

Select Board Meeting
Monday, January 11th, 2021, 7:00 p.m.
Via ZOOM

Virtual Meetings can be watched on Channel 22 and on Exeter TV's Facebook and YouTube pages.
To access the meeting, click this link: <https://exeternh.zoom.us/j/81922647556>
To access the meeting via telephone, call +1 646 558 8656 and enter Webinar 819 2264 7556
Please join the meeting with your full name if you want to speak.
Use the "Raise Hand" button to alert the Chair you wish to speak. On the phone, press 9.
More access instruction found here: <https://www.exeternh.gov/townmanager/virtual-town-meetings>
Contact us at extvg@exeternh.gov or 603-418-6425 with any technical issues.

AGENDA

1. Call Meeting to Order
2. Public Comment
3. Proclamations/Recognitions
 - a. Proclamations/Recognitions
4. Approval of Minutes
 - a. Regular Meeting: January 4th, 2021
5. Appointments
6. Discussion/Action Items
 - a. 2021 Deliberative Session and Voting Discussion
 - b. Landfill Solar Array Discussion
 - c. FY21 Budget, Bonds & Warrant Articles
 - d. Covid-19 Updates
7. Regular Business
 - a. Tax Abatements, Veterans Credits & Exemptions
 - b. Permits & Approvals
 - c. Town Manager's Report
 - d. Select Board Committee Reports
 - e. Correspondence
8. Review Board Calendar
9. Non-Public Session
10. Adjournment

Niko Papakonstantis, Chair
Select Board

Posted: 1/8/21 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.

AGENDA SUBJECT TO CHANGE

Minutes

Select Board Meeting
Monday January 4, 2021
7 PM
Remotely via Zoom
Draft Minutes

1. Call Meeting to Order

Members present: Julie Gilman, Molly Cowan, Lovey Roundtree Oliff, Daryl Browne, Niko Papakonstantis, and Russ Dean were present at this meeting. The meeting was called to order by Mr. Papakonstantis at 7:08 PM.

Mr. Papakonstantis read a statement:

As Chair of the Select Board, I find that due to the State of Emergency declared by the Governor as a result of the COVID-19 pandemic and in accordance with the Governor's Emergency Order #12 this public body is authorized to meet electronically.

Public notice of this meeting was posted on the town website and on the bulletin board of the town offices at 10 Front Street on December 31. As provided in that public notice, the public may access the meeting online and via phone.

Please note that all votes taken during this meeting shall be done by roll call vote. Let's start the meeting by taking a roll call attendance. When each member states their presence, please also state whether there is anyone in the room with you during this meeting and who that person is (son, daughter, spouse, etc...), which is required under the Right-to-Know law.

2. Board Interviews

- a. There were no Board interviews at this meeting.

3. Public Comment

- a. There was no public comment at this meeting.

4. Proclamations/Recognitions

- a. There were no proclamations/recognitions at this meeting.

5. Approval of Minutes

- a. Regular Meeting: 12/21/2020

Ms. Gilman moved to accept the minutes of December 21, 2020 as submitted. Ms. Oliff seconded. By a roll call vote, all were in favor.

6. Appointments

- a. There were no appointments at this meeting.

7. Discussion/Action Items

- a. Darren Winham re: Economic Aid Updates (CARES Act)

Darren Winham discussed the details of the new round of the CARES Act, which will provide \$325 billion to support businesses by awarding grants and reimbursing eligible expenses. He will be fielding questions from local businesses and funnelling them to the NHSBA. He's hoping there will be a third stimulus

package through the State. There are several pending business developments in town: an office company with 85 employees in their proposed Exeter location; Comfort Baking Company is opening at 75 Portsmouth Ave; and Primrose Schools plans to open a daycare at 80 Epping Road. The Ioka project is coming along. He's working with a developer in California on three different properties. There's a group exploring a mixed use development on Portsmouth Ave. He's meeting with a company seeking to locate at the former Jaguar dealership on Epping Road. Mr. Monahan's project on Epping Road is in litigation so he can't discuss it.

b. Deliberative Session

Attorney Walter Mitchell and Supervisor of the Checklist Vicky Nawoichyk were present to discuss the Deliberative Session and the alternative. Mr. Dean said he talked with Dr. Ryan, and heard that there's an SAU 16 meeting tomorrow night where they will deliberate on the Coop's plan. The schools are considering holding the Deliberative Session outside during the day, possibly on a Saturday. At the last meeting, the Select Board suggested using both the gymnasium and auditorium at the HS, but Attorney Mitchell said the town shouldn't use multiple venues; the RSA is silent on this, but given the importance of the warrant he would hate to put them at risk by being "too creative." Ms. Gilman said the alternative process has big disadvantages in that there's less public interaction and the budget is at risk of not passing.

Ms. Nawoichyk said they shouldn't use past town engagement as a marker of potential attendance, which is likely to be low. She added that the State Covid positive rate is at 11%, and given the age of Exeter voters she's concerned about the community if a traditional Deliberative Session were to go forward.

Ms. Gilman said that the legislature is considering on Wednesday a bill as to whether to allow a postponement of the Deliberative Session, but they would have to change the rules to vote before it goes to a committee for a recommendation. Other than that, she doesn't see anything that will change between now and March. Attorney Mitchell said that within the statutes, the Town Moderator has the ability to delay Deliberative Session for 72 hours because of an emergency, which could be extended in 72 hour increments. Mr. Dean said that the proposed legislation would allow the Governing Body to postpone the official ballot voting day to the 2nd Tuesday in April, May, June, or July, and postpone Deliberative Session to a later date in 2021. Mr. Scafidi said they could move Deliberative Session to March and voting to April, which would give them some time to see what the State will do and think about how to make it easier. Ms. Nawoichyk said the Covid allowance for absentee voting was retracted after the November Election, so she would like to postpone until that is reconsidered. Ms. Gilman asked how delaying affects the other items in the calendar, and Mr. Dean and Attorney Mitchell said it doesn't impact the other deadlines, they would stick to the regular schedule other than that. Mr. Papakonstantis said they should

hold a brief Select Board meeting on Jan 11 for updates. Mr. Dean added that the longer they delay the Deliberative Session, the more people may be vaccinated.

c. Flood Plan Development

Dave Sharples, the Town Planner, discussed an amendment to the subdivision and site plan review regulations, which he has already worked on with the Planning Board. The Select Board needs to adopt a resolution on the updated FIRM (Flood Insurance Regulation Management) panels in order to remain eligible for participation in the national flood insurance program. No further action will be required at Town Meeting.

MOTION: Ms. Gilman moved pursuant to RSA 674:57 by resolution of the Exeter Select Board all lands designated as special flood hazard areas by the Federal Emergency Management Agency (FEMA) in its "Flood Insurance Study for the County of Rockingham, NH" dated May 17, 2005 and January 29, 2021 together with the associated Flood Insurance Rate Maps dated May 17, 2005 and January 29, 2021, are declared to be part of the Town of Exeter Zoning Ordinances and are hereby incorporated by reference. Mr. Browne seconded. By a roll call vote, all were in favor.

d. Solar Array Proposal at Cross Road Landfill.

Mr. Sharples discussed the Solar Array project; Lew Hitzrot and Kristen Osterwood were also present. There were two responses to the town's RFP, from Revision Energy and New England Solar Garden Inc. Both were qualified, but Revision Energy had a more flexible proposal: the town could lease the land to a developer for 25 years with potential extensions, or maintain direct ownership of the solar array. He's intrigued by potential for leasing, which shows positive cash flow paying back the bond starting in the first year. This project would require a town vote either way. The Sustainability Committee is in favor of this project and recommends moving forward.

Ned Reynolds and James Hasselback of Revision Energy discussed each option and gave an estimate.

Mr. Papakonstantis asked if they ever exceed their construction estimates, and Mr. Hasselbeck said no, once there is an executed contract that's the fixed price. Right now there are still some questions about this site, such as the utility interconnection cost, and some timing questions. They can work with a letter of intent while the town approval is pending. Ms. Oliff asked for further details about the company and what guarantees they would have with a contract; she also asked which model PEA had gone with. Mr. Hasselbeck said they have been in business for 18 years, and are financially strong with 0% failure-to-complete history. Phillips Exeter fully owns their solar project, which was part of their field house construction project. The more common approach with municipalities is a lease or power purchase agreement. Mr. Browne asked if there would be any surprises with putting an array on a landfill, and Mr.

Hasselbeck said there can always be surprises in construction, but they benefit from the post-closure landfill use and inspection reports, which their engineering team has reviewed.

Low Hitzrot of the Energy Committee said he supports this project, since it allows for the production of renewable energy, which is a goal for the town. It will also produce revenue. The turnkey ownership arrangement makes more financial sense, although there's some risk involved. Kristen Osterwood said it seems like a win-win for the town. Mr. Sharples said any energy from the solar array can be an offset towards the town's greenhouse emissions goals, but only if the town owns the array.

Mr. Dean said there would be a bond hearing and warrant article, likely a "no tax impact" warrant article. Ms. Cowan said they should have public input on the project prior to Deliberative Session. Mr. Browne said he would be in favor of the lease option. Ms. Gilman said she would support the purchase model because of the profit margin, but she'd like to hear what the public thinks; perhaps the Communications Committee should put the different options out there. Ms. Oliff said she favors the lease side. Mr. Papakonstantis said it sounds like the consensus of the Board is to go with the lease option, but they should not schedule a bond hearing until the Sustainability Committee and the public weigh in. They will discuss it further at the next meeting.

e. TAP Grant Sidewalks Bid Award & Additional Funding

Mr. Sharples said they received funding from the Transportation Alternatives Program for sidewalks on Spring Street/Winter Street/Epping Road and to reconfigure the Brentwood/Epping Road intersection. The program requires a 20% match for the grant. The total cost of the project is now \$753,338.61, and requires a 20% match of \$150,667.72. The town authorized \$108,252 in the 2017 warrant article, so they need additional \$42,415 to move forward. He's requesting up to \$45,000 in the event that something comes up during construction. Northeast Earth Mechanics was the lowest bidder and is qualified. He recommends the money come out of the SB38 Highway Block Grant, which was provided to the town by a Senate bill, and has \$94,000 remaining.

MOTION: Ms. Gilman moved to authorize the Town Manager to expend up to \$45,000 from the SP38 Highway Block Grant Aid account to provide the local match to complete the Epping Road Winter Street Spring Street TAP sidewalk project, Federal Project XA004611, NH project number 41372. Ms. Oliff seconded. By a roll call vote, all were in favor.

MOTION: Ms. Gilman moved to allow the Town Manager to execute a contract with Northeast Earth Mechanics Inc, not to exceed \$542,880, 80% of which will be paid by federal funding. Ms. Oliff seconded. By a roll call vote, all were in favor.

f. **FY21 Operating Budget and Bonds**

Mr. Papakonstantis said that the Public Budget Hearing will be held on Tuesday, Jan 19. He asked if the Board members had comments or questions on the budget, but they did not. Mr. Papakonstantis said that due to the dire situation of the IT infrastructure, as evidenced by a recent crash, and the remote work associated with the pandemic, they should consider adding to IT resources, specifically an additional IT member. Mr. Glowacky has been working with Zoom meetings and Exeter TV, so Mr. Swanson needs additional help. Mr. Dean said he put this position at a Grade 11, which is reasonable given the market, with a salary of \$62,000-86,000. There's an 8 month budget impact of \$54,740 to the General Fund, and an additional \$9,123 to each of the Water and Sewer Funds, or 12.5% of the position to each fund.

Mr. Browne said they should look carefully at how they're spending. For example, putting the servers in the cloud where they can't crash might be a better use of funds. They should wait a year on this to evaluate the best use of money and attention. Mr. Papakonstantis said there was an idea of doing an IT audit. Early in the budget process, this IT position was included, but it was taken out because of Covid. This wasn't just one IT crisis, it's an ongoing issue. They don't have the staff to keep the town going. Ms. Gilman said it's more than just a hardware problem, there's a physical need for a second person in that department.

Mr. Dean presented a draft of the position. Remote work and technology has changed due to Covid, and the Department is having trouble keeping up. Many of those changes are likely to stay.

Andy Swanson, the IT Director, said the equipment is not old. It's replaced every five years. The crash was a software failure from the vendor. This isn't about the crash, it's about how many IT services they've added, which has at least tripled since he joined 15 years ago. In 2020, the PD went to an outside service for their IT support, but it wasn't enough of a lift off of the department. His ability to do new projects is essentially nil. Mr. Dean said they also use a contractor in IT, but it's not enough. There are security issues as well, they're fighting that daily. This position represents a 0.28% increase to the budget.

g. **COVID 19 Updates**

- i. James Murray said he contacted the Attorney General's office regarding the mask mandate, and heard that the Governor's mask mandate precedes the town's in all cases unless the town's is more strict. Accordingly, he adjusted the minimum age in the town ordinance to 5 years instead of 10.
- ii. Chief Wilking said that 9,900 NH residents have tested positive, and the numbers are still going up. There have been 2,300 cases in Rockingham County. 124 NH residents have died, 17 in Rockingham County. 101 additional Exeter residents have tested positive, for a cumulative total of 386. Exeter is still lower than other communities its size. A second Fire

Department employee has tested positive, and will be out until January 11 at the earliest. In response to complaints from residents, the AG's Office has sent down orders to investigate mask compliance at local businesses. 24 of 27 Fire/EMS employees have been vaccinated with the Moderna Vaccine at the regional vaccination site at EHS. They will receive a second dose in 28 days, Jan 26 - 30. About 35,000 doses of the vaccine are on site. NH was promised 65,000 doses, and 49,000 have been delivered. They're currently in phase 1A, wherein the vaccine is given to healthcare workers, high risk persons, and first responders. Regarding the timing of the Deliberative Session, according to the estimated distribution timeline for the vaccine, the general population is not slated for vaccination until after April.

- iii. Mr. Dean said they had a positive Covid case at the Library, and it is closed this week as employees are tested. Library Director Hope Godino said they're getting reports from the rest of the staff that no one has symptoms but they are all getting tested. The library expects to re-open next Monday.
- iv. Mr. Bisson said that Parks and Rec has cancelled the basketball program. They're working on summer camp. They will be using a lottery system to accommodate a safe number according to DHHS guidelines.

8. Regular Business

a. Tax Abatements, Veterans Credits and Exemptions

- i. There were no abatements or exemptions at this meeting.

b. Permits & Approvals

- i. Mr. Dean said that the Swasey Park Road Closure order expired 12/31/20. They received one communication from a resident who would like it reopened. Ms. Gilman asked if the Parkway is being plowed while it is closed. Jennifer Perry, the Public Works Director, said yes, in a major snow event they would plow.

MOTION: Mr. Browne moved to extend the closure of Swasey Parkway through March 22nd, 2021. Ms. Oliff seconded. By a roll call vote, all were in favor.

- ii. Jennifer Perry, the Public Works Director, spoke about the current water restrictions. There have been several major precipitation events, and surface waters have recovered and are slightly above normal for this time of year. Groundwater levels are still low to below average, since they do not recover as quickly. There's still a 10" deficit in rainfall in 2020. She recommends reducing the current outdoor water ban from a level 4 to a level 2, which allows outdoor watering but keeps to an alternate day schedule.

MOTION: Ms. Gilman moved to reduce the level 4 restrictions, which ban outdoor watering, to level 2 restrictions, which allow landscape watering every other day and do

not restrict other outdoor water uses. Ms. Oliff seconded. By a roll call vote, all were in favor.

c. Town Manager's Report

- i. A few town employees have tested positive for Covid 19. So far they are on the mend, and all are being vigilant. A couple of employees are in quarantine due to direct exposures outside the workplace.
- ii. The CDC eviction moratorium has been extended to the end of January. NH is getting \$200M in rental assistance, which residents can apply for. Ms. Oliff asked for an idea of how many people are on the verge of eviction. Mr. Dean said they have monthly counts of human services cases, but they don't have a broader concept of how many people might be facing eviction. Ms. Oliff said she's concerned about those who have never needed assistance before and don't know how to reach out, so she would like to see better communication on this issue.
- iii. He's working on the 2020 Town Report. Committee reports are due Jan 15.

d. Select Board Committee Reports

- i. Mr. Browne had no report
- ii. Ms. Gilman had no report.
- iii. Ms. Oliff had no report
- iv. Ms. Cowan had no report
- v. Mr. Papakonstantis has a Sustainability meeting tomorrow.

e. Correspondence

- i. A letter from the Richie McFarland Children's Center regarding a donation.
- ii. A letter from a resident commending Jay Perkins, who responded immediately to a request
- iii. A transmittal of the 2019-2020 New Hampshire Coastal Flood Risk Summary

9. Review Board Calendar

- a. The next meeting is Monday January 11th. There is a budget hearing January 19th.

10. Non-Public Session

- a. There was no non-public session at this meeting.

11. Adjournment

MOTION: Ms. Gilman moved to adjourn. Mr. Browne seconded. By a roll call vote, all were in favor, and the meeting adjourned at 10:10 PM.

Respectfully Submitted,
Joanna Bartell
Recording Secretary

2021 Deliberative Session and Voting Discussion

Postponement Bill Stranded in House

For a few days this week there was hope that the legislature would move quickly to address concerns about the process for postponing town meetings during the COVID-19 state of emergency. Unfortunately, that effort stalled when the House did not take up the needed legislation during its drive-in session on Wednesday.

SB 2 was an extremely fast-tracked bill that would (1) significantly loosen the restrictions on postponing either or both sessions of town meetings for 2021, and (2) allow for the pre-processing of absentee ballots for municipal elections occurring before August 1 of this year. The bill arose from discussions among NHMA, the New Hampshire School Boards Association, the attorney general's office, the secretary of state's office, and the Department of Revenue Administration.

The Senate acted quickly on the bill during its session on Wednesday, suspending its rules to allow consideration of the bill without referral to a committee, then voted unanimously to pass the bill and send it immediately to the House. However, the House, meeting the same day, never brought up the bill, apparently because it lacked the necessary support. Passage in the House would also have required suspending its rules, which takes a two-thirds majority vote, and supporters concluded they did not have the votes. A significant minority of House members objected to passing the bill without a committee hearing.

Although the attempt at quick passage failed, the bill is still alive. We're told that House leadership has agreed to schedule an early hearing in the House Election Law Committee, with a goal of sending it back to the full House at its next session in late January or early February. This is unfortunately not soon enough to solve the problem for SB 2 towns that want to postpone their deliberative sessions and are stuck with a 72-hour limit on postponement; but it would still be helpful.

We are grateful to the Senate for addressing the matter so expeditiously. We remain optimistic that the House, where many members are local officials, will move the bill as fast as possible. Please make sure your representatives are aware of this bill and of its importance. We will let you know when it is scheduled for a hearing.

Wheels Are Turning

**2021 NHMA Legislative
Bulletin 02**
January 8, 2021

Inside this Issue
Wheels Turning
State Aid Booklet
House Committees
Senate Calendar
New House Bills
New Senate Bills
NHMA Events

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SB 2 - AS INTRODUCED

2021 SESSION

21-1005

11/05

SENATE BILL

2

AN ACT

allowing the preprocessing of absentee ballots for certain 2021 elections and allowing for the postponement of annual town meetings in calendar year 2021 where concerns exist during the COVID-19 health emergency.

SPONSORS:

Sen. Gray, Dist 6; Sen. Carson, Dist 14; Sen. Sherman, Dist 24; Sen. Avard, Dist 12; Sen. D'Allesandro, Dist 20; Sen. Birdsell, Dist 19; Sen. Bradley, Dist 3; Sen. French, Dist 7; Sen. Morse, Dist 22; Sen. Reagan, Dist 17; Sen. Rosenwald, Dist 13; Sen. Ward, Dist 8; Sen. Gannon, Dist 23; Sen. Soucy, Dist 18; Rep. Cote, Hills. 31; Rep. Cushing, Rock. 21; Rep. Packard, Rock. 5; Rep. W. MacDonald, Rock. 5; Rep. Lang, Belk. 4

COMMITTEE:

No Committee Assignment

ANALYSIS

This bill temporarily allows for the preprocessing of absentee ballots at elections held through July 1, 2021. The bill also allows for the postponement of annual town meetings in calendar year 2021 where concerns exist during the COVID-19 health emergency.

.....

Explanation:

Matter added to current law appears in ***bold italics***.

Matter removed from current law appears [~~in brackets and struck through.~~]

Matter which is either (a) all new or (b) repealed and reenacted appears in regular type.

SB 2 - AS INTRODUCED

21-1005
11/05

STATE OF NEW HAMPSHIRE

In the Year of Our Lord Two Thousand Twenty One

AN ACT allowing the preprocessing of absentee ballots for certain 2021 elections and allowing for the postponement of annual town meetings in calendar year 2021 where concerns exist during the COVID-19 health emergency.

Be it Enacted by the Senate and House of Representatives in General Court convened:

1 1 Absentee Voting; Procedure by Clerk. Amend RSA 657:18 to read as follows:

2 657:18 Procedure by Clerk. Upon receipt of an outer envelope purporting to contain an official
3 absentee voting ballot, the clerk of the city or town shall, subject to RSA 657:16, attach thereto the
4 application for an absentee ballot submitted by said voter and record the information pursuant to
5 RSA 657:15. All such envelopes shall be preserved unopened until election day ***except as provided***
6 ***by RSA 659:49-b.***

7 2 New Paragraph; Preparation of Polling Place; Arrangement. Amend RSA 658:9 by inserting
8 after paragraph VI the following new paragraph:

9 VII. The requirements of this section may be satisfied by alternative requirements issued by
10 the secretary of state in consultation with the attorney general and the commissioner of the
11 department of health and human services or designee.

12 3 Processing of Absentee Ballots. Amend RSA 659:49 to read as follows:

13 659:49 Processing Absentee Ballots.

14 I. Processing of previously received absentee ballots shall begin at 1:00 p.m. unless a
15 different time, that is no earlier than ~~[2 hours]~~ ***one hour*** after the opening of the polls, is posted and
16 announced in accordance with paragraph II. The processing of the absentee ballots shall not
17 unnecessarily interfere with normal voting procedures, nor shall the polls be closed at any time for
18 the processing of such ballots during normal polling hours. Absentee ballots which are received after
19 the start time for processing absentee ballots and prior to 5:00 p.m. on the day of the election shall
20 be processed as soon after receipt as possible. Under no circumstances shall absentee ballots be
21 counted prior to the closing of the polls.

22 II. Notwithstanding the provisions of paragraph I, ~~[upon the written challenges of 10 or~~
23 ~~more voters who are present at the polls no later than 1:00 p.m., the moderator shall postpone the~~
24 ~~processing of all absentee ballots until after the polls close and prior to the counting of all ballots~~
25 ~~cast in the election.]~~ the moderator, or his or her designee, shall post the time at which the
26 processing of absentee ballots shall begin at the polling place and one other public location at least
27 24 hours before the polls open. In addition, when the polls open the moderator shall announce the
28 time at which the processing of absentee ballots shall begin.

29 4 Opening Absentee Ballot Outer Envelopes. Amend RSA 659:49-b to read as follows:

1 659:49-b Opening Absentee Ballot Outer Envelopes. The moderator or the moderator's designee
 2 may authorize the opening of absentee ballot outer envelopes on election day *or the Thursday,*
 3 *Friday, Saturday, or Monday* prior to the time established for processing absentee ballots in RSA
 4 659:49 *but after the corrected checklist has been posted*, provided that the opening of the outer
 5 envelopes occurs in public with notice of the time and place. [~~The envelope containing the ballot~~
 6 ~~shall not be removed from the outer envelope at such time, and the outer envelope containing the~~
 7 ~~inner envelope shall be secured until it is processed pursuant to RSA 659:50.] *After the outer*
 8 *envelope has been opened, the affidavit on the inner envelope shall be examined, the voter's*
 9 *name shall be announced, an opportunity for a challenge of the ballot shall be given, and a*
 10 *notation may be made on the checklist to help facilitate processing of the ballot on election*
 11 *day. Notwithstanding RSA 659:51, if absentee ballots are partially processed before*
 12 *election day a challenge may not be made after the notation has been made on the*
 13 *checklist. The ballot shall remain secure in the unopened affidavit envelope until final*
 14 *processing on election day.*~~

15 5 New Section; Partial Processing of Absentee Ballots Prior to an Election. Amend RSA 659 by
 16 inserting after section 55 the following new section:

17 659:55-a Partial Processing of Absentee Ballots Prior to an Election.

18 I. The moderator, or his or her designee, may begin the processing of absentee ballots prior
 19 to the opening of the polls provided that the clerk shall post, in an appropriate public place and prior
 20 to election day, notice of the time and place of the processing. If the moderator chooses to do so it
 21 shall be posted in 2 appropriate public places, one of which shall be the public body's Internet
 22 website, if such exists, or shall be printed in a newspaper of general circulation in the city or town at
 23 least 48 hours, excluding Sundays and legal holidays, prior to such meeting. A copy of the notice
 24 shall be provided to the secretary of state. The partial processing of absentee ballots prior to an
 25 election shall occur on the Thursday, Friday, Saturday, or Monday prior to the date of the election
 26 after the posting of the checklist. The moderator shall be assisted by at least 3 other election officers
 27 as defined under RSA 652:14. Members of the general public may observe this process. Under no
 28 circumstances shall absentee ballots be counted prior to the opening of the polls.

29 II. Once notice of the processing has been posted, all absentee ballots received by the end of
 30 the day preceding the posted time for the meeting shall be partially processed. Only one session for
 31 the partial processing of absentee ballots may be scheduled prior to an election.

32 III. Except as otherwise provided, the moderator, or his or her designee, shall adhere to the
 33 procedures detailed in RSA 659:49-b, RSA 659:50, RSA 659:51, RSA 659:52, RSA 659:53, RSA
 34 659:54, RSA 659:54-a, RSA 666:4, and RSA 666:5.

35 6 Absentee Voting; Procedure by Clerk. RSA 657:18 is repealed and reenacted to read as
 36 follows:

SB 2 - AS INTRODUCED

- Page 3 -

1 657:18 Procedure by Clerk. Upon receipt of an outer envelope purporting to contain an official
2 absentee voting ballot, the clerk of the city or town shall, subject to RSA 657:16, attach thereto the
3 application for an absentee ballot submitted by said voter and record the information pursuant to
4 RSA 657:15. All such envelopes shall be preserved unopened until election day.

5 7 Processing Absentee Ballots. RSA 659:49 is repealed and reenacted to read as follows:

6 659:49 Processing Absentee Ballots.

7 I. Processing of previously received absentee ballots shall begin at 1:00 p.m. unless a
8 different time, that is no earlier than 2 hours after the opening of the polls, is posted and announced
9 in accordance with paragraph II. The processing of the absentee ballots shall not unnecessarily
10 interfere with normal voting procedures, nor shall the polls be closed at any time for the processing
11 of such ballots during normal polling hours. Absentee ballots which are received after the start time
12 for processing absentee ballots and prior to 5:00 p.m. on the day of the election shall be processed as
13 soon after receipt as possible. Under no circumstances shall absentee ballots be counted prior to the
14 closing of the polls.

15 II. Notwithstanding the provisions of paragraph I, upon the written challenges of 10 or more
16 voters who are present at the polls no later than 1:00 p.m., the moderator shall postpone the
17 processing of all absentee ballots until after the polls close and prior to the counting of all ballots
18 cast in the election. The moderator, or his or her designee, shall post the time at which the
19 processing of absentee ballots shall begin at the polling place and one other public location at least
20 24 hours before the polls open. In addition, when the polls open the moderator shall announce the
21 time at which the processing of absentee ballots shall begin.

22 8 Opening Absentee Ballot Outer Envelopes. RSA 659:49-b is repealed and reenacted to read as
23 follows:

24 659:49-b Opening Absentee Ballot Outer Envelopes. The moderator or the moderator's designee
25 may authorize the opening of absentee ballot outer envelopes on election day prior to the time
26 established for processing absentee ballots in RSA 659:49, provided that the opening of the outer
27 envelopes occurs in public with notice of the time and place. The envelope containing the ballot shall
28 not be removed from the outer envelope at such time, and the outer envelope containing the inner
29 envelope shall be secured until it is processed pursuant to RSA 659:50.

30 9 Repeal. The following are repealed:

31 I. RSA 658:9, VII, relative to alternative requirements for preparation of the polling place.

32 II. RSA 659:55-a, relative to partial processing of absentee ballots prior to the election.

33 10 Annual Meetings; Postponement Allowed for 2021.

34 I. Notwithstanding any law to the contrary, for calendar year 2021, where concern exists for
35 conducting the annual meeting and election during the COVID-19 health emergency, the governing
36 body of a town, school district, or village district, in consultation with the moderator and the clerk,
37 may postpone the official ballot voting day to the second Tuesday of April, May, June, or July. The

SB 2 - AS INTRODUCED

- Page 4 -

1 governing body may also postpone the business or deliberative session of the annual meeting to one
2 or more dates later in 2021. The prohibition in RSA 40:4, II(c) on delaying the deliberative session
3 more than 72 hours and the requirement in RSA 669:1-a that the election be rescheduled to the
4 Tuesday 2 weeks following the original date shall not apply.

5 II. The governing body shall provide notice to voters of the date or dates promptly after
6 making the decision to postpone. The governing body shall also re-post notice at least 14 days before
7 the date(s) of the rescheduled official ballot voting day and business or deliberative session. At a
8 minimum, notice shall be posted on the town, school, or village district website, if such exists, and in
9 2 public places. Any hearings, notices, or other actions required to be taken before the annual
10 meeting shall be deemed sufficient if taken the legally required number of days before the postponed
11 session.

12 III. In the event of postponement, the terms of office of elected officials whose terms expire
13 in 2021 shall continue until the completion of the postponed election and meeting. The governing
14 body in both calendar year and fiscal year towns or districts may make expenditures between
15 January 1 and the date a budget is adopted which are reasonable in light of prior year's
16 appropriations and expenditures for the same purpose during the same time period. Such budget
17 shall be adopted no later than September 1, 2021, and any interim expenditure not authorized in the
18 adopted budget shall cease. This spending authority shall be read in harmony with emergency order
19 56 issued by the governor on June 25, 2020.

20 11 Effective Date.

21 I. Sections 6-9 of this act shall take effect August 1, 2021.

22 II. The remainder of this act shall take effect upon its passage.



**Important Dates for Local Officials
2021 SB2 MARCH TOWN MEETING CALENDAR**

NOVEMBER 2020

Monday, November 9, 2020

First day to accept petitions to amend zoning ordinance, historic district ordinance or building code for consideration at the 2021 town meeting. [RSA 675:4; 40:13, VII]

DECEMBER 2020

Tuesday, December 1, 2020

Last day for voters to present application to select board to call special town meeting prior to annual meeting if your deliberative session is held on the first Saturday. Petition must be received no later than 60 days before the next annual meeting, so deadline depends on date of First Session. Number of petitioners required depends on size of town. [RSA 39:3; 40:13, III]

Wednesday, December 9, 2020

Last day to accept petitions to amend zoning ordinance, historic district ordinance or building code for consideration at the March 9, 2021 town meeting. [RSA 675:4; 40:13, VII]

Wednesday, December 30, 2020

Last day to post and publish notice for first hearing on January 11 for proposed adoption or amendment of zoning ordinance, historic district ordinance or building code if a second hearing is anticipated. [RSA 675:3, :7]

JANUARY 2021

Friday, January 8, 2021

Last day for voters to petition select board to include an article in the warrant proposing a bond governed by RSA 33:8-a. [RSA 40:13, II-a(b)]

Friday, January 8, 2021

Last day for governing body to vote to extend polling hours at March 9 elections. [RSA 659:4-a, IV]. (Reduction of polling hours requires vote of legislative body.)

Monday, January 11, 2021

Last day to hold first public hearing by Planning Board on proposed adoption or amendment of zoning ordinance, historic district ordinance or building code if a second public hearing is anticipated, since final proposal must be included in warrant and posted by January 25. [RSA 675:3] (See note for January 25. It is strongly recommended that first hearing be held before this date.)



**Important Dates for Local Officials
2021 SB2 MARCH TOWN MEETING CALENDAR**

Tuesday, January 12, 2021

Last day for select board to publish notice of time, place and subject of public hearing on bond or note issue over \$100,000. Hearing must be held at least 15 days but not more than 60 days before First Session. [RSA 40:13, II-a(a); 33:8-a, I]

Tuesday, January 12, 2021

Last day for giving notice of January 19 public hearing on annual budget. [RSA 32:5, I; 40:13, II-a (a)]

Tuesday, January 12, 2021

Last day for voters to petition select board to include an article in the town meeting warrant, provided that if a petitioned article proposes a bond governed by RSA 33:8-a, the deadline is the preceding Friday, January 8. [RSA 39:3; 40:13, II-a(b)]

Tuesday, January 12, 2021

Budget submission date for collective bargaining. Last day to finalize collective bargaining agreement "cost items" for submission to annual meeting. [RSA 40:13, II-a (b); 273-A:1, III]

Tuesday, January 12, 2021

Last day to publish notice of January 19 session for correction of the checklist (required on day before opening of candidate filing period). Notice must be posted in 2 appropriate places one of which shall be the town's Internet website, if such exists, or shall be published in a newspaper of general circulation at least 7 days prior to the session. [RSA 654:27; 669:5]

Thursday, January 14, 2021

Last day to post and publish notice for last hearing on January 25 for proposed adoption or amendment of zoning ordinance, historic district ordinance or building code. Notice of the time of place of each hearing must be given 10 days prior to the hearing, not including the day notice is posted or the day of the hearing. [RSA 675:7.]

Saturday, January 16, 2021

Last day to notify affected landowners if town meeting warrant contains an article to discontinue a highway if the First Session is to be held on January 30. Notice must be given no later than 14 days before First Session. [RSA 231:43; 40:13, III]

Tuesday, January 19, 2021

Last day to hold public hearing on annual budget. [RSA 32:5, I and V; 40:13, II-a (c)]

Tuesday, January 19, 2021

Last day to hold public hearing on bond or note issue over \$100,000. Hearing can be held no earlier than 60 days before First Session. [RSA 33:8-a, I; 40:13, II-a (c)]



Important Dates for Local Officials 2021 SB2 MARCH TOWN MEETING CALENDAR

Tuesday, January 19, 2021

Supervisors must hold a session from 7 to 7:30 p.m. to correct the checklist on day before opening of candidate filing period. [RSA 669:5; 654:27]

Wednesday, January 20, 2021

First day for candidates in towns with non-partisan official ballot system to file declarations of candidacy with town clerk. [RSA 669:19; 652:20; 40:13, VII]

Thursday, January 21, 2021

Last day for the official budget committee (if adopted in the town) to deliver copies of the final budget and recommendations to the governing body. [RSA 32:16, IV; 40:13, II-a(c)]

Monday, January 25, 2021

Last day for planning board to hold final public hearing on adoption or amendment of zoning ordinance, historic district ordinance or building code, because any proposed ordinance or amendment must be included in warrant, which must be posted today. **[NOTE: For this reason, it is strongly recommended that the final hearing be held before this date.]** Planning board must also determine final form. An official copy of any final proposal must be placed on file in the town clerk's office not later than the fifth Tuesday before town meeting (town meeting is March 9 fifth Tuesday before is February 2). [RSA 675:3]

Monday, January 25, 2021

Last day for select board to post warrant and budget at all polling places and at clerk's office or town hall. Warrant shall state place, day and hour for each of the two separate sessions. For the Second Session, the warrant shall also state the hour of the election, hour polls open and close, and which items are to be voted on by ballot. [RSA 40:13, II and II-a (d)]

Friday, January 29, 2021

Last day for filing declaration of candidacy with town clerk in towns with non-partisan official ballot system. Town clerk's office must be open at least from 3 to 5 p.m. [RSA 669:19; 652:20; 40:13, VII]

Friday, January 29, 2021

Last day for party caucus to nominate candidates for town office in towns using partisan system. [RSA 669:39; 40:13, VII]

Saturday, January 30, 2021

Earliest date to hold First Session of town meeting. Governing body sets date. [RSA 40:13, III]

FEBRUARY 2021



**Important Dates for Local Officials
2021 SB2 MARCH TOWN MEETING CALENDAR**

Tuesday, February 2, 2021

Last day for official copy of final proposal to adopt or amend zoning ordinance, historic district ordinance or building code to be placed on file at town clerk's office. [RSA 675:3, V.] (See entry for January 25 above—must be ready by that date.)

Saturday, February 6, 2021

Last day to hold First Session of town meeting. [RSA 40:13, III]

Saturday, February 20, 2021

Last day to publish notice, in a newspaper of general circulation in the town, of February 27 session for checklist correction. Notice must be posted in 2 appropriate places one of which shall be the town's Internet website, if such exists, or shall be published in a newspaper of general circulation at least 7 days prior to the session. [RSA 654:27; 669:5; 40:13, VII]

Monday, February 22, 2021

Last day to hold public hearing on question of establishing a special revenue fund. Hearing must be held at least 15 but not more than 30 days prior to meeting where question will be voted on. Notice of the hearing shall be posted in at least 2 public places and published in a newspaper at least 7 days before the hearing. [RSA 31:95-d, I (b)]

Saturday, February 27, 2021

Supervisors to hold session for correction of checklist for Second Session of annual meeting for no fewer than 30 minutes. No corrections or additions may be made after this session until election day, except as provided in RSA 659:12. [RSA 654:27; 654:28; 669:5; 40:13, II-d, VII]

Saturday, February 27, 2021

Last day for town clerk to accept voter registration applications for Second Session of annual meeting. (Voters may register on election day for all town, city, school district and village district elections.) [RSA 654:8; 40:13, VII; 654:27]

Saturday, February 27, 2021

Reports of transfer, death and removal of names to be acted on by supervisor of the checklist. [RSA 654:27; 654:36-:37; 654:44]

MARCH 2021

Tuesday, March 2, 2021

Annual town report with final budget and ballot questions must be available today. [RSA 40:13, II]

Tuesday, March 2, 2021

Last day to submit zoning ordinance protest petition to require 2/3 vote at town meeting. [RSA 675:5; 40:13, VII]



Important Dates for Local Officials 2021 SB2 MARCH TOWN MEETING CALENDAR

Monday, March 8, 2021

The town clerk's office shall be open to receive applications for absentee ballots, to provide voters the opportunity to complete absentee ballots, and to receive returned ballots on the Monday immediately prior to an election at a minimum from 3:00 p.m. to 5:00 p.m. The clerk may designate a deputy clerk or assistant to provide this service, provided the individual has taken the oath of office and has been trained in the requirements for using an absentee ballot and the procedures for issuing and receiving absentee ballots. [RSA 657:1, II (c)]

Tuesday, March 9, 2021

Last day for town clerk to accept completed absentee ballots; clerk, or clerk's designee, must be available at least between 3 and 5 p.m. No absentee ballots may be accepted after 5 p.m. [RSA 669:29; 657:22; 652:20; 40:13, VII]

Tuesday, March 9, 2021

Second Session of annual meeting to elect officers, to vote on all questions required by law to be on official ballot, and to vote on all warrant articles from First Session of annual meeting. Voters may register at the polls. [RSA 40:13, VII; 654:7-a]. If new tax collector is elected or appointed, select board audits accounts and issues a new warrant. [RSA 41:36] Votes taken at the second session shall not be reconsidered [RSA 40:13, XV]

Friday, March 12, 2021

Last day for any person for whom a vote was cast to apply to town clerk for a recount (to be conducted not earlier than 5 nor later than 10 days after receipt of the application). Town clerk must be available at least between 3 and 5 p.m. to receive application, and must provide at least 3 days' notice of recount date to candidates for that office. [RSA 669:30-:31; 652:20]

Monday, March 15, 2021

Select board must appoint town treasurer by today if annual meeting fails either to elect one or to vote to authorize the appointment rather than the election of the treasurer. [RSA 41:27; 41:26-e]

Tuesday, March 16, 2021

Last day for 10 voters of a town to petition clerk to recount ballots on any question printed on official ballot. [RSA 40:4-c]

Friday, March 19, 2021

Town clerk to forward to select board and treasurer certified copy of any vote to transfer surplus to capital reserve funds within 10 days of such vote. Surplus must be transferred by treasurer to trustees of trust funds immediately after receipt of order of select board. [RSA 35:11]

Monday, March 29, 2021



**Important Dates for Local Officials
2021 SB2 MARCH TOWN MEETING CALENDAR**

Town clerk must report names and addresses of all town officers to commissioner of revenue administration after annual election. There is an ongoing duty to report changes as they occur. [RSA 41:19; Rev 1707.13]

Monday, March 29, 2021

Minutes and various reports must be filed with the Department of Revenue Administration within 20 days after the close of town meeting. [RSA 21-J:34]

APRIL 2021

Thursday, April 1, 2021

Town clerk to send 2 copies of town report to State Library and 1 copy of town report to UNH Library within 30 days. [RSA 41:22; 201-A:18]

Thursday, April 8, 2021

Within 30 days after town meeting, town clerk to report on town library to assistant state librarian. [RSA 41:20]

Thursday, April 8, 2021

Appointed municipal budget committee members must be named within 30 days after town meeting. [RSA 32:15, II]

MAY 2021

Saturday, May 8, 2021

Ballots and absentee voting materials for election of town officers at town meeting may be destroyed by the town clerk until the contest is settled and all appeals have expired or at least 60 days after the election, whichever is longer. [RSA 657:16; 657:22; 659:100-101; 669:25; 33-A:3-a]



NHMA Guidance on 2021 Annual Meeting*

December 4, 2020

*This guidance is subject to further update, clarification, and supplemental material. Please visit NHMA's COVID-19 webpage to ensure you are reading the most recent version of our guidance and any supplemental information that may be available.

HB 1129: "Drive-Thru Voting"

In order to afford local governments the option of holding a virtual annual meeting in 2021, the Legislature adopted [HB 1129](#) (2020 N.H. Laws Chapter 8). The Temporary Optional Town Meeting Procedures of HB 1129, Paragraph 8:3, are set forth at length below, and may be used for either SB2 or "traditional" annual meetings.

The governing body of a town, school district or village district may elect to convene the annual meeting to approve the posted warrant through a two (2) step process. Where that decision is going to be made after the warrant has been posted, and thus the town meeting has been scheduled, the moderator should make a determination under 40:4 that an "emergency" (Covid-19) has "render[ed] use of the meeting location unsafe," and the select board would then exercise the option to conduct a virtual meeting as permitted by HB 1129. All procedures that would normally precede posting of the annual meeting warrant would still be followed as prescribed in RSA chapter 39, RSA chapter 40, RSA chapter 52, RSA chapter 194. When the governing body undertakes to employ HB 1129 to conduct the annual meeting virtually, the regular municipal legal counsel should be consulted.

Step 1: First, the governing body must hold two (2) live virtual meetings to inform the voters about the proposed optional meeting procedures, discuss the warrant articles and finalize the warrant content.

Before the first virtual information session is held the governing body shall mail notice to all registered voters at least seven (7) days prior to that first session providing the date and time of the meeting and the virtual meeting access information. This means that each voter shall receive an individually addressed piece of mail, regardless of the number of voters at each address location. The notice must also describe the procedures to be followed for conducting the annual meeting under provisions of HB 1129. The notice will also inform voters that a second virtual meeting will be held by the governing body seven days later. This first information session would be a review of the warrant, article by article. During the first information session, the proposed optional town or school district meeting procedures must also be outlined. The first information session will be conducted by the governing body chairperson or by the moderator. It would be optional whether the first information session would be interactive with members of the public offering comment via online means.

After the first virtual meeting is adjourned, questions and comments from the public shall be solicited and received via electronic mail, voice mail, text message, or by other electronic means. Comments are not restricted to registered voters, but of course the governing body can decide how much weight to give to comments from non-voters.

Within seven (7) days of the first information session, the governing body shall hold another live virtual meeting to consider and address comments received from the public after the first session. At that meeting the governing body shall discuss, debate, and be permitted to amend the posted warrant. This delegates to the governing body the sole authority to put the warrant in final form. Like the first information session, this second virtual meeting could either be conducted by the chair of the governing body or by the moderator. It would also be optional whether the second information session would be interactive with the public participating via online means.

Step 2: Second, after the last information session the governing body would make the final warrant available electronically for printing by voters to be brought to the voting session. The final warrant that is provided electronically would be in the nature of a sample ballot. The actual ballot to be used for voting purposes would only be provided to each voter at the drive-up voting session. Although HB 1129 permits the governing body to schedule the date and time of the voting session, ideally the date of the voting session should comply with the date prescribed as the Official Ballot Voting Day as defined in RSA 652:16-g. Therefore, it is recommended that the drive-up voting session for a traditional town or school district meeting would be March 9, 2021 or May 11, 2021. For an SB 2 town or district the drive-up voting session would be on March 9, 2021, April 13, 2021, or May 11, 2021. However, in a town where town elections and school district elections are coordinated, it will be necessary for the town and school district to cooperate, and this may require the drive-up voting session to be held on a different day, especially if the school district is using HB 1129 and the town is not, or vice versa.

Voting on final warrant articles shall be by secret ballot cast by voters through drive-up procedures to ensure appropriate social distancing. For SB 2 municipalities and districts, voting by official ballot for the election of officers and for voting on all warrant articles will proceed as provided in RSA 40:13. In a traditional town or district meeting municipality, an official ballot will be printed for the election of officers and other items that are required to be placed on the official ballot. All other warrant articles will be printed on a separate ballot ("the alternative ballot").

The first article on the SB 2 Official ballot or the alternative ballot shall ask whether voters approve the optional meeting procedures. If the optional procedures are not approved by a simple majority, all other warrant articles shall be deemed disapproved. However, the election of officers and action on other items on the initial ballot will be effective. (Because of an ambiguity in the bill, if an SB 2 town or district does not approve the optional procedures, there is some uncertainty about whether the election of officers would be deemed effective.) If the optional voting procedures are approved, then all other votes on warrant articles shall be deemed the final action of the meeting, provided that if the operating budget warrant article is not approved, the governing body may vote to:

- (a) Convene a meeting before September 1 to adopt an operating budget; or
- (b) Elect to deem that the meeting has adopted the previous year's operating budget article, not including separate warrant articles.

Municipalities or school districts that will be voting on bond articles under the provisions of RSA 33:8 and RSA 33:8-a should plan to consult your bond counsel or the Municipal Bond Bank for any additional procedures that should be followed.

***This guidance is subject to further update, clarification, and supplemental material. Please visit NHMA's COVID-19 webpage to ensure you are reading the most recent version of our guidance and any supplemental information that may be available.**

In-Person Annual Meetings & Masks

For those towns that do hold in person deliberative or business sessions, NHMA interprets EO #74 to apply to those meetings, and persons attending those meetings who cannot consistently maintain a physical distance of at least six feet from persons outside their household must wear a mask or cloth face covering over their noses and mouths. Local officials should review [NHMA's guidance on EO#74](#).

Other Voting-Related Issues

NHMA is pursuing clarification on several other town meeting and election issues. We will keep you updated, and we will also update this guidance if additional clarification or orders/guidance from the state becomes available.

HB 1129- 8:3 Temporary Optional Town Meeting Procedures; State of Emergency. Towns, village districts, and school districts that are unable to hold in-person annual meetings in 2020 or 2021 due to novel coronavirus disease (Covid-19) may conduct virtual meetings in accordance with this section. At the option of the governing body, the town or school district meeting may be convened and proceed to approve the posted 2020 or 2021 warrant in the following fashion:

I. The governing body shall host a live virtual meeting and information session, during which the proposed optional town or school district meeting procedures shall be outlined and warrant articles discussed. At least 7 days prior to this informational session, notice shall be mailed to all registered voters describing the procedures to be followed for conducting an annual meeting pursuant to this section. After the live, virtual meeting is adjourned, questions and comments from the public shall be solicited and received via electronic mail, voice mail, text message, or by other electronic means.

II. Within 7 days of the information session, the governing body shall hold another live virtual meeting to consider and address comments received from the public. The governing body shall then discuss, debate, and be permitted to amend the posted warrant. The final warrant, as amended, shall then be made available electronically for printing by voters to be brought to the voting session, which shall be scheduled for a date and time to be determined by the governing body.

III. Voting on final warrant articles shall be by secret ballot cast by voters through drive-up procedures to ensure appropriate social distancing. In a town or district that uses the official ballot for the election of officers and has not yet held its town or district election, an official ballot will be printed for the election of officers and other items that are required to be placed on the official ballot. All other warrant articles will be printed on a separate ballot ("the alternative ballot").

IV. The first article on the alternative ballot shall ask whether voters approve these optional meeting procedures. If the optional procedures are not approved by a simple majority, all other warrant articles shall be deemed disapproved. However, the election of officers and action on other items on the initial ballot will be effective. If the optional voting procedures are approved, then all other votes on warrant articles shall be deemed the final action of the meeting, provided that if the operating budget warrant article is not approved, the governing body may vote to:

- (a) Convene a meeting before September 1 to adopt an operating budget; or
- (b) Elect to deem that the meeting has adopted the previous year's operating budget article, not including separate warrant articles.

V. In a town or district using the official ballot referendum (SB 2) form of annual meeting that has held its deliberative session but has not yet held its official ballot voting sessions, the governing body may choose to use the drive up procedures in paragraph III for the official ballot voting session, and paragraphs I and II shall not apply.

*This guidance is subject to further update, clarification, and supplemental material. Please visit NHMA's COVID-19 webpage to ensure you are reading the most recent version of our guidance and any supplemental information that may be available.

Temporary Optional Town Meeting Procedures—HB 1129

This year, the legislature has offered us a very interesting Covid-19 alternative to holding an in-person town meeting. Towns (both SB 2 and traditional town meeting) that do not wish to hold in-person annual meetings in 2021 due to Covid-19 may conduct virtual meetings in accordance with this section, at the option of the board of selectmen. Below we have described the details—please let us know if you have questions or would like to discuss pros and cons.

It remains legal to hold an in person town meeting just as you have every other year.

If you choose the virtual meeting, the process is as follows:

I. The selectmen host a live virtual meeting and information session, during which the proposed optional town meeting procedures shall first be outlined and then the warrant articles discussed. There is no provision at this meeting for discussion or debate by others. There is no statutory guidance as to when this must be held. At least 7 days prior to this informational session, notice shall be mailed to all registered voters describing the procedures to be followed for conducting an annual meeting pursuant to this section. After the live, virtual meeting is adjourned, questions and comments from the public shall be solicited and received via electronic mail, voice mail, text message, or by other electronic means. There is no guidance for how to do this or to keep track of the comments. We recommend setting up a designated e-mail address where voters can send comments and making this information available both at the virtual meeting, on the notice sent to the voters before the virtual meeting, and on the town's website.

II. Within 7 days of the information session, the selectmen must hold a second live virtual meeting to consider and address comments received from the public. There is no guidance as to what "consider and address" means, but we recommend discussing each comment received. To the extent that multiple, similar comments are received, they can be grouped for discussion. The selectmen shall then discuss, debate, and be permitted to amend the posted warrant. There is no opportunity for voters to directly amend the warrant articles. The final warrant, as amended, shall then be made available electronically for printing by voters to be brought to the voting session, which shall be scheduled for a date and time to be determined by the selectmen. Again, no guidance is provided as to when this shall take place, but we recommend holding it on the date and time you would normally hold your voting session, or the Saturday after that usual date.

III. Whether your town normally holds an SB2 or traditional town meeting, voting on final warrant articles shall be by secret ballot cast by voters through drive-up procedures to ensure appropriate social distancing. An official ballot will be printed for the election of officers and other items that are required to be placed on the official ballot ("the initial ballot"). All other warrant articles will be printed on a separate ballot ("the alternative ballot"). There is no guidance as to how this drive-up voting is supposed to work, in terms of checking in the voters, providing a place for them to vote, and providing a

place to deliver the ballots. A parking lot is probably the best option. Set up a voter check-in at the designated entrance; allow people to fill out their ballots in their cars; set up a ballot drop box at the designated exit. Of course, you will need to coordinate this with your supervisors of the checklist and your moderator.

IV. The first article on the alternative ballot must ask whether voters approve the optional meeting procedures. If the optional procedures are not approved by a simple majority, all other warrant articles on the alternative ballot shall be deemed disapproved. However, items on the initial ballot will still be effective. If the optional voting procedures are approved, then all other votes on warrant articles on the alternative ballot shall be deemed to be the final action of the meeting. However, if the operating budget warrant article is not approved, the governing body may vote to either:

- (a) Convene a meeting before September 1 to adopt an operating budget; or
- (b) Elect to deem that the meeting has adopted the previous year's operating budget article*, not including separate warrant articles.

***CAUTION:** When this legislation refers to "the previous year's operating budget," that is not necessarily the same as the Default Budget as defined in RSA 40:13 It may be lower.

Landfill Solar Array Discussion



TOWN OF EXETER

Planning and Building Department

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

www.exeternh.gov

Date: January 8, 2021

To: Russell Dean, Town Manager

From: Dave Sharples, Town Planner

Re: Solar Array Development at Cross Road landfill

At their meeting earlier this week, the Select Board discussed a potential solar array development at the Cross Rd landfill. The discussion ended with the Select Board tabling the discussion until their January 11, 2021 meeting. The Select Board also asked for input from the public and the Sustainability, Energy, and Communication Committees. To that end, I would like to describe what has transpired since that meeting.

The Sustainability Advisory Committee (SAC) met on Tuesday evening and discussed the solar array project. The SAC has discussed this project for the past several meetings and is very supportive of the proposal. The Chair of the SAC will attend the meeting and is prepared to speak on the issue. The Energy Committee met on Thursday and discussed the project as they have many times and are very excited about the project. The Chair of the Energy Committee along with other members plan to attend the meeting and speak on the proposal. While the Communications Committee did not meet as far as I'm aware of, several members will be attending the meeting.

To garner public input, I wrote the enclosed press release and sent it to the Newsletter on Wednesday morning. Unfortunately, it did not appear in today's paper but hopefully it may be in the Sunday edition. However, I did put the press release on our website, sent it out to others who have been circulating it and we have already received input from several folks. I also direct mailed the press release to all abutters around the landfill. I wanted to make sure they got a personal invitation to the meeting so if they have any concerns or questions they can attend the meeting. I will be there, along with Revision Energy, to answer any questions.

The Select Board also requested a side by side comparison of the two options. Revision Energy provided the enclosed comparison. I also have reached out to several folks inquiring about the details of their solar array projects and will report my findings at the meeting.

Thank You.

Enclosures (2)



Press Release – Town of Exeter Solar Array Development at the Cross Road Landfill

Contact: Dave Sharples

Phone number/email: (603) 773-6114/dsharples@exeternh.gov

Exeter NH. January 6, 2021: The Town of Exeter is considering the construction of up to a 1.75 megawatt solar array at the town's closed landfill site on Cross Road. The town issued a Request for Proposals (RFP) in November of 2020 and received two proposals. The Town created a five-member interview panel that included a member of the Sustainability Advisory Committee, a member of the Energy Committee, the Town Planner, the Assistant Town Engineer, and the DPW Highway Supervisor.

The panel recommended the Town of Exeter work with Revision Energy to pursue the project. Revision Energy's proposal included two options: a lease option and a direct ownership option. (full proposal is available at: <https://www.exeternh.gov/planning/current-upcoming-projects>). The panel presented the project and described the two options at the January 4, 2021 Select Board meeting. At the meeting, the Select Board requested input from the public and town committees and placed the item on their January 11, 2021 agenda to discuss further and receive public input.

In the lease option, the town would lease the land for an initial period of 25 years to a private firm with four possible 5-year extensions. Under this scenario, the private firm would permit, construct, and maintain the solar array. There would be no capital investment made by the Town of Exeter. The town would simply be leasing the land and would receive an annual lease payment and payment in lieu of taxes (PILOT). As outlined in the Revision Energy proposal, the lease option would generate a total of \$473,249 of revenue for the town during the initial 25-year lease period and a total \$692,355 at the end of 40 years.

With direct ownership option, the Town of Exeter would issue a bond for approximately \$3.6 million dollars to construct the solar array. The town would engage Revision Energy as a partner in the development process. Under this scenario, the town would construct, own and maintain the solar array development. However, the town would contract out the operations and maintenance of the facility to a third party. As outlined in the Revision Energy proposal, the direct ownership option would generate a total of \$1,786,563 of revenue for the town during the initial 25-year ownership period and a total of \$6,588,506 at the end of 40 years. Unlike the lease option, this scenario would allow the town the ability to claim credit for the renewable energy produced to offset the town's greenhouse gas emissions.

Both options would require a warrant article and positive vote from the residents of Exeter. The Select Board wants to hear from the community on this project. If you have comments on this proposal you can email Select Board members, the Town Manager, or the Town Planner directly. Their emails can be found on the town's website: <https://www.exeternh.gov/contact..> You can also attend the Select Board meeting on Monday, January 11, 2021 at 7pm. Information can be found here: <https://www.exeternh.gov/meetings>. Town staff will attend this meeting and provide a presentation on the two options. The Town of Exeter looks forward to hearing from the community on this project.

The Town of Exeter would permit the construction of a 1.77 MW solar array on its closed landfill, which will generate over 2.3 million kilowatt-hours (kWh) of electricity each year to be sold the grid. The choice for the Town is, "Who will make the \$3.6 million investment to build the solar array, and who will benefit (and how much)?"

Path 1: Investor Ownership

Town leases land for 25-40 yrs to an Investor, who builds, owns, operates the array and controls the energy and its environmental attributes) and pays Town annual Lease, PILOT, contingent rebate payments.

