



TOWN OF NEWMARKET, NEW HAMPSHIRE

Wednesday, September 15, 2021, 7:00 PM
Town Council Chambers

- 1. Pledge of Allegiance**
- 2. Public Forum**
- 3. Town Council to Consider Acceptance of Minutes**
 - a. September 1, 2021 Non-public Meeting Minutes
 - b. September 1, 2021 Meeting Minutes
- 4. Report of the Town Manager**
 - a. Town Manager's Report
 - b. Department Reports August 2021
- 5. Committee Reports**
- 6. Old Business**
 - a. Resolutions/Ordinances in the 2nd Reading
 - i. **Resolution #2021/2022-08 ReVision Energy as Preferred Vendor for the Solarize Newmarket Project**
- 7. New Business/Correspondence**
 - a. Town Council to Consider Nominations, Appointments and Elections
 - i. **Chris Wolfe - Member-at-Large CIP Committee - Term Expiration August 2022**
 - b. Resolutions/Ordinances in the 1st Reading
 - i. **Resolution #2021/2022-09 - Naming the Town Manager as Agent for the Storm Water CRF**
 - c. Correspondence to the Town Council
 - d. Closing Comments by Town Councilors
 - e. Next Council Meeting

i. **October 6, 2021**

8. Adjournment

Visitor Orientation to the Town Council Meeting

Welcome to this evening's Council meeting. Please note that the purpose of the meeting is for the Council to accomplish its work within a qualitative time frame. Meetings are open to the public, but public participation is limited. If you wish to be heard by the Council, please note the "Public Forum" at the beginning of the meeting to speak to items on a meeting agenda and/or matters pertaining to the business of the Council. In addition, public hearings may be scheduled for public comment on specific matters.

Speakers must be residents of the Town of Newmarket, property owners in the Town of Newmarket, and/or designated representatives of recognized civic organizations or businesses located in the Town of Newmarket. When they are at the podium, speakers first need to recite their name and address for the record. Visitors should address their comments to the presiding officer and the Council as a body and not to any individual member.

Each speaker shall be provided a single opportunity for comment, limited to three (3) minutes. Public forum shall be limited to fifteen (15) minutes. Visitors should not expect a response to their comments or questions since the Council may not have discussed or taken a position on a matter. Public Forum is not a two-way dialogue between speaker(s), Councilors, and/or the Town Manager. The Chair will preserve strict order and decorum at all Town Council meetings. Outbursts from the public are not permitted.



Town Hall
186 Main Street
Newmarket, NH 03857

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Founded December 15, 1727
Chartered January 1, 1991

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TOWN OF NEWMARKET, NEW HAMPSHIRE

ATTACHMENTS:

Description	Upload Date	Type
September 1, 2021 Meeting Minutes	9/8/2021	Cover Memo

TOWN OF NEWMARKET, NEW HAMPSHIRE

TOWN COUNCIL REGULAR MEETING

September 1, 2021 7:00 PM

Town Council Chambers

6:30PM NON-PUBLIC MEETING PURSUANT TO RSA 91-A:3,II(d) - CONSIDERATION OF THE ACQUISITION, SALE OR LEASE OF REAL OR PERSONAL PROPERTY

Councilor Sanders made a motion to Approve *Sealing the September 1, 2021, Non-public Meeting Minutes*, which was seconded by Councilor Conley.

Motion was Passed by a vote of 6-0-0.

AGENDA

DRAFT MINUTES

Councilors Present: Council Chair Toni Weinstein, Council Vice-chair Helen Sanders, Councilor Jonathan Kiper, Councilor Megan Brabec, Councilor Katanna Conley, and Councilor Brian Ward.

Excused: Councilor Scott Blackstone

Staff Present: Town Manager Stephen Fournier and Wendy Chase, Recording Secretary.

Chair Weinstein convened the meeting at 7:00 PM followed by the Pledge of Allegiance.

PUBLIC FORUM

Chair Weinstein opened the Public Forum at 7:02 PM.

Chair Weinstein closed the Public Forum at 7:03 PM without public comment.

TOWN COUNCIL TO CONSIDER ACCEPTANCE OF MINUTES

July 21, 2021 Non-Public Meeting Minutes

Councilor Sanders made a motion to Approve *the June 21, 2021, Non-public Meeting Minutes*, which was seconded by Councilor Conley.

Motion was Passed by a vote of 6-0-0.

August 18, 2021 Meeting Minutes

Councilor Sanders made a motion to Approve *the August 18, 2021 Meeting Minutes*, which was seconded by Councilor Conley.

Motion was Passed by a vote of 6-0-0.

REPORT OF THE TOWN MANAGER

Town Manager's Report

- **COVID-19/VACCINATION UPDATE:** As of August 25, there are 19 active cases in the community and have had 614 cumulative cases. The Seacoast Health Region has seen a 7.1% increase in new cases over the past week and Rockingham County has seen an increase of 7.7%. 60% of the community has been vaccinated by at least one shot. Pfizer has just been approved by the FDA. Lamprey Health Care will be hosting a mobile vaccination clinic at Cheney Properties on Exeter Street on September 9th. We are monitoring whether or not changes need to be made to the mask mandate.
- **Peterborough:** The Town of Peterborough was a victim of internet-based fraud and had \$2.3M stolen from them. Finance Director Bill Tappan will look at this case and see how it may impact our operations. 1. Newmarket's ACH exposure is relatively low; 2. Most invoices are paid by paper check and mailed to the physical address and confirmed; 3. employees will engage in training on basic cyber security through Primex; 4. When we change banks we will work with them to implement payment security in the form of Positive Pay (for ACH and checks) and make more payments through the TD Bank purchasing cards.
- **FY21 Budget:** We expended 93% of our total operating budget, with \$897,743 remaining. this is much higher due to the various COVID funds we received. As for revenues, we ended up \$651,067 higher than anticipated. Motor vehicles were \$139,000 higher than anticipated and Room and Meals was \$54,114 higher.
- **Website Redesign:** We have been working with our website hosting company to redesign the Town website. The way people access the web has changed dramatically since we last redesigned the website. More people are using mobile devices to access information.

Councilor Sanders commended the Town Manager for his efforts to increase the vaccination rate and thanked him for the updates on our financial internal controls. She reminded people that banks, the IRS, etc. do not contact individuals by email.

Councilor Brabec commended the Town Manager on the proposed redesign to the town's website. Chair Weinstein agreed. She asked for an update on the South Main Street water main project.

Town Manager Fournier explained that the construction on South Main Street and Bay Road has taken longer than expected because of the amount of ledge in the area. They estimate to be complete by the end of the month and then they will pave next year.

Town Manager Fournier said that they are meeting with ARG consultants on September 8th to

discuss the Economic Development Plans for the Gateway Projects. He also said that they are still negotiating on the right-of-way issues for the solar array project.

Chair Weinstein congratulated Newmarket resident Liza Corso who took home the Silver in the women's 1500 meter at the summer paralympic games in Tokyo. She said that the Recreation Department is working on an event to honor her.

COMMITTEE REPORTS

Councilor Ward said that the Budget Committee met on Monday, August 30th. The Board accepted member Michael Mattozi's resignation; he is moving out of town. The Budget Committee now has an open seat where they can appoint a member until the next Election. They received a presentation from the School. Due to COVID-19, they spent less than anticipated and received more revenue from the State than anticipated. They have \$1.3M left in the funds. They can either use the money to lower the tax rate for next year or, pursuant to RSA 197:3-a Special Meeting for Change in Education Funding, they can change the use of the funding allowing the money to be used in the 2021/2022 fiscal year budget by a special meeting to be approved by the voters. The Special meeting would have to take place prior to setting the tax rate in November. The School is also considering a Warrant Article to change the amount of money they can retain from unexpended funds from 2.5 % to 5%. On the Town side: the revenues are slightly over than expected and expenditures are slightly under what was expected.

Councilor Conley reported that the CIP Committee met on Monday and Wednesday to start the planning process. There is a meeting scheduled on September 8th and 13th. The first meeting was informational and in the second meeting, they received reports from the Departments of Public Works, Facilities, Water, and Recreation.

Chair Weinstein said she met with Dale Pike and the Town Manager. Dale Pike is involved in many coastal and conservation committees. Mr. Pike reached out to them to suggest holding a townwide webinar and/or all boards and committees seminar to talk about what's been done by the various agencies involving sea-level rise and climate change. Town Manager Fournier said that everyone is not mandated to attend, but is invited to do so.

OLD BUSINESS

RESOLUTIONS/ORDINANCES IN THE 2ND READING

Resolution #2021/2022-07 - Request for Legal Interest in Gaziano Tract - Neal Mill Road

Councilor Sanders made a motion to Approve *the amendment in the third section pursuant to the Town Manager's comments*, which was seconded by Councilor Brabec.

Town Manager Fournier explained that the current information from S.E.L.T. was not received in time of the Agenda being set and the writing of the Resolution. He suggested that the Council make an Amendment to the Resolution by changing "legal interest" to "executory interest" in the third section as suggested by the Conservation Commission.

Motion was Passed by a vote of 6-0-0.

Councilor Sanders made a motion to Approve *Resolution #2021/2022-07 - Request for Legal*

Interest in Gaziano Tract - Neal Mill Road, which was seconded by Councilor Conley.

Town Manager Fournier explained that the Conservation Commission authorized the expenditure of \$75,000 from the conservation funds for this acquisition. This is an important tract of land along Neal Mill Road that will add to other conservation tracts of land surrounding it.

Mr. Hart from S.E.L.T. said he met with the Police Chief and Public Works Director to discuss potential parking at the trail site. He said that there are 3 options, but none of them are ideal. He suggested monitoring the situation to see if additional parking is really necessary. He also suggested putting up "do not block driveway" signs.

Motion was Passed by a vote of 6-0-0.

NEW BUSINESS/CORRESPONDENCE

TOWN COUNCIL TO CONSIDER NOMINATIONS, APPOINTMENTS AND ELECTIONS

John Greene - ZBA Alternate Member - Expiration April 2022

Councilor Sanders made a motion to Approve *the Appointment of John Greene as an Alternate Member of the ZBA with a term expiration of April 2022*, which was seconded by Councilor Conley.

Motion was Other by a vote of 6-0-0.

