

**Exeter Board of Selectmen Meeting  
Monday, February 23<sup>rd</sup>, 2015, 6:45 p.m.  
Nowak Room, Town Office Building  
10 Front Street, Exeter, NH**

1. Call Meeting to Order
2. Board Interview: EDC, River Study Committee
3. Bid Openings/Awards
4. Public Comment
5. Minutes & Proclamations
  - a. Proclamations/Recognitions
  - b. Regular Meetings: February 9<sup>th</sup>, 2015
6. Appointments – ZBA, River Study Committee
7. Discussion/Action Items
  - a. New Business
    - i. Epping Road TIF: Continued Public Hearing
    - ii. Quarterly Financial Report
  - b. Old Business-
    - i. TBD
8. Regular Business
  - a. Tax, Water/Sewer Abatements & Exemptions
  - b. Permits & Approvals
  - c. Town Manager's Report
  - d. Selectmen's Committee Reports
  - e. Correspondence
9. Review Board Calendar
10. Non Public Session
11. Adjournment

Julie Gilman, Chairwoman  
Exeter Selectboard

Posted: 02/20/15 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

Board Interviews – February 23<sup>rd</sup>, 2015

6:45 p.m.

EDC – Ian Smith

River Study Committee – Frank Ferraro

2/2/15  
6:50  
1/11



**Town of Exeter**  
Town Manager's Office  
10 Front Street, Exeter, NH 03833

### Statement of Interest Boards and Committee Membership

Committee Selection: ECONOMIC DEVELOPMENT COMMITTEE

New  Re-Appointment  Regular  Alternate

Name: IAN SMITH Email: IES13@HOTMAIL.COM

Address: 7 CARROLL ST EXETER NH 03833 Phone: 603-233-4140

Registered Voter: Yes  No

Statement of Interest/experience/background/qualification, etc. (resume can be attached).

SEE RESUME

If this is re-appointment to a position, please list all training sessions you have attended relative to your appointed position.

I understand that: 1. this application will be presented to the Exeter Selectboard only for the position specified above and not for subsequent vacancies on the same board; 2. The Town Manager and Selectboard may nominate someone who has not filed a similar application; 3. this application will be available for public inspection.

After submitting this application for appointment to the Town Manager:

- The application will be reviewed and you will be scheduled for an interview with the Selectmen
- Following the interview the Board will vote on your potential appointment at the next regular meeting
- If appointed, you will receive a letter from the Town Manager and will be required to complete paperwork with the Town Clerk prior to the start of your service on the committee or board.

I certify that I am 18 years of age or older:

Signature: [Signature]

Date: 2-3-2015

## EXPERIENCE SUMMARY

- 12+ years business development and sales experience
- Executive management responsibilities include sales, business development and operations.
- Extensive contract negotiation experience at numerous organizational levels (i.e., project managers to C-level executives, as well as public sector officials and representatives)
- Consultant to public and private sector organizations on ways to increase competitive edge and reduce operating costs through the use of high speed broadband communication
- Over 9 year of industry networking and contacts

## PROFESSIONAL EXPERIENCE

### **Director, Professional Services** (07/2013 - Present)

*Waveguide, Inc.*, Nashua, NH

- Oversight of project management, account management, and engineering departments
- Responsible for all sales forecasting, financial management reporting and growth strategies
- Implemented and manage project and sales tracking tools to accurately evaluate a results oriented team
- Strategic planning for overall corporate growth
- Departmental and organization operational budget creation and management

### **Sr. Project Manager** (01/2012 – 7/2013)

*Waveguide, Inc.*, Nashua, NH

- Sr. Project Manager – Large Fiber Optic Network Builds
  - \$3.9 Million turnkey last mile fiber network for “New Hampshire FastRoads, LLC”
  - \$2 Million turnkey fiber network build for “186 Communications, LLC”
- Complete financial management of all projects to include: invoicing, AR, AP and project trend and forecasting analysis
- Responsible for building and managing external customer relationships
- Align internal resources to meet the demands of the project scope, budget and timeline
- Contract negotiations and change order management

### **Director, Business Development - Telecommunications** (02/2011 – 01/2012)

*The Fishel Company*, Columbus, OH

- Added responsibility on top of GM role (see below) to include formalizing a the corporate business development strategy
- Identified resources and organizational structure for business development group
- Began forming benchmarks and measurements of success
- Identified and met with the top 5 telecom customer executive teams to work on partnerships and areas of growth

### **General Manager – Columbus FiberNet LLC. & Dublink Development Corp.** (01/07 – 01/2012)

*The Fishel Company*, Columbus, OH

- Responsible for developing new business and identifying opportunities for strategic growth, partnerships and asset sales.
- Successfully negotiated in excess of \$10 million of major asset sales to a combination of major telecom carriers, data centers, municipalities and the private sector.
- Exceeded margin expectations each year while growing customer base and top line revenue annually.
- Complete profit and loss responsibility for two wholly owned subsidiaries
- Development and management operating budgets for each subsidiary including targeted sales figures
- Design, build and maintain fiber optic networks for telecommunications providers, municipalities and the private sector

- Served on two municipal broadband planning boards focused on utilizing community owned broadband networks to reduce municipal costs and promote economic development:
  - City of Dublin, Ohio – 4 years
  - City of Gahanna, Ohio – 3 years

**Project Manager / Supervisor (01/05 – 01/07)**

*The Fishel Company, Tampa, FL and Columbus, OH*

- Project Manager for utility construction opportunities focusing on the telecommunications industry
- Responsible for building and maintaining relationships with our telecom customers
- Directly managed 30 +/- field operation employees and subcontractors

**Outside Sales Representative (07/03 – 01/05)**

*Ohio Cat – Cat Rental Store, Columbus, OH*

- Built and maintained customer base for equipment rental in designated geographic territory
- Exceeded sales quota each year
- 67% of total revenue resulted from new customers who had not previously done business with Cat

**Outside Sales Representative (10/01 – 7/03)**

*Hertz Equipment Rental, San Diego, CA*

- Built new equipment rental customer base in a new sales territory
- Exceeded sales quota each year
- Increased monthly rental revenue by 300% in designated territory
- Received “Western Region Rookie of the Year” award for 2002

**PROFESSIONAL AFFILIATIONS**

- Board Member – University of New Hampshire
  - Friends of Swimming Endowment (2012 – Present)
- Advisory Council Member – Municipal Broadband Planning
  - City of Dublin, Ohio (2008 – 2012)
  - City of Gahanna, Ohio (2009 – 2012)

**EDUCATION**

**University of New Hampshire, Durham, NH (1995-1999)**

**BS Recreation Management and Policy**

- Division I Swim Team, 1995-1999 (Team Captain, 1999)
- Conference Swimmer of the Year, 1996 & 1999
- Student Athlete Advisory Council, 1996-1999
- 2008 Inductee – University of New Hampshire Athletic Hall of Fame

References Available Upon Request



**Town of Exeter**  
**Boards, Commissions & Committees**  
*Appointment Application*

**Committee Selection:**

1<sup>st</sup> Choice: River Study Committee 2<sup>nd</sup> Choice: \_\_\_\_\_

Name: Frank Ferraro

Address: 3 Greenleaf Dr

Email: fferraro2010@gmail.com

Phone: 603-778-3795 Cell: 603-957-8051

Please describe your interest in serving on this committee.