Path 2: Town Investment and Ownership

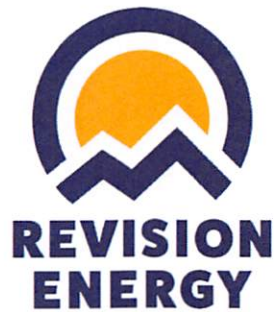
Town bonds \$3.6M to build the array, owns and operates the array, directly receives income from sale of electricity and controls environmental attributes, either to sell (realize revenue) and/or to reduce Town's "carbon footprint".

| Year | Energy Produced (kWh) | Value of Electricity (\$S) | Value of RECs | Total Value Produced (\$\$) | Cost to Town | Revenue to Town (Lease Payment + PILOT + contingent rebate) | Cost to Town (Bond Payment + Insurance + O&M costs) | Revenue to Town (Sale of Electricity and RECs) | Net Revenue to Town |
|------|-----------------------|----------------------------|---------------|-----------------------------|--------------|---|---|--|---------------------|
| 1 | 2,304,934 | \$ 177,480 | \$ 80,173 | \$ 257,653 | \$ - | \$ 10,614 | \$ 244,914 | \$ 257,653 | \$ 12,739 |
| 2 | 2,293,409 | \$ 181,007 | \$ 79,769 | \$ 260,777 | \$ - | \$ 10,720 | \$ 244,066 | \$ 260,777 | \$ 16,711 |
| 3 | 2,281,942 | \$ 184,605 | \$ 79,368 | \$ 263,973 | \$ - | \$ 10,827 | \$ 244,219 | \$ 263,973 | \$ 19,754 |
| 4 | 2,270,533 | \$ 188,274 | \$ 78,969 | \$ 267,243 | \$ - | \$ 10,936 | \$ 244,376 | \$ 267,243 | \$ 22,867 |
| 5 | 2,259,180 | \$ 192,016 | \$ 78,571 | \$ 270,587 | \$ - | \$ 11,045 | \$ 244,536 | \$ 270,587 | \$ 26,051 |
| 6 | 2,247,884 | \$ 195,832 | \$ 78,176 | \$ 274,008 | \$ - | \$ 11,155 | \$ 244,699 | \$ 274,008 | \$ 29,309 |
| 7 | 2,236,645 | \$ 199,724 | \$ 77,783 | \$ 277,507 | \$ - | \$ 11,267 | \$ 244,865 | \$ 277,507 | \$ 32,642 |
| 8 | 2,225,461 | \$ 203,694 | \$ 77,391 | \$ 281,085 | \$ - | \$ 11,380 | \$ 245,034 | \$ 281,085 | \$ 36,051 |
| 9 | 2,214,334 | \$ 207,742 | \$ 77,002 | \$ 284,744 | \$ - | \$ 15,166 | \$ 245,207 | \$ 284,744 | \$ 39,537 |
| 10 | 2,203,262 | \$ 211,871 | \$ 76,614 | \$ 288,485 | \$ - | \$ 22,625 | \$ 245,384 | \$ 288,485 | \$ 43,102 |
| 11 | 2,192,246 | \$ 216,082 | \$ 76,229 | \$ 292,311 | \$ - | \$ 22,686 | \$ 245,563 | \$ 292,311 | \$ 46,747 |
| 12 | 2,181,285 | \$ 220,377 | \$ 75,845 | \$ 296,222 | \$ - | \$ 22,748 | \$ 245,747 | \$ 296,222 | \$ 50,475 |
| 13 | 2,170,378 | \$ 224,757 | \$ 75,463 | \$ 300,220 | \$ - | \$ 22,812 | \$ 245,934 | \$ 300,220 | \$ 54,286 |
| 14 | 2,159,527 | \$ 229,224 | \$ 75,083 | \$ 304,307 | \$ - | \$ 22,877 | \$ 246,125 | \$ 304,307 | \$ 58,182 |
| 15 | 2,148,729 | \$ 233,780 | \$ 74,706 | \$ 308,485 | \$ - | \$ 22,944 | \$ 246,320 | \$ 308,485 | \$ 62,165 |
| 16 | 2,137,985 | \$ 238,426 | ** | \$ 238,426 | \$ - | \$ 23,012 | \$ 246,518 | \$ 238,426 | \$ (8,092) |
| 17 | 2,127,295 | \$ 243,165 | ** | \$ 243,165 | \$ - | \$ 23,082 | \$ 246,721 | \$ 243,165 | \$ (3,556) |
| 18 | 2,116,659 | \$ 247,998 | ** | \$ 247,998 | \$ - | \$ 23,154 | \$ 246,927 | \$ 247,998 | \$ 1,070 |
| 19 | 2,106,076 | \$ 252,926 | ** | \$ 252,926 | \$ - | \$ 23,226 | \$ 247,138 | \$ 252,926 | \$ 5,788 |
| 20 | 2,095,545 | \$ 257,953 | ** | \$ 257,953 | \$ - | \$ 23,301 | \$ 247,353 | \$ 257,953 | \$ 10,600 |
| 21 | 2,085,067 | \$ 263,080 | ** | \$ 263,080 | \$ - | \$ 23,376 | \$ 247,568 | \$ 263,080 | \$ 15,432 |
| 22 | 2,074,642 | \$ 268,309 | ** | \$ 268,309 | \$ - | \$ 23,454 | \$ 247,786 | \$ 268,309 | \$ 20,264 |
| 23 | 2,064,269 | \$ 273,642 | ** | \$ 273,642 | \$ - | \$ 23,533 | \$ 248,007 | \$ 273,642 | \$ 25,096 |
| 24 | 2,053,948 | \$ 279,080 | ** | \$ 279,080 | \$ - | \$ 23,613 | \$ 248,230 | \$ 279,080 | \$ 29,921 |
| 25 | 2,043,678 | \$ 284,627 | ** | \$ 284,627 | \$ - | \$ 23,695 | \$ 248,455 | \$ 284,627 | \$ 34,746 |
| 26 | 2,033,459 | \$ 290,284 | ** | \$ 290,284 | \$ - | \$ 13,612 | \$ 248,682 | \$ 290,284 | \$ 39,571 |
| 27 | 2,023,292 | \$ 296,053 | ** | \$ 296,053 | \$ - | \$ 13,748 | \$ 248,911 | \$ 296,053 | \$ 44,396 |
| 28 | 2,013,176 | \$ 301,937 | ** | \$ 301,937 | \$ - | \$ 13,885 | \$ 249,142 | \$ 301,937 | \$ 49,221 |
| 29 | 2,003,110 | \$ 307,938 | ** | \$ 307,938 | \$ - | \$ 14,024 | \$ 249,375 | \$ 307,938 | \$ 54,046 |
| 30 | 1,993,094 | \$ 314,059 | ** | \$ 314,059 | \$ - | \$ 14,164 | \$ 249,610 | \$ 314,059 | \$ 58,871 |
| 31 | 1,983,129 | \$ 320,300 | ** | \$ 320,300 | \$ - | \$ 14,306 | \$ 249,847 | \$ 320,300 | \$ 63,696 |
| 32 | 1,973,213 | \$ 326,666 | ** | \$ 326,666 | \$ - | \$ 14,449 | \$ 250,086 | \$ 326,666 | \$ 68,521 |
| 33 | 1,963,347 | \$ 333,159 | ** | \$ 333,159 | \$ - | \$ 14,594 | \$ 250,327 | \$ 333,159 | \$ 73,346 |
| 34 | 1,953,530 | \$ 339,780 | ** | \$ 339,780 | \$ - | \$ 14,740 | \$ 250,570 | \$ 339,780 | \$ 78,171 |
| 35 | 1,943,763 | \$ 346,534 | ** | \$ 346,534 | \$ - | \$ 14,887 | \$ 250,815 | \$ 346,534 | \$ 83,046 |
| 36 | 1,934,044 | \$ 353,421 | ** | \$ 353,421 | \$ - | \$ 15,036 | \$ 251,062 | \$ 353,421 | \$ 87,921 |
| 37 | 1,924,374 | \$ 360,445 | ** | \$ 360,445 | \$ - | \$ 15,186 | \$ 251,311 | \$ 360,445 | \$ 92,796 |
| 38 | 1,914,752 | \$ 367,609 | ** | \$ 367,609 | \$ - | \$ 15,338 | \$ 251,562 | \$ 367,609 | \$ 97,671 |
| 39 | 1,905,178 | \$ 374,915 | ** | \$ 374,915 | \$ - | \$ 15,491 | \$ 251,815 | \$ 374,915 | \$ 102,546 |
| 40 | 1,895,652 | \$ 382,367 | ** | \$ 382,367 | \$ - | \$ 15,646 | \$ 252,070 | \$ 382,367 | \$ 107,421 |

TOTAL REVENUE TO TOWN:

PATH 1: \$ 692,355

PATH 2: \$ 6,522,270



Proposal for the Town of Exeter

Solar Installation at Cross Road Landfill

November 19, 2020

ReVision Energy Inc.
An Employee-Owned Solar Company
Brentwood & Concord, NH
www.ReVisionEnergy.com
(603) 679-1777

Certified



Corporation

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Cover Letter and Project Narrative

November 19, 2020

Dave Sharples
Town Planner
Town of Exeter
10 Front St.
Exeter, NH 03833

Dear Mr. Sharples,

ReVision Energy, New Hampshire's local employee-owned solar company and a top-ranked solar installer in New England¹, is pleased to provide this proposal for the development of a solar array on the 22.5 acre Town parcel located at the end of Cross Road in Exeter. We applaud the Town of Exeter for its commitment and proactive approach to improving the efficiency and reducing the environmental impacts of its energy use and production in Town, through the cooperative efforts of the Town's Board of Selectmen, Planning Department, Public Works Department, advised by an active and engaged volunteer Energy Committee. The Town's closed landfill is a tremendous potential resource for harvesting solar energy, and ReVision Energy is pleased to provide this analysis and proposal for how the Town could best capitalize on it. The contemplated project is an exciting opportunity for the Town to partner with a local solar energy company that has a long track record of success with similar projects, and distinguish itself as a leader among cities and towns in New Hampshire by producing nearly as much renewable electricity in this location as all Town facilities use each year.

Having studied the Town's recently completed Municipal Operations Greenhouse Gas Emissions Inventory Report, we understand the Town's multiple complementary objectives of reducing long-term energy costs for the Town while becoming more resilient to the impacts of climate change and reducing the Town's contribution to it. These objectives are shared, and are being met, by the dozens of other New Hampshire municipalities and hundreds of private businesses and nonprofits for whom ReVision has installed solar projects since 2003. We would be honored to bring our experience to bear as Exeter's trusted partner in its clean energy transition.

This cover letter and project narrative describes the 1.75 Megawatt (MW) array ReVision Energy proposes to install in 2021 on the capped landfill. Although the proposal design and financials are indicative, in keeping with the RFP, they are based on our:

1. Direct knowledge of the Exeter Town site from satellite, GIS, and on-the-ground inspection
2. Extensive experience meeting local, state, and federal permitting requirements for ground-mounted solar arrays in NH, including capped landfills;
3. Detailed knowledge of current and experienced insight into likely future state & federal solar regulations and incentives, including net energy metering, wholesale power generation, state rebates,

¹ ReVision Energy has been listed one of Solar Power World's "Top 500 North American Solar Contractors" each year since 2014 and the #1 Rooftop Solar Installer in New England each year since 2017



federal tax credits and depreciation, and the solar investor financial market

4. Close collaboration with the utility company Unitil on interconnection design, budgeting, study, and approval of PV systems of similar size and complexity
5. ReVision's unmatched experience designing, engineering, permitting, installing, and financing solar for municipal utilities and similar sites throughout NH

As detailed in the Proposal Overview, ReVision Energy is pleased to offer two paths to the construction of a 1.77 MW solar array on the closed Cross Road landfill. One path would be directly responsive to the RFP's "ask" for a lease of the land, as well as a PILOT on the value of the solar array, that would bring the Town a revenue stream of starting at over \$10,500 annually and nearly \$750,000 in total during the 40 year expected life of the array, with very little risk.

Under this option, ReVision and our mission-aligned investor partner would take full responsibility for the design, permitting, construction, interconnection, operation, maintenance, and decommissioning of the solar array while the Town would simply lease the land and agree to subscribe its entire municipal load to the array, under a Group Net Metering agreement established in accordance with NH Public Utilities Commission rules. Such an agreement would NOT prevent the Town from continuing to seek the lowest competitive electricity supply rates for its load.

The other path, which we offer because we always want to help our customers realize maximum value from their decision to "go solar", would be a bond-financed turnkey purchase of the array. Under a set of reasonable assumptions about future utility rates and Renewable Energy Certificate values that we will be happy to describe, a 20 year bond (at 2.75% interest rate) would be cash-positive from Year 1. More specifically, the Town would realize combined annual revenue from the sale of net-metered electricity to Unitil and Renewable Energy Certificates on the New England REC market (net of annual O&M expenses and REC Management fees) of over \$250,000, exceeding annual bond payments of ~\$235,000 by nearly \$15,000 in the first year, with the delta growing thereafter. Owning the generation asset outright would bring the Town net revenue of nearly \$570,000 by Year 20, earn a 5.2% internal rate of return over the 25 year warranty period on the solar panels' production, and net revenue of nearly \$6.6M through the 40 year expected life of the equipment.

Beyond just installing solar panels, ReVision prides itself on building collaborative and mutually beneficial long-term relationships with our clients by investing in the communities where we live and work. With our choice in 2011 of Brentwood as the site for our New Hampshire office and operations warehouse -- currently the employment base for over 60 co-owners -- our commitment to the Seacoast region goes back a full decade. 26 ReVision co-owners live in Exeter or one of its neighboring towns of Brentwood, E. Kingston, Hampton Falls, Kensington, Kingston, Newfields, and Stratham. We've been a member of the Exeter Area Chamber of Commerce from the outset, receiving numerous awards and hosting networking breakfasts and after-hours events. Our colleague and co-owner Nate Swasey's grandfather donated the land for the Swasey Parkway. Amy Farnham volunteers on the Energy and the Budget recommendation committees, and has also worked with students exploring options for solar on the Town's schools. NH-based co-founder Dan Clapp serves on the board of the Southeast Land Trust. The lead Systems Design Engineer & Commercial Project Manager in our Liberty, Maine office, Hans Allbee is a Philips Exeter Academy graduate.

But when it comes to the all-important business of actually installing solar panels, we're certainly proud to point to a steadily expanding portfolio of solar projects operated by ReVision and our local impact investors



on behalf of area towns and nonprofits. Over the past 5 years, we've earned competitive RFP awards and independent selections to install large-scale solar PPA projects for the City of Dover, the Towns of Brentwood, Stratham, Newfields, Nottingham, Lee, Durham, and the Dover and Oyster River School Districts, and far more across the state of New Hampshire. Here in Exeter alone, we have installed over 50 residential solar arrays, along with these commercial or institutional clients:

- Exeter Lumber
- The downtown Exeter Swampscott Block
- Philips Exeter Academy's new fieldhouse, the largest rooftop array in the state at the time (a bar we've since raised several times with other projects).
- Avesta Housing Exeter
- Exeter Housing Authority
- Russman Law firm in downtown Exeter

In each case, ReVision has been pleased to offer ongoing community and educational enrichment opportunities that range from working with children and youth in STEM applications to delivering community presentations on energy/environment to sponsoring local nonprofits. We also provide real-time solar monitoring solutions for community members online, often paired with attractive displays and EV charging at Town Hall.

As a 20-year Seacoast resident, I want to personally thank the Town of Exeter for taking the initiative to lower its energy costs on behalf of all residents while setting a strong example of environmental stewardship for the state. On behalf of my 260 co-owners at ReVision, we would be honored to partner with Exeter in pursuit of your worthy goals in 2021 and beyond.

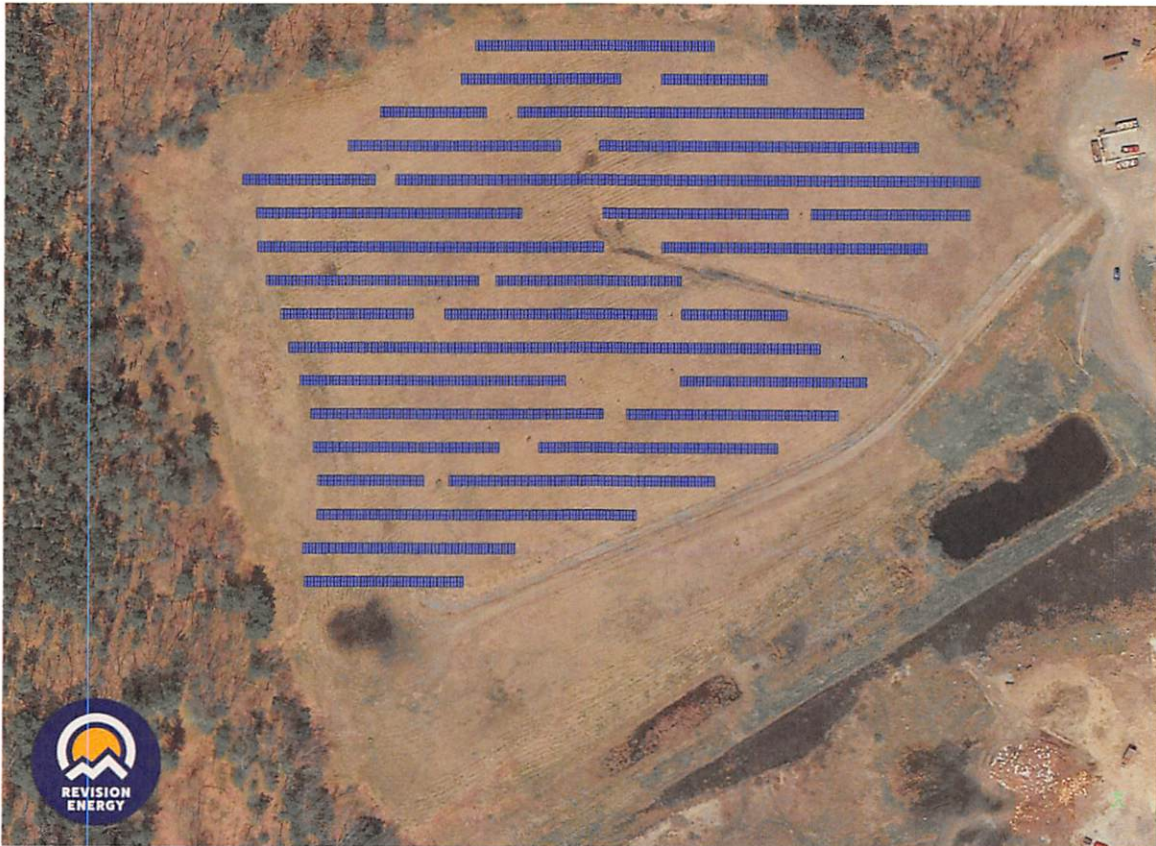
A handwritten signature in black ink that reads "Ned Reynolds". The signature is fluid and cursive, written in a professional style.

Ned Reynolds
Commercial Solar Consultant
7 Commercial Drive | Brentwood, NH 03833
(603) 365-1725 | nedr@revisionenergy.com

Proposal Overview: Financial Options

Pending the adoption of state legislation in 2021 to raise the 1 MW net metering cap for NH municipalities (on which ReVision Energy is working with Republican and Democratic leaders in the NH House and Senate), ReVision proposes to design, permit, finance, and install a 1.77 MW (DC) ground-mounted solar array utilizing approximately 6.2 acres of the landfill area, as shown in Figure 1 below. The proposed solar array would utilize concrete ballast blocks for mounting the module racking to comply with environmental regulations for solar on capped landfills; there would be no disturbance to the landfill itself. The array would be located on approximately 6.2 acres of elevated land in the central portions of the landfill site while avoiding the steeper perimeter grades which are not conducive to concrete ballast racking. The array and its 1.5 MW AC inverter capacity would generate 2,305,000 kWh of clean solar electricity annually. This amount of generation would offset nearly 97% of the Town's electricity usage from all municipal operations according to the GHG Emissions Inventory Report (2,382,984 kWh/year).

Figure 1. Engineer's Rendering of Potential 1.77 MW Solar Array on closed landfill site



The 8-acre site offered for the array appears to be well suited for such a use, for the following reasons:

1. Strong southern exposure with nominal shading enabling long row spans at optimal 180° azimuth for peak year-round generation;
2. Minimal grades with almost no altitude range;
3. Access road along the south side and sufficient space on the perimeter to allow for efficient construction without extraneous incursions onto the cap and sufficient room for construction of a perimeter fence.

Neither construction nor long-term operation of the array would have to restrict or negatively affect the existing Department of Public Works operations, which include extensive public access to the Transfer Station and to materials storage/recycling on the adjacent parcel, in any way. It appears that connecting the array to Unitil's 3-phase power lines, which run to the base of Cross Road and along Kingston Rd. would be could be effected via whichever path is deemed least expensive and intrusive, subject to further evaluation.

Figure 2. Potential Interconnection paths to 3-Phase Power Lines





Current New Hampshire utility rate structures and tariffs for electricity exported (or “net-metered”) from any standalone solar facility (one without significant on-site load, as is the Cross Road landfill), along with this site’s physical characteristics and infrastructure requirements, pose significant challenges to a solar project’s economic viability. However, based on ReVision’s unmatched experience designing, engineering, permitting, installing, and financing solar for municipalities and similar sites throughout the region, we present here two possible pathways to getting it done, and offer – should you select us as your partner -- this expertise and our substantial company resources to helping the Town understand, analyze, and choose the one that best aligns with its goals and risk tolerance.

Path 1: 25 Year Site Lease and Offtaker Agreement

Under this option, the Town would lease the site to an Investor and sign a 25 year “offtaker” agreement for the Town’s entire municipal load. The offtaker agreement would NOT prevent the Town from continuing to seek the lowest possible competitive electricity supply rates for its facilities. The lease and offtaker agreement would be for an initial term of 25 years, with four (4) 5 year possible extensions. The Unitil rate “floor” as well as the Lease payment and PILOT would be subject to annual escalation.

The Investor would finance the approximately \$3.625M capital cost of the array and pay the Town a combined revenue stream from:

- a. Lease payment of \$4/kW, escalating at 1% /yr (in Year 1:
- b. PILOT of \$2/kW, escalating at 1% per year (in Year 1:
- c. A “rebate” of up to \$0.005 (half a cent) per kWh generated and sold to Unitil on every kWh, once the net-metering rate (the default energy rate) that Unitil pays the Investor exceeds \$0.08 per kWh (we currently estimate this rate will be \$0.077 (7.7 cents) per kWh by the time this array is constructed and commissioned late in 2021

An indicative revenue analysis and cash flow projection for Path 1 is shown in Table 1 on the next page.

It is important to recognize, when comparing projections offered by different vendors, that when ReVision makes pricing assumptions and conducts financial analyses, we always incorporate the real cost of utility interconnection studies for comparable systems as well as adequate allowances for service upgrades, geotechnical engineering, environmental permitting, etc. based on our experience designing and installing hundreds of complex municipal and commercial systems in NH. We also include annual expected maintenance costs (a best-practice annual Operations and Maintenance contract, and replacement of inverters at the end of their 20 year expected life) and annual REC Management fees in our cash flow projections.

Table 1: Indicative 25-Year Lease & Offtaker Agreement Revenue Analysis and Cash Flow

| Year | Generation (kWh) | Floor Price (\$/kWh) | Utility (\$/kWh) | Difference | Rebate to Town | Lease Payment (\$4/kW) | PILOT (\$2/kW) | Annual Cash Flow to Town | Cumulative Cash Flow to Town |
|------|------------------|----------------------|------------------|------------|----------------|------------------------|----------------|--------------------------|------------------------------|
| 1 | 2,304,934 | \$0.0800 | \$0.07700 | (\$0.0030) | \$0 | \$ 7,076 | \$ 3,538 | \$ 10,614 | \$ 10,614 |
| 2 | 2,293,409 | \$0.0816 | \$0.07931 | (\$0.0023) | \$0 | \$ 7,147 | \$ 3,573 | \$ 10,720 | \$ 21,334 |
| 3 | 2,281,942 | \$0.0832 | \$0.08169 | (\$0.0015) | \$0 | \$ 7,218 | \$ 3,609 | \$ 10,827 | \$ 32,161 |
| 4 | 2,270,533 | \$0.0849 | \$0.08414 | (\$0.0008) | \$0 | \$ 7,290 | \$ 3,645 | \$ 10,936 | \$ 43,097 |
| 5 | 2,259,180 | \$0.0866 | \$0.08666 | \$0.0001 | \$0 | \$ 7,363 | \$ 3,682 | \$ 11,045 | \$ 54,142 |
| 6 | 2,247,884 | \$0.0883 | \$0.08926 | \$0.0009 | \$0 | \$ 7,437 | \$ 3,718 | \$ 11,155 | \$ 65,297 |
| 7 | 2,236,645 | \$0.0901 | \$0.09194 | \$0.0018 | \$0 | \$ 7,511 | \$ 3,756 | \$ 11,267 | \$ 76,564 |
| 8 | 2,225,461 | \$0.0919 | \$0.09470 | \$0.0028 | \$0 | \$ 7,586 | \$ 3,793 | \$ 11,380 | \$ 87,944 |
| 9 | 2,214,334 | \$0.0937 | \$0.09754 | \$0.0038 | \$3,672 | \$ 7,662 | \$ 3,831 | \$ 15,166 | \$ 103,110 |
| 10 | 2,203,262 | \$0.0956 | \$0.10047 | \$0.0049 | \$11,016 | \$ 7,739 | \$ 3,869 | \$ 22,625 | \$ 125,735 |
| 11 | 2,192,246 | \$0.0975 | \$0.10348 | \$0.0060 | \$10,961 | \$ 7,816 | \$ 3,908 | \$ 22,686 | \$ 148,420 |
| 12 | 2,181,285 | \$0.0995 | \$0.10659 | \$0.0071 | \$10,906 | \$ 7,894 | \$ 3,947 | \$ 22,748 | \$ 171,168 |
| 13 | 2,170,378 | \$0.1015 | \$0.10978 | \$0.0083 | \$10,852 | \$ 7,973 | \$ 3,987 | \$ 22,812 | \$ 193,980 |
| 14 | 2,159,527 | \$0.1035 | \$0.11308 | \$0.0096 | \$10,798 | \$ 8,053 | \$ 4,027 | \$ 22,877 | \$ 216,858 |
| 15 | 2,148,729 | \$0.1056 | \$0.11647 | \$0.0109 | \$10,744 | \$ 8,134 | \$ 4,067 | \$ 22,944 | \$ 239,802 |
| 16 | 2,137,985 | \$0.1077 | \$0.11996 | \$0.0123 | \$10,690 | \$ 8,215 | \$ 4,108 | \$ 23,012 | \$ 262,814 |
| 17 | 2,127,295 | \$0.1098 | \$0.12356 | \$0.0137 | \$10,636 | \$ 8,297 | \$ 4,149 | \$ 23,082 | \$ 285,897 |
| 18 | 2,116,659 | \$0.1120 | \$0.12727 | \$0.0152 | \$10,583 | \$ 8,380 | \$ 4,190 | \$ 23,154 | \$ 309,050 |
| 19 | 2,106,076 | \$0.1143 | \$0.13109 | \$0.0168 | \$10,530 | \$ 8,464 | \$ 4,232 | \$ 23,226 | \$ 332,276 |
| 20 | 2,095,545 | \$0.1165 | \$0.13502 | \$0.0185 | \$10,478 | \$ 8,549 | \$ 4,274 | \$ 23,301 | \$ 355,577 |
| 21 | 2,085,067 | \$0.1189 | \$0.13907 | \$0.0202 | \$10,425 | \$ 8,634 | \$ 4,317 | \$ 23,376 | \$ 378,953 |
| 22 | 2,074,642 | \$0.1213 | \$0.14324 | \$0.0220 | \$10,373 | \$ 8,720 | \$ 4,360 | \$ 23,454 | \$ 402,407 |
| 23 | 2,064,269 | \$0.1237 | \$0.14754 | \$0.0239 | \$10,321 | \$ 8,808 | \$ 4,404 | \$ 23,533 | \$ 425,940 |
| 24 | 2,053,948 | \$0.1262 | \$0.15197 | \$0.0258 | \$10,270 | \$ 8,896 | \$ 4,448 | \$ 23,613 | \$ 449,553 |
| 25 | 2,043,678 | \$0.1287 | \$0.15653 | \$0.0279 | \$10,218 | \$ 8,985 | \$ 4,492 | \$ 23,695 | \$ 473,249 |
| 26 | 2,033,459 | \$0.1312 | \$0.16122 | \$0.0300 | | \$ 9,074 | \$ 4,537 | \$ 13,612 | \$ 486,860 |
| 27 | 2,023,292 | \$0.1339 | \$0.16606 | \$0.0322 | | \$ 9,165 | \$ 4,583 | \$ 13,748 | \$ 500,608 |
| 28 | 2,013,176 | \$0.1366 | \$0.17104 | \$0.0345 | | \$ 9,257 | \$ 4,628 | \$ 13,885 | \$ 514,493 |
| 29 | 2,003,110 | \$0.1393 | \$0.17617 | \$0.0369 | | \$ 9,349 | \$ 4,675 | \$ 14,024 | \$ 528,518 |
| 30 | 1,993,094 | \$0.1421 | \$0.18146 | \$0.0394 | | \$ 9,443 | \$ 4,721 | \$ 14,164 | \$ 542,682 |
| 31 | 1,983,129 | \$0.1449 | \$0.18690 | \$0.0420 | | \$ 9,537 | \$ 4,769 | \$ 14,306 | \$ 556,988 |
| 32 | 1,973,213 | \$0.1478 | \$0.19251 | \$0.0447 | | \$ 9,633 | \$ 4,816 | \$ 14,449 | \$ 571,437 |
| 33 | 1,963,347 | \$0.1508 | \$0.19828 | \$0.0475 | | \$ 9,729 | \$ 4,865 | \$ 14,594 | \$ 586,031 |
| 34 | 1,953,530 | \$0.1538 | \$0.20423 | \$0.0505 | | \$ 9,826 | \$ 4,913 | \$ 14,740 | \$ 600,770 |
| 35 | 1,943,763 | \$0.1569 | \$0.21036 | \$0.0535 | | \$ 9,925 | \$ 4,962 | \$ 14,887 | \$ 615,657 |
| 36 | 1,934,044 | \$0.1600 | \$0.21667 | \$0.0567 | | \$ 10,024 | \$ 5,012 | \$ 15,036 | \$ 630,693 |
| 37 | 1,924,374 | \$0.1632 | \$0.22317 | \$0.0600 | | \$ 10,124 | \$ 5,062 | \$ 15,186 | \$ 645,879 |
| 38 | 1,914,752 | \$0.1665 | \$0.22986 | \$0.0634 | | \$ 10,225 | \$ 5,113 | \$ 15,338 | \$ 661,217 |
| 39 | 1,905,178 | \$0.1698 | \$0.23676 | \$0.0670 | | \$ 10,328 | \$ 5,164 | \$ 15,491 | \$ 676,709 |
| 40 | 1,895,652 | \$0.1732 | \$0.24386 | \$0.0707 | | \$ 10,431 | \$ 5,215 | \$ 15,646 | \$ 692,355 |

Path 2: Bond-financed Turnkey Purchase (Direct Ownership)

A 20 year bond-financed turnkey purchase would be **cash-positive from the outset**. In this scenario the Town would own the solar generation asset from the beginning, and would set up its own Group Net Metering agreement with Unitil to have the revenue from all 2.3M kilowatt-hours generated by the array and sold to Unitil (which we project at 7.7 cents/kWh or totaling nearly \$177,500 in Year 1) re-allocated to all other Town utility bills. This revenue would substantially offset the Town’s energy (per-kWh) charges all of those bills (the Town would still face demand charges on those bills from Unitil for their cost of maintaining distribution infrastructure), leaving a **net positive amount of nearly \$15,000 in Year 1**, an amount that would grow over time with expected utility rate inflation.

These pathways, with the right financial and engineering & construction partners, could save taxpayers either hundreds of thousands of dollars, or millions of dollars, long-term, depending on the Town’s preferences with respect to utility rate and REC value risk and appetite for active ownership/management of the asset (with expert support from its partner, ReVision Energy). Ownership would give the Town the most control and the greatest range of options over time when it comes to achieving the goals of reducing GHG emissions from municipal operations 30% by 2030, and achieving net-zero emissions by 2050, as recommended by the 2020 Municipal Operations GHG Inventory Report. Figure 3 below shows the positive cash flow that would accrue to the Town by financing the turnkey purchase of the array with a 20 year bond. It also shows the long-term levelized cost of energy from solar as compared to current and projected future utility electricity costs, which are as much as 2-4 times the net cost of solar.

Figure 3. Indicative Net Energy + REC Revenue vs. Bond Payment, Levelized Cost of Energy vs. Utility



A detailed indicative cash flow projection for the Bond-financed Turnkey Purchase path is shown in Table 2 on the next page.

Table 2: Indicative Turnkey Project Cash Flow

| Commercial PV Project Cash Flow - Town of Exeter | | | | | | | | | | | |
|--|--|-------------|----------------------------|--|-------------|-----------------------|-----------------------|----------|--------------------------------|--|-------------|
| System Design | | | Tax Assumptions | | | | Project Income | | | | |
| Annual Generation | | 2304934 | State | | NH | Y1 Utility Rate | | \$0.0770 | Utility Escalator | | 2.5% |
| System Size in kW (DC) | | 1769.00 | Non-Profit? | | Yes | Tariff Rate (\$/kWh) | | \$0.0000 | Tariff Term (years) | | 0 |
| System Size in kW (AC) | | 1500.00 | ITC | | 22% | Y1 REC Volume | | 2305 | REC Price (\$/MWh) | | \$35.00 |
| Basis Eligible Cost | | \$3,433,529 | Install Quarter | | Q1 | REC Term (years) | | 15 | REC Depreciation | | 0% |
| Basis Ineligible Cost | | \$184,100 | Bonus Depreciation | | Yes | Y1 REC Management Fee | | \$500 | Est. Total REC/Incentive Value | | \$1,161,141 |
| Turnkey Price | | \$3,617,629 | Federal Tax Rate (1, 2) | | 21.0% | | | | | | |
| Annual Output Derate | | 0.5% | State Tax Rate | | 7.9% | | | | | | |
| | | | Effective Tax Rate (1, 2) | | 0.0% | | | | | | |
| | | | Total Depreciation Benefit | | \$0 | | | | | | |
| Project Expenses | | | Loan Assumptions | | | | | | | | |
| O&M | | \$7,526 | Down Payment | | \$0 | | | | | | |
| O&M Escalator | | 2% | Loan Amount | | \$3,617,629 | | | | | | |
| Insurance | | \$0 | Interest Rate | | 2.75% | | | | | | |
| Insurance De-Escalator | | 0% | Term | | 20 | | | | | | |
| Inverter Replacement (Y21) | | \$106,140 | Reamortized in Y2? | | Yes | | | | | | |
| Property Tax (Y1) | | \$0 | | | | | | | | | |
| Property Tax De-Escalator | | 5% | | | | | | | | | |
| Land Lease (\$/year) | | \$0 | | | | | | | | | |
| Land Lease Escalator | | 0% | | | | | | | | | |

| Year | Solar Gen. | Utility \$/kWh | Utility Avoided Cost | REC Value | Project Expense | Grant or Rebate | Tax Credit | Purchase Tax Benefits | Purchase Annual Cash Flow | Purchase Cum. Cash Flow | Annual Loan Payment | Loan Tax Benefits | Loan Annual Cash Flow | Loan Cum. Cash Flow |
|------|------------|----------------|----------------------|-----------|-----------------|-----------------|------------|-----------------------|---------------------------|-------------------------|---------------------|-------------------|-----------------------|---------------------|
| 0 | | | | | | | | | (\$3,617,629) | (\$3,617,629) | | | \$0 | \$0 |
| 1 | 2,304,934 | \$0.0770 | \$177,480 | \$80,173 | (\$7,526) | \$0 | \$0 | \$0 | \$250,127 | (\$3,367,502) | (\$235,363) | \$0 | \$14,764 | \$0 |
| 2 | 2,293,409 | \$0.0789 | \$181,007 | \$79,769 | (\$7,677) | \$0 | \$0 | \$0 | \$253,100 | (\$3,114,402) | (\$234,364) | \$0 | \$18,736 | \$18,736 |
| 3 | 2,281,942 | \$0.0809 | \$184,505 | \$79,368 | (\$7,830) | \$0 | \$0 | \$0 | \$256,143 | (\$2,858,259) | (\$234,364) | \$0 | \$21,779 | \$40,514 |
| 4 | 2,270,533 | \$0.0829 | \$188,274 | \$78,969 | (\$7,987) | \$0 | \$0 | \$0 | \$259,256 | (\$2,599,004) | (\$234,364) | \$0 | \$24,892 | \$65,406 |
| 5 | 2,259,180 | \$0.0850 | \$192,016 | \$78,571 | (\$8,146) | \$0 | \$0 | \$0 | \$262,441 | (\$2,336,563) | (\$234,364) | \$0 | \$28,076 | \$93,482 |
| 6 | 2,247,884 | \$0.0871 | \$195,832 | \$78,176 | (\$8,309) | \$0 | \$0 | \$0 | \$265,699 | (\$2,070,864) | (\$234,364) | \$0 | \$31,334 | \$124,817 |
| 7 | 2,236,645 | \$0.0893 | \$199,724 | \$77,783 | (\$8,475) | \$0 | \$0 | \$0 | \$269,031 | (\$1,801,833) | (\$234,364) | \$0 | \$34,667 | \$159,484 |
| 8 | 2,225,461 | \$0.0915 | \$203,694 | \$77,391 | (\$8,645) | \$0 | \$0 | \$0 | \$272,440 | (\$1,529,393) | (\$234,364) | \$0 | \$38,076 | \$197,560 |
| 9 | 2,214,334 | \$0.0938 | \$207,742 | \$77,002 | (\$8,818) | \$0 | \$0 | \$0 | \$275,926 | (\$1,253,467) | (\$234,364) | \$0 | \$41,562 | \$239,121 |
| 10 | 2,203,262 | \$0.0962 | \$211,871 | \$76,614 | (\$8,994) | \$0 | \$0 | \$0 | \$279,491 | (\$973,976) | (\$234,364) | \$0 | \$45,127 | \$284,248 |
| 11 | 2,192,246 | \$0.0986 | \$216,082 | \$76,229 | (\$9,174) | \$0 | \$0 | \$0 | \$283,137 | (\$690,839) | (\$234,364) | \$0 | \$48,772 | \$333,020 |
| 12 | 2,181,285 | \$0.1010 | \$220,377 | \$75,845 | (\$9,358) | \$0 | \$0 | \$0 | \$286,864 | (\$403,975) | (\$234,364) | \$0 | \$52,500 | \$385,520 |
| 13 | 2,170,378 | \$0.1036 | \$224,757 | \$75,463 | (\$9,545) | \$0 | \$0 | \$0 | \$290,675 | (\$113,300) | (\$234,364) | \$0 | \$56,311 | \$441,831 |
| 14 | 2,159,527 | \$0.1061 | \$229,224 | \$75,083 | (\$9,736) | \$0 | \$0 | \$0 | \$294,571 | \$181,271 | (\$234,364) | \$0 | \$60,207 | \$502,038 |
| 15 | 2,148,729 | \$0.1088 | \$233,780 | \$74,706 | (\$9,930) | \$0 | \$0 | \$0 | \$298,555 | \$479,826 | (\$234,364) | \$0 | \$64,190 | \$566,229 |
| 16 | 2,137,985 | \$0.1115 | \$238,426 | \$0 | (\$10,128) | \$0 | \$0 | \$0 | \$298,297 | \$708,123 | (\$234,364) | \$0 | \$68,257 | \$634,486 |
| 17 | 2,127,295 | \$0.1143 | \$243,165 | \$0 | (\$10,332) | \$0 | \$0 | \$0 | \$292,833 | \$940,956 | (\$234,364) | \$0 | \$72,503 | \$706,989 |
| 18 | 2,116,659 | \$0.1172 | \$247,998 | \$0 | (\$10,538) | \$0 | \$0 | \$0 | \$287,459 | \$1,178,415 | (\$234,364) | \$0 | \$76,926 | \$783,915 |
| 19 | 2,106,076 | \$0.1201 | \$252,926 | \$0 | (\$10,749) | \$0 | \$0 | \$0 | \$282,177 | \$1,420,593 | (\$234,364) | \$0 | \$81,535 | \$865,450 |
| 20 | 2,095,545 | \$0.1231 | \$257,953 | \$0 | (\$10,964) | \$0 | \$0 | \$0 | \$277,089 | \$1,667,582 | (\$234,364) | \$0 | \$86,328 | \$951,778 |
| 21 | 2,085,067 | \$0.1262 | \$263,080 | \$0 | (\$11,183) | \$0 | \$0 | \$0 | \$272,197 | \$1,919,379 | (\$234,364) | \$0 | \$91,305 | \$1,043,083 |
| 22 | 2,074,642 | \$0.1293 | \$268,309 | \$0 | (\$11,407) | \$0 | \$0 | \$0 | \$267,502 | \$2,175,881 | (\$234,364) | \$0 | \$96,466 | \$1,139,549 |
| 23 | 2,064,269 | \$0.1326 | \$273,642 | \$0 | (\$11,635) | \$0 | \$0 | \$0 | \$263,007 | \$2,436,888 | (\$234,364) | \$0 | \$101,811 | \$1,241,360 |
| 24 | 2,053,948 | \$0.1359 | \$279,080 | \$0 | (\$11,868) | \$0 | \$0 | \$0 | \$268,712 | \$2,702,170 | (\$234,364) | \$0 | \$107,340 | \$1,348,700 |
| 25 | 2,043,678 | \$0.1393 | \$284,627 | \$0 | (\$12,105) | \$0 | \$0 | \$0 | \$274,622 | \$2,971,548 | (\$234,364) | \$0 | \$113,053 | \$1,461,753 |
| 26 | 2,033,459 | \$0.1428 | \$290,284 | \$0 | (\$12,347) | \$0 | \$0 | \$0 | \$270,737 | \$3,244,285 | (\$234,364) | \$0 | \$118,950 | \$1,580,703 |
| 27 | 2,023,292 | \$0.1463 | \$296,053 | \$0 | (\$12,594) | \$0 | \$0 | \$0 | \$267,059 | \$3,520,224 | (\$234,364) | \$0 | \$125,031 | \$1,705,734 |
| 28 | 2,013,176 | \$0.1500 | \$301,937 | \$0 | (\$12,846) | \$0 | \$0 | \$0 | \$263,591 | \$3,799,315 | (\$234,364) | \$0 | \$131,296 | \$1,836,930 |
| 29 | 2,003,110 | \$0.1537 | \$307,938 | \$0 | (\$13,103) | \$0 | \$0 | \$0 | \$260,335 | \$4,081,550 | (\$234,364) | \$0 | \$137,745 | \$1,974,675 |
| 30 | 1,993,094 | \$0.1576 | \$314,059 | \$0 | (\$13,365) | \$0 | \$0 | \$0 | \$257,292 | \$4,367,842 | (\$234,364) | \$0 | \$144,378 | \$2,119,053 |
| 31 | 1,983,129 | \$0.1615 | \$320,300 | \$0 | (\$13,632) | \$0 | \$0 | \$0 | \$254,465 | \$4,658,097 | (\$234,364) | \$0 | \$151,195 | \$2,260,248 |
| 32 | 1,973,213 | \$0.1656 | \$326,666 | \$0 | (\$13,905) | \$0 | \$0 | \$0 | \$251,857 | \$4,952,244 | (\$234,364) | \$0 | \$158,196 | \$2,407,444 |
| 33 | 1,963,347 | \$0.1697 | \$333,159 | \$0 | (\$14,183) | \$0 | \$0 | \$0 | \$249,469 | \$5,250,275 | (\$234,364) | \$0 | \$165,381 | \$2,560,825 |
| 34 | 1,953,530 | \$0.1739 | \$339,780 | \$0 | (\$14,467) | \$0 | \$0 | \$0 | \$247,304 | \$5,552,079 | (\$234,364) | \$0 | \$172,750 | \$2,720,575 |
| 35 | 1,943,763 | \$0.1783 | \$346,534 | \$0 | (\$14,756) | \$0 | \$0 | \$0 | \$245,365 | \$5,857,444 | (\$234,364) | \$0 | \$180,313 | \$2,885,888 |
| 36 | 1,934,044 | \$0.1827 | \$353,421 | \$0 | (\$15,051) | \$0 | \$0 | \$0 | \$243,645 | \$6,166,289 | (\$234,364) | \$0 | \$188,070 | \$3,057,158 |
| 37 | 1,924,374 | \$0.1873 | \$360,445 | \$0 | (\$15,352) | \$0 | \$0 | \$0 | \$242,147 | \$6,478,436 | (\$234,364) | \$0 | \$196,021 | \$3,234,179 |
| 38 | 1,914,752 | \$0.1920 | \$367,609 | \$0 | (\$15,659) | \$0 | \$0 | \$0 | \$240,865 | \$6,793,801 | (\$234,364) | \$0 | \$204,166 | \$3,417,345 |
| 39 | 1,905,178 | \$0.1968 | \$374,915 | \$0 | (\$15,972) | \$0 | \$0 | \$0 | \$239,793 | \$7,112,394 | (\$234,364) | \$0 | \$212,505 | \$3,605,850 |
| 40 | 1,895,652 | \$0.2017 | \$382,367 | \$0 | (\$16,292) | \$0 | \$0 | \$0 | \$238,935 | \$7,434,129 | (\$234,364) | \$0 | \$221,038 | \$3,800,000 |

Proposal Overview: Solar Equipment and Construction

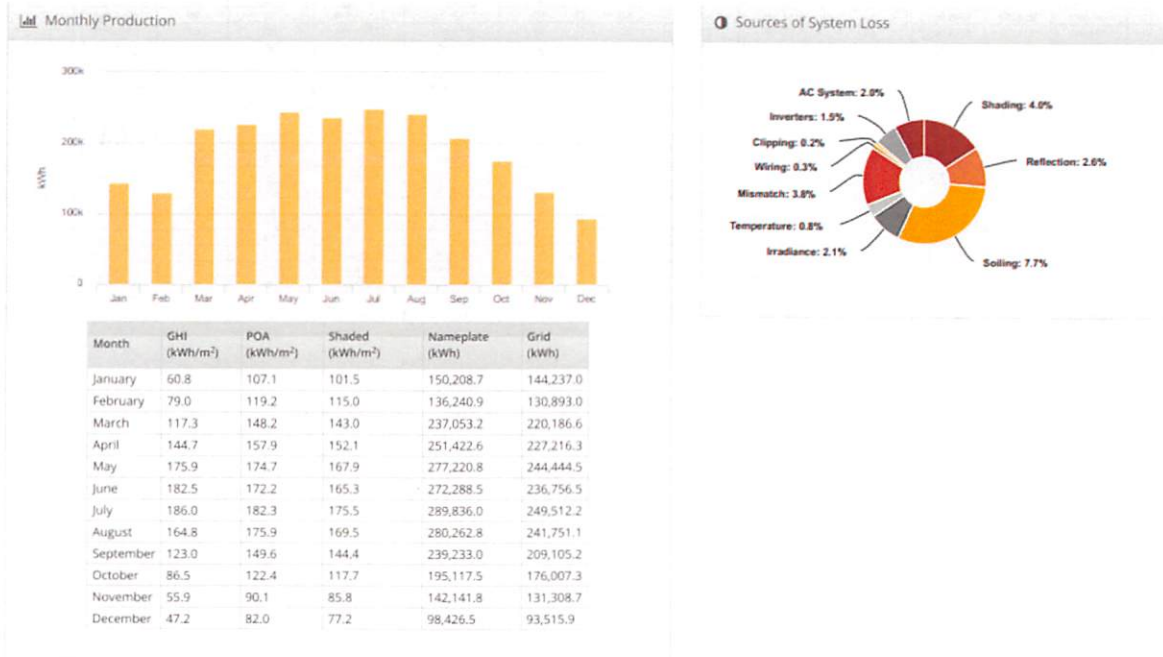
The proposed array would consist of 4,368 Tier-1 solar modules oriented 180° south and pitched at 35° for optimal year-round electricity generation; steel fixed-tilt racking with G115+ galvanized coating for maximum longevity; 12 industry-standard 125 kW inverters to convert DC electricity to AC onsite for export to the grid (net metering); and revenue-grade metering and continuous monitoring equipment. The major equipment recommendations and warranties are shown in Figure 4.

Figure 4: Major Solar Equipment, Warranties, and Anticipated Lifespan

| Major Equipment | Warranty Period | Commercial Lifespan |
|---|-----------------|---------------------|
| JA Solar JAM72S10 405W Solar Modules (or higher) | 25 years | 40+ years |
| Sunny Highpower PEAK3 125 kW 480V Inverters | 10-15 years | 15-20 years |
| Solar FlexRack BP3-X Ballasted 72-Cell Fixed-Tilt Racking | 20 years | 40+ years |
| Locus L-Gate 360 Data Monitoring + RGM | 5-10 years | 15-20 years |

The array, designed with the industry-leading software Helioscope®, has an excellent specific yield of over 1300 kWh/ kW of installed capacity. Month-by-month projections of energy exported to the grid are shown below in Figure 5, which account for the various sources of expected energy loss (“soiling” includes periods when the panels may be obscured by snow – although at an installed tilt of 35 degrees, snow will shed quickly).

Figure 5: WWTP Solar Array Monthly/Annual Production and Sources of System Loss





Proposal Overview: Anticipated Schedule and Development Considerations

If selected for this RFQ, ReVision would immediately initiate full technical site assessments and engineering designs to provide a specific offer to the Town before year-end. As soon as approval of the offer and standard contract template was obtained, we would initiate full permitting and utility interconnection applications in January to enable system construction and commissioning in 2021, before the scheduled precipitous decline in federal solar tax incentives on 12/31/21. Grant funding is also occasionally available and ReVision is closely monitoring economic stimulus negotiations between the incoming presidential administration and congressional leadership, with whom we maintain close ties. We will immediately notify our clients if and when grant funding is available for public-sector projects like this, as proposed by the President-elect. We have a strong track record of leveraging federal and state grants, including under the American Recovery and Reinvestment Act (ARRA) of 2009 administered by then-Vice President Biden.

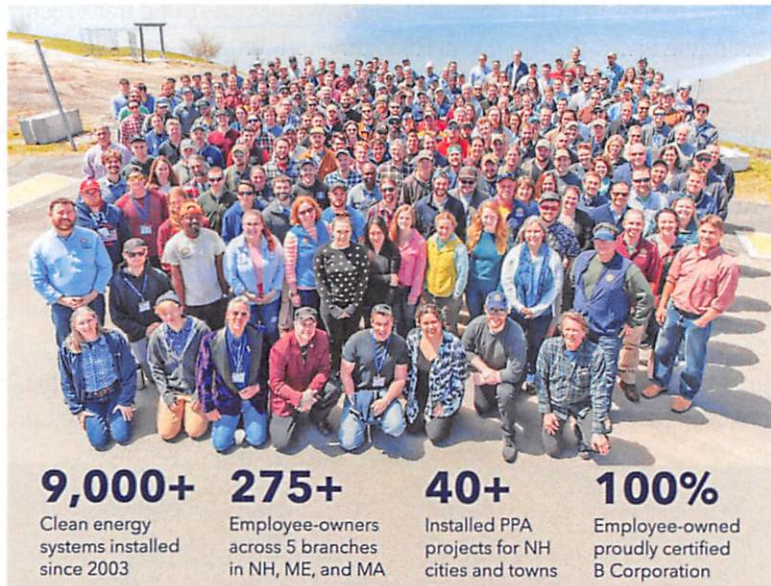
As the most experienced solar company in New Hampshire with a close and longstanding working relationship with Unitil and the State Public Utilities Commission (PUC), ReVision is intimately familiar with the various net metering statutes and PUC 900 rules including group net metering, which we have configured for numerous municipal clients in the past. Based on recent conversations with policymakers in Concord, we assign the proposed bipartisan net metering cap increase for municipalities a high probability of passage and signing during the 2021 legislative session. Although this would represent a notable departure from Gov. Chris Sununu's three prior vetoes of net metering expansion, those bills were opposed upfront by the governor because of their unrestricted locational and off-taker eligibility, whereas the governor has given his full support to a municipal-only expansion favored by the majority Republican Party in 2021.

Company Overview

ReVision Energy is New England’s most experienced solar design, installation, and service company with nearly 300 in-house solar professionals and more than 9,000 clean energy installations in New Hampshire, Maine, and Massachusetts since 2003. In the last three years, ReVision has completed approximately 2,500 solar installations, including more than 100 PPA projects for municipalities and nonprofits and several hundred turnkey systems for commercial and industrial clients. As of Q4 2020, we have nearly 100 megawatts (MW) worth of solar projects in operation and an additional 185 MW under contract for construction in 2021-22.

Founded in Liberty, ME in 2003, ReVision established its New Hampshire headquarters in 2010 at 7 Commercial Drive in Brentwood, NH, where we now operate a full warehouse with eight solar installation crews serving southern and central NH every day. We also have full-service operations centers in Enfield, NH (serving western NH and VT); Portland, ME (serving southern ME and parts of northern NH); Liberty, ME (serving central-northern ME); and North Andover, MA (serving MA). Our companywide headquarters are

located at 758 Westbrook Street in South Portland, ME. We have over 75 full-time employee-owners in New Hampshire and more than 275 companywide.



In 2015, ReVision Energy became a Certified B Corporation as an expression of our commitment to use business as a force for good by leading New England’s clean energy transition. In 2017, we transitioned to 100% employee-ownership through an ESOP Trust, thereby ensuring that every member of our team shares in the financial success of the company while committing to long-term sustainability. ReVision also established affiliated companies ReVision Investments LLC and ReVision Solar Impact Partners in 2017 to deploy below-market investment capital to local municipalities and nonprofits through innovative and flexible Power Purchase Agreements (PPAs).

Since launching our PPA program a decade ago, ReVision Energy’s in-house engineering, development, and installation teams have successfully financed and installed dozens of solar PPA projects for tax-exempt institutions throughout New Hampshire. We are proud to call municipalities like Brentwood, Durham, Stratham, Newfields, Nottingham, Epping, Concord, Claremont, Keene, Lebanon, and Nashua our clients and partners, alongside leading educational and nonprofit organizations Dartmouth College, Woods Hole Oceanographic Institution, Colby-Sawyer College, Proctor Academy, Capitol Center for the Arts, Palace Theatre, and Phillips Exeter Academy.

ReVision Energy has been listed in Solar Power World’s Top 500 North American Solar Contractors list every year since 2014 and named #1 Rooftop Solar Installer in New England for each of the last three years. We were also named the 2018 “Business of the Year” by Business NH Magazine for the Real Estate, Construction, and Engineering sector (the first time a solar company has received the coveted award) and “Best Solar Company in New Hampshire” by NH Business Review in 2018. In 2019, we were recognized as a “Best for the World” company among certified B Corporations and as “Clean Energy Company of the Year” by the Northeast Clean Energy Council (NECEC).

ReVision is proud to count many women, veterans, and people from disadvantaged backgrounds among our employee owners, each enjoying a full and equal stake in the success of the company. We are committed to expanding opportunities for young people in the trades through ReVision Energy Technical Center, the first in-house solar electrical apprenticeship school in the country, which we launched in 2018.

In addition to solar photovoltaics, ReVision has pioneered a full-service mechanical contracting approach to the design and installation of various complementary clean energy technologies. We provide a complete scope of services from project design and

Selected New Hampshire Municipal Clients



City of Concord
Solar Thermal + Waste Water Treatment Plant
720 kW (2015, 2020)



City of Dover
Dover High School, Indoor Pool, CMNH
1 MW (2018-9)



Town of Durham
Sand Pit, Police Dept, Library, Ice Rink
780 kW (2014-16)



Town of Hanover
Water Department, WWTF, 5 Rooftops
2 MW (2016-21)



City of Keene
Police Department & Public Works Building
643 kW (2018)



City of Lebanon
Wastewater Treatment Facility + 6 Rooftops
836 kW (2019)



Manchester
Langer Place Parking Garage (with SNHU);
1MW RFP award (2019)



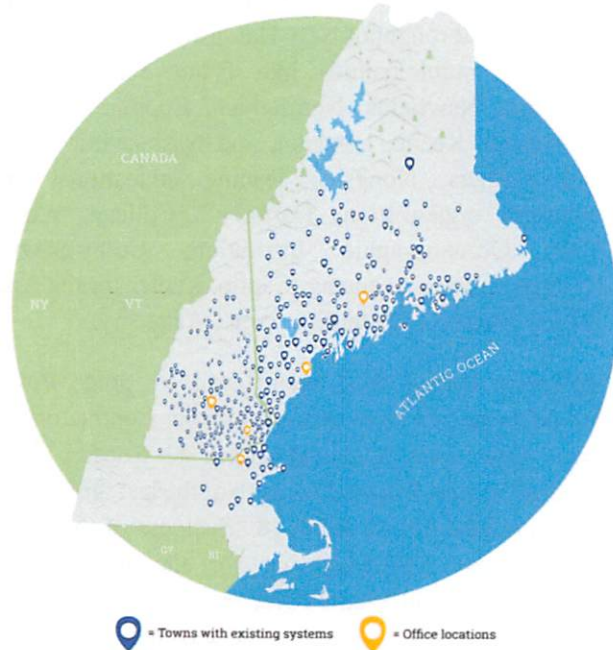
City of Nashua
Transit Garage, Fire Station, Ice Arena
1.6 MW (2019-20)

development to installation and ongoing system maintenance, including:

- Grid-Tied Solar Electric (PV) Systems
 - Electric Vehicle Charging Stations
 - Smart-Grid Storage Technologies
 - Solar-Powered Heat Pumps
 - Solar-Powered Water Heating
 - Community Solar Farms
 - Solar Project Development
 - Solar Project Financing
 - Solar Operations & Maintenance
 - Land Leasing/Development
 - Consulting
- Services

ReVision is not debarred, suspended or otherwise prohibited from practice by any federal, state, or local agency, nor are we or our subsidiaries engaged in litigation regarding any

Branch and Project Locations



aspect of our business. Our IRS tax identification number is 82-2934561.

Selected New Hampshire Nonprofit and Commercial Clients



Design, Engineering and Procurement

ReVision Energy's Design & Engineering team has completed designs for over 5,000 commercial, industrial, and institutional (CI&I) solar projects, including permitting and construction plan sets for hundreds of fully-installed arrays since 2003. Our design process seeks to optimize clients' financial goals, system reliability and longevity, and environmental performance by using industry-standard Helioscope production modeling software, GIS mapping and physical/drone site surveys, CAD electrical design tools, client electricity load profiles, and decades of federal weather data for the local area. We ensure every project meets or exceeds standards set by the National Electric Code (NEC), the North American Board of Certified Energy Practitioners (NABCEP), and local inspectors.

As part of our commitment to technical excellence and innovation, ReVision has tested and deployed solar modules from over a dozen Bloomberg NEF-certified Tier 1 manufacturers in the United States, Canada, Europe, and Asia. We have seen an extremely low service/recall rate affecting a fraction of one percent of the more than 200,000 modules we have installed in northern New England to-date. Since 2018, our primary solar manufacturing partner has been the top-ranked Renewable Energy Corporation (REC Group), a vertically-integrated European solar energy company headquartered in Norway with manufacturing in Singapore. REC's multicrystalline 60- and 72-cell modules – comprised of REC-manufactured silicon, wafers, and solar cells – enjoy the industry-leading 25-year production warranty and the lowest warranty claims rate among major solar manufacturers.

ReVision also deploys industry-leading inverters and power optimizers from SMA, SolarEdge, and Chint Power Systems (CPS), and the most durable mounting and racking equipment on the market from RBI Solar, IronRidge, PanelClaw, and Ecolibrium. To share best practices and ensure consistent access to the most recent solar equipment on the market, ReVision co-founded the nationwide Amicus Solar Cooperative, through which we negotiate directly with solar equipment manufacturers in the United States and abroad.

Permitting and Utility Interconnection

ReVision Energy's in-house permitting and administration team has successfully shepherded thousands of solar projects through the local, state, and/or federal permitting process in a majority of New Hampshire's 234 cities and towns including Exeter. As a full-service solar contractor, we take responsibility for preparing full engineering plan sets and appearing before planning/zoning boards and other local/state bodies on our client's behalf. We also work closely with NH DES and US EPA on Alteration of Terrain permits and related stormwater management, shoreline/wetlands protection, and Environmental Site Assessments. After

Sample Engineer's Rendering (CAD)



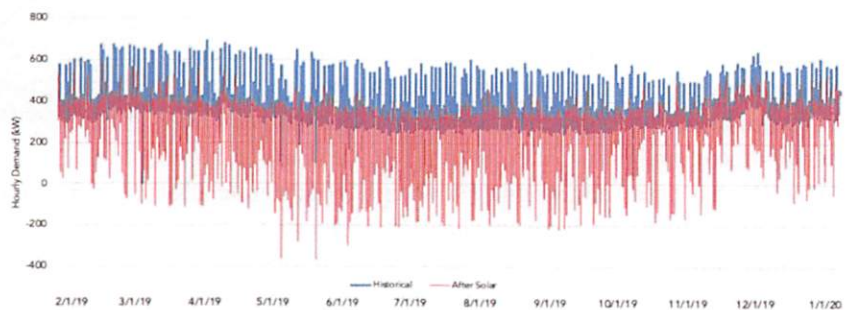


installing hundreds of commercial and institutional projects on a wide array of sites (including capped landfills), our detailed cost accounting enables us to accurately model geotechnical engineering and permitting/environmental compliance costs in our project budget with adequate contingency allowances to avoid unforeseen costs for clients.

Our team also takes direct responsibility for filing utility interconnection applications and securing approvals to interconnect to the LDC distribution system on behalf of our clients in all four of the state’s electric utility service territories. Design and interconnection strategies are informed by ReVision’s careful analyses of clients historic electricity load and resulting financial models for onsite consumption vs. net metering. In recent years, we have successfully obtained interconnection agreements for hundreds of commercial projects in Eversource service territory, and we maintain close working relationships with key distributed generation personnel at Eversource, Unitil, Liberty, and NHEC. We are very familiar with System Impact Study costs and are accustomed to navigating complex interconnection challenges on behalf of clients with larger ground-mounted systems, including budgeting and managing utility service upgrades, new service drops, transformer upgrades, reclosers, etc.

Finally, ReVision secures state Renewable Energy Fund rebates for each of our eligible clients from the NH Public Utility Commission, where we also engage in various solar regulatory dockets on behalf of the NH solar industry.

Sample Interval Electricity Load Analysis for NH Municipal Client



Site Mobilization and Installation

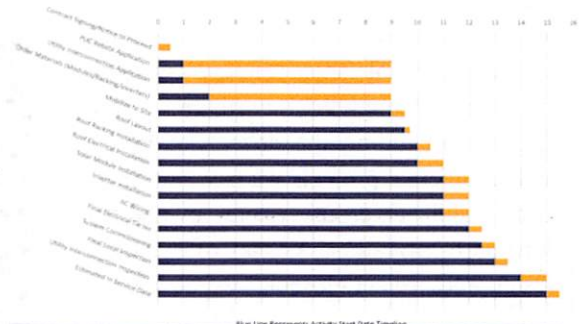
ReVision Energy’s in-house installation teams of licensed electricians and apprentices have installed hundreds of commercial, industrial, and institutional (CI&I) solar energy systems across New Hampshire, Massachusetts, and Maine since 2003 as part of our growing portfolio of nearly 10,000 commercial and residential clean energy systems.

ReVision’s commercial project managers (certified master/journeyman electricians) begin the CI&I construction process by conducting detailed technical site evaluations to verify electrical infrastructure, roof or ground site conditions, staging locations, interconnection strategies, etc. Once the final design and engineering, procurement, and permitting are complete, the commercial project managers mobilize to site with the installation foreman and team, who follow detailed OSHA safety protocols and construction plans specific to each project.

Our installation professionals are also trained to meet or exceed the latest industry standards under the National Electrical Code for every aspect of construction, including wire management, trenching, cable raceways and interconnection to transformers and the utility distribution grid. The active installation period can last from one week to four months, depending on scale and complexity of a given project.

The project manager provides day-to-day oversight from contract through commissioning, and coordinates closely with the client’s facility personnel to determine the best available staging and installation strategies that will not interfere with regular onsite operations of the facility. Following installation, we manage the final inspections, commissioning, and REC aggregation process so that all installed systems are placed into commercial operation without delay.

Sample CI&I Project Timeline (GANTT)



Operations and Maintenance

ReVision's in-house Operations and Maintenance (O&M) service division actively monitors and serves more than 150 commercial solar energy systems installed throughout northern New England, including the dozens of large-scale municipal projects we have installed to date and numerous systems owned by third-party investors. As part of the final design and project closeout, we develop a detailed, site-specific O&M plan to maximize system longevity and productivity. Our O&M technicians (certified master electricians) all have multiple years of experience installing and



maintaining solar energy systems and have access to the resources of an organization with hundreds of years of combined solar experience.

Our standard O&M process is to monitor system performance every month and quickly mobilize service personnel to address any issues. Organizations such as Dartmouth College and New Hampshire municipalities like Claremont, Dover, Durham, Hanover, Keene, Lebanon, and Nashua all rely on ReVision for maintenance services on their solar systems. A detailed listing of our O&M Service Offerings is available upon request.