Capital Improvement Plan Committee (CIP) - Russell Simon - Term Expiration August 2023

Councilor Sanders made a motion to Approve *the Appointment of Russell Simon to the Capital Improvement Plan Committee with a term expiration of August 2023*, which was seconded by Councilor Conley.

Chair Weinstein mentioned that Mr. Simons has been on the CIP Committee for a number of years and is a very knowledgeable and important member of the CIP Committee.

Motion was Passed by a vote of 6-0-0.

Resolutions/Ordinances in the 1st Reading

Resolution #2021/2022-08 ReVision Energy as Preferred Vendor for the Solarize Newmarket Project

Chair Weinstein read Resolution #2021/2022-08 into the record.

CLOSING COMMENTS BY TOWN COUNCILORS

There were no closing comments

NEXT COUNCIL MEETING

September 15, 2021

ADJOURNMENT

Chair Weinstein adjourned the Meeting at 7:50 PM without objection.

Respectfully submitted,
Wendy Chase, Recording Secretary



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Town Manager's 09/15/2021 Report	9/15/2021	Cover Memo



TOWN OF NEWMARKET, NEW HAMPSHIRE
OFFICE of the TOWN MANAGER

REPORT OF THE TOWN MANAGER
September 15, 2021

COVID-19 and Vaccination Update: As of September 13, there are 16 active cases in the community. We have had 646 (6.5% of population) cumulative cases.

Our health region (Seacoast) and Rockingham County both have substantial levels of community transmission. The Seacoast Health Region has seen 6.1% increase in new cases over the past week and Rockingham County has seen an increase of 7.9%.

As of this past Monday, I reinstated a mandatory mask rule for employees that are not vaccinated. We are recommending people wear a mask in Town facilities if they are not vaccinated as well.

We have also provided flyers for town offices and businesses on best practices.



TOWN OF
NEWMARKET
NEW HAMPSHIRE

FALL 2021

COVID-19 BEST PRACTICES

GET VACCINATED

If you are not vaccinated, consider getting vaccinated as soon as possible.
You can get it at most pharmacies for free or by going to vaccines.gov

IF YOU CANNOT BE VACCINATED...

WEAR A MASK!

If you are not fully vaccinated and aged 2 or older,
you should wear a mask in indoor public places. 

EVEN IF VACCINATED, CONSIDER WEARING A MASK INDOORS

If you are fully vaccinated, to maximize protection from the Delta variant
and prevent possibly spreading it to others, consider wearing a
mask indoors in public if you are in an area of substantial or high transmission.
Currently, all of New Hampshire is an area of high transmission.

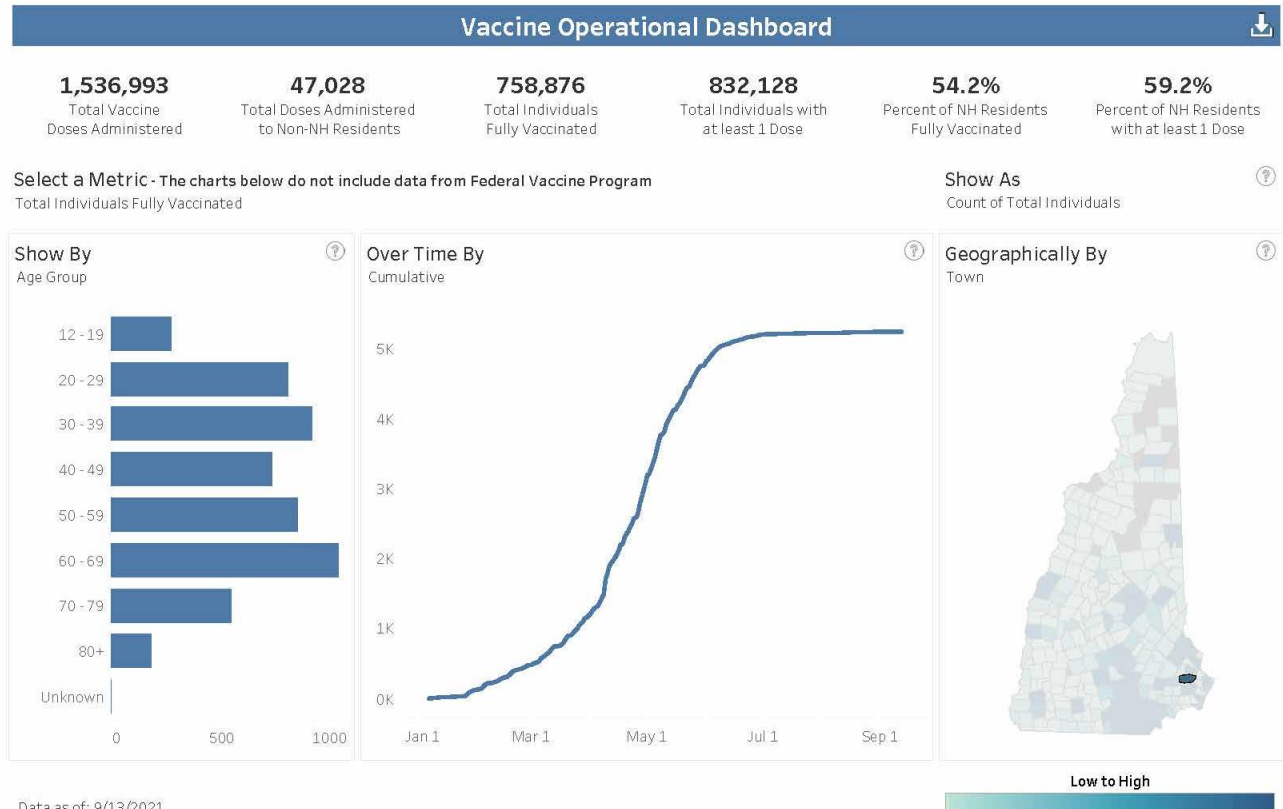
FOR MORE INFORMATION

www.covid19.nh.gov

As for vaccinations, we are seeing very little in new vaccinations. We have hit 60% community vaccinated with at least one shot.

	Pop.	At Least 1 Dose	% At least 1 Dose	Fully Vaccinated	% Fully Vaccinated
Newmarket	9,445	5,685	60%	5,2249	55.64%

We are seeing a leveling of vaccinated individuals. In addition, currently the lowest numbers of people in Newmarket vaccinated are 12-19; 20-29 and surprisingly 40-49. We are not sure if this is due to hesitancy to get the vaccine or laziness.



Last Thursday Lamprey Health Care in conjunction with the rental property owners hosted a mobile vaccination clinic at Cheney Properties offices on Exeter St. Two people got their vaccine that day.

The Community Church will be holding a vaccination clinic September 23 from 1pm to 6pm at the community church. We are hoping more people will be attending.

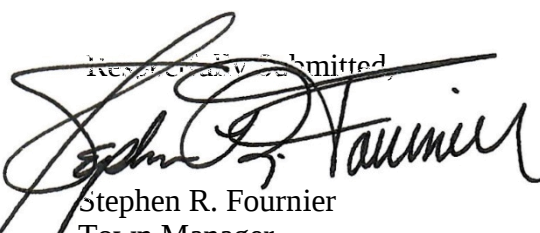
FY22 Budget: We have the Expense Report for August 2021. For FY22, we have expended 22% of the budget. While this is high, this is normal, since we pay several one-time items at the beginning of the fiscal year. I am including it with this report.

Code Enforcement Officer – Zoning Administrator: We have begun advertising for a fulltime Code Enforcement Officer – Zoning Administrator. This position will cover all of the duties previously carried out by the Building Official, plus they will now serve as the Zoning Administrator. This is common practice in many communities. This will allow the Community Development Director to focus more on planning board and development issues.

*****This section will not be reported orally to the Town Council at the meeting but will use this as a chance to update on any developments in ongoing projects. *****

Economic Development Plan: The consultants will be coming to a potential joint Town Council and Planning Board Meeting in October.

~~RESOLUTION SUBMITTED~~



Stephen R. Fournier
Town Manager

Click on the "+" sign on the left to expand your department.