I have attended a number of the Committee meetings and would like to volunteer my services. I would like to assist on the dam removal and river restoration project in whatever way I can.

Please provide any background information that would be of interest to the Board when considering your application, including previous committee service or other relevant experience. (*resume can be attached*)

In addition to being a former Selectman, serving on the Planning Board and attending and participating in a number of the River Study Committee meetings, I have over 40 years of experience in the environmental field.


Are you aware of any conflicts that could arise affecting your service on this committee?

There are no conflicts.

Are you aware of the meeting schedule and able to commit to attending regularly?  YES  NO

After submitting this application for appointment to the Town Manager:

- The application will be reviewed and you will be scheduled for an interview with the Selectmen
- Following the interview the Board will vote on your potential appointment at the next regular meeting
- If appointed, you will receive a letter from the Town Manager and will be required to complete paperwork with the Town Clerk prior to the start of your service on the committee or board.

Signature:  Date: January 4, 2015

**Please submit to: Town Manager, Town of Exeter 10 Front Street Exeter, NH 03833**

Draft Minutes

**Exeter Board of Selectmen**

**February 9, 2015**

**1. Call Meeting to Order**

Chairwoman Julie Gilman called the meeting to order at 7:00 pm in the Nowak Room of the Exeter Town Offices building. Other members present were Vice Chair Dan Chartrand, Selectwoman Nancy Belanger, Selectwoman Anne Surman, and Selectman Don Clement. Town Manager Russell Dean was also present.

**2. Board Interview – EDC**

Postponed.

**3. Bid Openings/Awards**

None.

**4. Public Comment**

None.

Chairwoman Gilman said, due to the weather, most of New Business and Old Business were going to be postponed, as none of those agenda items require a signature or are on a dead line. After the TIF conversation, the Board will proceed right to Regular Business.

**5. Minutes and Proclamations**

**a. Proclamations/Recognitions**

None.

**b. Regular Meeting: January 12, 2015**

A Motion was made by Vice Chair Chartrand and seconded by Selectwoman Belanger to accept the minutes of the January 12, 2015 BOS meeting, as respectfully submitted by Nicole Piper, recording secretary. Motion carried – all in favor.

**c. Special Meetings: January 13, 2015, January 20, 2015, and February 3, 2015**

A Motion was made by Vice Chair Chartrand and seconded by Selectwoman Belanger to accept the minutes of the January 13, 2015 BOS meeting, as respectfully submitted by Russ Dean, Town Manager. Motion carried – all in favor.

A Motion was made by Vice Chair Chartrand and seconded by Selectwoman Belanger to accept the minutes of the January 20, 2015 BOS meeting as respectfully submitted by Nicole Piper, recording secretary . Motion carried – all in favor.

A Motion was made by Vice Chair Chartrand and seconded by Selectwoman Belanger to accept the minutes of the February 3, 2015, BOS meeting as respectfully submitted by Russell Dean, Town Manager. Motion carried – all in favor.

**6. Appointments**

None.

**7. Discussion/Action Items**

**a. New Business**

**i) Public Hearing: Epping Road TIF**

A Motion was made by Vice Chair Chartrand and seconded by Selectwoman Surman to open public hearing on the Epping Road Tax Increment Finance District. Selectman Clement questioned which part of the TIF. Vice Chair Chartrand amended his Motion, seconded by Selectwoman Surman, to make it clear that this is the public hearing on the Epping Road Tax Increment Finance District Development Program and Financing Plan. Motion carried – all in favor.

Kristin Vaughan, Exeter resident, had some questions. The first one was on Section 11 of the Plan it says the Town is to require developers to sign a guarantee agreement. She wondered if this is an escrow arrangement. Mr. Dean said they didn't know yet because they haven't taken that step.

Ms. Vaughan next wondered if it is because of the TIF that the state education tax doesn't have to be part of their burden. Mr. Dean said state education tax is under a TIF and you still tax the full amount but set aside the increment that is state education tax – it can't be included. Vice Chair Chartrand said the money is conveyed to the State.

Ms. Vaughan asked if in Section 13, the \$6.85 million excludes maintenance and operation costs. She asked if there is a breakdown of projected costs. Mr. Dean said they do



not have any anticipated maintenance that could go outside the Public Works normal budget. The regular Town budget covers this.

Ms. Vaughan asked about the TIF debt being retired. She asked if it was about 20 years and asked if they budget for a 25 year debt retirement. Mr. Dean said if the TIF break even point of \$23.5 million in assessed value is generated it will provide enough tax revenue to pay debt on a 20 year bond. Ms. Vaughan asked if it will be after 20 years that tax benefits begin. Selectman Clement said yes, but the more development the more tax revenue. They are moving to try to pay off the bond faster.

Next, Ms. Vaughan asked about the Advisory Committee. She thought the wording was off about who was to be on the Advisory Committee and who they reported to. Vice Chair Chartrand said the Advisory Committee is meant to enhance communication. Selectman Clement said they will advise the BOS.

Ms. Vaughan said in Exhibit A she wasn't sure where the \$553,000 came from. Mr. Dean said that number was created by taking the current tax rate minus state education tax and applying \$23.5 million in value. It's meant to show the amount of TIF district revenue that would have to be available in the first year of the program to pay off the first year debt. He said it is a conservative estimate.

Next, Ms. Vaughan said there is a discrepancy in assessment in the parcels involved. Darren Winham said NH taxes put things in current use. He said they should be worth more. Ms. Vaughan asked when the reassessment will occur. Chairwoman Gilman said at the end of the projects development. Mr. Dean said the assessing year runs from April 1 to March 31.

Bill Campbell said Mr. Winham has come up with a plan and some great ideas, but he said the whole plan may not be ready. He said his first concern is who pays for the expenses not covered by the bond. He said Mr. Dean said everything is in the Public Works budget, but road widening and such are expensive and where will that money come from. He said extra money could be applied to it, but if not it comes from the taxpayers. He said development is waiting in the wings but not guaranteed. He wondered if it is better to rezone some land as industrial. He thinks rezoning is something to look at. He would like to see a road going up to the land to the east of Epping Road. Next, he wondered if there is enough time for all the ramifications. Selectman Clement urged to stay on the topic of the TIF discussion. He said wetland buffers and such is for the Planning Board. Mr. Campbell said tax relief is nice and may well happen but when? He said how is it fair to say it will happen when it could take 20 years which is the life of the bond. Vice Chair Chartrand said he hears Mr. Campbell's concerns, but he is not fearful of anxious about this plan. He said this is a great plan and exciting opportunity. The upside is huge.

Ms. Vaughan said in regards to Exhibit D, is the potential square footage of structures possible with current wetland setbacks or new formulas. Mr. Winham said neither. He said

they didn't look at that in terms of wetland setbacks. Ms. Vaughan said so it is what the potential developer envisions or wants.

