its use; (b) modify it to make it non-infringing; or (c) replace it with a functional equivalent, in which case you will stop running the allegedly infringing Tyler Software immediately. Alternatively, we may decide to litigate the claim to judgment, in which case you may continue to use the Tyler Software consistent with the terms of this Agreement.

1.4 If an infringement or misappropriation claim is fully litigated and your use of the Tyler Software is enjoined by a court of competent jurisdiction, in addition to paying any adverse final judgment (or settlement to which we consent), we will, at our option, either: (a) procure the right to continue its use; (b) modify it to make it non-infringing; (c) replace it with a functional equivalent; or (d) terminate your license and refund the license fees paid for the infringing Tyler Software, as depreciated on a straight-line basis measured over seven (7) years from the Effective Date. We will pursue those options in the order listed herein. This section provides your exclusive remedy for third party copyright, patent, or trademark infringement and trade secret misappropriation claims.

2. General Indemnification.

2.1 We will indemnify and hold harmless you and your agents, officials, and employees from and against any and all third-party claims, losses, liabilities, damages, costs, and expenses (including reasonable attorney's fees and costs) for (a) personal injury or property damage to the extent caused by our negligence or willful misconduct; or (b) our violation of a law applicable to our performance under this Agreement. You must notify us promptly in writing of the claim and give us sole control over its defense or settlement. You agree to provide us with reasonable assistance, cooperation, and information in defending the claim at our expense.

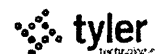
2.2 To the extent permitted by applicable law, you will indemnify and hold harmless us and our agents, officials, and employees from and against any and all third-party claims, losses, liabilities, damages, costs, and expenses (including reasonable attorney's fees and costs) for personal injury or property damage to the extent caused by your negligence or willful misconduct; or (b) your violation of a law applicable to your performance under this Agreement. We will notify you promptly in writing of the claim and will give you sole control over its defense or settlement. We agree to provide you with reasonable assistance, cooperation, and information in defending the claim at your expense.

3. **DISCLAIMER.** EXCEPT FOR THE EXPRESS WARRANTIES PROVIDED IN THIS AGREEMENT AND TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW, WE HEREBY DISCLAIM ALL OTHER WARRANTIES AND CONDITIONS, WHETHER EXPRESS, IMPLIED, OR STATUTORY, INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTIES, DUTIES, OR CONDITIONS OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

4. **LIMITATION OF LIABILITY.** EXCEPT AS OTHERWISE EXPRESSLY SET FORTH IN THIS AGREEMENT, OUR LIABILITY FOR DAMAGES ARISING OUT OF THIS AGREEMENT, WHETHER BASED ON A THEORY OF CONTRACT OR TORT, INCLUDING NEGLIGENCE AND STRICT LIABILITY, SHALL BE LIMITED TO YOUR ACTUAL DIRECT DAMAGES, NOT TO EXCEED, TO THE EXTENT THE FOLLOWING LIMITATION IS ALLOWED BY APPLICABLE LAW: (A) PRIOR TO FORMAL TRANSITION TO MAINTENANCE AND SUPPORT, THE TOTAL ONE-TIME FEES SET FORTH IN THE INVESTMENT SUMMARY; OR (B) AFTER FORMAL TRANSITION TO MAINTENANCE AND SUPPORT, THE THEN-CURRENT ANNUAL MAINTENANCE AND SUPPORT FEE. THE PRICES SET FORTH IN THIS AGREEMENT ARE SET IN RELIANCE UPON THIS LIMITATION OF LIABILITY. THE FOREGOING LIMITATION OF LIABILITY SHALL NOT APPLY TO CLAIMS THAT ARE SUBJECT TO SECTIONS H(1) AND H(2).

5. **EXCLUSION OF CERTAIN DAMAGES.** TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW, IN NO EVENT SHALL WE BE LIABLE FOR ANY SPECIAL, INCIDENTAL, PUNITIVE, INDIRECT, OR CONSEQUENTIAL DAMAGES WHATSOEVER, EVEN IF WE HAVE BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

6. **Insurance.** During the course of performing services under this Agreement, we agree to maintain the



following levels of insurance: (a) Commercial General Liability of at least \$1,000,000; (b) Automobile Liability of at least \$1,000,000; (c) Professional Liability of at least \$1,000,000; (d) Workers Compensation complying with applicable statutory requirements; and (e) Excess/Umbrella Liability of at least \$5,000,000. We will add you as an additional insured to our Commercial General Liability and Automobile Liability policies, which will automatically add you as an additional insured to our Excess/Umbrella Liability policy as well. We will provide you with copies of certificates of insurance upon your written request.

SECTION I – GENERAL TERMS AND CONDITIONS

1. **Additional Products and Services.** You may purchase additional products and services at the rates set forth in the Investment Summary for twelve (12) months from the Effective Date, and thereafter at our then-current list price, by executing a mutually agreed addendum. If no rate is provided in the Investment Summary, or those twelve (12) months have expired, you may purchase additional products and services at our then-current list price, also by executing a mutually agreed addendum. The terms of this Agreement will control any such additional purchase(s), unless otherwise specifically provided in the addendum.
2. **Optional Items.** Pricing for any listed optional products and services in the Investment Summary will be valid for twelve (12) months from the Effective Date.
3. **Dispute Resolution.** You agree to provide us with written notice within thirty (30) days of becoming aware of a dispute. You agree to cooperate with us in trying to reasonably resolve all disputes, including, if requested by either party, appointing a senior representative to meet and engage in good faith negotiations with our appointed senior representative. Senior representatives will convene within thirty (30) days of the written dispute notice, unless otherwise agreed. All meetings and discussions between senior representatives will be deemed confidential settlement discussions not subject to disclosure under Federal Rule of Evidence 408 or any similar applicable state rule. If we fail to resolve the dispute, either of us may assert our respective rights and remedies in a court of competent jurisdiction. Nothing in this section shall prevent you or us from seeking necessary injunctive relief during the dispute resolution procedures.
4. **Taxes.** The fees in the Investment Summary do not include any taxes, including, without limitation, sales, use, or excise tax. If you are a tax-exempt entity, you agree to provide us with a tax-exempt certificate. Otherwise, we will pay all applicable taxes to the proper authorities and you will reimburse us for such taxes. If you have a valid direct-pay permit, you agree to provide us with a copy. For clarity, we are responsible for paying our income taxes, both federal and state, as applicable, arising from our performance of this Agreement.
5. **Nondiscrimination.** We will not discriminate against any person employed or applying for employment concerning the performance of our responsibilities under this Agreement. This discrimination prohibition will apply to all matters of initial employment, tenure, and terms of employment, or otherwise with respect to any matter directly or indirectly relating to employment concerning race, color, religion, national origin, age, sex, sexual orientation, ancestry, disability that is unrelated to the individual's ability to perform the duties of a particular job or position, height, weight, marital status, or political affiliation. We will post, where appropriate, all notices related to nondiscrimination as may be required by applicable law.
6. **E-Verify.** We have complied, and will comply, with the E-Verify procedures administered by the U.S. Citizenship and Immigration Services Verification Division for all of our employees assigned to your project.
7. **Subcontractors.** We will not subcontract any services under this Agreement without your prior written

consent, not to be unreasonably withheld.

8. **Binding Effect; No Assignment.** This Agreement shall be binding on, and shall be for the benefit of, either your or our successor(s) or permitted assign(s). Neither party may assign this Agreement without the prior written consent of the other party; provided, however, your consent is not required for an assignment by us as a result of a corporate reorganization, merger, acquisition, or purchase of substantially all of our assets.
9. **Force Majeure.** Except for your payment obligations, neither party will be liable for delays in performing its obligations under this Agreement to the extent that the delay is caused by Force Majeure; provided, however, that within ten (10) business days of the Force Majeure event, the party whose performance is delayed provides the other party with written notice explaining the cause and extent thereof, as well as a request for a reasonable time extension equal to the estimated duration of the Force Majeure event.
10. **No Intended Third Party Beneficiaries.** This Agreement is entered into solely for the benefit of you and us. No third party will be deemed a beneficiary of this Agreement, and no third party will have the right to make any claim or assert any right under this Agreement. This provision does not affect the rights of third parties under any Third Party Terms.
11. **Entire Agreement; Amendment.** This Agreement represents the entire agreement between you and us with respect to the subject matter hereof, and supersedes any prior agreements, understandings, and representations, whether written, oral, expressed, implied, or statutory. Purchase orders submitted by you, if any, are for your internal administrative purposes only, and the terms and conditions contained in those purchase orders will have no force or effect. This Agreement may only be modified by a written amendment signed by an authorized representative of each party.
12. **Severability.** If any term or provision of this Agreement is held invalid or unenforceable, the remainder of this Agreement will be considered valid and enforceable to the fullest extent permitted by law.
13. **No Waiver.** In the event that the terms and conditions of this Agreement are not strictly enforced by either party, such non-enforcement will not act as or be deemed to act as a waiver or modification of this Agreement, nor will such non-enforcement prevent such party from enforcing each and every term of this Agreement thereafter.
14. **Independent Contractor.** We are an independent contractor for all purposes under this Agreement.
15. **Notices.** All notices or communications required or permitted as a part of this Agreement, such as notice of an alleged material breach for a termination for cause or a dispute that must be submitted to dispute resolution, must be in writing and will be deemed delivered upon the earlier of the following: (a) actual receipt by the receiving party; (b) upon receipt by sender of a certified mail, return receipt signed by an employee or agent of the receiving party; (c) upon receipt by sender of proof of email delivery; or (d) if not actually received, five (5) days after deposit with the United States Postal Service authorized mail center with proper postage (certified mail, return receipt requested) affixed and addressed to the other party at the address set forth on the signature page hereto or such other address as the party may have designated by proper notice. The consequences for the failure to receive a notice due to improper notification by the intended receiving party of a change in address will be borne by the intended receiving party.
16. **Client Lists.** You agree that we may identify you by name in client lists, marketing presentations, and promotional materials.
17. **Confidentiality.** Both parties recognize that their respective employees and agents, in the course of

performance of this Agreement, may be exposed to confidential information and that disclosure of such information could violate rights to private individuals and entities, including the parties. Confidential information is nonpublic information that a reasonable person would believe to be confidential and includes, without limitation, personal identifying information (e.g., social security numbers) and trade secrets, each as defined by applicable state law. Each party agrees that it will not disclose any confidential information of the other party and further agrees to take all reasonable and appropriate action to prevent such disclosure by its employees or agents. The confidentiality covenants contained herein will survive the termination or cancellation of this Agreement. This obligation of confidentiality will not apply to information that:

- (a) is in the public domain, either at the time of disclosure or afterwards, except by breach of this Agreement by a party or its employees or agents;
- (b) a party can establish by reasonable proof was in that party's possession at the time of initial disclosure;
- (c) a party receives from a third party who has a right to disclose it to the receiving party; or
- (d) is the subject of a legitimate disclosure request under the open records laws or similar applicable public disclosure laws governing this Agreement; provided, however, that in the event you receive an open records or other similar applicable request, you will give us prompt notice and otherwise perform the functions required by applicable law.

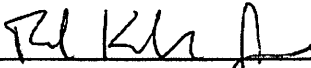
18. **Business License.** In the event a local business license is required for us to perform services hereunder, you will promptly notify us and provide us with the necessary paperwork and/or contact information so that we may timely obtain such license.
19. **Governing Law.** This Agreement will be governed by and construed in accordance with the laws of your state of domicile, without regard to its rules on conflicts of law.
20. **Multiple Originals and Authorized Signatures.** This Agreement may be executed in multiple originals, any of which will be independently treated as an original document. Any electronic, faxed, scanned, photocopied, or similarly reproduced signature on this Agreement or any amendment hereto will be deemed an original signature and will be fully enforceable as if an original signature. Each party represents to the other that the signatory set forth below is duly authorized to bind that party to this Agreement.
21. **Cooperative Procurement.** To the maximum extent permitted by applicable law, we agree that this Agreement may be used as a cooperative procurement vehicle by eligible jurisdictions. We reserve the right to negotiate and customize the terms and conditions set forth herein, including but not limited to pricing, to the scope and circumstances of that cooperative procurement.
22. **Contract Documents.** This Agreement includes the following exhibits:

Exhibit A	Investment Summary
Exhibit B	Invoicing and Payment Policy Schedule 1: Business Travel Policy
Exhibit C	Maintenance and Support Agreement Schedule 1: Support Call Process
Exhibit D	Third Party Terms

IN WITNESS WHEREOF, a duly authorized representative of each party has executed this Agreement as of the date(s) set forth below.

Tyler Technologies, Inc.