Town of Newmarket, New Hampshire
Expense Report
For the Period Ended August 2021

ORG	OBJ	ACCOUNT DESCRIPTION	Fiscal Year 2022						% USED	Fiscal Year 2021						% USED
			BUDGET	REVISED BUDGET W/PRIOR YEAR ENCUMBRANCES	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET		BUDGET	REVISED BUDGET W/PRIOR YEAR ENCUMBRANCES	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	
Total 014131 Town Council			20,350.00	20,350.00	0.00	2,888.72	0.00	17,461.28	14%	20,350.00	20,350.00	293.04	3,597.44	0.00	16,752.56	18%
Total 014132 Town Administrator			227,500.06	227,500.06	19,784.22	34,111.97	0.00	193,388.09	15%	206,010.00	206,010.00	13,800.62	28,818.58	0.00	177,191.42	14%
Total 014140 Town Clerk/Tax Collect			222,541.51	222,541.51	20,145.13	29,310.82	0.00	193,230.69	13%	203,760.71	204,930.71	13,449.86	25,577.61	1,170.00	178,183.10	13%
Total 014150 Finance			290,885.51	290,885.51	70,265.81	85,008.75	26,254.50	179,622.26	38%	303,718.54	306,598.54	68,866.69	85,583.34	28,829.10	192,186.10	37%
Total 014151 Information Technology			169,592.25	170,792.25	53,209.26	61,980.27	41,450.00	67,361.98	61%	166,916.60	166,916.60	46,762.62	57,271.28	42,500.00	67,145.32	60%
Total 014152 Assessing			79,520.00	79,520.00	6,464.07	35,033.01	0.00	44,486.99	44%	78,300.00	78,300.00	5,463.17	25,264.01	0.00	53,035.99	32%
Total 014153 Legal			90,000.00	90,000.00	7,184.25	6,964.25	0.00	83,035.75	8%	90,000.00	90,000.00	7,936.50	15,607.61	0.00	74,392.39	17%
Total 014155 Human Resource			1,770,014.32	1,770,014.32	115,933.52	361,115.88	0.00	1,408,898.44	20%	1,689,830.29	1,689,830.29	113,062.20	372,209.35	0.00	1,317,620.94	22%
Total 014191 Planning			154,864.87	157,137.87	8,834.30	27,758.73	1,273.00	128,106.14	18%	139,801.30	139,801.30	8,724.01	26,887.88	0.00	112,913.42	19%
Total Building & Grounds			794,160.58	795,067.42	58,557.03	114,581.17	7,626.60	672,859.65	15%	738,647.92	738,647.92	26,066.51	81,746.62	0.00	656,901.30	11%
Total 014195 Cemetery			43,324.00	43,324.00	1,136.08	2,592.74	0.00	40,731.26	6%	37,872.40	37,872.40	254.04	1,589.32	0.00	36,283.08	4%
Total 014196 Insurance-P&L			109,277.00	109,277.00	0.00	75,534.82	0.00	33,742.18	69%	99,894.15	99,894.15	0.00	97,231.92	0.00	2,662.23	97%
Total 014199 Channel 13			49,558.11	49,558.11	2,399.92	4,264.46	0.00	45,293.65	9%	48,337.74	50,737.74	2,972.84	5,723.54	0.00	45,014.20	11%
Total 014210 Police			1,764,146.29	1,782,030.34	110,630.97	224,190.00	6,762.93	1,551,077.41	13%	1,666,831.79	1,679,544.43	123,009.35	225,506.73	6,506.57	1,447,531.13	14%
Total 014220 Fire & Rescue			503,432.00	510,983.70	37,798.01	70,188.84	9,436.40	431,358.46	16%	471,848.80	471,848.80	37,333.13	79,720.26	15,131.86	376,996.68	20%
Total 014240 Code Enforcement			82,707.00	82,707.00	14,040.73	18,106.89	0.00	64,600.11	22%	79,228.50	79,228.50	5,456.68	10,418.14	0.00	68,810.36	13%
Total 014290 Emergency Management			2,250.00	2,250.00	0.00	0.00	0.00	2,250.00	0%	2,250.00	2,250.00	0.00	0.00	0.00	2,250.00	0%
Total 014311 Public Works-Administr			514,746.42	514,746.42	36,299.79	69,068.69	0.00	445,677.73	13%	490,537.11	490,537.11	37,525.85	67,572.37	0.00	422,964.74	14%
Total 014312 Roadways & Sidewalks			455,900.00	499,453.69	37,558.96	63,593.04	235,502.31	200,358.34	60%	465,000.00	490,155.39	143,342.01	169,531.01	205,678.01	114,946.37	77%
Total 014313 Bridges			5,000.00	5,000.00	0.00	0.00	0.00	5,000.00	0%	6,000.00	6,000.00	0.00	0.00	0.00	6,000.00	0%
Total 014316 Street Lighting			45,215.72	45,215.72	2,970.78	4,669.75	0.00	40,545.97	10%	40,000.00	40,000.00	3,452.96	5,160.01	0.00	34,839.99	13%
Total 014319 Vehicle			197,200.00	198,200.00	8,106.18	12,075.99	0.00	186,124.01	6%	216,200.00	219,688.03	19,259.78	30,688.31	982.03	188,017.69	14%
Total 014441 Direct Assistance			38,450.00	38,450.00	1,303.86	2,300.61	0.00	36,149.39	6%	32,375.00	32,375.00	8,128.26	9,364.02	0.00	23,010.98	29%
Total 014444 Social Service Grants			49,980.00	49,980.00	0.00	12,108.00	0.00	37,872.00	24%	51,480.00	51,480.00	9,000.00	17,208.00	0.00	34,272.00	33%
Total 014520 Recreation			228,944.32	229,701.51	17,685.98	33,413.20	757.19	195,531.12	15%	218,576.01	218,576.01	15,766.44	29,255.06	757.19	188,563.76	14%
Total 014583 Patriotic Purposes			2,500.00	2,500.00	0.00	0.00	0.00	2,500.00	0%	2,500.00	2,500.00	0.00	0.00	0.00	2,500.00	0%
Total 014589 Grants			55,000.00	55,000.00	0.00	0.00	0.00	55,000.00	0%	63,000.00	63,000.00	0.00	0.00	0.00	63,000.00	0%
Total 014611 Conservation			2,900.00	2,900.00	249.45	498.90	0.00	2,401.10	17%	2,900.00	2,900.00	0.00	96.90	0.00	2,803.10	3%
Total 014651 Economic Development			30,000.00	50,500.00	12,250.00	12,250.00	8,250.00	30,000.00	41%	30,000.00	30,000.00	0.00	0.00	0.00	30,000.00	0%
Total 014711 Principal-LT Debt			200,000.00	200,000.00	0.00	0.00	0.00	200,000.00	0%	200,000.00	200,000.00	0.00	0.00	0.00	200,000.00	0%
Total 014721 Interest-LT Debt			70,332.00	70,332.00	0.00	33,029.38	0.00	37,302.62	47%	91,220.00	91,220.00	0.00	37,388.07	0.00	53,831.93	41%
Total 014915 Transfer to CRF			499,000.00	499,000.00	499,000.00	499,000.00	0.00	0.00	100%	535,050.00	535,057.00	0.00	535,057.00	0.00	0.00	100%
Total 01 GENERAL FUND			8,769,791.96	8,864,918.43	1,141,808.30	1,895,638.88	337,312.93	6,631,966.62	25%	8,488,436.86	8,536,249.92	709,926.56	2,044,074.38	301,554.76	6,190,620.78	27%
Total 02 LIBRARY FUND			333,059.90	333,059.90	28,623.83	50,960.32	0.00	282,099.58	15%	325,260.09	325,260.09	30,459.14	49,348.93	0.00	275,911.16	15%
Total 05 RECREATION FUND			368,812.11	379,373.11	61,780.71	117,084.35	10,561.00	251,727.76	34%	369,137.87	369,137.87	29,751.07	58,450.86	8,991.00	301,696.01	18%
Total 07 SOLID WASTE FUND			747,443.24	762,630.74	21,795.25	75,570.55	15,187.50	671,872.69	12%	630,652.51	630,652.51	100,854.52	114,869.97	8,301.00	507,481.54	20%
Total 20 WATER FUND			1,063,310.91	1,080,527.69	154,168.67	188,827.35	25,261.87	866,438.47	20%	1,026,475.07	1,041,161.47	32,207.15	255,438.57	24,596.15	761,126.75	27%
Total 30 WASTEWATER TREATMENT FUND			2,447,515.30	2,515,819.09	840,172.46	915,771.61	88,196.38	1,511,851.10	40%	2,390,797.93	2,501,905.43	420,528.47	961,830.31	113,236.55	1,426,838.57	43%
Total Operating Budget			13,729,433.42	13,936,328.96	2,248,349.22	3,245,853.06	476,513.68	10,215,956.22	27%	13,230,760.33	13,404,367.29	1,323,726.91	3,484,013.02	456,679.46	9,463,674.81	29%



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ATTACHMENTS:

Description	Upload Date	Type
Department Reports August 2021	9/10/2021	Cover Memo



Monthly Department Reports to the Town Council

August 2021

Police

Activity

Newmarket Police 3-year comparable statistics for the month of August 2021.

	<u>2021</u>	<u>2020</u>	<u>2019</u>
Total calls for service	1666	1702	1824
Motor vehicle stops	471	143	310
Arrests	15	13	12
Offense reports	24	35	41
M/V accidents	3	5	11
Parking tickets	26	39	38
Drug Overdoses	0	2	1
Alarms	15	17	22
Death Investigations	0	1	1
Mental Health Related	20	4	5

During the month of August, the Newmarket Police Dispatch Center documented 1666 calls for service. We have investigated 24 criminal complaints that require active investigations in 20 of them. The cases involve; Domestic Assault, Simple Assault, Harassment, Theft by Unauthorized Taking, Identity Fraud, Criminal Minor Transporting Alcohol, Criminal Mischief, Criminal Trespassing, Violation of a Protective Order, Possession of Drugs. Several motor vehicle complaints were received and investigated to include Driving Under the Influence, Driving After Revocation or Suspension, Speeding and Reckless Operation. Patrol Officers handled a number of alarms, juvenile incidents, animal incidents and business checks.

We have seen an increase in calls for service related to mental health issues. In the month of August, we have responded to 20 reports of subjects experiencing a mental health crisis. Two of the calls involved elderly citizens. Four of the calls required Involuntary Emergency Admission to a hospital.

Our motor vehicle activity is up. We receive numerous complaints each month about speeding cars and other motor vehicle related issues. We have increased our motor vehicle stops in an effort to address the complaints. School is back in session, and it is important to remind everyone of the reduced speed in the area of the schools. Safety is our top priority.

The following criminal case was handled by Officer Schmidt. She was in the right place at the right time.

- *On August 1st, 2021, Officer Schmidt was traveling on South Main Street near the entrance of the elementary school after receiving a report of a vehicle being operated recklessly. Officer Schmidt observed a subject swinging an item, possibly an axe, in a chopping motion at the temporary water supply lines on the side of the road. She turned around to discover that the subject had damaged the water lines and observed the water to be spraying about 20 feet up in the air. Schmidt confronted the subject who indicated he was frustrated that the supply lines had damaged his car. Schmidt ultimately placed him under arrest and charged him with a Felony for the damage caused to the water supply. We later contacted the water department and construction company working on the water project to fix the now leaking pipes. The construction workers indicated that had the subject burst the line completely he could have been severely injured, and half of the town would have been without water.*

Covid-19.

We have seen an uptick in Covid-19 numbers from the last report. Currently we have 21 cases. We have had no reported issues with Covid-19 related calls during the month of August. Some businesses continue to require mask wearing while others have dropped the requirement for fully vaccinated people.

Personnel

On August 20th, 2021 Officer Wilson Wardana graduated from the 185th New Hampshire Police Academy. He has returned to our department and is currently in field training. This picture is from the graduation and is some of the members of the department that were able to attend.



-

- August 23rd, we hired Sun Vangvanh to fill an open dispatch position. Vangvanh has lived in Newmarket since 1985 and she previously worked at Sig Sauer.
- August 23rd, we hired Gary Gott to fill an open police officer position. Gott previously worked at the Litchfield NH Police Department. Gott has 18 years of experience as a police officer and will be assigned to the schools once his field training is complete.



- August 31st, Sergeant Jeremy Hankin officially retired after 25 years of service to the Town of Newmarket. Hankin is staying with us part-time and has plans to work at White Birch Armory.