Each ReVision solar energy system comes standard with detailed production monitoring and reporting capabilities enabled by our SMA, Solar Edge, and other industry-leading inverters, our installation team sets up on behalf of each client. By applying module-level monitoring, we make it possible for our clients to track the real-time system performance of each individual solar panel and rapidly identify any performance issues that may occur from time to time. In addition to the standard monitoring offers available on any internet-connected device, certain clients opt for public display monitors and/or websites, which we are pleased to provide through our Marketing department as a means of public/community engagement. Our O&M department also provides real-time remote monitoring and onsite inspections for our portfolio of hundreds of municipal and commercial solar arrays, and can dispatch service technicians around the clock to meet clients' needs.

Solar Financing Capabilities

ReVision Energy is the leading provider of solar Power Purchase Agreements (PPAs) in northern New England with over 150 custom PPA projects engineered, financed, installed, and maintained since 2010 for municipalities and other tax-exempt institutions. As evidence of our commitment to providing cost-saving solar solutions to nonprofits, ReVision Energy has invested its own tax equity and in-house expertise in developing and financing over 75 of our solar PPA projects, totaling more than 5 MW of installed capacity valued at \$15 million. Many of those projects were deemed un-financeable in the private market but our in-house legal and financing team was able to lower PPA development costs and unlock low-cost impact investor capital for the purpose. Indeed, we consider it our mission as employee owners to make solar accessible to as many municipal, educational, and nonprofit organizations as possible.

When it comes to larger-scale solar projects, ReVision is well-placed to offer highly-competitive PPA financing by engaging our network of mission-motivated solar investors. Thanks to our decade of experience implementing such projects in the challenging solar markets of New Hampshire and Maine, we are now able to efficiently raise the requisite capital, negotiate and execute PPA contracts, obtain local permits and site plan approval, complete utility interconnection and system impact studies, etc. with minimal demands on our municipal partners. When it comes to securing C&I solar rebates from the Renewable Energy Fund at the New Hampshire Public Utilities Commission, we have the strongest track record of any solar company in the state.

ReVision's experience also includes designing, financing, and installing numerous large-scale projects at capped landfills and wastewater treatment facilities, making us an ideal partner for municipalities with potential multi-megawatt project sites when New Hampshire's net metering regulations enable such projects in the future. Since the State of Maine amended its net metering statute in 2019, ReVision is now actively constructing or developing over 100 MW of solar projects at megawatt-scale.

In addition to designing and installing dozens of solar projects for municipalities in northern New England, ReVision has delivered numerous informational presentations to local city councils, boards of selectmen, public safety officials, energy commissions, and citizen groups across New Hampshire. As the largest solar company in New Hampshire, we also regularly assist local/state policymakers, the NH Public Utilities Commission, and various safety/licensure bodies in designing and implementing sensible regulations of distributed energy resources.

Energy Storage Systems

Although large-scale energy storage systems are still rare in New Hampshire due to energy market limitations, ReVision Energy has a strong track record of designing, installing, and servicing over 100 battery systems for commercial and residential applications since 2015, with an additional 100+ systems currently in the design and development stage for installation soon. Our in-house engineers and electricians are experienced working with



Tesla, Pika, and Sonnen battery technologies, although demand for Tesla's commercial (PowerPack) and residential (PowerWall) storage products remains strongest.

There are currently three primary cost savings/revenue streams available to commercial-scale energy storage systems in New Hampshire: demand savings, coincident peak savings, and ISO-NE capacity market revenue. All three can be intelligently unlocked with energy optimization software and machine learning offered by our storage solution partner, Enel X. Even without such proprietary optimization software and in the absence of utility smart-grid technology and time-of-use pricing, ReVision's installed commercial battery systems are already delivering meaningful demand charge and other savings by employing control algorithms we set to discharge the battery when the host experiences electrical demand above a set level.

We are currently developing larger-scale energy storage solutions for NH municipalities, universities, and businesses which are subject to high demand charges and are well-positioned to leverage coincident peak shaving and participate in the ISO-New England capacity market for revenue generation. The GHG Emissions Inventory Report shows that (as in many other municipalities) the WWTP is by far the single largest user of electricity, accounting for nearly 60% of Exeter's total usage. Although wastewater treatment plants do not represent the ideal use-case for the current generation of commercially-available (battery) storage systems on account of their steady round-the-clock load, we are actively exploring longer-duration storage solutions for other municipal WWTPs and anticipating further breakthroughs in battery technology and state regulations that can bring meaningful value to Exeter. We would be pleased to help the Town evaluate the practicality and cost-effectiveness of such a system for future deployment.

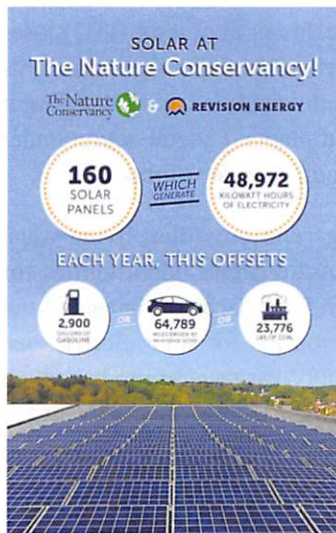
Educational Engagement Offerings

In keeping with our longstanding belief that education is critical to accelerating the clean energy transition, ReVision Energy co-owners provide educational presentations and enrichment activities for students and community members throughout our service territory on a weekly basis.

Our investments in educating the next generation include paid internships in each of our company offices; providing low-cost solar PPAs to library, schools, and nonprofits with direct participation in design and implementation; sponsoring local nonprofits and student environmental initiatives; distributing free solar activity books to children; and providing community presentations on climate and clean technology topics of local/global interest.



ReVision is pleased to offer our CI&I clients public ribbon cuttings, signage, comprehensive data monitoring systems, and custom monitoring and information webpages for public engagement. Our SolarEdge WattNode data acquisition systems provide real-time solar performance monitoring for all solar arrays (available on any internet-connected device) and have various educational applications for students or community groups. In addition to signage and educational programming, we can offer prominent monitors showing current and historic solar production and resulting environmental benefits in terms of trees planted, number of homes powered, etc., to highlight our clients' progress toward environmental sustainability.



ReVision also designs and installs a suite of complementary clean energy solutions with client/community engagement potential, such as solar-powered electric vehicle charging stations with educational signage. And our Marketing team regularly works with CI&I clients to design individualized partnerships and co-branding opportunities that can include custom videos, online promotions, features on box trucks, etc.

Policy Engagement

As the leading full-service solar developer and installer in New Hampshire, ReVision Energy is actively engaged in policy advocacy that removes barriers to clean energy adoption in state for the benefit of ratepayers, taxpayers, and the renewables industry. Specific legislative changes which would have a beneficial impact for clients, on which we have been actively engaged in recent legislative sessions, include increasing the Renewable Portfolio Standard (RPS); discontinuing the harmful practice of utilities “sweeping” unclaimed Renewable Energy Credits (RECs) to meet their RPS requirements (thereby depressing REC markets in NH); augmenting the Renewable Energy Fund; raising the small customer-generator threshold from 100 kW to 500 kW; and raising the net metering cap from 1 MW to 5 MW. The latter could be achieved as early as June 2021 under compromise legislation targeting municipalities – a healthy complement to NH’s recently-adopted municipal aggregation law.



Regardless of the short-term legislative outcomes, ReVision will continue our longstanding engagement with state lawmakers and the Public Utilities Commission (PUC) so as to remove artificial barriers to clean energy deployment in state over the next three years before the federal investment tax credit (ITC) loses two-thirds of its value in 2023. We are confident that regulatory changes as well as continued improvements in solar technology will gradually favor additional solar projects for NH municipalities and other larger C&I clients, such as capped landfills, brownfields, and wastewater treatment plants. Federal action under the Biden administration is also expected to create new opportunities and funding streams for solar.

ReVision is also deeply committed to addressing local workforce challenge and providing living-wage clean tech jobs that can keep our young people in state and provide meaningful career opportunities for those who may not seek or be able to afford a traditional college degree. In Fall 2018, we launched the ReVision Energy Technical Center, a first-in-the-nation in-house training program for solar electricians. More than fifty full-time electrical apprentices currently participate in the four-year program to become a certified electrician while earning a strong wage and enjoying the full benefits of employee-ownership at ReVision.

Community Investment

As a Certified B Corporation, ReVision Energy is committed to operating our business as a force for positive social change. We carefully select the members of our team based not only on their skill and expertise but also on their commitment to our mission of solving the environmental problems caused by fossil fuels while alleviating economic and social injustice. All employee owners have paid volunteer hours to devote to community causes of their choosing and the company tackles larger charitable initiatives such as:



- ReVision supported the Harbor Homes Veterans Housing project in Plymouth, NH with a \$100,000 pledge through CDFA
- ReVision supported NH Solar Shares, a low-income community solar project, by pledging \$25,000 through CDFA and providing design and installation support
- ReVision donated over 100 solar panels to enable the 101 kW (DC) solar array for the Children's Museum of New Hampshire in Dover
- ReVision fundraised and committed company resources to donate fully-installed solar energy systems to Nashua PAL and the Crossroads House shelter in Portsmouth
- ReVision's in-house PPA program, ReVision Solar Impact Partners, has provided below-market financing and secured grants for dozens of New Hampshire nonprofits including public housing developments, mobile home communities, soup kitchens, and schools

In addition to the New Hampshire-specific community and charitable initiatives outlined above, ReVision made over \$170,000 in direct charitable and in-kind donations to local nonprofits in 2019 and we have worked on a large number of grant-funded school projects in the region. In 2017, we began a partnership with the nonprofit Amurtel to launch Power on Puerto Rico, involving the design, construction and transportation of Solar Outreach Systems to hurricane-ravaged areas of Puerto Rico in 2017-18 and the Bahamas in 2019.

Industry & Community Associations

New Hampshire

American Institute of Architects NH
BearPaw Land Trust
Beaver Brook Association
Blue Ocean Society
Clean Energy NH
Concord Chamber of Commerce
Dover Chamber of Commerce
Dover Children's Museum
Eastman's Corner
EBC (Environ Business Council)
Exeter Area Chamber of Commerce
Five Rivers Conservation Land Trust
Greater Concord Chamber of Commerce
Green Concord
Homes for Heroes
Leadership Seacoast
MacDowell Colony
Main Street Concord
NextGen Climate
NH Audubon
NH Building Officials
NH Businesses for Social Responsibility
NH Clean Tech Council
NH Home Builders Association
NH Preservation Alliance
NH Residential Energy Performance Ass.
NH Sierra Club
NH Society of Protection of Forests
NH Public Radio
PLAN NH
Residential Energy Performance Ass.
Seacoast Science Center
Souhegan Chamber of Commerce
Southeast Habitat for Humanity
Southeast Land Trust
Southern NH Builders & Remodelers Ass.
Stay Work Play NH
US Green Building Council NH

Maine

350 Maine
American Society of Civil Engineers
Appalachian Mountain Club
Bicycle Coalition of Maine
Blue Ocean Society for Marine Conservation
Boothbay Region Land Trust
Chewonki Foundation
Environmental & Energy Technology Council of Maine
Envision Maine
Friends of Casco Bay
Greater Portland Council of Governments
Great Works Regional Land Trust

GrowSmart Maine
Habitat for Humanity of Greater Bangor
Island Institute
Leadership Seacoast
Maine Conservation Voters
Maine Audubon
Maine Association of Building Efficiency Professionals
MaineBiz
Maine Farm Bureau
Maine Farmland Trust
Maine Milk Commission
Maine Organic Farmers and Gardeners Ass.
Maine Public Broadcasting Network (MPBN)
Maine State Chamber of Commerce
Maine Sustainability Network
Midcoast Conservancy
Morris Farm Trust
Natural Resources Council of Maine
Portland Buy Local
Portland Regional Chamber of Commerce
Portland Society of Architecture
Sebasticook Regional Land Trust
Sheepscot Wellspring Land Alliance
Southern Maine Conservation Collaborative
US Green Building Council Maine
WERU Community Radio
York Region Chamber of Commerce

Massachusetts

US Green Building Council MA
Amesbury Chamber of Commerce
Cape Ann Chamber of Commerce
Center for EcoTechnology
Change is Simple
Coastal Trails
Concord Consortium
Go Green Consortium
GreenBelt Land Trust
MA Audubon
MassCEC
Merrimack Chamber of Commerce
MOFA
Newburyport Chamber of Commerce
North Shore Chamber of Commerce
North Shore Tech Council
Pan-Mass Challenge
Salem Chamber of Commerce
US Green Building Council MA

Regional/National

Amicus Solar Cooperative
Appalachian Mountain Club
Association for Facilities Engineering



Conservation Law Foundation
 Independent Schools Association of Northern New England
 League of Conservation Voters
 New England ISANNE
 New England Grassroots Environmental Fund
 New England Women in Energy and the Environment

New England Solar Energy Market Coalition
 Northeast Organic Farming Association
 Northeast Sustainable Energy Association
 Seacoast Women's Network
 Sierra Club
 Solar Energy Business Assoc. of New England
 The Nature Conservatory

ReVision holds all required state contracting licenses for PV installation, including over a dozen certified journeyman or master electricians in NH, 55+ electrical apprentices currently completing the certification requirements, 14 NABCEP-certified PV installation professionals, and numerous engineering degrees and PE certifications. For proof of legal authorization to do business in NH, please see the Appendix. Additional documentation regarding relevant

Selected Industry Honors and Associations



certifications is available upon request.



Key Personnel

ReVision Energy has over 260 full-time employee-owners who each play an important role in our success as a full-service solar engineering, procurement, and construction (EPC) company and a developer and financier of solar projects. We have completed thousands of rooftop and ground-mounted solar installations throughout New Hampshire, including dozens of municipal, commercial, and residential projects in the region, where nearly many of our employee-owners currently live. Our Brentwood office/warehouse is just 7.3 miles from the Cross Road site, we are able to reach Exeter within 15 minutes to not only provide efficient in-person development and installation services but also meet any maintenance needs the Town may have in the future.

If ReVision is selected by the Town of Exeter, the following members of our in-house team will have direct involvement in performing the required project development and management services, along with the several supporting colleagues on our in-house Engineering/Design, Legal/Finance, and Operations teams. Brief resumes of the key project team members are below highlighting relevant experience; full resumes are available upon request. Since each employee-owner on the project team is actively involved in developing/managing between 20-50 projects at a time and the status of projects changes on a daily-weekly basis, it is not possible to list all current projects and their status in the available space; project listings for specific staff can be provided on request. Branch office locations are indicated in parenthesis after each team member's name.

Our expertise also extends to the policy and regulatory domain, with multiple employee-owners who formerly worked in state government (including senior positions at the NH Public Utilities Commission) developing and improving net metering and other clean energy legislation/regulations. Although ReVision has developed our own internal capacity to meet our clients' EPC as well as project development, permitting, and financing needs, we are pleased to partner on this set of projects with our primary electrical subcontractor for New Hampshire, Ayer Electric, which is fully prepared to install the two solar systems proposed under the direct management/oversight of ReVision.

As an employee-owned Benefit Corporation, ReVision consciously eschews organizational hierarchies in favor of team-based 'distributed leadership' and does not maintain an organizational chart. We are also proud to count many women, veterans, and people from disadvantaged backgrounds among our employee-owners, each enjoying a full and equal stake in the success of the company as we continue to grow. We are fully eligible to contract with any federal, state, or local agencies.

*Bill Behrens, PhD, Co-Founder & Managing Partner
(Companywide)*

As a managing partner at ReVision Energy, Bill provides oversight to both the Engineering and Finance divisions with which the District would have extensive dealings on the proposed solar projects. Bill earned a PhD in Environmental Economics and a BS in Electrical Engineering from Massachusetts Institute of Technology (MIT), where he co-authored the seminal book *Limits to Growth* (1972), a systematic examination of the emerging challenge of global resource constraints. He taught Resource Economics at Dartmouth College before moving to Maine and entering the solar industry.



- Cofounded the Green Store in Belfast, ME, from which developed Energyworks and then ReVision Energy
- Oversaw the design and installation of tens of megawatts of solar PV in northern New England's relatively harsh climate over the last 20 years
- Spearheaded ReVision's initiatives in providing solar to more than 100 municipalities and other tax-exempt institutions throughout New England via solar PPAs

Dan Clapp, General Manager and Partner (New Hampshire)

Since joining ReVision Energy in 2010, Dan has served as a partner and was instrumental in launching and growing the New Hampshire and Massachusetts branches. After earning his BS in Environmental Science from the University of New Hampshire, Dan worked as an energy consultant prior to joining ReVision Energy as General Manager of the New Hampshire operation.



- Oversaw the addition of more than 75 values-driven employees and the rapid growth of the company's NH and MA operations
- Manages the New Hampshire team that successfully designed and installed over 2,000 renewable energy systems and has been recognized as NH "Business of the Year" in 2018 by Business NH Magazine and "Best Solar Company in New Hampshire" in 2018 by NH Business Review
- NABCEP solar PV technical sales certification

James Hasselbeck, *Director of Operations (Companywide)*

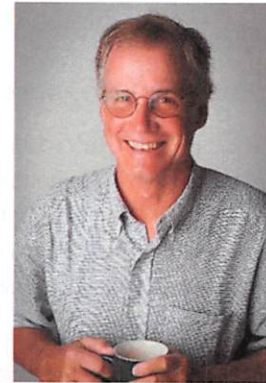
James has been involved in the design, engineering, and construction of public and private renewable energy projects since 2006. After graduating from the University of Vermont, he was the Electrical Division project manager of Waterline Industries, a general contractor focused on the design and construction of water and wastewater treatment facilities throughout New England. There he managed infrastructure projects ranging from \$200,000 to \$12 million and taking 3-24 months to complete. Joining ReVision Energy in 2013, James maintains responsibilities for all construction operations companywide.



- Oversees design, estimating, project management, and commissioning for our municipal and commercial installations
- NABCEP certified solar PV installer and has completed over 120 hours of Interstate Renewable Energy Council (IREC) certified Advanced Solar Design courses; Energy Council (IREC) certified Advanced Solar Design courses
- Oversaw the expansion of ReVision's O&M division to more than triple its size and workload

Stephen Hinchman, *Chief Counsel (Companywide)*

Steve has served as the director of ReVision Energy's Finance division since 2011. A 2003 summa cum laude graduate of the Vermont Law School, Steve specializes in developing financial and tax-advantaged investment models to achieve the most cost effective financial structures for municipal solar development. Steve brings more than 40 years of legal and public policy experience to ReVision, including a decade of energy and environmental law practice in New England.



- Guided the company in the development of \$10+ million company-owned, and \$5+ million investor-owned solar PPA projects
- Admitted to the bar in Maine, the U.S. District Court of Maine, and the First and D.C. Circuit Courts of Appeals, and has participated in climate cases before the Second and Ninth Circuit Courts of Appeals
- Practiced before the Maine Board of Environmental Protection, the Land Use Regulatory Commission, the Maine Ethics Commission, and the Legislature's Joint Standing Committees on Natural Resources and Energy and Utilities

Dan Weeks, Director of Market Development (New Hampshire)

Dan first began working on solar as a member of the award-winning ConVal Solar Race Car Team in the 1990s and brings over 15 years' experience raising capital, developing policy, and managing complex projects in the nonprofit and public sector. As Director of Market Development since 2017, Dan is responsible for developing large-scale solar projects with C&I partners, advancing policy solutions to accelerate the clean energy transition, and educating the public about clean energy. A cum laude graduate of Yale and Oxford University (Marshall Scholar), Dan has written on clean energy in state and national media.



- Managed nearly \$15 million in municipal and institutional solar projects in New Hampshire in 2019 with \$25+ million in projects under active development for 2020
- Oversaw project development and financing for New Hampshire's largest municipal and commercial solar projects, including the Cities of Concord, Nashua, Keene, and Dover
- Raised over \$10 million in investor capital to help seed ReVision Solar Impact Partners, an innovative investing initiative bringing solar to schools and nonprofits across New England

Sam Lavallee, Director of Financing (Companywide)

Sam has been involved in the solar energy industry since 2007. After graduating from the University of Vermont, Sam began his professional career at Mercury Solar Systems, Inc., a startup focused on the design and construction of residential, commercial, and utility scale solar. He was responsible for commercial and industrial project pricing, sales operations, management of financial partners, and procurement for projects ranging from \$100,000 to \$10 million. Sam joined ReVision Energy in 2013.



- Managed the growth of commercial and industrial sales and annual revenue at ReVision from under \$1 million in 2013 to over \$15 million in 2018
- Directs the organizational leadership and strategic direction of ReVision's Commercial & Industrial (C&I) program
- Oversees the C&I project financing program, including managing ReVision's major project financing partners, project due diligence, and placement of capital for project finance

Rebecca Austin, *Acting Director of Engineering (Companywide), Design & Estimating Team Leader (Companywide)*

Working with Director of Engineering Geoff Sparrow, Becca provides hands on leadership to ReVision's Design and Estimating team in all aspects of system design for commercial and institutional (C&I) projects. Born and raised in East Millinocket, Becca is a native Mainer with a biology degree from Bowdoin College. In her four years with ReVision, she has served in multiple design roles for both residential and commercial solar PV projects.

- Worked as ReVision Solar Design Specialist managing all aspects of solar design, estimating, and client engagement for residential customers
- Develops municipal solar array designs from preliminary stage to utility interconnection to For Construction stage; creates CAD renderings, electrical one-lines, to meet local code and state permitting requirements
- Oversees development of hundreds of commercial and institution solar designs by Design & Estimating team annually



Ned Raynolds, *Commercial Solar Consultant (New Hampshire)*

Ned began his 24 year "second career" in the energy field in 1996 after earning a Master's degree from Harvard's Kennedy School of Government and joining the Lawrence Berkeley National Laboratory's Washington DC office to provide analytical support for the U.S. EPA's then-nascent ENERGY STAR[®] program. Prior to that he served eight years on active duty after graduating from the U.S. Coast Guard Academy, with tours in Portland, Maine, Washington DC and San Francisco. His experience spans energy efficiency and clean energy policy work at the federal and state levels to sales and energy efficiency and solar project development for a Fortune 100 energy services company. Serving three terms on the Portsmouth City Council also gives him a deep understanding of municipal government finances and operations. Since joining ReVision in 2018, Ned has developed a large ground-mounted project for a regional water & wastewater precinct, a new construction 650 kW School District project, and a five-building portfolio of projects for a NH municipality, as well as several >100 kW commercial and municipal rooftop projects.



Bobby O'Brien, *Commercial Project Manager & Electrician*
(NH)

Bobby has been passionate about protecting the environment since studying environmental science in high school. After graduating from Plymouth State University in 2011 with a degree in Environmental Science & Policy, Bobby spent a few years living, skiing, and traveling in northern California. The impact of climate change in this part of the country was extremely evident. Hoping to combat climate change, Bobby has worked for Revision Energy since 2015 and in 2017 moved into the position of Commercial Project Manager.

- Oversees all project execution steps from contract through design, engineering, permitting, utility interconnection, procurement, construction, and commissioning for municipal and commercial solar projects, including Dartmouth College (2018), City of Nashua (2019), etc.
- Journeyman Electrician with over 8,000 hours of on-the-job training and 500 hours of classroom training



Christopher Lee, *Master Electrician & O&M Lead*
(New Hampshire)

Chris has been involved in the design, engineering, and construction of public and private renewable energy projects since 2008. After getting degrees in International Business and Management Science, he served as an officer the US Army. This last experience had lead him into renewable energy sector. Since joining ReVision Energy in 2012, Chris has managed over 100 PV installation projects. He currently fulfills system inspection and repair responsibilities for our O&M operations for PV energy systems located in Maine, New Hampshire, Vermont, and Massachusetts.

- NABCEP certified installation professional responsible for inspecting, servicing, and maintaining large-scale commercial and institutional solar projects
- Holds his Master Electrician license in Maine, New Hampshire, Vermont, and Massachusetts
- Solar Energy International PV O&M 350 and 351 course Graduate and Forklift Operator License



Project References

ReVision Energy has installed over 9,000 solar energy systems in Northern New England since 2003. A sampling of projects in excess of 100 kW for commercial, industrial, and institutional clients in New Hampshire is provided below, along with selected municipal and school projects in Maine; detailed project descriptions are available on request and are included for a representative sampling of projects in the following section. In addition to the projects listed, ReVision has over 185 MW worth of CI&I projects currently under contract for permitting and construction in 2021-22.

Selected Commercial & Industrial Projects >100 kW in New Hampshire²

| Solar Projects | Location | Capacity | Utility | Installation | Year |
|--------------------------------------|-----------------|-----------------|----------------|---------------------|-------------|
| Associated Grocers of New England | Pembroke | 1,294 | Eversource | Rooftop | 2020-21 |
| Bellavance Beverage Company | Londonderry | 1,158 | Eversource | Rooftop | 2020 |
| Wire Belt Company of America | Bedford | 1,085 | Eversource | Rooftop | 2015-21 |
| Turbocam International | Barrington | 869 | Eversource | Rooftop | 2021 |
| Filtrine Manufacturing Company | Keene | 793 | Eversource | Rooftop | 2019 |
| WS Badger Company | Gilsum | 487 | Eversource | Roof + Grnd | 2020 |
| Monadnock Affordable Housing Corp. | Keene | 435 | Eversource | Rooftop | 2017-20 |
| Cirrus Systems, Inc. | Portsmouth | 187 | Eversource | Rooftop | 2020 |
| The Woodlands at Harvest Hill | Lebanon | 175 | Eversource | Rooftop | 2019 |
| Pinnacle Leadership Center | Kensington | 148 | Eversource | Ground | 2018 |
| Mount Washington Valley Adult Center | Center Conway | 146 | NHEC | Rooftop | 2018 |
| Contemporary Chrysler | Milford | 135 | Eversource | Rooftop | 2018 |
| Chamberlain Machine | Walpole | 132 | Eversource | Rooftop | 2016 |
| Tru Form Precision Manufacturing | Plaistow | 122 | Eversource | Rooftop | 2015 |
| Keene Mini Storage | Keene | 114 | Eversource | Rooftop | 2020 |
| Keeler Realty | Pembroke | 114 | Eversource | Rooftop | 2016 |
| Lakes Region Community Developers | Gilford | 105 | NHEC | Rooftop | 2018 |
| Tupelo Music Hall | Derry | 100 | Eversource | Rooftop | 2018 |

² The absence of single projects over 1 MW (AC) or 1.5 MW (DC) is a result of net metering restrictions which have prevented development of larger projects in NH and, until recently, in ME. The passage in 2020 of SB 159 through the NH House and Senate would have significantly altered the landscape by raising the per-project NH net metering cap from 1 MW (AC) to 5 MW (AC) but it was vetoed by Gov. Sununu; a veto override vote is expected in Sept. 2020

Selected Institutional Projects >100 kW in New Hampshire and Maine

| Solar Projects | Location | Capacity | Utility | Installation | Year |
|---------------------------------------|-----------------|-----------------|----------------|---------------------|-------------|
| City of Keene, NH (portfolio) | NH | 2.2 MW | Eversource | Ground + Roof | 2018-21 |
| Town of Hanover, NH (portfolio) | NH | 2.0 MW | Liberty | Ground | 2019-20 |
| City of Portland/S Portland Landfills | ME | 2.0 MW | CMP | Ground | 2017-18 |
| City of Nashua, NH (portfolio) | NH | 1.6 MW | Eversource | Rooftops (5) | 2019-20 |
| Dartmouth College Campus (portfolio) | NH | 1.5 MW | Liberty | Rooftops (20+) | 2017-20 |
| MRRA - Brunswick Landing | ME | 1.5 MW | CMP | Ground | 2017-18 |
| City of Dover, NH (High School, Pool) | NH | 1.0 MW | Eversource | Rooftops (3) | 2018-19 |
| Town of North Conway WWTF | NH | 1.0 MW | Eversource | Ground | 2020-21 |
| Town of Kennebec WWTF | ME | 1.0 MW | CMP | Ground | 2018 |
| Caribou Utilities District WWTF | ME | 1.0 MW | CMP | Ground | 2019 |
| City of Belfast Public Works | ME | 1.0 MW | CMP | Ground | 2018 |
| Town of Freeport WWTF | ME | 928 kW | CMP | Ground | 2019 |
| City of Lebanon, NH (portfolio) | NH | 836 kW | Liberty | Ground + Roofs | 2019 |
| Town of Hooksett WWTF | NH | 786 kW | Eversource | Ground | 2020-21 |
| Town of Durham Portfolio | NH | 771 kW | Eversource | Ground + Roofs | 2014-17 |
| City of Concord WWTF | NH | 720 kW | Unitil | Ground | 2020-21 |
| Mt. Ararat High School | ME | 633 kW | CMP | Rooftop | 2020 |
| Town of Limestone WWTF | ME | 596 kW | CMP | Ground | 2018 |
| Phillips Exeter Academy Field House | NH | 535 kW | Liberty | Rooftop | 2017 |
| Town of Windham | ME | 503 kW | CMP | Ground | 2019 |
| Proctor Academy Campus Portfolio | NH | 485 kW | NHEC | Ground + Roofs | 2015-19 |
| Town of Cumberland | ME | 462 kW | CMP | Ground | 2019 |
| Town of Gray | ME | 360 kW | CMP | Ground | 2019 |
| Inter-Lakes High School | NH | 346 kW | NHEC | Ground | 2015 |
| Hebron Academy Athletic Center | ME | 267 kW | CMP | Rooftop | 2016 |
| Village District of Eastman | NH | 260 kW | Liberty | Ground | 2015-16 |
| The Ecology School | ME | 257 kW | CMP | Rooftop | 2019 |
| The MacDowell Colony | NH | 240 kW | Eversource | Ground | 2016-19 |
| Franklin Pierce University | NH | 237 kW | Eversource | Rooftop | 2020-21 |
| Derryfield School | NH | 192 kW | Eversource | Rooftop | 2019 |
| Town of Bow Public Works | NH | 187 kW | Eversource | Rooftop | 2019 |
| City of Claremont WWTF | NH | 151 kW | Liberty | Ground | 2020 |

City of Keene Municipal Solar Portfolio

ReVision installed a 643.2 kW (DC) solar array in Fall 2018 on the City of Keene Public Works building after winning a competitive RFP in Summer 2018. The system is financed by ReVision impact investors who sell the electricity generated by the system to the City at below-market rates through a standard Power Purchase Agreement (PPA). ReVision also completed a dozens of smaller rooftop solar arrays for the Monadnock Housing Authority in 2018-2020 and is slated to install a 1.4 MW solar array at the City's Wastewater Treatment Facility in 2020-21. All projects have been awarded via competitive RFP.

Project Location: Keene Public Works, 350 Marlboro Street, Keene, NH 03431

Commercial Operation Date: December 2018

Project Details:

- Energy generation: 738,779 kWh/year
- Major equipment: 1,552 REC 345W solar modules, 8 SMA Core 50kW inverters, Ecolibrium Ecofoot 2+ ballasted racking on the roof, Also Energy data acquisition RGM
- Completed on budget and ahead of schedule after structural/design delays from City

Reference: Duncan Watson, Assistant Public Works Director

dwatson@ci.keene.nh.us, (917) 445-4131, 350 Marlboro St, Keene, NH 03431



Kennebec Sanitary Treatment District PPA

ReVision Energy installed a 968.7 kW (DC) array on the grounds of the Kennebec Sanitary Treatment District (KSTD) in 2018, financing via an innovative PPA partnership between mission-driven solar investors USDA Rural Development debt. The installation crew and machinery had to contend with the undulating terrain while making sure everything was assembled accurately both vertically and horizontally. Permitting for the project was complicated due to the site's proximity to a river and the previous condition of the site. Through careful due diligence and investigation by ReVision, we were able to address these and other project challenges and complete construction on schedule during Fall 2018.

Project Location: 401 Water St., Waterville, ME

Commercial Operation Date: December 20, 2018

Project Details:

- Energy generation: 1,220,630 kWh/year
- Major equipment: 2,808 REC 375W solar modules, 13 SMA STP Core 1 50 kW three phase grid tied inverters, RBI driven pile racking, Locus Energy revenue grade meter
- Completed on budget and on schedule

Reference: Tim LeVasseur, Superintendent, Kennebec Sanitary Treatment District



(207) 873-0611, tLeVasseur@kstd.com, 401 Water St, Waterville, ME 04901

Town of Hanover Water Department and Portfolio

In 2018, ReVision Energy was selected via competitive RFP to install rooftop solar arrays at the Hanover Water Reclamation Facility and Hanover Town Hall. After successful completion of the projects, ReVision was awarded 720 kW and 1.0 MW ground-mounted solar arrays adjacent to the Hanover Water Department on Grasse Road as well 180 kW of rooftop systems at the Hanover DPW and Fire Station, installed in 2019-21. The large ground mounts are currently under construction after detailed site plan review, NHDES Alteration of Terrain permitting, Liberty Utilities System Impact Study, and PUC negotiations. ReVision's Upper Valley partner Energy Emporium (now part of ReVision) also installed smaller-scale solar arrays for the Town of Hanover as early as 2015 and served as the Town's solarize partner.

Project Location: Hanover NH Water Department, Grasse Rd, Hanover and Town Rooftops

Commercial Operation Dates: 2015 (Energy Emporium) to 2021

Project Details:

- Hanover Water Department: 1.7 MW ground mount (driven piles) on wooded lots
- Hanover Water Reclamation Facility: 69.8 kW ballasted rooftop on EPDM membrane
- Hanover Town Hall: 16.6 kW ballasted rooftop on TPO membrane
- Hanover DPW and Police/Fire Station: 180 kW on four pitched and membrane rooftops

Reference: Julia Griffin, Town Manager, Town of Hanover
(603) 643-0701, julia.griffin@hanovernh.org, 41 S Main St, Hanover, NH 03755



Nashua Municipal & School District Portfolio

ReVision installed three rooftop solar arrays totaling 641 kW (DC) for the City of Nashua in Fall 2019 after winning a competitive RFP in Spring 2019. The systems at the City Transit Garage, Lake Street Fire Station, and Conway Ice Arena constitute the first of multiple phases of planned solar installations by the City and School District to meet its stated goal of 100% carbon-neutral by 2050. The first two school arrays, totaling 1 MW, were installed in fall 2020, and two more are slotted for 2021-22. Each of the arrays utilizes a different type of mechanical attachment to match the different roof types (flat rubber membrane, flat corrugated metal, pitched standing seam). The projects were financed by a local impact investor through ReVision Solar Impact Partners under a PPA, which generates immediate cost savings for taxpayers.

Project Location: 5 Stadium Drive / 9 Riverside Street / 177 Lake Street / Schools

Commercial Operation Dates: December 2019 (City), November 2020 (School District)

Project Details:

- Energy generation: 1,600,000+ kWh/year
- Major equipment: REC 320W, 350W, and 380W solar modules, SolarEdge three-phase inverters and RGM, Ecolibrium Ecofoot 2+ ballasted and IronRidge pitched racking
- Completed on budget and on schedule

Reference: Municipal Buildings: Doria Brown, Nashua Energy Manager
brownd@nashuanh.gov, (551) 795-5502, 229 Main Street, Nashua, NH 03060

School District: Shawn Smith, Facilities Manager, smithsha@nashua.edu, (603) 589-2785



City of Dover - Dover School District Portfolio

In 2019, ReVision Energy installed a 912 kW (DC) array on the roof of the new Dover High School, the largest rooftop system in New Hampshire by panel count. After winning the project via competitive RFP, ReVision engaged in extensive planning and logistics with City, School, and Eversource officials to ensure that no part of the installation (including crane work) interfered with the active school in session. As with all membrane roofs, utmost care had to be taken to avoid damage and ensure the roof conformed to all manufacturer requirements for the warranty preservation. ReVision is also providing educational programming at the Career Technical Center and other public benefits. We also installed solar at the Dover Indoor Pool and Children's Museum, and we continue to work with the City on expanded solar opportunities to meet their sustainability commitments.

Project Location: 25 Alumni Drive, Dover, NH 03820

Commercial Operation Date: September 2019

Project Details:

- Energy generation: 1,055,330 kWh/year
- Major equipment: 2,851 REC 320W solar modules, 7 SolarEdge 100k and 1 66.6k three-phase inverters, Ecolibrium Ecofoot 2+ ballasted racking, Locus Energy RGM
- Completed on budget; commissioning extended due to utility upgrade delays

Reference: Christopher Parker, Assistant City Manager
c.parker@dover.nh.gov, (603) 516-6008, 288 Central Ave, Dover, NH 03820



City of South Portland Landfill

The South Portland municipal landfill project was installed on a capped municipal landfill located off Highland Avenue in South Portland. Construction of this 1,016 kW (DC) grid-tied ground array began in late June 2017 and the system was interconnected and commissioned in Fall 2017. To comply with environmental permitting requirements and avoid penetrating the landfill cap, the solar arrays were mounted on 480 ballasted foundations which were formed and then poured in place utilizing pump trucks and concrete buggies. The project was permitted in-house and maintained compliance with Maine Department of Environmental Protection (MDEP) and City of South Portland regulations, including weekly inspections

Project Location: 929 Highland Ave, South Portland, ME

Commercial Operation Date: October 13, 2017

Project Details:

- Energy generation: 1,248,320 kWh/year
- Major equipment: 2,944 REC 345W solar modules, 22 SMA Sunny Tripower 30000TL-US inverters mounted directly to PV racking, Solar Flex Rack concrete ballasted foundation, Also Energy revenue grade data acquisition system with weather station, 1,000A service to net meter on nine City of South Portland utility accounts
- Completed on time and on budget

Reference: Julie Rosenbach, Sustainability Director, City of South Portland, 207-347-4148
jrosenbach@southportland.org, 25 Cottage Road, Portland, ME, 04106



Midcoast Regional Redevelopment Authority (MRRA)

The 1,528 kW (DC) ground-mounted MRRA project was installed on the old Brunswick Naval Air Station, now known as Brunswick Landing. As part of redeveloping the Air Station after its closure, a self-contained microgrid was installed into which the new PV system was connected via a new 1,600A 480V combiner panel. The MRRA project is located on six acres of the airfield. A condensed timeline due to material availability and manufacturer delays resulted in the racking and module construction being completed in under four weeks or 50% of projected timeline. Given an active airport site, heightened safety precautions and strict access procedures had to be taken, while extreme weather conditions (gail force wind, rain, frigid cold, and snow) added additional constraints to an already tight timeline.

Project Location: Pegasus St., Brunswick, ME

Commercial Operation Date: December 27, 2017

Project Details:

- Energy generation: 1,248,320 kWh/year
- Major equipment: 2,560 REC 345W and 2,016 REC 320W PV solar panels, 34 SMA Sunny Tripower 30000TL-US inverters mounted to PV Racking, G-Max driven post ground-mounted racking with 708 galvanized steel posts, 800 feet of underground primary line extension via trenchless directional boring, Locus revenue grade data acquisition system
- Completed ahead of time after manufacturer delays and on budget

Reference: Steve Levesque, Executive Director, stevel@mrra.us, (207) 798-6512



Dartmouth College Campus Conversion

In 2016, ReVision Energy bid for and was awarded Dartmouth College's first solar RFP to install solar on the roofs of Dartmouth College's Barry Sports Center (137 kW), MacLean Engineering Sciences Center (54 kW), and Davis Varsity House (20 kW). ReVision completed the highly-visible on-campus installations in 2017 and was also selected to install two off-campus solar projects for the college that same year. In March 2018, ReVision was again awarded a competitive RFP to install eight additional on-campus solar projects totaling over 500 kW across more than a dozen rooftops. ReVision was awarded the College's third RFP for over 750 kW across three more campus facilities in 2019. All Dartmouth solar projects spanning over 20 roof surfaces are financed via PPA by ReVision Energy and its impact investors.

Project Location: Multiple Dartmouth campus buildings in Hanover, NH

Commercial Operation Dates: December 2017 (Phase 1); October 2018 (Phase 2); Summer 2020 (Phase 3)

Combined Project Details:

- Energy generation: 1,700,000+ kWh/year
- Major equipment: REC 320W, LG 350W, and QCell 325W modules, SolarEdge three-phase inverters, Exolibrum Ecofoot 2+ racking, IronRidge racking, Locus and SE RGMs
- Completed on budget and on accelerated schedule based on stringent College-provided timeframe (to minimize interference with semester)

Reference: Abbe E. Bjorklund, PE, Director of Engineering and Utilities

Abbe.E.Bjorklund@Dartmouth.edu, 603-646-1790, 6 Vox Lane, Hanover, NH 03755



Business Details

| | |
|--|---|
| Business Name: REVISION ENERGY INC. | Business ID: 779827 |
| Business Type: Foreign Profit Corporation | Business Status: Good Standing |
| Business Creation Date: 09/29/2017 | Name in State of Incorporation: REVISION ENERGY INC. |
| Date of Formation in Jurisdiction: 09/29/2017 | |
| Principal Office Address: 91 West Main Street, Liberty, ME, 04949, USA | Mailing Address: 91 West Main Street, Liberty, ME, 04949, USA |
| Citizenship / State of Incorporation: Foreign/Maine | |
| | Last Annual Report Year: 2020 |
| | Next Report Year: 2021 |
| Duration: Perpetual | |
| Business Email: cdonovan@revisionenergy.com | Phone #: 207-589-4171 |
| Notification Email: heather@revisionenergy.com | Fiscal Year End Date: NONE |

Principal Purpose

| S.No | NAICS Code | NAICS Subcode |
|---------------------|------------|---------------|
| No records to view. | | |

Principals Information

| Name/Title | Business Address |
|-----------------------------------|---|
| William N. Levay / Vice President | 91 West Main St., Liberty, ME, 04949, USA |
| Fortunat C. Mueller / President | 91 West Main St., Liberty, ME, 04949, USA |
| Steve F. Hinchman / Director | 91 West Main St., Liberty, ME, 04949, USA |
| Daniel J. Clapp / Director | 91 West Main St., Liberty, ME, 04949, USA |
| Philip B. Coupe / Director | 91 West Main St., Liberty, ME, 04949, USA |

< Previous ... 1 2 ... Next > Page 1 of 2, records 1 to 5 of 9 Go to Page

Registered Agent Information

| |
|---|
| Name: Daniel Clapp |
| Registered Office 7 Commercial Drive, Brentwood, NH, 03833, USA |

Appendix

NABCEP Certified Solar Installers Employed by ReVision Energy

The North American Board of Certified Energy Practitioners ([NABCEP](#)) is a volunteer board of renewable energy stakeholder representatives that includes representatives of the solar industry, NABCEP certificants, renewable energy organizations, state policy makers, educational institutions, and the trades. Each member of the board was chosen because of his or her experience and involvement in the solar energy industry.

NABCEP's mission—to support, and work with, the renewable energy and energy efficiency industries, professionals, and stakeholders—is intended to develop and implement quality credentialing and certification programs for practitioners.

NABCEP's goal is to develop voluntary national certification programs that will:

- Promote renewable energy;
- Provide value to practitioners;
- Promote worker safety and skill; and
- Promote consumer confidence

NABCEP is committed to providing a certification program of quality and integrity for the professionals and consumer/public it is designed to serve. Professionals who choose to become certified demonstrate their competence in the field and their commitment to upholding high standards of ethical and professional practice.

PV Installer Certification

The NABCEP PV installer certification is a voluntary certification that provides a set of national standards by which PV installers with skills and experience can distinguish themselves from their competition. Certification provides a measure of protection to the public by giving them a credential for judging the competency of practitioners. It is not intended to prevent qualified individuals from installing PV systems nor to replace state licensure requirements.

The target candidate for NABCEP certification is the person responsible for the system installation (e.g., contractor, foreman, supervisor, or journeyman).

The NABCEP PV Installer certification has been developed in accordance with the the certification field's best practices. NABCEP is a member of the Institute for Credentialing Excellence (I.C.E.) and has endeavored to follow the requirements of [ISO/IEC Standard 17024](#): General Requirements for Bodies Operating Certification Systems of Persons.

NABCEP's PV Installer Certification is North America's only renewable energy personnel certification that has been ANSI accredited to the internationally recognized ISO/IEC 17024 standard.



PV Installation Professional

Chris Lee
Bill Levay
Kim Quirk
Ryan Herz
Hans Albee
Brian Byrne
Jeff Cantara
Josh Baston
Bill Pennings
Noah Watson
Amy Farnham
Nathan Poland
James Hasselbeck
Gifford Jenkins-Davis



David Sharples <dsharples@exeternh.gov>

RE: Solar RFP

1 message

Ned Reynolds <eraynolds@revisionenergy.com>
To: David Sharples <dsharples@exeternh.gov>

Fri, Dec 18, 2020 at 5:22 PM

Hi Dave,

You bet – see my answers inserted w/your questions below:

And, have a great weekend!

Ned

From: David Sharples <dsharples@exeternh.gov>
Sent: Friday, December 18, 2020 4:25 PM
To: Ned Reynolds <eraynolds@revisionenergy.com>
Subject: Re: Solar RFP

Hi Ned,

Thanks!

I do have a few questions for you regarding the ownership path:

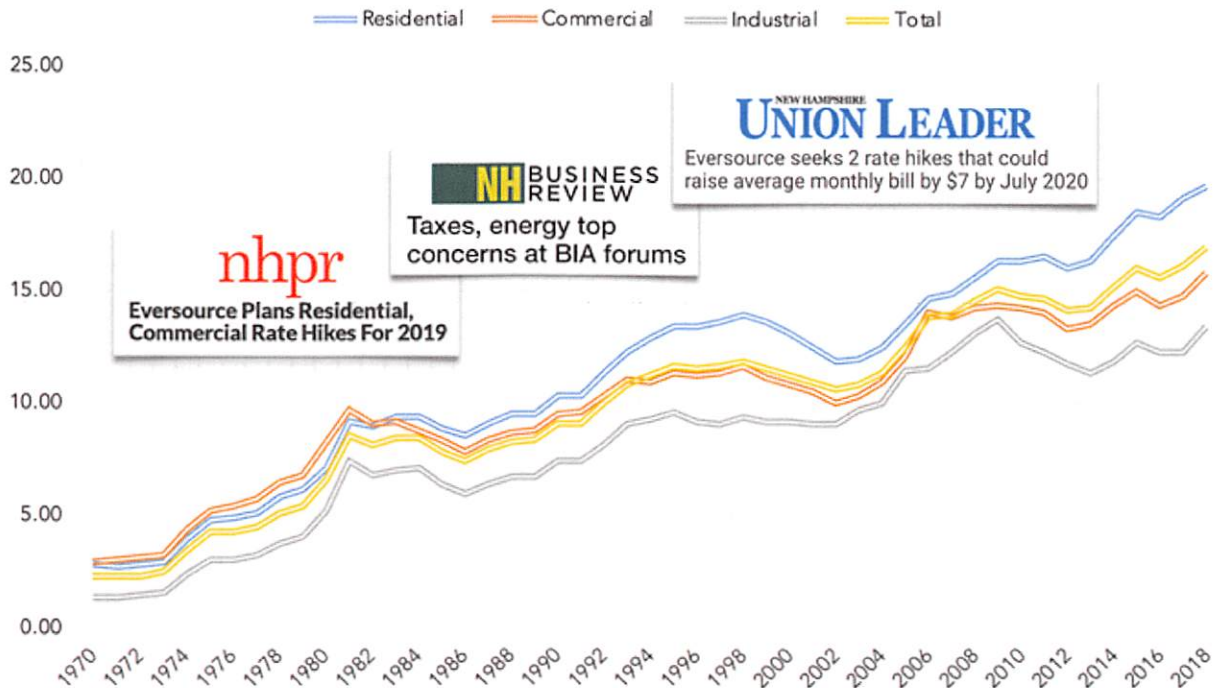
1. Solar Generation: Is there any chance that the solar generation projections in this column can fluctuate? If so, why? I ask because we have a small solar array at the DPW and the actual solar generation is a bit off (lower) from what was projected.
 - Yes some fluctuation can be expected, because any year can have anomalies in the number of cloudy hours, sunny hours, snowfall (when panels might remain covered in snow – although ground mount 43 degree tilt that's expected to be minimal). The weather dataset we used inside of Helioscope (the Design Software) is a 30-year dataset from the National Weather Service, as recommended by the National Renewable Energy Laboratory.

Beyond that, the kWh production numbers are driven by many other settings and assumptions in the model; as a principal ReVision uses conservative assumptions, as we prefer to under-promise and if a customer judges a project to be worth their investment based on our numbers, and then in practice experiences better, that's what we want. In our experience many other companies don't follow that practice. In the case of your DPW array, I believe Clay Mitchell, Mike Behrmann and Sara Greenshields (Revolution LLC) are all honest, scrupulous people – it's my understanding there has been a lot of work/changes going on at DPW site that may have interfered with steady production as expected. Beyond that I would attribute any over-estimation of production, if that actually occurred, to perhaps inexperience with the modeling – that was 2013.

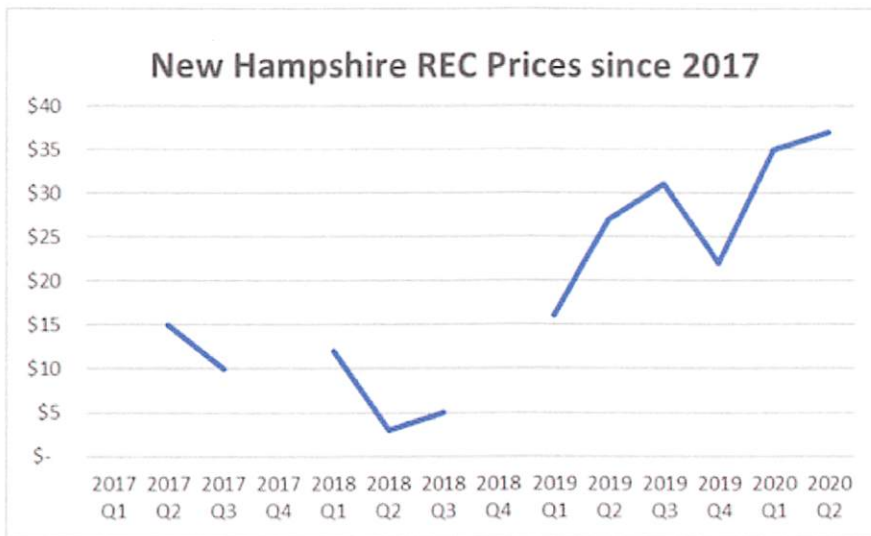
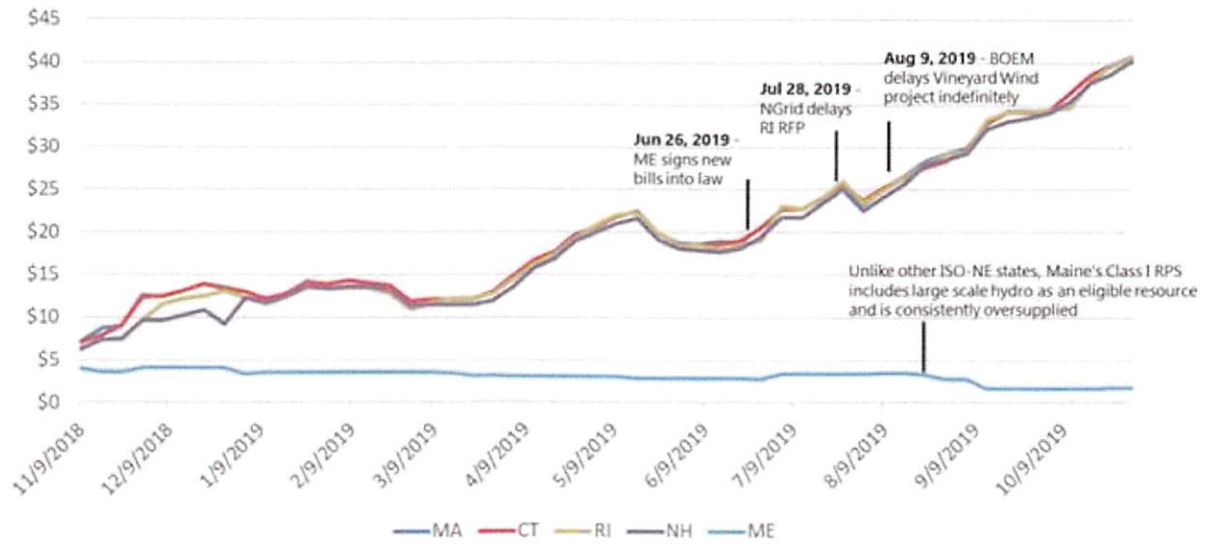
But bottom line for the Landfill array, ReVision will stand behind the numbers in our projection – not that there might be a shortfall in a single, anomalous year, but that over a multi-year period and certainly the long haul that the production will exceed what we project.

2. Utility \$/kWh: Year 1 is \$0.0770 with a 2.5% utility escalator. Can you provide any historical data to provide a level of comfort that a 2.5% escalator is a good assumption?

- As the graph below shows, utility prices are like the stock market – they DO experience relatively short-term periods where they stall and may even decline, but over the long term they go up, with/above inflation. The 30 year trend since 1990 is an average annual rate of 3.1%; Per what I said above about ReVision's approach, we routinely use 2.5%/yr as a projection of utility price escalation. As you can see the graph does not include 2019 and 2020, as the data (the graph) is from the U.S. Energy Information Administration and that's how much of a lag there is to their collection and publication ... 2019 and '20 have been a period of slightly DECLINING rates (similar to 2000-22202 and 2011-2013), but we believe that with COViD subsiding and the economy likely to pick back up in 2021, utility rates will likely begin to tick up again. Remember that utility rates are driven not only by the cost of fuel inputs (natural gas, other sources) but also the investments that utilities (us ratepayers) must make in the Transmission & Distribution infrastructure, and there is a lot of that coming down the pike – Eversource most recently applied for a 24% increase in the T&D portion of their rate!



- REC's: Can you provide any data that backs up the assumptions of a \$35/MWh REC value? It appears that REC's can vary significantly from year to year so we are interested in why you believe \$35 is a good number..
 - Yes, good question. RECs are entirely a creation of policy (specifically the state policy known as the Renewable Portfolio Standard, RPS) that requires a certain amount of electricity on the grid to come from renewable sources. The price of RECs as you note can fluctuate based on a number of things that happen in the market that is created by those policies (six separate state policies in New England, of which NH's is by far the "weakest"). But as the graph below shows, the trend is again, over the long term, upward over time. The first graph is monthly data assembled by a consulting firm (Power Advisory LLC) that tracks all six New England state markets over the course of 2019. The second graph is only our "in-house" data, inconsistently recorded quarterly, since early 2017, but it goes through the most recent auction in 2020, where the price was \$37. So in using the REC price of \$35 in our projection for the Exeter Landfill array, but holding it constant over the next 15 years (no escalation) we have kind of "split the difference" between confidence/optimism that the increasing trend over the last few years is solid – prices are not going to crater like they did in the past, but we're going to say they're going to just keep rising. While we certainly can't predict enactment of specific policies we believe there is a strong trend, including the posture of the incoming Biden Administration, toward pricing carbon and valuing clean energy more fully – for climate change/emissions reduction goals as well as appreciating its contributions to reduced stress on grid and pollution reduction/health benefits – that will keep the floor of REC prices in the 30s, at least, for the foreseeable future.



4. Your expenses do not appear to include insurance. i have a call intop primex but do you have any idea what it would cost to insure the array on an annual basis?
- You're correct, they don't. We assume that given the overall value and breadth of what municipalities are already insured for (through Primex here in NH), the solar property would not be a significant, if any, additional cost to insure. But I am glad you've reached out to Primex and would be very interested to hear their response – and we'd be happy to answer any questions for them if they have any!

Thanks,

Dave

On Fri, Dec 18, 2020 at 11:56 AM Ned Raynolds <eraynolds@revisionenergy.com> wrote:

Hi Dave,



January 7, 2021

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

Exeter Select Board:

Please accept this letter in support of the proposed solar array development at the Cross Road Landfill.

Immediately after purchasing our 66 Newfields Road property, we installed a solar array on our farmhouse to satisfy both our family needs, and that of our gathering space, The Word Barn. We knew this long-term cost-saving step would both help reduce our carbon footprint, and serve as an opportunity to encourage others to do the same.

Every time we drive by Exeter Public Works, we are proud to see the installed solar array there, knowing that it is doing the same, if not to a greater extent.

This new proposed solar array development is an important next step toward strong and healthy stewardship of our local and global resources, and a smart investment that we and future generations will benefit from.

Thank you for your consideration, and continued work to better this special place we call home.

Ben, Sarah, Aengus & Ariana Anderson
66 Newfields Road



Fwd: solar array project support letter

1 message

David Sharples <dsharples@exeternh.gov>

Thu, Jan 7, 2021 at 11:55 AM

To: Russ Dean <rdean@exeternh.gov>, Pam McElroy <pmcelroy@exeternh.gov>

----- Forwarded message -----

From: **Andrew Koff** <drewkoff@gmail.com>

Date: Thu, Jan 7, 2021 at 10:47 AM

Subject: solar array project support letter

To: <dsharples@exeternh.gov>

Cc: Sarah Koff <sarahwkoff@gmail.com>, Kristen Murphy <kmurphy@exeternh.gov>

Hello Dave-

I am in favor of the solar array project at the Cross Rd Landfill. We installed a solar array at our house several years ago and have been very happy with the investment and the return on our investment. I would encourage the town to consider owning the array as the long term benefits outweigh the initial capital costs. not only does it make economic sense, it is the right thing to do. Thanks for your consideration.

Regards,
Andrew Koff

FY21 Budget, Bonds & Warrant Articles

**TOWN OF EXETER
MEMORANDUM**

TO: Select Board
FROM: Town Manager
RE: FY21 Budget Updates
DATE: January 11th, 2021

The status of the FY21 Operating Budgets with revisions are as follows:

General Fund - \$19,891,082, an increase of 1.46% or \$285,545 over FY20. The FY21 General Fund default budget is \$19,978,374.

Water Fund - \$4,045,184, an increase of 14.1%, or \$501,389 over FY20. The FY21 Water Fund default budget is \$3,633,083.

Sewer Fund - \$7,015,364, a decrease of \$671,241, or -8.73% under FY20. The FY21 Sewer Fund default budget is \$6,942,533.

These revisions include the Network Administrator position discussed on the 4th of January. If the position is not approved, the budgets would be adjusted accordingly.

As mentioned in previous meetings, the FY21 General Fund budget includes the first year of the library project debt. This payment totals \$417,166.

The main increases in the Water Fund are found in the capital outlay section with the various larger capital items recommended by the Budget Recommendations Committee.

The Sewer Fund has been decreased largely to reflect a decrease in the second year payment of the new Wastewater Facility SRF Loan.

There are a total of 3 bonds for consideration, as follows:

1. Salem Street Area Utility Improvements, \$5,100,000. This project would replace water and sewer lines, and enhance storm drainage. Debt service would be shared by the Water, Sewer, and General Funds. The General Fund portion is \$1,010,000. Water Fund portion \$2,500,000. Sewer Fund portion \$1,590,000.
2. Groundwater source development, \$1,000,000. This project would continue the town's work on finding new groundwater sources to support the town's water supply. Payment on this bond would be made from the Water Fund.
3. Wastewater Lagoon Sludge Removal, \$2,600,000. This project would include removing sludge from the lagoons at 13 Newfields Road. Debt service would be

paid from the Sewer Fund. The recommendation is to bond this removal to guard against future price increases and lack of possible storage for the sludge.

All of these projects were vetted by the Budget Recommendations Committee and recommended, and are included in the Town's CIP.

Other Warrant Articles

There are three general fund CIP (Capital Improvement Program) related warrant articles included in the draft warrant: Public Works Garage Design/Engineering, \$100,000; Public Safety Alternatives Analysis, \$100,000; and appropriation to the Parks Improvement Fund, \$100,000. These items were vetted and supported by the Budget Recommendations Committee.