A Motion was made by Vice Chair Chartrand and seconded by Selectman Clement to continue the public hearing on Epping Road Tax Increment Finance District Development Program and Financing Plan until Monday February 23. Motion carried – all in favor.

Chairwoman Gilman said the weather has impacted this hearing which is why it is being done this way. They will hold the public hearing open until then. Selectman Clement asked if the Board should give their comments now. Chairwoman Gilman said they will wait until after all the public testimony.

Chairwoman Gilman said next they will skip to Regular Business 8 a.

## **8. Regular Business**

### **a. Tax, Water/Sewer Abatements & Exemptions**

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 38, lot 11 in the amount of \$529.02. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 14 in the amount of \$666.14. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 14 in the amount of \$1129.13. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 14 in the amount of \$1152.16. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 14 in the amount of \$1153.65. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 14 in the amount of \$1156.34. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 14 in the amount of \$529.02. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 302 in the amount of \$485.17. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 302 in the amount of \$715.48. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 302 in the amount of \$729.23. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 302 in the amount of \$731.62. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 302 in the amount of \$732.24. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 302 in the amount of \$224.12. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 204 in the amount of \$683.88. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 204 in the amount of \$693.11. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 204 in the amount of \$695.37. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 204 in the amount of \$78.14. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 204 in the amount of \$200.66. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 222 in the amount of \$71.67. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 212 in the amount of \$746.17. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 212 in the amount of \$406.54. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 210 in the amount of \$299.86. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 210 in the amount of \$371.12. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 210 in the amount of \$366.73. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, lot 79, unit 210 in the amount of \$198.06. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 27, lot 4 in the amount of \$328.36. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 81, lot 37 in the amount of \$88.60. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve a Veteran's Credit for map 95, lot 79, unit 9 in the amount of \$500.00. Motion carried – all in favor.

A Motion was made by Selectman Clement and seconded by Selectwoman Surman to approve the Yield Tax for map 47, lot 1, unit 3 in the amount of \$216.01. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 104, unit 82 in the amount of \$406.54. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve abatement for map 70, lot 98, in the amount of \$1899.77. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve the Veteran's Credits in the amount of \$500.00 for the following map/lot/unit numbers: 95/64/356, 68/06/628, 87/23/03, 104/79/115, 96/13. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve Veteran's Credit for map 81, lot 4 in the amount of \$2000.00. Motion carried – all in favor.

A Motion was made by Selectwoman Surman and seconded by Selectman Clement to approve an Elderly Exemption for map 95, lot 64, unit 297 in the amount of \$152,251.00. Motion carried – all in favor.

**b. Permits & Approvals**

A Motion was made by Vice Chair Chartrand and seconded by Selectwoman Belanger to approve the Application for use of the Town Hall by Felicia Leighton-Ibbotson for a Tai Chi Intensive on March 1, 2015 from 930 am to 5 pm. Motion carried – all in favor.

A Motion was made by Vice Chair Chartrand and seconded by Selectwoman Belanger to approve the Application for use of the Town Hall by Jan Russell or Bonnie Galinski for the Festival of Trees on December 3, 2015 from 11 am to 9 pm. Motion carried – all in favor.

A Motion was made by Vice Chair Chartrand and seconded by Selectwoman Belanger to approve the Application for use of the Town Hall by Morgan Roberts for Musical Recitals on June 22, 2015-June 24, 2015 from 5-830 pm. Motion carried – all in favor.

A Motion was made by Vice Chair Chartrand and seconded by Selectwoman Belanger to approve the Application for use of the Town Hall by Beth Dupell for Ring in the Season on December 4, 2015 to December 6, 2015 at 4pm. Motion carried – all in favor.

**9. Review Board Calendar**

The next meeting will be February 23, 2015. The Board discussed having a Special Meeting in between to cover the agenda items that were not covered tonight. A meeting was tentatively set for March 2, 2015. The TIF discussion will continue on February 23.

**11. Adjournment**

A Motion was made by Selectwoman Surman and seconded by Vice Chair Chartrand to adjourn the meeting at 7:57pm. Motion carried – all in favor.

Respectively submitted,

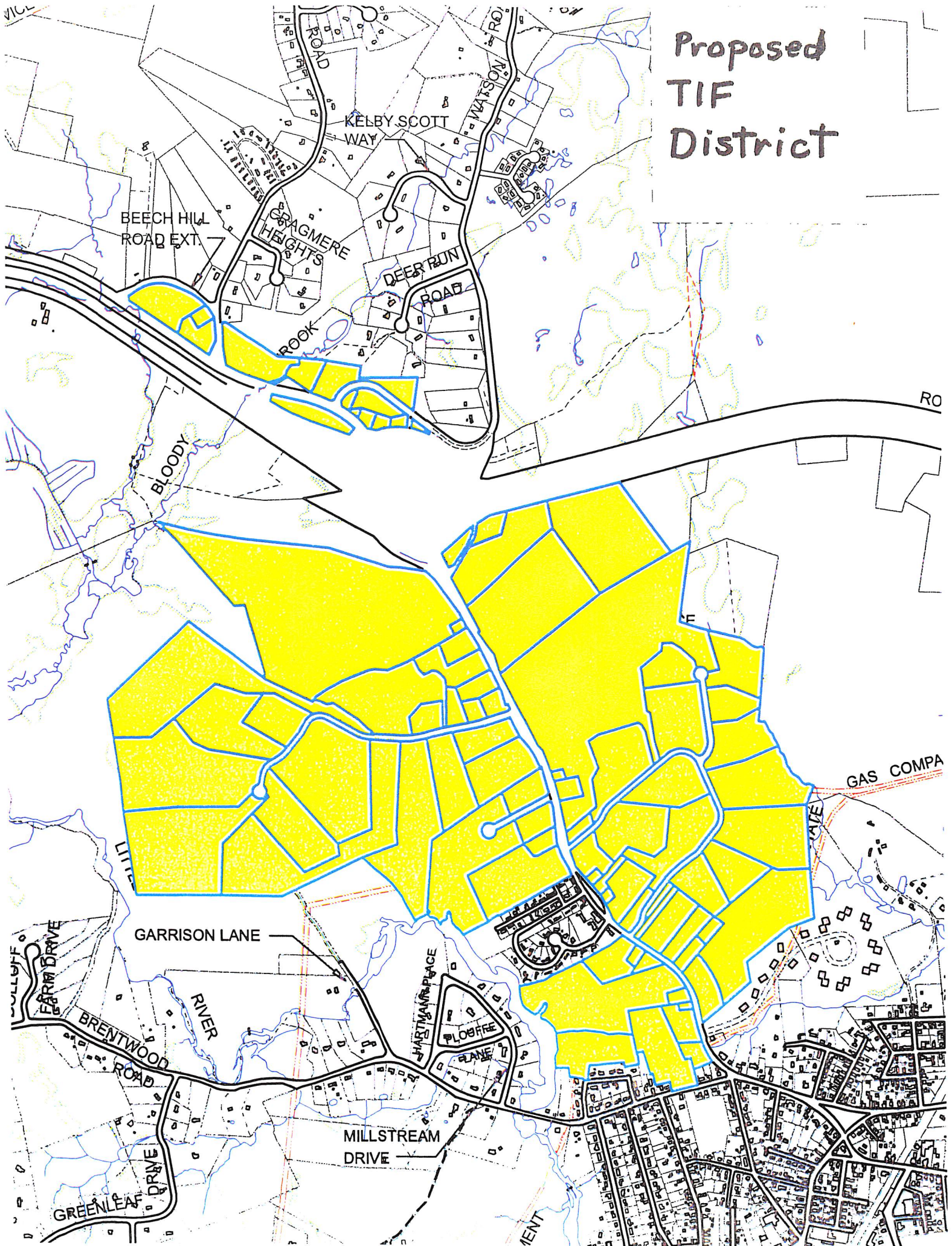
Nicole Piper  
Recording Secretary

Appointments – February 23<sup>rd</sup>, 2015

ZBA – David Mirsky, Alternate Member

River Study Committee – Frank Ferraro, term to expire 4/30/15

# Proposed TIF District







Legend	
Proposed Sewer/Water	
Proposed Industrial Road	
Existing Sewer/Water	
Existing Forced Main	
TIF Area	