We currently have open positions for police officer and dispatcher that we are actively trying to fill.

Training

Recently we entered into an online training program through Lexipol/Police One. Officers have been able to utilize this platform for a variety of courses. The online training allows supervisors to assign training and get updates on the progress of the officers.

The Governor's LEACT Commission has now mandated 24 hours of annual training for every certified law enforcement officer in the state. Previously the requirement had been 8 hours of annual training. We believe that training is a valuable tool to assist the officers with performance of their duties and will help make us a better police department. The extra training will require an increase in our training budget along with salaries to replace officers attending training. Several officers and dispatchers have been assigned training that they will attend in the coming months.

Parking Violations

In August, patrol officers issued 26 parking tickets. We continue to be active in the parking enforcement in the downtown area. We have noticed an uptick in the number of cars parked in the downtown on the weekend. We have made an effort to pay special attention to parking on these days to help keep parking available to everyone.

Motor Vehicle Accidents

During the month of August, we responded to 3 motor vehicle accidents. This number is very low. We hope to keep those numbers down.

Fleet

All vehicles in the fleet are currently working and are being closely monitored by supervisors. One of the vehicles we ordered has come in. We picked up the new Ford Expedition which will replace the 2012 model we currently have.



I recently spoke with a representative from Ford about the new vehicles. Ford is now reporting that the vehicles will be delayed potentially several months due to a “microchip” shortage. Ford indicated that the 2nd vehicle we ordered will not be here until 2022

Police station maintenance

The Police Station facility is in good working condition. Karen Bloom from the Buildings and Ground Department has been working to update both the inside and outside of the building.

Drug related issues

In August we did not respond to any opiate related overdoses. Our police officers continue to work with those individuals and families that are affected by this epidemic. Although we have not responded to any overdoses, we have seen drug related issues. Officers recently took a subject to the hospital that was having an adverse reaction to taking “LSD”. The officer remained at the hospital with the subject and later returned him to family after receiving medical attention. We continue to offer information or connections for assistance however we have met with reluctance in many cases.

Below are the following statistics for Heroin/Opiate related overdoses and deaths since the inception of the Newmarket Alliance for Substance Abuse Prevention (N-ASAP);

2015- 45 Overdoses with 4 deaths resulting

2016- 22 Overdoses with 2 deaths resulting

2017- 15 Overdoses with 2 deaths resulting

2018- 6 Overdoses with 2 deaths resulting

2019- 3 Overdoses with 1 death resulting

2020- 8 Overdoses with 2 deaths resulting

2021- 4 Overdoses with 1 death resulting

*The police department’s culture with regards to the opiate epidemic has evolved from “arrest and incarcerate” to “intervene and assist with recovery” when it comes to individuals who are addicted to opiates. It is my personal and professional belief that we cannot arrest our way out of this epidemic. Even if we tried that route, the cost to the taxpayers would be astronomical. Furthermore, the county jails and the state prison could not house all arrested “users”. With that being said, we will **NOT** tolerate anyone who sells, distributes or dispenses any of this poison that is in our community. If anyone is caught selling, distributing or dispensing narcotics we will prosecute them to the fullest extent of the law.*

Community Policing

On August 16th Officers Stevens and Wedgeworth responded to an alarm on Fox Hollow. Once on scene the officers checked the residence to find the cause of the alarm. It appeared that workers installing flooring at the home had set the alarm off. While checking the residence the officers located a substantial water leak. Officers were able to track down the homeowner and make them aware of the problem. The homeowner indicated that a hand carved table in the basement was extremely important to him and he was out of the area. Officers went to the basement and moved the table from the water to

safe and higher ground. The officers were able to find the water leak and shut off the water saving the residence from any further damage.

Officer McGloughlin stopped to say hello to some kids and give out some sticker badges while on patrol.



Fiscal Year 2020/2021 Budget:

We have concluded fiscal year 2020-2021. I am unable to provide an exact figure at this point as we do not have the final calculations on the budget. We do anticipate being under budget at approximately 93% according to our figures. I will provide that information as soon as we have it. We have started into fiscal year 2021/2022.

Respectfully Submitted,

Greg Jordan

Police Chief

Fire Department

In August, the Department responded to 81 calls for service; 55 of which were medical calls, transporting 38 patients to area hospitals. The ambulance responded to Newfields for four medicals, transporting four patients to the hospital. The ambulance responded to Durham once for a medical call. The ladder responded to North Hampton and Exeter for building fires. The command vehicle responded to Newington for the rescue of a male subject that had fallen into a hole in the salt pile. The hole was two feet wide and 30 feet deep and it took four hours to extricate the subject.



Ryan Jarosz was promoted from the call department to fulltime status as firefighter/AEMT. Ryan started his career here in August of 2015 and has completed all the necessary training to become a full-timer. Ryan is a Newmarket native and will be an asset to the department.

We were well prepared for hurricane Henri and the storm was uneventful for us. We were very lucky because the western part of the state wasn't so fortunate. With all the recent rainfall over July and August there haven't really been any issues in town to date.

I have attached charts with activity reports for the month of August.

Newmarket Fire & Rescue

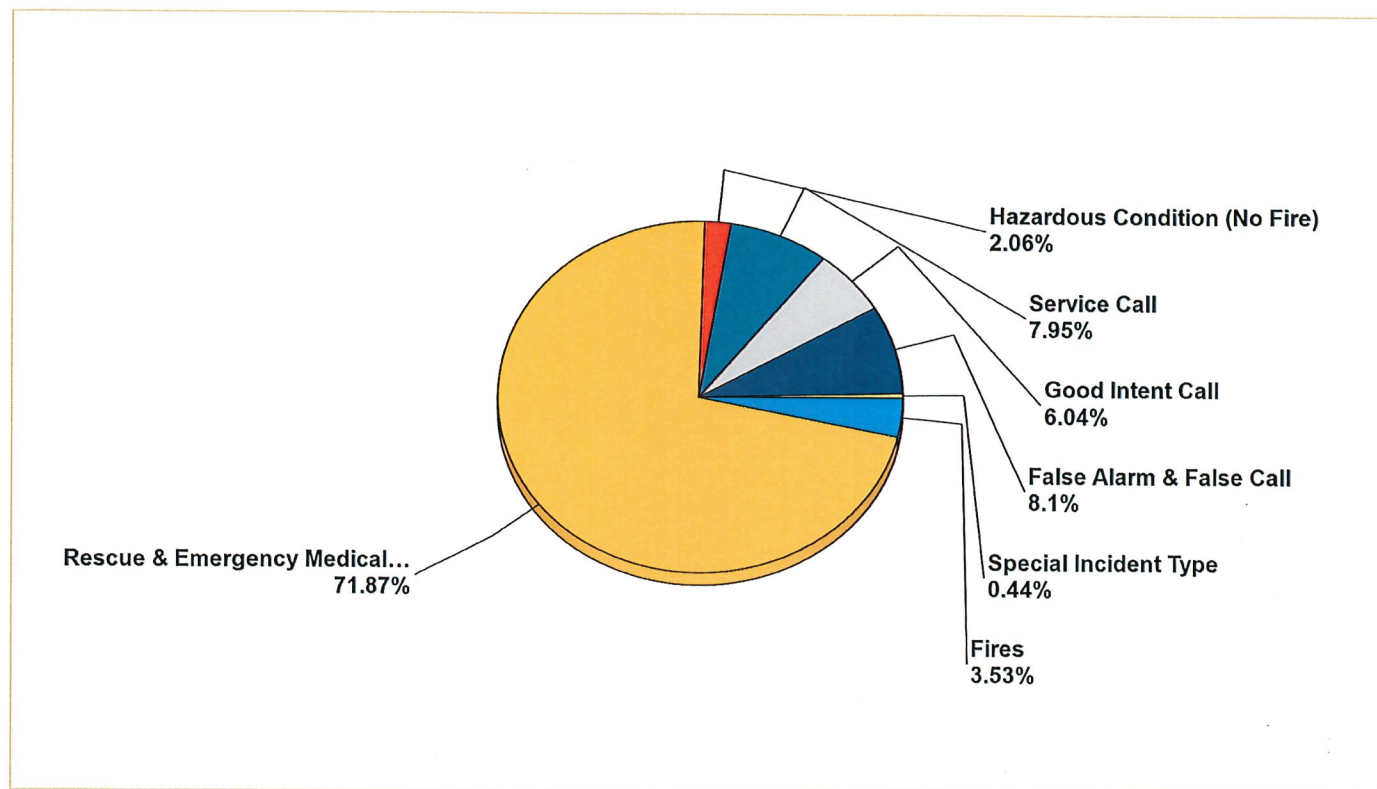
Newmarket, NH

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Breakdown by Major Incident Types for Date Range

Zone(s): All Zones | Start Date: 01/01/2021 | End Date: 08/31/2021



MAJOR INCIDENT TYPE	# INCIDENTS	% of TOTAL
Fires	24	3.53%
Rescue & Emergency Medical Service	488	71.87%
Hazardous Condition (No Fire)	14	2.06%
Service Call	54	7.95%
Good Intent Call	41	6.04%
False Alarm & False Call	55	8.1%
Special Incident Type	3	0.44%
TOTAL	679	100%

Only REVIEWED and/or LOCKED IMPORTED incidents are included. Summary results for a major incident type are not displayed if the count is zero.