Town of Exeter

By: 

By: _____

Name: Robert Kennedy-Jensen

Name: _____

Title: Senior Corporate Attorney

Title: _____

Date: November 30, 2016

Date: _____

Address for Notices:

Tyler Technologies, Inc.
One Tyler Drive
Yarmouth, ME 04096
Attention: Associate General Counsel

Address for Notices:

Town of Exeter
10 Front Street
Exeter, NH 03833
Attention: _____



Exhibit A Investment Summary

The following Investment Summary details the software, products, and services to be delivered by us to you under the Agreement. This Investment Summary is effective as of the Effective Date. Capitalized terms not otherwise defined will have the meaning assigned to such terms in the Agreement.

TO BE INSERTED



Exhibit B Invoicing and Payment Policy

We will provide you with the software and services set forth in the Investment Summary. Capitalized terms not otherwise defined will have the meaning assigned to such terms in the Agreement.

Invoicing: We will invoice you for the applicable license and services fees in the Investment Summary as set forth below. Your rights to dispute any invoice are set forth in the Agreement.

1. Tyler Software.

1.1 *License Fees:* License fees are invoiced as follows: (a) 25% on the Effective Date; (b) 60% on the date when we make the applicable Tyler Software available to you for downloading (the "Available Download Date"); and (c) 15% on the earlier of use of the Tyler Software in live production or 180 days after the Available Download Date.

1.2 *Maintenance and Support Fees:* Year 1 maintenance and support fees are waived through the earlier of (a) availability of the Tyler Software for use in a live production environment; or (b) one (1) year from the Effective Date. Year 2 maintenance and support fees, at our then-current rates, are payable on that earlier-of date, and subsequent maintenance and support fees are invoiced annually in advance of each anniversary thereof. Your fees for each subsequent year will be set at our then-current rates. Notwithstanding the foregoing, we will not increase annual maintenance and support fees for the Tyler Software licensed as of the Effective Date by more than five percent (5%) per year for the first four (4) renewals of the Maintenance and Support Agreement.

2. Professional Services.

2.1 *Implementation and Other Professional Services (including training):* Implementation and other professional services (including training) are billed and invoiced as delivered, at the rates set forth in the Investment Summary.

2.2 *Conversions:* Fixed-fee conversions are invoiced 50% upon initial delivery of the converted data, by conversion option, and 50% upon Client acceptance to load the converted data into Live/Production environment, by conversion option. Where conversions are quoted as estimated, we will bill you the actual services delivered on a time and materials basis.

2.3 *Other Fixed Price Services:* Except as otherwise provided, other fixed price services are invoiced upon complete delivery of the service. For the avoidance of doubt, where "Project Planning Services" are provided, payment will be due upon delivery of the Implementation Planning document. Dedicated Project Management services, if any, will be billed monthly in arrears, beginning on the first day of the month immediately following the project kick-off meeting.

3. Third Party Products.



3.1 *Third Party Hardware*: Third Party Hardware costs, if any, are invoiced upon delivery.

4. Expenses. The service rates in the Investment Summary do not include travel expenses. Expenses will be billed as incurred and only in accordance with our then-current Business Travel Policy, plus a 10% travel agency processing fee. Our current Business Travel Policy is attached to this Exhibit B at Schedule 1. Copies of receipts will be provided upon request; we reserve the right to charge you an administrative fee depending on the extent of your requests. Receipts for miscellaneous items less than twenty-five dollars and mileage logs are not available.

Payment. Payment for undisputed invoices is due within forty-five (45) days of the invoice date. We prefer to receive payments electronically. Our electronic payment information is:

Bank: Wells Fargo Bank, N.A.
420 Montgomery
San Francisco, CA 94104
ABA: 121000248
Account: 4124302472
Beneficiary: Tyler Technologies, Inc. – Operating



Exhibit B Schedule 1 Business Travel Policy

1. Air Travel

A. Reservations & Tickets

Tyler's Travel Management Company (TMC) will provide an employee with a direct flight within two hours before or after the requested departure time, assuming that flight does not add more than three hours to the employee's total trip duration and the fare is within \$100 (each way) of the lowest logical fare. If a net savings of \$200 or more (each way) is possible through a connecting flight that is within two hours before or after the requested departure time and that does not add more than three hours to the employee's total trip duration, the connecting flight should be accepted.

Employees are encouraged to make advanced reservations to take full advantage of discount opportunities. Employees should use all reasonable efforts to make travel arrangements at least two (2) weeks in advance of commitments. A seven-day advance booking requirement is mandatory. When booking less than seven days in advance, management approval will be required.

Except in the case of international travel where a segment of continuous air travel is scheduled to exceed six hours, only economy or coach class seating is reimbursable.

B. Baggage Fees

Reimbursement of personal baggage charges are based on trip duration as follows:

- Up to five days = one checked bag
- Six or more days = two checked bags

Baggage fees for sports equipment are not reimbursable.

2. Ground Transportation

A. Private Automobile

Mileage Allowance – Business use of an employee's private automobile will be reimbursed at the current IRS allowable rate, plus out of pocket costs for tolls and parking. Mileage will be calculated by using the employee's office as the starting and ending point, in compliance with IRS regulations. Employees who have been designated a home office should calculate miles from their home.



Comments

Tyler recommends the use of a 128-bit SSL Security Certificate for any Internet Web Applications, such as the MUNIS Web Client and the MUNIS Self Service applications if hosted by the Client. This certificate is required to encrypt the highly sensitive payroll and financial information as it travels across the public internet. There are various vendors who sell SSL Certificates, with all ranges of prices.

Conversion prices are based on a single occurrence of the database. If additional databases need to be converted, these will need to be quoted.

Tyler's quote contains estimates of the amount of services needed, based on our preliminary understanding of the size and scope of your project. The actual amount of services depends on such factors as your level of involvement in the project and the speed of knowledge transfer.

Unless otherwise noted, prices submitted in the quote do not include travel expenses incurred in accordance with Tyler's then-current Business Travel Policy.

Tyler's prices do not include applicable local, city or federal sales, use excise, personal property or other similar taxes or duties, which you are responsible for determining and remitting.

In the event Client cancels services less than two (2) weeks in advance, Client is liable to Tyler for (i) all non-refundable expenses incurred by Tyler on Client's behalf; and (ii) daily fees associated with the cancelled services if Tyler is unable to re-assign its personnel.

Tyler provides onsite training for a maximum of 12 people per class. In the event that more than 12 users wish to participate in a training class or more than one occurrence of a class is needed, Tyler will either provide additional days at then-current rates for training or Tyler will utilize a Train-the-Trainer approach whereby the client designated attendees of the initial training can thereafter train the remaining users.

In the event Client acquires from Tyler any edition of Tyler Content Manager software other than Enterprise Edition, the license for Content Manager is restricted to use with Tyler applications only. If Client wishes to use Tyler Content Manager software with non-Tyler applications, Client must purchase or upgrade to Tyler Content Manager Enterprise Edition.

Tyler's form library prices are based on the actual form quantities listed, and assume the forms will be provided according to the standard Munis form template. Any forms in addition to the quoted amounts and types, including custom forms or forms that otherwise require custom programming, are subject to an additional fee. Please also note that use of the Tyler Forms functionality requires the use of approved printers as well. You may contact Tyler's support team for the most current list of approved printers.

General Billing library includes: 1 invoice, 1 statement, 1 general billing receipt and 1 miscellaneous receipt.

Includes digitizing two signatures, additional charges will apply for additional signatures.

Project Management includes project planning, kickoff meeting, status calls, task monitoring, verification and transition to support.

Tyler Forms Payroll Core library includes: 1 PR check, 1 direct deposit, 1 vendor from payroll check, 1 vendor from payroll direct deposit, W2, W2c, 1099 R, ACA 1095B and ACA 1095C.

Personnel Actions Forms Library includes: 1 Personnel Action form - New and 1 Personnel Action Form - Change.

Tyler's cost is based on all of the proposed products and services being obtained from Tyler. Should significant portions of the products or services be deleted, Tyler reserves the

B. Rental Car

Employees are authorized to rent cars only in conjunction with air travel when cost, convenience, and the specific situation reasonably require their use. When renting a car for Tyler business, employees should select a "mid-size" or "intermediate" car. "Full" size cars may be rented when three or more employees are traveling together. Tyler carries leased vehicle coverage for business car rentals; additional insurance on the rental agreement should be declined.

C. Public Transportation

Taxi or airport limousine services may be considered when traveling in and around cities or to and from airports when less expensive means of transportation are unavailable or impractical. The actual fare plus a reasonable tip (15-18%) are reimbursable. In the case of a free hotel shuttle to the airport, tips are included in the per diem rates and will not be reimbursed separately.

D. Parking & Tolls

When parking at the airport, employees must use longer term parking areas that are measured in days as opposed to hours. Park and fly options located near some airports may also be used. For extended trips that would result in excessive parking charges, public transportation to/from the airport should be considered. Tolls will be reimbursed when receipts are presented.

3. Lodging

Tyler's TMC will select hotel chains that are well established, reasonable in price, and conveniently located in relation to the traveler's work assignment. Typical hotel chains include Courtyard, Fairfield Inn, Hampton Inn, and Holiday Inn Express. If the employee has a discount rate with a local hotel, the hotel reservation should note that discount and the employee should confirm the lower rate with the hotel upon arrival. Employee memberships in travel clubs such as AAA should be noted in their travel profiles so that the employee can take advantage of any lower club rates.

"No shows" or cancellation fees are not reimbursable if the employee does not comply with the hotel's cancellation policy.

Tips for maids and other hotel staff are included in the per diem rate and are not reimbursed separately.

4. Meals and Incidental Expenses

Employee meals and incidental expenses while on travel status are in accordance with the federal per diem rates published by the General Services Administration. Incidental expenses include tips to maids, hotel staff, and shuttle drivers and other minor travel expenses. Per diem rates are available at www.gsa.gov/perdiem.

A. Overnight Travel

For each full day of travel, all three meals are reimbursable. Per diems on the first and last day of a trip are

Comments

right to adjust prices accordingly.

Financial library includes: 1 A/P check, 1 EFT/ACH, 1 Purchase order, 1099M, 1099INT, 1099S, and 1099G.

Utility billing library includes: 1 Utility bill, 1 UB receipt, 1 UB delinquent notice, 1 door hanger and 1 final utility bill.

The MUNIS Accounts Payable module utilizes a label printer for batch-scanned document indexing. This printer is to be provided by the client and must support multi-page Adobe PDF files, such as the Brother QL-700.

In the event a self-hosted customer opts to enroll as a beneficiary under Tyler's source code escrow agreement, Tyler will provide the paperwork required for enrollment. That self-hosted customer will be billed, on an annual basis, directly by Tyler's escrow agent, and all such fees must be paid directly to that escrow agent. Rates for subsequent years are subject to change at the discretion of Tyler's escrow agent.

The Tyler Software Product Tyler Forms Processing must be used in conjunction with a Hewlett Packard printer supported by Tyler for printing checks.

governed as set forth below.

Departure Day

Depart before 12:00 noon	Lunch and dinner
Depart after 12:00 noon	Dinner

Return Day

Return before 12:00 noon	Breakfast
Return between 12:00 noon & 7:00 p.m.	Breakfast and lunch
Return after 7:00 p.m.*	Breakfast, lunch and dinner

*7:00 p.m. is defined as direct travel time and does not include time taken to stop for dinner

The reimbursement rates for individual meals are calculated as a percentage of the full day per diem as follows:

- Breakfast 15%
- Lunch 25%
- Dinner 60%

B. Same Day Travel

Employees traveling at least 100 miles to a site and returning in the same day are eligible to claim lunch on an expense report. Employees on same day travel status are eligible to claim dinner in the event they return home after 7:00 p.m.*

*7:00 p.m. is defined as direct travel time and does not include time taken to stop for dinner

5. Internet Access – Hotels and Airports

Employees who travel may need to access their e-mail at night. Many hotels provide free high speed internet access and Tyler employees are encouraged to use such hotels whenever possible. If an employee's hotel charges for internet access it is reimbursable up to \$10.00 per day. Charges for internet access at airports are not reimbursable.



Exhibit C Maintenance and Support Agreement

We will provide you with the following maintenance and support services for the Tyler Software. Capitalized terms not otherwise defined will have the meaning assigned to such terms in the Agreement.