General Fund, Water Fund, Sewer Fund Budget Summary

| Town of Exeter | | | | | | |
|--|------------------|------------------|--|--|---------------------|---------------------------|
| 2021 Select Board Budget | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | |
| DEPARTMENT | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget \$ Increase/-(Decrease) | 2021 SB Budget vs. 2020 Budget %- Difference | 2021 Default Budget | 2021 SB vs Default Budget |
| General Fund Appropriations | | | | | | |
| General Government | | | | | | |
| Select Board | 22,981 | 20,681 | (2,300) | -10.01% | 22,981 | (2,300) |
| Town Manager | 244,451 | 254,976 | 10,525 | 4.31% | 250,621 | 4,355 |
| Human Resources | 150,748 | 132,735 | (18,013) | -11.95% | 136,242 | (3,507) |
| Transportation | 1 | 1 | - | 0.00% | 1 | - |
| Legal | 80,000 | 80,000 | - | 0.00% | 80,000 | - |
| Information Technology | 254,861 | 291,463 | 36,602 | 14.36% | 258,980 | 32,483 |
| Trustees of Trust Funds | 891 | 891 | - | 0.00% | 891 | - |
| Town Moderator | 1,319 | 754 | (565) | -42.86% | 754 | - |
| Town Clerk | 353,739 | 363,956 | 10,217 | 2.89% | 365,504 | (1,548) |
| Elections/Registration | 30,601 | 12,058 | (18,543) | -60.60% | 17,898 | (5,840) |
| Total General Government | 1,139,592 | 1,157,515 | 17,923 | 1.57% | 1,133,872 | 23,643 |
| Finance | | | | | | |
| Finance/Accounting | 329,674 | 338,688 | 9,014 | 2.73% | 341,355 | (2,667) |
| Treasurer | 9,792 | 9,792 | - | 0.00% | 9,792 | - |
| Tax Collection | 115,812 | 108,358 | (7,454) | -6.44% | 116,069 | (7,711) |
| Assessing | 253,610 | 234,994 | (18,616) | -7.34% | 237,693 | (2,699) |
| Total Finance | 708,888 | 691,833 | (17,056) | -2.41% | 704,909 | (13,077) |
| Planning & Building | | | | | | |
| Planning | 275,873 | 244,064 | (31,809) | -11.53% | 255,410 | (11,346) |
| Economic Development | 151,341 | 147,302 | (4,039) | -2.67% | 151,332 | (4,030) |
| Inspections/Code Enforcement | 265,855 | 271,392 | 5,536 | 2.08% | 270,677 | 715 |
| Conservation Commission | 10,039 | 10,039 | - | 0.00% | 10,039 | - |
| Renewable Energy Expense | - | 1 | 1 | 0.00% | - | 1 |
| Zoning Board of Adjustment | 4,326 | 4,326 | - | 0.00% | 4,326 | - |
| Historic District Commission | 11,825 | 2,825 | (9,000) | -76.11% | 11,825 | (9,000) |
| Heritage Commission | 892 | 893 | 1 | 0.11% | 892 | 1 |
| Total Planning & Building | 720,151 | 680,842 | (39,309) | -5.46% | 704,501 | (23,660) |
| Public Safety | | | | | | |
| Police | 3,325,944 | 3,403,634 | 77,690 | 2.34% | 3,418,545 | (14,910) |
| Fire | 3,851,911 | 3,784,396 | (67,516) | -1.75% | 3,789,041 | (4,646) |
| Communications | 417,082 | 377,810 | (39,272) | -9.42% | 377,810 | - |
| Health | 135,010 | 119,196 | (15,815) | -11.71% | 137,359 | (18,163) |
| Total Public Safety | 7,729,948 | 7,685,036 | (44,912) | -0.58% | 7,722,755 | (37,719) |
| Public Works - General Fund | | | | | | |
| Administration & Engineering | 412,348 | 405,359 | (6,989) | -1.69% | 407,850 | (2,491) |
| Highways & Streets | 2,112,946 | 2,017,597 | (95,349) | -4.51% | 2,153,537 | (135,940) |
| Snow Removal | 334,555 | 311,190 | (23,365) | -6.98% | 332,359 | (21,169) |
| Solid Waste Disposal | 1,304,764 | 1,388,385 | 83,621 | 6.41% | 1,303,998 | 84,387 |
| Street Lights | 170,340 | 169,000 | (1,340) | -0.79% | 170,340 | (1,340) |
| Stormwater | 60,000 | 54,000 | (6,000) | -10.00% | 60,000 | (6,000) |
| Total Public Works - General Fund | 4,394,953 | 4,345,531 | (49,422) | -1.12% | 4,428,083 | (82,552) |
| Maintenance | | | | | | |
| General | 527,219 | 548,185 | 20,966 | 3.98% | 537,010 | 11,175 |
| Town Buildings | 289,424 | 293,445 | 4,021 | 1.39% | 289,424 | 4,021 |
| Maintenance Projects | 100,000 | 100,000 | - | 0.00% | 100,000 | - |
| Mechanics/Garage | 273,496 | 273,034 | (462) | -0.17% | 273,034 | - |
| Total Maintenance | 1,190,139 | 1,214,664 | 24,525 | 2.06% | 1,199,467 | 15,197 |
| Welfare & Human Services | | | | | | |

| Town of Exeter | | | | | | |
|--|-------------------|-------------------|--|--|---------------------|---------------------------|
| 2021 Select Board Budget | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | |
| DEPARTMENT | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget \$ Increase/-(Decrease) | 2021 SB Budget vs. 2020 Budget %- Difference | 2021 Default Budget | 2021 SB vs Default Budget |
| Welfare | 73,052 | 73,120 | 68 | 0.09% | 73,369 | (250) |
| Human Services | 103,805 | 106,720 | 2,915 | 2.81% | 103,805 | 2,915 |
| Total Welfare & Human Services | 176,857 | 179,840 | 2,983 | 1.69% | 177,174 | 2,665 |
| Parks & Recreation | | | | | | |
| Recreation | 344,410 | 357,313 | 12,903 | 3.75% | 355,781 | 1,531 |
| Parks | 218,182 | 222,863 | 4,681 | 2.15% | 223,363 | (500) |
| Total Parks & Recreation | 562,592 | 580,176 | 17,584 | 3.13% | 579,144 | 1,031 |
| Other Culture/Recreation | | | | | | |
| Other Culture/Recreation | 17,000 | 18,500 | 1,500 | 8.82% | 18,500 | - |
| Special Events | 15,000 | 15,000 | - | 0.00% | 15,000 | - |
| Total Other Culture/Recreation | 32,000 | 33,500 | 1,500 | 4.69% | 33,500 | - |
| Public Library | | | | | | |
| Library | 1,032,885 | 1,081,267 | 48,382 | 4.68% | 1,082,132 | (865) |
| Total Library | 1,032,885 | 1,081,267 | 48,382 | 4.68% | 1,082,132 | (865) |
| Debt Service & Capital | | | | | | |
| Debt Service | 1,055,140 | 1,374,215 | 319,075 | 30.24% | 1,374,215 | - |
| Vehicle Replacement/Lease | 416,907 | 396,615 | (20,293) | -4.87% | 368,570 | 28,045 |
| Misc. Expense | 4 | 4 | - | 0.00% | 4 | - |
| Cemeteries | 1 | 1 | - | 0.00% | 1 | - |
| Capital Outlay - Other | 4,251 | 4,251 | - | 0.00% | 4,251 | - |
| Total Debt Service & Capital | 1,476,303 | 1,775,086 | 298,783 | 20.24% | 1,747,041 | 28,045 |
| Benefits & Taxes | | | | | | |
| Health Insurance Buyout/Sick Leave/Flex Spending | 161,552 | 157,276 | (4,276) | -2.65% | 157,276 | (0) |
| Insurance Reserves | - | - | - | - | - | - |
| Unemployment | 2,897 | 2,897 | - | 0.00% | 2,897 | - |
| Worker's Compensation | 213,402 | 236,198 | 22,796 | 10.68% | 236,198 | - |
| Insurance | 63,379 | 69,424 | 6,045 | 9.54% | 69,424 | - |
| Total Benefits & Taxes | 441,230 | 465,795 | 24,565 | 5.57% | 465,795 | (0) |
| Total GF Operating Budget | 19,605,537 | 19,891,082 | 285,545 | 1.46% | 19,978,374 | (87,292) |
| Other Appropriations - Warrant Articles | | | | | | |
| Sidewalk Program | 60,000 | | (60,000) | -100.0% | | - |
| Snow/Ice Deficit Fund | 50,000 | 50,000 | - | 0.0% | - | - |
| Sick Leave Expendable Trust Fund | 100,000 | 100,000 | - | 0.0% | - | - |
| Exeter Police Association Agreement | | | - | | | - |
| SEIU 1984 Collective Bargaining | | | - | | | - |
| Exeter Professional FF's Association | | | - | | | - |
| Portable Radios | | | - | | | - |
| Swasey Pkwy CRF | | | - | | | - |
| Cemetery Capital Reserve Fund | | | - | | | - |
| TAP Grant Match/Sidewalks | | | - | | | - |
| Intersection Improvements Program | | | - | | | - |
| ADA Accessibility CRF | | | - | | | - |
| Parks & Rec CRF | 100,000 | 100,000 | - | 0.0% | - | - |
| Dispatch Communication upgrade | | | - | | | - |
| Public Safety Study | | | - | | | - |
| Pickpocket Dam Reclassification | 110,000 | 100,000 | (10,000) | -9.1% | - | - |
| Great Bridge Deficit Funding | | | - | | | - |
| Swasey Parkway Maint Fund | | | - | | | - |
| LED Streetlight Repl | | | - | | | - |
| Town wide Vehicle Replacements | 147,872 | | (147,872) | -100.0% | | - |

| Town of Exeter | | | | | | |
|--|-------------------|-------------------|---|--|---------------------|---------------------------|
| 2021 Select Board Budget | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | |
| DEPARTMENT | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget \$ Increase/- (Decrease) | 2021 SB Budget vs. 2020 Budget %- Difference | 2021 Default Budget | 2021 SB vs Default Budget |
| Conservation Fund Appropriation | 50,000 | - | (50,000) | -100.0% | - | - |
| Communications Repeater Site Impr | 78,792 | | (78,792) | -100.0% | | |
| Metered Parking | 115,000 | | (115,000) | -100.0% | | |
| Stewart Park Seawall Deficit Funding | | 105,794 | 105,794 | | - | |
| Public Works Facility Garage | | 100,000 | 100,000 | | - | |
| Public Safety Alternatives Analysis | | 100,000 | 100,000 | | - | |
| Bike/Pedestrian Master Plan | | - | - | | - | |
| Waterfront Seawall | | - | - | | - | |
| | | | | #DIV/0! | | - |
| Total Other Approp.-WAR | 811,664 | 655,794 | (155,870) | -19.20% | - | - |
| Other Appropriations - Additional Personnel/Contracted Services | | | | | | |
| Borrowing Other | | | | | | |
| Library Renovation/Expansion | | | - | | | - |
| Salem St. Area Utility Replacements | | 1,010,000 | 1,010,000 | | - | |
| Recreation Park Renovation Design & Engineering | | | - | #DIV/0! | | - |
| Salem St. Area Utility Replacements | | | - | #DIV/0! | | - |
| | - | | - | #DIV/0! | | - |
| | | | - | #DIV/0! | | - |
| Total Borrowing Other | - | 1,010,000 | 1,010,000 | | - | - |
| Total GF & WAR & Borrowing | 20,417,201 | 21,556,876 | 1,139,675 | 5.58% | 19,978,374 | (87,292) |
| Water Fund | | | | | | |
| Administration | 393,161 | 409,340 | 16,179 | 4.1% | 407,196 | 2,144 |
| Billing and Collection | 179,553 | 171,147 | (8,406) | -4.7% | 183,940 | (12,793) |
| Distribution | 836,826 | 872,786 | 35,959 | 4.3% | 858,636 | 14,150 |
| Treatment | 813,514 | 822,395 | 8,881 | 1.1% | 804,795 | 17,600 |
| Debt Service | 1,164,650 | 1,263,186 | 98,536 | 8.5% | 1,263,186 | - |
| Capital Outlay | 165,091 | 515,330 | 350,239 | 212.1% | 115,330 | 400,000 |
| Appropriations from Reserves | | | - | | | - |
| Total WF Operating Budget | 3,552,795 | 4,054,184 | 501,389 | 14.1% | 3,633,083 | 421,101 |
| Other Appropriations - Warrant Articles | | | | | | |
| SEIU 1984 Collective Bargaining | | | | | | |
| New Groundwater Source Exploration | | | | | | |
| Washington St Waterline Repl | | | | | | |
| Salem St. Area Utility Replacements | | | - | | | - |
| Groundwater Source Development | 200,000 | 1,000,000 | 800,000 | 400.0% | | |
| SWTP Lagoon Cleaning | | - | - | | | |
| SWTP Upgrades | | - | - | | | |
| Salem St. Area Utility Replacements | | 2,500,000 | 2,500,000 | | | |
| | | | - | | | - |
| Total Other Appropriations | 200,000 | 3,500,000 | 3,300,000 | 1650.0% | - | - |
| Total Water Fund Appropriations | 3,752,795 | 7,554,184 | 3,801,389 | 101.29% | 3,633,083 | 421,101 |
| Sewer Fund | | | | | | |
| Administration | 417,513 | 463,039 | 45,526 | 10.90% | 439,416 | 23,623 |
| Billing and Collection | 176,328 | 167,922 | (8,406) | -4.77% | 180,715 | (12,793) |
| Collection | 708,202 | 732,111 | 23,908 | 3.38% | 730,011 | 2,100 |
| Treatment | 1,415,476 | 1,330,179 | (85,296) | -6.03% | 1,440,279 | (110,100) |
| Debt Service | 4,848,995 | 4,106,782 | (742,213) | -15.31% | 4,106,782 | - |
| Capital Outlay | 120,091 | 215,331 | 95,240 | 79.31% | 45,330 | 170,001 |

| Town of Exeter | | | | | | |
|--|------------------|-------------------|--|--|---------------------|---------------------------|
| 2021 Select Board Budget | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | |
| DEPARTMENT | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget \$ Increase/-(Decrease) | 2021 SB Budget vs. 2020 Budget %- Difference | 2021 Default Budget | 2021 SB vs Default Budget |
| Appropriations from Reserves | | | - | | | - |
| Total SF Operating Budget | 7,686,605 | 7,015,364 | (671,241) | -8.73% | 6,942,533 | 72,831 |
| Other Appropriations - Warrant Articles | | | | | | |
| SEIU 1984 Collective Bargaining | | | | | | |
| NHDES Stormwater Asset Plan | | | | | | |
| Salem St. Area Utility Replacements | | 1,590,000 | 1,590,000 | | | |
| Hook Lift Truck | | | - | | | |
| Squamscott River Sewer Siphons | 1,600,000 | | (1,600,000) | -100.0% | | |
| Folsom Street PS Rehabilitation | 150,000 | | (150,000) | -100.0% | | |
| Lagoon Sludge Removal | | 2,600,000 | 2,600,000 | | | |
| | | | - | | | |
| | | | - | | | |
| Westside Drive Design/Engineering | 100,000 | | (100,000) | -100.0% | | |
| Total Other Appropriations | 1,850,000 | 4,190,000 | 2,340,000 | 126.5% | - | - |
| Other Appropriations - Additional Personnel/Contracted Services | | | | | | |
| Total Sewer Fund Appropriations | 9,536,605 | 11,205,364 | 1,668,759 | 17.50% | 6,942,533 | 72,831 |

FY21 General Fund Budget

| Town of Exeter | | | | | | | | |
|----------------------------|--------|---------------------------|---------------|-----------------|----------------|---------------------|--|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/(Decrease) | Explanation |
| GENERAL FUND | | | | | | | | |
| Select Board | | | | | | | | |
| 01413010 | 51000 | SB- Sal/Wages Elected | 16,000 | 16,000 | 16,000 | 16,000 | - | \$3K each 4-Select Person, \$4K for 1- Chair Person |
| | | Salaries Total | 16,000 | 16,000 | 16,000 | 16,000 | - | |
| 01413010 | 52120 | SB- Life Insurance | 255 | 255 | 255 | 255 | - | |
| 01413010 | 52200 | SB- FICA | 992 | 992 | 992 | 992 | - | Based on wages: 6.2% |
| 01413010 | 52210 | SB- Medicare | 232 | 232 | 232 | 232 | - | Based on wages: 1.45% |
| | | Benefits Total | 1,479 | 1,479 | 1,479 | 1,479 | - | |
| 01413010 | 55055 | SB- Consulting Services | 1,000 | 100 | 100 | 1,000 | 900 | Expenses related to tax deeded properties, other services |
| 01413010 | 55050 | SB- Conf/Room/Meals | 500 | 100 | 100 | 500 | 400 | NHMA seminars, mileage reimbursement |
| 01413010 | 55106 | SB- Equipment Purchase | 1 | 1 | 1 | 1 | - | Placeholder for equipment needs |
| 01413010 | 55267 | SB-Signs | 1 | 1 | 1 | 1 | - | Sign for the Town Office |
| 01413010 | 55273 | SB- Special Expense | 4,000 | 3,000 | 3,000 | 4,000 | 1,000 | Proclamations, recognitions, special events for committees, E911 Committee activities |
| | | General Expenses Total | 5,502 | 3,202 | 3,202 | 5,502 | 2,300 | |
| | | Select Board Total | 22,981 | 20,681 | 20,681 | 22,981 | 2,300 | V |
| Town Manager | | | | | | | | |
| 01413011 | 51110 | TM- Sal/Wages FT | 172,832 | 177,332 | 177,332 | 176,450 | (882) | 2 FT: Town Mgr and Executive Assistant |
| 01413011 | 51200 | TM- Sal/Wages PT | 7,500 | 7,500 | 7,500 | 7,500 | - | 2 PT: Recording secretaries @ \$15 per hour (SB/BRC meetings), Vacation repl for Ex Asst |
| | | Salaries Total | 180,332 | 184,832 | 184,832 | 183,950 | (882) | |
| 01413011 | 52100 | TM- Health Insurance | 51,646 | 52,940 | 52,940 | 52,940 | - | 2.5% increase in the premium rate |
| 01413011 | 52110 | TM- Dental Insurance | 3,800 | 3,800 | 3,800 | 3,800 | - | No change in the premium rate |
| 01413011 | 52120 | TM- Life Insurance | 162 | 216 | 216 | 216 | - | No change in the premium rate |
| 01413011 | 52130 | TM- LTD Insurance | 1,148 | 1,178 | 1,178 | 1,178 | - | No change in the premium rate |
| 01413011 | 52200 | TM- FICA | 11,181 | 11,460 | 11,460 | 11,405 | (55) | Based on wages: 6.2% |
| 01413011 | 52210 | TM- Medicare | 2,615 | 2,680 | 2,680 | 2,667 | (13) | Based on wages: 1.45% |
| 01413011 | 52300 | TM- Retirement Town | 19,305 | 22,383 | 22,383 | 22,259 | (124) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 89,857 | 94,657 | 94,657 | 94,465 | (191) | |
| 01413011 | 55050 | TM- Conf/Room/Meals | 2,000 | 100 | 100 | 2,000 | 1,900 | MMAH/Primex conference, seminars |
| 01413011 | 55058 | TM- Contract Services | 2,000 | 6,500 | 6,500 | 2,000 | (4,500) | DocuSign software/function |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|-----------------------------------|-----------------|-----------------|-----------------|---------------------|---|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 01413011 | 55088 | TM- Dues | 16,000 | 16,000 | 16,000 | 16,000 | - | NHMA (townwide), ICMA (TM), MMANH (TM) annual dues |
| 01413011 | 55091 | TM- Education/Training | 500 | 300 | 300 | 500 | 200 | |
| 01413011 | 55106 | TM- Equipment Purchase | 300 | 300 | 300 | 300 | - | Small equipment (file cabinet, other) |
| 01413011 | 55128 | TM- Fuel | 1 | 1 | 1 | 1 | - | Unreimbursed fuel expense |
| 01413011 | 55171 | TM- Legal/Public Notices | 500 | 500 | 500 | 500 | - | Budget/bond notices, public hearings, CDBG hearings |
| 01413011 | 55198 | TM - Office Equipment Leases | 10,000 | 11,250 | 11,250 | 10,000 | (1,250) | New Pitney Bowes Postage and Folding Machine lease, copier leases Town Office/Planning (from off. Equip) |
| 01413011 | 55199 | TM- Office Equipment Maintenance | | | | | - | |
| 01413011 | 55200 | TM- Supplies | 3,600 | 3,600 | 3,600 | 3,600 | - | Supplies for town offices (paper, etc.) |
| 01413011 | 55212 | TM - Phone Reimbursement | 1,380 | 1,380 | 1,380 | 1,380 | - | Reimbursement for phone (TM, EA- 50/50 split with Welfare) |
| 01413011 | 55224 | TM- Postage | 150 | 300 | 300 | 150 | (150) | TM office postage needs (Reserve moved to GG) |
| 01413011 | 55246 | TM- Reference Material | 200 | 150 | 150 | 200 | 50 | NHMA, ICMA publications |
| 01413011 | 55291 | TM- Subscriptions | 260 | 260 | 260 | 260 | - | Exeter News-Letter, Portsmouth Herald |
| 01413011 | 55302 | TM- Town Report Expense | 2,400 | 2,400 | 2,400 | 2,400 | - | Printing of annual Town Report (Select Print Solutions) |
| 01413011 | 55308 | TM- Travel Reimbursement | 500 | 300 | 300 | 500 | 200 | Mileage reimbursement for TM/EA |
| | | General Expenses Total | 39,791 | 43,341 | 43,341 | 39,791 | (3,550) | |
| 01413011 | 55998 | TM- Due from Water Fund | (32,764) | (33,927) | (33,927) | (33,793) | 134 | 12.5% water fund |
| 01413011 | 55999 | TM- Due from Sewer Fund | (32,764) | (33,927) | (33,927) | (33,793) | 134 | 12.5% sewer fund |
| | | Due from Water/Sewer Funds | (65,529) | (67,854) | (67,854) | (67,585) | 268 | |
| | | Town Manager Total | 244,451 | 254,976 | 254,976 | 250,621 | (4,355) | V |
| Human Resources | | | | | | | | |
| 01415515 | 51110 | HR- Sal/Wages FT | 72,742 | 74,950 | 74,950 | 74,577 | (373) | 1 FT: Human Resource Director |
| 01415515 | 51200 | HR- Sal/Wages PT | 31,451 | 31,165 | 31,165 | 31,116 | (49) | 1 PT: Human Resource Assistant (29 hr/wk) |
| 01415515 | 55371 | HR- Wage Reclassifications | 21,890 | 7,500 | 7,500 | 7,500 | - | Wage adjustments/classifications |
| | | Salaries Total | 126,083 | 113,615 | 113,615 | 113,193 | (422) | |
| 01415515 | 52100 | HR- Health Insurance | 19,128 | 19,610 | 19,610 | 19,610 | - | 2.5% increase in the premium rate |
| 01415515 | 52110 | HR- Dental Insurance | 1,050 | 1,050 | 1,050 | 1,050 | - | No change in the premium rate |
| 01415515 | 52120 | HR- Life Insurance | 108 | 108 | 108 | 108 | - | No change in the premium rate |
| 01415515 | 52130 | HR- LTD Insurance | 684 | 705 | 705 | 705 | - | No change in the premium rate |
| 01415515 | 52200 | HR- FICA | 7,817 | 7,044 | 7,044 | 7,018 | (26) | Based on wages: 6.2% |
| 01415515 | 52210 | HR- Medicare | 1,828 | 1,647 | 1,647 | 1,641 | (6) | Based on wages: 1.45% |
| 01415515 | 52300 | HR- Retirement Town | 10,570 | 9,460 | 9,460 | 9,408 | (52) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |

| Town of Exeter | | | | | | | | |
|-------------------------------|--------|-------------------------------|----------------|-----------------|----------------|---------------------|---|---|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| | | Benefits Total | 41,186 | 39,625 | 39,625 | 39,540 | (84) | |
| 01415515 | 55050 | HR- Conf Rooms/Meals | 1,320 | 475 | 475 | 1,320 | 845 | Primex |
| 01415515 | 55055 | HR- Consulting Services | 1 | 1 | 1 | 1 | - | Update job descriptions and pay classifications |
| 01415515 | 55088 | HR- Dues | 504 | 547 | 547 | 504 | (43) | NH HR Assoc, (2) IPMA-HR, SHRM |
| 01415515 | 55091 | HR- Education/Training | 4,260 | 2,285 | 2,285 | 4,260 | 1,975 | Munis training for new employee, IPMA-HR, NHMA, Sheehan, Phinney, Bass & Green Annual Labor & Employment Law review |
| 01415515 | 55097 | HR- Employee Relations | 1,500 | 1,500 | 1,500 | 1,500 | - | Benefits Fair, employee service and recognition |
| 01415515 | 55099 | HR- Employee Notices | 1,500 | 1,500 | 1,500 | 1,500 | - | Posting of open job positons |
| 01415515 | 55106 | HR- Office Equipment Purchase | 200 | - | - | 200 | 200 | Shredder FY20, None FY21 |
| 01415515 | 55190 | HR-Mobile Communications | 360 | 360 | 360 | 360 | - | Cell Phone Reimbursement for HR Director |
| 01415515 | 55200 | HR- Office Supplies | 775 | 775 | 775 | 775 | - | Office supplies and remote access software |
| 01415515 | 55226 | HR- Pre-Employment Screening | 600 | 600 | 600 | 600 | - | Pre-employment expenses |
| 01415515 | 55246 | HR- Reference Materials | 400 | 400 | 400 | 400 | - | Books, postings and information booklets |
| 01415515 | 55308 | HR- Travel Reimbursement | 1,135 | 200 | 200 | 1,135 | 935 | Mileage, Tolls, Parking |
| | | General Expenses Total | 12,555 | 8,643 | 8,643 | 12,555 | 3,912 | |
| 01415515 | 55998 | HR- Due from Water Fund | (14,538) | (14,574) | (14,574) | (14,523) | 51 | 10% to water fund |
| 01415515 | 55999 | HR- Due from Sewer Fund | (14,538) | (14,574) | (14,574) | (14,523) | 51 | 10% to sewer fund |
| | | Due from Water/Sewer Funds | (29,076) | (29,148) | (29,148) | (29,047) | 101 | |
| | | Human Resources Total | 150,748 | 132,735 | 132,735 | 136,242 | 3,507 | V |
| Transportation | | | | | | | | |
| 01419919 | 55040 | GG - Transportation | 1 | 1 | 1 | 1 | - | Request from COAST bus service with \$ 16.77K to come from Transportation Fund 05 |
| | | Transportation Total | 1 | 1 | 1 | 1 | - | V |
| Legal | | | | | | | | |
| 01415320 | 55170 | GG- Legal Expense | 80,000 | 80,000 | 80,000 | 80,000 | - | Professional legal services for Mitchell Municipal Group and other legal advisors |
| | | Legal Total | 80,000 | 80,000 | 80,000 | 80,000 | - | V |
| Information Technology | | | | | | | | |
| 01415025 | 51110 | IT- Sal/Wages FT | 101,832 | 104,094 | 148,712 | 103,576 | (45,136) | 2 FT: IT Coord (Split 80% GF and 20% CATV Fund); IT Tech (Split 40% GF, 5% Water/Sewer each, 50% CATV) |
| 01415025 | 51300 | IT- Sal/Wages OT | | | | | - | |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|-------------------------------|-------------|-----------------|----------------|---------------------|---|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| | | Salaries Total | 101,832 | 104,094 | 148,712 | 103,576 | (45,136) | |
| 01415025 | 52100 | IT- Health Insurance | 17,587 | 17,790 | 35,437 | 17,790 | (17,647) | 2.5% increase in the premium rate |
| 01415025 | 52110 | IT- Dental Insurance | 1,384 | 959 | 2,226 | 1,606 | (620) | No change in the premium rate |
| 01415025 | 52120 | IT- Life Insurance | 113 | 113 | 185 | 113 | (72) | No change in the premium rate |
| 01415025 | 52130 | IT - LTD Insurance | 722 | 722 | 722 | 722 | - | No change in the premium rate |
| 01415025 | 52200 | IT- FICA | 6,314 | 6,454 | 9,220 | 6,422 | (2,798) | Based on wages: 6.2% |
| 01415025 | 52210 | IT- Medicare | 1,477 | 1,509 | 2,156 | 1,502 | (654) | Based on wages: 1.45% |
| 01415025 | 52300 | IT- Retirement Town | 11,375 | 13,138 | 19,108 | 13,065 | (6,043) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 38,971 | 40,685 | 69,054 | 41,220 | (27,835) | |
| 01415025 | 55048 | IT- Computer Software | 17,500 | 21,700 | 21,700 | 17,500 | (4,200) | See Narrative |
| 01415025 | 55058 | IT- Contract Services | 26,500 | 16,000 | 16,000 | 26,500 | 10,500 | 200 hours |
| 01415025 | 55091 | IT- Education/Training | 2,800 | 2,700 | 2,700 | 2,800 | 100 | Online training for 1 FT employee (\$1000), Town Wide training on email security (\$1700) |
| 01415025 | 55106 | IT- Equipment Purchase | 1,000 | 800 | 800 | 1,000 | 200 | Tools and furniture |
| 01415025 | 55136 | IT- GIS Software | 7,000 | 7,500 | 7,500 | 7,000 | (500) | Maps Online, ESRI licenses, increase to Support calls (Invoiced in November) |
| 01415025 | 55159 | IT- Internet Services | 30,920 | 20,580 | 20,580 | 30,920 | 10,340 | See Narrative |
| 01415025 | 55190 | IT- Mobile Communications | 400 | 600 | 600 | 400 | (200) | Cell Phone reimb for IT Director |
| 01415025 | 55195 | IT- Network Supplies | 11,000 | 6,000 | 6,000 | 11,000 | 5,000 | Drive replacement on at least one backup server and replacement of some larger battery backup systems. |
| 01415025 | 55200 | IT-Office Supplies | 1,000 | 600 | 600 | 1,000 | 400 | Batteries, USB, RAM, Hard Drives, Power Supplies |
| 01415025 | 55212 | IT- Phone Reimbursement | - | - | - | - | - | Do not use this line item. |
| 01415025 | 55213 | IT- Phone Utilization | 26,000 | 26,375 | 26,375 | 11,900 | (14,475) | 12.5% allocated to Water/Sewer Funds each |
| 01415025 | | IT- Email Filtering/Archiving | - | 14,100 | 14,100 | 14,100 | - | 12.5% allocated to Water/Sewer Funds each |
| 01415025 | 55270 | IT- Software Agreement | 4,600 | 6,646 | 6,646 | 4,600 | (2,046) | See Narrative under service Contracts |
| | | General Expenses Total | 128,720 | 123,601 | 123,601 | 128,720 | 5,119 | |
| 01415025 | 57003 | IT- CO- Computers | 10,200 | 13,650 | 13,650 | 10,200 | (3,450) | 17 PC plus 3 laptops and 5 monitors |
| 01415025 | 57006 | IT- CO- Equipment | 4,300 | 3,000 | 3,000 | 4,300 | 1,300 | Doors, cameras and security systems |
| | | Capital Outlay Total | 14,500 | 16,650 | 16,650 | 14,500 | (2,150) | |
| 01415025 | 55998 | IT- Due from Water Fund | (14,581) | (15,031) | (33,277) | (14,518) | 18,759 | 12.5% of wages/benefits for IT Coordinator; 5% of wages/benefits for IT Tech |
| 01415025 | 55999 | IT- Due from Sewer Fund | (14,581) | (15,031) | (33,277) | (14,518) | 18,759 | 12.5% of wages/benefits for IT Coordinator; 5% of wages/benefits for IT Tech |
| | | Due from Water/Sewer Funds | (29,162) | (30,062) | (66,554) | (29,036) | 37,519 | |

| Town of Exeter | | | | | | | | |
|-------------------------------|--------|-------------------------------------|----------------|-----------------|----------------|---------------------|---|---|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| | | Information Technology Total | 254,861 | 254,969 | 291,463 | 258,980 | (32,483) | V |
| Trustee of Trust Funds | | | | | | | | |
| 01413030 | 51000 | TT- Sal/Wages Elected | 828 | 828 | 828 | 828 | - | Wages for Trustee of Trust funds |
| | | Salaries Total | 828 | 828 | 828 | 828 | - | |
| 01413030 | 52200 | TT- FICA | 51 | 51 | 51 | 51 | - | Based on wages: 6.2% |
| 01413030 | 52210 | TT- Medicare | 12 | 12 | 12 | 12 | - | Based on wages: 1.45% |
| | | Benefits Total | 63 | 63 | 63 | 63 | - | |
| | | Trustee of Trust Funds Total | 891 | 891 | 891 | 891 | - | V |
| Town Moderator | | | | | | | | |
| 01414040 | 51000 | MO- Sal/Wages Elected | 1,225 | 700 | 700 | 700 | - | 2 deliberative, 1 election, 1 special election |
| | | Salaries Total | 1,225 | 700 | 700 | 700 | - | |
| 01414040 | 52200 | MO- FICA | 76 | 43 | 43 | 43 | - | Based on wages: 6.2% |
| 01414040 | 52210 | MO- Medicare | 18 | 10 | 10 | 10 | - | Based on wages: 1.45% |
| | | Benefits Total | 94 | 54 | 54 | 54 | - | |
| | | Town Moderator Total | 1,319 | 754 | 754 | 754 | - | V |
| Town Clerk | | | | | | | | |
| 01414051 | 51000 | TC- Sal/Wages Elected | 80,628 | 82,862 | 82,862 | 82,450 | (412) | 1 FT: Town Clerk |
| 01414051 | 51110 | TC- Sal/Wages FT | 126,065 | 130,570 | 130,570 | 130,570 | - | Includes 1 FT Deputy TC + 2 FT Asst Clerks |
| 01414051 | 51300 | TC- Sal/Wages OT | 300 | 300 | 300 | 300 | - | OT for Assistant Clerks |
| 01414051 | 51400 | TC- Longevity Pay | 900 | 950 | 950 | 950 | - | Longevity for 1 Assistant Clerk |
| | | Salaries Total | 207,893 | 214,682 | 214,682 | 214,270 | (412) | |
| 01414051 | 52100 | TC- Health Insurance | 65,010 | 66,042 | 66,042 | 66,042 | - | 2.5% increase in the premium rate |
| 01414051 | 52110 | TC- Dental Insurance | 5,900 | 5,900 | 5,900 | 5,900 | - | No change in the premium rate |
| 01414051 | 52120 | TC- Life Insurance | 270 | 270 | 270 | 270 | - | No change in the premium rate |
| 01414051 | 52130 | TC- LTD Insurance | 758 | 779 | 779 | 779 | - | No change in the premium rate |
| 01414051 | 52200 | TC- FICA | 12,889 | 13,310 | 13,310 | 13,285 | (26) | Based on wages: 6.2% |
| 01414051 | 52210 | TC- Medicare | 3,014 | 3,113 | 3,113 | 3,107 | (6) | Based on wages: 1.45% |
| 01414051 | 52300 | TC- Retirement Town | 23,222 | 27,127 | 27,127 | 27,069 | (58) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 111,063 | 116,541 | 116,541 | 116,452 | (90) | |
| 01414051 | 55049 | TC- Computer Supplies | 1,200 | 1,200 | 1,200 | 1,200 | - | toner cartridges, validator ribbons, calculator ribbons |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|---------------------------------|----------------|-----------------|----------------|---------------------|---|---|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 01414051 | 55050 | TC- Conf/Room/Meals | 2,000 | 2,000 | 2,000 | 2,000 | - | Mandatory Fall Conference (Certification requirement) |
| 01414051 | 55058 | TC- Contract Services | 1,700 | 1,700 | 1,700 | 1,700 | - | NEACTC Conference in VT, IIMC Conference |
| 01414051 | 55084 | TC- Dog Tags | 1,000 | 600 | 600 | 1,000 | 400 | Sharp Copier, Seacoast Computer Contract Services |
| 01414051 | 55088 | TC- Dues | 300 | 300 | 300 | 300 | - | dog tags |
| 01414051 | 55091 | TC- Education/Training | 1,000 | 200 | 200 | 1,000 | 800 | IIMC -170; NHCTCA-25; NEACTC-35 |
| 01414051 | 55106 | TC- Equipment Purchase | 2,000 | 2,000 | 2,000 | 2,000 | - | Mandatory Spring & Fall Conference, TC Certification, Training Registration, NECTCA Conference, IIMC Conf, Computers, printers, copiers, office furniture, panels between work stations |
| 01414051 | 55198 | TC- Office Equipment Lease | 3,233 | 3,233 | 3,233 | 3,233 | (0) | GreatAmerica Financial Serv. Printer lease for 3 printers |
| 01414051 | 55199 | TC- Office Equip Maintenance | 500 | | | 500 | 500 | outside computer maintenance, beyond contract |
| 01414051 | 55200 | TC- Office Supplies | 2,000 | 2,000 | 2,000 | 2,000 | - | copy paper, general office supplies, envelopes |
| 01414051 | 55224 | TC- Postage | 5,000 | 5,000 | 5,000 | 5,000 | - | dog civil forfeiture letters, letters & forms, weekly State work, monthly Vital work, daily MV registrations |
| 01414051 | 55241 | TC- Record Retention | 5,000 | 5,000 | 5,000 | 5,000 | - | Book restoration |
| 01414051 | 55246 | TC- Reference Materials | 300 | 300 | 300 | 300 | - | Motor Vehicle Rules & Laws |
| 01414051 | 55270 | TC- Software Agreement/Contract | 8,750 | 8,800 | 8,800 | 8,750 | (50) | Interware Development Contract for MV, Boats, Vitals, Transfer Station Permits, Credit Cards, Reports, Support, Dogs On-line prgm, CC machines |
| 01414051 | 55308 | TC- Travel Reimbursement | 800 | 400 | 400 | 800 | 400 | Mandatory Regional & Fall Conference, TC Certification, Training, NECTCA Conference, IIMC Conference, Clerkworks Training, Election training |
| | | General Expenses Total | 34,783 | 32,733 | 32,733 | 34,783 | 2,050 | |
| | | Town Clerk Total | 353,739 | 363,956 | 363,956 | 365,504 | 1,548 | V |
| Elections | | | | | | | | |
| 01414052 | 51000 | EL- Sal/Wages Elected | 8,000 | 3,000 | 3,000 | 3,000 | - | Supervisors of the Checklist-1 mandated election, 1 deliberative, 1 special election and 1 deliberative for special election, purging checklist. |
| 01414052 | 51210 | EL- Sal/Wages Temp | 9,000 | 2,200 | 2,200 | 2,200 | - | Ballot Clerks for 1 mandated elections, 1 special election |
| | | Salaries Total | 17,000 | 5,200 | 5,200 | 5,200 | - | |
| 01414052 | 52200 | EL- FICA | 1,054 | 322 | 322 | 322 | - | Based on wages: 6.2% |
| 01414052 | 52210 | EL- Medicare | 247 | 75 | 75 | 75 | - | Based on wages: 1.45% |
| | | Benefits Total | 1,301 | 398 | 398 | 398 | - | |
| 01414052 | 55002 | EL- Advertising | 300 | 300 | 300 | 300 | - | Legal Notices |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|---------------------------------|------------------|------------------|------------------|---------------------|---|---|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 01414052 | 55200 | EL- Office Supplies | 600 | 600 | 600 | 600 | - | Copy paper, envelopes, general office supplies, and all supplies needed for election |
| 01414052 | 55224 | EL- Postage | 1,500 | 660 | 660 | 1,500 | 840 | Mandated by SOS, sending absentee ballots and any other letters required to be sent by the Checklist Sups |
| 01414052 | 55322 | EL- Voting Expenses | 9,000 | 4,000 | 4,000 | 9,000 | 5,000 | Mandated by SOS to pay for coding, printing, collating, shipping costs and any other Special Town Elections held by the Town. |
| 01414052 | 55323 | EL- Voting Machines | 900 | 900 | 900 | 900 | - | Mandated by the State of NH for servicing and maintaining of the Accuvote Machines. |
| | | General Expenses Total | 12,300 | 6,460 | 6,460 | 12,300 | 5,840 | |
| | | Elections Total | 30,601 | 12,058 | 12,058 | 17,898 | 5,840 | V |
| | | Total General Government | 1,139,592 | 1,121,020 | 1,157,515 | 1,133,872 | (23,643) | |
| Finance Department | | | | | | | | |
| Finance/Accounting | | | | | | | | |
| 01415001 | 51110 | FI- Sal/Wages FT | 230,255 | 243,965 | 243,965 | 242,751 | (1,214) | 3 FT: Finance Dir, Sr Accountant, HR/Payroll Accountant |
| 01415001 | 51300 | FI- Sal/Wages OT | 2,450 | - | - | - | - | N/A for 2021 |
| 01415001 | 51400 | FI- Longevity Pay | - | - | - | - | - | |
| | | Salaries Total | 232,705 | 243,965 | 243,965 | 242,751 | (1,214) | |
| 01415001 | 52100 | FI- Health Insurance | 65,940 | 66,401 | 66,042 | 66,042 | - | 2.5% increase in the premium rate |
| 01415001 | 52110 | FI- Dental Insurance | 4,850 | 4,850 | 4,850 | 4,850 | - | No change in the premium rate |
| 01415001 | 52120 | FI- Life Insurance | 270 | 270 | 270 | 270 | - | No change in the premium rate |
| 01415001 | 52130 | FI- LTD Insurance | 1,032 | 1,060 | 1,060 | 1,060 | - | No change in the premium rate |
| 01415001 | 52200 | FI- FICA | 14,428 | 15,126 | 15,126 | 15,051 | (75) | Based on wages: 6.2% |
| 01415001 | 52210 | FI- Medicare | 3,374 | 3,537 | 3,537 | 3,520 | (18) | Based on wages: 1.45% |
| 01415001 | 52300 | FI- Retirement Town | 25,993 | 30,794 | 30,794 | 30,623 | (171) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 115,887 | 122,038 | 121,679 | 121,415 | (264) | |
| 01415001 | 55014 | FI- Audit Fees | 27,500 | 29,500 | 29,500 | 27,500 | (2,000) | Annual Audit and Single Fees for Melanson & Heath |
| 01415001 | 55017 | FI- Bank Fees | 500 | 1,000 | 1,000 | 500 | (500) | Operating account bank fees |
| 01415001 | 55050 | FI- Conf/Room/Meals | 500 | 500 | 500 | 500 | - | Conferences/Meals for Finance Staff - NHGFOA |
| 01415001 | 55058 | FI- Contract Services | 6,500 | 1,500 | 1,500 | 6,500 | 5,000 | GASB OPEB Compliance, ACA Compliance |
| 01415001 | 55088 | FI- Dues | 100 | 100 | 100 | 100 | - | NHGFOA and NESGFOA Dues |
| 01415001 | 55091 | FI- Education/Training | 4,000 | 3,500 | 3,500 | 4,000 | 500 | Training and Education for 3 Finance Staff. |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|---------------------------------|----------------|-----------------|----------------|---------------------|---|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 01415001 | 55198 | FI- Office Equipment Leases | 1,080 | 1,080 | 1,080 | 1,080 | - | Copier Lease \$1,075 plus Folding Machine \$ 525 |
| 01415001 | 55200 | FI- Supplies | 5,000 | 4,000 | 4,000 | 5,000 | 1,000 | Folders, check stock, envelopes, paper, tax forms, kitchen supplies, deposit tickets |
| 01415001 | 55224 | FI- Postage | 2,300 | 2,300 | 2,300 | 2,300 | - | Postage for mailing checks and forms |
| 01415001 | 55270 | FI- Software Agreement | 19,550 | 20,775 | 20,775 | 19,550 | (1,225) | Munis Software Agreement (6.3% increase per yr per contract) |
| 01415001 | 55308 | FI- Travel Reimbursement | 1,200 | 200 | 200 | 1,200 | 1,000 | Travel for 3 finance department employees |
| | | General Expenses Total | 68,230 | 64,455 | 64,455 | 68,230 | 3,775 | |
| 01415001 | 55998 | FI- Due from Water Fund | (43,574) | (45,750) | (45,706) | (45,521) | 185 | 12.5% Water Fund Offset |
| 01415001 | 55999 | FI- Due from Sewer Fund | (43,574) | (45,750) | (45,706) | (45,521) | 185 | 12.5% Sewer Fund Offset |
| | | Due from Water/Sewer Funds | (87,148) | (91,501) | (91,411) | (91,042) | 369 | |
| | | Finance/Accounting Total | 329,674 | 338,957 | 338,688 | 341,355 | 2,667 | V |
| Treasurer | | | | | | | | |
| 01415002 | 51000 | TR- Sal/Wages Elected | 8,864 | 8,864 | 8,864 | 8,864 | - | Wages for Elected PT Treasurer |
| | | Salaries Total | 8,864 | 8,864 | 8,864 | 8,864 | - | |
| 01415002 | 52200 | TR- FICA | 550 | 550 | 550 | 550 | - | Based on wages: 6.2% |
| 01415002 | 52210 | TR- Medicare | 129 | 129 | 129 | 129 | - | Based on wages: 1.45% |
| | | Benefits Total | 678 | 678 | 678 | 678 | - | |
| 01415002 | 55088 | TR- Dues | 50 | 50 | 50 | 50 | - | NHGFOA Dues |
| 01415002 | 55091 | TR- Education/Training | 100 | 100 | 100 | 100 | - | Training and Education |
| 01415002 | 55200 | TR - Supplies | 100 | 100 | 100 | 100 | - | Paper, pens, folders and binders |
| | | General Expenses Total | 250 | 250 | 250 | 250 | - | |
| | | Treasurer Total | 9,792 | 9,792 | 9,792 | 9,792 | - | V |
| Tax Collection | | | | | | | | |
| 01415003 | 51110 | TX- Sal/Wages FT | 105,234 | 104,465 | 104,465 | 104,198 | (267) | 2 FT: Deputy Tax Collector, Collections Specialist |
| 01415003 | 51300 | TX- Sal/Wages OT | - | - | - | - | - | |
| 01415003 | 51400 | TX- Longevity | 1,500 | 1,500 | 1,500 | 1,500 | - | Collections Specialist longevity |
| | | Salaries Total | 106,734 | 105,965 | 105,965 | 105,698 | (267) | |
| 01415003 | 52100 | TX- Health Insurance | 19,593 | 19,786 | 19,786 | 19,786 | - | 2.5% increase in the premium rate |
| 01415003 | 52110 | TX- Dental Insurance | 1,086 | 1,086 | 1,086 | 1,086 | - | No change in the premium rate |
| 01415003 | 52120 | TX- Life Insurance | 162 | 162 | 162 | 162 | - | No change in the premium rate |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|----------------------------------|----------------|-----------------|----------------|---------------------|--|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/(Decrease) | Explanation |
| 01415003 | 52200 | TX- FICA | 6,618 | 6,570 | 6,570 | 6,553 | (17) | Based on wages: 6.2% |
| 01415003 | 52210 | TX- Medicare | 1,548 | 1,536 | 1,536 | 1,533 | (4) | Based on wages: 1.45% |
| 01415003 | 52300 | TX- Retirement Town | 11,922 | 13,397 | 13,397 | 13,359 | (38) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 40,928 | 42,537 | 42,537 | 42,479 | (58) | |
| 01415003 | 55017 | TX- Bank Fees | 5,500 | 5,500 | 5,500 | 5,500 | - | Lockbox monthly Service Charges (not able to use for First Half billing in FY19 due to conversion) |
| 01415003 | 55050 | TX- Conf/Room/Meals | 600 | 50 | 50 | 600 | 550 | Conferences for DTC (NH Tax Collector Association) |
| 01415003 | 55058 | TX- Contract Services | 3,000 | 1 | 1 | 3,000 | 2,999 | Coverage for Collections Clerk (80 hours) |
| 01415003 | 55073 | TX- Deeded Property | 3,500 | 2,000 | 2,000 | 3,500 | 1,500 | Expenses related to Tax deeded properties |
| 01415003 | 55088 | TX- Dues | 50 | 50 | 50 | 50 | - | NHTC Dues |
| 01415003 | 55091 | TX- Education/Training | 4,225 | 2,000 | 2,000 | 4,225 | 2,225 | Education reimbursement |
| 01415003 | 55170 | TX- Legal Expenses | 2,000 | 2,000 | 2,000 | 2,000 | - | Legal services for liens,deeds and bankruptcies |
| 01415003 | 55198 | TX- Office Equipment Leases | 2,156 | 2,156 | 2,156 | 2,156 | - | Two Copier leases \$ \$179.60 per month |
| 01415003 | 55200 | TX- Supplies | 2,400 | 1,800 | 1,800 | 2,400 | 600 | Paper, Ink, Envelopes, Storage Boxes, printer |
| 01415003 | 55224 | TX- Postage | 10,000 | 10,000 | 10,000 | 10,000 | - | Mailing delinquency, lien, and deed notices, tax bills. Lockbox mailbox |
| 01415003 | 55247 | TX- Registry of Deeds | 950 | 950 | 950 | 950 | - | Liens & deeds recordings at Registry of Deeds |
| 01415003 | 55297 | TX- Tax Billing Services | 3,600 | 3,600 | 3,600 | 3,600 | - | Processing fees and materials for tax bills |
| 01415003 | 55298 | TX- Tax Lien/Deeded Searches | 4,000 | 4,000 | 4,000 | 4,000 | - | Tax Lien Services |
| | | General Expenses Total | 41,981 | 34,107 | 34,107 | 41,981 | 7,874 | |
| 01415003 | 55998 | TX- Due from Water Fund | (36,916) | (37,126) | (37,126) | (37,044) | 81 | 25% Water Fund Offset |
| 01415003 | 55999 | TX- Due from Sewer Fund | (36,916) | (37,126) | (37,126) | (37,044) | 81 | 25% Sewer Fund Offset |
| | | Due from Water/Sewer Funds Total | (73,831) | (74,251) | (74,251) | (74,088) | 163 | |
| | | Tax Collection Total | 115,812 | 108,358 | 108,358 | 116,069 | 7,711 | V |
| Assessing | | | | | | | | |
| 01415005 | 51110 | AS- Sal/Wages FT | 64,413 | 66,197 | 66,197 | 65,868 | (329) | 1 FT: Deputy Assessor |
| 01415005 | 51210 | AS- Sal/Wages Temp | 1 | 1 | 1 | 1 | - | |
| | | Salaries Total | 64,414 | 66,198 | 66,198 | 65,869 | (329) | |
| 01415005 | 52100 | AS- Health Insurance | 19,128 | 19,610 | 19,610 | 19,610 | - | 2.5% increase in the premium rate |
| 01415005 | 52110 | AS- Dental Insurance | 1,050 | 1,050 | 1,050 | 1,050 | - | No change in the premium rate |
| 01415005 | 52120 | AS- Life Insurance | 54 | 54 | 54 | 54 | - | No change in the premium rate |
| 01415005 | 52200 | AS- FICA | 3,994 | 4,104 | 4,104 | 4,084 | (20) | Based on wages: 6.2% |
| 01415005 | 52210 | AS- Medicare | 934 | 960 | 960 | 955 | (5) | Based on wages: 1.45% |
| 01415005 | 52300 | AS- Retirement Town | 7,195 | 8,356 | 8,356 | 8,310 | (46) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |

| Town of Exeter | | | | | | | | |
|-----------------------------------|--------|-------------------------------|----------------|-----------------|----------------|---------------------|---|---|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| | | Benefits Total | 32,355 | 34,134 | 34,134 | 34,063 | (71) | |
| 01415005 | 55050 | AS- Conf/Room/Meals | 100 | 50 | 50 | 100 | 50 | Meetings - meals- room |
| 01415005 | 55058 | AS- Contract Services | 110,500 | 110,500 | 110,500 | 110,500 | - | Assessor contract with MRI |
| 01415005 | 55088 | AS- Dues | 260 | 260 | 260 | 260 | - | IAAO & NHA AO dues |
| 01415005 | 55091 | AS- Education/Training | 1,000 | 500 | 500 | 1,000 | 500 | Course or seminar |
| 01415005 | 55106 | AS- Equipment Purchase | 50 | 1 | 1 | 50 | 49 | Small equipment |
| 01415005 | 55128 | AS- Fuel | 1 | 1 | 1 | 1 | - | Deputy Assessor position |
| 01415005 | 55171 | AS- Legal/Public Notices | 50 | 50 | 50 | 50 | - | Public Notices in news media |
| 01415005 | 55180 | AS- Mapping | 5,200 | 4,000 | 4,000 | 5,200 | 1,200 | Yearly updates & Building placement |
| 01415005 | 55198 | AS - Office Equipment Lease | 1,078 | 1,078 | 1,078 | 1,078 | - | Printer Lease, \$89.80/mo |
| 01415005 | 55200 | AS- Supplies | 1,250 | 750 | 750 | 1,250 | 500 | Toner, envelopes, general supplies |
| 01415005 | 55224 | AS- Postage | 1,250 | 500 | 500 | 1,250 | 750 | Sales questionnaires |
| 01415005 | 55247 | AS- Registry of Deeds | 100 | 50 | 50 | 100 | 50 | Plans & deeds |
| 01415005 | 55250 | AS- Revaluation | 1 | 1 | 1 | 1 | - | Independent Appraiser |
| 01415005 | 55270 | AS- Software Agreement | 36,000 | 16,920 | 16,920 | 16,920 | - | Vision contract \$6496, web fee \$3417 cloud fee \$7000 |
| 01415005 | 55308 | AS- Travel Reimbursement | 1 | 1 | 1 | 1 | - | Use of personal car -1 employee |
| | | General Expenses Total | 156,841 | 134,662 | 134,662 | 137,761 | 3,099 | |
| | | Assessing Total | 253,610 | 234,994 | 234,994 | 237,693 | 2,699 | V |
| | | Total Finance | 708,888 | 692,102 | 691,833 | 704,909 | 13,077 | |
| Planning & Development | | | | | | | | |
| Planning | | | | | | | | |
| 01419101 | 51110 | PL- Sal/Wages FT | 103,067 | 105,347 | 105,347 | 104,848 | (499) | 1 FT : Town Planner plus \$5K Stipend for Planning Director's Sustainability Officer Duties |
| 01419101 | 51200 | PL- Sal/Wages PT | 70,688 | 72,627 | 72,627 | 72,282 | (345) | 3 PT: Natl Resource Planner @ 27.5 hr/wk & Admin Asst @ 25 hr/wk, Recording Sec @ \$15 per hr |
| | | Salaries Total | 173,755 | 177,974 | 177,974 | 177,130 | (844) | |
| 01419101 | 52100 | PL- Health Insurance | 25,823 | 26,470 | - | - | - | Change to Health Buyout |
| 01419101 | 52110 | PL- Dental Insurance | 1,900 | 1,900 | 1,900 | 1,900 | - | No change in the premium rate |
| 01419101 | 52120 | PL- Life Insurance | 108 | 108 | 108 | 108 | - | No change in the premium rate |
| 01419101 | 52130 | PL- LTD Insurance | 929 | 943 | 943 | 943 | - | No change in the premium rate |
| 01419101 | 52200 | PL- FICA | 10,773 | 11,034 | 11,034 | 10,982 | (52) | Based on wages: 6.2% |
| 01419101 | 52210 | PL- Medicare | 2,519 | 2,581 | 2,581 | 2,568 | (12) | Based on wages: 1.45% |
| 01419101 | 52300 | PL- Retirement Town | 11,513 | 13,297 | 13,297 | 13,227 | (70) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|----------------------------|-------------|-----------------|----------------|---------------------|---|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| | | Benefits Total | 53,565 | 56,333 | 29,863 | 29,728 | (135) | |
| 01419101 | 55050 | PL- Conf/Room/Meals | 1,000 | 200 | 200 | 1,000 | 800 | APA Conference, Seminars/training. \$600 decrease due to potential impact of pandemic on in person events. |
| 01419101 | 55058 | PL- Contract Services | 1 | 1 | 1 | 1 | - | |
| 01419101 | 55088 | PL- Dues | 13,000 | 13,000 | 13,000 | 13,000 | - | Rockingham Planning Commission annual dues (2020 - \$12,691 estimated), APA dues (\$315). |
| 01419101 | 55091 | PL- Education/Training | 500 | 500 | 500 | 500 | - | Seminars/Training for planning staff, board members |
| 01419101 | 55136 | PL- GIS Software | 3,500 | 3,500 | 3,500 | 3,500 | - | Annual support and maintenance for building permit/zoning software. |
| 01419101 | 55138 | PL- Grant Matching | 2,500 | 2,500 | 2,500 | 2,500 | - | No grants targeted yet but to be ready if one comes along |
| 01419101 | 55155 | PL- Inspection Services | 1 | 1 | 1 | 1 | - | Placeholder for third party inspection as needed |
| 01419101 | 55171 | PL- Legal/Public Notices | 2,000 | 2,000 | 2,000 | 2,000 | - | Primarily for Planning Board cases but also covers Planning dept. |
| 01419101 | 55180 | PL- Mapping | 400 | - | - | 400 | 400 | Hasn't been spent in prior years due to in-house capabilities |
| 01419101 | 55200 | PL- Office Supplies | 4,500 | 2,000 | 2,000 | 4,500 | 2,500 | Misc office supplies. Covers Planning & Building depts. BRC added \$2,500 for Sustainability use in 2020. Working with SAC on potential projects. |
| 01419101 | | PL- Sustainability Expense | | 2,500 | 2,500 | | (2,500) | |
| 01419101 | 55224 | PL- Postage | 4,000 | 4,000 | 4,000 | 4,000 | - | Covers Planning and Building departments as well as Planning Board packages and administration of cases. Increase based on present use. |
| 01419101 | 55227 | PL- Printing | 750 | 400 | 400 | 750 | 350 | Used for large printing jobs such as Zoning Ordinance |
| 01419101 | 55246 | PL- Reference Material | 400 | 425 | 425 | 400 | (25) | Includes Exeter Newspaper (\$160) and Registry Review (\$229), RSA books and other reference material |
| 01419101 | 55289 | PL- Studies | 15,000 | 5,000 | 5,000 | 15,000 | 10,000 | Intend to complete buildout analysis as specified in the Master Plan. \$10,000 was spent in 2020 for impact fee update that is not needed this year. |
| 01419101 | 55308 | PL- Travel Reimbursement | 1,000 | 200 | 200 | 1,000 | 800 | To cover mileage for staff to attend training, workshops, meetings, etc. \$600 decrease due to potential impact of pandemic on in person events. |
| | | General Expenses Total | 48,552 | 36,227 | 36,227 | 48,552 | 12,325 | |
| 01419101 | 57000 | PL-CO-Capital Outlay | 1 | - | - | - | - | |

| Town of Exeter | | | | | | | | |
|---|--------|-----------------------------------|----------------|-----------------|----------------|---------------------|---|--|
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| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| | | Capital Outlay Total | 1 | - | - | - | - | |
| | | Planning Total | 275,873 | 270,534 | 244,064 | 255,410 | 11,346 | V |
| Economic Development | | | | | | | | |
| 01465207 | 51110 | ED- Sal/Wages FT | 91,621 | 93,751 | 93,751 | 93,285 | (466) | 1 FT: ED Director |
| 01465207 | 51200 | ED- Sal/Wages PT | 3,000 | - | - | - | - | Removed Intern \$3k |
| | | Salaries Total | 94,621 | 93,751 | 93,751 | 93,285 | (466) | |
| 01465207 | 52100 | ED- Health Insurance | 27,078 | 26,955 | 26,955 | 26,955 | - | 2.5% increase in the premium rate |
| 01465207 | 52110 | ED- Dental Insurance | 1,900 | 1,900 | 1,900 | 1,900 | - | No change in the premium rate |
| 01465207 | 52120 | ED- Life Insurance | 108 | 108 | 108 | 108 | - | No change in the premium rate |
| 01465207 | 52130 | ED- LTD Insurance | 861 | 881 | 881 | 881 | - | No change in the premium rate |
| 01465207 | 52200 | ED- FICA | 5,867 | 5,813 | 5,813 | 5,784 | (29) | Based on wages: 6.2% |
| 01465207 | 52210 | ED- Medicare | 1,372 | 1,359 | 1,359 | 1,353 | (7) | Based on wages: 1.45% |
| 01465207 | 52300 | ED- Retirement Town | 10,234 | 11,833 | 11,833 | 11,767 | (66) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 47,420 | 48,849 | 48,849 | 48,747 | (102) | |
| 01465207 | 55050 | ED- Conf/Meals | 1,200 | 1 | 1 | 1,200 | 1,199 | Conferences |
| 01465207 | 55224 | ED- Postage | | | | | - | Mailings |
| 01465207 | 55055 | ED- Consulting Services | 3,000 | 3,000 | 3,000 | 3,000 | - | Consulting (prop appraisals, marketing, etc.) |
| 01465207 | 55091 | ED- Education/Training | 1,900 | 1 | 1 | 1,900 | 1,899 | |
| 01465207 | 55190 | ED- Mobile Communications | 1,000 | 1,000 | 1,000 | 1,000 | - | Cell Phone for ED Director |
| 01465207 | 55200 | ED- Office Supplies | 400 | 400 | 400 | 400 | - | Paper, Pens, Ink, etc. |
| 01465207 | 55308 | ED -Travel Reimbursement | 1,800 | 300 | 300 | 1,800 | 1,500 | Mileage for ED Director |
| | | General Expenses Total | 9,300 | 4,702 | 4,702 | 9,300 | 4,598 | |
| | | Total Economic Development | 151,341 | 147,302 | 147,302 | 151,332 | 4,030 | V |
| Inspections & Code Enforcement | | | | | | | | |
| 01424002 | 51110 | BI- Sal/Wages FT | 149,776 | 154,124 | 154,124 | 153,357 | (767) | 2 FT: Building Inspector, Deputy CEO |
| 01424002 | 51200 | BI- Sal/Wages PT | 38,648 | 37,820 | 37,820 | 37,761 | (59) | 1 PT: Electrical Inspector (24 Hrs/Wk) |
| | | Salaries Total | 188,424 | 191,944 | 191,944 | 191,118 | (826) | |
| 01424002 | 52100 | BI- Health Insurance | 40,115 | 39,395 | 39,395 | 39,395 | - | 2.5% increase in the premium rate |
| 01424002 | 52110 | BI- Dental Insurance | 2,100 | 2,100 | 2,100 | 2,100 | - | No change in the premium rate |
| 01424002 | 52120 | BI- Life Insurance | 216 | 216 | 216 | 216 | - | No change in the premium rate |
| 01424002 | 52130 | BI- LTD Insurance | 813 | 838 | 838 | 838 | - | No change in the premium rate |
| 01424002 | 52200 | BI- FICA | 11,682 | 11,901 | 11,901 | 11,849 | (51) | Based on wages: 6.2% |
| 01424002 | 52210 | BI- Medicare | 2,732 | 2,783 | 2,783 | 2,771 | (12) | Based on wages: 1.45% |