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Doc Id: 553
Page # 1 of 2

Detailed Breakdown by Incident Type

INCIDENT TYPE	# INCIDENTS	% of TOTAL
100 - Fire, other	2	0.29%
111 - Building fire	7	1.03%
113 - Cooking fire, confined to container	1	0.15%
116 - Fuel burner/boiler malfunction, fire confined	1	0.15%
138 - Off-road vehicle or heavy equipment fire	1	0.15%
140 - Natural vegetation fire, other	1	0.15%
141 - Forest, woods or wildland fire	2	0.29%
142 - Brush or brush-and-grass mixture fire	8	1.18%
143 - Grass fire	1	0.15%
300 - Rescue, EMS incident, other	1	0.15%
311 - Medical assist, assist EMS crew	9	1.33%
320 - Emergency medical service, other	6	0.88%
321 - EMS call, excluding vehicle accident with injury	449	66.13%
322 - Motor vehicle accident with injuries	9	1.33%
324 - Motor vehicle accident with no injuries.	8	1.18%
350 - Extrication, rescue, other	1	0.15%
353 - Removal of victim(s) from stalled elevator	2	0.29%
361 - Swimming/recreational water areas rescue	1	0.15%
365 - Watercraft rescue	2	0.29%
412 - Gas leak (natural gas or LPG)	1	0.15%
413 - Oil or other combustible liquid spill	1	0.15%
424 - Carbon monoxide incident	7	1.03%
440 - Electrical wiring/equipment problem, other	2	0.29%
441 - Heat from short circuit (wiring), defective/worn	3	0.44%
500 - Service Call, other	4	0.59%
510 - Person in distress, other	1	0.15%
511 - Lock-out	8	1.18%
520 - Water problem, other	3	0.44%
522 - Water or steam leak	1	0.15%
531 - Smoke or odor removal	1	0.15%
550 - Public service assistance, other	1	0.15%
551 - Assist police or other governmental agency	5	0.74%
552 - Police matter	1	0.15%
553 - Public service	3	0.44%
554 - Assist invalid	2	0.29%
561 - Unauthorized burning	5	0.74%
571 - Cover assignment, standby, moveup	19	2.8%
600 - Good intent call, other	9	1.33%
611 - Dispatched & cancelled en route	25	3.68%
622 - No incident found on arrival at dispatch address	3	0.44%
651 - Smoke scare, odor of smoke	4	0.59%
700 - False alarm or false call, other	1	0.15%
714 - Central station, malicious false alarm	2	0.29%
730 - System malfunction, other	2	0.29%
733 - Smoke detector activation due to malfunction	9	1.33%
734 - Heat detector activation due to malfunction	1	0.15%
735 - Alarm system sounded due to malfunction	9	1.33%
736 - CO detector activation due to malfunction	5	0.74%
740 - Unintentional transmission of alarm, other	2	0.29%
743 - Smoke detector activation, no fire - unintentional	7	1.03%
744 - Detector activation, no fire - unintentional	3	0.44%
745 - Alarm system activation, no fire - unintentional	7	1.03%
746 - Carbon monoxide detector activation, no CO	7	1.03%
900 - Special type of incident, other	3	0.44%
TOTAL INCIDENTS:	679	100%

Only REVIEWED and/or LOCKED IMPORTED incidents are included. Summary results for a major incident type are not displayed if the count is zero.



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Doc Id: 553
Page # 2 of 2

Newmarket Fire & Rescue

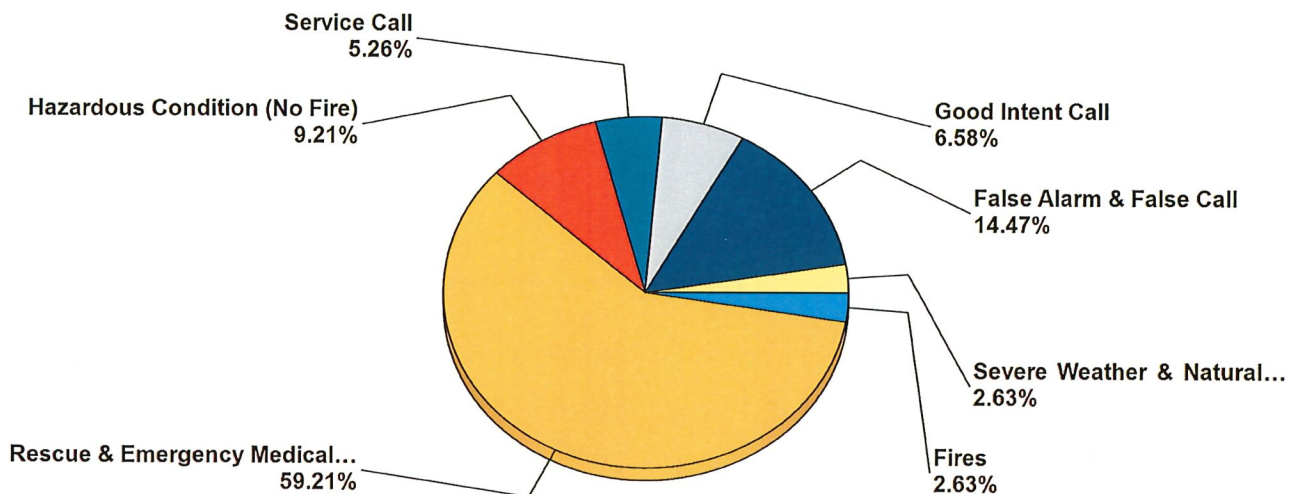
Newmarket, NH

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Breakdown by Major Incident Types for Date Range

Zone(s): All Zones | Start Date: 08/01/2020 | End Date: 08/31/2020



MAJOR INCIDENT TYPE	# INCIDENTS	% of TOTAL
Fires	2	2.63%
Rescue & Emergency Medical Service	45	59.21%
Hazardous Condition (No Fire)	7	9.21%
Service Call	4	5.26%
Good Intent Call	5	6.58%
False Alarm & False Call	11	14.47%
Severe Weather & Natural Disaster	2	2.63%
TOTAL	76	100%

Only REVIEWED and/or LOCKED IMPORTED incidents are included. Summary results for a major incident type are not displayed if the count is zero.



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Doc Id: 553
Page # 1 of 2

Detailed Breakdown by Incident Type		
INCIDENT TYPE	# INCIDENTS	% of TOTAL
142 - Brush or brush-and-grass mixture fire	1	1.32%
152 - Garbage dump or sanitary landfill fire	1	1.32%
320 - Emergency medical service, other	1	1.32%
321 - EMS call, excluding vehicle accident with injury	44	57.89%
413 - Oil or other combustible liquid spill	1	1.32%
424 - Carbon monoxide incident	1	1.32%
440 - Electrical wiring/equipment problem, other	1	1.32%
444 - Power line down	1	1.32%
445 - Arcing, shorted electrical equipment	2	2.63%
460 - Accident, potential accident, other	1	1.32%
500 - Service Call, other	1	1.32%
550 - Public service assistance, other	1	1.32%
561 - Unauthorized burning	1	1.32%
571 - Cover assignment, standby, moveup	1	1.32%
600 - Good intent call, other	4	5.26%
611 - Dispatched & cancelled en route	1	1.32%
711 - Municipal alarm system, malicious false alarm	1	1.32%
715 - Local alarm system, malicious false alarm	1	1.32%
730 - System malfunction, other	2	2.63%
733 - Smoke detector activation due to malfunction	2	2.63%
735 - Alarm system sounded due to malfunction	1	1.32%
736 - CO detector activation due to malfunction	1	1.32%
743 - Smoke detector activation, no fire - unintentional	1	1.32%
745 - Alarm system activation, no fire - unintentional	2	2.63%
800 - Severe weather or natural disaster, other	1	1.32%
813 - Wind storm, tornado/hurricane assessment	1	1.32%
TOTAL INCIDENTS:	76	100%

Only REVIEWED and/or LOCKED IMPORTED incidents are included. Summary results for a major incident type are not displayed if the count is zero.

Newmarket Fire & Rescue

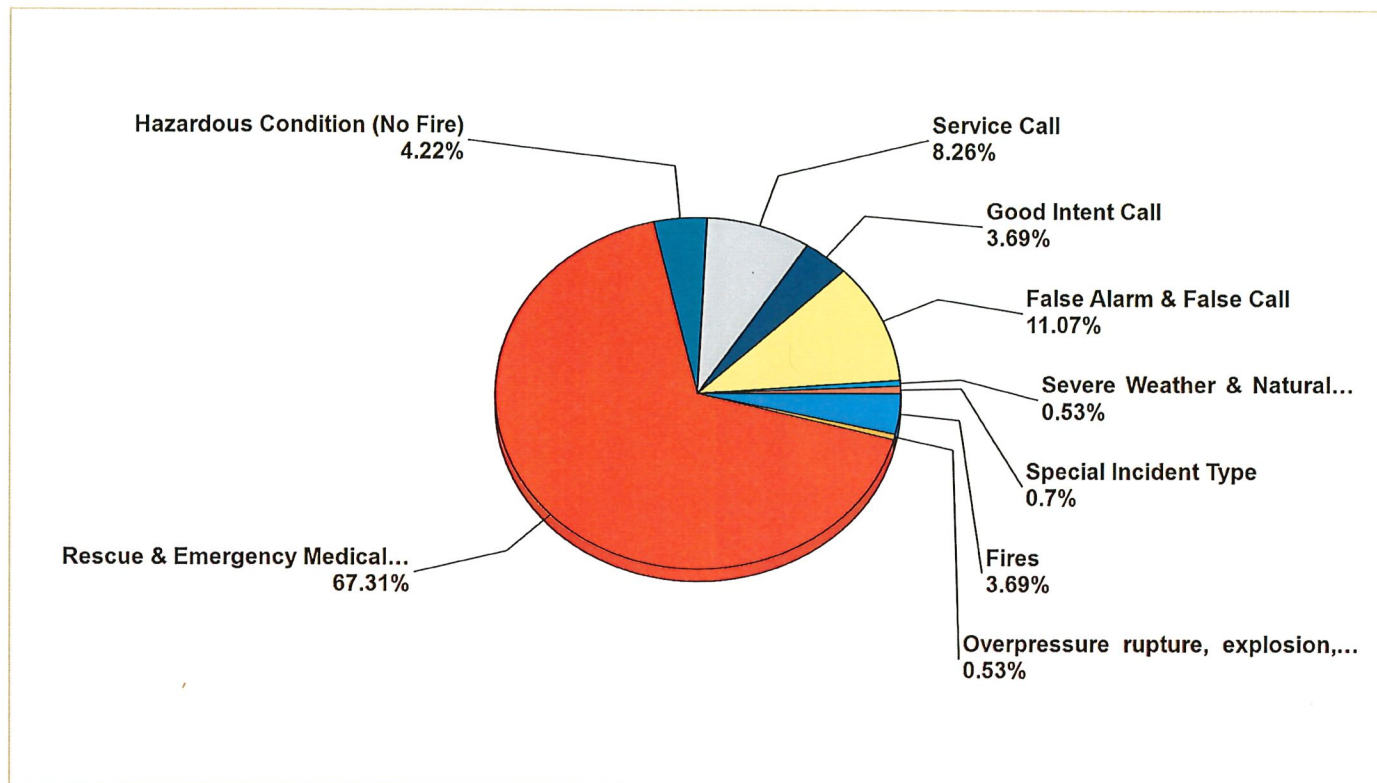
Newmarket, NH

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Breakdown by Major Incident Types for Date Range