1. **Term.** We provide maintenance and support services on an annual basis. The initial term commences on the Effective Date, and remains in effect for one (1) year. The term will renew automatically for additional one (1) year terms unless terminated in writing by either party at least thirty (30) days prior to the end of the then-current term. We will adjust the term to match your first use of the Tyler Software in live production if that event precedes the one (1) year anniversary of the Effective Date.
2. **Maintenance and Support Fees.** Your year 1 maintenance and support fees for the Tyler Software are listed in the Investment Summary, and your payment obligations are set forth in the Invoicing and Payment Policy. We reserve the right to suspend maintenance and support services if you fail to pay undisputed maintenance and support fees within thirty (30) days of our written notice. We will reinstate maintenance and support services only if you pay all past due maintenance and support fees, including all fees for the periods during which services were suspended.
3. **Maintenance and Support Services.** As long as you are not using the Help Desk as a substitute for our training services on the Tyler Software, and you timely pay your maintenance and support fees, we will, consistent with our then-current Support Call Process:
 - 3.1 perform our maintenance and support obligations in a professional, good, and workmanlike manner, consistent with industry standards, to resolve Defects in the Tyler Software (limited to the then-current version and the immediately prior version); provided, however, that if you modify the Tyler Software without our consent, our obligation to provide maintenance and support services on and warrant the Tyler Software will be void;
 - 3.2 provide telephone support during our established support hours;
 - 3.3 maintain personnel that are sufficiently trained to be familiar with the Tyler Software and Third Party Software, if any, in order to provide maintenance and support services;
 - 3.4 provide you with a copy of all major and minor releases to the Tyler Software (including updates and enhancements) that we make generally available without additional charge to customers who have a maintenance and support agreement in effect; and
 - 3.5 provide non-Defect resolution support of prior releases of the Tyler Software in accordance with our then-current release life cycle policy.
4. **Client Responsibilities.** We will use all reasonable efforts to perform any maintenance and support services

remotely. Currently, we use a third-party secure unattended connectivity tool called Bomgar, as well as GotoAssist by Citrix. Therefore, you agree to maintain a high-speed internet connection capable of connecting us to your PCs and server(s). You agree to provide us with a login account and local administrative privileges as we may reasonably require to perform remote services. We will, at our option, use the secure connection to assist with proper diagnosis and resolution, subject to any reasonably applicable security protocols. If we cannot resolve a support issue remotely, we may be required to provide onsite services. In such event, we will be responsible for our travel expenses, unless it is determined that the reason onsite support was required was a reason outside our control. Either way, you agree to provide us with full and free access to the Tyler Software, working space, adequate facilities within a reasonable distance from the equipment, and use of machines, attachments, features, or other equipment reasonably necessary for us to provide the maintenance and support services, all at no charge to us. We strongly recommend that you also maintain a VPN for backup connectivity purposes.

5. **Hardware and Other Systems.** If you are a self-hosted customer and, in the process of diagnosing a software support issue, it is discovered that one of your peripheral systems or other software is the cause of the issue, we will notify you so that you may contact the support agency for that peripheral system. We cannot support or maintain Third Party Products except as expressly set forth in the Agreement.

In order for us to provide the highest level of software support, you bear the following responsibility related to hardware and software:

- (a) All infrastructure executing Tyler Software shall be managed by you;
- (b) You will maintain support contracts for all non-Tyler software associated with Tyler Software (including operating systems and database management systems, but excluding Third-Party Software, if any); and
- (c) You will perform daily database backups and verify that those backups are successful.

6. **Other Excluded Services.** Maintenance and support fees do not include fees for the following services: (a) initial installation or implementation of the Tyler Software; (b) onsite maintenance and support (unless Tyler cannot remotely correct a Defect in the Tyler Software, as set forth above); (c) application design; (d) other consulting services; (e) maintenance and support of an operating system or hardware, unless you are a hosted customer; (f) support outside our normal business hours as listed in our then-current Support Call Process; or (g) installation, training services, or third party product costs related to a new release. Requested maintenance and support services such as those outlined in this section will be billed to you on a time and materials basis at our then current rates. You must request those services with at least one (1) weeks' advance notice.

7. **Current Support Call Process.** Our current Support Call Process for the Tyler Software is attached to this Exhibit C at Schedule 1.



**Exhibit C
Schedule 1
Support Call Process**

Support Channels

Tyler Technologies, Inc. provides the following channels of software support:

- (1) Tyler Community – an on-line resource, Tyler Community provides a venue for all Tyler clients with current maintenance agreements to collaborate with one another, share best practices and resources, and access documentation.
- (2) On-line submission (portal) – for less urgent and functionality-based questions, users may create unlimited support incidents through the customer relationship management portal available at the Tyler Technologies website.
- (3) Email – for less urgent situations, users may submit unlimited emails directly to the software support group.
- (4) Telephone – for urgent or complex questions, users receive toll-free, unlimited telephone software support.

Support Resources

A number of additional resources are available to provide a comprehensive and complete support experience:

- (1) Tyler Website – www.tylertech.com – for accessing client tools and other information including support contact information.
- (2) Tyler Community – available through login, Tyler Community provides a venue for clients to support one another and share best practices and resources.
- (3) Knowledgebase – A fully searchable depository of thousands of documents related to procedures, best practices, release information, and job aides.
- (4) Program Updates – where development activity is made available for client consumption

Support Availability

Tyler Technologies support is available during the local business hours of 8 AM to 5 PM (Monday – Friday) across four US time zones (Pacific, Mountain, Central and Eastern). Clients may receive coverage across these time zones. Tyler’s holiday schedule is outlined below. There will be no support coverage on these days.

New Year’s Day	Thanksgiving Day
Memorial Day	Day after Thanksgiving
Independence Day	Christmas Day
Labor Day	

Issue Handling

Incident Tracking

Every support incident is logged into Tyler's Customer Relationship Management System and given a unique incident number. This system tracks the history of each incident. The incident tracking number is used to track and reference open issues when clients contact support. Clients may track incidents, using the incident number, through the portal at Tyler's website or by calling software support directly.

Incident Priority

Each incident is assigned a priority number, which corresponds to the client's needs and deadlines. The client is responsible for reasonably setting the priority of the incident per the chart below. The goal of this structure is to help the client clearly understand and communicate the importance of the issue and to describe expected responses and resolutions.

Priority Level	Characteristics of Support Incident	Resolution Targets
1 Critical	Support incident that causes (a) complete application failure or application unavailability; (b) application failure or unavailability in one or more of the client's remote location; or (c) systemic loss of multiple essential system functions.	Tyler shall provide an initial response to Priority Level 1 incidents within one (1) business hour of receipt of the support incident. Tyler shall use commercially reasonable efforts to resolve such support incidents or provide a circumvention procedure within one (1) business day. Tyler's responsibility for lost or corrupted data is limited to assisting the client in restoring its last available database.
2 High	Support incident that causes (a) repeated, consistent failure of essential functionality affecting more than one user or (b) loss or corruption of data.	Tyler shall provide an initial response to Priority Level 2 incidents within four (4) business hours of receipt of the support incident. Tyler shall use commercially reasonable efforts to resolve such support incidents or provide a circumvention procedure within ten (10) business days. Tyler's responsibility for loss or corrupted data is limited to assisting the client in restoring its last available database.
3 Medium	Priority Level 1 incident with an existing circumvention procedure, or a Priority Level 2 incident that affects only one user or for which there is an existing circumvention procedure.	Tyler shall provide an initial response to Priority Level 3 incidents within one (1) business day of receipt of the support incident. Tyler shall use commercially reasonable efforts to resolve such support incidents without the need for a circumvention procedure with the next published maintenance update or service pack. Tyler's responsibility for lost or corrupted data is limited to assisting the client in restoring its last available database.

Priority Level	Characteristics of Support Incident	Resolution Targets
4 Non-critical	Support incident that causes failure of non-essential functionality or a cosmetic or other issue that does not qualify as any other Priority Level.	Tyler shall provide an initial response to Priority Level 4 incidents within two (2) business days. Tyler shall use commercially reasonable efforts to resolve such support incidents, as well as cosmetic issues, with a future version release.

Incident Escalation

Tyler Technology’s software support consists of four levels of personnel:

- (1) Level 1: front-line representatives
- (2) Level 2: more senior in their support role, they assist front-line representatives and take on escalated issues
- (3) Level 3: assist in incident escalations and specialized client issues
- (4) Level 4: responsible for the management of support teams for either a single product or a product group

If a client feels they are not receiving the service needed, they may contact the appropriate Software Support Manager. After receiving the incident tracking number, the manager will follow up on the open issue and determine the necessary action to meet the client’s needs.

On occasion, the priority or immediacy of a software support incident may change after initiation. Tyler encourages clients to communicate the level of urgency or priority of software support issues so that we can respond appropriately. A software support incident can be escalated by any of the following methods:

- (1) Telephone – for immediate response, call toll-free to either escalate an incident’s priority or to escalate an issue through management channels as described above.
- (2) Email – clients can send an email to software support in order to escalate the priority of an issue
- (3) On-line Support Incident Portal – clients can also escalate the priority of an issue by logging into the client incident portal and referencing the appropriate incident tracking number.

Remote Support Tool

Some support calls require further analysis of the client’s database, process or setup to diagnose a problem or to assist with a question. Tyler will, at its discretion, use an industry-standard remote support tool. Support is able to quickly connect to the client’s desktop and view the site’s setup, diagnose problems, or assist with screen navigation. More information about the remote support tool Tyler uses is available upon request.



Exhibit D
DocOrigin End User License Agreement

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A. Per-CPU. The total number of CPUs on a computer used to operate the Software may not exceed the licensed quantity of CPUs. For purposes of this license metric: (a) CPUs may contain more than one processing core, each group of two (2) processing cores is considered one (1) CPU., and any remaining unpaired processing core, will be deemed a CPU. (b) all CPUs on a computer on which the Software is installed shall be deemed to operate the Software unless You configure that computer (using a reliable and verifiable means of hardware or software partitioning) such that the total number of CPUs that actually operate the Software is less than the total number on that computer.

B. Per-Document. This is defined as a fee per document based on the total number of documents generated annually by merging data with a template created by the Software. The combined data and template produce documents of one or more pages. A document may contain 1 or more pages. For instance a batch of invoices for 250 customers may contain 1,000 pages, this will be counted as 250 documents which should correspond to 250 invoices.

C. Per-Surface. This is defined as a fee per surface based on the total number of surfaces generated annually by merging data with a template created by the Software. The combined data and template produce documents of one or more pages, the pages may be printed one side (one surface) or duplexed (2 surfaces). The documents may be rendered to a computer file (i.e. PDF), each page placed in the file is considered a surface. A document may contain 1 or more surfaces. For instance a batch of invoices for 250 customers may contain 500 pages duplexed, this will be counted as 1000 surfaces.

1.5 Disaster Recovery License. You may request a Disaster Recovery license of the Software for each production license You have purchased as a failover in the event of loss of use of the production server(s). This license is for disaster recovery purposes only and under no circumstance may the disaster recovery license be used for production simultaneously with a production license with which it is paired.

1.6 Backup Copies. After installation of the Software pursuant to this EULA, you may store a copy of the installation files for the Software solely for backup or archival purposes. Except as expressly provided in this EULA, you may not otherwise make copies of the Software or the printed materials accompanying the Software.

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6. LIMITATIONS OF LIABILITY.

- 6.1 TO THE GREATEST EXTENT PERMITTED BY APPLICABLE LAW, IN NO EVENT SHALL OF SOFTWARE LTD. BE LIABLE TO YOU OR ANY OTHER PERSON FOR ANY DIRECT, INDIRECT, INCIDENTAL, SPECIAL, PUNITIVE, EXEMPLARY OR CONSEQUENTIAL DAMAGES WHATSOEVER, INCLUDING WITHOUT LIMITATION, LEGAL EXPENSES, LOSS OF BUSINESS, LOSS OF PROFITS, LOSS OF REVENUE, LOST OR DAMAGED DATA, LOSS OF COMPUTER TIME, COST OF SUBSTITUTE GOODS OR SERVICES, OR FAILURE TO REALIZE EXPECTED SAVINGS OR ANY OTHER COMMERCIAL OR ECONOMIC LOSSES ARISING OUT OF OR IN CONNECTION WITH THIS AGREEMENT, EVEN IF OF SOFTWARE LTD. HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH LOSS OR DAMAGES, OR SUCH LOSSES OR DAMAGES ARE FORESEEABLE.
- 6.2 THE ENTIRE LIABILITY OF OF SOFTWARE LTD. AND YOUR EXCLUSIVE REMEDY WITH RESPECT TO THE SOFTWARE AND TECHNICAL SUPPORT AND ANY OTHER PRODUCTS OR SERVICES SUPPLIED BY OF SOFTWARE LTD. IN CONNECTION WITH THIS AGREEMENT FOR DAMAGES FOR ANY CAUSE AND REGARDLESS OF THE CAUSE OF ACTION, WHETHER IN CONTRACT OR IN TORT, INCLUDING FUNDAMENTAL BREACH OR NEGLIGENCE, WILL BE LIMITED IN THE AGGREGATE TO THE AMOUNTS PAID BY YOU FOR THE SOFTWARE, TECHNICAL SUPPORT OR SERVICES GIVING RISE TO THE CLAIM.
- 6.3 THE DISCLAIMER OF REPRESENTATIONS, WARRANTIES AND CONDITIONS AND LIMITATION OF LIABILITY CONSTITUTE AN ESSENTIAL PART OF THIS AGREEMENT. YOU ACKNOWLEDGE THAT BUT FOR THE DISCLAIMER OF REPRESENTATIONS, WARRANTIES AND CONDITIONS AND LIMITATION OF LIABILITY, NEITHER OF SOFTWARE LTD. NOR ANY OF ITS LICENSORS OR SUPPLIERS WOULD GRANT THE RIGHTS GRANTED IN THIS AGREEMENT.