| Town of Exeter | | | | | | | | |
|--------------------------------|--------|--------------------------------------|-------------|-----------------|----------------|---------------------|--|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/(Decrease) | Explanation |
| 01424002 | 52300 | BI- Retirement Town | 16,730 | 19,454 | 19,454 | 19,346 | (108) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 74,388 | 76,687 | 76,687 | 76,516 | (171) | |
| 01424002 | 55050 | BI- Conf/Room/Meals | 500 | 250 | 250 | 500 | 250 | NE Building Officials Association Conference |
| 01424002 | 55088 | BI- Dues | 300 | 300 | 300 | 300 | - | RNI and NHBOA Dues |
| 01424002 | 55128 | BI- Fuel | 782 | 750 | 750 | 782 | 32 | Fuel for BI |
| 01424002 | 55190 | BI- Mobile Communications | 460 | 460 | 460 | 460 | - | Cell Phone for BI |
| 01424002 | 55308 | BI- Travel Reimbursement | 1,000 | 1,000 | 1,000 | 1,000 | - | Mileage for Electrical inspector |
| 01424002 | 55319 | BI- Vehicle Maintenance | 1 | 1 | 1 | 1 | - | |
| | | General Expenses Total | 3,043 | 2,761 | 2,761 | 3,043 | 282 | |
| | | Inspections & Code Enf Total | 265,855 | 271,392 | 271,392 | 270,677 | (715) | V |
| Conservation Commission | | | | | | | | |
| 01461105 | 51200 | CC- Sal/Wages PT | 1,000 | 1,000 | 1,000 | 1,000 | - | Recording secretaries @ \$15/hr avg about 6 hr/mtg |
| 01461105 | 51210 | CC- Sal/Wages Temp | 2,520 | 2,520 | 2,520 | 2,520 | - | Interns 2@12/hr, 15 hrs/wk for 7 wks |
| | | Salaries Total | 3,520 | 3,520 | 3,520 | 3,520 | - | |
| 01461105 | 52200 | CC- FICA | 218 | 218 | 218 | 218 | - | Based on wages: 6.2% |
| 01461105 | 52210 | CC- Medicare | 51 | 51 | 51 | 51 | - | Based on wages: 1.45% |
| | | Benefits Total | 269 | 269 | 269 | 269 | - | |
| 01461105 | 55044 | CC- Community Services | 500 | 500 | 500 | 500 | - | Covers outreach event costs: Anticipated for 2020 include \$250 Spring Tree, \$50 for 5 outreach events |
| 01461105 | 55051 | CC- Conservation Land Administration | 1,350 | 1,550 | 1,550 | 1,350 | (200) | Combination of Cons Land Admin and Trail Mgmt and Maintenance activities such as property monitoring and maintenance needs, bridge repair, kiosk map update. |
| 01461105 | 55058 | CC- Contract Services | 1,000 | 1,000 | 1,000 | 1,000 | - | Support for Raynes Improvements |
| 01461105 | 55088 | CC- Dues | 1,000 | 1,000 | 1,000 | 1,000 | - | For board to join related organizations: ESRLAC (\$150), NHACC (\$700), SELT (\$150) |
| 01461105 | 55091 | CC- Education/Training | 450 | 250 | 250 | 450 | 200 | Training for board members and/or natl resource planner (NHACC-3 members and other workshops) |
| 01461105 | 55171 | CC- Legal/Public Notices | 50 | 50 | 50 | 50 | - | Covers approx 1 legal notice typ in newspaper |
| 01461105 | 55224 | CC- Postage | 20 | 20 | 20 | 20 | - | Mailings to ConCom members (mostly elect distr) |
| 01461105 | 55247 | CC- Registry of Deeds | 30 | 30 | 30 | 30 | - | Fee for registry of deeds (typically printing plans, deeds) |
| 01461105 | 55254 | CC- Roadside Mowing | 1,850 | 1,850 | 1,850 | 1,850 | - | Mowing White, Perry, Irvine and 1/2 of Morrissette \$1,850 |
| | | General Expenses Total | 6,250 | 6,250 | 6,250 | 6,250 | - | |

| Town of Exeter | | | | | | | | |
|-------------------------------------|--------|---|---------------|-----------------|----------------|---------------------|---|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
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| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| | | Conservation Commission Total | 10,039 | 10,039 | 10,039 | 10,039 | - | V |
| Renewable Energy Expense | | | | | | | | |
| 01419118 | 55547 | ENR- Renewable Energy Expense | - | 1 | 1 | - | (1) | Do not anticipate any expenditures in 2021. |
| | | General Expenses Total | - | 1 | 1 | - | (1) | |
| | | Renewable Energy Expense | - | 1 | 1 | - | (1) | |
| Zoning Board of Adjustment | | | | | | | | |
| 01419103 | 51200 | ZO- Sal/Wages PT | 860 | 860 | 860 | 860 | - | Recording secretaries @ \$15 per hour |
| | | Salaries Total | 860 | 860 | 860 | 860 | - | |
| 01419103 | 52200 | ZO- FICA | 53 | 53 | 53 | 53 | - | |
| 01419103 | 52210 | ZO- Medicare | 12 | 12 | 12 | 12 | - | |
| | | Benefits Total | 66 | 66 | 66 | 66 | - | |
| 01419103 | 55091 | ZO- Education/Training | 200 | 200 | 200 | 200 | - | min. training allotment for board members |
| 01419103 | 55171 | ZO- Legal/Public Notices | 1,200 | 1,200 | 1,200 | 1,200 | - | |
| 01419103 | 55224 | ZO- Postage | 2,000 | 2,000 | 2,000 | 2,000 | - | expenses are estimated for ZBA case administration (majority of costs paid by applicant) |
| | | General Expenses Total | 3,400 | 3,400 | 3,400 | 3,400 | - | |
| | | Zoning Total | 4,326 | 4,326 | 4,326 | 4,326 | - | V |
| Historic District Commission | | | | | | | | |
| 01419104 | 51200 | HD- Sal/Wages PT | 650 | 650 | 650 | 650 | - | Recording secretaries @ \$15 per hour |
| | | Salaries Total | 650 | 650 | 650 | 650 | - | |
| 01419104 | 52200 | HD- FICA | 40 | 40 | 40 | 40 | - | Based on wages: 6.2% |
| 01419104 | 52210 | HD- Medicare | 9 | 9 | 9 | 9 | - | Based on wages: 1.45% |
| | | Benefits Total | 50 | 50 | 50 | 50 | - | |
| 01419104 | 55050 | HD-Conf Rooms/Meals | 200 | 200 | 200 | 200 | - | |
| 01419104 | 55088 | HD- Dues | 50 | 50 | 50 | 50 | - | Min amt for dues associated with various organizations work with HDCs |
| 01419104 | 55091 | HD- Education/Training | 200 | 200 | 200 | 200 | - | min. training allotment for board members |
| 01419104 | 55138 | HD- Grant Matching | 10,000 | 1,000 | 1,000 | 10,000 | 9,000 | CLG (Certified Local Government) Grant match |
| 01419104 | 55171 | HD- Legal/Public Notices | 100 | 100 | 100 | 100 | - | |
| 01419104 | 55224 | HD- Postage | 350 | 350 | 350 | 350 | - | Expenses are estimated for HDC case administration |
| 01419104 | 55227 | HD- Printing | 125 | 125 | 125 | 125 | - | Printing needs for HDC as they arise |
| 01419104 | 55246 | HD- Reference Material | 100 | 100 | 100 | 100 | - | |
| | | General Expenses Total | 11,125 | 2,125 | 2,125 | 11,125 | 9,000 | |
| | | Historic District Commission Total | 11,825 | 2,825 | 2,825 | 11,825 | 9,000 | V |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|---|----------------|-----------------|----------------|---------------------|---|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| Heritage Commission | | | | | | | | |
| 01419106 | 51200 | HC- Sal/Wages PT | 540 | 540 | 540 | 540 | - | Recording secretaries @ \$15 per hour |
| | | Salaries Total | 540 | 540 | 540 | 540 | - | |
| 01419106 | 52200 | HC- FICA | 33 | 33 | 33 | 33 | - | Based on wages: 6.2% |
| 01419106 | 52210 | HC- Medicare | 8 | 8 | 8 | 8 | - | Based on wages: 1.45% |
| | | Benefits Total | 41 | 41 | 41 | 41 | - | |
| 01419106 | 55058 | HC- Contract Services | | 1 | 1 | | (1) | |
| 01419106 | 55088 | HC- Dues | 50 | 50 | 50 | 50 | - | |
| 01419106 | 55091 | HC- Education/Training | 200 | 200 | 200 | 200 | - | Min. training allotment for board members |
| 01419106 | 55138 | HC- Grant Matching | 1 | 1 | 1 | 1 | - | |
| 01419106 | 55224 | HC- Postage | 25 | 25 | 25 | 25 | - | Expenses are estimated for Heritage Commission case administration |
| 01419106 | 55227 | HC- Printing | 35 | 35 | 35 | 35 | - | |
| | | General Expenses Total | 311 | 312 | 312 | 311 | (1) | |
| 01419106 | 55347 | Transfer Out | | | | | - | |
| | | | - | - | - | - | - | Year End Balance Transfer |
| | | Heritage Commission Total | 892 | 893 | 893 | 892 | (1) | V |
| | | Total Planning & Development | 720,151 | 707,312 | 680,842 | 704,501 | 23,660 | |
| Police Department | | | | | | | | |
| Police | | | | | | | | |
| | 51110 | Sal/Wages FT | 1,740,359 | 1,746,778 | 1,746,778 | 1,745,089 | (1,689) | 29 FT (Chief, Deputy, Sergeants, Lieutenant, Officers, ACO, Admin) |
| | 51125 | First Responder Stipend | - | - | - | - | - | Paid for by Coronavirus Relief Fund |
| | 51150 | Vacation Replacement OT | 46,587 | 46,587 | 46,587 | 46,587 | - | Shift replacement OT |
| | 51200 | Sal/Wages PT | 35,882 | 14,500 | 14,500 | 14,500 | - | 1 PT officer, 1 PT secretarial/admin |
| | 51300 | Sal/Wages OT | 97,000 | 97,000 | 97,000 | 97,000 | - | Coverage OT, special OT |
| | 51350 | FEMA Storm Related OT | 1 | 1 | 1 | 1 | - | |
| | 51400 | Longevity Pay | 2,300 | 1,700 | 1,700 | 1,700 | - | For hires before 1/1/2010 only |
| | 51410 | Sick Replacement OT | 19,250 | 19,250 | 19,250 | 19,250 | - | Shift replacement OT |
| | 51420 | Holiday Pay | 58,920 | 58,231 | 58,231 | 58,231 | - | |

| Town of Exeter | | | | | | | | |
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| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/(Decrease) | Explanation |
| | 51425 | Firearm Incentive | 1,500 | 1,500 | 1,500 | 1,500 | - | Instructor incentive of \$500 per employee |
| | 51430 | Field Training Incentive OT | 5,491 | 5,000 | 5,000 | 5,000 | - | Section 10.13 of current CBA |
| | 51450 | Education Incentive | 3,660 | 4,160 | 4,160 | 4,160 | - | Ed pay for those hired prior to 1/1/2010 |
| | 51455 | Training Regular Pay | - | - | - | - | - | |
| | 51440 | Training Coverage - OT | - | - | - | - | - | |
| | | Salaries Total | 2,010,950 | 1,994,707 | 1,994,707 | 1,993,018 | (1,689) | |
| | 52100 | Health Insurance | 422,102 | 438,395 | 479,896 | 479,896 | - | 2.5% increase in the premium rate |
| | 52110 | Dental Insurance | 34,151 | 30,963 | 33,317 | 33,317 | - | No change in the premium rate |
| | 52120 | Life Insurance | 1,674 | 1,728 | 1,728 | 1,728 | - | No change in the premium rate |
| | 52130 | LTD Insurance | 981 | 1,014 | 1,014 | 1,014 | - | No change in the premium rate |
| | 52200 | FICA | 13,417 | 12,350 | 12,350 | 12,334 | (16) | Based on wages: 6.2% |
| | 52210 | Medicare | 29,159 | 28,923 | 28,923 | 28,899 | (24) | Based on wages: 1.45% |
| | 52300 | Retirement Town | 20,164 | 23,264 | 23,264 | 23,227 | (37) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | 52310 | Retirement Police | 510,191 | 561,438 | 561,438 | 560,956 | (482) | Based on wages: 28.43% Jan-Jun; 33.88% Jul-Dec |
| | | Benefits Total | 1,031,839 | 1,098,075 | 1,141,930 | 1,141,371 | (559) | |
| | 55001 | Accreditation | 4,014 | 5,716 | 5,716 | 4,014 | (1,702) | Added PowerDMS document management software yearly account - is necessary to seek CALEA accreditation |
| | 55035 | Chiefs Expenses | 1,000 | 1,000 | 1,000 | 1,000 | - | covers empl. Awards, retirement, emergency meals |
| | 55043 | Community Relations | 2,500 | 2,500 | 2,500 | 2,500 | - | Plaques, DARE, crime preventive items increasae by \$500 to include NNO yearly |
| | 55045 | Vehicle Computer Equipment | 5,800 | 6,565 | 6,565 | 5,800 | (765) | Update cruisers/laptops (rhino tab) |
| | 55047 | Computer Maintenance | 18,575 | 17,500 | 17,500 | 18,575 | 1,075 | Contract with an IMC computer technician (cost split with Fire Dept) |
| | 55050 | Conf/Room/Meals | 3,000 | 3,000 | 3,000 | 3,000 | - | Professional dues added \$1,500 for Deputy Chief to attend IACP conference. |
| | 55057 | Prosecutor Service | 45,000 | 35,000 | 35,000 | 45,000 | 10,000 | Per diem prosecutorial services |
| | 55064 | Court Mileage Reimbursement | 1 | 1 | 1 | 1 | - | |
| | 55549 | Covid-19 Expenses | - | 1 | 1 | - | (1) | Expenses related to safety and maintenance for Covid-19 |
| | 55087 | Dry Cleaning | 15,000 | 12,000 | 12,000 | 15,000 | 3,000 | Contractual cost increase |
| | 55088 | Dues | 8,350 | 8,545 | 8,545 | 8,350 | (195) | SERT |
| | 55091 | Education/Training | 13,000 | 13,000 | 13,000 | 13,000 | - | Training course costs/meal reimbursement for the entire department (including civilians). |
| | 55106 | Equipment Purchase | 20,752 | 17,750 | 17,750 | 20,752 | 3,002 | Furniture, bike parts, cruiser parts, building costs, taser replacements, Public Eye |

| Town of Exeter | | | | | | | | |
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| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| | 55128 | Fuel | 42,192 | 43,440 | 43,440 | 43,192 | (248) | Fuel for patrol vehicles using monthly average at the current rate of \$2.39 (use would lower with hybrid cruiser). |
| | 55133 | General Expenses | 8,850 | 6,000 | 6,000 | 8,850 | 2,850 | Memorial Monument and landscaping at Public Safety Complex |
| | 55138 | Grant Matching | 1 | 1 | 1 | 1 | - | |
| | 55160 | Investigation | 5,000 | 5,000 | 5,000 | 5,000 | - | Covers drug investigation costs and equipment |
| | 55190 | Mobile Communications | 3,146 | 3,147 | 3,147 | 3,147 | (0) | |
| | 55193 | Munitions | 11,717 | 12,000 | 12,000 | 11,717 | (283) | |
| | 55199 | Office Equipment Maintenance | 5,724 | 5,725 | 5,725 | 5,724 | (1) | Maintenance contract upgraded from 2 machines to 6 including printers and all service, parts and labor - will reduce cost of office supplies. |
| | 55200 | Office Supplies | 11,800 | 11,800 | 11,800 | 11,800 | - | Office supplies, new contract eliminates ink toner, evidence, prosecution, photo |
| | 55224 | Postage | 1,329 | 1,200 | 1,200 | 1,329 | 129 | Postage costs for mailings adjusted for actual average |
| | 55270 | Software Agreement | 17,068 | 17,070 | 17,070 | 17,068 | (2) | Tritech IMC contract - records, emergency operations, and interface for POL and FD Center Contract increase. |
| | 55314 | Uniforms | 15,385 | 15,385 | 15,385 | 15,385 | - | Cost of uniforms/equipment for 40 employees |
| | 55319 | Vehicle Maintenance | 21,000 | 21,000 | 21,000 | 21,000 | - | Covers repair costs for 19 vehicles |
| | 55321 | Veterinarian Service | 2,150 | 2,150 | 2,150 | 2,150 | - | contract with NHSPCA |
| | 55104 | Veterinarian Equipment | 800 | 500 | 500 | 800 | 300 | ACO equipment added splitting cost of the online dog licensing lookup software management with Town Clerk |
| | | General Expenses Total | 283,154 | 266,996 | 266,996 | 284,155 | 17,159 | |
| | 57009 | Capital Outlay -Vehicles | - | - | - | - | - | |
| | xxxx | Capital Outlay - Parking Enforcement Equipment | 1 | 1 | 1 | 1 | - | Parking Enforcement - scanner and equipment for enforcement of 2 hour parking in the downtown area |
| | | Capital Outlay Total | 1 | 1 | 1 | 1 | - | |
| | | Total Police Department | 3,325,944 | 3,359,779 | 3,403,634 | 3,418,545 | 14,910 | V |
| Fire Department | | | | | | | | |
| | 51110 | Sal/Wages FT | 1,977,689 | 1,992,370 | 1,969,487 | 1,967,285 | (2,202) | 32 FT |
| | 51120 | Sal/Wages Stipend | 500 | 500 | 500 | 500 | - | |
| | 51125 | First Responder Stipend | | | | | | Paid for by Coronavirus Relief Fund - Not in Budget |
| | 51150 | Vacation Replacement OT | 25,567 | 18,362 | 18,362 | 18,362 | - | Shift replacement OT for vacations |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|--------------------------|-------------|-----------------|----------------|---------------------|--|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/- (Decrease) | Explanation |
| | 51200 | Sal/Wages PT | 17,489 | 17,468 | 17,468 | 17,381 | (87) | 1 PT Admin Assistant |
| | 51300 | Sal/Wages Call Back OT | 120,159 | 120,159 | 109,409 | 109,409 | - | General OT - call back |
| | 51130 | Personal Replacement OT | 24,618 | 20,557 | 20,557 | 20,557 | - | Shift replacement OT for personal leave |
| | 51350 | FEMA Storm Related OT | 1 | 1 | 1 | 1 | - | |
| | 51400 | Longevity Pay | 6,850 | 6,550 | 5,050 | 5,050 | - | For employees hired prior to 1/1/2006 |
| | 51410 | Sick Replacement OT | 30,377 | 31,943 | 31,943 | 31,943 | - | |
| | 51420 | Holiday Pay | 97,259 | 98,816 | 92,348 | 92,348 | - | |
| | 51600 | Sal/Wages On Call | 5,000 | 2,500 | 2,500 | 2,500 | - | |
| | | Salaries Total | 2,305,509 | 2,309,226 | 2,267,625 | 2,265,336 | (2,289) | |
| | 52100 | Health Insurance | 445,329 | 458,300 | 415,170 | 415,170 | - | 2.5% increase in the premium rate |
| | 52110 | Dental Insurance | 41,241 | 42,091 | 40,227 | 40,227 | - | No change in the premium rate |
| | 52120 | Life Insurance | 1,890 | 1,890 | 1,945 | 1,945 | - | No change in the premium rate |
| | 52130 | LTD Insurance | 1,089 | 1,001 | 1,001 | 1,001 | - | No change in the premium rate |
| | 52200 | FICA | 5,121 | 4,976 | 4,976 | 4,952 | (24) | Based on wages: 6.2% |
| | 52210 | Medicare | 31,750 | 33,484 | 32,881 | 32,847 | (33) | Based on wages: 1.45% |
| | 52300 | Retirement Town | 6,713 | 7,611 | 7,611 | 7,569 | (42) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | 52320 | Retirement Fire | 668,877 | 704,900 | 691,675 | 691,047 | (628) | Based on wages: 30.09% Jan-Jun; 32.99% Jul-Dec |
| | | Benefits Total | 1,202,010 | 1,254,253 | 1,195,486 | 1,194,758 | (727) | |
| | 55019 | Breathing Apparatus | 12,340 | 11,245 | 11,245 | 12,340 | 1,095 | Breathing apparatus testing and repairs & air compressor certification and repairs |
| | 55035 | Chiefs Expenses | 720 | 720 | 720 | 720 | - | expenses for meetings, dinners |
| | 55038 | Cistern Maintenance | 1,600 | 1,600 | 1,600 | 1,600 | - | Cistern & dry hydrant maintenance |
| | 55041 | Command Supplies | 6,500 | 5,000 | 5,000 | 6,500 | 1,500 | Emergency Operations Center radio reprogramming, replacement & repairs. Notification equipment including pagers and texting equipment and phone lines. |
| | 55042 | Communications Equipment | 10,905 | 9,905 | 9,905 | 10,905 | 1,000 | Radios and vehicle mobile data terminals (VDTs) |
| | 55224 | Postage | 519 | 519 | 519 | 519 | - | \$1,650 each - examples include FDIC conference, FRI international, IMT annual conference. Line restored to pre FY19 level. |
| | 55058 | Contract Services | 20,340 | 20,280 | 16,440 | 20,340 | 3,900 | Fire alarm contract maintenance, new IT maintenance proposal cost share 50/50 with Police Department. |
| | 55087 | Dry Cleaning | 325 | 325 | 325 | 325 | - | Dry cleaning of chief officer uniforms & Class A dress uniforms. |
| | 55088 | Dues | 7,224 | 7,088 | 7,088 | 7,224 | 136 | Seacoast Region Hazmat team annual assessment, Seacoast Chiefs |

| Town of Exeter | | | | | | | | |
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| 2021 General Fund Budget | | | | | | | | |
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| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| | 55091 | Education/Training | 15,990 | 15,990 | 15,990 | 15,990 | - | Tuition for college classes, fire certifications and education supplies. |
| | 55106 | General Equipment Purchase | 45,000 | 45,000 | 45,000 | 45,000 | - | Firefighting equipment purchase and replacement. |
| | 55122 | Fire Alarm Supplies | 6,310 | 6,310 | - | 6,310 | 6,310 | Town wide fire alarm system maintenance. |
| | 55123 | Fire Prevention Supplies | 5,450 | 5,450 | 5,450 | 5,450 | - | Fire investigation supplies. |
| | 55128 | Fuel | 15,093 | 15,107 | 15,107 | 15,093 | (14) | Gas and diesel fuel for all fire department vehicles |
| | 55132 | General Equipment Repair | 3,250 | 3,250 | 3,250 | 3,250 | - | Small tool & equipment repair. |
| | 55133 | General Expenses | 3,200 | 3,200 | 3,200 | 3,200 | - | Background investigations, water, emergency scene rehabilitation, supplies, etc. |
| | 55144 | Hazmat Supplies | 1,294 | 1,294 | 1,294 | 1,294 | - | Hazardous materials monitoring equipment, clean up and control supplies. |
| | 55149 | Hose Replacement | 9,022 | 5,651 | 5,651 | 9,022 | 3,371 | Fire hose replacement and repair. |
| | 55151 | Hydrant Maintenance | 20,000 | 20,000 | 20,000 | 20,000 | - | Hydrant maintenance performed by water department (fixed fee) |
| | 55190 | Mobile Communications | 4,566 | 4,203 | 4,203 | 4,566 | 363 | Cell phone plan and data usage for staff cars, engines, and fire prevention |
| | 55199 | Office Equipment Maintenance | 2,815 | 2,425 | 2,425 | 2,815 | 390 | Lease agreements & service contracts for copier and time clock. Lesae agreement for new color copier is \$15 monthly increase over FY19 |
| | 55200 | Office Supplies | 2,265 | 2,265 | 2,265 | 2,265 | - | Office supplies for department (excluding health) |
| | 55214 | Physicals | 8,565 | 8,565 | 8,565 | 8,565 | - | Pre-employment for new hires and annual physicals for all fire personnel. 14 personnel due for chest x-ray and EKG in FY20. |
| | 55050 | Conf/Room/Meals | 4,200 | 1,000 | 1,000 | 4,200 | 3,200 | \$1,400 each: examples include - FDIC conference, IAFC - FRI International, IMT Annual Conference. |
| | 55230 | Protective Equipment | 34,198 | 34,198 | 34,198 | 34,198 | - | Turnout gear replacement, inspections, repair. |
| | 55237 | Radio Repairs/Maintenance | 8,728 | 8,728 | 8,728 | 8,728 | - | Maintenance and programming FD portable and mobile radios, annual service contract with 2-Way communications. |
| | 55270 | Software Agreement | 9,452 | 8,254 | 8,254 | 9,452 | 1,198 | All annual software IMC dispatching program and public eye mobile data terminals annual licensing agreement and fees. |
| | 55282 | Building Supplies | 2,000 | 2,000 | 2,000 | 2,000 | - | Laundry and miscellaneous building supplies |
| | 55314 | Uniforms | 23,830 | 23,830 | 23,830 | 23,830 | - | Uniforms for 30 personnel plus call personnel |
| | 55319 | Vehicle Maintenance | 38,544 | 38,544 | 38,544 | 38,544 | - | Vehicle maintenance, inspections, tires, annual pump and aerial testing and certifications. |
| | 55264 | Shelter Equipment | 1,200 | 1 | 1 | 1,200 | 1,199 | Agreement with SAU16 to provide shelter food/supplies as necessary. |

| Town of Exeter | | | | | | | | |
|------------------------------------|--------|--|----------------|-----------------|----------------|---------------------|---|---|
| 2021 General Fund Budget | | | | | | | | |
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| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 01429905 | 55108 | PDD-Equipment Repair | 5,800 | 5,800 | 5,800 | 5,800 | - | uncovered repair costs |
| 01429905 | 55256 | PDD-Phone Repairs/Service | 300 | 300 | 300 | 300 | - | uncovered phone repair costs Revised with past spending |
| | | General Expenses Total | 26,925 | 26,925 | 26,925 | 26,925 | - | and removed Ipad from this account |
| 01429905 | 57006 | PDD- Capital Outlay-Equipment | 28,700 | - | - | - | - | Public Safety Camera System transferred from IT Budget |
| | | Capital Outlay Total | 28,700 | - | - | - | - | |
| | | Communications Total | 417,082 | 398,386 | 377,810 | 377,810 | - | V |
| Health | | | | | | | | |
| 01441105 | 51110 | FH- Sal/Wages FT | 58,647 | 60,194 | 60,194 | 59,895 | (299) | 1 FT: Health Officer |
| | | Salaries Total | 58,647 | 60,194 | 60,194 | 59,895 | (299) | |
| 01441105 | 52110 | FH- Dental Insurance | 1,900 | 1,900 | 1,900 | 1,900 | - | No change in the premium rate |
| 01441105 | 52120 | FH- Life Insurance | 108 | 108 | 108 | 108 | - | No change in the premium rate |
| 01441105 | 52200 | FH- FICA | 3,636 | 3,732 | 3,732 | 3,713 | (19) | Based on wages: 6.2% |
| 01441105 | 52210 | FH- Medicare | 850 | 873 | 873 | 868 | (4) | Based on wages: 1.45% |
| 01441105 | 52300 | FH- Town Retirement | 6,551 | 7,598 | 7,598 | 7,556 | (42) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 13,045 | 14,211 | 14,211 | 14,146 | (65) | |
| 01441105 | 55293 | FH- Supplies | 950 | 950 | 950 | 950 | - | Health Inspection and office supplies |
| 01441105 | 55224 | FH- Postage | 77 | 77 | 77 | 77 | - | Health Dept. mailings |
| 01441105 | 55055 | FH- Consulting | 1,000 | 1 | 1 | 1,000 | 999 | Hazardous Materials Remediation & Consulting for Sportsmen's Club project |
| 01441105 | 55190 | FH- Mobile Communications | 1,608 | 1,023 | 1,023 | 1,608 | 585 | Phone plan & mobile data terminal usage for Health Officer. |
| 01441105 | 55191 | FH- Mosquito Control | 56,100 | 39,000 | 39,000 | 56,100 | 17,100 | Mosquito control maintenance contract costs |
| 01441105 | 55270 | FH- Software Agreement | 2,253 | 2,400 | 2,400 | 2,253 | (147) | Metverse forms and reporting |
| 01441105 | 55308 | FH- Travel Reimbursement | 500 | 500 | 500 | 500 | - | Mileage reimbursement for Health Officer |
| 01441105 | 55050 | FH- Conf/Room/Meals | 795 | 795 | 795 | 795 | - | Training, Meeting and Seminars for Health Officer |
| 01441105 | 55088 | FH- Dues | 35 | 45 | 45 | 35 | (10) | Health Dept. dues & memberships |
| | | General Expenses Total | 63,318 | 44,791 | 44,791 | 63,318 | 18,527 | |
| | | Health Total | 135,010 | 119,196 | 119,196 | 137,359 | 18,163 | V |
| | | Total Public Safety Shared Services | 552,093 | 517,582 | 497,006 | 515,169 | 18,163 | V |
| Public Works - General Fund | | | | | | | | |

| Town of Exeter | | | | | | | | |
|---|--------|----------------------------|-------------|-----------------|----------------|---------------------|--|--|
| 2021 General Fund Budget | | | | | | | | |
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| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/- (Decrease) | Explanation |
| Administration & Engineering | | | | | | | | |
| 01431101 | 51110 | PWA- Sal/Wages FT | 448,227 | 457,847 | 457,847 | 455,784 | (2,063) | 6 FT: Director, Town Eng, Eng Tech, Office Mgr, Office Clerk, Asst Engineer |
| 01431101 | 51200 | PWA- Sal/Wages PT | 500 | 1 | 1 | 1 | - | 1- PT-recording secretary for River Committee @ \$15/hr |
| 01431101 | 51300 | PWA- Sal/Wages OT | 500 | 500 | 500 | 500 | - | |
| | | Salaries Total | 449,227 | 458,348 | 458,348 | 456,285 | (2,063) | |
| 01431101 | 52100 | PWA- Health Insurance | 64,080 | 82,348 | 82,348 | 82,348 | - | 2.5% increase in the premium rate |
| 01431101 | 52110 | PWA- Dental Insurance | 6,136 | 6,986 | 6,986 | 6,986 | - | No change in the premium rate |
| 01431101 | 52120 | PWA- Life Insurance | 540 | 540 | 540 | 540 | - | No change in the premium rate |
| 01431101 | 52130 | PWA- LTD Insurance | 1,089 | 1,120 | 1,120 | 1,120 | - | No change in the premium rate |
| 01431101 | 52200 | PWA- FICA | 27,852 | 28,418 | 28,418 | 28,290 | (128) | Based on wages: 6.2% |
| 01431101 | 52210 | PWA- Medicare | 6,514 | 6,646 | 6,646 | 6,616 | (30) | Based on wages: 1.45% |
| 01431101 | 52300 | PWA- Retirement Town | 50,123 | 57,861 | 57,861 | 57,571 | (290) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 156,334 | 183,919 | 183,919 | 183,471 | (448) | |
| 01431101 | 55003 | PWA- Drug/Alcohol Testing | 1,200 | 1,200 | 1,200 | 1,200 | - | Contract w/Access; required (per USDOT) random testing for all CDL holders & screening new hires |
| 01431101 | 55048 | PWA- Computer Software | | | | | - | |
| 01431101 | 55050 | PWA- Conf/Room/Meals | 3,000 | 1 | 1 | 3,000 | 2,999 | National or regional conf 60% Dir, Town Eng; 100% Maint Supt, Hwy Supt @\$1100 ea |
| 01431101 | 55058 | PWA- Contracted Services | 25,000 | 1 | 1 | - | (1) | Moved to CIP |
| 01431101 | 55088 | PWA- Dues | 700 | 700 | 700 | 700 | - | Dues: APWA \$210, NHPWA \$100, Mutual Aid \$25; Licenses: PE 2@150/2 yr |
| 01431101 | 55091 | PWA- Education/Training | 2,000 | 2,000 | 2,000 | 2,000 | - | Education and training for staff |
| 01431101 | 55128 | PWA- Fuel | 1,345 | 1,345 | 1,345 | 1,345 | - | Dir & Eng vehicles |
| 01431101 | 55133 | PWA- General Expenses | 850 | 850 | 850 | 850 | - | Meal reimbursement during extended operations per Director's determination |
| 01431101 | 55158 | PWA- Insurance Deductible | 1,000 | 1 | 1 | 1,000 | 999 | Damage repairs on insurance claims |
| 01431101 | 55181 | PWA- Master Fuel Account | 1 | 1 | 1 | 1 | - | Bulk fuel delivery charges less dept allocations; for 109 vehicles |
| 01431101 | 55190 | PWA- Mobile Communications | 1,200 | 1,200 | 1,200 | 1,200 | - | 60% Director, Town Engineer & Asst Engineer; 100% Highway, MiFi (Engineering) |
| 01431101 | 55200 | PWA- Office Supplies | 10,000 | 10,000 | 10,000 | 10,000 | - | Gen office supplies \$6500; Eng supplies \$3500: plotter paper & ink, field books, Town Standards, scanning plans; 60% of copier billing |
| 01431101 | 55224 | PWA- Postage | 500 | 500 | 500 | 500 | - | |
| 01431101 | 55237 | PWA- Radio Repairs | 600 | 600 | 600 | 600 | - | 4 Desk sets, 6 portables, 42 vehicle units |
| 01431101 | 55238 | PWA- Radio Replacement | 1,000 | 1,000 | 1,000 | 1,000 | - | Digital repeater to communicate with Fire & Police |

| Town of Exeter | | | | | | | | |
|-----------------------------|--------|---|----------------|-----------------|----------------|---------------------|---|--|
| 2021 General Fund Budget | | | | | | | | |
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| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 01431101 | 55319 | PWA- Vehicle Maintenance | 600 | 600 | 600 | 600 | - | Dir & Eng vehicles |
| | | General Expenses Total | 48,996 | 19,999 | 19,999 | 23,996 | 3,997 | |
| 01431101 | 55998 | PWA- Due from Water Fund | (121,104) | (128,453) | (128,453) | (127,951) | 502 | 20% Water Fund offset |
| 01431101 | 55999 | PWA- Due from Sewer Fund | (121,104) | (128,453) | (128,453) | (127,951) | 502 | 20% Sewer Fund offset |
| | | Due from Water/Sewer Funds Total | (242,209) | (256,907) | (256,907) | (255,902) | 1,004 | |
| | | Administration & Engineering Total | 412,348 | 405,359 | 405,359 | 407,850 | 2,491 | V |
| Highways and Streets | | | | | | | | |
| 01431202 | 51110 | HWY- Sal/Wages FT | 639,436 | 660,834 | 660,834 | 660,374 | (460) | 12 FT |
| 01431202 | 51210 | HWY- Sal/Wages Temp | 1 | 1 | 1 | 1 | - | Intern, Summer/Fall laborer |
| 01431202 | 51300 | HWY- Sal/Wages OT | 20,000 | 20,000 | 20,000 | 20,000 | - | Emergency ops, callouts, flood watch, voting/traffic control |
| 01431202 | 51310 | HWY- Sal/Wages Stand-By | 7,280 | 7,280 | 7,280 | 7,280 | - | After hours on-call status, \$140/wk per union contract |
| 01431202 | 51350 | HWY- FEMA Storm Related OT | 1 | 1 | 1 | 1 | - | Expenses related to declared emergencies |
| 01431202 | 51400 | HWY- Longevity Pay | 6,650 | 6,900 | 6,900 | 6,900 | - | 8 FT per union contract |
| | | Salaries Total | 673,368 | 695,016 | 695,016 | 694,556 | (460) | |
| 01431202 | 52100 | HWY- Health Insurance | 209,428 | 214,075 | 214,075 | 214,075 | - | 2.5% increase in the premium rate |
| 01431202 | 52110 | HWY- Dental Insurance | 13,464 | 13,971 | 13,971 | 13,971 | - | No change in the premium rate |
| 01431202 | 52120 | HWY- Life Insurance | 702 | 702 | 702 | 702 | - | No change in the premium rate |
| 01431202 | 52200 | HWY- FICA | 41,749 | 43,091 | 43,091 | 43,062 | (29) | Based on wages: 6.2% |
| 01431202 | 52210 | HWY- Medicare | 9,764 | 10,078 | 10,078 | 10,071 | (7) | Based on wages: 1.45% |
| 01431202 | 52300 | HWY- Retirement Town | 75,215 | 87,908 | 87,908 | 87,843 | (65) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 350,322 | 369,825 | 369,825 | 369,725 | (100) | |
| 01431202 | 55013 | HWY- Asphalt Reclamation | 10,000 | 10,000 | 10,000 | 10,000 | - | Grinding & screening to recycle asphalt and concrete into reusable product. Screening compost and sand |
| 01431202 | 55020 | HWY- Bridge Repairs | 5,500 | 24,000 | 24,000 | 5,500 | (18,500) | Replace deck and bridge rail at Garrison Lane red-list bridge (in-house) |
| 01431202 | 55066 | HWY- Culvert Repairs/Replacement | 2,000 | 2,000 | 2,000 | 2,000 | - | Repair or replace culverts (pipes & headers) |
| 01431202 | 55071 | HWY- Dam Maintenance | 15,000 | 2,500 | 2,500 | 15,000 | 12,500 | Dam & abutment concrete & mechanical repairs at Pickpocket, Colcord |
| 01431202 | 55072 | HWY - Dam Registration | 400 | 400 | 400 | 400 | - | Annual NHDES fees (due December) Sloans Brook |
| 01431202 | 55091 | HWY- Education/Training | 3,000 | 1,500 | 1,500 | 3,000 | 1,500 | Classes, licensing (CDL, UNH Tech Transfer classes) |
| 01431202 | 55096 | HWY- Emergency Traffic Control | 1,000 | 500 | 500 | 1,000 | 500 | Uniformed officer in high traffic, emergencies |
| 01431202 | 55107 | HWY- Equipment Rentals | 4,500 | 2,000 | 2,000 | 4,500 | 2,500 | Rental of equipment not owned by Town, including bulldozer, excavator, grader, screen |
| 01431202 | 55128 | HWY- Fuel | 21,455 | 19,455 | 19,455 | 21,455 | 2,000 | Fuel for highway dept vehicles & equipment |

| Town of Exeter | | | | | | | | |
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| 2021 General Fund Budget | | | | | | | | |
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| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/(Decrease) | Explanation |
| 01431202 | 55134 | HWY- General Hand Tools | 4,000 | 3,500 | 3,500 | 4,000 | 500 | Repl/repair hand tools incl. compacter, hand-saw, chainsaws, small power tools |
| 01431202 | 55190 | HWY- Mobile Communications | 1 | 1 | 1 | 1 | - | moved to phone reimbursement |
| 01431202 | 55212 | HWY- Phone Reimbursement | 2,400 | 2,400 | 2,400 | 2,400 | - | Cell Phone stipend \$50/mo for Supt + 3 Foremen |
| 01431202 | 55257 | HWY- Safety Equipment | 4,500 | 4,000 | 4,000 | 4,500 | 500 | Hardhats, vests, eye protection, Technu, steel-toed boot repl \$185/yr per employee |
| 01431202 | 55267 | HWY- Signs | 14,000 | 7,000 | 7,000 | 14,000 | 7,000 | Sign replacement for retro reflectivity, damages. |
| 01431202 | 55285 | HWY- Storm Drain Repair | 9,000 | 6,000 | 6,000 | 9,000 | 3,000 | Repair drain castings. 1,305 catch basins |
| 01431202 | 55286 | HWY- Street Marking | 30,000 | 25,000 | 25,000 | 30,000 | 5,000 | Fog lines, center lines, parking spaces (butyl rubber by contractor); crosswalks 2x yr |
| 01431202 | 55287 | HWY- Street Repairs/Maint | 18,000 | 18,000 | 18,000 | 18,000 | - | Patching town roads & shoulder repair materials; includes asphalt, concrete, gravel |
| 01431202 | 55310 | HWY- Tree Maintenance | 22,500 | 17,500 | 17,500 | 22,500 | 5,000 | All trees in Town ROW & parks incl pruning, fertilizing & removal w/ licensed arborist; increasing demands for tree removal & pruning; additional street trees at Lincoln & presence of Emerald Ash Borer (EAB) |
| 01431202 | 55314 | HWY- Uniforms | 6,000 | 6,000 | 6,000 | 6,000 | - | 12 employees |
| 01431202 | 55319 | HWY- Vehicle Maintenance | 45,000 | 40,000 | 40,000 | 45,000 | 5,000 | Maintenance of all dept.vehicles and equip |
| 01431202 | 55337 | HWY- Weed Control | 8,000 | 8,000 | 8,000 | 8,000 | - | Along medians & curbing; contract w/licensed herbicide applicator, \$2000/app x 4/yr |
| | | General Expenses Total | 226,256 | 199,756 | 199,756 | 226,256 | 26,500 | |
| 01431202 | 55251 | HWY-Road Paving/Maintenance | 800,000 | 700,000 | 700,000 | 800,000 | 100,000 | Incl crack sealing, reconstruction, etc. 3% increase material cost |
| 01431202 | 55067 | HWY- Culvert Replacement | 23,000 | 23,000 | 23,000 | 23,000 | - | Tamarind Lane 18" steel culvert replacement or reline |
| 01431202 | 55266 | HWY- Sidewalks/Curbing | 15,000 | 10,000 | 10,000 | 15,000 | 5,000 | Sidewalks and curbing, minor repair & replacements |
| 01431202 | 55284 | HWY- Storm Drain Cleaning | 25,000 | 20,000 | 20,000 | 25,000 | 5,000 | Annual clean 50% catch basins, material testing |
| | | Capital Outlay Total | 863,000 | 753,000 | 753,000 | 863,000 | 110,000 | |
| | | Highways & Streets Total | 2,112,946 | 2,017,597 | 2,017,597 | 2,153,537 | 135,940 | V |
| Snow Removal | | | | | | | | |
| 01431903 | 51300 | PS- Sal/Wages - OT Snow | 72,700 | 70,000 | 70,000 | 70,000 | - | Includes Mechanic |
| 01431903 | 51350 | PS- Sal/Wages - FEMA Storm Related | 1 | 1 | 1 | 1 | - | Expenses related to declared emergencies |
| | | Salaries Total | 72,701 | 70,001 | 70,001 | 70,001 | - | |
| 01431903 | 52200 | PS- FICA | 4,507 | 4,340 | 4,340 | 4,340 | - | Based on wages: 6.2% |
| 01431903 | 52210 | PS- Medicare | 1,054 | 1,015 | 1,015 | 1,015 | - | Based on wages: 1.45% |
| 01431903 | 52300 | PS- Retirement Town | 8,121 | 8,831 | 8,831 | 8,831 | - | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |

| Town of Exeter | | | | | | | | |
|-----------------------------|--------|---------------------------------|-------------|-----------------|----------------|---------------------|--|--|
| 2021 General Fund Budget | | | | | | | | |
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| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/(Decrease) | Explanation |
| | | Benefits Total | 13,682 | 14,186 | 14,186 | 14,186 | - | |
| 01431903 | 55026 | PS- Calcium Chloride | 500 | 1 | 1 | 500 | 499 | Salt additive used during harsh temperatures in the winter |
| 01431903 | 55061 | PS- Contracted Snow Removal | 50,000 | 45,000 | 45,000 | 50,000 | 5,000 | Hire contractors w/10 wheelers to remove snow for safety downtown, Lincoln St, Ports Ave. |
| 01431903 | 55118 | PS- FEMA Reimb Force Equip | 1 | 1 | 1 | 1 | - | Expenses declared winter emergencies |
| 01431903 | 55119 | PS- FEMA Reimb Force Labor | 1 | 1 | 1 | 1 | - | Expenses declared winter emergencies |
| 01431903 | 55128 | PS- Fuel | 19,670 | 17,000 | 17,000 | 19,670 | 2,670 | Fuel for snow removal vehicles |
| 01431903 | 55216 | PS- Plow Damages | 4,000 | 3,500 | 3,500 | 4,000 | 500 | Private property damage caused by snow plows |
| 01431903 | 55217 | PS- Plow/Spreader Repair | - | - | - | - | - | Moved to vehicle maintenance |
| 01431903 | 55218 | PS- Plowing | 85,000 | 80,000 | 80,000 | 85,000 | 5,000 | Hire contractors to plow, including dedicated Lincoln St improvements |
| 01431903 | 55258 | PS- Salt | 65,000 | 60,000 | 60,000 | 65,000 | 5,000 | Winter salt for town roads, sidewalks, parking lots; 2020 \$46.75/ton |
| 01431903 | 55259 | PS- Sand | 1,000 | 1,000 | 1,000 | 1,000 | - | Purchase sand during winter months to spread along the town roads, sidewalks, parking lots |
| 01431903 | 55319 | PS- Vehicle Maintenance | 23,000 | 20,500 | 20,500 | 23,000 | 2,500 | Repair snow plows and snow removal equip |
| | | General Expenses Total | 248,172 | 227,003 | 227,003 | 248,172 | 21,169 | |
| | | Snow Removal Total | 334,555 | 311,190 | 311,190 | 332,359 | 21,169 | V |
| Solid Waste Disposal | | | | | | | | |
| 01432304 | 51200 | SW- Sal/Wages PT | 18,196 | 18,627 | 18,627 | 18,534 | (93) | 1 PT @ 16 hrs/wk including transfer station winter schedule and weekend trash removal |
| 01432304 | 51300 | SW- Sal/Wages OT | 5,000 | 4,000 | 4,000 | 4,000 | - | OT for Highway employees assigned to Transfer Station |
| | | Salaries Total | 23,196 | 22,627 | 22,627 | 22,534 | (93) | |
| 01432304 | 52200 | SW- FICA | 1,438 | 1,403 | 1,403 | 1,397 | (6) | Based on wages: 6.2% |
| 01432304 | 52210 | SW- Medicare | 336 | 328 | 328 | 327 | (1) | Based on wages: 1.45% |
| 01432304 | 52300 | SW-Retirement | 559 | 505 | 505 | 505 | - | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 2,333 | 2,236 | 2,236 | 2,229 | (7) | |
| 01432304 | 55018 | SW- Blue Bags | 75,000 | 115,000 | 115,000 | 75,000 | (40,000) | Includes vendor delivery to store; offset by revenue |
| 01432304 | 55054 | SW- Construction Debris | 10,000 | 10,000 | 10,000 | 10,000 | - | Construction debris container at Transfer Station |
| 01432304 | 55082 | SW- Disposal/Recycling Contract | 1,001,880 | 1,030,000 | 1,030,000 | 1,001,880 | (28,120) | Per contract with Waste Management June 2017 through May 2022 with 3% annual increases |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|-----------------------------------|------------------|------------------|------------------|---------------------|---|--|
| 2021 General Fund Budget | | | | | | | | |
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| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 01432304 | 55086 | SW- Brush Grinding | 23,000 | 15,000 | 15,000 | 23,000 | 8,000 | Brush grinding and removal by contractor 2 to 3x per year as space needs require (contracted with Dirt Doctor thru 2022) |
| 01432304 | 55091 | SW- Education/Training | 650 | 200 | 200 | 650 | 450 | Solid waste training |
| 01432304 | 55092 | SW- Electricity | 1,500 | 1,500 | 1,500 | 1,500 | - | Transfer station building |
| 01432304 | 55093 | SW- Electronic Waste Expense | 14,000 | 10,000 | 10,000 | 14,000 | 4,000 | Removal of electronic waste collected at Transfer Station, offset by sticker revenue |
| 01432304 | 55150 | SW- Household Haz Waste Removal | 39,000 | 42,750 | 42,750 | 39,000 | (3,750) | Cost of annual Oct event; Exeter share \$11,300 the rest offset by regional collection revenue & State grant |
| 01432304 | 55163 | SW- Landfill Monitoring | 70,000 | 100,000 | 100,000 | 70,000 | (30,000) | Gas and water quality testing, including PFAS & 1,4-dioxane at Cross Road landfill \$25k; seep metals loading by GZA; landfill cap settlement & slope repair \$75k in 2021 |
| 01432304 | 55186 | SW- Metal Removal | 3,000 | 1,500 | 1,500 | 3,000 | 1,500 | Hauling charge to remove metals & white goods |
| 01432304 | 55201 | SW- Operations Maintenance | 8,400 | 5,000 | 5,000 | 8,400 | 3,400 | Mowing, materials and supplies at the Transfer Station |
| 01432304 | 55244 | SW- Recycle Containers | 13,100 | 13,100 | 13,100 | 13,100 | - | Downtown litter bins; 65 gal carts & 12 gal bins and other trash bins; offset by revenue |
| 01432304 | 55293 | SW- Supplies | 1,700 | 1,500 | 1,500 | 1,700 | 200 | Offices to sell |
| 01432304 | 55300 | SW- Tire Disposal | 2,500 | 2,000 | 2,000 | 2,500 | 500 | Disposal of Town tires |
| 01432304 | 55366 | SW- Yard Waste | 15,505 | 15,972 | 15,972 | 15,505 | (467) | Twice per year curbside collection- leaf and yard waste |
| | | General Expenses Total | 1,279,235 | 1,363,522 | 1,363,522 | 1,279,235 | (84,287) | |
| | | Solid Waste Disposal Total | 1,304,764 | 1,388,385 | 1,388,385 | 1,303,998 | (84,387) | V |
| Street Lights | | | | | | | | |
| 01431605 | 55092 | PW- Electricity- Street Lights | 160,000 | 160,000 | 160,000 | 160,000 | - | All street lights in Town rights-of-way |
| 01431605 | 55303 | PW- Traffic Light Maintenance | 10,340 | 9,000 | 9,000 | 10,340 | 1,340 | High St, Green St, Alum Dr, Holland Way, Continental Dr signals; controllers, loop detectors, bulbs, audibles & emergency vehicle pre-emption controllers |
| | | General Expenses Total | 170,340 | 169,000 | 169,000 | 170,340 | 1,340 | |
| | | Street Lights Total | 170,340 | 169,000 | 169,000 | 170,340 | 1,340 | V |
| Stormwater | | | | | | | | |
| 01431118 | 55293 | STW- Supplies | 2,700 | 2,700 | 2,700 | 2,700 | - | Pet waste bags (Town Clerk & Highway), plotter supplies (ink, printheads, paper) |

| Town of Exeter | | | | | | | | |
|-----------------------------------|--------|------------------------------------|------------------|------------------|------------------|---------------------|---|---|
| 2021 General Fund Budget | | | | | | | | |
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| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 01431118 | 55058 | STW- Contracted Services | 52,740 | 46,740 | 46,740 | 52,740 | 6,000 | IDDE dry weather screening at 22 sites \$22k, IDDE procedures & training \$6k, TN (NPS only) annual report \$8k, MS4 annual report \$5k, Kimmins Brook BMP \$6k, municipal O&M procedures (Good housekeeping & pollution prevention) \$5k |
| 01431118 | 55190 | STW-Mobile Communications | 480 | 480 | 480 | 480 | - | Tablet/mifi \$40.12/mo |
| 01431118 | 55291 | STW- Subscriptions | 4,080 | 4,080 | 4,080 | 4,080 | - | GPS, SmartNet, PeopleForms subscriptions |
| 01431118 | 55270 | STW- Software Agreement | - | - | - | - | - | NHDES CWSRF Asset Management |
| | | General Expenses Total | 60,000 | 54,000 | 54,000 | 60,000 | 6,000 | |
| | | Stormwater Total | 60,000 | 54,000 | 54,000 | 60,000 | 6,000 | V |
| | | Subtotal before Maintenance | 4,394,953 | 4,345,531 | 4,345,531 | 4,428,083 | 82,552 | |
| Public Works - Maintenance | | | | | | | | |
| General | | | | | | | | |
| 01419406 | 51110 | PM- Sal/Wages FT | 267,219 | 272,095 | 272,095 | 271,713 | (382) | 5 FT Maint Supt, Custodian, 3 Maint Techs |
| 01419406 | 51200 | PM- Sal/Wages PT | 33,695 | 34,612 | 34,612 | 34,440 | (172) | 1 PT Custodian @ 34hr per week |
| 01419406 | 51300 | PM- Sal/Wages OT | 3,000 | 3,000 | 3,000 | 3,000 | - | Emergencies, callouts |
| 01419406 | 51310 | PM- Sal/Wages Stand-By | 7,280 | 7,280 | 7,280 | 7,280 | - | Pay for after hours on-call status, \$140/week per union contract |
| 01419406 | 51350 | PM- FEMA Storm Related OT | 1 | 1 | 1 | 1 | - | Expenses related to declared emergencies |
| 01419406 | 51400 | PM- Longevity Pay | 1,500 | 1,550 | 1,550 | 1,550 | - | 2 FT per union contract |
| | | Salaries Total | 312,695 | 318,538 | 318,538 | 317,984 | (554) | |
| 01419406 | 52100 | PM- Health Insurance | 73,645 | 72,725 | 72,725 | 72,725 | - | 2.5% increase in the premium rate |
| 01419406 | 52110 | PM- Dental Insurance | 5,595 | 5,936 | 5,936 | 5,936 | - | No change in the premium rate |
| 01419406 | 52120 | PM- Life Insurance | 324 | 324 | 324 | 324 | - | No change in the premium rate |
| 01419406 | 52200 | PM- FICA | 19,387 | 19,749 | 19,749 | 19,715 | (34) | Based on wages: 6.2% |
| 01419406 | 52210 | PM- Medicare | 4,534 | 4,619 | 4,619 | 4,611 | (8) | Based on wages: 1.45% |
| 01419406 | 52300 | PM- Retirement Town | 31,164 | 35,894 | 35,894 | 35,840 | (54) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 134,649 | 139,247 | 139,247 | 139,151 | (96) | |
| 01419406 | 55048 | PM- Computer Software | 3,000 | 3,000 | 3,000 | 3,000 | - | Dropping TMA for annual maint of Fleet & Facility Maint software TMA (Dec); converting to People GIS work order system |

| Town of Exeter | | | | | | | | |
|-----------------------------|--------|---|----------------|-----------------|----------------|---------------------|--|---|
| 2021 General Fund Budget | | | | | | | | |
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| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/(Decrease) | Explanation |
| 01419406 | 55058 | PM- Contract Services | 43,000 | 43,000 | 43,000 | 43,000 | - | Town buildings roof snow removal \$6k and contracted cleaning for Town Offices \$26K; Rec Ctr 2x week starting 2020 (\$11k) |
| 01419406 | 55069 | PM- Custodial Supplies | 16,000 | 16,000 | 16,000 | 16,000 | - | All Town buildings' paper & cleaning products |
| 01419406 | 55549 | PM- Covid-19 Expenses | | 11,000 | 11,000 | | (11,000) | Rec Ctr & Snr Ctr daily & TH Public Restrooms 2/wk \$8k; \$3k in custodial supplies |
| 01419406 | 55091 | PM- Education/Training | 800 | 800 | 800 | 800 | - | Continuing education requirements for License renewals Master Elect, Journeyman Plumber/Gas fitter. Education seminars Carpenter. |
| 01419406 | 55128 | PM- Fuel | 4,475 | 4,000 | 4,000 | 4,475 | 475 | Maintenance Dept vehicles (5) |
| 01419406 | 55173 | PM- Licenses | 300 | 300 | 300 | 300 | - | Licenses for Electrician and HVAC Plumber Tech |
| 01419406 | 55176 | PM- Maintenance Bld Materials | 1,200 | 1,200 | 1,200 | 1,200 | - | Stock paint, putty, nails, screws |
| 01419406 | 55178 | PM- Maintenance Tools | 3,000 | 3,000 | 3,000 | 3,000 | - | HVAC Tech, plumber, elec. tools, replenish drill bits, small power tools |
| 01419406 | 55190 | PM- Mobile Communications | 600 | 600 | 600 | 600 | - | Maint. Superintendent cell phone |
| 01419406 | 55257 | PM- Safety Equipment | 2,000 | 2,000 | 2,000 | 2,000 | - | Fall protection, eye protection, steel-toed boot replacement \$185/yr |
| 01419406 | 55314 | PM- Uniforms | 5,500 | 5,500 | 5,500 | 5,500 | - | Uniforms and cleaning for 5 Staff |
| | | General Expenses Total | 79,875 | 90,400 | 90,400 | 79,875 | (10,525) | |
| | | General Maintenance Total | 527,219 | 548,185 | 548,185 | 537,010 | (11,175) | V |
| Town Buildings | | | | | | | | |
| 01458908 | 51200 | Swasey Parkway- Sal/Wages PT | - | - | - | - | - | Recording Secretary for Swasey Parkway |
| 01458908 | 52200 | Swasey Parkway- FICA | - | - | - | - | - | Recording Secretary for Swasey Parkway |
| 01458908 | 52210 | Swasey Parkway- Medicare | - | - | - | - | - | Recording Secretary for Swasey Parkway |
| | | Town Buildings-Water/Sewer Bills | 17,705 | 17,005 | 17,005 | 17,705 | 700 | Water/Sewer bills for Town Buildings |
| | | Town Buildings- Building Maintenance | 73,500 | 72,500 | 72,500 | 73,500 | 1,000 | Building Maintenance for Town Buildings, Incl Swasey Parkway & Raynes Barn |
| | | Town Buildings-Covid-19 Expenses | - | 5,000 | 5,000 | - | (5,000) | Covid-19 for Town Buildings |
| | | Town Buildings- Natural Gas | 60,000 | 60,000 | 60,000 | 60,000 | - | Natural Gas for Town Buildings |
| | | Town Buildings- Electricity | 108,950 | 107,950 | 107,950 | 108,950 | 1,000 | Electricity for Town Buildings, Incl. Swasey Parkway & Raynes Barn |
| | | Train Station- Supplies | 3,800 | 3,800 | 3,800 | 3,800 | - | Light fixtures, electrical breakers, signage |
| | | Train Station- Platform Lease Liability | 22,069 | 23,790 | 23,790 | 22,069 | (1,721) | Platform Lease Liability Insurance for Train Station |
| | | Train Station- Platform Lease | 3,400 | 3,400 | 3,400 | 3,400 | - | Platform Lease for Train Station |
| | | Town Buildings Total | 289,424 | 293,445 | 293,445 | 289,424 | (4,021) | |
| Maintenance Projects | | | | | | | | |
| 01419406 | 55177 | PM- Maintenance Projects | 100,000 | 100,000 | 100,000 | 100,000 | - | Town owned building projects |