Town of Exeter  
 General Fund Revenues & Expenses (unaudited)  
 As of December 31, 2014

DRAFT

General Fund Revenues

Description	2014 Annual Budgeted Revenue	Actual Revenue 12/31/14	2014 BVA Variance	% Collected	Actual Revenue 12/31/13	\$ Variance 12/31/14 vs 12/31/13	% Variance 2014 vs 2013	Notes
Property Tax Revenue	\$ 12,698,970	\$ 13,385,808	\$ 686,838	105.4%	12,168,685	1,217,123	10.0%	Includes property tax less overlay, plus jeopardy, yield, current use and PILOT taxes, penalties and interest.
Motor Vehicle Permit Fees	2,000,000	2,391,550	391,550	120%	2,135,570	255,980	12.0%	Motor vehicle registration and fees
Building Permits & Fees	150,000	248,988	98,988	166%	212,362	36,626	17.2%	Fees charged by Building & Code Enforcement
Other Permits and Fees	125,000	205,839	80,839	165%	186,275	19,565	10.5%	Includes GF portion of Cable TV & Vital Statistics Fees
From the Federal Government	-	-	-	0%	65,659	(65,659)	-100.0%	FEMA Reimbursement for Hurricane Sandy
Meals & Rooms Tax Revenue	639,405	696,839	57,434	109%	639,405	57,434	9.0%	Meals & Rooms Revenue received from the State in December each year
State Highway Block Grant	246,661	250,700	4,039	102%	246,661	4,039	1.6%	Federal Highway Grant Received quarterly
Other State Grants/Reimbursements	25,000	29,314	4,314	117%	40,296	(10,982)	-27.3%	Railroad, RERP, Mosquito, Other Miscellaneous State Grants
Income from Departments	777,000	800,773	23,773	103%	766,119	34,654	4.5%	General Revenues charged by Town Departments
Sale of Town Property	133,010	112,703	(20,307)	85%	172,161	(59,458)	-34.5%	Includes sale of deeded property on Exeter Road
Interest Income	2,000	1,099	(901)	55%	1,858	(759)	-40.9%	Interest income earned on sweep accounts
Other Miscellaneous Revenues	25,000	21,895	(3,105)	88%	25,982	(4,087)	-15.7%	Town Rental Property, Donated Property and Town Hall rental income
Healthtrust Refund	223,000	208,891	(14,109)	100%	328,736	(119,845)	-36.5%	Refunds of health and dental premiums paid by Town (used to lower tax rate)
Revenue Transfers In/Out	30,000	148,441	118,441	495%	275,779	(127,338)	-46.2%	Transfers in from Trustee of Trust Funds for Sick Trust/ Other Transfers
<b>Total General Fund Revenues</b>	<b>\$ 17,075,046</b>	<b>\$ 18,502,840</b>	<b>\$ 1,427,794</b>	<b>108%</b>	<b>\$ 17,308,227</b>	<b>\$ 1,194,614</b>	<b>6.9%</b>	Includes first half of 2014 property tax revenue on an accrual basis.
Appropriations for Warrant Articles	272,909	272,909	-	100%	649,481	(376,572)	-58.0%	Includes Human Services, Land Purchase, SEIU contract, but not Capital Projects
<b>Gross Revenues</b>	<b>\$ 17,347,955</b>	<b>\$ 18,775,749</b>	<b>\$ 1,427,794</b>	<b>108%</b>	<b>\$ 17,957,708</b>	<b>\$ 818,042</b>	<b>4.6%</b>	

**Town of Exeter  
General Fund Revenues & Expenses (unaudited)  
As of December 31, 2014**

DRAFT

<b>General Fund Expenditures</b>									
<b>DEPARTMENT</b>	<b>2014 Annual Budgeted Expenses</b>	<b>Actual Expenses 12/31/14</b>	<b>2014 BVA Variance</b>	<b>% Spent</b>	<b>Actual Expenses 12/31/13</b>	<b>\$ Variance 12/31/14 vs 12/31/13</b>	<b>% Variance</b>	<b>Notes</b>	
<b>Total General Government</b>	\$ 781,039	\$ 760,750	\$ (20,289)	97.40%	\$ 758,133	\$ 2,617	0.35%	BOS, TM,HR, IT, TC, Elections, TTF, Transportation and Legal Expenses	
<b>Total Finance</b>	745,354	727,562	(17,792)	97.61%	715,961	11,601	1.62%	Finance, Treasurer, Tax Collection & Assessing	
<b>Total Planning &amp; Building</b>	484,927	481,619	(3,308)	99.32%	436,710	44,909	10.28%	Planning, Building, Conservation and other Commissions	
<b>Total Economic Development</b>	69,149	46,077	(23,072)	66.63%	100	45,977	45977.00%	Salary, benefits for new EDC position (2014)	
<b>Total Police</b>	3,646,020	3,567,915	(78,105)	97.86%	3,318,246	249,669	7.52%	Police Admin, Staff, Patrol, Communications Salaries,Benefits and General Expenses	
<b>Total Fire</b>	3,696,775	3,590,383	(106,392)	97.12%	3,553,672	36,711	1.03%	Includes wages, taxes, benefits and general expenses of the Fire Administration, Suppression, Health and Emergency Management Departments. Ambulance OT,benefits, taxes and expenses are included in the Ambulance Revolving Fund.	
<b>Total Public Works</b>	3,554,798	3,592,798	38,000	101.07%	3,367,166	225,632	6.70%	Includes wages, benefits and general expenses of Public Works: Administration,Highway, Solid Waste, Street Lights and Snow Removal Departments.	
<b>Total Maintenance</b>	942,666	972,800	30,134	103.20%	1,005,654	(32,854)	-3.27%	Includes wages, benefits, taxes, maintenance projects and related expenses of Maintenance Dept and Mechanic's Garage.	
<b>Total Welfare</b>	86,855	75,062	(11,793)	86.42%	76,932	(1,870)	-2.43%	Wages and Benefits of Welfare Director and Direct Relief Expenses	
<b>Total Parks &amp; Recreation</b>	448,673	447,404	(1,269)	99.72%	408,739	38,665	9.46%	Includes P&R wages, benefits and general expenses. Summer staff in rec revolving fund.	
<b>Total Other Culture/Recreation</b>	36,300	35,223	(1,077)	97.03%	34,247	976	2.85%	Patriotic Purposes, Holiday Parade, Brass Band	
<b>Total Library</b>	910,837	910,837	-	100.00%	894,822	16,015	1.79%	Library Wages & Benefits and Library Expense Budget Allocation	
<b>Total Debt Service &amp; Capital</b>	1,311,292	1,298,018	(13,274)	98.99%	1,382,585	(84,567)	-6.12%	All General Fund Debt Service Principal and Interest	
<b>Total Benefits &amp; Taxes</b>	360,361	404,698	44,337	112.30%	369,298	35,400	9.59%	Payroll, Health Buyouts, W/C, U/C and Insurance	
<b>Total General Fund Expenses</b>	\$ 17,075,046	\$ 16,911,146	\$ (163,900)	99.04%	\$ 16,322,265	\$ 588,881	3.61%	Total of all General Fund Expenses	
<b>Appropriation for Warrant Articles</b>	\$ 272,909	\$ 216,050	\$ (56,859)	79.2%	\$ 394,046	\$ (177,996)	-45.17%	Includes Human Services, Land Purchase, SEIU contract, but not Capital Projects	
<b>Expenses After Warrant Articles</b>	\$ 17,347,955	\$ 17,127,196	\$ (220,759)	99%	\$ 16,716,311	\$ 410,885	2.46%		
<b>Net Income/ (Deficit)</b>	\$ -	\$ 1,648,553	\$ 1,648,553	100.0%	\$ 1,241,397	\$ 407,157	32.80%	<b>Net increase/(decrease) in revenues over expenses</b>	
<b>Fund Balance (Non-GAAP)</b>		<b>2014</b>			<b>2013</b>				
<b>Beginning Fund Balance (Unassigned)</b>		2,619,598			1,378,202				
<b>Ending Fund Balance (unassigned/unaudtted)</b>		\$ 4,268,151			\$ 2,619,598				