7. TERM AND TERMINATION

- 7.1 The term of this Agreement will begin on download of the Software and, in respect of an Evaluation License, shall continue for the Evaluation Period, and in respect of all other license types defined in Section 1, shall continue for as long as You use the Software, unless earlier terminated sooner under this section 7.
- 7.2 OF Software Ltd. may terminate this Agreement in the event of any breach by You if such breach has not been cured within five (5) days of notice to You. No termination of this Agreement will entitle You to a refund of any amounts paid by You to OF Software Ltd. or its applicable distributor or reseller or affect any obligations You may have to pay any outstanding amounts owing to OF Software Ltd. or its distributor.
- 7.3 Your rights to use the Software will immediately terminate upon termination or expiration of this Agreement. Within five (5) days of termination or expiration of this Agreement, You shall purge all Software and all copies thereof from all computer systems and storage devices on which it was stored, and certify such to OF Software Ltd.

8. GENERAL PROVISIONS

- 8.1 **No Waiver.** No delay or failure in exercising any right under this Agreement, or any partial or single exercise of any right, will constitute a waiver of that right or any other rights under this Agreement. No consent to a breach of any express or implied term set out in this Agreement constitutes consent to any subsequent breach, whether of the same or any other provision.
- 8.2 **Severability.** If any provision of this Agreement is, or becomes, unenforceable, it will be severed from this Agreement and the remainder of this Agreement will remain in full force and effect.
- 8.3 **Assignment.** You may not transfer or assign this Agreement (whether voluntarily, by operation of law, or otherwise) without OF Software Ltd.'s prior written consent. OF Software Ltd. may assign this Agreement at any time without notice. This Agreement is binding upon and will inure to the benefit of both parties, and their respective successors and permitted assigns.
- 8.4 **Governing Law and Venue.** This Agreement shall be governed by the laws of the Province of Ontario. No choice of laws rules of any jurisdiction shall apply to this Agreement. You consent and agree that the courts of the Province of Ontario shall have jurisdiction over any legal action or proceeding brought by You arising out of or relating to this Agreement, and You consent to the jurisdiction of such courts for any such action or proceeding.

8.5 Entire Agreement. This Agreement is the entire understanding and agreement between You and OF Software Ltd. with respect to the subject matter hereof, and it supersedes all prior negotiations, commitments and understandings, verbal or written, and purchase order issued by You. This Agreement may be amended or otherwise modified by OF Software Ltd. from time to time and the most recent version of the Agreement will be available on the OF Software website www.docorigin.com.

Last Updated: [July 18 2013]



Quoted By: Nick Haas
 Date: 10/20/2016
 Quote Expiration: 1/4/2016
 Quote Name: Town of Exeter-ERP-Munis
 Quote Number: 2015-13891
 Quote Description: Exeter-Tyler Munis ERP

Sales Quotation For

Town of Exeter
 10 Front St
 Exeter, New Hampshire 03833
 Phone (603) 773-6109

Tyler Software and Related Services

Description	License	Impl. Days	Impl. Cost	Data Conversion	Module Total	Year One Maintenance
Financials:						
Accounting/GL/BG/AP	\$11,500.00	15 @ \$1,275.00	\$19,125.00	\$2,000.00	\$32,625.00	\$2,070.00
Cash Management	\$2,750.00	2 @ \$1,275.00	\$2,550.00	\$0.00	\$5,300.00	\$495.00
Fixed Assets	\$4,400.00	2 @ \$1,275.00	\$2,550.00	\$0.00	\$6,950.00	\$792.00
Purchasing	\$7,150.00	4 @ \$1,275.00	\$5,100.00	\$0.00	\$12,250.00	\$1,287.00
Payroll/HR:						
HR Management	\$7,700.00	5 @ \$1,275.00	\$6,375.00	\$0.00	\$14,075.00	\$1,386.00
Payroll w/ESS	\$16,100.00	13 @ \$1,275.00	\$16,575.00	\$2,000.00	\$34,675.00	\$2,898.00
Revenue:						
Accounts Receivable	\$3,850.00	4 @ \$1,275.00	\$5,100.00	\$0.00	\$8,950.00	\$693.00
CAMA Bridge	\$4,400.00	1 @ \$1,275.00	\$1,275.00	\$0.00	\$5,675.00	\$1,100.00
General Billing	\$1,650.00	2 @ \$1,275.00	\$2,550.00	\$1,000.00	\$5,200.00	\$297.00
NH Tax Lien	\$6,600.00	5 @ \$1,275.00	\$6,375.00	\$0.00	\$12,975.00	\$1,650.00
Tax Billing	\$22,000.00	9 @ \$1,275.00	\$11,475.00	\$12,000.00	\$45,475.00	\$5,500.00
Tyler Cashiering	\$6,000.00	3 @ \$1,275.00	\$3,825.00	\$0.00	\$9,825.00	\$1,080.00

Tyler Software and Related Services

Description	License	Impl. Days	Impl. Cost	Data Conversion	Module Total	Year One Maintenance
UB Interface	\$2,750.00	2 @ \$1,275.00	\$2,550.00	\$0.00	\$5,300.00	\$495.00
Utility Billing CIS	\$7,200.00	11 @ \$1,275.00	\$14,025.00	\$0.00	\$21,225.00	\$1,296.00
Productivity:						
Tyler Forms Processing	\$7,500.00	0 @ \$1,275.00	\$0.00	\$0.00	\$7,500.00	\$1,500.00
Tyler Content Manager SE	\$9,000.00	3 @ \$1,275.00	\$3,825.00	\$0.00	\$12,825.00	\$1,620.00
Munis Analytics & Reporting	\$15,700.00	3 @ \$1,275.00	\$3,825.00	\$0.00	\$19,525.00	\$2,826.00
Citizen Self Service	\$3,850.00	1 @ \$1,275.00	\$1,275.00	\$0.00	\$5,125.00	\$693.00
Sub-Total:	\$140,100.00		\$108,375.00	\$17,000.00	\$265,475.00	\$27,678.00
<i>Less Discount:</i>	<i>\$49,038.00</i>		<i>\$0.00</i>	<i>\$0.00</i>	<i>\$49,038.00</i>	<i>\$27,678.00</i>
TOTAL:	\$91,062.00	85	\$108,375.00	\$17,000.00	\$216,437.00	\$0.00

Other Services

Description	Quantity	Unit Price	Unit Discount	Extended Price
Install Fee - New Server Install-WIN	1	\$4,000.00	\$0.00	\$4,000.00
Project Planning Services	1	\$4,000.00	\$0.00	\$4,000.00
Tyler Forms Library - Financial	1	\$1,400.00	\$0.00	\$1,400.00
Tyler Forms Library - General Billing	1	\$1,200.00	\$0.00	\$1,200.00
Tyler Forms Library - Payroll	1	\$1,200.00	\$0.00	\$1,200.00
Tyler Forms Library - Personnel Action	1	\$1,000.00	\$0.00	\$1,000.00
Tyler Forms Processing Configuration	1	\$1,500.00	\$0.00	\$1,500.00
Tyler Forms Library - State Tax - 8 Forms	1	\$5,000.00	\$0.00	\$5,000.00
Tyler Forms Library - Utility Billing	1	\$3,000.00	\$0.00	\$3,000.00
TOTAL:				\$22,300.00

3rd Party Hardware, Software and Services

Description	Quantity	Unit Price	Unit Discount	Total Price	Unit Maintenance	Unit Maintenance Discount	Total Year One Maintenance
Cash Drawer	1	\$230.00	\$0.00	\$230.00	\$0.00	\$0.00	\$0.00
Hand Held Scanner - Model 1900GSR	1	\$385.00	\$0.00	\$385.00	\$0.00	\$0.00	\$0.00

3rd Party Hardware, Software and Services

Description	Quantity	Unit Price	Unit Discount	Total Price	Unit Maintenance	Unit Maintenance Discount	Total Year One Maintenance
Hand Held Scanner Stand	1	\$25.00	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00
ID Tech MiniMag USB Reader	1	\$62.00	\$0.00	\$62.00	\$0.00	\$0.00	\$0.00
Printer (TM-S9000)	1	\$1,600.00	\$0.00	\$1,600.00	\$0.00	\$0.00	\$0.00
Tyler Secure Signature System with 2 Keys	1	\$1,650.00	\$0.00	\$1,650.00	\$0.00	\$0.00	\$0.00
<i>3rd Party Hardware Sub-Total:</i>			<i>\$0.00</i>	<i>\$3,952.00</i>			<i>\$0.00</i>
TOTAL:				\$3,952.00			\$0.00

Summary

One Time Fees

Recurring Fees

Total Tyler Software	\$91,062.00	\$0.00
Total Tyler Services	\$147,675.00	\$0.00
Total 3rd Party Hardware, Software and Services	\$3,952.00	\$0.00
Summary Total	\$242,689.00	\$0.00
Contract Total	\$242,689.00	

Detailed Breakdown of Conversions (included in Contract Total)

Description	Unit Price	Unit Discount	Extended Price
Accounting Standard COA	\$2,000.00	\$0.00	\$2,000.00
General Billing Std CID	\$1,000.00	\$0.00	\$1,000.00
Payroll - Standard	\$2,000.00	\$0.00	\$2,000.00
Real Estate - Standard	\$12,000.00	\$0.00	\$12,000.00
	TOTAL:		\$17,000.00

Optional Tyler Software & Related Services

Description	License	Impl. Days	Impl. Cost	Data Conversion	Module Total	Year One Maintenance
Utility Billing - Standard - B	\$0.00	0 @ \$1,275.00	\$0.00	\$3,000.00	\$3,000.00	\$0.00
TOTAL:	\$0.00	0	\$0.00	\$3,000.00	\$3,000.00	\$0.00

Optional Other Services

Description	Quantity	Unit Price	Discount	Extended Price
Source Code Escrow	1	\$1,500.00	\$0.00	\$1,500.00
TOTAL:				\$1,500.00

Optional Conversion Details (Prices Reflected Above)

Description	Unit Price	Unit Discount	Extended Price
Utility Billing - Standard	\$3,000.00	\$0.00	\$3,000.00
TOTAL:			\$3,000.00

Unless otherwise indicated in the contract or Amendment thereto, pricing for optional items will be held for Six (6) months from the Quote date or the Effective Date of the Contract, whichever is later.