Zone(s): All Zones | Start Date: 01/01/2020 | End Date: 08/31/2020



MAJOR INCIDENT TYPE	# INCIDENTS	% of TOTAL
Fires	21	3.69%
Overpressure rupture, explosion, overheating - no fire	3	0.53%
Rescue & Emergency Medical Service	383	67.31%
Hazardous Condition (No Fire)	24	4.22%
Service Call	47	8.26%
Good Intent Call	21	3.69%
False Alarm & False Call	63	11.07%
Severe Weather & Natural Disaster	3	0.53%
Special Incident Type	4	0.7%
TOTAL	569	100%

Only REVIEWED and/or LOCKED IMPORTED incidents are included. Summary results for a major incident type are not displayed if the count is zero.



emergencyreporting.com
Doc Id: 553
Page # 1 of 3

Detailed Breakdown by Incident Type

INCIDENT TYPE	# INCIDENTS	% of TOTAL
100 - Fire, other	1	0.18%
111 - Building fire	5	0.88%
114 - Chimney or flue fire, confined to chimney or flue	3	0.53%
140 - Natural vegetation fire, other	2	0.35%
141 - Forest, woods or wildland fire	1	0.18%
142 - Brush or brush-and-grass mixture fire	5	0.88%
152 - Garbage dump or sanitary landfill fire	1	0.18%
154 - Dumpster or other outside trash receptacle fire	2	0.35%
160 - Special outside fire, other	1	0.18%
251 - Excessive heat, scorch burns with no ignition	3	0.53%
300 - Rescue, EMS incident, other	1	0.18%
311 - Medical assist, assist EMS crew	2	0.35%
320 - Emergency medical service, other	12	2.11%
321 - EMS call, excluding vehicle accident with injury	360	63.27%
322 - Motor vehicle accident with injuries	3	0.53%
324 - Motor vehicle accident with no injuries.	3	0.53%
353 - Removal of victim(s) from stalled elevator	1	0.18%
381 - Rescue or EMS standby	1	0.18%
400 - Hazardous condition, other	1	0.18%
410 - Combustible/flammable gas/liquid condition, other	2	0.35%
411 - Gasoline or other flammable liquid spill	1	0.18%
412 - Gas leak (natural gas or LPG)	4	0.7%
413 - Oil or other combustible liquid spill	2	0.35%
424 - Carbon monoxide incident	3	0.53%
440 - Electrical wiring/equipment problem, other	1	0.18%
441 - Heat from short circuit (wiring), defective/worn	1	0.18%
442 - Overheated motor	1	0.18%
444 - Power line down	3	0.53%
445 - Arcing, shorted electrical equipment	3	0.53%
460 - Accident, potential accident, other	1	0.18%
461 - Building or structure weakened or collapsed	1	0.18%
500 - Service Call, other	4	0.7%
510 - Person in distress, other	1	0.18%
511 - Lock-out	7	1.23%
531 - Smoke or odor removal	4	0.7%
541 - Animal problem	1	0.18%
550 - Public service assistance, other	6	1.05%
551 - Assist police or other governmental agency	3	0.53%
553 - Public service	7	1.23%
554 - Assist invalid	5	0.88%
555 - Defective elevator, no occupants	1	0.18%
561 - Unauthorized burning	2	0.35%
571 - Cover assignment, standby, moveup	6	1.05%
600 - Good intent call, other	8	1.41%
611 - Dispatched & cancelled en route	9	1.58%
622 - No incident found on arrival at dispatch address	1	0.18%
651 - Smoke scare, odor of smoke	2	0.35%
652 - Steam, vapor, fog or dust thought to be smoke	1	0.18%
700 - False alarm or false call, other	1	0.18%
711 - Municipal alarm system, malicious false alarm	3	0.53%
713 - Telephone, malicious false alarm	2	0.35%
715 - Local alarm system, malicious false alarm	2	0.35%
730 - System malfunction, other	5	0.88%
733 - Smoke detector activation due to malfunction	12	2.11%
734 - Heat detector activation due to malfunction	1	0.18%

Only REVIEWED and/or LOCKED IMPORTED incidents are included. Summary results for a major incident type are not displayed if the count is zero.

Detailed Breakdown by Incident Type		
INCIDENT TYPE	# INCIDENTS	% of TOTAL
735 - Alarm system sounded due to malfunction	4	0.7%
736 - CO detector activation due to malfunction	4	0.7%
740 - Unintentional transmission of alarm, other	2	0.35%
743 - Smoke detector activation, no fire - unintentional	8	1.41%
744 - Detector activation, no fire - unintentional	2	0.35%
745 - Alarm system activation, no fire - unintentional	15	2.64%
746 - Carbon monoxide detector activation, no CO	2	0.35%
800 - Severe weather or natural disaster, other	1	0.18%
813 - Wind storm, tornado/hurricane assessment	2	0.35%
900 - Special type of incident, other	4	0.7%
TOTAL INCIDENTS:	569	100%

Only REVIEWED and/or LOCKED IMPORTED incidents are included. Summary results for a major incident type are not displayed if the count is zero.



emergencyreporting.com
Doc Id: 553
Page # 3 of 3

Newmarket Fire & Rescue

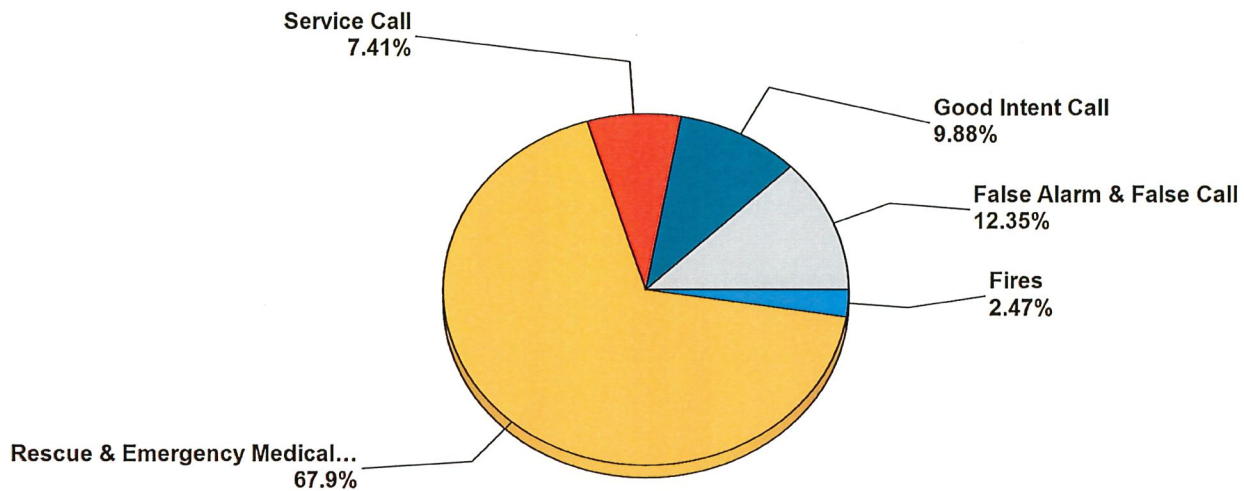
Newmarket, NH

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Breakdown by Major Incident Types for Date Range

Zone(s): All Zones | Start Date: 08/01/2021 | End Date: 08/31/2021



MAJOR INCIDENT TYPE	# INCIDENTS	% of TOTAL
Fires	2	2.47%
Rescue & Emergency Medical Service	55	67.9%
Service Call	6	7.41%
Good Intent Call	8	9.88%
False Alarm & False Call	10	12.35%
TOTAL	81	100%

Only REVIEWED and/or LOCKED IMPORTED incidents are included. Summary results for a major incident type are not displayed if the count is zero.

Detailed Breakdown by Incident Type		
INCIDENT TYPE	# INCIDENTS	% of TOTAL
100 - Fire, other	1	1.23%
113 - Cooking fire, confined to container	1	1.23%
320 - Emergency medical service, other	2	2.47%
321 - EMS call, excluding vehicle accident with injury	52	64.2%
322 - Motor vehicle accident with injuries	1	1.23%
500 - Service Call, other	1	1.23%
550 - Public service assistance, other	1	1.23%
554 - Assist invalid	1	1.23%
561 - Unauthorized burning	1	1.23%
571 - Cover assignment, standby, moveup	2	2.47%
611 - Dispatched & cancelled en route	6	7.41%
622 - No incident found on arrival at dispatch address	1	1.23%
651 - Smoke scare, odor of smoke	1	1.23%
730 - System malfunction, other	1	1.23%
733 - Smoke detector activation due to malfunction	3	3.7%
735 - Alarm system sounded due to malfunction	2	2.47%
745 - Alarm system activation, no fire - unintentional	1	1.23%
746 - Carbon monoxide detector activation, no CO	3	3.7%
TOTAL INCIDENTS:	81	100%

Only REVIEWED and/or LOCKED IMPORTED incidents are included. Summary results for a major incident type are not displayed if the count is zero.

Newmarket Fire & Rescue

Newmarket, NH

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Incident Detail for Aid Given and Received for Incident Type Range for Date Range

Incident Type Range: 100 - 911 | StartDate: 08/01/2021 | EndDate: 08/31/2021

INCIDENT DATE	INCIDENT #	ADDRESS	INCIDENT TYPE	SHIFT
AID TYPE: Mutual aid given				
08/02/2021	2021-606	Squamscott River	611 - Dispatched & cancelled en route	1 - Station 1
08/03/2021	2021-612	29 Hayes drive	571 - Cover assignment, standby, moveup	1 - Station 1
08/14/2021	2021-645	36 Pinewood DR	100 - Fire, other	1 - Station 1
08/18/2021	2021-657	29 Frost DR	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/23/2021	2021-670	372 Shattuck WAY	500 - Service Call, other	1 - Station 1

Percentage of Total Incidents: 6.17%

AID TYPE: Mutual aid received				
08/02/2021	2021-605	50 Honeycomb WAY	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/02/2021	2021-607	330 Ashswamp Rd	611 - Dispatched & cancelled en route	1 - Station 1
08/03/2021	2021-610	9 Grant Road	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/08/2021	2021-623	28 Gordon AVE	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/08/2021	2021-626	2G Salmon ST	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/10/2021	2021-629	9 Grant RD	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/16/2021	2021-648	9 Grant RD	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/17/2021	2021-651	143 Piscassic RD	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/23/2021	2021-669	3 Winkler WAY	322 - Motor vehicle accident with injuries	1 - Station 1

Percentage of Total Incidents: 11.11%

Displays all incidents with aid given or received, and excludes incidents with neither. Percentages calculated from total number of incidents for parameters provided. Only REVIEWED incidents included.