| Town of Exeter | | | | | | | | |
|-------------------------------|--------|-----------------------------------|-------------|-----------------|----------------|---------------------|---|---|
| 2021 General Fund Budget | | | | | | | | |
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| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 01444110 | 52110 | WE- Dental Insurance | | | | | - | |
| 01444110 | 52120 | WE- Dental Insurance | | | | | - | |
| 01444110 | 52200 | WE- FICA | 492 | 505 | 505 | 503 | (3) | Based on wages: 6.2% |
| 01444110 | 52210 | WE- Medicare | 115 | 118 | 118 | 118 | (1) | Based on wages: 1.45% |
| 01444110 | 52300 | WE-Retirement - Town | 887 | 1,029 | 1,029 | 1,023 | (6) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 1,495 | 1,653 | 1,653 | 1,643 | (9) | |
| 01444110 | 55025 | WE- Burial Expense | 3,000 | 3,000 | 3,000 | 3,000 | - | Cremation - aging low income population |
| 01444110 | 55050 | WE- Conf/Room/Meals | 200 | 200 | 200 | 200 | - | 1 Conference - 4 meetings in Concord |
| 01444110 | 55075 | WE - Direct Relief- Electricity | 7,500 | 7,500 | 7,500 | 7,500 | - | \$ Town funds - Wentworth Trust reimbursed \$2,817.74 |
| 01444110 | 55076 | WE - Direct Relief-Food/Gas | 500 | 500 | 500 | 500 | - | Requests for food/gas has increased this year with the homeless population increasing |
| 01444110 | 55077 | WE - Direct Relief - Heat | 2,500 | 2,500 | 2,500 | 2,500 | - | \$ Town funds - Wentworth Trust reimbursed \$0 |
| 01444110 | 55078 | WE - Direct Relief -Medical | 2,500 | 2,500 | 2,500 | 2,500 | - | \$ Town funds - Wentworth Trust reimbursed \$0 |
| 01444110 | 55079 | WE - Direct Relief- Rent/Hotel | 45,000 | 45,000 | 45,000 | 45,000 | - | 2019 YTD August: Wentworth Trust reimbursed \$7,911.22; Town Funds \$ 15,261.47 |
| 01444110 | 55088 | WE- Dues | 55 | 55 | 55 | 55 | - | State local welfare dues |
| 01444110 | 55106 | WE- Equipment Purchase | 250 | - | - | 250 | 250 | |
| 01444110 | 55133 | WE- Direct Relief General Expense | 1,500 | 1,500 | 1,500 | 1,500 | - | Direct relief items that don't fall under other lines i.e. car repairs, registration, taxes, etc. covered by Wentworth and town is reimbursed |
| 01444110 | 55212 | WE- Phone Reimbursement | 180 | 180 | 180 | 180 | - | For off hours usage / split 50/50 with TM budget |
| 01444110 | 55200 | WE-Office Supplies | 210 | 210 | 210 | 210 | - | notebooks, folders and desk supplies. |
| 01444110 | 55224 | WE- Postage | 20 | 20 | 20 | 20 | - | Client/state/agencies - postage - most are done electronically |
| 01444110 | 55308 | WE- Travel Reimbursement | 200 | 150 | 150 | 200 | 50 | Travel to local monthly meetings to Raymond, State Monthly Meetings in Concord - Seminars |
| | | General Expenses Total | 63,615 | 63,315 | 63,315 | 63,615 | 300 | |
| | | Welfare Total | 73,052 | 73,120 | 73,120 | 73,369 | 250 | V |
| Human Services | | | | | | | | |
| 01444511 | 55360 | HS- Human Services Funding | 103,805 | 106,720 | 106,720 | 103,805 | (2,915) | See separate list (Human Services Funding Committee) |
| | | Human Services Total | 103,805 | 106,720 | 106,720 | 103,805 | (2,915) | V |
| | | Total Welfare & Human Services | 176,857 | 179,840 | 179,840 | 177,174 | (2,665) | |
| Parks & Recreation | | | | | | | | |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|-------------------------|----------------|-----------------|----------------|---------------------|---|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
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| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| Recreation | | | | | | | | |
| 01452001 | 51110 | PR- Sal/Wages FT | 245,957 | 252,939 | 252,939 | 251,681 | (1,258) | 4 FT: Director, Asst. Director, Rec Coordinator, Office Manager (Full year at full-time) |
| 01452001 | 51200 | PR- Sal/Wages PT | - | - | - | - | - | Moved to FT |
| 01452001 | 51300 | PR- Sal/Wages OT | 1,200 | 1,200 | 1,200 | 1,200 | - | Recreation Coordinator nights and weekends |
| | | Salaries Total | 247,157 | 254,139 | 254,139 | 252,881 | (1,258) | |
| 01452001 | 52100 | PR- Health Insurance | 35,387 | 36,275 | 36,275 | 36,275 | - | 2.5% increase in the premium rate |
| 01452001 | 52110 | PR- Dental Insurance | 4,345 | 4,345 | 4,345 | 4,345 | - | No change in the premium rate |
| 01452001 | 52120 | PR- Life Insurance | 324 | 325 | 325 | 325 | - | No change in the premium rate |
| 01452001 | 52130 | PR- LTD Insurance | 832 | 859 | 859 | 859 | - | No change in the premium rate |
| 01452001 | 52200 | PR- FICA | 15,324 | 15,757 | 15,757 | 15,679 | (78) | Based on wages: 6.2% |
| 01452001 | 52210 | PR- Medicare | 3,584 | 3,685 | 3,685 | 3,667 | (18) | Based on wages: 1.45% |
| 01452001 | 52300 | PR- Retirement Town | 27,607 | 32,078 | 32,078 | 31,901 | (177) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 87,403 | 93,324 | 93,324 | 93,050 | (273) | |
| 01452001 | 55088 | PR- Dues | 700 | 700 | 700 | 700 | - | NHRP/NRPA/NEPA Dues for Department Staff |
| 01452001 | 55224 | PR- Postage | 150 | 150 | 150 | 150 | - | General office mailing |
| 01452001 | 55293 | PR- Supplies | 1,500 | 1,500 | 1,500 | 1,500 | - | Office supplies: pens, paper, ink and other supplies |
| 01452001 | 55542 | PR- Senior Services | 7,500 | 7,500 | 7,500 | 7,500 | - | Senior Programming Initiative |
| | | General Expenses Total | 9,850 | 9,850 | 9,850 | 9,850 | - | |
| | | Recreation Total | 344,410 | 357,313 | 357,313 | 355,781 | (1,531) | V |
| Parks | | | | | | | | |
| 01452002 | 51110 | PK- Sal/Wages FT | 74,454 | 77,068 | 77,068 | 77,068 | - | 2 FT Employees |
| 01452002 | 51300 | PK- Sal/Wages OT | 5,500 | 5,500 | 5,500 | 5,500 | - | OT for 2 FT Employees |
| 01452002 | 51400 | PK- Longevity Pay | 900 | 1,000 | 1,000 | 1,000 | - | 2 FT Employees |
| | | Salaries Total | 80,854 | 83,568 | 83,568 | 83,568 | - | |
| 01452002 | 52100 | PK- Health Insurance | 28,695 | 29,410 | 29,410 | 29,410 | - | 2.5% increase in the premium rate |
| 01452002 | 52110 | PK- Dental Insurance | 1,593 | 1,593 | 1,593 | 1,593 | - | No change in the premium rate |
| 01452002 | 52120 | PK- Life Insurance | 108 | 108 | 108 | 108 | - | No change in the premium rate |
| 01452002 | 52200 | PK- FICA | 5,013 | 5,181 | 5,181 | 5,181 | - | Based on wages: 6.2% |
| 01452002 | 52210 | PK- Medicare | 1,172 | 1,212 | 1,212 | 1,212 | - | Based on wages: 1.45% |
| 01452002 | 52300 | PK- Retirement Town | 9,031 | 10,576 | 10,576 | 10,576 | - | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| | | Benefits Total | 45,613 | 48,080 | 48,080 | 48,080 | - | |

| Town of Exeter | | | | | | | | |
|-----------------------------------|---------------|-------------------------------------|--------------------|------------------------|-----------------------|----------------------------|--|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 01452002 | 55033 | PK- Chem Toilet Rental | 1,900 | 1,900 | 1,900 | 1,900 | - | Brickyard park, swasey parkway, Rec Park in spring and fall as well as on the upper fields. Price has gone up but so has the usage as we keep the chemical toilet at Planet Playground year round. Good for public health. |
| 01452002 | 55058 | PK- Contract Services | 45,050 | 45,050 | 45,050 | 45,050 | - | Contracting services to mulch the playgrounds, mulch beds, while maintaining edging and weeding of sites. Help in renovating the public safety building landscaping in 2020. Additional treatment for poison ivy at various parks most notably, the Recreation Park. |
| 01452002 | 55106 | PK- Equipment Purchase | 3,000 | 3,000 | 3,000 | 3,000 | - | Additional equipment: Walk behind leaf blower and infield drag. |
| 01452002 | 55108 | PK- Equipment Repairs | 850 | 850 | 850 | 850 | - | Equipment that is older need to be maintained properly. New equipment has been purchased in the past year reducing some need for consistent repairs. |
| 01452002 | 55109 | PK- Equipment Supplies | 8,800 | 8,800 | 8,800 | 8,800 | - | Flags, field paint, keys and locks, lumber misc. |
| 01452002 | 55128 | PK- Fuel | 5,165 | 5,165 | 5,165 | 5,165 | - | Fuel estimate |
| 01452002 | 55164 | PK- Landscaping Supplies | 15,500 | 15,500 | 15,500 | 15,500 | - | Purchase of mulch, playground chips, flowers, weed fabric. Supplies for landscaping of the public safety building as well as 32 Court st. Infield top dressing |
| 01452002 | 55239 | PK- Park Maintenance | 7,000 | 7,000 | 7,000 | 7,000 | - | Playground repairs, fencing repairs, umbrellas |
| 01452002 | 55267 | PK- Signs | 700 | 700 | 700 | 700 | - | General sign replacement-New Adopter signs, New Kids Park Sign, New informational boards. |
| 01452002 | 55314 | PK- Uniforms | 750 | 750 | 750 | 750 | - | Shoes, shirts, pants (pricing has increased for beathable material for shirts). |
| 01452002 | 55319 | PK- Vehicle Maintenance | 3,000 | 2,500 | 2,500 | 3,000 | 500 | Snow Tires for the newest truck in our fleet would be helpful along with snow tires for our 15 passenger van. Conversion of old 15 passenger van into a event van. |
| | | General Expenses Total | 91,715 | 91,215 | 91,215 | 91,715 | 500 | |
| 01452002 | 55283 | PK- Stewart Park Maintenance | - | - | - | - | - | Stewart Park installation and removal assistance and crane rental for docks removal |
| | | Capital Outlay Total | - | - | - | - | - | |
| | | Parks Total | 218,182 | 222,863 | 222,863 | 223,363 | 500 | V |
| | | Total Parks & Recreation | 562,592 | 580,176 | 580,176 | 579,144 | (1,031) | |

| Town of Exeter | | | | | | | | |
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| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| Other Culture & Recreation | | | | | | | | |
| Other Culture & Recreation | | | | | | | | |
| 01452004 | 55036 | OC- Christmas Lights | 5,000 | 5,000 | 5,000 | 5,000 | - | Churchill's greenery 1,500, Unitil electric bill |
| 01452004 | 55037 | OC- Christmas Parade | 3,000 | 3,000 | 4,500 | 4,500 | - | Christmas Parade committee grant |
| 01452004 | 55292 | OC- Summer Concerts | 9,000 | 9,000 | 9,000 | 9,000 | - | Summer concerts in Swasey Parkway |
| | | Other Culture & Recreation Total | 17,000 | 17,000 | 18,500 | 18,500 | - | V |
| Special Events | | | | | | | | |
| 01452005 | 55112 | SE- Exeter Brass Band | 3,500 | 3,500 | 3,500 | 3,500 | - | Payments to brass band performers |
| 01452005 | 55320 | SE- Veteran's Activities | 3,500 | 3,500 | 3,500 | 3,500 | - | Memorial Day flags, Vets Day flags, Lunch |
| 01452005 | 55006 | SE- Fireworks | 8,000 | 8,000 | 8,000 | 8,000 | - | Fireworks for AIM Festival anticipated slight increase |
| | | Special Events Total | 15,000 | 15,000 | 15,000 | 15,000 | - | V |
| | | Total Other Culture & Recreation | 32,000 | 32,000 | 33,500 | 33,500 | - | |
| Public Library | | | | | | | | |
| Library | | | | | | | | |
| 01455001 | 51110 | LB- Sal/Wages FT | 451,674 | 468,192 | 468,192 | 465,863 | (2,329) | 8 FT Employees |
| 01455001 | 51200 | LB- Sal/Wages PT | 178,728 | 183,340 | 183,340 | 183,340 | - | 14 PT Employees |
| | | Salaries Total | 630,402 | 651,532 | 651,532 | 649,203 | (2,329) | |
| 01455001 | 52100 | LB- Health Insurance | 85,532 | 105,795 | 105,795 | 105,795 | - | 2.5% increase in the premium rate |
| 01455001 | 52110 | LB- Dental Insurance | 6,208 | 6,208 | 6,208 | 6,208 | - | No change in the premium rate |
| 01455001 | 52120 | LB- Life Insurance | 486 | 486 | 486 | 486 | - | No change in the premium rate |
| 01455001 | 52130 | LB- LTD Insurance | 1,080 | 1,092 | 1,092 | 1,092 | - | No change in the premium rate |
| 01455001 | 52140 | LB-Health Insurance Buyout | | | | | - | None in FY21 |
| 01455001 | 52200 | LB- FICA | 39,085 | 40,395 | 40,395 | 40,251 | (144) | Based on wages: 6.2% |
| 01455001 | 52210 | LB- Medicare | 9,141 | 9,447 | 9,447 | 9,413 | (34) | Based on wages: 1.45% |
| 01455001 | 52300 | LB- Retirement Town | 50,452 | 59,096 | 59,096 | 58,768 | (328) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| 01455001 | 52500 | LB- Unemployment Comp | 218 | 218 | 218 | 218 | - | Primex Actual Invoice |
| 01455001 | 52600 | LB- Workers Comp Insurance | 2,819 | 3,120 | 3,120 | 3,120 | - | Primex Actual Invoice (no holiday premium in 2021) |
| 01455001 | 55172 | LB- Liability Insurance | 1,158 | 1,274 | 1,274 | 1,274 | - | Primex Actual Invoice |
| | | Benefits Total | 196,179 | 227,131 | 227,131 | 226,625 | (506) | |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|--------------------------------------|------------------|------------------|------------------|---------------------|---|---|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 01455001 | 55233 | LB- Public Services | 206,304 | 202,604 | 202,604 | 206,304 | 3,700 | Appropriation for general Library expenses paid directly by Library |
| 01455001 | 55313 | LB- Transfer Budget Balance | | | | | - | |
| | | General Expenses Total | 206,304 | 202,604 | 202,604 | 206,304 | 3,700 | |
| | | Total Library | 1,032,885 | 1,081,267 | 1,081,267 | 1,082,132 | 865 | V |
| Debt Service & Capital | | | | | | | | |
| Debt Services | | | | | | | | |
| 01471121 | 58003 | GF- Epping Rd Water Tank | 105,000 | 105,000 | 105,000 | 105,000 | - | 2028 Final payment |
| 01471121 | 58004 | GF- Great Dam Removal | 155,000 | 155,000 | 155,000 | 155,000 | - | 2024 Final payment |
| 01471121 | 58005 | GF- Great Dam Study | 34,800 | 34,200 | 34,200 | 34,200 | - | 2021 Final payment |
| 01471121 | 58006 | GF- Norris Brook Culverts | - | - | - | - | - | 2019 Final payment |
| 01471121 | 58007 | GF- Sidewalk Program | 55,000 | 55,000 | 55,000 | 55,000 | - | 2025 Final payment |
| 01471121 | 58008 | GF- Linden St. Bridge/Culvert | 70,000 | 70,000 | 70,000 | 70,000 | - | 2025 Final payment |
| 01471121 | 58009 | GF- Jady Hill Phase II Utilities | - | - | - | - | - | 2019 Final payment |
| 01471121 | 58026 | GF- Lincoln Street Ph#2 | 97,188 | 97,188 | 97,188 | 97,188 | - | 2032 Final payment |
| 01471121 | 58029 | GF- Court Street Culvert | 116,090 | 116,090 | 116,090 | 116,090 | - | 2027 Final payment |
| 01471121 | 58031 | GF- String Bridge Rehabilitation | 65,000 | 65,000 | 65,000 | 65,000 | - | 2023 Final payment |
| 01471121 | 58034 | GF- Rec Park Development | 45,600 | 45,000 | 45,000 | 45,000 | - | 2024 Final payment |
| 01471121 | 58035 | GF- Salem St. Utility Design & Engin | 5,908 | 5,538 | 5,538 | 5,538 | - | 2024 Final payment |
| 01471121 | | GF- Library Renovations/Addition | | 251,600 | 251,600 | 251,600 | - | 2035 Final payment |
| | | GF Debt Service Principal Total | 749,586 | 999,616 | 999,616 | 999,616 | - | |
| 01472122 | 58514 | GF- Epping Rd Water Tank Interest | 49,300 | 44,027 | 44,027 | 44,027 | - | 2028 Final payment |
| 01472122 | 58515 | GF- Great Dam Removal Interest | 39,525 | 31,620 | 31,620 | 31,620 | - | 2024 Final payment |
| 01472122 | 58516 | GF- Great Dam Study Interest | 2,070 | 1,026 | 1,026 | 1,026 | - | 2021 Final payment |
| 01472122 | 58517 | GF- Norris Brook Culverts Interest | - | - | - | - | - | 2019 Final payment |
| 01472122 | 58518 | GF- Sidewalk Program Interest | 9,808 | 7,553 | 7,553 | 7,553 | - | 2025 Final payment |
| 01472122 | 58519 | GF- Linden St. Bridge/Culvert | 12,176 | 9,306 | 9,306 | 9,306 | - | 2025 Final payment |
| 01472122 | 58520 | GF- Jady Hill Phase II Utilities Int | - | - | - | - | - | 2019 Final payment |
| 01472122 | 58527 | GF- Lincoln Street Ph#2 | 60,548 | 55,591 | 55,591 | 55,591 | - | 2032 Final payment |
| 01472122 | 58528 | GF- Court Street Culvert | 46,131 | 40,211 | 40,211 | 40,211 | - | 2027 Final payment |
| 01472122 | 58530 | GF- String Bridge Rehabilitation | 12,750 | 9,435 | 9,435 | 9,435 | - | 2023 Final payment |
| 01472122 | 58534 | GF- Rec Park Development | 12,625 | 9,180 | 9,180 | 9,180 | - | 2024 Final payment |
| 01472122 | 58535 | GF- Salem St. Utility Design & Engin | 1,520 | 1,083 | 1,083 | 1,083 | - | 2024 Final payment |

| Town of Exeter | | | | | | | | |
|-------------------------------------|----------|---|------------------|------------------|------------------|---------------------|---|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 01472122 | | GF- Library Renovations/Addition | | 165,566 | 165,566 | 165,566 | - | 2035 Final payment |
| | | GF Debt Service Interest Total | 246,453 | 374,598 | 374,598 | 374,598 | - | |
| 01472323 | 58501 | GF- TAN Interest | 1 | 1 | 1 | 1 | - | Reserve for Tax Anticipation Note |
| | | TAN Interest Total | 1 | 1 | 1 | 1 | - | |
| 01472324 | 58500 | GF- BAN Interest | 59,100 | - | - | - | - | Interest on BAN (Library renovation) per Newburyport Savings Bank. BAN extended through 8/2020 |
| | | BAN Interest Total | 59,100 | - | - | - | - | |
| | | Debt Services Total | 1,055,140 | 1,374,215 | 1,374,215 | 1,374,215 | - | |
| Miscellaneous | | | | | | | | |
| 01-4194-01 | 01419417 | GG- Disaster Repairs - Insured | 1 | 1 | 1 | 1 | - | |
| 01419417 | 55224 | GG- Postage | 1 | 1 | 1 | 1 | - | Town-wide postage reserve |
| 01419417 | 55060 | GG- Cash Over/Short | 1 | 1 | 1 | 1 | - | Town-wide cash over/short in-house collections |
| 01419417 | 55189 | GG- Misc Expense | 1 | 1 | 1 | 1 | - | Internal audit entry |
| | | General Expenses Total | 4 | 4 | 4 | 4 | - | V |
| Vehicle Replacement | | | | | | | | |
| 01419416 | 57005 | GG- CO - Leases | 338,953 | 290,615 | 290,615 | 290,615 | 0 | See separate list |
| 01419418 | 57012 | GG- CO - Vehicles | 77,955 | 106,000 | 106,000 | 77,955 | (28,045) | See separate list |
| | | Capital Outlay Total | 416,907 | 396,615 | 396,615 | 368,570 | (28,045) | |
| Cemetaries | | | | | | | | |
| 01419500 | 57000 | GG-CO-Cemetaries | 1 | 1 | 1 | 1 | - | |
| | | | 1 | 1 | 1 | 1 | - | V |
| Capital Outlay-Other | | | | | | | | |
| 01419900 | 55361 | GG- CO- Land Acquisition/Purchase | 1 | 1 | 1 | 1 | - | |
| 01419900 | 57020 | GG- CO-Public Safety Study | | | | | - | |
| 01419900 | 57006 | GG- CO- Equipment | 4,250 | 4,250 | 4,250 | 4,250 | - | Vehicle Data Gathering (AA Tracking) |
| | | Capital Outlay Total | 4,251 | 4,251 | 4,251 | 4,251 | - | V |
| | | General Government Total | 421,163 | 400,871 | 400,871 | 372,826 | (28,045) | |
| | | Total Debt Service & Capital | 1,476,303 | 1,775,086 | 1,775,086 | 1,747,041 | (28,045) | |
| Benefits & Taxes | | | | | | | | |
| Payroll Taxes & Benefits | | | | | | | | |

| Town of Exeter | | | | | | | | |
|-------------------------------|--------|---|-------------------|-------------------|-------------------|---------------------|---|--|
| 2021 General Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 BRC Budget | 2021 SB Budget | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| | | GG- Health Insurance Reserve | | - | - | | - | 2021- 2.5% increase YOY General Fund, Water Fund, Sewer Fund |
| | | GG- Dental Insurance Reserve | | - | - | | - | FY21 No Increase in dental insurance |
| | | GG- Life Insurance Reserve | | - | - | | - | |
| 01415535 | 52140 | GG- Insurance Buyout | 160,330 | 153,566 | 156,054 | 156,054 | (0) | Health Insurance Buyout |
| 01415536 | 52150 | GG-Retirement/ Sick Leave Buyout | 1 | 1 | 1 | 1 | - | Use funds in Sick Leave CRF |
| 01415531 | 55125 | GG- Flexible Spending Fees | 1,221 | 1,221 | 1,221 | 1,221 | - | Fees for employees FSA accounts (33 health % 4 depend care) |
| | | Payroll Taxes & Benefits Total | 161,552 | 154,788 | 157,276 | 157,276 | (0) | |
| Unemployment | | | | | | | | |
| 01415533 | 52500 | GG- Unemployment Comp | 2,897 | 2,897 | 2,897 | 2,897 | - | Primex Actual Invoice |
| | | Unemployment Total | 2,897 | 2,897 | 2,897 | 2,897 | - | |
| Worker's Compensation | | | | | | | | |
| 01415537 | 52600 | GG- Workers Comp Insurance | 213,402 | 236,198 | 236,198 | 236,198 | - | Primex Actual Invoice (no holiday premium in 2021) |
| | | Worker's Compensation Total | 213,402 | 236,198 | 236,198 | 236,198 | - | |
| Insurance | | | | | | | | |
| 01419614 | 55124 | GG- Fleet Insurance | 7,141 | 7,855 | 7,855 | 7,855 | - | Primex Actual Invoice (no holiday premium in 2021) |
| 01419614 | 55157 | GG- Insurance Deductible | 3,000 | 3,000 | 3,000 | 3,000 | - | Town has \$1K deductible per occurrence |
| 01419614 | 55158 | GG- Ins Reimbursed Repairs | 1 | 1 | 1 | 1 | - | |
| 01419614 | 55172 | GG- Liability Insurance | 53,237 | 58,568 | 58,568 | 58,568 | - | Primex Actual Invoice (no holiday premium in 2021) |
| | | Insurance Total | 63,379 | 69,424 | 69,424 | 69,424 | - | |
| | | Total Benefits & Taxes | 441,230 | 463,307 | 465,795 | 465,795 | (0) | V |
| | | Total General Fund | 19,605,537 | 19,964,579 | 19,891,082 | 19,978,374 | 87,291 | |
| Warrant Articles/Other | | | | | | | | |
| WAR | | | | | | | | |
| 01500000 | 59072 | Sidewalk Program CRF | 60,000 | | | | - | None for 2021 |
| 01500000 | 59017 | Sick Leave Expendable Trust Fund | 100,000 | 100,000 | 100,000 | | - | Sick Leave Fund held & invested by Trustee of Trust Funds |
| 01500000 | 59049 | Snow/Ice Deficit Fund | 50,000 | 50,000 | 50,000 | | - | Snow/Ice Deficit Non-Capital CRF |
| 01500000 | 59091 | LED Streetlight Replacement | | | | | - | Amount to come from fund balance |
| 01500000 | 59080 | Intersection Improvements Program | | | | | - | CIP P#22 Study of unsignalized intersections |
| 01500000 | 59075 | Cemetary CRF | | | | | - | Maintenance of Town owned inactive cemeteries |
| 01500000 | 59060 | Swasey Parkway CRF | | | | | - | Create a CRF for Swasey Parkway Pavillion using escrow account funds |

| Town of Exeter | | | | | | |
|---|--------|-----------------------------------|---------------|----------------|---------------------|--|
| Budget 2021 | | | | | | |
| Public Works Maintenance-Town Buildings | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 Default Budget | Explanation |
| Recreation Center | | | | | | |
| 01419407 | 55022 | Parks& Rec- Building Maintenance | 6,000 | 6,000 | 6,000 | Pool House, Court St bldg & garage |
| 01419407 | 55092 | Parks & Rec- Electricity | 12,000 | 12,000 | 12,000 | Supply- UMG fixed price contract expires 11/30/21; Delivery- Unutil |
| 01419407 | 55194 | Parks & Rec- Natural Gas | 8,000 | 6,300 | 8,000 | Natural Gas for Rec Center |
| 01419407 | 55326 | Parks & Rec-Water/Sewer Bills | 4,500 | 4,500 | 4,500 | Pool House, Court St bldg & garage, Town Hse Common |
| | | General Expenses Total | 30,500 | 28,800 | 30,500 | |
| | | Recreation Center Total | 30,500 | 28,800 | 30,500 | |
| Town Hall | | | | | | |
| 01419408 | 55022 | Town Hall- Building Maintenance | 10,000 | 10,000 | 10,000 | Restrooms, heating system, lighting, doors, locks |
| 01419408 | 55092 | Town Hall- Electricity | 8,500 | 8,500 | 8,500 | Supply- UMG fixed price contract expires 11/30/21; Delivery- Unutil; LED retrofits payback |
| 01419408 | 55194 | Town Hall- Natural Gas | 18,000 | 12,000 | 18,000 | |
| 01419408 | 55326 | Town Hall- Water/Sewer Bills | 810 | 810 | 810 | Water & Sewer for Town Hall, combined 35% rate increase for 2020 |
| | | General Expenses Total | 37,310 | 31,310 | 37,310 | |
| | | Town Hall Total | 37,310 | 31,310 | 37,310 | |
| Town Office | | | | | | |
| 01419409 | 55022 | Town Office- Building Maintenance | 12,000 | 12,000 | 12,000 | HVAC, fans, lighting, carpet cleaning, electrical circuits, doors, locks, office configs |
| 01419409 | 55092 | Town Office- Electricity | 16,000 | 16,000 | 16,000 | Supply- UMG fixed price contract expires 11/30/21; Delivery- Unutil |
| 01419409 | 55194 | Town Office- Natural Gas | 9,000 | 6,000 | 9,000 | |
| 01419409 | 55326 | Town Office- Water/Sewer Bills | 1,150 | 1,150 | 1,150 | Water & Sewer for Town Office |
| | | General Expenses Total | 38,150 | 35,150 | 38,150 | |
| | | Town Office Total | 38,150 | 35,150 | 38,150 | |
| Senior Center | | | | | | |
| 01419410 | 55022 | Sr Center -Building Maintenance | 4,000 | 4,000 | 4,000 | H'eating system, air conditioners, lighting, plumbing & electrical |
| 01419410 | 55092 | Sr Center- Electricity | 5,000 | 5,000 | 5,000 | Supply- UMG fixed price contract expires 11/30/21; Delivery- Unutil |
| 01419410 | 55194 | Sr Center - Natural Gas | 4,200 | 4,200 | 4,200 | |
| 01419410 | 55326 | Sr Center- Water/Sewer Bills | 1,010 | 1,010 | 1,010 | Water & Sewer for Senior Center |
| | | General Expenses Total | 14,210 | 14,210 | 14,210 | |
| | | Senior Center Total | 14,210 | 14,210 | 14,210 | |
| Safety Complex | | | | | | |
| 01419411 | 55022 | SC- Building Maintenance | 12,000 | 12,000 | 12,000 | HVAC, vehicle exhaust, lighting, carpeting, electrical, plumbing, 10 - 12' high overhead doors, 24/7 operation |
| 01419411 | 55092 | SC- Electricity | 42,000 | 40,000 | 42,000 | Supply- UMG fixed price contract expires 11/30/21; Delivery- Unutil |
| 01419411 | 55194 | SC- Natural Gas | 12,000 | 13,000 | 12,000 | Natural Gas for Safety Complex; solar domestic hot water |
| 01419411 | 55326 | SC- Water/Sewer Bills | 7,400 | 7,400 | 7,400 | Water & Sewer for Safety Complex |
| | | General Expenses Total | 73,400 | 72,400 | 73,400 | |
| | | Safety Complex Total | 73,400 | 72,400 | 73,400 | |

| Town of Exeter | | | | | | |
|---|--------|---|----------------|----------------|---------------------|---|
| Budget 2021 | | | | | | |
| Public Works Maintenance-Town Buildings | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 Default Budget | Explanation |
| DPW Complex | | | | | | |
| 01419412 | 55022 | DPW Complex- Building Maintenance | 12,000 | 12,000 | 12,000 | HVAC, unit heaters, lighting, electrical, 16 - 12' overhead doors, waste oil furnace, well pump, wash bay, admin building, hwy/maint garages, salt barn |
| 01419412 | 55092 | DPW Complex- Electricity | 17,000 | 15,000 | 17,000 | Supply- UMG fixed price contract expires 11/30/21; Delivery- Unitil |
| 01419412 | 55194 | DPW Complex Natural Gas | 18,500 | 18,500 | 18,500 | Natural Gas for DPW Complex |
| 01419412 | 55326 | DPW Complex- Water/Sewer Bills | 2,700 | 2,000 | 2,700 | Water & Sewer (connected to Town water in 2019) |
| | | General Expenses Total | 50,200 | 47,500 | 50,200 | |
| | | DPW Complex Total | 50,200 | 47,500 | 50,200 | |
| Train Station | | | | | | |
| 01419413 | 55092 | Train Station-Electricity | 6,000 | 9,000 | 6,000 | Supply- UMG fixed price contract expires 11/30/21; |
| 01419413 | 55293 | Train Station- Supplies | 3,800 | 3,800 | 3,800 | Light fixtures, ice melt, electrical breakers, signage |
| 01419413 | 55326 | Train Station- Water/Sewer Bills | 135 | 135 | 135 | Water for Train Station (seasonal) |
| 01419413 | 55546 | Train Station- Liability Insurance | 22,069 | 23,790 | 22,069 | Platform Lease Liability for Train Station (from GG Liability Ins.) |
| | | General Expenses Total | 32,004 | 36,725 | 32,004 | |
| 01419413 | 55305 | Train Station- Platform Lease | 3,400 | 3,400 | 3,400 | Platform Lease for Train Station |
| | | Capital Outlay Total | 3,400 | 3,400 | 3,400 | |
| | | Train Station Total | 35,404 | 40,125 | 35,404 | |
| Swasey Parkway | | | | | | |
| 01458908 | 51200 | SP- Swasey Pkwy Sal/Wages PT | | | | |
| 01458908 | 52200 | SP- Swasey Pkwy -FICA | | | | |
| 01458908 | 52210 | SPSwasey Pkwy-Medicare | | | | |
| 01458908 | 55092 | SP- Swasey Pkwy- Electricity | 950 | 950 | 950 | Electricity |
| 01458908 | 55295 | SP- Swasey Pkwy Maintenance | 10,000 | 10,000 | 10,000 | Mowing and maintenance |
| | | Swasey Parkway Total | 10,950 | 10,950 | 10,950 | |
| Other Town Structures | | | | | | |
| 01419414 | 55015 | OTS-Bandstand Maintenance | 1,000 | 1,000 | 1,000 | Historic icon, specialty lighting |
| 01419414 | 55092 | OTS-Electricity-Other Town Bldgs | 1,500 | 1,500 | 1,500 | Supply- UMG fixed price contract expires 11/30/21; Delivery- Unitil up 15%; Powderhouse, Bandstand, Raynes Barn, String Bridge |
| 01419414 | 55147 | OTS-Historical Society Bldg Maintenance | 4,000 | 3,000 | 4,000 | heating system, air conditioner, lighting, electrical, plumbing, interior repairs |
| 01419414 | 55225 | OTS-Powder House Maintenance | 1,000 | 1,000 | 1,000 | ground and exterior lighting fixtures, flag, pole (subject to vandalism) |
| 01419414 | 55268 | OTS-Simpson Estate Maintenance | 1,000 | 1,000 | 1,000 | major maintenance of occupied home |
| 01419414 | 55372 | OTS-Raynes Barn Building Maintenance | 500 | 500 | 500 | Maintenance - Transferred from Con Comm |
| | | General Expenses Total | 9,000 | 8,000 | 9,000 | |
| | | Other Town Structures Total | 9,000 | 8,000 | 9,000 | |
| 01419406 | 55177 | PM- Maintenance Projects | 100,000 | 100,000 | 100,000 | |
| | | Total Maintenance Projects | 100,000 | 100,000 | 100,000 | |
| 01419414 | 55549 | Covid-19 Building Expenses | | 5,000 | | Covid-19 for Town Buildings |
| | | Total Covid-19 Building Expenses | - | 5,000 | - | |
| | | Town Buildings/Maintenance Total | 399,124 | 393,445 | 399,124 | |

Town of Exeter
 Leases/Vehicles
 2021 Select Board Budget

| | | | Prelim | | | |
|-----------------------------------|---------------|-------------------|----------------|----------------|----------------|---|
| <u>General Fund</u> | | | <u>Amount</u> | <u>BRC</u> | <u>SB</u> | |
| <u>Obj</u> | <u>Object</u> | <u>Leases</u> | | | | |
| 01419416 | 57005 | GG- CO - Leases | 110,488 | 110,488 | 110,488 | Ladder Truck, Lease ends 2021 |
| | | | 23,354 | 23,354 | 23,354 | Backhoe , Lease ends 2022 |
| | | | 34,978 | 34,978 | 34,978 | Dump Truck, Lease ends 2021 |
| | | | 77,949 | 77,949 | 77,949 | E-One Pumper Fire Truck, Lease ends 2024 |
| | | | 40,845 | 40,845 | 40,845 | Highway Loader, Lease ends 2022 |
| | | | 3,000 | 3,000 | 3,000 | Patrol Motorcycle |
| Total GF Leases | | | 290,615 | 290,615 | 290,615 | |
| Vehicle Purchases | | | | | | |
| 01419418 | 57012 | GG- CO - Vehicles | 96,000 | 96,000 | 96,000 | 2 Hybrid Interceptors for Patrol car replacements |
| | | | 10,000 | 10,000 | 10,000 | Vehicle/Equipment Audit |
| Total GF Vehicle purchases | | | 106,000 | 106,000 | 106,000 | |
| Total GF | | | 396,615 | 396,615 | 396,615 | |

| <u>Water Fund</u> | | | | | | |
|-----------------------------------|---------------|---------------------------------|---------------|---------------|---------------|----------------------------------|
| <u>Obj</u> | <u>Object</u> | <u>Vehicle Purchases</u> | | | | |
| 02490027 | 55318 | WF- CO - Leases | 15,329 | 15,329 | 15,329 | Hook Lift Truck, Lease ends 2023 |
| Total WF Leases | | | 15,329 | 15,329 | 15,329 | |
| 02490027 | 57009 | WF-CO- Capital Outlay - Vehicle | | | | None for 2021 |
| Total WF Vehicle purchases | | | - | - | - | |
| Total WF | | | 15,329 | 15,329 | 15,329 | |

| <u>Sewer Fund</u> | | | | | | |
|-----------------------------------|---------------|---------------------------------|---------------|---------------|---------------|----------------------------------|
| <u>Obj</u> | <u>Object</u> | <u>Leases</u> | | | | |
| 03490237 | 57010 | SF- CO - Leases | 15,329 | 15,329 | 15,329 | Hook Lift Truck, Lease ends 2023 |
| Total SF Leases | | | 15,329 | 15,329 | 15,329 | |
| Vehicle Purchases | | | | | | |
| 03490237 | 57009 | SF-CO- Capital Outlay - Vehicle | | | | None for 2021 |
| Total SF Vehicle purchases | | | - | - | - | |
| Total SF | | | 15,329 | 15,329 | 15,329 | |

TOWN OF EXETER

JOB TITLE: Network Administrator

12/14/20

DEPARTMENT: Information Technology

POSITION NUMBER: 400

EMPLOYMENT STATUS: Full-Time, Non-Union

EXEMPT STATUS: Administrative Exemption

LABOR GRADE: TBD

JOB SUMMARY: This position is responsible for the planning, administration, and maintenance of all electronic technology, including computer network, telephone systems and cable television station.

SUPERVISION RECEIVED: The network administrator receives supervision and policy direction from the IT Coordinator, exercises independent judgment and is evaluated based upon the achievement of assigned goals and objectives.

SUPERVISION EXERCISED: The network administrator has no direct supervisory responsibilities.

ESSENTIAL DUTIES: (The listed examples may not include all duties of the position)

1. Installs and maintains communication cabling including but not limited to network, fiber, telephone, audio and video.
2. Assists in the installation and maintenance of the Town's network infrastructure.
3. Provides staff with support.
4. Installs and maintains uninterruptible power supplies.
5. Contributes to maintaining current documentation of all installed technology infrastructure assets.
6. Learns and applies new technology.
7. Maintains computer configurations and disk images. Performs operating system application updates as required.

8. Runs diagnostic tests for equipment repairs for computers, printers, and other peripheral equipment.
9. Performs preventative maintenance on servers and networking equipment.
10. Maintains server operating system patches and updates to ensure a secure computing environment.
11. Coordinates upgrade activities with all appropriate personnel and end user departments.
12. Trains and assists staff in the use of network services.
13. Performs related duties and temporary and vacation relief as required.
14. Completes required paperwork as needed such as work orders, warranty registration and inventory control forms.
15. Troubleshoots issues by working with 3rd party vendors, assisting as needed.
16. Works with IT Coordinator to develop processes and procedures.
17. Manages and maintains system backups.
18. Performs other related duties as assigned.

KNOWLEDGE, SKILLS AND ABILITIES REQUIRED BY THE POSITION:

1. Knowledge of Windows Server operating systems in an Active Directory environment.
2. Knowledge of Windows, Macintosh and Chrome operating systems, Google applications, network hardware, peripherals (scanners, printers, etc.) and software.
3. Knowledge of troubleshooting techniques, current office methods and practices.
4. Knowledge of town policies and procedures, State RSAs and federal regulations.
5. Knowledge of technology hardware, network and PC operating systems, protocols and standards.
6. Knowledge of the operations, equipment and issues involved in cable television and video production.
7. Knowledge of industry standards in website development and content accessibility.

8. Skill in the support of hardware, software and network applications.
9. Skill in electrical troubleshooting.
10. Skill in managing multiple and concurrent projects.
11. Skill in planning, organizing, analyzing, decision making and problem solving.
12. Skill in the use of office equipment, such as a computer, calculator, printer, relevant software, data base programs and spreadsheets, as well as computer peripherals, cameras and video equipment.
13. Skill in oral and written communication.
14. Ability to formulate recommendations and decisions.
15. Ability to communicate effectively, both verbally and in writing.
16. Ability to perform general mathematical calculations.
17. Ability to plan, supervise and inspect the work of professional, technical and support personnel.
18. Ability to prepare and present technical and statistical reports.
19. Ability to exercise sound and mature judgment and discretion.
20. Ability to demonstrate good teamwork, leadership, interpersonal and customer-service skills and attitude.
21. Ability to establish and maintain effective working relationships with employees, town officials, service providers, consultants and the general public.

SUPERVISORY CONTROLS:

GUIDELINES:

COMPLEXITY:

SCOPE AND EFFECT:

PERSONAL CONTACTS:

PHYSICAL DEMANDS: Primarily an indoor working environment. Moderate physical effort. May require stooping, bending, kneeling, periodic lifting up to 50 pounds, crawling and walking.

Requires dexterity to connect network and server equipment, peripherals, and make minor repairs to computer equipment.

WORK ENVIRONMENT:

SUPERVISORY AND MANAGEMENT RESPONSIBILITY:

MINIMUM QUALIFICATIONS:

1. Knowledge and level of competency commonly associated with the completion of a bachelor's degree in computer science or related occupational field.
2. Experience sufficient to understand the diverse objectives and functions of the position, usually interpreted to require three (3) to five (5) years of progressively responsible administrative and supervisory experience; or any equivalent combination of education or experience which demonstrates possession of the required knowledge, skills and abilities.

| Town of Exeter | | | | | | | | | |
|---|-----------------------|----------------------------------|-------|---------------|-------|---------------|-----------------------|--------------------------------|------------------|
| 2021 Select Board Budget | | | | | | | | | |
| For Discussion with Select Board 1/4/2021 | | | | | | | | | |
| Personnel Additions | | | | | | | | | |
| Dept | Position Title | Account | Rate | Jan-Jun | Rate | Jul-Dec | FY 2021 Budget Impact | Notes | Full Year Impact |
| 1 IT | Network Administrator | Sal/Wages FT | 32.81 | 10,498 | 32.81 | 34,120 | 44,618 | Grade 11 Step#3 - 8 months | 68,239 |
| | | FICA | | 651 | | 2,115 | 2,766 | 6.20% of wages | 4,231 |
| | | Medicare | | 152 | | 495 | 647 | 1.45% of wages | 989 |
| | | Retirement Employee | | 1,173 | | 4,797 | 5,970 | 11.17% Jan-Jun; 14.06% Jul-Dec | 8,608 |
| | | Health Insurance | | 4,412 | | 13,235 | 17,647 | AB Family Plan | 26,470 |
| | | Dental Insurance | | 317 | | 950 | 1,267 | Family Plan | 1,900 |
| | | Life Insurance | | 18 | | 54 | 72 | Life | 108 |
| | | Wage & Benefits | | 17,221 | | 55,766 | 72,987 | | 110,546 |
| | | Due from Water Fund | | (2,153) | | (6,971) | (9,123) | 12.5% of Network Administrator | (13,818) |
| | | Due from Sewer Fund | | (2,153) | | (6,971) | (9,123) | 12.5% of Network Administrator | (13,818) |
| | | Total Wage & Benefits | | 12,916 | | 41,824 | 54,740 | | 82,909 |
| | | Total General Fund | | 12,916 | | 41,824 | 54,740 | | 82,909 |
| | | Total Water Fund | | 2,153 | | 6,971 | 9,123 | 12.5% of Network Administrator | 13,818 |
| | | Total Sewer Fund | | 2,153 | | 6,971 | 9,123 | 12.5% of Network Administrator | 13,818 |

Town of Exeter

Salem Street Utility Improvements - Construction Only
General Fund Only

Amount \$1,010,000
Interest Rate 0.86%
Years (up to 25) 10
ANNUAL PAYMENT 101,000

Tax Impact
2,218,169,759

| # | PRINCIPAL | INTEREST | PRINCIPAL BALANCE | Tot Prin Plus Interest | |
|-------|-----------------|----------------|-------------------|------------------------|-------|
| | | | 1,010,000 | | |
| 1 | 101,000 | 8,686 | 909,000 | 109,686 | 0.049 |
| 2 | 101,000 | 7,817 | 808,000 | 108,817 | 0.049 |
| 3 | 101,000 | 6,949 | 707,000 | 107,949 | 0.049 |
| 4 | 101,000 | 6,080 | 606,000 | 107,080 | 0.048 |
| 5 | 101,000 | 5,212 | 505,000 | 106,212 | 0.048 |
| 6 | 101,000 | 4,343 | 404,000 | 105,343 | 0.047 |
| 7 | 101,000 | 3,474 | 303,000 | 104,474 | 0.047 |
| 8 | 101,000 | 2,606 | 202,000 | 103,606 | 0.047 |
| 9 | 101,000 | 1,737 | 101,000 | 102,737 | 0.046 |
| 10 | 101,000 | 869 | 0 | 101,869 | 0.046 |
| 11 | 0 | 0 | 0 | 0 | |
| 12 | 0 | 0 | 0 | 0 | |
| 13 | 0 | 0 | 0 | 0 | |
| 14 | 0 | 0 | 0 | 0 | |
| 15 | 0 | 0 | 0 | 0 | |
| 16 | 0 | 0 | 0 | 0 | |
| 17 | 0 | 0 | 0 | 0 | |
| 18 | 0 | 0 | 0 | 0 | |
| 19 | 0 | 0 | 0 | 0 | |
| 20 | 0 | 0 | 0 | 0 | |
| 21 | 0 | 0 | 0 | 0 | |
| 22 | 0 | 0 | 0 | 0 | |
| 23 | 0 | 0 | 0 | 0 | |
| 24 | 0 | 0 | 0 | 0 | |
| 25 | 0 | 0 | 0 | 0 | |
| ===== | | | | | |
| Total | 1,010,000 | 47,773 | 0 | 1,057,773 | |
| | Total Principal | Total Interest | | Average Payment | |

FY21 Water Fund Budget

| Town of Exeter | | | | | | | | |
|----------------------------|--------|----------------------------------|----------------|----------------|--|---|---------------------|---|
| 2021 Water Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget \$ Increase/-(Decrease) | 2021 SB Budget vs. 2020 Budget %-Difference | 2021 Default Budget | Explanation |
| WATER FUND | | | | | | | | |
| Administration | | | | | | | | |
| 02433021 | 51110 | WA- Sal/Wages FT | 211,725 | 222,420 | 10,695 | 5.1% | 215,741 | 2 FT W/S Mgr & Asst Mgr Split 50/50, and GF allocations (increase mostly due to change from Engineering Tech to Asst. Engineer) |
| 02433021 | 51200 | WA- Sal/Wages PT | 3,145 | 3,104 | (41) | -1.3% | 3,099 | GF allocation |
| 02433021 | 51210 | WA- Sal/wages Temp | 3,500 | 3,500 | - | 0.0% | 3,500 | PT Seasonal Employee 50/50 W&S Split |
| | | Salaries Total | 218,370 | 229,024 | 10,654 | 4.9% | 222,340 | |
| 02433021 | 52100 | WA- Health Insurance | 45,142 | 51,780 | 6,638 | 14.7% | 51,780 | Allocations from GF |
| 02433021 | 52110 | WA- Dental Insurance | 3,384 | 3,691 | 307 | 9.1% | 3,691 | Allocations from GF |
| 02433021 | 52120 | WA- Life Insurance | 259 | 275 | 16 | 6.2% | 275 | Allocations from GF |
| 02433021 | 52130 | WA- LTD Insurance | 520 | 532 | 12 | 2.3% | 532 | Allocations from GF |
| 02433021 | 52140 | WA - Health Insurance Buyout | 2,828 | 2,214 | (614) | -21.7% | 2,214 | Allocations from GF |
| 02433021 | 52200 | WA- FICA | 13,539 | 14,199 | 661 | 4.9% | 14,199 | Based on wages: 6.2% |
| 02433021 | 52210 | WA- Medicare | 3,166 | 3,321 | 154 | 4.9% | 3,321 | Based on wages: 1.45% |
| 02433021 | 52300 | WA- Retirement Town | 23,650 | 27,526 | 3,876 | 16.4% | 27,526 | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| 02433021 | 52600 | WA- Workers Comp Insurance | 4,729 | 5,234 | 505 | 10.7% | 5,234 | Primex Actual Invoice (no holiday premium in 2021) |
| | | Benefits Total | 97,217 | 108,772 | 11,555 | 11.9% | 108,772 | |
| 02433021 | 55293 | WA- Supplies | 4,000 | 4,000 | - | 0.0% | 4,000 | 20% of general office supplies, copy costs, batteries; 50% of meter records maintenance; 50% Supplies/maint. multi-function plotter |
| 02433021 | 55055 | WA- Consulting Services | 5,000 | 5,000 | - | 0.0% | 5,000 | Misc. consulting services |
| 02433021 | 55124 | WA- Fleet Insurance | 335 | 368 | 33 | 9.9% | 368 | Primex Actual Invoice (no holiday premium in 2021) |
| 02433021 | 55228 | WA- Property Insurance | 45,698 | 50,273 | 4,575 | 10.0% | 50,273 | Primex Actual Invoice (no holiday premium in 2021) |
| 02433021 | 55157 | WA- Insurance Deductible | 1 | 1 | - | 0.0% | 1 | Line item for insurance deductible |
| 02433021 | 55158 | WA- Insurance Reimbursed Repairs | 1,000 | 1 | (999) | -99.9% | 1 | Damage repairs on insurance claims |
| 02433021 | 55170 | WA- Legal Expense | 5,000 | 1 | (4,999) | -100.0% | 1 | Legal expenses wellhead negotiations, administrative orders |
| 02433021 | 55190 | WA- Mobile Communications | 800 | 800 | - | 0.0% | 800 | 20% Director, Town Engineer, Asst Engineer cellphones, 50% W/S Manager |
| 02433021 | 55002 | WA- Advertising | 500 | 500 | - | 0.0% | 500 | Bid packages, Requests for Proposals |
| 02433021 | 55227 | WA- Printing | 2,600 | 2,600 | - | 0.0% | 2,600 | Annual Consumer Confidence Rpt (CCR) & postage |
| 02433021 | 55171 | WA- Legal/Public Notices | 4,000 | 3,000 | (1,000) | -25.0% | 4,000 | Notice of main flushing, Public Hearings, violations |
| 02433021 | 55050 | WA- Conf Rooms/Meals | 2,640 | - | (2,640) | -100.0% | 2,540 | Annual national conference Dir 20%, WS Mgr & Asst. Mgr 50% (forego 2021) |
| 02433021 | 55091 | WA- Education/Training | 6,000 | 5,000 | (1,000) | -16.7% | 6,000 | Treatment, Distribution & Backflow required CEUs & dues |
| | | General Expenses Total | 77,574 | 71,544 | (6,030) | -7.8% | 76,084 | |
| | | Administration Total | 393,161 | 409,340 | 16,179 | 4.1% | 407,196 | V |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|-------------------------------|----------------|----------------|--|---|---------------------|---|
| 2021 Water Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget \$ Increase/-(Decrease) | 2021 SB Budget vs. 2020 Budget %-Difference | 2021 Default Budget | Explanation |
| Billing | | | | | | | | |
| 02433124 | 51110 | WB- Sal/Wages FT | 75,818 | 77,983 | 2,165 | 2.9% | 77,764 | 1 FT Utilities Clerk (50/50 split W&S) & GF Allocations |
| 02433124 | 51200 | WB- Sal/Wages PT | 11,765 | 12,154 | 389 | 3.3% | 12,094 | 1 PT Utilities Clerk 24 hrs/wk (50/50 split W&S) |
| 02433124 | 51300 | WB- Sal/Wages OT | 306 | 306 | - | 0.0% | 306 | Allocations from GF |
| 02433124 | 51400 | WB - Longevity Pay | 375 | 375 | - | 0.0% | 375 | Allocations from GF |
| | | Salaries Total | 88,264 | 90,818 | 2,554 | 2.9% | 90,539 | |
| 02433124 | 52100 | WB- Health Insurance | 26,052 | 26,483 | 431 | 1.7% | 26,483 | Allocations from GF |
| 02433124 | 52110 | WB- Dental Insurance | 1,828 | 1,828 | - | 0.0% | 1,828 | Allocations from GF |
| 02433124 | 52120 | WB- Life Insurance | 101 | 101 | - | 0.0% | 101 | Allocations from GF |
| 02433124 | 52130 | WB - LTD Insurance | 129 | 133 | 4 | 3.1% | 133 | Allocations from GF |
| 02433124 | 52200 | WB- FICA | 5,472 | 5,631 | 158 | 2.9% | 5,613 | Based on wages: 6.2% |
| 02433124 | 52210 | WB- Medicare | 1,280 | 1,317 | 37 | 2.9% | 1,313 | Based on wages: 1.45% |
| 02433124 | 52300 | WB- Retirement Town | 8,545 | 9,939 | 1,394 | 16.3% | 9,930 | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| 02433124 | 52600 | WB- Workers Comp Insurance | 1,102 | 1,220 | 118 | 10.7% | 1,220 | Primex Actual Invoice (no holiday premium in 2021) |
| | | Benefits Total | 44,509 | 46,652 | 2,142 | 4.8% | 46,621 | |
| 02433124 | 55200 | WB- Supplies | 3,750 | 3,750 | - | 0.0% | 3,750 | Water bill processing, ink cartridges, paper, letterhead, pens, etc |
| 02433124 | 55224 | WB- Postage | 5,750 | 5,750 | - | 0.0% | 5,750 | Certified shut-off notices |
| 02433124 | 55055 | WB- Consulting Services | 5,000 | 500 | (4,500) | -90.0% | 5,000 | Allocation of actuarial costs for GASB compliance \$500 |
| 02433124 | 55014 | WB- Audit Fees | 8,500 | 9,000 | 500 | 5.9% | 8,500 | Audit fees for Melanson & Health |
| 02433124 | 55213 | WB- Phone Utilization | 4,200 | 4,263 | 63 | 1.5% | 4,200 | 12.5% allocation of IT phone utilization |
| 02433124 | 55159 | WB- Internet Services | 1,155 | 2,565 | 1,410 | 122.1% | 1,155 | 12.5% allocation of IT internet services (website) |
| 02433124 | | WB- Email Filtering/Archiving | - | 2,350 | 2,350 | | 2,350 | 12.5% allocation of IT cost |
| 02433124 | 55270 | WB- Software Agreement | 10,500 | 5,500 | (5,000) | -47.6% | 8,150 | Utility Billing Software Maintenance Agreement |
| 02433124 | 55308 | WB- Travel Reimbursement | 1,500 | - | (1,500) | -100.0% | 1,500 | |
| 02433124 | 55091 | WB- Education/Training | 6,425 | - | (6,425) | -100.0% | 6,425 | |
| | | General Expenses Total | 46,780 | 33,678 | (13,103) | -28.0% | 46,780 | |
| | | Water Billing Total | 179,553 | 171,147 | (8,406) | -4.7% | 183,940 | V |
| Distribution | | | | | | | | |
| 02433222 | 51110 | WD- Sal/Wages FT | 210,258 | 215,727 | 5,469 | 2.6% | 215,727 | 8 FT split 50/50 Water Distribution/Sewer Collection |
| 02433222 | 51300 | WD- Sal/Wages OT | 21,000 | 21,000 | - | 0.0% | 21,000 | Avg's OT rate = \$35/hr, 600 hours; for WD/SC/WWTP/PS (calls from dispatch or SCADA alarms) |
| 02433222 | 51310 | WD- Sal/Wages Stand-By | 3,640 | 3,640 | - | 0.0% | 3,640 | Pay for after hours on-call status, \$140/week per union contract split 50/50 WD/SC |
| 02433222 | 51400 | WD- Longevity Pay | 1,725 | 1,775 | 50 | 2.9% | 1,775 | 4 FT per union contract, split 50/50 WD/SC |
| | | Salaries Total | 236,623 | 242,142 | 5,519 | 2.3% | 242,142 | |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|------------------------------|-------------|----------------|--|------------------------------|---------------------|--|
| 2021 Water Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget \$ Increase/-(Decrease) | 2021 SB Budget %- Difference | 2021 Default Budget | Explanation |
| 02433222 | 52100 | WD- Health Insurance | 68,863 | 78,918 | 10,055 | 14.6% | 78,918 | 2.5% increase in the premium rate |
| 02433222 | 52110 | WD- Dental Insurance | 4,036 | 4,715 | 679 | 16.8% | 4,715 | No change in the premium rate |
| 02433222 | 52120 | WD- Life Insurance | 216 | 216 | - | 0.0% | 216 | No change in the premium rate |
| 02433222 | 52200 | WD- FICA | 14,671 | 15,013 | 342 | 2.3% | 15,013 | Based on wages: 6.2% |
| 02433222 | 52210 | WD- Medicare | 3,431 | 3,511 | 80 | 2.3% | 3,511 | Based on wages: 1.45% |
| 02433222 | 52300 | WD- Retirement Town | 26,431 | 30,626 | 4,195 | 15.9% | 30,626 | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| 02433222 | 52600 | WD- Workers Comp Insurance | 8,788 | 9,727 | 939 | 10.7% | 9,727 | Primex Actual Invoice (no holiday premium in 2021) |
| | | Benefits Total | 126,435 | 142,725 | 16,290 | 12.9% | 142,725 | |
| 02433222 | 55022 | WD- Building Maintenance | 8,000 | 8,000 | - | 0.0% | 8,000 | 9 water pumping stations/wells; LLW ground floor slab rehab \$25k (BRC recommends adding to CIP) |
| 02433222 | 55105 | WD- Equipment Maintenance | 7,000 | 7,000 | - | 0.0% | 7,000 | Pumps, generators, misc equipment |
| 02433222 | 55252 | WD- Road Repairs | 10,000 | 10,000 | - | 0.0% | 10,000 | Trench patch, materials, crushing (replacing deteriorating service saddles); may use contractor |
| 02433222 | 55319 | WD- Vehicle Maintenance | 10,000 | 9,000 | (1,000) | -10.0% | 10,000 | 15 vehicles/equipment, 4 trailers split 50/50 WD/SC;mower maintenance 2020 (\$1k) |
| 02433222 | 55296 | WD- System Maintenance | 54,000 | 52,000 | (2,000) | -3.7% | 54,000 | 5 Hydrant assemblies, risers, service saddles, curbstops, pipe, valve boxes, other parts; \$1k automatic flushing hydrant |
| 02433222 | 55059 | WD- Tank Maintenance | 158,723 | 158,723 | - | 0.0% | 158,723 | Tank maintenance & rehab programs - 1 MG Hampton Rd \$42,000/yr; 1.5 MG Epping Rd Tower \$116,723/yr |
| 02433222 | 55173 | WD- Licenses | 800 | 800 | - | 0.0% | 800 | Distribution licenses exams/renewals \$50/ea |
| 02433222 | 55190 | WD- Mobile Communication | 1,450 | 1,600 | 150 | 10.3% | 1,450 | 4 MiFi's (50%); additional tablet 2020 |
| 02433222 | | WD- Fire Alarm Communication | 1 | 1 | - | 0.0% | 1 | Pump station fire alarms; discussions & agreements pending |
| 02433222 | 55134 | WD- General Hand Tools | 1,500 | 1,500 | - | 0.0% | 1,500 | Drills, bits, taps, dies, ratchet wrenches |
| 02433222 | 55003 | WD- Drug/Alcohol Testing | 900 | 900 | - | 0.0% | 900 | Contract w/Fleet Screen & Convenient MD; USDOT required random testing for all CDL holders & screening new hires |
| 02433222 | 55257 | WD- Safety Equipment | 3,500 | 4,000 | 500 | 14.3% | 3,500 | PPE incl hardhats, gloves, Tyvek suits, respirators |
| 02433222 | 55314 | WD- Uniforms | 2,145 | 2,145 | - | 0.0% | 2,145 | Per union contract, 8 split 50/50 WD/SC |
| 02433222 | 55136 | WD- GIS Software | 4,500 | 7,500 | 3,000 | 66.7% | 4,500 | Software revisions/maintenance; handheld and software agreement with TiSales; new People GIS asset mngt modules |
| 02433222 | 55188 | WD- Metering & Back Flow | 80,000 | 112,000 | 32,000 | 40.0% | 80,000 | Rebuild/replace meters to AWWA accuracy specifications, 503 meters >10 yrs old \$152K (3 year ramp up); brass meter parts \$15k; testing, repair & replace backflow devices \$8k, brass fittings |
| 02433222 | 55235 | WD- Pump Station & Towers | 41,950 | 24,450 | (17,500) | -41.7% | 41,950 | Pumps, I/O cards, check valve rebuilds, fuses/breakers; Gilman Well rehab deferred |
| 02433222 | 55194 | WD- Natural Gas | 10,000 | 9,000 | (1,000) | -10.0% | 10,000 | Heating/generator fuel; new generators at new well buildings |
| 02433222 | 55092 | WD- Electricity | 70,000 | 70,000 | - | 0.0% | 70,000 | Water Pumping Stations and towers; 3 wells |
| 02433222 | 55128 | WD- Fuel | 9,300 | 9,300 | - | 0.0% | 9,300 | Vehicles & equipment fuel |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|-----------------------------------|-------------|----------------|--|---|---------------------|--|
| 2021 Water Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget \$ Increase/-(Decrease) | 2021 SB Budget vs. 2020 Budget %-Difference | 2021 Default Budget | Explanation |
| | | General Expenses Total | 473,769 | 487,919 | 14,150 | 3.0% | 473,769 | |
| | | Water Distribution Total | 836,826 | 872,786 | 35,959 | 4.3% | 858,636 | V |
| Treatment | | | | | | | | |
| 02433523 | 51110 | WT- Sal/Wages FT | 240,508 | 248,345 | 7,837 | 3.3% | 248,345 | 1 FT WTP Ops Spr, 1 Snr Op, 2 WTP Ops |
| 02433523 | 51300 | WT- Sal/Wages OT | 19,075 | 19,075 | - | 0.0% | 19,075 | |
| 02433523 | 51310 | WT- Sal/Wages Stand-By | 7,280 | 7,280 | - | 0.0% | 7,280 | Pay for after hours on-call status, \$140/week per union contract |
| 02433523 | 51400 | WT- Longevity Pay | 1,500 | 1,600 | 100 | 6.7% | 1,600 | 2 FT per union contract |
| | | Salaries Total | 268,363 | 276,300 | 7,937 | 3.0% | 276,300 | |
| 02433523 | 52100 | WT- Health Insurance | 97,527 | 99,375 | 1,848 | 1.9% | 99,375 | 2.5% increase in the premium rate |
| 02433523 | 52110 | WT- Dental Insurance | 6,750 | 6,750 | - | 0.0% | 6,750 | No change in the premium rate |
| 02433523 | 52120 | WT- Life Insurance | 216 | 216 | - | 0.0% | 216 | No change in the premium rate |
| 02433523 | 52200 | WT- FICA | 16,639 | 17,131 | 492 | 3.0% | 17,131 | Based on wages: 6.2% |
| 02433523 | 52210 | WT- Medicare | 3,891 | 4,006 | 115 | 3.0% | 4,006 | Based on wages: 1.45% |
| 02433523 | 52300 | WT- Retirement Town | 29,976 | 34,926 | 4,950 | 16.5% | 34,926 | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| 02433523 | 52600 | WT- Workers Comp Insurance | 8,786 | 9,725 | 939 | 10.7% | 9,725 | Primex Actual Invoice (no holiday premium in 2021) |
| | | Benefits Total | 163,785 | 172,129 | 8,344 | 5.1% | 172,129 | |
| 02433523 | 55022 | WT- Building Maintenance | 12,000 | 12,000 | - | 0.0% | 12,000 | 3 buildings @ SWTP & GWTP |
| 02433523 | 55368 | WT- Basin/Lagoon Cleaning | 30,000 | - | (30,000) | -100.0% | - | Included as a CIP/Separate warrant article |
| 02433523 | 55105 | WT- Equipment Maintenance | 46,000 | 45,000 | (1,000) | -2.2% | 46,000 | Repair pumps & blowers; replacement parts; chemical tubing; \$15k for Clearwell/CRT/River intake cleaning and inspection |
| 02433523 | 55294 | WT- Supplies Lab Equip | 24,000 | 23,000 | (1,000) | -4.2% | 24,000 | Safe Drinking Water Act compliance; chloramine testing reagents & field units; in-line instrumentation calibration |
| 02433523 | 55055 | WT- Consulting | 5,000 | 5,000 | - | 0.0% | 5,000 | Chloramine nitrification action plan assistance; PFOA asst |
| 02433523 | 55270 | WT- Software Equip/Contracted Ser | 5,000 | 10,000 | 5,000 | 100.0% | 10,000 | VT SCADA/telemetry support, hydraulic model H2O Map |
| 02433523 | 55173 | WT- Licenses | 1,200 | 1,200 | - | 0.0% | 1,200 | Treatment licenses exams/renewals \$50/ea |
| 02433523 | 55190 | WT- Mobile Communication | 3,600 | 2,600 | (1,000) | -27.8% | 3,600 | WTP Operations Supervisor cellphone and WTP Ipad for SCADA |
| 02433523 | XXXX | WT- Fire Alarm Communication | 1 | 1 | - | 0.0% | 1 | SWTP/GWTP fire alarms |
| 02433523 | 55257 | WT- Safety Equipment | 1,500 | 1,500 | - | 0.0% | 1,500 | Boots, gloves, hard hats, eye & hearing protection |
| 02433523 | 55314 | WT- Uniforms | 2,400 | 1,500 | (900) | -37.5% | 2,400 | Per union contract, 3 emp |
| 02433523 | 55271 | WT- Software Services | 7,000 | 10,000 | 3,000 | 42.9% | 7,000 | VT SCADA software maintenance service |
| 02433523 | 55072 | WT- Dam Registrations | 3,000 | 3,000 | - | 0.0% | 3,000 | Annual NHDES fees/Reservoir & Pickpocket dams |
| 02433523 | 55229 | WT-Property Taxes | 360 | 360 | - | 0.0% | 360 | Skinner Springs in Stratham (Pickpocket Dam in Brentwood now tax exempt); Pan Am charges for Summer St |
| 02433523 | 55161 | WT- Lab testing | 33,500 | 30,000 | (3,500) | -10.4% | 33,500 | Coliform bacteria, organic carbon, volatile & synthetic, quarterly PFOA/PFAS \$4,500; 30 Lead & Copper samples |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|--------------------------------------|------------------|------------------|--|---|---------------------|---|
| 2021 Water Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget \$ Increase/-(Decrease) | 2021 SB Budget vs. 2020 Budget %-Difference | 2021 Default Budget | Explanation |
| 02433523 | 55034 | WT- Chemicals | 105,000 | 131,000 | 26,000 | 24.8% | 105,000 | 11 chemicals including ammonium sulfate for chloramines & greensand filters; New regulations require the addition of ferric chloride for arsenic precipitation. |
| 02433523 | 55194 | WT- Natural Gas | 23,000 | 19,000 | (4,000) | -17.4% | 23,000 | heating/generator fuel |
| 02433523 | 55092 | WT- Electricity | 72,000 | 72,000 | - | 0.0% | 72,000 | Pumps, lights, etc |
| 02433523 | 55128 | WT- Fuel | 1,860 | 1,860 | - | 0.0% | 1,860 | Water Treatment Plant truck |
| 02433523 | 55211 | WT- Phone Lease Alarms | 4,945 | 4,945 | - | 0.0% | 4,945 | AT&T texting alarm services |
| | | General Expenses Total | 381,366 | 373,966 | (7,400) | -1.9% | 356,366 | |
| | | Water Treatment Total | 813,514 | 822,395 | 8,881 | 1.1% | 804,795 | V |
| Debt Service | | | | | | | | |
| 02471125 | 58024 | DS- Water Tank SRF | 201,558 | 208,314 | 6,756 | 3.4% | 208,314 | 2028 Final payment |
| 02471125 | 58010 | DS- Water Line- Main & Lincoln Sts | 120,000 | 120,000 | - | 0.0% | 120,000 | 2024 Final payment |
| 02471125 | 58022 | DS- Water Line Replacement- JH | 153,700 | 151,050 | (2,650) | -1.7% | 151,050 | 2021 Final payment |
| 02471125 | 58012 | DS- Portsmouth Ave Waterline | 15,268 | 15,268 | - | 0.0% | 15,268 | 2023 Final payment |
| 02471125 | 58015 | DS-Water Meter Replacement | - | - | - | - | - | 2019 Final payment |
| 02471125 | 58023 | DS- Lary Lane GWTP SRF | 224,045 | 228,436 | 4,391 | 2.0% | 228,436 | 2036 Final payment |
| 02471125 | 58027 | DS- Lincoln Street Phase #2 | 9,593 | 9,593 | - | 0.0% | 9,593 | 2032 Final payment |
| 02471125 | 58028 | DS- Court Street Culvert | 3,910 | 3,910 | - | 0.0% | 3,910 | 2027 Final payment |
| 02471125 | 58032 | DS- Washington Street | 55,000 | 55,000 | - | 0.0% | 55,000 | 2028 Final payment |
| 02471125 | 58035 | DS- Salem St. Utility Design & Engin | 29,538 | 27,692 | (1,846) | -6.2% | 27,692 | 2024 Final payment |
| 02471125 | 58036 | DS- Surface Water Plant TTHM Trea | 84,000 | 88,241 | 4,241 | 5.0% | 88,241 | 2034 Final payment |
| 02471125 | | DS- Groundwater Sources | | 109,000 | 109,000 | | 109,000 | 2025 Final payment |
| | | Water Debt Service Principal Total | 896,612 | 1,016,504 | 119,892 | 13.4% | 1,016,504 | |
| 02472126 | 58524 | DS- Water Tank SRF | 69,188 | 62,432 | (6,756) | -9.8% | 62,432 | 2028 Final payment |
| 02472126 | 58502 | DS- Water Line- Main & Lincoln Sts | 30,600 | 24,480 | (6,120) | -20.0% | 24,480 | 2024 Final payment |
| 02472126 | 58521 | DS- Water Line Replacement- JH | 9,143 | 4,532 | (4,611) | -50.4% | 4,532 | 2021 Final payment |
| 02472126 | 58504 | DS- Portsmouth Ave Waterline | 3,267 | 2,450 | (817) | -25.0% | 2,450 | 2023 Final payment |
| 02472126 | 58507 | DS-Water Meter Replacement | - | - | - | - | - | 2019 Final payment |
| 02472126 | 58522 | DS- Lary Lane GWTP SRF | 87,587 | 83,196 | (4,391) | -5.0% | 83,196 | 2036 Final payment |
| 02472126 | 58525 | DS- Lincoln Street Phase #2 | 5,977 | 5,487 | (490) | -8.2% | 5,487 | 2032 Final payment |
| 02472126 | 58529 | DS- Court Street Culvert | 1,554 | 1,354 | (200) | -12.9% | 1,354 | 2027 Final payment |
| 02472126 | 58531 | DS- Washington Street | 24,480 | 21,675 | (2,805) | -11.5% | 21,675 | 2028 Final payment |
| 02472126 | 58535 | DS- Salem St. Utility Design & Engin | 7,593 | 5,414 | (2,179) | -28.7% | 5,414 | 2024 Final payment |
| 02472126 | 58536 | DS- Surface Water Plant TTHM Trea | 28,649 | 8,458 | (20,191) | -70.5% | 8,458 | 2034 Final payment |
| 02472126 | | DS- Groundwater Sources | | 27,204 | 27,204 | | 27,204 | 2025 Final payment |
| | | Water Debt Service Interest Total | 268,038 | 246,682 | (21,356) | -8.0% | 246,682 | |
| | | Debt Service Total | 1,164,650 | 1,263,186 | 98,536 | 8.5% | 1,263,186 | V |