Customer Approval: _____ Date: _____
 Print Name: _____ P.O. #: _____

All primary values quoted in US Dollars

Tyler Discount Detail

Description	License	License Discount	License Net	Maintenance Basis	Year One Maint Discount	Year One Maint Net
Accounting/GL/BG/AP	\$11,500.00	\$4,025.00	\$7,475.00	\$2,070.00	\$2,070.00	\$0.00
Cash Management	\$2,750.00	\$963.00	\$1,787.00	\$495.00	\$495.00	\$0.00

Tyler Discount Detail

Description	License	License Discount	License Net	Maintenance Basis	Year One Maint Discount	Year One Maint Net
Fixed Assets	\$4,400.00	\$1,540.00	\$2,860.00	\$792.00	\$792.00	\$0.00
Purchasing	\$7,150.00	\$2,503.00	\$4,647.00	\$1,287.00	\$1,287.00	\$0.00
Payroll/HR:						
HR Management	\$7,700.00	\$2,695.00	\$5,005.00	\$1,386.00	\$1,386.00	\$0.00
Payroll w/ESS	\$16,100.00	\$5,635.00	\$10,465.00	\$2,898.00	\$2,898.00	\$0.00
Revenue:						
Accounts Receivable	\$3,850.00	\$1,348.00	\$2,502.00	\$693.00	\$693.00	\$0.00
CAMA Bridge	\$4,400.00	\$1,540.00	\$2,860.00	\$1,100.00	\$1,100.00	\$0.00
General Billing	\$1,650.00	\$578.00	\$1,072.00	\$297.00	\$297.00	\$0.00
NH Tax Lien	\$6,600.00	\$2,310.00	\$4,290.00	\$1,650.00	\$1,650.00	\$0.00
Tax Billing	\$22,000.00	\$7,700.00	\$14,300.00	\$5,500.00	\$5,500.00	\$0.00
Tyler Cashiering	\$6,000.00	\$2,100.00	\$3,900.00	\$1,080.00	\$1,080.00	\$0.00
UB Interface	\$2,750.00	\$963.00	\$1,787.00	\$495.00	\$495.00	\$0.00
Utility Billing CIS	\$7,200.00	\$2,520.00	\$4,680.00	\$1,296.00	\$1,296.00	\$0.00
Productivity:						
Citizen Self Service	\$3,850.00	\$1,348.00	\$2,502.00	\$693.00	\$693.00	\$0.00
Munis Analytics & Reporting	\$15,700.00	\$5,495.00	\$10,205.00	\$2,826.00	\$2,826.00	\$0.00
Tyler Content Manager SE	\$9,000.00	\$3,150.00	\$5,850.00	\$1,620.00	\$1,620.00	\$0.00
Tyler Forms Processing	\$7,500.00	\$2,625.00	\$4,875.00	\$1,500.00	\$1,500.00	\$0.00
TOTAL:	\$140,100.00	\$49,038.00	\$91,062.00	\$27,678.00	\$27,678.00	\$0.00

Comments

Tyler recommends the use of a 128-bit SSL Security Certificate for any Internet Web Applications, such as the MUNIS Web Client and the MUNIS Self Service applications if hosted by the Client. This certificate is required to encrypt the highly sensitive payroll and financial information as it travels across the public internet. There are various vendors who sell SSL Certificates, with all ranges of prices.

Conversion prices are based on a single occurrence of the database. If additional databases need to be converted, these will need to be quoted.

Tyler's quote contains estimates of the amount of services needed, based on our preliminary understanding of the size and scope of your project. The actual amount of services depends on such factors as your level of involvement in the project and the speed of knowledge transfer.

Unless otherwise noted, prices submitted in the quote do not include travel expenses incurred in accordance with Tyler's then-current Business Travel Policy.

Tyler's prices do not include applicable local, city or federal sales, use excise, personal property or other similar taxes or duties, which you are responsible for determining and remitting.

In the event Client cancels services less than two (2) weeks in advance, Client is liable to Tyler for (i) all non-refundable expenses incurred by Tyler on Client's behalf; and (ii) daily fees associated with the cancelled services if Tyler is unable to re-assign its personnel.

Tyler provides onsite training for a maximum of 12 people per class. In the event that more than 12 users wish to participate in a training class or more than one occurrence of a class is needed, Tyler will either provide additional days at then-current rates for training or Tyler will utilize a Train-the-Trainer approach whereby the client designated attendees of the initial training can thereafter train the remaining users.

In the event Client acquires from Tyler any edition of Tyler Content Manager software other than Enterprise Edition, the license for Content Manager is restricted to use with Tyler applications only. If Client wishes to use Tyler Content Manager software with non-Tyler applications, Client must purchase or upgrade to Tyler Content Manager Enterprise Edition.

Tyler's form library prices are based on the actual form quantities listed, and assume the forms will be provided according to the standard Munis form template. Any forms in addition to the quoted amounts and types, including custom forms or forms that otherwise require custom programming, are subject to an additional fee. Please also note that use of the Tyler Forms functionality requires the use of approved printers as well. You may contact Tyler's support team for the most current list of approved printers.

General Billing library includes: 1 invoice, 1 statement, 1 general billing receipt and 1 miscellaneous receipt.

Includes digitizing two signatures, additional charges will apply for additional signatures.

Project Management includes project planning, kickoff meeting, status calls, task monitoring, verification and transition to support.

Tyler Forms Payroll Core library includes: 1 PR check, 1 direct deposit, 1 vendor from payroll check, 1 vendor from payroll direct deposit, W2, W2c, 1099 R, ACA 1095B and ACA 1095C.

Personnel Actions Forms Library includes: 1 Personnel Action form - New and 1 Personnel Action Form - Change.

Tyler's cost is based on all of the proposed products and services being obtained from Tyler. Should significant portions of the products or services be deleted, Tyler reserves the

Comments

right to adjust prices accordingly.

Financial library includes: 1 A/P check, 1 EFT/ACH, 1 Purchase order, 1099M, 1099INT, 1099S, and 1099G.

Utility billing library includes: 1 Utility bill, 1 UB receipt, 1 UB delinquent notice, 1 door hanger and 1 final utility bill.

The MUNIS Accounts Payable module utilizes a label printer for batch-scanned document indexing. This printer is to be provided by the client and must support multi-page Adobe PDF files, such as the Brother QL-700.

In the event a self-hosted customer opts to enroll as a beneficiary under Tyler's source code escrow agreement, Tyler will provide the paperwork required for enrollment. That self-hosted customer will be billed, on an annual basis, directly by Tyler's escrow agent, and all such fees must be paid directly to that escrow agent. Rates for subsequent years are subject to change at the discretion of Tyler's escrow agent.

The Tyler Software Product Tyler Forms Processing must be used in conjunction with a Hewlett Packard printer supported by Tyler for printing checks.

**TOWN OF EXETER
MEMORANDUM**

TO: Board of Selectmen
FROM: Town Manager
RE: Cell Tower Lease
DATE: November 28th, 2016

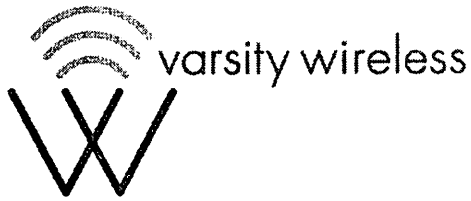
At the 2016 annual town meeting, voters granted authority for the Board of Selectmen to lease town property as follows:

Article 22 – Long Term Lease Town Owned Property

To see if the Town will authorize the Board of Selectmen to negotiate and enter into a long term lease of up to 99 years on Town owned land described as Tax Map 100 Lot 4, for the purpose of installing a cellular tower on the property, a portion of which will benefit the Town of Exeter communications systems.

The article was passed by voters 1581-397, or 79.9% in favor.

Since this article's passage, we have worked with Varsity Wireless on a proposal that meet the goals of the article. As the Board is aware, complaints about service reception in this area have been plentiful and this lease would alleviate those issues, so cell users in the area would enjoy much better reception. In addition, the proposed agreement addresses important public safety communications issues to meet the goals of those departments.



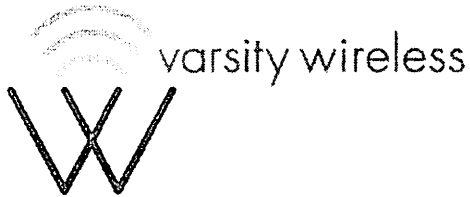
October 31, 2016

Board of Selectman
Town of Exeter
10 Front Street
Exeter, NH 03833

Dear Board Members:

Varsity Wireless, LLC (“Varsity”), a leading developer of wireless telecommunications infrastructure working in conjunction with every major telecommunications provider in New Hampshire and the other New England states, has been working with the Town of Exeter for almost two years, seeking to lease a portion of town owned land located off of Kingston Road known as Tax Assessor Map 100, Lot 4, on which to develop a wireless telecommunications facility. Varsity is pleased to provide you this summary of our proposed agreement that outlines the general terms of the contemplated transaction:

LEASED PREMISES:	4800 square foot portion of the Site plus an access and utility easement from the site to the nearest public street as shown on the attached Exhibit A
OPTION PAYMENT:	\$1000.00
TERM OF OPTION:	One Twenty-Four month option
TERM OF LEASE:	Five (5) years
RENEWAL OPTIONS:	nine (9) additional consecutive terms of five (5) years each
LUMP SUM PAYMENT:	\$75,000 payment due at Rent Commencement
RENT:	\$1,500.00 per month, beginning on the fifth anniversary of the Rent Commencement Date
ESCALATION:	Rent will increase 15% every five years.
REVENUE SHARE:	In addition to the monthly Rent, Lessee shall pay to Lessor, beginning with the second and subsequent FCC licensed broadband wireless carrier sub-lessee that the facility, an amount equal to fifteen percent (15%) of the rent collected by Lessee from said sub-lessee.
SPACE ON THE TOWER:	Lessor will be provided its reasonable requirements for space on the tower and within the compound at no charge for the installation of its emergency services communication equipment, subject to the execution of Varsity’s standard form tower use agreement.



Board of Selectman
October 31, 2016
Page 2

Please note that these lease terms are substantially better than Varsity typically pays to private landowners for similar sites in southern New Hampshire, and is also better than lease terms offered by Varsity and others in a recent public RFP bid solicited by the Town of Hampstead:

Bid 1: \$1200/3% escalation with 10% revenue share

Bid 2: \$1500/3% escalation with 20% revenue share

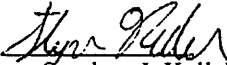
Bid 3: \$1250/3% escalation with 25% revenue share and 30k towards a generator

Bid 4: \$1500/3% escalation with \$400 per subtenant and 25k towards equipment

Although lease and other business terms negotiated between Varsity and private landowners are proprietary and non-public, we are agreeable to meeting with the Board of Selectman, in a closed door session, to provide rental information regarding some of our other locations on private property in the southern New Hampshire area in order for the Board to become comfortable with the proposed financial terms.

We look forward to meeting with you soon to discuss this proposal and to finalizing a transaction with the Town of Exeter.

Sincerely,
Varsity Wireless, LLC

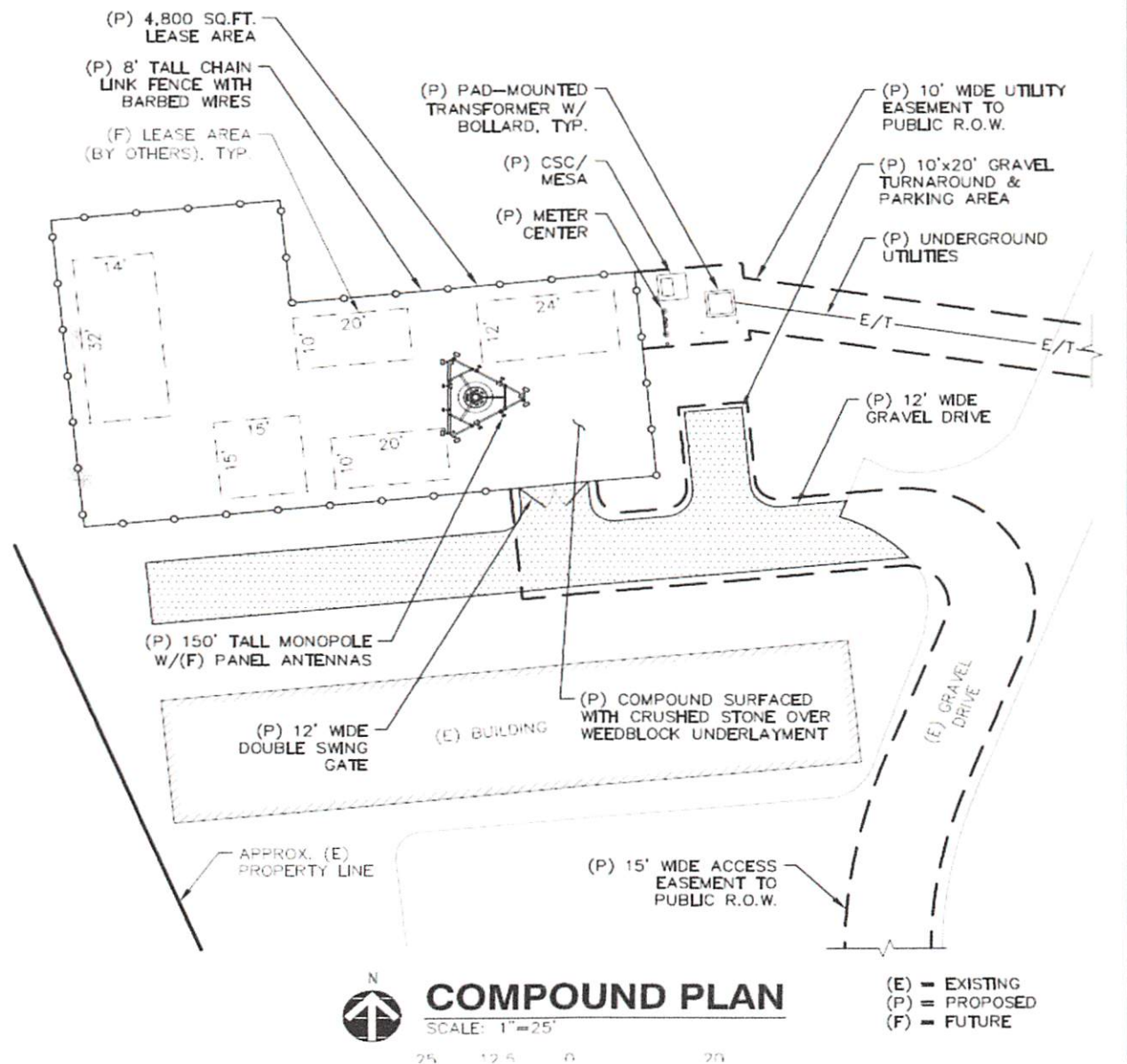
By: 
Name: Stephen J. Kelleher
Title: Director of Development



Board of Selectman
 October 31, 2016
 Page 3

EXHIBIT A

PROPOSED LEASE AREA



19. **Notices.** All notices hereunder must be in writing and shall be deemed validly given if sent by hand delivery, a reputable, national overnight courier service (such as Federal Express or United Parcel Service), or by certified mail, postage prepaid, addressed as shown below (or to any other address that the party to be notified may designate from time to time by written notice to the other party). Facsimile, email and other forms of electronic communication shall not constitute valid notice.