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Doc Id: 952
Page # 1 of 1

Newmarket Fire & Rescue

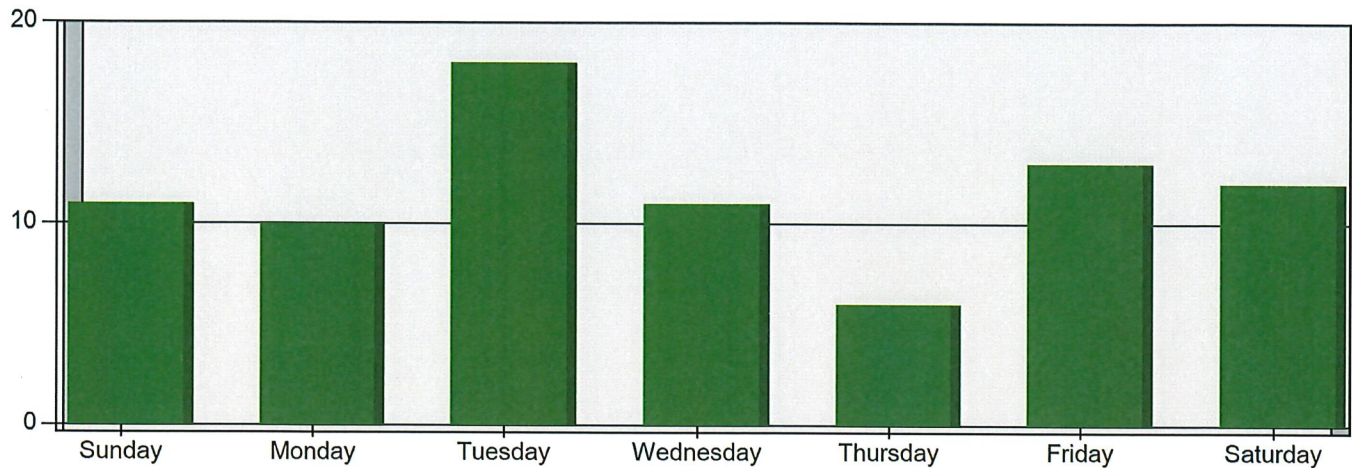
Newmarket, NH

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Incidents by Day of the Week for Date Range

Start Incident Type: 100 | End Incident Type: 911 | Start Date: 08/01/2021 | End Date: 08/31/2021



DAY OF THE WEEK	# INCIDENTS
Sunday	11
Monday	10
Tuesday	18
Wednesday	11
Thursday	6
Friday	13
Saturday	12
TOTAL	81

Only Reviewed incidents included.



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Doc Id: 1284
Page # 1 of 1

Newmarket Fire & Rescue

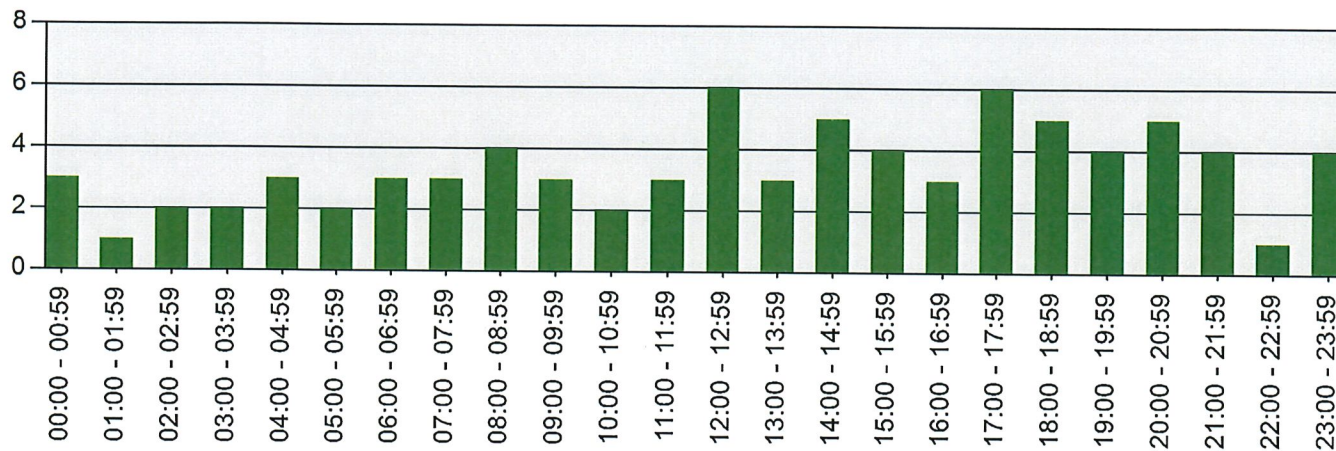
Newmarket, NH

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Incidents per Hour for Incident Type Range for Date Range

Start Incident Type: 100 | End Incident Type: 911 | Start Date: 08/01/2021 | End Date: 08/31/2021



Hour	# of Calls
00:00 - 00:59	3
01:00 - 01:59	1
02:00 - 02:59	2
03:00 - 03:59	2
04:00 - 04:59	3
05:00 - 05:59	2
06:00 - 06:59	3
07:00 - 07:59	3
08:00 - 08:59	4
09:00 - 09:59	3
10:00 - 10:59	2
11:00 - 11:59	3
12:00 - 12:59	6
13:00 - 13:59	3
14:00 - 14:59	5
15:00 - 15:59	4
16:00 - 16:59	3
17:00 - 17:59	6
18:00 - 18:59	5
19:00 - 19:59	4
20:00 - 20:59	5
21:00 - 21:59	4
22:00 - 22:59	1
23:00 - 23:59	4
TOTAL:	81

Only REVIEWED incidents included.



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Page # 1 of 1

Public Works

The crew has been replacing old culverts and ditching the roads in preparation of paving. The paving has begun, and Gonet Drive has been completed. The rest of the roads will be paved in September.

The department has also been preparing Bay Road for the new sidewalk. New catch basins and drainage lines have been installed, ledge removed, and roadway widened. The curbing crew is scheduled for the third week of September pending no delays with the waterline replacement. The new sidewalk will extend from Main Street to the Heron Point Estates.



Work will continue on Bay Road and South Main Street with the new water line replacement project. The bulk of the work on South Main Street is complete. The final paving will be done after the trenches go through a freeze thaw cycle in the spring of 2022.

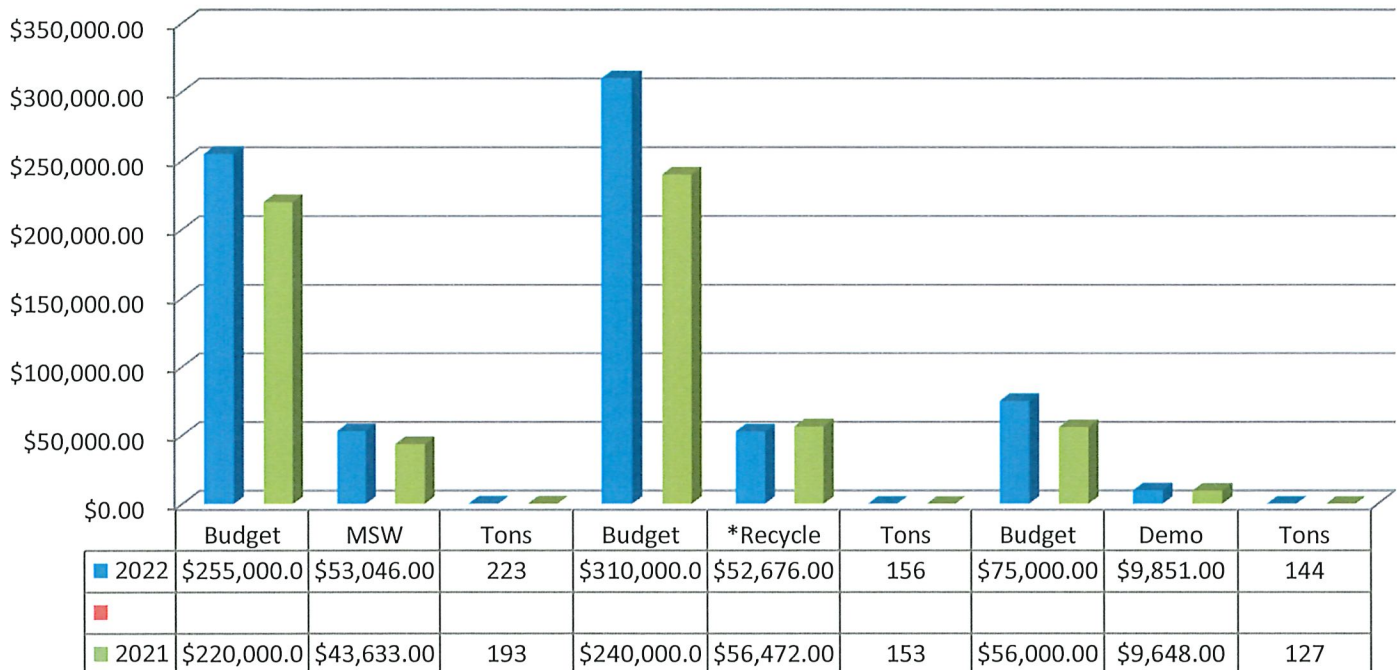
The New Road Drainage Project will go out to bid in September with construction beginning in the spring of 2022.

I have attached charts with activity reports for the month of August.