Town of Exeter

Water Fund Revenues & Expenses (unaudited)

DRAFT

As of December 31, 2014

Description	2014 Annual Budgeted Revenue	Actual Revenue 12/31/14	2014 BVA	2014 Variance	% Collected	Actual Revenue 12/31/13	\$ Variance 12/31/14 vs 12/31/13	% Variance 2014 vs 2013	Notes
Water Fund Revenues	\$ 2,538,457	\$ 2,437,312	\$ (101,145)		96%	\$ 2,398,658	\$ 38,654	2%	Water Consumption Fees, Service Charges, Impact Fees and Misc. Fees
<b>DEPARTMENT</b>	<b>2014 Annual Budgeted Expenses</b>	<b>Actual Expenses 12/31/14</b>	<b>2014 BVA</b>	<b>2014 Variance</b>	<b>% Spent</b>	<b>Actual Expenses 12/31/13</b>	<b>\$ Variance 12/31/14 vs 12/31/13</b>	<b>% Variance</b>	<b>Notes</b>
Water Administration Total	\$ 363,605	\$ 380,450	\$ 16,845		104.6%	\$ 320,621	\$ 59,829	19%	Staff Administration Wages & General Expenses
Water Billing Total	\$ 118,699	\$ 115,295	\$ (3,404)		97.1%	\$ 90,635	\$ 24,660	27%	Billing Wages and associated expenses
Water Distribution Total	\$ 531,523	\$ 545,859	\$ 14,336		102.7%	\$ 507,882	\$ 37,977	7%	Water Distribution Wages and Expenses
Total Water Treatment	\$ 737,698	\$ 691,745	\$ (45,953)		93.8%	\$ 668,841	\$ 22,904	3%	Water Treatment Wages and Expenses
Water Fund Debt Service Total	\$ 549,263	\$ 531,691	\$ (17,572)		96.8%	\$ 468,941	\$ 62,750	13%	Debt Service for Water Fund
Water Fund Capital Outlay Total	\$ 237,669	\$ 217,037	\$ (20,632)		91.3%	\$ 107,825	\$ 109,212	101%	Includes vehicles, WTP maintenance and capital
Total Water Fund Expenses	\$ 2,538,457	\$ 2,482,077	\$ (56,380)		97.8%	\$ 2,164,745	\$ 317,332	15%	Water Fund Expenses before Warrant Articles (WAR)
Net Income/ (Deficit)	\$ -	\$ (44,765)	\$ (44,765)		100.0%	\$ 233,913	\$ (278,678)	-119%	Net Increase/(Decrease) Revenue over Expenses

Fund Balance (Non-GAAP)

	2014	2013
Beginning Fund Balance (Unassigned)	1,196,640	962,727
Ending Fund Balance (unassigned/unaudited)	\$ 1,151,875	\$ 1,196,640

Town of Exeter

Sewer Fund Revenues & Expenses (unaudited)

As of December 31, 2014

DRAFT

Description	2014 Annual Budgeted Revenue	Actual Revenue 12/31/14	2014 BVA	2014 Variance	% Collected	Actual Revenue 12/31/13	\$ Variance 12/31/14 vs 12/31/13	% Variance 2014 vs 2013	Notes
Sewer Revenues & Grants	\$ 2,412,706	\$ 2,313,666	\$	(99,040)	96%	\$ 2,140,397	\$ 173,269	8%	Service Charges, Impact and Assesment Fees and Wastewater Grant

DEPARTMENT	2014 Annual Budgeted Expenses	Actual Expenses 12/31/14	2014 BVA	2014 Variance	% Spent	Actual Expenses 12/31/13	\$ Variance 12/31/14 vs 12/31/13	% Variance	Notes
Sewer Administration Total	364,652	342,383		(22,269)	94%	327,963	14,420	4%	Sewer Admin wages and expenses
Sewer Billing Total	118,699	104,499		(14,200)	88%	87,314	17,185	20%	Sewer Billing wages and expenses
Sewer Collection Total	540,538	527,920		(12,618)	98%	501,874	26,046	5%	Sewer collection wages and expenses
Sewer Treatment Total	452,441	439,825		(12,616)	97%	448,295	(8,470)	-2%	Sewer treatment waggess and expenses
Sewer Fund Debt Service Total	729,706	1,020,404		290,698	140%	549,042	471,362	86%	Sewer Fund Debt Service
Sewer Fund Capital Outlay	206,670	191,283		(15,387)	93%	154,562	36,721	24%	Vehicles, WWTP Upgrades and Maintenance
Total Sewer Fund Expenses	2,412,706	2,626,314		213,608	109%	2,069,050	557,264	27%	Total Expenses
Net Income/(Deficit)	-	(312,648)		(312,648)	100%	71,347	(383,995)	-538%	Net increase/(decrease) of Revenue over Expenses

Fund Balance (Non-GAAP)	2014	2013
Beginning Fund Balance (Unassigned)	1,806,420	1,735,073
Ending Fund Balance (unassigned/unaudited)	\$ 1,493,772	\$ 1,806,420