If to LESSEE to: Varsity Wireless, LLC
290 Congress Street, 7th Floor
Boston, MA 02210
Telephone:(202)236-6833
Facsimile: (401) 831-8387
Email: cdavis@varsitywireless.com

If to LESSOR to: Town of Exeter
10 Front Street
Exeter, NH 03833
Telephone:
Facsimile:
Email:

20. **Estoppel, Non-Disturbance and Attornment.** LESSOR agrees, from time to time, upon not less than ten (10) days prior written notice from LESSEE, to execute, acknowledge and deliver to LESSEE a written estoppel certificate certifying that as of the date of the certification: (i) the Agreement is a valid enforceable agreement, presently in full force and effect; (ii) LESSEE is not in default under any of the terms, conditions, or covenants of the Agreement; (iii) the Term (its commencement and termination dates) and the term of any option or renewal periods granted to the LESSEE to extend the Term; (iv) the amount of the then-current Rent payable under the Agreement; and (v) attached to the certification is a true and correct copy of the Agreement and all amendments thereto.

21. **Assignment.** This Agreement may be assigned or transferred by LESSEE with the written notification to LESSOR to a successor to the primary business of LESSEE, to a subsidiary, affiliate or partner of the LESSEE, or purchaser of all or any or any portion of the assets of the LESSEE, provided that the assignee or transferee assumes, recognizes and also agrees to become responsible to LESSEE for the performance of all terms and conditions of this Agreement to the extent of such assignment or transfer. Any other assignment of this Agreement by the LESSEE shall require written approval of LESSOR, such approval not to be unreasonably withheld, conditioned or delayed. Notwithstanding the foregoing, LESSEE may without the approval of LESSOR but with the written notification to LESSOR within thirty (30) days of the date of execution thereof (i) enter into subleases, licenses or other agreements with prospective sub-lessees, licensees, customers or other third party users of the Leased Premises or (ii) mortgage or grant a security interest in this Lease and the Telecommunications Facilities, and assign this Lease and the Telecommunications Facilities to any such mortgagees or holders of security interests including their successors and assigns (hereinafter collectively referred to as "Secured Parties"). If requested, LESSOR shall execute such consent to leasehold financing as may reasonably be required by Secured Parties.

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22. **Right of First Refusal.** LESSOR hereby grants LESSEE a right of first refusal in connection with all requests, proposals or offers from any third party other than the LESSEE to acquire, lease or obtain an easement (or other right of way) under all or any portion of the Leased Premises. LESSOR shall provide LESSEE written notice (the "ROFR Notice") of its receipt of such a request, proposal or offer. Such ROFR Notice shall describe all material terms of such request, proposal or offer and include a copy of such request, proposal or offer. LESSEE shall have thirty (30) days to evaluate such request, proposal or offer and notify LESSOR in writing (the "Acceptance Notice") that it intends to exercise its right to consummate such acquisition, lease or obtaining of easement (or other right of way) pursuant to the terms and conditions set forth in such request, proposal or offer. If LESSEE fails to provide LESSOR an Acceptance Notice within such 30-day period, then LESSOR may proceed with such sale, lease or grant of easement (or other right of

Memo

To: Russell Dean, Town Manager
From: Brian Comeau, Fire Chief
CC:
Date: 11/14/16
Re: Cell tower radio equipment

In 2013 the Fire Department requested a CIP project for a radios system upgrade to improve both the fire and police radio communication, the request was \$345,000.

The budget committee funded \$ 100,000 for the first leg of the proposed system that first phase is up and running and has improved our coverage area greatly.

When the Cell Tower was proposed we saw an opportunity to construct the second leg of the radio system, Our request includes;

*Radios and cabinet
Two channel repeater and link
Antennas
Associated equipment for the installation*

This location is ideal for the second link of the radio system and will greatly improve communications for both the fire and police departments.

List for Selectmen's meeting December 5, 2016

Abatement

<u>Map/Lot</u>	<u>Location</u>	<u>Abatement Amount</u>	
110/2/22	22 Exeter elms CG		\$118.54
110/2/6	6 Exeter Elms CG	Denied	

Town of Exeter
Water/Sewer Abatement Request & Receipt Form

Please Print:

Full Name: Frank & Richard Hartmann
 Mailing Address: 93 Main Street
Exeter, NH 03833
 Service/Property Address: same as above

Today's Date: 9/7/16
 Account Number: 313106800
 Route Number: _____
 Phone Number: 603-7725285

Utility Abatement Requested for: Water _____ Sewer _____ Water & Sewer X
 Date of Bill: 7/19/16 Billing Period from 4/19/16 to 7/19/16 Amount of Bill: \$ 4,967.54

Performed Leak Check? X Yes _____ No _____ Leaks Found? _____ Yes X No _____ How Many Fixtures? _____
 If No: _____ Not schedule _____ Declined _____

Data Download? X Yes _____ No _____ Indicated Leaks? X Yes _____ No _____ Continuous _____ Intermittent X Both _____

Minimum Criteria Met? X Yes _____ No (100% or 35,000 gallons above average consumption)
 Proof Leak Repaired? _____ Yes X No _____

Partial Selectmen's Policy 08-30: Reasons for or against granting abatement request

Policy Procedure Line #2 (Against): X In the event that a customer cannot determine the source or cause of the abnormally high consumption, the customer is required to hire a private licensed plumber to assist the customer in trying to determine said source or cause. If the plumber is unable to determine the source or cause of the abnormally high consumption, the Town can only speculate that the customer has located and repaired or corrected said source.

Policy Procedure Line #3 (Against): _____ In the event the source or cause of the abnormally high consumption is related to a leak due to customer negligence such as the failure to maintain internal (private) plumbing fixtures in good repair and/or protect plumbing from freezing, the customer shall be held responsible for the entire bill.

Policy Procedure Line #4 (For): _____ In the event the abnormally high consumption has occurred due to "unpredictable leakage" not caused by customer negligence, ignorance or unfortunate circumstances, as determined by Town staff and the Water & Sewer Advisory Committee, the Town shall consider granting a one-time abatement, per account, during any ten-year period, up to half of the water consumption above normal consumption.

Water & Sewer Department Actions Taken: leak check done; downloaded data to produce graphs of water usage; could not determine specific reason for high usage

Receipt Portion

Reviewed by: Matthew Berube Date of Review: 11/22/16; revised 12/2/16
 Comments: _____

Dept. of Public Works Recommendation: X Disapprove _____ Approve _____

Board of Selectmen Recommendation: _____ Disapprove _____ Approve _____

Abatement Amount: \$ 2,212.90 New bill total: \$ 2,810.64

BOS Approval/Disapproval Signature: _____ Date: _____

BOS Approval/Disapproval Signature: _____ Date: _____

BOS Approval/Disapproval Signature: _____ Date: _____

BOS Approval/Disapproval Signature: _____ Date: _____

BOS Approval/Disapproval Signature: _____ Date: _____

Town of Exeter
Water/Sewer Abatement Request & Receipt Form

Please Print:

Full Name: McReel Condo Association

Today's Date: 10/28/16

Mailing Address: PO Box 391

Account Number: 222244850

Exeter, NH03833

Route Number: _____

Service/Property Address: McReel Building

Phone Number: 603-772-7676

196 Water St

Utility Abatement Requested for:

Water

Sewer _____

Water & Sewer

Date of Bill: 9/30/16

Billing Period from 6/21/16 to 9/21/16

Amount of Bill: \$ 4,404.90

Performed Leak Check? Yes No

Leaks Found? Yes No How Many Fixtures? _____

If No: Not schedule Declined

Data Download? Yes No

Indicated Leaks? Yes No Continuous _____ Intermittent _____ Both

Minimum Criteria Met? Yes No (100% or 35,000 gallons above average consumption)

Proof Leak Repaired? Yes No

Partial Selectmen's Policy 08-30: Reasons for or against granting abatement request

Policy Procedure Line #2 (Against): In the event that a customer cannot determine the source or cause of the abnormally high consumption, the customer is required to hire a private licensed plumber to assist the customer in trying to determine said source or cause. If the plumber is unable to determine the source or cause of the abnormally high consumption, the Town can only speculate that the customer has located and repaired or corrected said source.

Policy Procedure Line #3 (Against): _____ In the event the source or cause of the abnormally high consumption is related to a leak due to customer negligence such as the failure to maintain internal (private) plumbing fixtures in good repair and/or protect plumbing from freezing, the customer shall be held responsible for the entire bill.

Policy Procedure Line #4 (For): _____ In the event the abnormally high consumption has occurred due to "unpredictable leakage" not caused by customer negligence, ignorance or unfortunate circumstances, as determined by Town staff and the Water & Sewer Advisory Committee, the Town shall consider granting a one-time abatement, per account, during any ten-year period, up to half of the water consumption above normal consumption.

Water & Sewer Department Actions Taken: No leak check done; downloaded data to produce graphs of water usage; could not determine specific reason for high usage _____

Receipt Portion

Reviewed by: Matthew Berube

Date of Review: 10/31/16; revised 12/1/16

Comments: _____

Dept. of Public Works Recommendation:

Disapprove

Approve

Board of Selectmen Recommendation:

Disapprove

Approve

Abatement Amount: \$ 1,759.51

New bill total: \$ 2,645.39

BOS Approval/Disapproval Signature: _____

Date: _____

BOS Approval/Disapproval Signature: _____

Date: _____

BOS Approval/Disapproval Signature: _____

Date: _____

BOS Approval/Disapproval Signature: _____

Date: _____

BOS Approval/Disapproval Signature: _____

Date: _____

Town of Exeter
Water/Sewer Abatement Request & Receipt Form

Please Print:

Full Name: Jonathon Elliott Today's Date: 10/10/16
Mailing Address: 6 Tamarind Lane Account Number: 212105990
Exeter, NH 03833 Route Number: _____
Service/Property Address: same as above Phone Number: 603-778-6417

Utility Abatement Requested for: Water _____ Sewer _____ Water & Sewer X
Date of Bill: 9/30/16 Billing Period from 6/21/16 to 9/21/16 Amount of Bill: \$ 1,713.87

Performed Leak Check? Yes X No Leaks Found? _____ Yes _____ No How Many Fixtures? _____
If No: X Not schedule _____ Declined

Data Download? _____ Yes X No Indicated Leaks? _____ Yes _____ No Continuous _____ Intermittent _____ Both _____

Minimum Criteria Met? X Yes _____ No (100% or 35,000 gallons above average consumption)
Proof Leak Repaired? X Yes _____ No

Partial Selectmen's Policy 08-30: Reasons for or against granting abatement request

Policy Procedure Line #2 (Against): _____ In the event that a customer cannot determine the source or cause of the abnormally high consumption, the customer is required to hire a private licensed plumber to assist the customer in trying to determine said source or cause. If the plumber is unable to determine the source or cause of the abnormally high consumption, the Town can only speculate that the customer has located and repaired or corrected said source.

Policy Procedure Line #3 (Against): X In the event the source or cause of the abnormally high consumption is related to a leak due to customer negligence such as the failure to maintain internal (private) plumbing fixtures in good repair and/or protect plumbing from freezing, the customer shall be held responsible for the entire bill.