| Town of Exeter | | | | | | | | |
|-----------------------------------|--------|--|------------------|------------------|--|---|---------------------|--|
| 2021 Water Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget \$ Increase/-(Decrease) | 2021 SB Budget vs. 2020 Budget %-Difference | 2021 Default Budget | Explanation |
| Capital Outlay | | | | | | | | |
| 02490027 | 55318 | CO- Capital Outlay - Leases | 17,031 | 15,329 | (1,702) | -10.0% | 15,329 | See separate lease schedule |
| 02490027 | 57009 | CO- Capital Outlay - Vehicle | 48,059 | - | (48,059) | -100.0% | - | None for 2021 |
| 02490027 | 55361 | CO- Capital Outlay - Land Acquisition/Purchase | 1 | 1 | - | 0.0% | 1 | |
| 02490027 | 57015 | CO- Water System Capital | 100,000 | 500,000 | 400,000 | 400.0% | 100,000 | Capital outlay needs for water facilities: SWTP VFD/Pump Repl \$85k, River Sta pump \$55k, LL reahab, SWTP Lagoon sludge removal \$275K, SWTP Upgrades \$60K, Recoating metal surfaces \$25K |
| | | Capital Outlay Total | 165,091 | 515,330 | 350,239 | 212.1% | 115,330 | V |
| | | Water Fund Total | 3,552,795 | 4,054,184 | 501,389 | 14.1% | 3,633,083 | V |
| WF -Warrant Articles | | | | | | | | |
| | | Salem St. Area Utility Replacements | | 2,500,000 | 2,500,000 | | | components) |
| | | Groundwater Source Development | 200,000 | 1,000,000 | 800,000 | 400.0% | | CIP P#25 Well devel., testing, permitting, installation, etc. |
| | | Hampton Road Booster Station | | | - | | | CIP P#23 Design |
| | | SWTP Lagoon Cleaning | | | - | | | CIP P#26 Waste settling \$275K |
| | | SWTP Upgrades | | | - | | | CIP P#27 Design and Engineering \$400K |
| | | Warrant Articles Total | 200,000 | 3,500,000 | 3,300,000 | 1650.0% | - | |
| | | Total Water Fund with WAR | 3,752,795 | 7,554,184 | 3,801,389 | 101.3% | 3,633,083 | |

FY21 Sewer Fund Budget

| Town of Exeter | | | | | | | | |
|----------------------------|--------|---------------------------------|----------------|----------------|---|---------------------|---|---|
| 2021 Sewer Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget % Difference | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| SEWER FUND | | | | | | | | |
| Administration | | | | | | | | |
| 03432031 | 51110 | SA- Sal/Wages FT | 211,725 | 222,420 | 5.1% | 215,741 | (6,679) | 2 FT W/S Mgr & Asst Mgr Split 50/50, and GF allocations (increase mostly due to change from Engineering Tech to Asst. Engineer) |
| 03432031 | 51200 | SA- Sal/Wages PT | 3,145 | 3,104 | -1.3% | 3,099 | (5) | GF allocation New PT HR Assistant |
| 03432031 | 51210 | SA- Sal/Wages Temp | 3,500 | 3,500 | 0.0% | 3,500 | - | PT Seasonal Employee 50/50 W&S Split |
| | | Salaries Total | 218,370 | 229,024 | 4.9% | 222,340 | (6,684) | |
| 03432031 | 52100 | SA- Health Insurance | 45,142 | 51,780 | 14.7% | 51,780 | - | Allocations from GF |
| 03432031 | 52110 | SA- Dental Insurance | 3,384 | 3,691 | 9.1% | 3,691 | - | Allocations from GF |
| 03432031 | 52120 | SA- Life Insurance | 259 | 275 | 6.2% | 275 | - | Allocations from GF |
| 03432031 | 52130 | SA- LTD Insurance | 520 | 532 | 2.3% | 532 | - | Allocations from GF |
| 03432031 | 52140 | SA- Health Insurance Buyout | 2,828 | 2,214 | -21.7% | 2,214 | - | Allocations from GF |
| 03432031 | 52200 | SA- FICA | 13,539 | 14,199 | 4.9% | 13,785 | (414) | Based on wages: 6.2% |
| 03432031 | 52210 | SA- Medicare | 3,166 | 3,321 | 4.9% | 3,224 | (97) | Based on wages: 1.45% |
| 03432031 | 52300 | SA- Retirement Town | 23,650 | 27,526 | 16.4% | 27,526 | - | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| 03432031 | 52600 | SA- Workers Comp Insurance | 4,729 | 5,234 | 10.7% | 5,234 | - | Primex Actual Invoice (no holiday premium in 2021) |
| | | Benefits Total | 97,217 | 108,772 | 11.9% | 108,261 | (511) | |
| 03432031 | 55293 | SA- Supplies | 4,000 | 4,000 | 0.0% | 4,000 | - | 20% of general office supplies, copy costs, batteries; 50% of meter records maintenance; 50% supplies/maint. multi-function plotter |
| 03432031 | 55224 | SA- Postage | 2,000 | 2,000 | 0.0% | 2,000 | - | Postage allocation, IPP notices and MOR reports |
| 03432031 | 55055 | SA- Consulting Services | 12,000 | 32,000 | 166.7% | 12,000 | (20,000) | WW lagoon groundwater discharge permit; PFAS/PFOA; trunk lines capacity evaluation \$20k |
| 03432031 | 55124 | SA- Fleet Insurance | 662 | 728 | 10.0% | 662 | (66) | Primex Actual Invoice (no holiday premium in 2021) |
| 03432031 | 55228 | SA- Property Insurance | 68,824 | 75,713 | 10.0% | 75,713 | - | Primex Actual Invoice (no holiday premium in 2021) |
| 03432031 | 55158 | SA-Insurance Reimbursed Repairs | 1,000 | 1 | -99.9% | 1,000 | 999 | Damage repairs on insurance claims |
| 03432031 | 55170 | SA- Legal Expense | 5,000 | 5,000 | 0.0% | 5,000 | - | Legal expenses related to EPA permit issues |
| 03432031 | 55190 | SA- Mobile Communications | 800 | 800 | 0.0% | 800 | - | 20% Director, Town Engineer, Asst Engineer cellphones, 50% W/S Manager |
| 03432031 | 55002 | SA- Advertising | 500 | 500 | 0.0% | 500 | - | Bid packages, requests for proposals |
| 03432031 | 55257 | SA- Safety Equipment | - | - | | - | - | DOL & OSHA standards, asbestos pipe, confined space equip. maint (moved to SC & ST) |
| 03432031 | 55050 | SA- Conf Rooms/Meals | 2,640 | 1 | -100.0% | 2,640 | 2,639 | Annual national conference (forego 2021) |
| 03432031 | 55091 | SA- Education/Training | 4,500 | 4,500 | 0.0% | 4,500 | - | Wastewater treatment and collections training |
| | | General Expenses Total | 101,926 | 125,243 | 22.9% | 108,815 | (16,428) | |
| | | Administration Total | 417,513 | 463,039 | 10.9% | 439,416 | (23,623) | V |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|-------------------------------|----------------|----------------|---|---------------------|--|---|
| 2021 Sewer Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget % Difference | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/- (Decrease) | Explanation |
| Billings | | | | | | | | |
| 03432134 | 51110 | SB- Sal/Wages FT | 75,818 | 77,983 | 2.9% | 77,764 | (219) | 1 FT Utilities Clerk (50/50 split W&S) & GF Allocations |
| | | | | | | | | 1 PT Utilities Clerk 24 hrs/wk (from 16 hrs/wk PRYR) |
| 03432134 | 51200 | SB- Sal/Wages PT | 11,765 | 12,154 | 3.3% | 12,094 | (60) | (50/50 split W&S) |
| 03432134 | 51300 | SB- Sal/Wages OT | 306 | 306 | 0.0% | 306 | - | Allocations from GF |
| 03432134 | 51400 | SB- Longevity Pay | 375 | 375 | 0.0% | 375 | - | Allocations from GF |
| | | Salaries Total | 88,264 | 90,818 | 2.9% | 90,539 | (279) | |
| 03432134 | 52100 | SB- Health Insurance | 26,052 | 26,483 | 1.7% | 26,483 | - | Allocations from GF |
| 03432134 | 52110 | SB- Dental Insurance | 1,828 | 1,828 | 0.0% | 1,828 | - | Allocations from GF |
| 03432134 | 52120 | SB- Life Insurance | 101 | 101 | 0.0% | 101 | - | Allocations from GF |
| 03432134 | 52130 | SB - LTD Insurance | 129 | 133 | 3.1% | 133 | - | Allocations from GF |
| 03432134 | 52200 | SB- FICA | 5,472 | 5,631 | 2.9% | 5,613 | (17) | Based on wages: 6.2% |
| 03432134 | 52210 | SB- Medicare | 1,280 | 1,317 | 2.9% | 1,313 | (4) | Based on wages: 1.45% |
| 03432134 | 52300 | SB- Retirement Town | 8,545 | 9,939 | 16.3% | 9,930 | (9) | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| 03432134 | 52600 | SB- Workers Comp Insurance | 1,102 | 1,220 | 10.7% | 1,220 | - | Primex Actual Invoice (no holiday premium in 2021) |
| | | Benefits Total | 44,509 | 46,652 | 4.8% | 46,621 | (30) | |
| 03432134 | 55200 | SB- Supplies | 3,750 | 3,750 | 0.0% | 3,750 | - | Water bill processing, Ink Cartridges, paper, letterhead, pens, etc |
| 03432134 | 55224 | SB- Postage | 2,500 | 2,500 | 0.0% | 2,500 | - | Postage for sewer bills |
| 03432134 | 55055 | SB- Consulting Services | 5,000 | 500 | -90.0% | 5,000 | 4,500 | Allocation of actuarial costs for GASB compliance \$500 |
| 03432134 | 55014 | SB- Audit Fees | 8,500 | 9,000 | 5.9% | 8,500 | (500) | Audit Fees for Melanson & Health |
| 03432134 | 55213 | SB- Phone Utilization | 4,200 | 4,263 | 1.5% | 4,200 | (63) | 12.5% allocation of IT phone utilization |
| 03432134 | 55247 | SB- Registry of Deeds | 25 | 25 | 0.0% | 25 | - | Sewer Lien Releases |
| 03432134 | 55159 | SB- Internet Services | 1,155 | 2,565 | 122.1% | 1,155 | (1,410) | 12.5% allocation of IT internet services (website) |
| 03432134 | | SB- Email Filtering/Archiving | | 2,350 | | 2,350 | - | 12.5% allocation of IT cost |
| 03432134 | 55270 | SB- Software Agreement | 10,500 | 5,500 | -47.6% | 8,150 | 2,650 | Utility Billing Software Maintenance Agreement |
| 03432134 | 55308 | SB- Travel Reimbursement | 1,500 | - | -100.0% | 1,500 | 1,500 | |
| 03432134 | 55091 | SB- Education & Training | 6,425 | - | -100.0% | 6,425 | 6,425 | |
| | | General Expenses Total | 43,555 | 30,453 | -30.1% | 43,555 | 13,103 | |
| | | Sewer Billing Total | 176,328 | 167,922 | -4.8% | 180,715 | 12,793 | V |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|--------------------------------|-------------|----------------|---|---------------------|---|--|
| 2021 Sewer Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget % Difference | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| Collection | | | | | | | | |
| 03432532 | 51110 | SC- Sal/Wages FT | 210,258 | 215,727 | 2.6% | 215,727 | - | 8 FT split 50/50 WD/SC |
| 03432532 | 51300 | SC- Sal/Wages OT | 21,000 | 21,000 | 0.0% | 21,000 | - | WD/SC/WWTP/PS (calls from dispatch or SCADA alarms) |
| 03432532 | 51310 | SC- Sal/Wages Stand-By | 3,640 | 3,640 | 0.0% | 3,640 | - | Pay for after hours on-call status, \$140/week per union contract split 50/50 WD/SC |
| 03432532 | 51400 | SC- Longevity Pay | 1,725 | 1,775 | 2.9% | 1,775 | - | 8 FT per union contract split 50/50 WD/SC |
| | | Salaries Total | 236,623 | 242,142 | 2.3% | 242,142 | - | |
| 03432532 | 52100 | SC-Health Insurance | 68,863 | 78,918 | 14.6% | 78,918 | - | 2.5% increase in the premium rate |
| 03432532 | 52110 | SC- Dental Insurance | 4,036 | 4,715 | 16.8% | 4,715 | - | No change in the premium rate |
| 03432532 | 52120 | SC- Life Insurance | 216 | 216 | 0.0% | 216 | - | No change in the premium rate |
| 03432532 | 52200 | SC- FICA | 14,671 | 15,013 | 2.3% | 15,013 | - | Based on wages: 6.2% |
| 03432532 | 52210 | SC- Medicare | 3,431 | 3,511 | 2.3% | 3,511 | - | Based on wages: 1.45% |
| 03432532 | 52300 | SC- Retirement Town | 26,431 | 30,626 | 15.9% | 30,626 | - | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| 03432532 | 52600 | SC- Workers Comp Ins | 8,787 | 9,725 | 10.7% | 9,725 | - | Primex Actual Invoice (no holiday premium in 2021) |
| | | Benefits Total | 126,434 | 142,723 | 12.9% | 142,723 | - | |
| 03432532 | 55022 | SC- Building Maintenance | 10,000 | 10,000 | 0.0% | 10,000 | - | 10 pumping stations |
| 03432532 | 55105 | SC- Equipment Maintenance | 5,000 | 5,000 | 0.0% | 5,000 | - | consumables; repairs; cutting heads |
| 03432532 | 55252 | SC- Road Repairs | 5,000 | 5,000 | 0.0% | 5,000 | - | Sewer trench paving; compaction test requirements, service repairs at mains |
| 03432532 | 55153 | SC- I/I Abatement | 20,000 | 20,000 | 0.0% | 20,000 | - | Reclassified from Capital Outlay - maintenance item Catch Basin removal, smoke & dye testing |
| 03432532 | 55369 | SC- Pipe Relining | 40,000 | 40,000 | 0.0% | 40,000 | - | Relining vitrified clay, RCP |
| 03432532 | 55319 | SC- Vehicle Maintenance | 10,000 | 9,000 | -10.0% | 10,000 | 1,000 | 10 vehicles, 3 trailers, split 50/50 with water dist |
| 03432532 | 55140 | SC- Grit Removal | 2,500 | 2,500 | 0.0% | 2,500 | - | Transport of gravel, sand, etc. to Waste Management from WWTP |
| 03432532 | 55543 | SC- CSO Monitoring | 13,500 | 13,500 | 0.0% | 13,500 | - | Maintenance fee for Combined Sewer Overflow (CSO) \$ 13.5K for monitoring; CSO outfall dredging (Clemson Pond) \$75k - reclass to capital outly by BRC |
| 03432532 | 55179 | SC- Manhole Maintenance | 69,600 | 69,600 | 0.0% | 69,600 | - | Manholes, piping & service repairs |
| 03432532 | 55236 | SC- Pump & Control Maintenance | 49,450 | 49,450 | 0.0% | 49,450 | - | Maintain 22 sewer pumps; wear rings, impellers, shaft couplings, seals |
| 03432532 | 55173 | SC- Licenses | 1,000 | 1,000 | 0.0% | 1,000 | - | 19 certifications for 16 individuals in sewer collection; 1/2 master electrician (due in Nov) |
| 03432532 | 55190 | SC- Mobile Communications | 1,450 | 1,600 | 10.3% | 1,450 | (150) | 4 MiFi's (50%) |
| 03432532 | 55003 | SC- Drug/Alcohol Testing | 800 | 500 | -37.5% | 800 | 300 | Contract w/Fleet Screen & Convenient MD; USDOT required random testing for all CDL holders & screening new hires |

| Town of Exeter | | | | | | | | |
|-----------------------------------|---------------|-------------------------------|--------------------|-----------------------|--|----------------------------|--|--|
| 2021 Sewer Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget % Difference | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 03432532 | | SC- Fire Alarm Communication | 1 | 1 | 0.0% | 1 | - | Pump Station fire alarms |
| 03432532 | 55257 | SC- Safety Equipment | 2,250 | 2,500 | 11.1% | 2,250 | (250) | PPE & tools for new asbestos pipe OSHA standards, confined space equip. maint. |
| 03432532 | 55314 | SC- Uniforms | 2,145 | 2,145 | 0.0% | 2,145 | - | 7 split 50/50 WD/SC |
| 03432532 | 55136 | SC- GIS Software | 4,500 | 7,500 | 66.7% | 4,500 | (3,000) | Software revisions/maintenance; handheld and software agreement with TiSales; new asset mngt modules |
| 03432532 | 55260 | SC- SCADA Software | 3,000 | 3,000 | 0.0% | 3,000 | - | Software annual maintenance; I/O cards |
| 03432532 | 55301 | SC- Tools | 2,500 | 2,500 | 0.0% | 2,500 | - | Sewer augers, CCTV parts |
| 03432532 | 55194 | SC- Natural Gas | 11,150 | 11,150 | 0.0% | 11,150 | - | Heat & generator fuel |
| 03432532 | 55092 | SC- Electricity | 82,000 | 82,000 | 0.0% | 82,000 | - | Heat, lights, pumps, etc. (new power for MPS grinder pump) |
| 03432532 | 55128 | SC- Fuel | 9,300 | 9,300 | 0.0% | 9,300 | - | Diesel, propane, gasoline for vehicles, equipment and pumping stations |
| | | General Expenses Total | 345,146 | 347,246 | 0.6% | 345,146 | (2,100) | |
| | | Collection Total | 708,202 | 732,111 | 3.4% | 730,011 | (2,100) V | |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|-------------------------------------|-------------|----------------|---|---------------------|---|---|
| 2021 Sewer Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget % Difference | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| Treatment | | | | | | | | |
| 03432633 | 51110 | ST- Sal/Wages FT | 255,439 | 269,641 | 5.6% | 269,641 | - | 5 FT: 3 Operators, 1 Sr Operator, 1 Chief Operator (8 Mos) |
| 03432633 | 51300 | ST- Sal/Wages OT | 19,000 | 19,000 | 0.0% | 19,000 | - | average OT rate = \$36.95/hr, 514 hours |
| 03432633 | 51310 | ST- Sal/Wages Stand-By | 7,280 | 7,280 | 0.0% | 7,280 | - | After hours on-call status, \$140/wk per union contract |
| 03432633 | 51350 | ST- Sal/Wages Storm Related FEMA OT | 1 | 1 | 0.0% | 1 | - | Expenses related to declared emergencies |
| 03432633 | 51400 | ST- Longevity Pay | 700 | 750 | 7.1% | 750 | - | 1 FT per union contract |
| | | Salaries Total | 282,420 | 296,672 | 5.0% | 296,672 | - | |
| 03432633 | 52100 | ST- Health Insurance | 122,421 | 125,845 | 2.8% | 125,845 | - | 2.5% increase in the premium rate |
| 03432633 | 52110 | ST- Dental Insurance | 8,650 | 7,800 | -9.8% | 7,800 | - | No change in the premium rate |
| 03432633 | 52120 | ST- Life Insurance | 270 | 270 | 0.0% | 270 | - | No change in the premium rate |
| 03432633 | 52200 | ST- FICA | 17,510 | 18,394 | 5.0% | 18,394 | - | Based on wages: 6.2% |
| 03432633 | 52210 | ST- Medicare | 4,095 | 4,302 | 5.0% | 4,302 | - | Based on wages: 1.45% |
| 03432633 | 52300 | ST- Retirement Town | 31,546 | 37,494 | 18.9% | 37,494 | - | Based on wages: 11.17% Jan-Jun; 14.06% Jul-Dec |
| 03432633 | 52600 | ST- Workers Comp Insurance | 8,787 | 9,727 | 10.7% | 9,727 | - | Primex Actual Invoice (no holiday premium in 2021) |
| | | Benefits Total | 193,279 | 203,831 | 5.5% | 203,831 | - | |
| 03432633 | 55022 | ST- Building Maintenance | 10,500 | 10,500 | 0.0% | 10,500 | - | 3 high exposure buildings; 6 new buildings & 4 large process tanks |
| 03432633 | 55105 | ST- Equipment Maintenance | 50,000 | 75,000 | 50.0% | 50,000 | (25,000) | Chem feed pumps, flow meters, motorized valves, aerators; new centrifuges (2), RAS/WAS pumps (6), UV Bulbs & Ballasts (\$5k); DO, ORP & TN probes replacement (\$20k) |
| 03432633 | 55337 | ST- Weed Control | 3,000 | 4,500 | 50.0% | 3,000 | (1,500) | Invasive species control in lagoons from 2x to 3x/yr |
| 03432633 | 55204 | ST- Outfall Dredging | 6,500 | 6,500 | 0.0% | 6,500 | - | biennial inspection & cleaning if needed |
| 03432633 | 55154 | ST- Industrial Pre-treat | 15,000 | 12,000 | -20.0% | 15,000 | 3,000 | Covid is limiting site visits. 5 significant industrial permits with monitoring |
| 03432633 | 55220 | ST- Pond/Lagoon Maintenance | 2,500 | 2,500 | 0.0% | 2,500 | - | Inter-lagoon sluice gates/piping, weirs, etc. |
| 03432633 | 55173 | ST- Licenses | 1,200 | 1,200 | 0.0% | 1,200 | - | Required training for licensing; professional development; master electrician 15 hr training |
| 03432633 | 55190 | ST- Mobile Communications | 3,000 | 3,000 | 0.0% | 3,000 | - | WWTP operators' 1 MiFi for SCADA backup |
| 03432633 | | ST- Alarm Communications | 1 | 1 | 0.0% | 1 | - | WWTF fire alarms and SCADA alarms |
| 03432633 | 55003 | ST- Drug/Alcohol Testing | 500 | 500 | 0.0% | 500 | - | Contract w/Fleet Screen & Convenient MD; USDOT required random testing for all CDL holders & screening new hires |
| 03432633 | 55257 | ST- Safety Equipment | 2,500 | 3,500 | 40.0% | 2,500 | (1,000) | PPE, gas monitors, Tyvek suits, gloves, confined space equip. maint. |
| 03432633 | 55314 | ST- Uniforms | 3,375 | 3,375 | 0.0% | 3,375 | - | uniforms for 5 operators |

| Town of Exeter | | | | | | | | |
|----------------------------|--------|---|------------------|------------------|---|---------------------|---|--|
| 2021 Sewer Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget % Difference | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| 03432633 | 55260 | ST- SCADA Software/Hardware | 5,000 | 5,000 | 0.0% | 5,000 | - | Software revisions/annual maintenance |
| 03432633 | 55072 | ST- Dam Registration | 1,500 | 1,500 | 0.0% | 1,500 | - | Annual NHDES dam fees for WWTP and Clemson Pond lagoons |
| 03432633 | 55161 | ST- Lab Testing | 60,000 | 46,000 | -23.3% | 60,000 | 14,000 | CSO testing, NPDES nitrogen testing, EPA effluent testing, groundwater monitor report, Great Bay & river monitoring from \$32K to \$18k & TN annual report |
| 03432633 | 55034 | ST- Chemicals | 100,000 | 100,000 | 0.0% | 100,000 | - | polymer, magnesium hydroxide & supplemental carbon |
| 03432633 | 55373 | ST- Solids Handling | 336,000 | 280,000 | -16.7% | 336,000 | 56,000 | Biweekly centrifuge solids generation & weekly disposal at Turnkey |
| 03432633 | 55194 | ST- Natural Gas | 22,000 | 20,000 | -9.1% | 22,000 | 2,000 | Building heat |
| 03432633 | 55092 | ST- Electricity | 312,000 | 250,000 | -19.9% | 312,000 | 62,000 | Aerators, lights, recirc. & chem feed pumps |
| 03432633 | 55128 | ST- Fuel | 4,200 | 3,600 | -14.3% | 4,200 | 600 | 2 vehicles |
| 03432633 | 55131 | ST- Gas Monitoring | 1,000 | 1,000 | 0.0% | 1,000 | - | Hydrogen sulfide monitoring |
| | | General Expenses Total | 939,776 | 829,676 | -11.7% | 939,776 | 110,100 | |
| | | Sewer Treatment Total | 1,415,476 | 1,330,179 | -6.0% | 1,440,279 | 110,100 | V |
| Debt Service | | | | | | | | |
| 03471135 | 58020 | Sewer Line Replacement | 101,500 | 99,750 | -1.7% | 99,750 | - | 2021 Final payment |
| 03471135 | 58021 | Wastewater Facilities Design | - | - | - | - | - | 2019 Final payment |
| 03471135 | 58009 | Jady Hill Phase II | 130,000 | 130,000 | 0.0% | 130,000 | - | 2032 Final payment |
| 03471135 | 58013 | Portsmouth Av Sewerline | 79,732 | 79,732 | 0.0% | 79,732 | - | 2023 Final payment |
| 03471135 | 58011 | Sewerline Lincoln & Main Sts | 20,000 | 15,000 | -25.0% | 15,000 | - | 2024 Final payment |
| 03471135 | 58025 | Lincoln Street Ph#2 | 53,219 | 53,219 | 0.0% | 53,219 | - | 2032 Final payment |
| 03471135 | 58035 | Salem St. Utility Design & Engin | 28,554 | 26,769 | -6.3% | 26,769 | - | 2024 Final payment |
| 03471135 | 58033 | Wastewater Treatment Plant | 2,666,533 | 2,642,940 | -0.9% | 2,642,940 | - | 2039 Final payment STATE ESTIMATE dated 12/4/2020 |
| | | Sewer Debt Service Principal Total | 3,079,538 | 3,047,410 | -1.0% | 3,047,410 | - | |
| 03472136 | 58511 | Sewer Line Replacement | 6,038 | 2,993 | -50.4% | 2,993 | - | 2021 Final payment |
| 03472136 | 58523 | WW Facilities Design | - | - | - | - | - | 2019 Final payment |
| 03472136 | 58520 | Jady Hill Phase II | 61,150 | 55,950 | -8.5% | 55,950 | - | 2032 Final payment |
| 03472136 | 58505 | Portsmouth Ave Sewerlins | 17,063 | 12,797 | -25.0% | 12,797 | - | 2023 Final payment |
| 03472136 | 58503 | Sewerline Lincoln & Main Sts | 4,080 | 3,060 | -25.0% | 3,060 | - | 2024 Final payment |
| 03472136 | 58526 | Lincoln Street Ph#2 | 33,156 | 30,441 | -8.2% | 30,441 | - | 2032 Final payment |
| 03472136 | 58535 | Salem St. Utility Design & Engin | 7,340 | 5,233 | -28.7% | 5,233 | - | 2024 Final payment |
| 03472136 | 58533 | Wastewater Treatment Plant | 1,640,631 | 948,897 | -42.2% | 948,897 | - | 2039 Final payment STATE ESTIMATE dated 12/4/2020 |
| | | Sewer Debt Service Interest Total | 1,769,458 | 1,059,371 | -40.1% | 1,059,371 | - | |
| | | Debt Service Total | 4,848,995 | 4,106,782 | -15.3% | 4,106,782 | - | V |

| Town of Exeter | | | | | | | | |
|-------------------------------|--------|--|------------------|-------------------|---|---------------------|---|---|
| 2021 Sewer Fund Budget | | | | | | | | |
| Select Board Budget | | | | | | | | |
| Version #3 Updated: 1/8/21 | | | | | | | | |
| Org | Object | Description | 2020 Budget | 2021 SB Budget | 2021 SB Budget vs. 2020 Budget % Difference | 2021 Default Budget | 2021 SB Budget vs. 2021 Default \$ Increase/-(Decrease) | Explanation |
| Capital Outlay | | | | | | | | |
| 03490237 | 57010 | CO- Capital Outlay - Leases | 17,030 | 15,329 | -10.0% | 15,329 | - | See separate Lease schedule |
| 03490237 | 55361 | CO- Capital Outlay - Land Acquisition/Purchase | | 1 | | | (1) | |
| 03490237 | 57017 | CO- Capital Outlay- WWTP | 30,000 | 200,000 | 566.7% | 30,000 | (170,000) | Replace 15 year old sewer inspection camera \$80k; WWTF flume epoxy coating \$30k, Clemson Pond Dredge \$ 75K |
| 03490237 | 57009 | CO- Capital Outlay - Vehicle | 73,060 | - | -100.0% | - | - | None for 2021 |
| 03490237 | | CO- Lagoon Sludge Removal | 1 | 1 | 0.0% | 1 | - | CIP |
| | | Capital Outlay Total | 120,091 | 215,331 | 79.3% | 45,330 | (170,001) | V |
| | | Sewer Fund Total | 7,686,605 | 7,015,364 | -8.7% | 6,942,533 | (72,831) | V |
| Warrant Articles/Other | | | | | | | | |
| | | Westside Drive Design/Engineering | 100,000 | | (1) | | | There will be a \$75K State Grant |
| | | Squamscott River Sewer Siphons | 1,600,000 | | (1) | | | CIP P#29 , Potential 10% forgiveness on SRF loan |
| | | Folsom Street Pump Station Rehabilitation | 150,000 | | (1) | | | CIP P#27 - work to be done in house |
| | | Salem St. Area Utility Replacements | | 1,590,000 | | | | CIP P#19 Sewer drain lines replacement (General & Water Fund components) |
| | | Lagoon Sludge Removal | | 2,600,000 | | | | CIP P#30 |
| | | Warrant Articles Total | 1,850,000 | 4,190,000 | 126.5% | - | - | |
| | | Total Sewer Fund with WAR | 9,536,605 | 11,205,364 | 17.5% | 6,942,533 | (72,831) | |

FY21 Draft Town Warrant

EXETER TOWN WARRANT – 2021

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 _____, _____, 2021 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, _____, 2021 at the Talbot Gymnasium at the Tuck Learning Center, 40 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: 1 Moderator for a 2-year term; 1 Select Board for a 3-year term; 3 Trustees of the Library for a 3-year term; 1 Trustee of Swasey Parkway for a 3-year term; 1 Trustee of Trust Funds for a 3-year term; 1 Trustee of the Robinson Fund for a 7-year term.

Article 2 Zoning Amendment #1: Impact Fee Amendment

Article 3 – Salem Street Area Water, Sewer, Drainage Road Improvements and Utility Replacements (\$5,100,000)

To see if the Town will vote to raise and appropriate the sum of five million one hundred thousand and zero dollars (\$5,100,000) for the design and construction of water, sewer, drainage, road and utility improvements in the Salem Street area, and to authorize the issuance of not more than \$5,100,000 of bonds or notes in accordance with the provisions of the Municipal Finance Act (RSA 33); and further to authorize the Select Board to issue and negotiate such bonds or notes and to determine the rate of interest thereon. Debt service will be paid from the general fund, water fund, and sewer fund. (Estimated Tax Impact: assuming 10 year bond at .86% interest: .05/1,000, \$5/100,000 of assessed property value). Bond payments would begin approximately one year after issuance.

(3/5 ballot vote required for approval.) _____ by the Select Board _____.

Article 4 – Wastewater Lagoon Sludge Removal (\$2,600,000)

To see if the Town will vote to raise and appropriate the sum of two million six hundred thousand and zero dollars (\$2,600,000) for the purpose of removing sludge from the wastewater lagoons at 13 Newfields Road, and to authorize the issuance of not more than \$2,600,000 of bonds or notes in accordance with the provisions of the Municipal Finance Act (RSA 33); and further to authorize the Select Board to issue and negotiate such bonds or notes and to determine the rate of interest thereon

through the New Hampshire Department of Environmental Services Clean Water State Revolving Fund for this purpose. Debt service to be paid from the Sewer Fund.

(3/5 ballot vote required for approval.) _____ by the Select Board _____.

Article 5 – Groundwater Source Development (\$1,000,000)

To see if the Town will vote to raise and appropriate the sum of one million dollars (\$1,000,000) for the purpose of developing groundwater sources in the town, and to authorize the issuance of not more than \$1,000,000 of bonds or notes in accordance with the provisions of the Municipal Finance Act (RSA 33); and further to authorize the Select Board to issue and negotiate such bonds or notes and to determine the rate of interest thereon through the New Hampshire Department of Environmental Services Clean Water State Revolving Fund for this purpose. Debt service to be paid from the Water Fund.

(3/5 ballot vote required for approval.) _____ by the Select Board _____.

Article 6 – Choose Town Officers

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

Article 7 – 2021 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 \$19,891,082. Should this article be defeated, the default budget shall be \$19,978,374, 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. (Estimated Tax Impact: .TBD/1,000 assessed property value, \$TBD/100,000 assessed property value).

(Majority vote required) _____ by the Select Board _____.

Article 8 – 2021 Water Fund 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 \$4,045,659. Should this article be defeated, the water default budget shall be \$3,633,083, 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) _____ by the Select Board _____.

Article 9 – 2021 Sewer Fund 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 \$7,015,364. Should this article be defeated, the default budget shall be \$6,942,533, 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) _____ by the Select Board _____.

Article 10 – Police Collective Bargaining Agreement (Reserved)

To see if the Town will vote to approve the cost items included in the collective bargaining agreement reached between the Select Board and the Exeter Police Association, which calls for the following increased salaries and benefits at the current staffing levels:

| | |
|------|------------------------------------|
| Year | Estimated Salary/Benefits Increase |
| FY21 | \$XXXX |

And further, to raise and appropriate the sum of XXX thousand, X hundred and XXX dollars (\$XXX) for the 2021 fiscal year, such sum representing the additional costs attributable to the increase in salaries and benefits over those of the appropriation at current staffing levels, minus anticipated health insurance premium savings.

(Majority vote required) _____ by the Select Board _____.

Article 11 – Public Works Facility Garage (\$100,000)

To see if the Town will raise and appropriate, through special warrant article, the sum of one hundred thousand dollars (\$100,000), for the purpose of design work toward a new garage at the Public Works Complex on Newfields Road. This sum to come from general taxation. (Estimated Tax Impact: .046/1,000, \$4.55/100,000 assessed property value).

(Majority vote required) _____ by the Select Board _____.

Article 12 – Public Safety Complex Alternatives Analysis (\$100,000)

To see if the Town will raise and appropriate, through special warrant article, the sum of one hundred thousand dollars (\$100,000), for the purpose of evaluating alternatives for a new public safety complex. This sum to come from general taxation. (Estimated Tax Impact: .046/1,000, \$4.55/100,000 assessed property value).

(Majority vote required) _____ by the Select Board _____.

Article 13 – Appropriate to Capital Reserve Fund – Parks Improvements (\$100,000)

To see if the Town will vote to raise and appropriate the sum of one-hundred thousand dollars (\$100,000) to be added to the Parks Improvement Capital Reserve Fund previously established. This sum to come from general taxation. (Estimated Tax Impact: .046/1,000, \$4.55/100,000 value).

(Majority vote required) _____ by the Select Board _____.

Article 14 – Appropriate to Sick Leave Trust Fund (\$100,000)

To see if the Town will vote to raise and appropriate the sum of one hundred thousand dollars (\$100,000) to be added to the Sick Leave Expendable Trust Fund previously established. This sum to come from the unassigned fund balance. (Estimated Tax Impact: None. No amount to be raised by taxation).

(Majority vote required) _____ by the Select Board _____.

Article 15 – Snow and Ice Fund 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 Snow and Ice Deficit Non-Capital Reserve Fund previously established. This sum to come from the unassigned fund balance. (Estimated Tax Impact: None. No amount to be raised by taxation).

(Majority vote required) _____ by the Select Board _____.

Article 16 – Kingston Road Shoulders Project Extension

To see if the Town will vote to amend Article 15 of the 2017 Town Meeting to extend the expiration date of the appropriation per RSA 32:7, VI from December 31, 2020 to December 31, 2023, or until the project is complete, whichever is later.

(Majority vote required)

_____ by the Select Board _____.

Article 17 – Appropriate to Trust Fund – Swasey Parkway

To see if the Town will vote to raise and appropriate the sum of XXX dollars (\$) from unassigned fund balance to be added to the Swasey Parkway Maintenance Expendable Trust Fund previously established by Article 27 of the 2019 Town Meeting. This amount represents any and all permit fees for use of the Parkway collected in 2020. (Estimated Tax Impact: None. No amount to be raised by taxation).

(Majority vote required) _____ by the Select Board _____.

Article 18

To transact any other business that may legally come before this meeting.

Niko Papakonstantis, Chair

Molly Cowan, Vice Chair

Julie D. Gilman, Clerk

Lovey Roundtree Oliff

Daryl Browne

We certify that on the _____th day of January, 2021, 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, 40 Linden Street, and the Town Clerk’s Office, 10 Front Street.

Given under our hands and seal this ____th day of January, 2021.

Niko Papakonstantis, Chair

Molly Cowan, Vice Chair

Julie D. Gilman, Clerk

Lovey Roundtree Oliff

Daryl Browne

DRAFT

FY21 Bond & Budget Hearing Notices

Legal Notice
NOTICE OF PUBLIC HEARING
TOWN OF EXETER 2021 BONDS

The Exeter Select Board hereby gives notice of a public hearing pursuant to RSA 33:8-a on the following projects requiring bonds and notes as part of the fiscal year 2021 town warrant:

1. Salem Street Area Water, Sewer, Drainage, Road Improvements and Utility Replacements, \$5,530,000; (Water, Sewer, General Funds)
2. Groundwater Source Development, \$1,000,000 (Water Funds)
3. Wastewater Lagoon Sludge Removal, \$2,600,000 (Sewer Funds)

The public hearing will be held on Tuesday, January 19th, 2021 commencing at 7:00 p.m. on Zoom. The public is encouraged to attend virtually. This meeting is being held virtually in accordance with the Governor's Emergency Orders related to COVID-19.

Dated: December 18th, 2020

Exeter Select Board
Niko Papakonstantis, Chair

Legal Notice
NOTICE OF PUBLIC HEARING
TOWN OF EXETER 2021 OPERATING BUDGET

The Exeter Select Board hereby gives notice of a public hearing on the Town of Exeter Fiscal Year 2021 operating budget and all financial and other warrant articles on Tuesday, January 19th, 2021, at 7:00 p.m., on Zoom. This hearing is held pursuant to RSA 32:5 and RSA 40:13 and will be held virtually in accordance with the Governor's Emergency Orders regarding COVID-19.

Dated: December 18th, 2020

Exeter Select Board
Niko Papakonstantis, Chair

COVID 19 Updates

NH Department of Health and Human Services
129 Pleasant Street - State Office Park South
Concord, NH 03301



PRESS RELEASE
FOR IMMEDIATE RELEASE
January 7, 2021

CONTACT
State Joint Information Center
603-223-6169
jic@dos.nh.gov

NH DHHS COVID-19 Update – January 7, 2021

Concord, NH – The New Hampshire Department of Health and Human Services (DHHS) has issued the following update on the new coronavirus, COVID-19.

On Thursday, January 7, 2021, DHHS announced 515 new positive test results for COVID-19, for a current PCR test positivity rate of 4.7%. Today's results include 241 people who tested positive by PCR test and 274 who tested positive by antigen test. There are now 6,630 current COVID-19 cases diagnosed in New Hampshire. Of the results reported today:

- **12/31:** 80 new cases today, for an updated total of **905** cases
- **1/2:** 14 new cases today, for an updated total of **591** cases
- **1/5:** 301 new cases today, for an updated total of **741** cases
- **1/6:** 120 new cases

Test results for previous days are still being processed and the total number of new positives for those days are not yet complete. Updated case counts for prior days will be reflected on the [COVID-19 interactive dashboard](#).

Several cases are still under investigation. Additional information from ongoing investigations will be incorporated into future COVID-19 updates. Of those with complete information, there are sixty-four individuals under the age of 18 and the rest are adults with 54% being female and 46% being male. The new cases reside in Rockingham (110), Hillsborough County other than Manchester and Nashua (88), Merrimack (73), Strafford (54), Carroll (21), Belknap (19), Cheshire (15), Grafton (12), Coos (9), and Sullivan (5) counties, and in the cities of Manchester (51) and Nashua (28). The county of residence is being determined for thirty new cases.

Community-based transmission continues to occur in the State and has been identified in all counties. Of those with complete risk information, most of the cases are either associated with an outbreak setting or have had close contact with a person with a confirmed COVID-19 diagnosis.

DHHS has also announced eleven additional deaths related to COVID-19. We offer our sympathies to the family and friends.

- 2 male residents of Belknap County, 60 years of age and older
- 1 female resident of Belknap County, 60 years of age and older
- 1 male resident of Hillsborough County, 60 years of age and older
- 2 female residents of Hillsborough County, 60 years of age and older
- 1 male resident of Merrimack County, 60 years of age and older
- 2 female residents of Merrimack County, 60 years of age and older
- 1 male resident of Rockingham County, 60 years of age and older
- 1 female resident of Coos County, 60 years of age and older

There are currently 314 individuals hospitalized with COVID-19. In New Hampshire since the start of the pandemic, there have been a total of 49,261 cases of COVID-19 diagnosed.

Current Situation in New Hampshire

New Hampshire 2019 Novel Coronavirus (COVID-19) Summary Report (updated January 7, 2021, 9:00 AM)

| | |
|---|--------------|
| NH Persons with COVID-19 | 49,261 |
| Recovered | 41,804 (85%) |
| Deaths Attributed to COVID-19 | 827 (2%) |
| Total Current COVID-19 Cases | 6,630 |
| Current Hospitalizations | 314 |
| Total Persons Tested at Selected Laboratories, Polymerase Chain Reaction (PCR): | 530,757 |
| Total Persons Tested at Selected Laboratories, Antibody Laboratory Tests: | 34,985 |
| Persons with Specimens Submitted to NH PHL | 64,222 |
| Persons with Test Pending at NH PHL: | 596 |

Includes specimens positive at any laboratory and those confirmed by CDC confirmatory testing.

Includes specimens tested at the NH Public Health Laboratories (PHL), LabCorp, Quest, Dartmouth-Hitchcock Medical Center, and those sent to CDC prior to NH PHL testing capacity.

Includes specimens received and awaiting testing at NH PHL. Does not include tests pending at commercial laboratories.

Number of Tests Conducted by Date of Report to NH DHHS

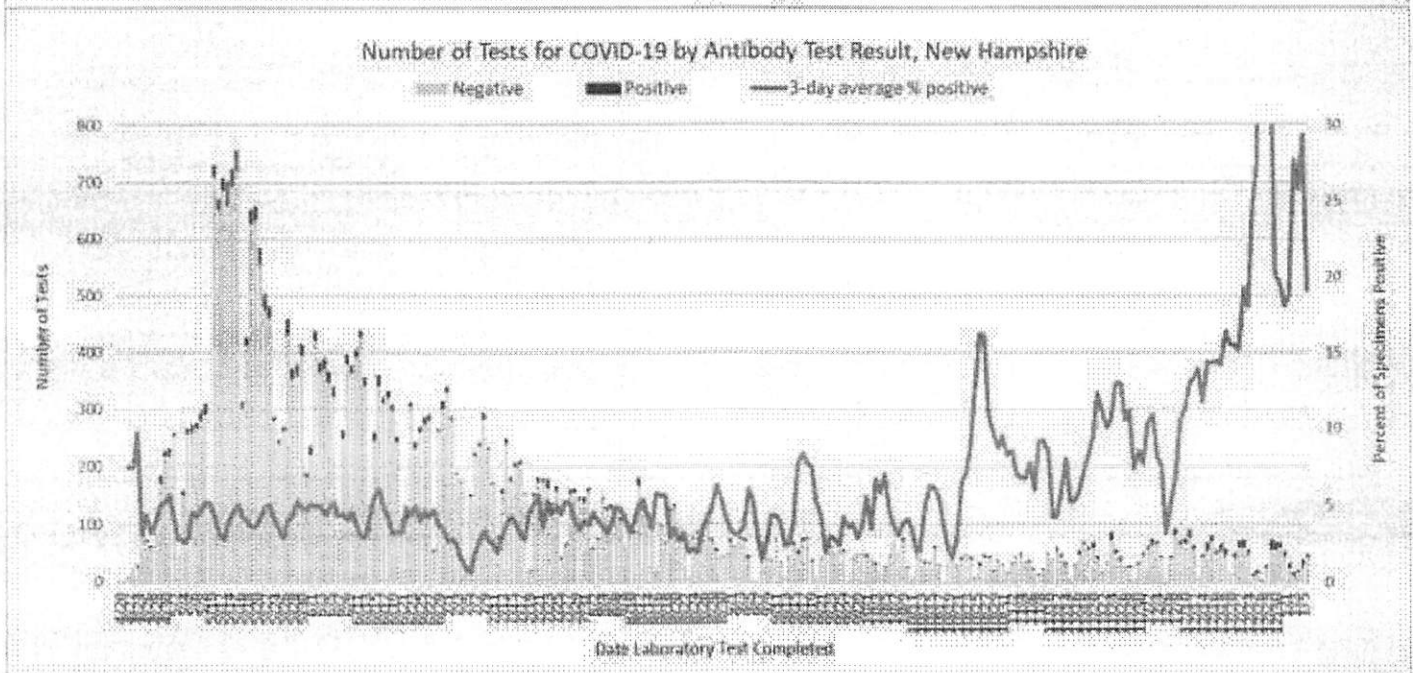
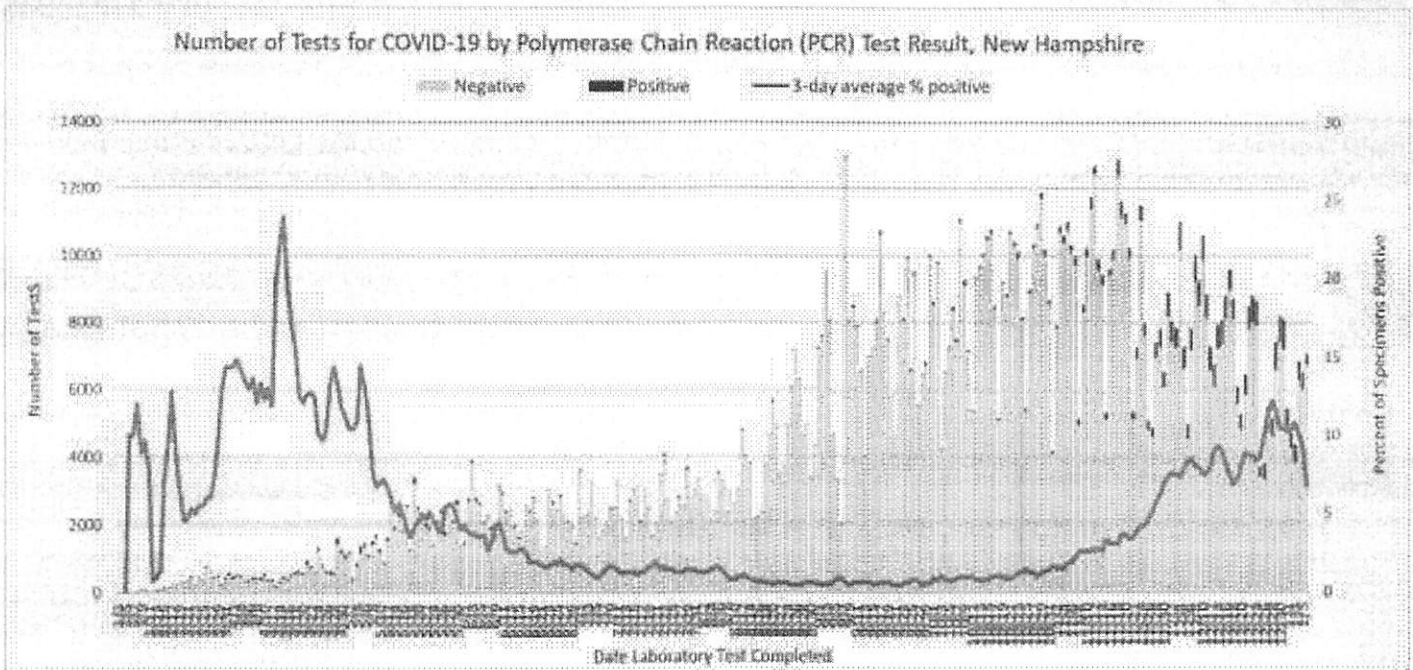
| Polymerase Chain Reaction (PCR) Tests | | | | | | | | |
|---------------------------------------|-------|-------|-------|-------|-------|-------|-------|---------------|
| Testing Laboratory | 12/31 | 1/01 | 1/02 | 1/03 | 1/04 | 1/05 | 1/06 | Daily Average |
| NH Public Health Laboratories | 1,273 | 0 | 895 | 315 | 366 | 614 | 1,014 | 640 |
| LabCorp | 1,858 | 1,317 | 1,332 | 1,051 | 1,077 | 843 | 589 | 1,152 |
| Quest Diagnostics | 1,106 | 866 | 529 | 963 | 756 | 369 | 636 | 746 |
| Mako Medical | 589 | 407 | 49 | 188 | 2 | 140 | 407 | 255 |
| Dartmouth-Hitchcock Medical Center | 854 | 654 | 403 | 417 | 433 | 136 | 0 | 414 |
| Other NH Hospital Laboratory | 421 | 403 | 253 | 303 | 465 | 447 | 283 | 368 |
| Other Laboratory* | 2,001 | 1,842 | 1,248 | 1,155 | 2,234 | 2,666 | 3,450 | 2,085 |
| University of New Hampshire** | 24 | 0 | 0 | 0 | 1,532 | 1,319 | 717 | 513 |
| Total | 8,126 | 5,489 | 4,709 | 4,392 | 6,865 | 6,534 | 7,096 | 6,173 |
| Antibody Laboratory Tests | | | | | | | | |
| Testing Laboratory | 12/31 | 1/01 | 1/02 | 1/03 | 1/04 | 1/05 | 1/06 | Daily Average |
| LabCorp | 22 | 14 | 1 | 7 | 0 | 3 | 0 | 7 |
| Quest Diagnostics | 25 | 36 | 11 | 10 | 8 | 19 | 44 | 22 |
| Dartmouth-Hitchcock Medical Center | 12 | 0 | 1 | 0 | 6 | 0 | 0 | 3 |
| Other Laboratory* | 7 | 1 | 17 | 0 | 6 | 11 | 4 | 7 |

| | | | | | | | | |
|-------|----|----|----|----|----|----|----|----|
| Total | 66 | 51 | 30 | 17 | 20 | 33 | 48 | 38 |
|-------|----|----|----|----|----|----|----|----|

* Includes out-of-state public health laboratories, out-of-state hospital laboratories, and other commercial laboratories not already listed in the table.

Note: Patients who had both antibody and polymerase chain reaction (PCR) tests are accounted for in both tables.

** Includes tests conducted at the UNH laboratory and their contracted lab Veritas.

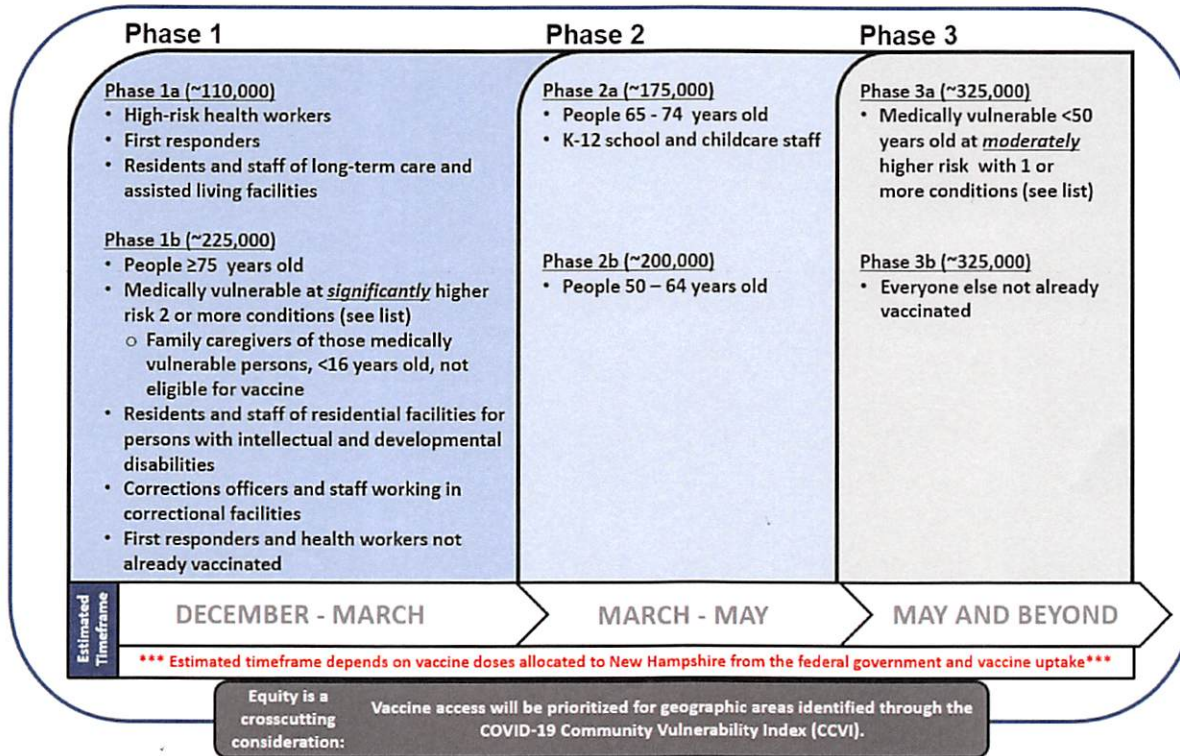


[NH DHHS Daily Update on COVID-19 Archive](#)

For more information, please visit the DHHS COVID-19 webpage at <https://www.nh.gov/covid19>.