Town of Exeter  
 CATV Revolving Fund (unaudited)  
 As of December 31, 2014

DRAFT

CATV Fund

Description	2014 Annual Budgeted Revenue	Actual 12/31/14	Variance	% Collected /Spent	Actual 12/31/13	\$ Variance 2014 vs 2013	% Variance 2014 vs 2013	Notes
CATV Revenue	\$ 131,000	\$ 140,109	\$ (9,109)	107%	\$ 131,397	\$ 8,712	7%	50% of Comcast Revenue to General Fund and 50% to CATV Fund
<b>CATV Expenses</b>								
Wages, Taxes & Benefits	65,425	61,427	3,998	94%	33,637	27,790	83%	Increase due to hiring 29 hr/week employee
General Expenses	\$ 46,751	\$ 37,202	9,549	80%	22,564	14,638	65%	Includes annual E-Channel Assessment
<b>Total Expenses</b>	<b>\$ 112,176</b>	<b>\$ 98,629</b>	<b>13,547</b>	<b>88%</b>	<b>56,201</b>	<b>42,428</b>	<b>75%</b>	Total of all expenses
<b>Net Income/(Deficit)</b>	<b>\$ 18,824</b>	<b>\$ 41,480</b>	<b>\$ (22,656)</b>	<b>220%</b>	<b>\$ 75,196</b>	<b>\$ (33,716)</b>	<b>-45%</b>	<b>Net Increase/(Decrease) of Revenue over Expenses</b>
Beginning Fund Balance		\$ 118,687			\$ 43,491			
Ending Fund Balance		\$ 160,167			\$ 118,687			

Town of Exeter  
 Ambulance Revolving Fund  
 As of December 31, 2014

DRAFT

	2014 Annual Budgeted Revenue	Actual 12/31/14	Variance	% Collected /Spent	Actual 12/31/13	\$ Variance 2014 vs 2013	% Variance 2014 vs 2013	
EMS- Ambulance Transport Revenue	\$ 462,000	\$ 428,020	\$ (33,980)	93%	480,408	(52,388)	-11%	Ambulance Transport Revenue
Wages, Taxes & Benefits	195,889	191,396	4,493	98%	187,581	3,815	2%	Includes Wages for 1 Dispatcher and Ambulance OT for Supression Dept
General Expenses	142,545	292,000	(149,455)	205%	368,340	(76,340)	-21%	Includes Ambulance Lease \$ 62K and 2014 Capital Outlay of \$ 5K
Total Expenses	338,434	483,396	(144,962)	143%	555,921	(72,525)	-13%	Total of All Expenses
Net Income/(Deficit)	\$ 123,566	\$ (55,376)	\$ 110,982	-45%	\$ (75,513)	\$ 20,137	-27%	Net increase/(Decrease) of Revenue over Expenses
Beginning Fund Balance		\$ 160,957			236,470			
Ending Fund Balance		\$ 105,581			\$ 160,957			

Town of Exeter  
 Recreation Revolving Fund (unaudited)  
 As of December 31, 2014

DRAFT

Description	2014 Annual Budgeted Revenue	Actual 12/31/14	Variance	% Collected /Spent	Actual 12/31/13	\$ Variance 2014 vs 2013	% Variance 2014 vs 2013	Notes
Total Revenue	\$ 510,800	\$ 489,381	\$ (21,419)	96%	\$ 492,368	\$ (2,987)	-1%	Special Events, Program, Pool and Trip Revenue
Wages, Taxes & Benefits	\$ 162,545	\$ 160,536	\$ 2,009	99%	\$ 170,076	\$ (9,540)	-6%	Camp Salaries and OT for Rec Coordinator
General Expenses	\$ 315,355	\$ 304,141	\$ 11,214	96%	\$ 333,145	\$ (29,004)	-9%	Expenses related to pool, camp and trips
Total Expenses	\$ 477,900	\$ 464,677	\$ 13,223	97%	\$ 503,221	\$ (38,544)	-8%	Total of All Expenses
Net Income/(Deficit)	\$ 32,900	\$ 24,704	\$ (34,642)	75%	\$ (10,853)	\$ 35,557	-328%	Net Increase/(Decrease) of Revenue over Expenses
Beginning Fund Balance		\$ 56,738			\$ 67,591			
Ending Fund Balance		\$ 81,442			\$ 56,738			



**Town of Exeter  
 Analysis of Property Tax/Liens Receivable  
 As of 12/31/13 and 12/31/14**

**DRAFT**

Type	Bill Year	Balance as of 12/31/13	Balance as of 12/31/14	Change \$	Change %
Lien	*2005-2008	1,229	1,220	(9)	(1)%
Lien	2009	14,148	4,017	(10,131)	(72)%
Lien	2010	105,622	56,072	(49,550)	(47)%
Lien	2011	211,520	99,150	(112,370)	(53)%
Lien	2012	344,472	188,613	(155,859)	(45)%
Lien	2013	1,542,319	283,016	(1,259,303)	(82)%
<b>Subtotal</b>		<b>\$ 2,219,310</b>	<b>\$ 632,088</b>	<b>\$ (1,587,222)</b>	<b>(72)%</b>
Tax	2014		1,266,290	1,266,290	N/A
<b>Subtotal</b>		<b>\$ -</b>	<b>\$ 1,266,290</b>	<b>\$ 1,266,290</b>	<b>N/A</b>
<b>Grand Total</b>		<b>\$ 2,219,310</b>	<b>\$ 1,898,378</b>	<b>\$ (320,932)</b>	

*As of December 31, 2014, 97% of 2014 property taxes billed of \$ 40,424,716 were paid.*

Town of Exeter  
 Analysis of Accounts Receivable Aging - Water & Sewer  
 As of December 31,2013 and 2014

DRAFT

	<u>Current</u>	<u>31-60 Days</u>	<u>61-90 Days</u>	<u>Over 90 Days</u>	<u>Total</u>	<u>Percent Over 90 Days</u>
As of 12/31/13	\$ 491,538	\$ -	\$ 31,069	\$ 180,627	\$ 703,234	26%
As of 12/31/14	\$ 453,850	\$ 58	\$ 28,706	\$ 150,485	\$ 633,099	24%
(Favorable)/Unfavorable Variance	\$ (37,688)	\$ 58	\$ (2,363)	\$ (30,142)	\$ (70,135)	43%

Accounts receivable over 90 days represents 24% or \$ 150K of balance as of 12/31/14. The over 90 days has decreased by \$ 30K, since December 2013.