Policy Procedure Line #4 (For): _____ In the event the abnormally high consumption has occurred due to "unpredictable leakage" not caused by customer negligence, ignorance or unfortunate circumstances, as determined by Town staff and the Water & Sewer Advisory Committee, the Town shall consider granting a one-time abatement, per account, during any ten-year period, up to half of the water consumption above normal consumption.

Water & Sewer Department Actions Taken: Billing Clerk informed the customer of high usage and the customer was able to determine the cause; sprinkler system was not turned off

Receipt Portion

Reviewed by: Matthew Berube Date of Review: 10/31/16; revised 12/1/16

Comments: _____

Dept. of Public Works Recommendation: X Disapprove _____ Approve

Board of Selectmen Recommendation: _____ Disapprove _____ Approve

Abatement Amount: \$ 730.23 (W & S); \$273.08 (S only) New bill total: \$ 983.63 (W & S); \$403.99 (S only)

BOS Approval/Disapproval Signature: _____ Date: _____

BOS Approval/Disapproval Signature: _____ Date: _____

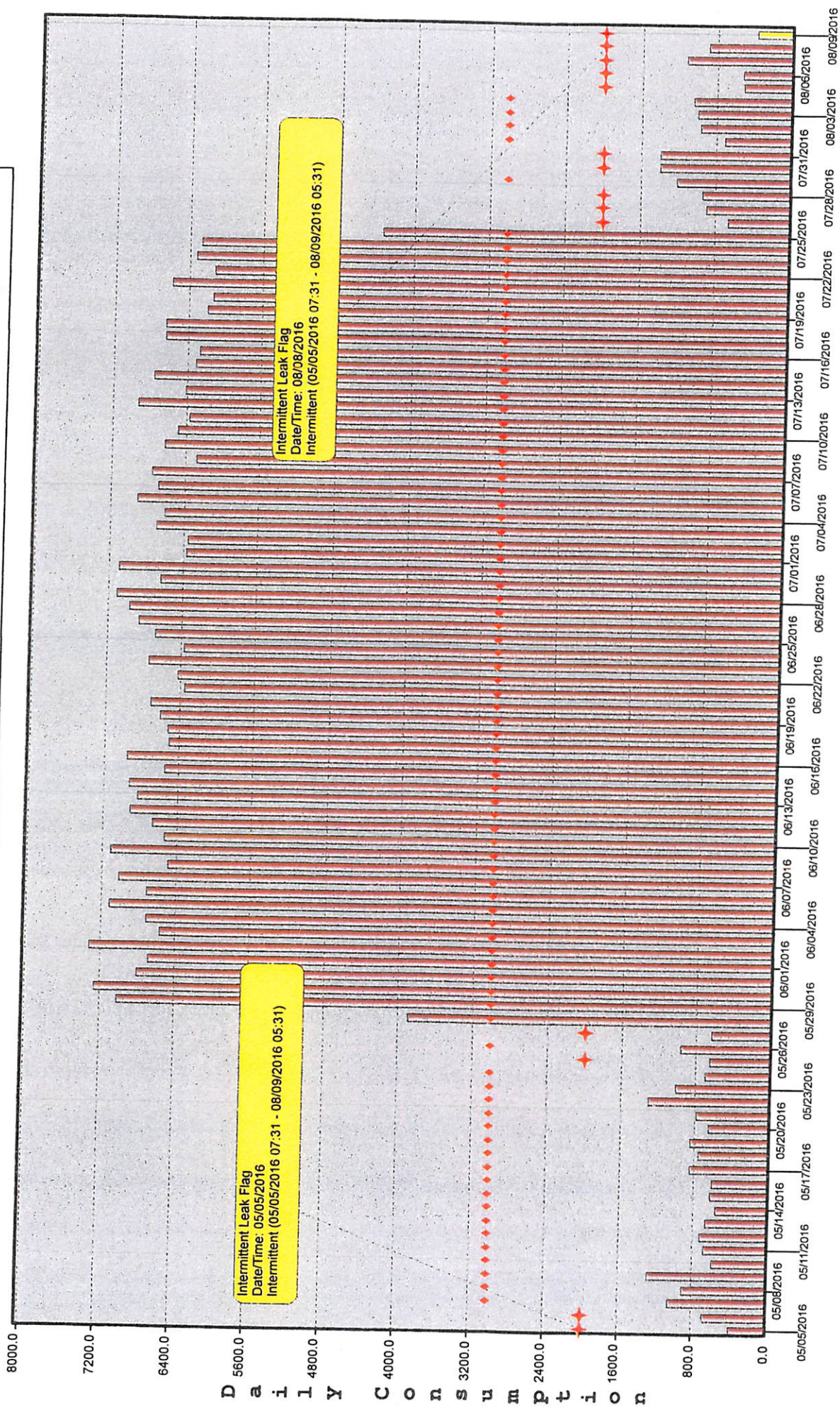
BOS Approval/Disapproval Signature: _____ Date: _____

BOS Approval/Disapproval Signature: _____ Date: _____

BOS Approval/Disapproval Signature: _____ Date: _____

N_SIGHT K900 Report
E-Coder R9001 Data Logging Report
MIU#: 1850300814 Acct: Unknown Mtr #: 1850300814 Addr: 93 MAIN STREET for 05/05/2016 through 08/09/2016, WATER, 5/8" - 1" T-10, GALLONS

- Minor Reverse Flow Flag
- ★ Major Reverse Flow Flag
- ◆ Intermittent Leak Flag
- ◆ Continuous Leak Flag

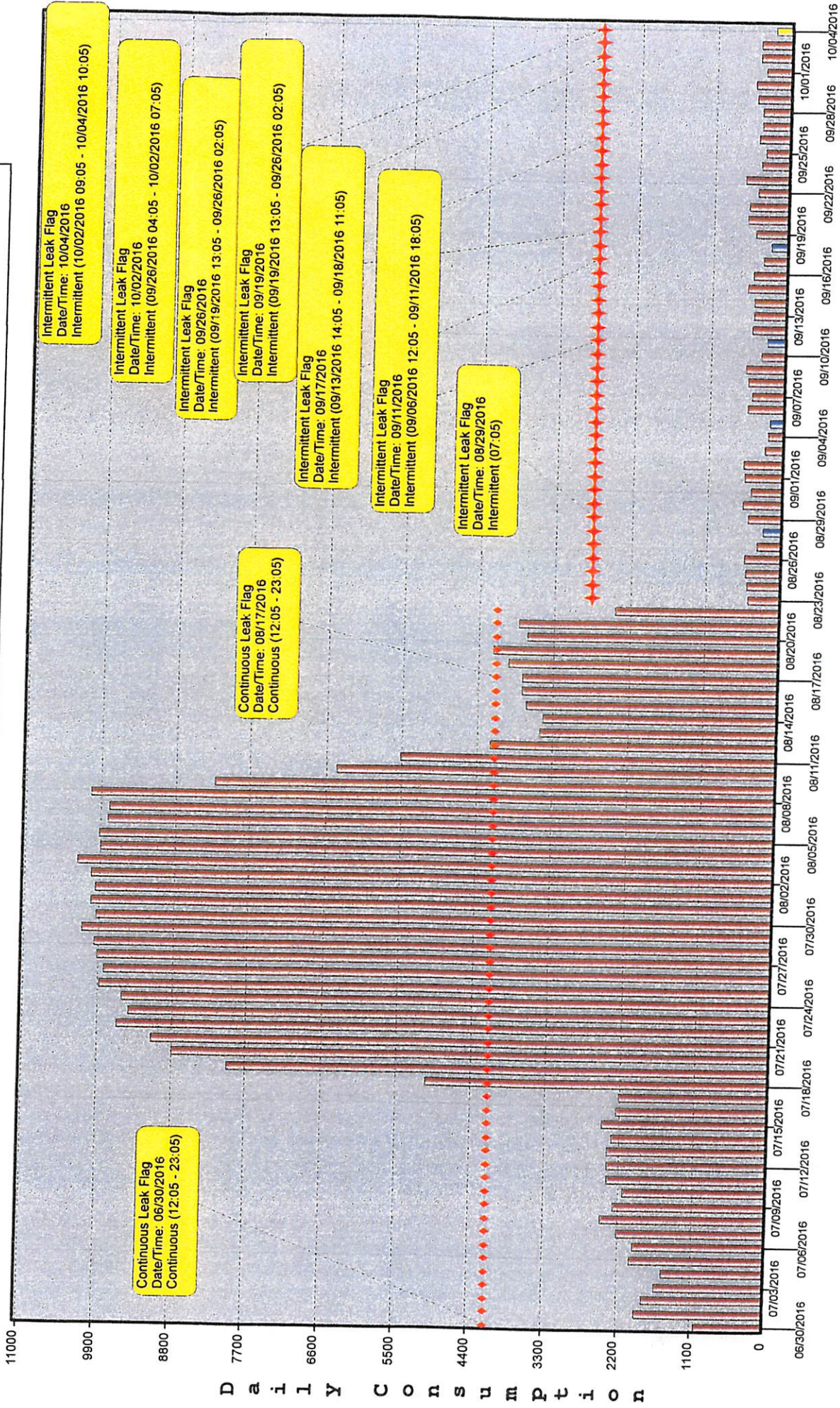


*All time intervals are represented in standard time.

E-Coder R900I Data Logging Report

MIU#: 1831687223 Acct: Unknown Mtr #: 1831687223 Addr: 196 WATER STREET for 06/30/2016 through 10/04/2016, WATER, 1 1/2" - 4" T-10 and HPT, GALLONS

- Minor Reverse Flow Flag
- ★ Major Reverse Flow Flag
- ◆ Intermittent Leak Flag
- ◆ Intermittent Leak Flag
- ◆ Intermittent Leak Flag



Interval (Daily)

*All time intervals are represented in standard time.

RECEIVED
OCT 17 2016
BY _____

October 10, 2016

Exeter Department of Public Works
10 Front Street
Exeter, NH 03833

In June 2016, we planted twelve trees on our property. We set up an automatic sprinkler system with soaker hoses to water on a daily basis. We believed we had turned the system off in late August due to the water restriction. We were notified by the town of excessive water usage in late September. Upon investigation, we determined that the sprinkler system which we believed to be turned off was left in the on position. The controller for this system has been taken out of service.

We apologize for the excessive water usage, especially in this time of a water ban and take full responsibility for the inadvertant use of water. In the event an abatement of the water usage is not granted, we respectfully request an abatement of sewer charges as this usage was due to an irrigation system.

Thank you in advance for your consideration.

Sincerely yours,



Jon and Colene Elliott

Jon Elliott
cell 607-799-1368

Exeter Arts Committee

Holiday Art & Gifts Show

Thur. Dec. 1, Noon-8,

Opening with Festival of Trees

Fri. Dec. 2, 4-8

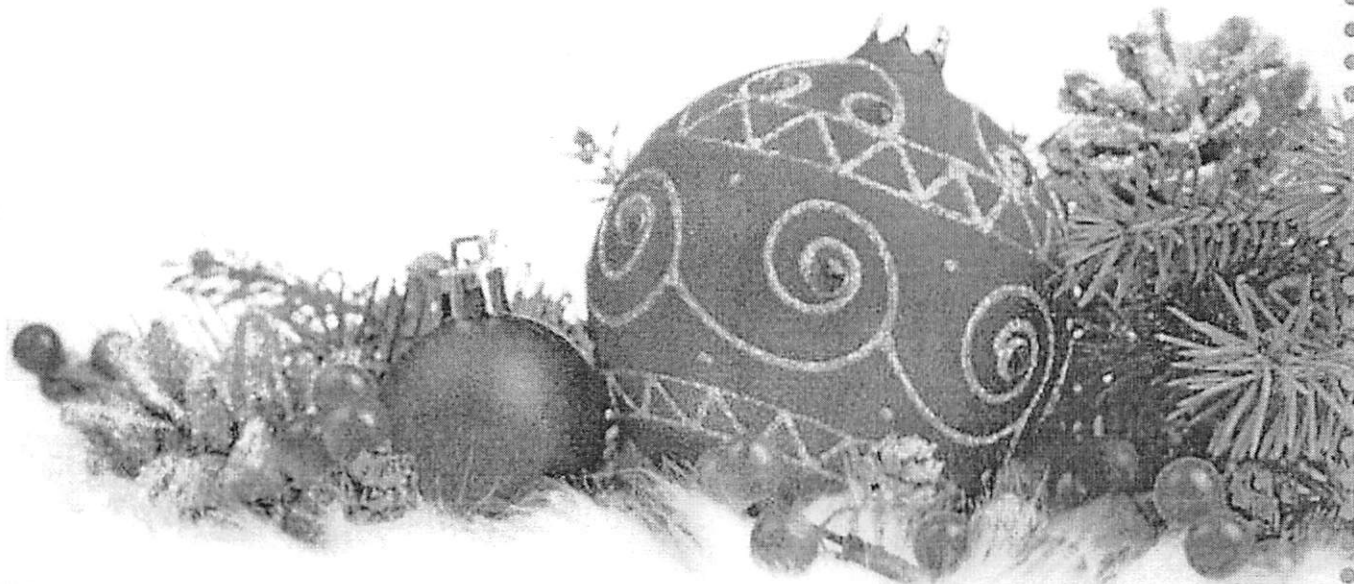
Music and refreshments

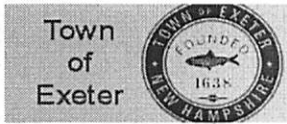
Sat. Dec. 3, Noon-4

Music and refreshments

Show continues Sun. Dec. 4—Sun. Dec. 18

Sat. and Sun. Noon-4





Russ Dean <rdean@exeternh.gov>

Wreaths Across America - Exeter Cemetery

Sheri Riffle <sriffle@exeternh.gov>

Mon, Nov 28, 2016 at 9:09 AM

To: Anne Surman <annesurman3@gmail.com>, Daniel Chartrand <dchartra@rcn.com>, Don Clement <dclement43@comcast.net>, Julie Gilman <juliedgilman@comcast.net>, Nancy Belanger <nbelanger@exeternh.gov>, Russell Dean <rdean@exeternh.gov>

Randy Daley, Cemetery Association, along with the Civil Air Patrol has asked me to extend an invitation to town officials who would like to speak at the upcoming Wreaths Across America ceremony.