###

New Hampshire COVID-19 Vaccination Allocation Plan Summary January 5, 2021



List Underlying Medical Conditions (adapted from CDC):

Phase 1b: Two or more conditions

Phase 3a: One or more conditions

- Cancer
- Chronic Kidney Disease
- COPD (Chronic Obstructive Pulmonary Disease)
- Down Syndrome
- Heart Conditions, such as heart failure, coronary artery disease, or cardiomyopathies
- Immunocompromised state (weakened immune system) from solid organ transplant
- Obesity (body mass index of 30 kg/m or higher but < 40 kg/m)
- Severe Obesity (body > 40 kg/m)
- Pregnancy
- Sickle cell disease
- Other High Risk Pulmonary Disease
- Type 2 Diabetes Mellitus

Note: Flexibility is provided for a health care provider to vaccinate any patient whose primary care provider assesses a significant risk for severe illness due to any multiple co-occurring co-morbidities.

When can I get a **COVID-19 VACCINE** in NH?



PHASE 1

PHASE 1A

- High-risk health workers
- First responders
- Older adults living in residential care settings

PHASE 1B

- People ≥ 75 years old
- Medically vulnerable at *significantly* higher risk with 2 or more conditions
 - Family caregivers of those medically vulnerable persons, ≤ 16 years old not eligible for vaccine
- Residents and staff of residential facilities for persons with intellectual and developmental disabilities
- Corrections officers and staff working in correctional facilities
- First responders and health workers not already vaccinated

DECEMBER - MARCH*



PHASE 2

PHASE 2A

- People 65 - 74 years old
- K-12 school and childcare staff

PHASE 2B

- People 50 - 64 years old

MARCH - MAY*



PHASE 3

PHASE 3A

- Medically vulnerable <50 years old at *moderately* higher risk with 1 or more conditions

PHASE 3B

- Everyone else not already vaccinated

MAY and BEYOND*

Additional details are coming soon.

Contact your healthcare provider for more information and visit [NH.gov/COVID19](https://www.nh.gov/COVID19) for updates.

ReadyNH.gov
TAKE ACTION. BE SAFE.

*Estimated time frame depends on vaccine doses allocated to New Hampshire from the federal government and vaccine uptake.





COVID-19 **QUESTIONS?**

CALL

2·1·1



Or visit **nh.gov/covid19**

COVID-19 specific call-takers are available Monday through Friday 8am-7pm
and Saturdays 8am-5pm. 2-1-1 NH is available 24/7.

Tax Abatements, Credits & Exemptions

List for Select Board meeting January 11, 2021

LUCT

| Map/Lot/Unit | Location | Amount |
|---------------------|-----------------|---------------|
| 103/4 | Linden Street | 31,500.00 |

Abatement

| Map/Lot/Unit | Location | Amount |
|---------------------|-----------------|---------------|
| 70/99 | 198 High Street | \$803.27 |

Permits And Approvals

Correspondence

Memorandum

TO: Select Board
Town of Exeter

FROM: Scott P. Marsh, CNHA
Municipal Resources
Contracted Assessor's Agents

DATE: January 4, 2021

RE: DRA Sales Ratio Survey

I have completed a review of the information from the Department of Revenue Administration's analysis of the sale data that was provided by the Town. Copies of the ratio study summary sheets and final ratio study letter are attached. A formal packet of this information should be received shortly from the DRA.

The various statistical indications are similar to that which was expected and I had estimated in my October 27, 2020 memo. The Town's overall median ratio for 2020 is 89.0% with a COD of 11.50 and a PRD of 1.02.

It appears that the various statistical indications meet current Assessment Review requirements.

If there are any questions, please feel free to contact me at your convenience.



2020 Final Ratio Study Report

12/28/2020 3:04:30 PM

Town Name: Exeter, Rockingham County

Use Code: AA - Any & All

Date Range: 10-01-2019 through 09-30-2020

Ratios were created using stipulated year assessments.

Summary of Codes Used

| | |
|--|---|
| Group Class: AA - Any & All | Property Codes: 11 = Single Family Home 12 = Multi Family 2-4 Units 14 = Single Res Condo Unit 17 = Mfg Housing With Land 18 = Mfg Housing Without Land 22 = Residential Land 33 = Commercial L&B 35 = Mixed Use Res/Cmcl L&B 44 = Commercial Condo 45 = Industrial Condo 57 = Unclass/Unk Other |
| Modifier Codes: 00 = No Modifier Code 76 = Homes with Accessory Dwelling Units | Special Codes: 00 = No Special Code |

Indicated Ratio / Weighted Mean

| Year | 2020 | 2019 | 2018 |
|-----------------|------|------|------|
| Indicated Ratio | 86.5 | 93.1 | 79.4 |
| Weighted Mean | 86.5 | 93.1 | 79.4 |

Basic Statistics Section (Not Trimmed)

| Sales In Date Range | Sales Used | Results |
|--|---|--|
| Total: 403 XX Moved: 0 Sales w/PA34: 261 %Sales w/PA34: 64.8% | Total Strata: 403 Sales Used: 348 %Sales Used: 86.4% Sales Used w/PA34: 233 %Sales Used w/PA34: 67.0% | %Mean: 88.5% %Median: 89.0% %WtMean: 86.6% COD (Median): 11.5 PRD: 1.02 Median Selling Price: \$357,950 Median Assessed Value: \$318,700 |

Extended Statistics Section (Trimmed)

| | | | | | | | |
|--------------|-----|-------------------|------|-----------------|------|------------------|------|
| Town Code: | 072 | Weighted Mean: | 86.5 | COD: | 11 | PRD: | 1.02 |
| Valid Sales: | 348 | Wt.Mean Lo 90%CI: | 83.1 | COD Lo 90%CI: | 10.1 | PRD Lo 90%CI: | 1.00 |
| Trimmed: | 2 | Wt.Mean Up 90%CI: | 88.4 | COD Up 90%CI: | 12 | PRD Up 90%CI: | 1.05 |
| Untrimmed: | 346 | Median Ratio: | 89 | Weighted COD: | 11.3 | COV: | 15.2 |
| Trim Factor: | 3 | Median Lo 90%CI: | 87.7 | Med. Abs. Dev.: | 10.9 | 25th Percentile: | 80.4 |



2020 Final Ratio Study Report

2 of 19

12/28/2020 3:04:30 PM

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| | | | | | | | |
|----------------|-------------|---------------------|-----------|-------------------|------|------------------|--------|
| Lo Trim Point: | 42.8 | Median Up 90%CI: | 90 | Med % Dev.: | 12.2 | 75th Percentile: | 95.1 |
| Up Trim Point: | 136.1 | Mean Ratio: | 88 | Coef. Conc. 10%: | 64.4 | Broaden Median: | 89 |
| Min Ratio: | 42.8 | Mean Lo 90%CI: | 86.8 | Coef. Conc. 15%: | 80.5 | Geometric Mean: | 86.9 |
| Max Ratio: | 189.2 | Mean Up 90%CI: | 89.2 | Coef. Conc. 20%: | 86.8 | Harmonic Mean: | 85.8 |
| Min Sale \$: | \$19,000 | Avg. Sale Price: | \$373,018 | Coef. Conc. 50%: | 99.4 | Std. Deviation: | 13.4 |
| Max Sale \$: | \$4,500,000 | Avg. Appraised Val: | \$322,624 | Coef. Conc. 100%: | 99.7 | Normality Test: | Accept |

The general descriptive and median ratio statistics are not trimmed of outliers and are based on all valid sales in the sample.

Summary of Exclusion Codes Used

| Codes | Description | Count | %Excluded | %Strata |
|-------|---|-------|-----------|---------|
| 12 | Subdivided Post Asmt/Pre Sale | 3 | 5.5 | 0.9 |
| 14 | Improvements +/- (Post Assmt/Pre Sale) | 1 | 1.8 | 0.3 |
| 15 | Improvements +/- Incomplete at Assmt date | 5 | 9.1 | 1.4 |
| 19 | Multi-Town Property | 1 | 1.8 | 0.3 |
| 21 | Multi-Parcel Conveyance (MPC) - Properties can be sold separately | 2 | 3.6 | 0.6 |
| 27 | Less than 100% Interest Transferred | 2 | 3.6 | 0.6 |
| 33 | Landlord/Tenant as Grantor/Grantee | 4 | 7.3 | 1.1 |
| 35 | Government Agency as Grantor/Grantee | 1 | 1.8 | 0.3 |
| 36 | Relig/Char/edu as Grantor/Grantee | 2 | 3.6 | 0.6 |
| 37 | Financial Entity as Grantor/Grantee | 2 | 3.6 | 0.6 |
| 38 | Family/Relatives/Affil as Grantor/Grantee | 5 | 9.1 | 1.4 |
| 40 | Business Affiliates as Grantor/Grantee | 5 | 9.1 | 1.4 |
| 41 | Government Related Entities: NH Housing Authority, FNMA | 2 | 3.6 | 0.6 |
| 51 | Foreclosure | 4 | 7.3 | 1.1 |
| 81 | Estate Sale With Fiduciary Covenants | 12 | 21.8 | 3.4 |
| 82 | Deed Date Too Old or Incomplete | 1 | 1.8 | 0.3 |
| 89 | Resale in EQ Period | 1 | 1.8 | 0.3 |



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| | | | | |
|----|------------------------|-----------|-------------|-------------|
| 99 | Unclassified Exclusion | 2 | 3.6 | 0.6 |
| | | 55 | 99.8 | 15.8 |

Included Sales

| Verno | Book Page | Sale Price | Assessed Value | Ratio | PC | MC | SC | Trim | Notes |
|-------|-----------|-------------|----------------|-------|----|----|----|------|--|
| 1 | 6041-2587 | \$1,050,000 | \$788,100 | 75.1 | 11 | | | | |
| 3 | 6042-0047 | \$336,000 | \$318,000 | 94.6 | 14 | | | | corrected sketch. |
| 4 | 6042-0102 | \$305,000 | \$277,800 | 91.1 | 14 | | | | adjusted depreciation code. |
| 7 | 6042-1957 | \$480,000 | \$460,700 | 96 | 11 | | | | corrected bath count. |
| 9 | 6043-0207 | \$125,000 | \$109,400 | 87.5 | 14 | | | | |
| 12 | 6043-2663 | \$369,900 | \$346,500 | 93.7 | 14 | | | | |
| 15 | 6044-1851 | \$404,800 | \$393,000 | 97.1 | 14 | | | | corrected wall covering&rm count. |
| 17 | 6044-2813 | \$33,000 | \$25,500 | 77.3 | 18 | | | | corrected bed count and no a/c. |
| 18 | 6045-0240 | \$407,000 | \$344,800 | 84.7 | 11 | | | | corrected flooring. |
| 20 | 6045-0494 | \$162,000 | \$163,800 | 101.1 | 14 | | | | corrected flooring. |
| 21 | 6045-0500 | \$19,000 | \$22,800 | 120 | 18 | | | | |
| 22 | 6045-0710 | \$320,000 | \$294,600 | 92.1 | 11 | | | | corrected flooring&depreciation code. |
| 31 | 6046-1886 | \$550,000 | \$377,300 | 68.6 | 12 | | | | |
| 32 | 6047-2699 | \$446,000 | \$408,600 | 91.6 | 11 | | | | |
| 35 | 6048-0603 | \$519,000 | \$409,400 | 78.9 | 14 | | | | deprecation code adjusted. |
| 36 | 6048-0765 | \$325,000 | \$286,700 | 88.2 | 14 | | | | corrected sketch. |
| 38 | 6049-0166 | \$137,000 | \$112,800 | 82.3 | 14 | | | | corrected flooring. |
| 39 | 6049-0504 | \$435,000 | \$382,600 | 88 | 11 | | | | |
| 45 | 6051-1254 | \$185,000 | \$219,200 | 118.5 | 11 | | | | RENOVATION AFTER SALE - PROPERTY WAS SOLD AS IS; use last year's assmnt. |
| 46 | 6051-2675 | \$365,000 | \$327,200 | 89.6 | 11 | | | | |
| 47 | 6052-0239 | \$199,900 | \$224,300 | 112.2 | 17 | | | | hearth added. |
| 49 | 6052-1473 | \$220,000 | \$224,300 | 102 | 14 | | | | |
| 53 | 6052-1710 | \$4,500,000 | \$2,542,300 | 56.5 | 33 | | | | ulti-Parcel Conveyance (MPC) - Properties cannot (likely not) be sold separately 55/56/5 is the driveway for 55/56; See 54 |



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Included Sales

| Verno | Book Page | Sale Price | Assessed Value | Ratio | PC | MC | SC | Trim | Notes |
|-------|-----------|-------------|----------------|-------|----|----|----|------|--|
| 54 | 6052-1716 | \$2,495,000 | \$1,134,400 | 45.5 | 33 | | | | See 53 |
| 56 | 6052-1835 | \$338,000 | \$344,800 | 102 | 12 | | | | guttled partial complete. Use prior year's assmnt. |
| 57 | 6052-1850 | \$541,000 | \$484,700 | 89.6 | 11 | | | | ubm to frm adjusted depreciation code. |
| 58 | 6052-1885 | \$390,000 | \$342,900 | 87.9 | 11 | | | | corrected bdrm count. |
| 59 | 6052-2626 | \$385,000 | \$381,700 | 99.1 | 11 | | | | corrected sketch. |
| 60 | 6052-2739 | \$109,900 | \$78,800 | 71.7 | 18 | | | | new mobile home |
| 61 | 6052-2801 | \$150,000 | \$120,000 | 80 | 18 | | | | corrected bath count. |
| 62 | 6052-2992 | \$455,000 | \$390,800 | 85.9 | 11 | | | | |
| 63 | 6053-0242 | \$423,000 | \$354,600 | 83.8 | 11 | | | | added a/c adjusted depreciation code. |
| 64 | 6053-0291 | \$450,000 | \$413,400 | 91.9 | 11 | | | | |
| 66 | 6053-2319 | \$37,000 | \$33,100 | 89.5 | 18 | | | | corrected bdrm count added a/c. |
| 67 | 6053-2460 | \$265,000 | \$253,100 | 95.5 | 11 | | | | |
| 69 | 6054-0276 | \$462,200 | \$448,500 | 97 | 14 | | | | new condominium. |
| 71 | 6054-1179 | \$449,000 | \$406,900 | 90.6 | 14 | | | | corrected sketch. |
| 73 | 6054-1340 | \$90,000 | \$84,100 | 93.4 | 18 | | | | corrected yr blt bath count. |
| 74 | 6054-2573 | \$210,000 | \$161,300 | 76.8 | 14 | | | | |
| 75 | 6055-0116 | \$423,200 | \$400,400 | 94.6 | 14 | | | | new condominium. |
| 77 | 6055-2473 | \$457,900 | \$441,300 | 96.4 | 14 | | | | new condominium. |
| 81 | 6058-0335 | \$315,000 | \$305,000 | 96.8 | 11 | | | | |
| 83 | 6058-2000 | \$486,500 | \$462,100 | 95 | 14 | | | | new condominium. |
| 85 | 6059-0066 | \$435,000 | \$396,300 | 91.1 | 11 | | | | corrected flooring. |
| 91 | 6060-0596 | \$489,100 | \$462,100 | 94.5 | 14 | | | | new condominium. |
| 92 | 6060-0752 | \$2,188,900 | \$1,688,800 | 77.2 | 11 | 76 | | | added 2nd card for accessory dwelling, corrected bed&bath count. |
| 93 | 6060-1066 | \$450,000 | \$405,100 | 90 | 14 | | | | |
| 94 | 6060-1701 | \$390,100 | \$371,300 | 95.2 | 14 | | | | new condominium. |
| 95 | 6060-1730 | \$456,000 | \$441,300 | 96.8 | 14 | | | | new condominium. |



2020 Final Ratio Study Report

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Included Sales

| Verno | Book Page | Sale Price | Assessed Value | Ratio | PC | MC | SC | Trim | Notes |
|-------|-----------|------------|----------------|-------|----|----|----|------|--|
| 96 | 6060-1813 | \$599,900 | \$544,300 | 90.7 | 11 | | | | |
| 97 | 6060-2518 | \$29,000 | \$24,900 | 85.9 | 18 | | | | added shed. |
| 98 | 6061-2019 | \$34,900 | \$42,100 | 120.6 | 18 | | | | |
| 101 | 6062-1767 | \$305,000 | \$298,300 | 97.8 | 11 | | | | |
| 103 | 6063-1661 | \$165,000 | \$156,300 | 94.7 | 14 | | | | corrected heat type. |
| 104 | 6063-2695 | \$459,700 | \$456,300 | 99.3 | 14 | | | | new condominium. See 200 for sale of parking lot |
| 106 | 6064-0339 | \$550,000 | \$479,700 | 87.2 | 11 | | | | |
| 107 | 6064-0879 | \$371,000 | \$325,200 | 87.6 | 11 | | | | added extra fpl opening. |
| 108 | 6064-1090 | \$480,000 | \$462,600 | 96.4 | 11 | | | | |
| 109 | 6064-1314 | \$380,000 | \$394,500 | 103.8 | 11 | | | | added uat over garage. |
| 113 | 6065-1793 | \$304,900 | \$271,800 | 89.1 | 14 | | | | corrected flooring adjusted depreciation code. |
| 114 | 6065-2040 | \$430,000 | \$410,000 | 95.4 | 11 | | | | |
| 120 | 6066-2850 | \$135,000 | \$106,500 | 78.9 | 14 | | | | corrected flooring. |
| 121 | 6066-2930 | \$347,500 | \$337,600 | 97.2 | 11 | | | | |
| 122 | 6067-0302 | \$369,900 | \$346,500 | 93.7 | 14 | | | | |
| 123 | 6067-0561 | \$180,000 | \$153,900 | 85.5 | 14 | | | | |
| 125 | 6067-1823 | \$300,000 | \$275,500 | 91.8 | 11 | | | | added 2 fireplaces. |
| 129 | 6068-0517 | \$315,000 | \$267,100 | 84.8 | 33 | | | | |
| 130 | 6068-0609 | \$850,000 | \$898,200 | 105.7 | 33 | | | | |
| 132 | 6068-0857 | \$412,500 | \$383,100 | 92.9 | 11 | | | | corrected flooring added generator. |
| 136 | 6068-2131 | \$461,000 | \$362,000 | 78.5 | 11 | | | | corrected sketch. |
| 137 | 6068-2160 | \$410,000 | \$400,800 | 97.8 | 14 | | | | |
| 138 | 6068-2312 | \$380,000 | \$363,600 | 95.7 | 11 | | | | |
| 139 | 6068-2395 | \$199,900 | \$168,900 | 84.5 | 14 | | | | adj depreciation code. Resale of 5 |
| 140 | 6069-1039 | \$55,300 | \$49,200 | 89 | 18 | | | | corrected yr blt added a/c. |
| 144 | 6070-1523 | \$107,500 | \$112,000 | 104.2 | 18 | | | | new mobile home. |



2020 Final Ratio Study Report

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Included Sales

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|-------|-----------|------------|----------------|-------|----|----|----|------|---|
| 146 | 6071-0534 | \$454,800 | \$441,300 | 97 | 14 | | | | new condominium. |
| 147 | 6071-0856 | \$80,900 | \$109,300 | 135.1 | 44 | | | | |
| 151 | 6071-1995 | \$472,900 | \$432,600 | 91.5 | 14 | | | | new condominium. |
| 152 | 6071-2664 | \$357,900 | \$358,400 | 100.1 | 11 | | | | corrected bath count. |
| 153 | 6072-0541 | \$290,000 | \$302,100 | 104.2 | 14 | | | | corrected bath& bed count. |
| 154 | 6072-2084 | \$68,200 | \$62,800 | 92.1 | 18 | | | | |
| 155 | 6072-2129 | \$510,000 | \$422,200 | 82.8 | 12 | | | | corrected sketch adj depreciation code. |
| 156 | 6072-2659 | \$388,000 | \$363,700 | 93.7 | 14 | | | | |
| 158 | 6073-1925 | \$90,000 | \$84,700 | 94.1 | 18 | | | | corrected bath count corrected shed measurements. |
| 160 | 6073-2065 | \$662,500 | \$647,300 | 97.7 | 11 | | | | added generator& a/c corrected bath count flooring and heat type. |
| 162 | 6074-0571 | \$190,500 | \$150,800 | 79.2 | 14 | | | | |
| 163 | 6074-0574 | \$180,000 | \$150,900 | 83.8 | 14 | | | | |
| 164 | 6074-0852 | \$247,000 | \$215,700 | 87.3 | 35 | | | | added ubm. |
| 165 | 6074-1315 | \$260,000 | \$221,200 | 85.1 | 14 | | | | corrected flooring. |
| 167 | 6074-2531 | \$410,000 | \$320,400 | 78.2 | 11 | | | | |
| 171 | 6075-2687 | \$205,000 | \$226,700 | 110.6 | 14 | | | | corrected flooring. |
| 172 | 6076-0443 | \$145,000 | \$94,800 | 65.4 | 18 | | | | corrected bed&bath count adj depreciation code. |
| 175 | 6076-1168 | \$700,000 | \$462,700 | 66.1 | 33 | | | | |
| 176 | 6076-2310 | \$435,000 | \$444,000 | 102.1 | 11 | | | | added generator ubm to fbm. |
| 177 | 6076-2609 | \$765,000 | \$327,400 | 42.8 | 33 | | | | |
| 178 | 6077-2174 | \$383,000 | \$319,400 | 83.4 | 14 | | | | |
| 179 | 6077-2725 | \$200,100 | \$161,900 | 80.9 | 14 | | | | |
| 181 | 6078-0408 | \$365,000 | \$331,800 | 90.9 | 11 | | | | corrected bed&bath count. |
| 184 | 6080-0174 | \$409,000 | \$363,800 | 89 | 11 | | | | |
| 185 | 6080-0193 | \$610,000 | \$556,900 | 91.3 | 11 | | | | added gas frpl corrected flooring bed& bath count adj depr code. |
| 186 | 6080-0217 | \$456,600 | \$441,300 | 96.6 | 14 | | | | new condominium. |



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|-------|-----------|-------------|----------------|-------|----|----|----|------|---|
| 190 | 6082-0141 | \$89,900 | \$59,600 | 66.3 | 18 | | | | |
| 192 | 6082-1233 | \$415,500 | \$380,600 | 91.6 | 14 | | | | |
| 193 | 6082-1297 | \$455,000 | \$460,100 | 101.1 | 11 | | | | |
| 194 | 6082-2413 | \$378,000 | \$338,300 | 89.5 | 11 | | | | added frpl removed carpet. |
| 198 | 6083-1790 | \$88,000 | \$57,700 | 65.6 | 18 | | | | corrected bath count adj depreciation code. |
| 199 | 6083-2219 | \$400,000 | \$339,300 | 84.8 | 14 | | | | corrected sketch. |
| 201 | 6084-1118 | \$319,300 | \$299,300 | 93.7 | 14 | | | | |
| 202 | 6084-1154 | \$345,000 | \$326,300 | 94.6 | 14 | | | | |
| 204 | 6084-1707 | \$358,000 | \$258,600 | 72.2 | 12 | | | | |
| 205 | 6084-2131 | \$360,000 | \$341,900 | 95 | 12 | | | | |
| 209 | 6085-0565 | \$475,800 | \$462,100 | 97.1 | 14 | | | | new condominium. |
| 212 | 6086-1124 | \$386,000 | \$359,700 | 93.2 | 11 | | | | |
| 213 | 6086-1873 | \$45,000 | \$42,000 | 93.3 | 18 | | | | |
| 215 | 6087-0271 | \$315,000 | \$245,300 | 77.9 | 11 | | | | corrected sketch bed&bath count. |
| 217 | 6087-1480 | \$76,100 | \$49,900 | 65.6 | 18 | | | | |
| 220 | 6088-0716 | \$590,000 | \$610,400 | 103.5 | 11 | | | | added generator corrected siding. |
| 221 | 6088-0772 | \$1,020,000 | \$1,002,300 | 98.3 | 11 | | | | |
| 222 | 6088-0881 | \$30,000 | \$29,900 | 99.7 | 44 | | | | |
| 223 | 6088-1027 | \$285,500 | \$259,600 | 90.9 | 14 | | | | |
| 224 | 6088-2374 | \$99,900 | \$73,400 | 73.5 | 18 | | | | |
| 229 | 6089-0461 | \$354,000 | \$346,500 | 97.9 | 14 | | | | |
| 230 | 6089-1481 | \$905,000 | \$754,900 | 83.4 | 11 | | | | REMOVED CENTRAL A/C. |
| 231 | 6089-2237 | \$373,000 | \$202,000 | 54.2 | 44 | | | | CORRECTED SKETCH. |
| 232 | 6089-2852 | \$466,000 | \$441,300 | 94.7 | 14 | | | | NEW CONDOMINIUM. |
| 236 | 6090-2764 | \$65,000 | \$39,900 | 61.4 | 18 | | | | corrected flooring, roof, heat. |
| 241 | 6091-0142 | \$195,000 | \$163,800 | 84 | 22 | | | | new subdivision. |



2020 Final Ratio Study Report

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|-------|-----------|------------|----------------|-------|----|----|----|------|---|
| 244 | 6091-2219 | \$33,000 | \$22,600 | 68.5 | 18 | | | | |
| 249 | 6092-1074 | \$400,000 | \$371,100 | 92.8 | 11 | | | | Resale of 37 |
| 251 | 6092-1460 | \$182,500 | \$154,500 | 84.7 | 14 | | | | added shed. |
| 253 | 6093-0481 | \$90,000 | \$88,200 | 98 | 18 | | | | |
| 254 | 6093-1180 | \$30,000 | \$26,300 | 87.7 | 18 | | | | |
| 255 | 6093-1640 | \$395,500 | \$376,200 | 95.1 | 11 | | | | |
| 256 | 6094-0667 | \$395,000 | \$329,300 | 83.4 | 14 | | | | |
| 257 | 6094-1151 | \$350,000 | \$346,500 | 99 | 14 | | | | |
| 259 | 6094-2320 | \$291,900 | \$263,200 | 90.2 | 11 | | | | |
| 260 | 6094-2393 | \$640,000 | \$614,200 | 96 | 11 | | | | |
| 261 | 6094-2606 | \$295,400 | \$266,400 | 90.2 | 14 | | | | |
| 263 | 6094-2773 | \$399,900 | \$350,900 | 87.8 | 11 | | | | |
| 264 | 6094-2789 | \$493,000 | \$459,000 | 93.1 | 11 | | | | |
| 266 | 6095-1804 | \$197,000 | \$153,900 | 78.1 | 14 | | | | |
| 268 | 6096-1384 | \$481,600 | \$441,300 | 91.6 | 14 | | | | new condominium. |
| 269 | 6096-1881 | \$305,000 | \$273,600 | 89.7 | 11 | | | | |
| 271 | 6096-2849 | \$32,000 | \$31,300 | 97.8 | 18 | | | | |
| 273 | 6097-0349 | \$610,000 | \$547,600 | 89.8 | 11 | | | | old bldg demolished new construction completed prior to 4/1/2020. |
| 274 | 6097-0522 | \$105,000 | \$96,600 | 92 | 14 | | | | |
| 275 | 6097-1104 | \$345,000 | \$338,000 | 98 | 14 | | | | |
| 277 | 6097-1544 | \$62,000 | \$59,800 | 96.4 | 18 | | | | |
| 279 | 6097-2155 | \$75,000 | \$45,600 | 60.8 | 18 | | | | total remodel. |
| 280 | 6097-2295 | \$182,500 | \$143,500 | 78.6 | 14 | | | | |
| 281 | 6097-2356 | \$369,900 | \$312,700 | 84.5 | 14 | | | | |
| 282 | 6098-0048 | \$180,000 | \$133,700 | 74.3 | 14 | | | | |
| 283 | 6098-1375 | \$450,000 | \$590,100 | 131.1 | 33 | | | | |



2020 Final Ratio Study Report

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Town Name: Exeter, Rockingham County

Use Code: AA - Any & All

Date Range: 10-01-2019 through 09-30-2020

Ratios were created using stipulated year assessments.

Included Sales

| Verno | Book Page | Sale Price | Assessed Value | Ratio | PC | MC | SC | Trim | Notes |
|-------|-----------|------------|----------------|-------|----|----|----|------|-------------------------------------|
| 284 | 6098-1960 | \$575,000 | \$446,200 | 77.6 | 11 | | | | |
| 285 | 6098-2053 | \$470,000 | \$397,500 | 84.6 | 11 | | | | |
| 287 | 6099-0312 | \$631,000 | \$630,400 | 99.9 | 11 | | | | RENOVATION COMPLETED; Resale to 505 |
| 288 | 6099-0361 | \$190,000 | \$153,900 | 81 | 14 | | | | |
| 289 | 6099-1928 | \$391,400 | \$371,300 | 94.9 | 14 | | | | new condominium. |
| 291 | 6100-0749 | \$275,000 | \$270,800 | 98.5 | 12 | | | | |
| 296 | 6101-0068 | \$344,900 | \$301,600 | 87.4 | 11 | | | | |
| 300 | 6102-0783 | \$642,000 | \$606,200 | 94.4 | 11 | | | | added uat per questionnaire. |
| 301 | 6102-1534 | \$290,400 | \$299,200 | 103 | 44 | | | | |
| 302 | 6103-0772 | \$89,900 | \$64,800 | 72.1 | 18 | | | | GENERATOR ADDED. |
| 303 | 6103-0872 | \$60,000 | \$109,100 | 181.8 | 17 | | | Yes | Warranty; no fiduciary covenants |
| 305 | 6103-2406 | \$555,000 | \$507,500 | 91.4 | 11 | | | | |
| 308 | 6104-1452 | \$516,200 | \$622,700 | 120.6 | 11 | | | | |
| 310 | 6104-1777 | \$612,000 | \$509,500 | 83.2 | 11 | | | | added a/c & 3rd bath. |
| 311 | 6104-2755 | \$295,000 | \$242,400 | 82.2 | 14 | | | | |
| 313 | 6106-1428 | \$309,900 | \$263,600 | 85.1 | 11 | | | | |
| 314 | 6106-1766 | \$265,000 | \$250,700 | 94.6 | 14 | | | | |
| 315 | 6106-1947 | \$640,000 | \$570,800 | 89.2 | 11 | | | | |
| 316 | 6106-2050 | \$315,000 | \$328,300 | 104.2 | 11 | | | | |
| 318 | 6108-0418 | \$80,000 | \$63,300 | 79.1 | 18 | | | | |
| 320 | 6108-2513 | \$441,500 | \$403,600 | 91.4 | 14 | | | | NEW CONDOMINIUM. |
| 321 | 6108-2572 | \$328,000 | \$295,100 | 90 | 11 | | | | |
| 322 | 6108-2992 | \$305,000 | \$199,500 | 65.4 | 14 | | | | |
| 323 | 6109-0811 | \$205,000 | \$165,200 | 80.6 | 14 | | | | |
| 325 | 6109-1033 | \$450,000 | \$451,400 | 100.3 | 11 | | | | |
| 326 | 6109-1126 | \$260,000 | \$255,400 | 98.2 | 11 | | | | |



2020 Final Ratio Study Report

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Date Range: 10-01-2019 through 09-30-2020

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Included Sales

| Verno | Book Page | Sale Price | Assessed Value | Ratio | PC | MC | SC | Trim | Notes |
|-------|-----------|------------|----------------|-------|----|----|----|------|--|
| 327 | 6109-1484 | \$395,000 | \$331,500 | 83.9 | 14 | | | | |
| 328 | 6109-2458 | \$397,500 | \$363,900 | 91.6 | 14 | | | | |
| 337 | 6112-0225 | \$258,000 | \$173,900 | 67.4 | 14 | | | | |
| 340 | 6113-2605 | \$52,000 | \$46,100 | 88.6 | 18 | | | | |
| 343 | 6114-0588 | \$119,900 | \$96,600 | 80.6 | 14 | | | | added top floor factor to be consistent. |
| 344 | 6114-0628 | \$459,900 | \$432,600 | 94.1 | 14 | | | | new condo. Unit 2. |
| 348 | 6115-0158 | \$625,000 | \$434,000 | 69.4 | 33 | | | | |
| 349 | 6115-0205 | \$110,000 | \$88,600 | 80.6 | 18 | | | | |
| 352 | 6115-1287 | \$97,000 | \$74,600 | 76.9 | 18 | | | | |
| 357 | 6116-0420 | \$278,800 | \$214,600 | 77 | 14 | | | | |
| 358 | 6116-0576 | \$380,000 | \$484,500 | 127.5 | 11 | | | | |
| 359 | 6116-1827 | \$685,000 | \$575,400 | 84 | 11 | | | | |
| 363 | 6117-2160 | \$343,000 | \$310,300 | 90.5 | 11 | | | | |
| 364 | 6118-0425 | \$100,000 | \$98,000 | 98 | 18 | | | | |
| 365 | 6118-0459 | \$399,900 | \$363,700 | 91 | 14 | | | | |
| 368 | 6118-2776 | \$345,000 | \$300,100 | 87 | 44 | | | | slight sketch adjustment with vision 8 conversion. |
| 370 | 6119-1740 | \$80,000 | \$59,000 | 73.8 | 18 | | | | |
| 371 | 6119-2082 | \$92,000 | \$72,700 | 79 | 18 | | | | Warranty; no fiduciary covenants |
| 372 | 6119-2205 | \$465,000 | \$434,500 | 93.4 | 11 | | | | |
| 374 | 6120-0397 | \$190,000 | \$165,100 | 86.9 | 14 | | | | |
| 380 | 6121-1033 | \$400,000 | \$432,600 | 108.2 | 11 | | | | |
| 381 | 6121-1376 | \$528,000 | \$483,800 | 91.6 | 11 | | | | |
| 382 | 6121-1818 | \$348,800 | \$346,500 | 99.3 | 14 | | | | |
| 383 | 6121-1989 | \$655,000 | \$566,500 | 86.5 | 11 | | | | abatement received for 2019. |
| 384 | 6121-2627 | \$350,000 | \$314,200 | 89.8 | 11 | | | | fep converted to bas part of kitchen. |
| 387 | 6122-0517 | \$430,500 | \$400,400 | 93 | 14 | | | | new condominium. |



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Town Name: Exeter, Rockingham County

Use Code: AA - Any & All

Date Range: 10-01-2019 through 09-30-2020

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Included Sales

| Verno | Book Page | Sale Price | Assessed Value | Ratio | PC | MC | SC | Trim | Notes |
|-------|-----------|-------------|----------------|-------|----|----|----|------|-------------------------------------|
| 392 | 6122-1874 | \$375,000 | \$314,600 | 83.9 | 14 | | | | |
| 394 | 6122-2406 | \$420,000 | \$388,300 | 92.4 | 14 | | | | |
| 402 | 6123-2749 | \$65,000 | \$47,500 | 73.1 | 18 | | | | |
| 403 | 6124-0164 | \$545,000 | \$416,500 | 76.4 | 11 | | | | |
| 405 | 6124-2722 | \$190,000 | \$155,800 | 82 | 14 | | | | added SHD1 & tile flooring. |
| 408 | 6126-0797 | \$654,900 | \$555,700 | 84.8 | 11 | | | | |
| 409 | 6126-1468 | \$320,000 | \$285,900 | 89.3 | 11 | | | | |
| 410 | 6126-1535 | \$486,000 | \$432,800 | 89 | 11 | | | | ubm to fbm. |
| 415 | 6126-2509 | \$469,900 | \$309,900 | 66 | 11 | | | | |
| 416 | 6127-1319 | \$465,000 | \$512,500 | 110.2 | 14 | | | | new condominium completed for 2020. |
| 419 | 6127-2060 | \$657,000 | \$644,300 | 98.1 | 11 | | | | |
| 420 | 6128-0573 | \$345,000 | \$277,400 | 80.4 | 11 | | | | |
| 422 | 6128-0947 | \$462,000 | \$416,300 | 90.1 | 11 | | | | |
| 424 | 6128-2077 | \$1,100,000 | \$688,600 | 62.6 | 11 | | | | |
| 426 | 6129-1219 | \$279,000 | \$207,600 | 74.4 | 11 | | | | |
| 427 | 6129-1266 | \$86,000 | \$56,800 | 66 | 18 | | | | |
| 428 | 6129-1306 | \$680,000 | \$543,200 | 79.9 | 11 | | | | corrected bed&bath count. |
| 432 | 6129-2494 | \$675,000 | \$533,600 | 79 | 11 | | | | |
| 433 | 6129-2520 | \$230,000 | \$248,800 | 108.2 | 11 | | | | |
| 434 | 6130-0187 | \$490,000 | \$445,900 | 91 | 11 | | | | |
| 437 | 6130-2474 | \$249,900 | \$212,700 | 85.1 | 14 | | | | |
| 443 | 6131-1471 | \$197,000 | \$153,900 | 78.1 | 14 | | | | |
| 444 | 6131-1942 | \$260,000 | \$145,400 | 55.9 | 44 | | | | |
| 449 | 6132-0526 | \$645,000 | \$597,400 | 92.6 | 11 | | | | |
| 450 | 6132-0632 | \$399,900 | \$375,500 | 93.9 | 14 | | | | corrected flooring a/c. |
| 452 | 6132-2915 | \$344,900 | \$346,500 | 100.5 | 14 | | | | |



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Included Sales

| Verno | Book Page | Sale Price | Assessed Value | Ratio | PC | MC | SC | Trim | Notes |
|-------|-----------|------------|----------------|-------|----|----|----|------|----------------------------------|
| 453 | 6133-1056 | \$167,500 | \$162,000 | 96.7 | 14 | | | | |
| 454 | 6133-2006 | \$369,900 | \$332,500 | 89.9 | 11 | | | | Warranty; no fiduciary covenants |
| 455 | 6133-2631 | \$495,700 | \$462,100 | 93.2 | 14 | | | | new condominium. |
| 458 | 6134-2997 | \$418,000 | \$388,300 | 92.9 | 14 | | | | corrected sketch. |
| 459 | 6135-0293 | \$228,000 | \$206,500 | 90.6 | 14 | | | | added frpl. |
| 460 | 6135-0747 | \$466,000 | \$412,800 | 88.6 | 11 | | | | |
| 461 | 6135-1621 | \$360,000 | \$287,500 | 79.9 | 11 | | | | |
| 465 | 6135-2249 | \$335,000 | \$309,200 | 92.3 | 11 | | | | |
| 466 | 6136-0642 | \$219,900 | \$171,400 | 77.9 | 14 | | | | |
| 469 | 6137-1659 | \$209,000 | \$149,500 | 71.5 | 22 | | | | new subdivided lot. |
| 470 | 6137-1947 | \$350,000 | \$293,900 | 84 | 14 | | | | corrected sketch. |
| 472 | 6137-2376 | \$110,000 | \$134,700 | 122.4 | 17 | | | | |
| 473 | 6138-0271 | \$265,000 | \$218,400 | 82.4 | 14 | | | | |
| 476 | 6139-0490 | \$720,000 | \$717,800 | 99.7 | 11 | | | | added extra fixture. |
| 477 | 6139-0901 | \$378,000 | \$359,000 | 95 | 14 | | | | |
| 478 | 6139-0986 | \$405,000 | \$372,000 | 91.8 | 14 | | | | |
| 479 | 6139-1585 | \$369,900 | \$340,700 | 92.1 | 11 | | | | modified sketch. |
| 481 | 6139-2441 | \$482,900 | \$442,100 | 91.6 | 11 | | | | |
| 482 | 6140-0182 | \$200,000 | \$153,900 | 77 | 14 | | | | |
| 483 | 6140-0589 | \$609,000 | \$387,100 | 63.6 | 11 | | | | |
| 484 | 6140-0632 | \$459,900 | \$391,900 | 85.2 | 14 | | | | |
| 485 | 6140-1153 | \$260,000 | \$207,400 | 79.8 | 11 | | | | |
| 486 | 6140-1719 | \$390,000 | \$339,500 | 87 | 14 | | | | |
| 487 | 6140-2141 | \$345,000 | \$328,800 | 95.3 | 14 | | | | |
| 488 | 6141-0666 | \$108,000 | \$111,000 | 102.8 | 14 | | | | |
| 490 | 6141-2666 | \$193,000 | \$169,300 | 87.7 | 14 | | | | |



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Included Sales

| Verno | Book Page | Sale Price | Assessed Value | Ratio | PC | MC | SC | Trim | Notes |
|-------|-----------|------------|----------------|-------|----|----|----|------|---|
| 493 | 6142-1596 | \$209,500 | \$131,700 | 62.9 | 22 | | | | |
| 494 | 6142-1919 | \$437,000 | \$375,300 | 85.9 | 11 | | | | |
| 497 | 6142-2969 | \$617,000 | \$548,800 | 89 | 11 | | | | partial basement finished. |
| 498 | 6143-0281 | \$775,000 | \$745,700 | 96.2 | 11 | | | | |
| 500 | 6143-0975 | \$717,500 | \$613,500 | 85.5 | 11 | | | | |
| 501 | 6143-1235 | \$399,000 | \$387,600 | 97.1 | 14 | | | | |
| 502 | 6143-2166 | \$810,000 | \$673,600 | 83.2 | 11 | | | | |
| 504 | 6144-0749 | \$25,000 | \$28,700 | 114.8 | 18 | | | | |
| 506 | 6144-1796 | \$639,900 | \$629,300 | 98.3 | 11 | | | | removed a/c, corrected sketch. Resale of 43 |
| 508 | 6145-0333 | \$495,000 | \$416,400 | 84.1 | 11 | | | | |
| 509 | 6145-0903 | \$280,000 | \$246,900 | 88.2 | 11 | | | | |
| 511 | 6145-1763 | \$109,200 | \$80,800 | 74 | 16 | | | | |
| 512 | 6145-1991 | \$433,000 | \$384,400 | 88.3 | 14 | | | | |
| 513 | 6146-0211 | \$625,000 | \$531,500 | 85 | 11 | | | | modified sketch. |
| 514 | 6146-0329 | \$145,000 | \$112,300 | 77.4 | 14 | | | | |
| 515 | 6146-0690 | \$335,000 | \$291,200 | 86.9 | 14 | | | | |
| 516 | 6147-0465 | \$365,000 | \$294,700 | 80.7 | 14 | | | | corrected sketch. |
| 517 | 6147-0699 | \$390,000 | \$337,200 | 86.5 | 11 | | | | |
| 518 | 6147-1514 | \$88,000 | \$50,400 | 57.3 | 18 | | | | |
| 519 | 6147-1572 | \$420,000 | \$307,600 | 73.2 | 12 | | | | |
| 520 | 6147-1608 | \$143,000 | \$69,500 | 48.6 | 18 | | | | |
| 521 | 6147-1842 | \$187,000 | \$138,900 | 74.3 | 14 | | | | |
| 523 | 6147-2569 | \$181,500 | \$129,600 | 71.4 | 14 | | | | |
| 526 | 6148-1104 | \$62,000 | \$43,100 | 69.5 | 18 | | | | |
| 527 | 6148-1306 | \$454,000 | \$441,300 | 97.2 | 14 | | | | new condominium. |
| 528 | 6148-1394 | \$375,000 | \$331,200 | 88.3 | 14 | | | | corrected sketch. |



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|-------|-----------|------------|----------------|-------|----|----|----|------|------------------------------------|
| 532 | 6148-2503 | \$382,500 | \$311,800 | 81.5 | 11 | | | | |
| 533 | 6148-2866 | \$725,000 | \$626,600 | 86.4 | 11 | | | | |
| 535 | 6149-1771 | \$317,000 | \$272,500 | 86 | 11 | | | | |
| 536 | 6150-0190 | \$205,000 | \$228,000 | 111.2 | 14 | | | | |
| 538 | 6150-2028 | \$139,000 | \$119,700 | 86.1 | 14 | | | | |
| 542 | 6151-1369 | \$395,000 | \$327,800 | 83 | 14 | | | | |
| 543 | 6151-1445 | \$401,000 | \$300,500 | 74.9 | 11 | | | | |
| 548 | 6151-2862 | \$435,000 | \$439,000 | 100.9 | 14 | | | | |
| 549 | 6151-2865 | \$720,000 | \$705,100 | 97.9 | 11 | | | | |
| 550 | 6152-0760 | \$313,000 | \$274,800 | 87.8 | 11 | | | | |
| 552 | 6152-2919 | \$430,500 | \$400,900 | 93.1 | 14 | | | | NEW CONDOMINIUM. |
| 553 | 6153-1489 | \$36,000 | \$68,100 | 189.2 | 18 | | | Yes | SOLD AS IS PLUMBING IS OPERATIONAL |
| 558 | 6154-2339 | \$459,900 | \$432,600 | 94.1 | 14 | | | | NEW CONDOMINIUM. Unit 1 |
| 559 | 6154-2565 | \$395,000 | \$339,500 | 86 | 14 | | | | |
| 561 | 6155-1258 | \$197,000 | \$153,900 | 78.1 | 14 | | | | |
| 563 | 6155-2235 | \$390,000 | \$327,800 | 84 | 14 | | | | |
| 564 | 6155-2836 | \$330,000 | \$237,900 | 72.1 | 14 | | | | |
| 566 | 6156-1063 | \$379,000 | \$281,200 | 74.2 | 12 | | | | |
| 567 | 6156-1525 | \$105,000 | \$123,100 | 117.2 | 17 | | | | |
| 568 | 6156-2034 | \$604,000 | \$492,300 | 81.5 | 11 | | | | |
| 570 | 6157-1563 | \$355,000 | \$309,800 | 87.3 | 11 | | | | |
| 574 | 6157-2354 | \$83,000 | \$52,400 | 63.1 | 18 | | | | |
| 575 | 6157-2643 | \$227,000 | \$178,000 | 78.4 | 14 | | | | |
| 576 | 6157-2792 | \$310,000 | \$273,500 | 88.2 | 14 | | | | |
| 577 | 6158-1525 | \$230,000 | \$271,000 | 117.8 | 11 | | | | Warranty; no fiduciary covenants |
| 578 | 6158-1673 | \$275,000 | \$275,100 | 100 | 12 | | | | |



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|-------|-----------|------------|----------------|-------|----|----|----|------|---|
| 579 | 6158-1752 | \$357,900 | \$338,000 | 94.4 | 14 | | | | |
| 581 | 6158-2178 | \$190,000 | \$172,800 | 91 | 14 | | | | ADJ DEPRECIATION FOR UPDATED CONDITION. |
| 584 | 6158-2615 | \$320,000 | \$304,100 | 95 | 11 | | | | |
| 587 | 6159-0417 | \$389,000 | \$317,900 | 81.7 | 11 | | | | CORRECTED BATH& BEDRM COUNT. |
| 588 | 6159-0650 | \$149,000 | \$117,000 | 78.5 | 17 | | | | |
| 589 | 6159-0811 | \$588,000 | \$428,100 | 72.8 | 11 | | | | REMOVED BARN, DEMOLISHED. |
| 591 | 6159-1832 | \$735,000 | \$692,300 | 94.2 | 11 | | | | |
| 592 | 6159-2368 | \$390,000 | \$307,400 | 78.8 | 11 | | | | |
| 593 | 6159-2456 | \$410,000 | \$334,400 | 81.6 | 11 | | | | |
| 594 | 6159-2470 | \$330,000 | \$286,600 | 86.8 | 14 | | | | |
| 600 | 6161-0045 | \$439,300 | \$403,600 | 91.9 | 14 | | | | NEW CONDOMINIUM. |
| 602 | 6161-0540 | \$225,000 | \$176,100 | 78.3 | 14 | | | | |
| 605 | 6162-0387 | \$298,800 | \$232,000 | 77.6 | 11 | | | | |
| 606 | 6162-2942 | \$325,000 | \$223,700 | 68.8 | 14 | | | | |
| 607 | 6163-0046 | \$444,000 | \$417,500 | 94 | 11 | | | | |
| 608 | 6163-0803 | \$236,000 | \$198,500 | 84.1 | 14 | | | | |
| 609 | 6163-1174 | \$464,700 | \$448,500 | 96.5 | 14 | | | | new condominium. |
| 610 | 6163-1559 | \$355,000 | \$483,100 | 136.1 | 33 | | | | corrected style. |
| 613 | 6163-2972 | \$79,900 | \$42,900 | 53.7 | 18 | | | | |
| 616 | 6164-2336 | \$152,000 | \$84,100 | 55.3 | 18 | | | | |
| 617 | 6165-1095 | \$55,000 | \$41,800 | 76 | 18 | | | | |
| 620 | 6165-2575 | \$20,000 | \$26,600 | 133 | 18 | | | | |
| 621 | 6166-0429 | \$437,800 | \$403,600 | 92.2 | 14 | | | | new condominium. |
| 622 | 6166-0522 | \$188,000 | \$137,200 | 73 | 14 | | | | |
| 625 | 6166-2772 | \$340,000 | \$324,700 | 95.5 | 14 | | | | |
| 627 | 6167-1189 | \$401,000 | \$356,700 | 89 | 11 | | | | |



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|-------|-----------|------------|----------------|-------|----|----|----|------|-------------------|
| 628 | 6167-1321 | \$80,400 | \$59,600 | 74.1 | 18 | | | | |
| 629 | 6168-1561 | \$460,000 | \$392,500 | 85.3 | 14 | | | | |
| 631 | 6168-2658 | \$200,000 | \$155,200 | 77.6 | 14 | | | | |
| 635 | 6169-0125 | \$125,000 | \$134,500 | 107.6 | 45 | | | | |
| 637 | 6169-0602 | \$290,000 | \$284,600 | 98.1 | 11 | | | | |
| 638 | 6169-1249 | \$595,000 | \$493,000 | 82.9 | 11 | | | | |
| 639 | 6169-2614 | \$460,000 | \$400,900 | 87.2 | 14 | | | | corrected sketch. |
| 641 | 6170-2983 | \$362,000 | \$286,000 | 79 | 11 | | | | |
| 642 | 6171-1350 | \$185,000 | \$136,500 | 73.8 | 14 | | | | |
| 643 | 6171-1649 | \$199,000 | \$153,900 | 77.3 | 14 | | | | |
| 645 | 6171-2441 | \$687,500 | \$553,400 | 80.5 | 11 | | | | |
| 646 | 6171-2612 | \$375,000 | \$356,100 | 95 | 14 | | | | |
| 647 | 6172-0627 | \$649,900 | \$577,000 | 88.8 | 11 | | | | |

Excluded Sales

| Verno | Book Page | Sale Price | Assessed Vaue | Ratio | PC | MC | SC | EX | Notes |
|-------|-----------|------------|---------------|-------|----|----|----|----|--|
| 2 | 6041-2799 | \$87,500 | \$185,000 | 211.4 | 17 | | | 41 | Government Related Entities: NH Housing Authority, FNMA |
| 5 | 6042-0812 | \$199,900 | \$168,900 | 84.5 | 14 | | | 89 | Resale in EQ Period Resale to 139 |
| 13 | 6043-2879 | \$58,000 | \$52,200 | 90 | 18 | | | 81 | Estate Sale With Fiduciary Covenants |
| 16 | 6044-2458 | \$191,000 | \$261,900 | 137.1 | 11 | | | 27 | Less than 100% Interest Transferred sweeney was a partial owner |
| 23 | 6045-1601 | \$175,000 | \$165,400 | 94.5 | 22 | | | 40 | Business Affiliates as Grantor/Grantee DiBona is the president of Sparkle LLC |
| 37 | 6049-0141 | \$300,000 | \$371,100 | 123.7 | 11 | | | 51 | Foreclosure Resale of 249 |
| 43 | 6050-0769 | \$378,000 | \$629,300 | 166.5 | 11 | | | 37 | Financial Entity as Grantor/Grantee Resale to 506 |
| 52 | 6052-1590 | \$45,000 | \$35,200 | 78.2 | 18 | | | 38 | Family/Relatives/Affil as Grantor/Grantee |



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Use Code: AA - Any & All

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Excluded Sales

| Verno | Book Page | Sale Price | Assessed Vaue | Ratio | PC | MC | SC | EX | Notes |
|-------|-----------|------------|---------------|-------|----|----|----|----|---|
| 99 | 6061-2198 | \$172,900 | \$333,300 | 192.8 | 14 | | | 38 | Family/Relatives/Affil as Grantor/Grantee 1/2% transferred to Daniel 1/2% retained by Maureen |
| 112 | 6065-0750 | \$262,000 | \$259,700 | 99.1 | 11 | | | 81 | Estate Sale With Fiduciary Covenants |
| 133 | 6068-1267 | \$18,000 | \$42,800 | 237.8 | 18 | | | 81 | Estate Sale With Fiduciary Covenants needs total remodel. |
| 134 | 6068-1698 | \$29,000 | \$32,300 | 111.4 | 22 | | | 81 | Estate Sale With Fiduciary Covenants Warranty w/Probate 318-2018-ET-01716; Resale to 366 |
| 141 | 6069-1978 | \$50,000 | \$369,600 | 739.2 | 11 | | | 38 | Family/Relatives/Affil as Grantor/Grantee |
| 149 | 6071-0931 | \$77,000 | \$58,300 | 75.7 | 18 | | | 81 | Estate Sale With Fiduciary Covenants |
| 168 | 6075-0710 | \$395,000 | \$396,700 | 100.4 | 11 | | | 38 | Family/Relatives/Affil as Grantor/Grantee mother sold to son. |
| 208 | 6085-0278 | \$544,900 | \$534,700 | 98.1 | 11 | | | 37 | Financial Entity as Grantor/Grantee |
| 234 | 6090-0236 | \$131,000 | \$162,900 | 124.4 | 22 | | | 41 | Government Related Entities: NH Housing Authority, FNMA |
| 235 | 6090-2668 | \$85,000 | \$40,200 | 47.3 | 18 | | | 33 | Landlord/Tenant as Grantor/Grantee |
| 243 | 6091-1852 | \$725,000 | \$4,800 | 0.7 | 22 | | | 19 | Multi-Town Property .16 ACRE IN EXETER BUILDING AND REMAINING LAND KINGSTON AND BRENTWOOD |
| 245 | 6091-2550 | \$125,000 | \$271,100 | 216.9 | 11 | | | 81 | Estate Sale With Fiduciary Covenants needs total remodel; Resale to 378 |
| 292 | 6100-1578 | \$250,000 | \$338,000 | 135.2 | 14 | | | 40 | Business Affiliates as Grantor/Grantee TWO HAMPTON RD LLC EXPIRED OAK BLUFF NEW LLC |
| 293 | 6100-1662 | \$250,000 | \$371,200 | 148.5 | 14 | | | 40 | Business Affiliates as Grantor/Grantee MRP, MATTHEW RICHARD PAOLINI PRESIDENT OF TWO HAMPTON RD |
| 294 | 6100-1696 | \$250,000 | \$338,000 | 135.2 | 14 | | | 40 | Business Affiliates as Grantor/Grantee TWO HAMPTON RD LLC EXPIRED OAK BLUFF NEW LLC |
| 295 | 6100-2720 | \$250,000 | \$329,500 | 131.8 | 14 | | | 40 | Business Affiliates as Grantor/Grantee PAOLINI MEMBERS OF TWO HAMPTON RD LLC |
| 297 | 6101-1565 | \$111,200 | \$387,200 | 348.2 | 12 | | | 82 | Deed Date Too Old or Incomplete DEED FROM JUNE 2019 |
| 298 | 6101-1802 | \$7,500 | \$26,700 | 356 | 18 | | | 33 | Landlord/Tenant as Grantor/Grantee |
| 299 | 6102-0393 | \$25,000 | \$14,700 | 58.8 | 57 | | | 35 | Government Agency as Grantor/Grantee |
| 307 | 6104-0005 | \$70,100 | \$47,600 | 67.9 | 18 | | | 51 | Foreclosure FORECLOSURE |



2020 Final Ratio Study Report

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12/28/2020 3:04:30 PM

Town Name: Exeter, Rockingham County

Use Code: AA - Any & All

Date Range: 10-01-2019 through 09-30-2020

Ratios were created using stipulated year assessments.

Excluded Sales

| Verno | Book Page | Sale Price | Assessed Value | Ratio | PC | MC | SC | EX | Notes |
|-------|-----------|------------|----------------|--------|----|----|----|----|--|
| 312 | 6105-0467 | \$775,000 | \$542,400 | 70 | 12 | | | 36 | Relig/Char/edu as Grantor/Grantee |
| 336 | 6111-2656 | \$313,000 | \$345,100 | 110.3 | 11 | | | 51 | Foreclosure |
| 338 | 6112-2310 | \$49,800 | \$343,400 | 689.6 | 11 | | | 27 | Less than 100% Interest Transferred partial owner purchased remainder of interest. |
| 362 | 6116-2936 | \$38,000 | \$42,800 | 112.6 | 18 | | | 51 | Foreclosure foreclosure |
| 366 | 6118-1787 | \$590,000 | \$336,700 | 57.1 | 11 | | | 15 | Improvements +/- Incomplete at Assmt date new construction incomplete as of 4/1/2020; Resale of 134 |
| 378 | 6121-0113 | \$316,200 | \$271,100 | 85.7 | 11 | | | 15 | Improvements +/- Incomplete at Assmt date Total remodel partial complete as of 4/1/2020; resale of 245 |
| 385 | 6122-0402 | \$335,000 | \$268,700 | 80.2 | 11 | | | 81 | Estate Sale With Fiduciary Covenants |
| 398 | 6123-0725 | \$188,000 | \$150,800 | 80.2 | 14 | | | 81 | Estate Sale With Fiduciary Covenants |
| 399 | 6123-1217 | \$737,500 | \$165,000 | 22.4 | 22 | | | 12 | Subdivided Post Asmt/Pre Sale subdivision after 4/1/2020; see 400 |
| 400 | 6123-1463 | \$50,000 | \$775,700 | 1551.4 | 22 | | | 12 | Subdivided Post Asmt/Pre Sale LOT LINE ADJUSTMENT PART OF SUBDIVISION AFTER 4/1/2020; see 399 |
| 401 | 6123-1466 | \$50,000 | \$326,300 | 652.6 | 11 | | | 12 | Subdivided Post Asmt/Pre Sale lot line adjustment part of subdivision after 4/1/2020. |
| 411 | 6126-1674 | \$120,000 | \$214,000 | 178.3 | 14 | | | 38 | Family/Relatives/Affil as Grantor/Grantee mother sold to daughter. |
| 439 | 6130-2776 | \$340,000 | \$304,900 | 89.7 | 44 | | | 21 | Multi-Parcel Conveyance (MPC) - Properties can be sold separately purchased 2 commercial condos. |
| 462 | 6135-1644 | \$375,000 | \$464,500 | 123.9 | 11 | | | 99 | Unclassified Exclusion PRESERVATION RESTRICTION AGREEMENT 5225/0008 |
| 492 | 6142-0990 | \$464,300 | \$1 | 0 | 14 | | | 15 | Improvements +/- Incomplete at Assmt date new condominium, no start as of 4/1/2020 |
| 505 | 6144-1562 | \$679,000 | \$630,400 | 92.8 | 11 | | | 15 | Improvements +/- Incomplete at Assmt date fire 4/5/19, reno's incomplete as of 4/1/20. Resale of 287 |
| 534 | 6149-1188 | \$425,000 | \$718,600 | 169.1 | 11 | | | 99 | Unclassified Exclusion CELL TOWERS ON PROPERTY W/LEASE COMMUNICATION EASEMENT |
| 540 | 6151-1148 | \$27,500 | \$128,700 | 468 | 17 | | | 33 | Landlord/Tenant as Grantor/Grantee MH PARK PURCHASE MH ROOF DISTROYED IN STORM DISTRESS |
| 569 | 6156-2378 | \$335,000 | \$338,200 | 101 | 11 | | | 36 | Relig/Char/edu as Grantor/Grantee WAS THE PARSONAGE |
| 571 | 6157-1782 | \$115,000 | \$96,700 | 84.1 | 18 | | | 81 | Estate Sale With Fiduciary Covenants |



2020 Final Ratio Study Report

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Use Code: AA - Any & All

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Excluded Sales

| Verno | Book Page | Sale Price | Assessed Vaue | Ratio | PC | MC | SC | EX | Notes |
|-------|-----------|------------|---------------|-------|----|----|----|----|---|
| 582 | 6158-2471 | \$100,000 | \$212,700 | 212.7 | 11 | | | 81 | Estate Sale With Fiduciary Covenants PURCHASED LAND PARCEL AND HOUSE PARCEL AS A PACKAGE SEPARATE DEEDS. |
| 585 | 6158-2693 | \$525,000 | \$460,800 | 87.8 | 11 | | | 81 | Estate Sale With Fiduciary Covenants PURCHASED LAND PARCEL AND HOUSE PARCEL, AS A PACKAGE SEPARATE DEEDS. |
| 599 | 6160-2810 | \$385,000 | \$320,600 | 83.3 | 11 | | | 81 | Estate Sale With Fiduciary Covenants |
| 604 | 6161-2288 | \$350,000 | \$1,272,200 | 363.5 | 11 | | | 15 | Improvements +/- incomplete at Assmt date new condominiums no documents as of April 1st 2020. |
| 624 | 6166-2173 | \$25,000 | \$35,600 | 142.4 | 18 | | | 33 | Landlord/Tenant as Grantor/Grantee park owner deed. |
| 626 | 6167-1169 | \$884,000 | \$700,600 | 79.2 | 11 | | | 21 | Multi-Parcel Conveyance (MPC) - Properties can be sold separately purchased both properties on one deed. Single family and vacant land. |
| 636 | 6169-0211 | \$725,000 | \$456,600 | 63 | 11 | | | 14 | Improvements +/- (Post Assmt/Pre Sale) incomplete as of april 1st. |