Breakdown of Water/Sewer Accounts Receivable Outstanding by Year: as of 12/31/14

	<u>Water</u>	<u>Sewer</u>	<u>Total</u>	<u>Percentage</u>
2008	(414)	(115)	(529)	0%
2009	3	140	143	0%
2010	(270)	173	(97)	0%
2011	1,495	75,499	76,994	12%
2012	189	40,319	40,508	6%
2013	987	1,081	2,068	0%
*2014	258,244	255,768	514,012	81%
<b>Total</b>	<b>260,234</b>	<b>372,865</b>	<b>633,099</b>	<b>100%</b>

\* Includes December billing

## List for Selectmen's meeting February 23, 2015

### Abatements

<u>Map/Lot</u>	<u>Location</u>	<u>Refund</u>
----------------	-----------------	---------------

### Veteran's Credit

<u>Map/Lot</u>	<u>Location</u>	<u>Credit Amount</u>
68/6/632	6 Sterling Hill Unit 632	500.00
87/8/A-12	A-12 Exeter&Hampton Co-op	500.00

### Elderly Exemption

<u>Map/Lot</u>	<u>Location</u>	<u>Exemption Amount</u>
28/20	21 Old Town Farm Rd	Denial
64/105/6	6 Hayes MH Park	152,251

**Town Facilities / Permits  
February/March 2015**

<b>Date of Event</b>	<b>Event Hours</b>	<b>Facility/Permit</b>	<b>Group</b>	<b>Purpose</b>
2/19	6-9pm	Town Hall	Seacoast Photography Group	Meeting
3/1	9:30 a.m. - 5 p.m.	Town Hall	Tai Chi Society	Incentive
3/4	7 - 9 p.m.	Town Hall	Economic Dev.	Initiative
3/13	7 a.m. - 5 p.m.	Town Hall	Exeter Area Chamber	Job Fair
3/17	7 - 10 p.m.	Town Hall	ZBA	Meeting
3/19	6-9pm	Town Hall	Seacoast Photography Group	Meeting

February 5, 2015

Mr. Russell Dean  
Town of Exeter  
10 Front Street  
Exeter, NH 03833

Dear Russ:

Thank you so much for being a supporter of the American Independence Museum! We finished 2014 very strong, and in a few weeks you will see our 2014 Annual Report come across your inboxes. If you would prefer to receive a hard copy, please call us at (603) 772-2622. In the meantime, we wanted to get ahead of ourselves a bit and tell you what we have planned for 2015.

### ***New Staff***

Please join me in welcoming two new staff members at the Museum. Rob Levey (rlevey@independencemuseum.org), our new Museum Operations Manager, will help with community support and outreach and plan amazing events, such as our 25<sup>th</sup> American Independence Festival on July 18<sup>th</sup>. He will also create an events rental program for our spaces and much more. Welcome Abigail Muse Pietrantonio (apietrantonio@independencemuseum.org), our new Education Manager, who will help us with our school programs, summer camp, internship program and much more, too.

### ***New Goals***

At the end of 2014, the Society of the Cincinnati in the State of New Hampshire gave us a one-time \$30,000 grant so could support these new positions for 2015. Last year, we saw 1,100 schoolchildren without one staff member solely dedicated to this effort. This year, we hope to see more than 1,500. Last year, Rob helped us as a marketing consultant and enabled us to achieve our tremendous goals of a 40% increase in Museum visitors. This year, we will expand this effort and open our doors two more days a week, Tuesday through Saturday.

### ***How You Can Help***

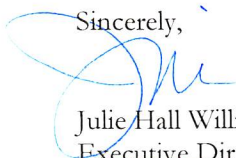
Our work is just beginning, and in order to be successful we need to continue to grow the Museum to be a self-sustaining and valued member of the community. We hope you will consider helping us by participating in one of these small ways:

- **Tell your local School about us.** Less than 1/3 of the schoolchildren we see come from within a 15-mile radius of the Museum. Help us change this and tell your local school about our school programs.
- **Tell your Library about us.** A Library can become a Museum member for only \$50—and 2 of their patrons can enjoy the Museum each day we are open to the public!
- **Tell your friends.** We have about 200 member households right now. Please help us spread the word of the Museum or consider a gift membership today.
- **Tell your businesses.** We have so many great opportunities to partner with and promote local businesses—from our 25<sup>th</sup> American Independence Festival this year to free admission for veterans and smaller events like Art en Plein Air. We also have a corporate membership program, which provides free admission to all employees and their families.
- **Volunteer.** Office work. School Programs. Giving tours. Tending to our Garden. One-day only work. Events help. Please consider helping today!

If you have any ideas, or wish to speak with any of us, please call us at (603) 772-2622. We thank you for your support and helping us grow this tremendous community and educational resource.

*Town Manager's Office*

Sincerely,



Julie Hall Williams  
Executive Director

FEB 17 2015

*J. HALL*

Dear Colleague:

February 11, 2015

The Regional Economic Development Center of Southern New Hampshire (REDC) is excited to announce a series of informative public visioning workshops coming this March. REDC is the facilitator and keeper of our regional Comprehensive Economic Development Strategy (CEDS) – an economic development blueprint for Southern New Hampshire. The CEDS is a plan that outlines a region's economic development needs and goals. It is developed with broad-based and diverse community participation. We develop a new CEDS every five years, with updates annually. This year, we are working on the 2015 CEDS – a new five-year CEDS.

As part of the 2015 planning process, REDC will hold four public visioning sessions throughout its region. The purpose of these sessions is to gather public and municipal input on the goals, opportunities, and weaknesses of our region and to come up with priorities to be addressed from an economic development perspective over the next five years. REDC and the CEDS Steering Committee will use the information gathered at these events to update and refine the goals and objectives of the CEDS. The events are open to the public, RSVP required, and will feature a keynote speaker followed by a facilitated visioning session to gather public input. Refreshments will be provided.

These sessions are a critical part of the CEDS development and planning process, giving private industry, our region's citizens, and municipalities the opportunity to give direct input on our region's goals and the direction of economic development over the next five years. I am reaching out to invite you to attend one or more of the upcoming events. The sessions are as follows:

**March 3 @ 9:00 AM**

City Hall Auditorium, Nashua

Guest Speaker: Dennis Delay, New Hampshire Center for Public Policy Studies

**March 5 @ 5:00 PM**

Grill 28, Portsmouth

Guest Speaker: Ross Gittell, Chancellor of the Community College System of New Hampshire

**March 12 @ 9:00 AM**

REDC Training Center, Raymond

Guest Speaker: Ross Gittell, Chancellor of the Community College System of New Hampshire

**March 17 @ 5:00 PM**

Tuscan Kitchen, Salem

Guest Speaker: Dan Barrick, Deputy Director of the New Hampshire Center for Public Policy Studies

Space is limited, so we request you RSVP at [info@REDC.com](mailto:info@REDC.com) or by calling 603.772.2655 for the events as soon as possible to reserve your spot. Please see the enclosed flyer for more information. In addition, I'm enclosing an extra flyer for posting in a public location such as the town/city hall, library, post office, grocery store, and/or any other public posting location. We look forward to hearing from you.

Respectfully,



Laurel Bistany  
President

**WE OPEN DOORS**  
**WWW.REDC.COM**

*The REDC prohibits discrimination on the basis of race, color, national origin, sex, sexual orientation, religion, age, disability, marital or family status. The REDC is an equal opportunity employer.*

Please Join Us

# CEDS Visioning Sessions

As part of the 2015 planning process, REDC will hold four public visioning sessions in March 2015, throughout its region. The purpose of these sessions is to gather public and municipal input on the goals, opportunities, and weaknesses of our region and to come up with priorities to be addressed from an economic development perspective over the next five years. REDC and the CEDS Steering Committee will use the information gathered at these events to update and refine the goals and objectives of the CEDS. The events will be open to the public, RSVP required, and will feature a keynote speaker followed by a facilitated visioning session to gather public input. Refreshments will also be provided.