On Sat Dec. 17, 2016 at 12 noon there will be a brief half hour ceremony, conducted by the Commander of the Civil Air Patrol, at the flag pole near the Arbor St. entrance. There will be seven ceremonial wreaths placed on stands to represent all branches of the military including Merchant Marines and POW-MIA, as well as over 200 wreaths placed on veteran's graves in the immediate area.

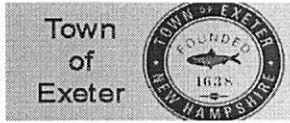
This year will be the second of many years to come participating in this project. We hope to start fundraising sooner next year so we can increase the amount of wreaths that will be placed on graves. With a future goal of a wreath at all 1,000 plus veteran's graves.

Please let me know if you'd like to participate.

Sheri Riffle
Executive Assistant, Town Manager's Office
Human Services Administrator

Town of Exeter
10 Front Street
Exeter, NH 03833

Town Manager 603-773-6102
Human Services 603-773-6116
fax: 603-777-1514



Russ Dean <rdean@exeternh.gov>

Winter Street Cemetery LCHIP grant award

Julie D Gilman <juliedgilman@comcast.net>

Thu, Dec 1, 2016 at 2:31 PM

To: Dave Sharples <dsharples@exeternh.gov>, John Merkle <merkfly@comcast.net>, Pam Gjettum <pgjettum@gmail.com>, Mary Dupre <maryellen20@comcast.net>, Maura Fay <maurafay@gmail.com>, Russell Dean <rdean@exeternh.gov>, exetersselectmen@exeternh.gov, Mike Favreau <mfavreau@exeternh.gov>, Darren Winham <dwinham@exeternh.gov>

Folks,

We've been awarded \$13,000 from LCHIP for the rehabilitation of grave stones at the Winter Street Cemetery. These grants are very competitive so we're on the map for further opportunities.

A ceremony hosted by LCHIP is scheduled for December 8th at 10:00am in Concord. See below for more details. LCHIP requests we not announce it ourselves until after the 8th.

I'll also be forwarding a message from the NH Preservation Alliance regarding a luncheon after the ceremony.

I'd like to carpool and as a State Rep I have free parking for one car. So let me know if you can drive or want a ride.

I'll be contacting State officials.

Julie

From: Barb Beers [mailto:officemgr@lchip.org]

Sent: Tuesday, November 29, 2016 2:49 PM

To: adeegan@ausbonsargent.org; agilligan@gilmanton.k12.nh.us; angela.p.matthews.ports@gmail.com; bhotz@forestsociety.org; bph03043@gmail.com; bpl@belmontnh.org; crawford@myfairpoint.net; development@belknapmill.org; dhyde@seltnh.org; ditha@lebanonhousing.org; hfrink@keene.edu; jg@nhpreservation.org; jlougee@seltnh.org; jmcclure@tnc.org; jt.hom@tpl.org; judy@portsmouthhistory.org; julian.long@rochesternh.net; juliedgilman@comcast.net; justin@belknapedc.org; kbeek@claremontnh.com; ksponton@yahoo.com; lcomeau@usvlt.org; marietsamaha@yahoo.com; megan.chapman@uvlt.org; mineaum@nashuanh.gov; patti.mmrg@gmail.com; paul@nutfieldhistory.org; rbrown@aconservationtrust.org; rmoldoff@ci.salem.nh.us; rowland@strawberybanke.org; rs41@comcast.net; sbansley@co.cheshire.nh.us; stacy@monadnockconservancy.org; townadmin@wakefieldnh.com; wiseacre1@myfairpoint.net

Cc: Dijit Taylor

Subject: Invitation to the 2016 LCHIP Grant Award Announcements

Congratulations on your 2016 LCHIP Grant Award!

Please join us for the official announcement of the 2016 LCHIP grant awards at **10:00 a.m.** on **Thursday, December 8, 2016** at the Legislative Office Building, 33 North State Street, Concord. Governor Hassan has confirmed that she plans to attend!

Please extend this invitation to other proponents of your project and to your Executive Councilor, State Senator and Representatives. You can find your Senator and Representatives here:

<http://www.gencourt.state.nh.us/house/members/wml.aspx> and your Executive Councilor here:
<https://www.nh.gov/council/districts/index.htm>

If no one from your project is able to attend, please notify LCHIP Office Manager Barb Beers by noon on Tuesday, December 6, 2016 (officemgr@lchip.org or 603-224-4113 X 10) so we can provide your grant award materials via USPS.

We continue to request that you make no public announcement of your grant award until after this event. There will be a photographer available to take a photo of your group at the event if you desire. We will also provide you with a template press release with space for you to customize with the details of your project.

Watch for an invitation from the New Hampshire Preservation Alliance to a celebratory luncheon to follow the official LCHIP announcement event. The luncheon is a wonderful opportunity to share your enthusiasm for your project with other grant recipients and to hear from (invited) leaders of the state Senate and House of Representatives. Respond directly back to the Preservation Alliance to let them know if/how many will attend from your group.

Should you need information about parking in Concord, a map is available here: <http://nh-concord.civicplus.com/DocumentCenter/View/484>

We look forward to seeing you at these exciting events!

Best regards,

Barb

Barbara A. Beers

Office Manager

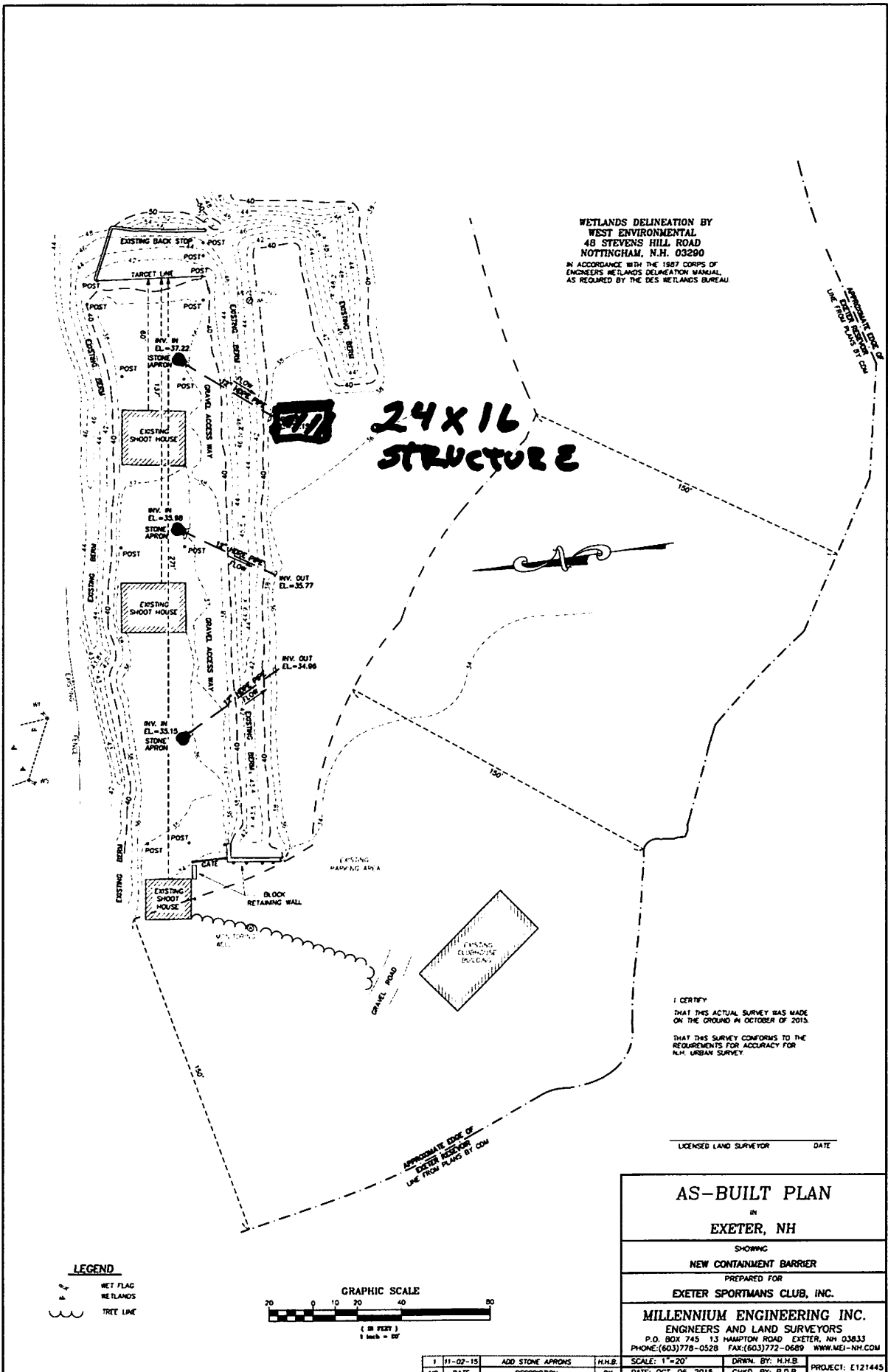
Land and Community Heritage Investment Program

13 West Street, Suite 3

Concord, NH 03301

(603) 224-4113 x10

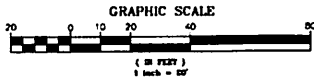
WETLANDS DELINEATION BY
 WEST ENVIRONMENTAL
 48 STEVENS HILL ROAD
 NOTTINGHAM, N.H. 03290
 IN ACCORDANCE WITH THE 1987 CORPS OF
 ENGINEERS WETLANDS DELINEATION MANUAL
 AS REQUIRED BY THE DES WETLANDS BUREAU



I CERTIFY
 THAT THIS ACTUAL SURVEY WAS MADE
 ON THE GROUND IN OCTOBER OF 2015.
 THAT THIS SURVEY CONFORMS TO THE
 REQUIREMENTS FOR ACCURACY FOR
 R.H. URBAN SURVEY.

LICENSED LAND SURVEYOR _____ DATE _____

LEGEND
 WET FLAG
 WETLANDS
 TRIT LINE



AS-BUILT PLAN			
IN EXETER, NH			
SHOWING NEW CONTAINMENT BARRIER			
PREPARED FOR EXETER SPORTSMANS CLUB, INC.			
MILLENNIUM ENGINEERING INC.			
ENGINEERS AND LAND SURVEYORS			
P.O. BOX 745 13 HAMPTON ROAD EXETER, NH 03833			
PHONE: (603) 778-0528 FAX: (603) 772-0689 WWW.MEI-NH.COM			
NO.	DATE	DESCRIPTION	BY
1	11-02-15	ADD STONE APRONS	H.H.B.
			SCALE: 1"=20'
			DRWN. BY: H.H.B.
			DATE: OCT. 06, 2015
			CHKD. BY: P.D.B.
			PROJECT: E121445