**March 3 @ 9:00 AM**

City Hall Auditorium, Nashua  
Guest Speaker Dennis Delay, Economist  
at the New Hampshire Center for Public  
Policy Studies

**March 5 @ 5:00 PM**

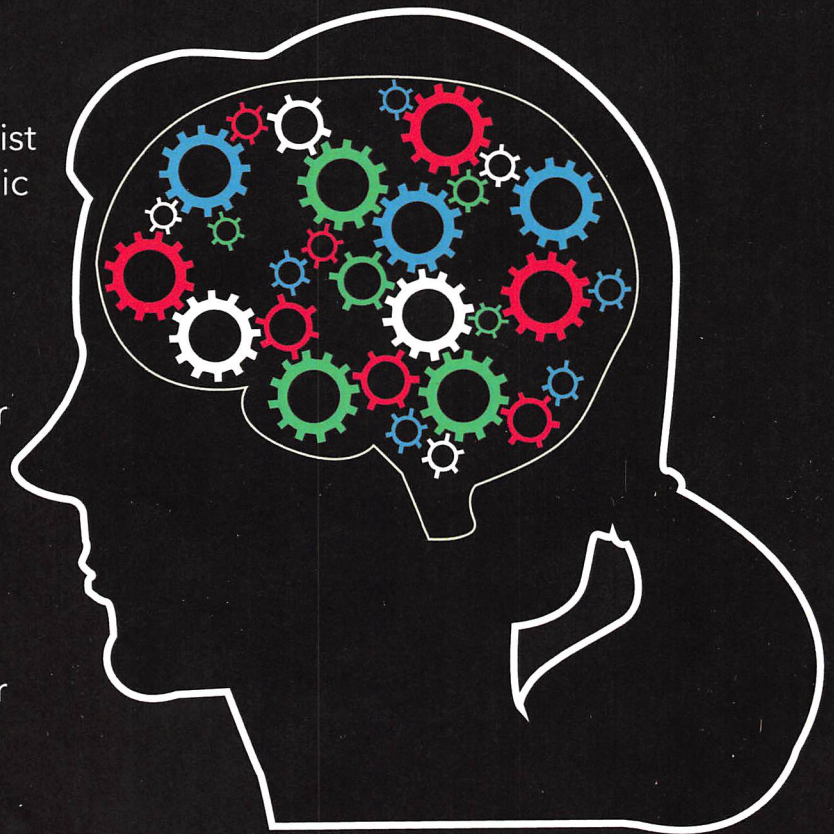
Grill 28, Portsmouth  
Guest Speaker Ross Gittell, Chancellor  
of the Community College System of  
New Hampshire

**March 12 @ 9:00 AM**

REDC Training Center, Raymond  
Guest Speaker Ross Gittell, Chancellor  
of the Community College System of  
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**March 17 @ 5:00 PM**

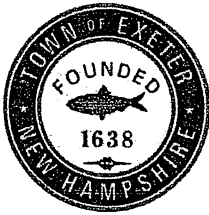
Tuscan Kitchen, Salem  
Guest Speaker Dan Barrick, Deputy Direc-  
tor of the New Hampshire Center for Public  
Policy Studies



RSVP @

[info@redc.com](mailto:info@redc.com)

603.772.2655



# TOWN OF EXETER, NEW HAMPSHIRE

10 FRONT STREET • EXETER, NH • 03833-3792 • (603) 778-0591 • FAX 772-4709

[www.exeternh.gov](http://www.exeternh.gov)

February 17, 2015

Paul Scarponi, President  
Sierra Homes, Inc.  
180 Londonderry Turnpike  
Hooksett, New Hampshire 03106

Re: Waiver Request from Section 701.5 of the Exeter Town Ordinance – Noise Ordinance  
Property location: 1-9 Water Street, Exeter, N.H. Tax Map Parcel #72-41

Dear Mr. Scarponi:

Please consider this letter as a waiver from the above-captioned section of the Town of Exeter's Town Ordinance to permit construction activities (i.e. starting of equipment, preparation for daily activities and dumpster removal) to begin between 5:30 A.M. and 7:00 A.M. from this date through April 1, 2015. It was represented that granting of this waiver would provide for the least amount of impact to traffic in the downtown area given the projects' staging area is located on the corner of Clifford and Franklin Streets.

I have enclosed a copy of the Town Ordinance for your files.

If you should have any questions relative to this waiver, or if I can be of further assistance, please do not hesitate to contact my office.

Sincerely,

Douglas Eastman  
Building Inspector/Code Enforcement Officer

cc: Steve Kaneb, Soaring Hawk, LLC, property owner  
Russ Dean, Town Manager  
Richard Kane, Police Chief  
Brian Comeau, Fire Chief  
Jennifer Perry, Public Works Director  
✓ Board of Selectmen

DE:bsm



between the hours of 11PM and 7AM.

Open Exhausts: The discharge into the open air of any unmuffled exhaust from any engine, mobile or stationary or any compressor unit that emits a noise level at a distance of 50 feet or greater.

- 701.5 Construction or Repairing of Buildings: The erection (including excavation), demolition, alteration or repair of any building other than between the hours of 7AM and 10PM except in case of urgent necessity in the interest of public health and safety, and then only with a permit from the Building Inspector should s/he determine that the public health and safety will not be impaired by the erection, demolition, alteration or repair of any building or the excavation of streets and highways between the hours of 10PM and 7AM and if he shall further determine that loss or inconvenience would result to any party in interest, s/he may grant permission for such work to be done within the hours of 10PM and 7 AM upon application being made at the time the permit for the work is awarded or during the progress of the work.
- 701.6 Schools, Courts, Churches, Hospitals: The creation of any excessive noise on any street adjacent to any school, institution of learning, church or court while the same are in use, or adjacent to any hospital, which unreasonably interferes with the workings of such institution, or which disturbs or unduly annoys patients in the hospital, provided conspicuous signs are displayed in such streets indicating that the same is a school, hospital, church or court.
- 701.7 Pile Drivers, Hammers, etc: The operation between the hours of 10PM and 7 AM of any pile driver, shovel, pneumatic hammer, derrick, steam or electric hoist or other appliance, the use of which is attended by loud or unusual noise
- 701.8 Exemptions: Public Works and Public Safety equipment required for the effective delivery of public services shall be exempt from the provisions of this Section.

## 702 Loitering

Two or more persons shall not loiter, assemble or congregate on any public way or sidewalk, or in any public place in the Town of Exeter, in such a way as to impede the progress of, or cause annoyance to any person, nor shall any person remain upon any public street after being ordered by a Police Officer to move on. Violation of this Section shall be deemed disorderly conduct.

## 703 Public Drinking

No person shall consume any alcoholic beverage, or have in his/her possession any open container of alcoholic beverage, while upon any public park, playground, sidewalk, commons, town-owned property or any public way within the geographic limits of Exeter.

- 703.1 No person shall consume any alcoholic beverage, or have in his/her