	Budget	MSW	Tons	Budget	*Recycle	Tons	Budget	Demo
2022	\$255,000.00	\$53,046.00	223	\$310,000.00	\$52,676.00	156	\$75,000.00	\$9,851.00
2021	\$220,000.00	\$43,633.00	193	\$240,000.00	\$56,472.00	153	\$56,000.00	\$9,648.00

*Recycle \$ includes curbside, roll-off and composting

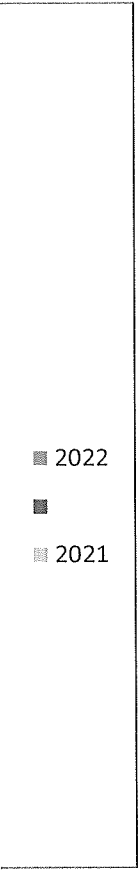
Public Works Department YTD Solid Waste



Tons

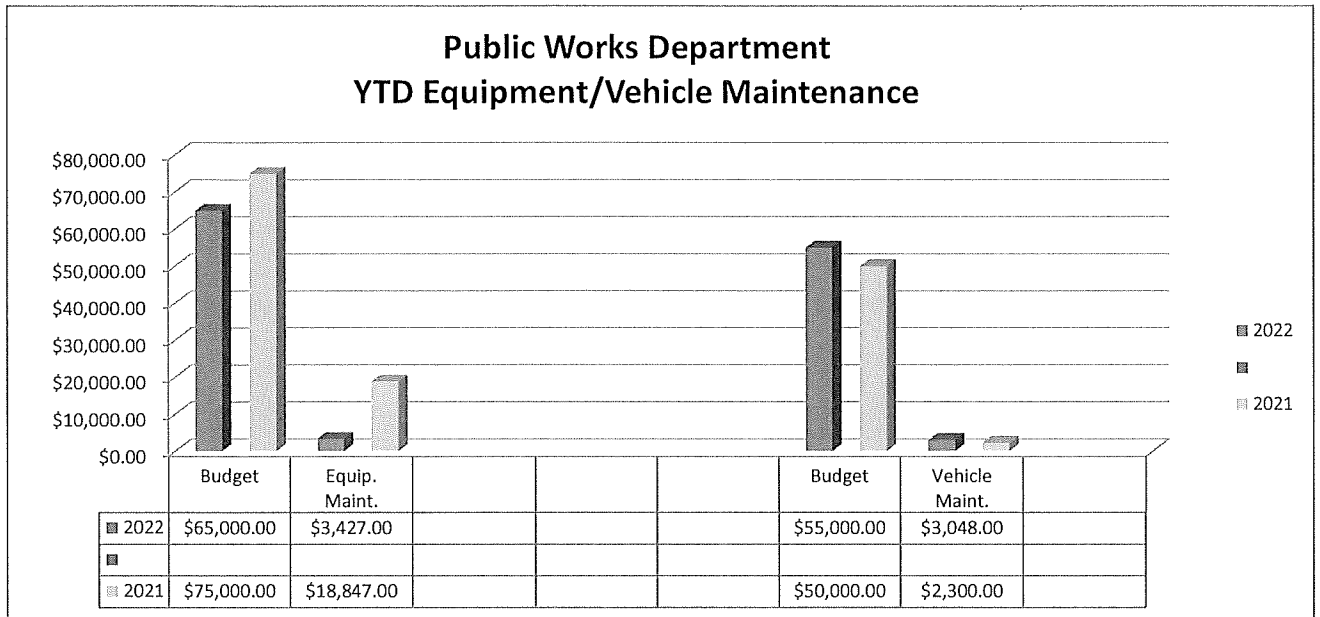
144

127

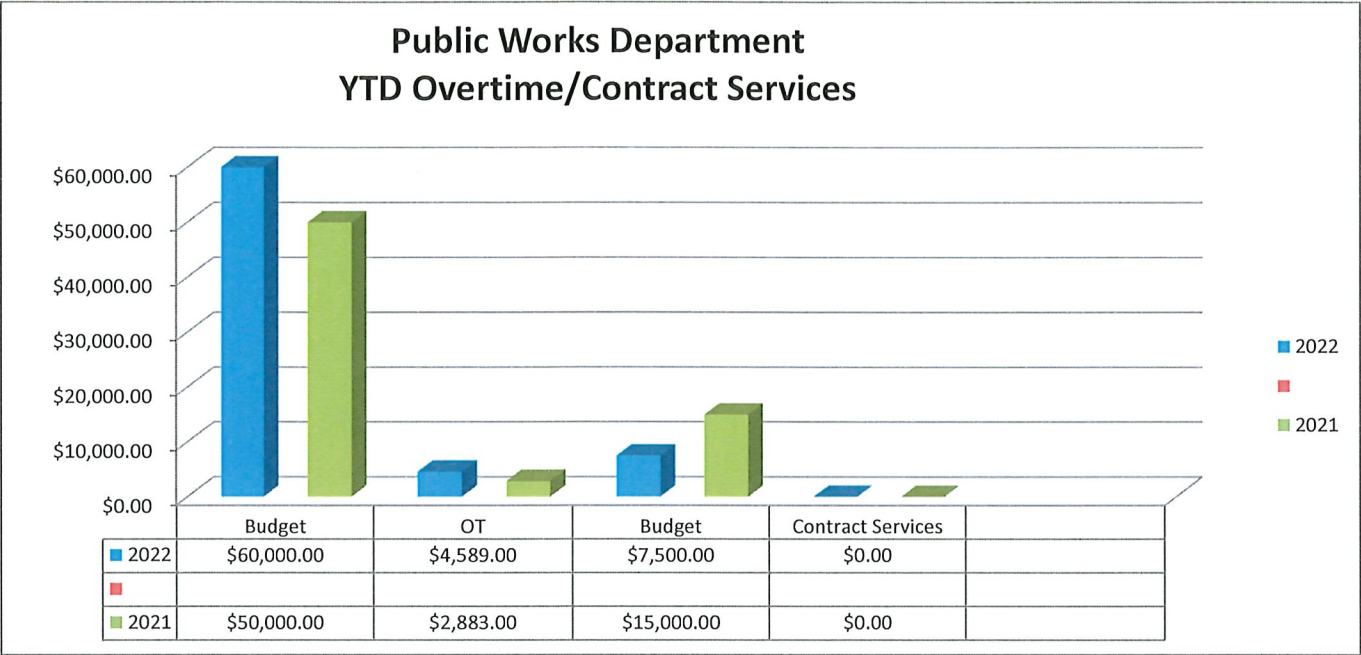


	Budget	Equip. Maint.
2022	\$65,000.00	\$3,427.00
2021	\$75,000.00	\$18,847.00

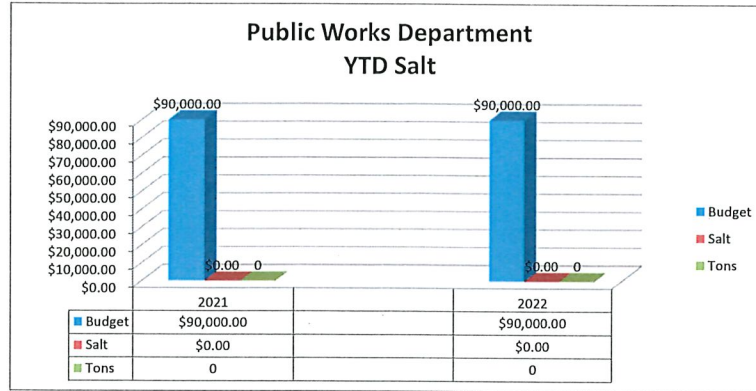
	Budget	Vehicle Maint.
	\$55,000.00	\$3,048.00
	\$50,000.00	\$2,300.00



	Budget	OT	Budget	Contract Services
2022	\$60,000.00	\$4,589.00	\$7,500.00	\$0.00
2021	\$50,000.00	\$2,883.00	\$15,000.00	\$0.00



	Budget	Salt	Tons
2021	\$90,000.00	\$0.00	0
2022	\$90,000.00	\$0.00	0



Environmental Services Department

Below is the maintenance that was performed on the Newmarket wastewater system for the month of August.

Wastewater Monthly Maintenance Report

- 8/3/2021 - Bay Rd. lift station - Installed a new UPS battery backup in the stations RTU unit. Total cost for the battery backup was \$147.99.
- 8/5/2021 - All Wastewater lift stations were checked.
- 8/10/2021 - Bay Rd. lift station - The stations RTU telemetry unit failed, EII came in and found that the RTU unit had lost its program, they reinstalled the program and the RTU unit is working again.
- 8/11/2021 - Finished putting primary sludge pump #1 back together and put pump back online.
- 8/12/2021 - All Wastewater lift stations were checked.
- 8/16/2021 - We started to paint another coat of Epoxy on the launder of secondary clarifier #1.
- 8/17/2021 - Cedar St. lift station - Both pumps were air bound and not pumping down the wet well. Bled the air out of the pumps and got them working again.
- 8/18/2021 - Cedar St. lift station - Cleaned the stations wet well ultrasonic level indicator to see if that might be what was causing the pumps to go air bound. It seems to have worked.
- 8/19/2021 - All Wastewater lift stations were checked.
- 8/24/2021 - Installed a new air particulate filter/regulator on the Huber sludge press conveyor system that opens and closes the conveyor gates over the sludge dumpster. The total cost for the regulator including shipping was \$142.43.
- 8/25/2021 - Continued to paint the launder of secondary clarifier #1.
- 8/26/2021 - Finished adding 2 more coats of epoxy paint to the launder of secondary clarifier #1. The total cost for the paint and painting supplies was \$2238.21.
- 8/27/2021 - Installed one new durometer neoprene squeegee on one of the scum skimmers arms for secondary clarifier #1.
 - All Wastewater lift stations were checked.

- 8/30/2021 - Installed one new durometer neoprene squeegee on the other scum skimmer arms for secondary clarifier #1.
- Started to finish pumping down the remaining water in secondary clarifier #1 to finish its yearly inspection.
- 8/31/2021 - Finished cleaning out secondary clarifier #1 and inspection of its mechanisms. The clarifier is ready to be put back online.

Huber Screw Press and Sludge Report

Press ran for 22 days

Total run hours – 257.90 Hrs

Total gallons pumped – 605,735 gal

Average feed sludge percentage - 0.71%

Average feed sludge temp – 24.6°c

Average filtrate percentage - 0.09%

Average filtrate temp – 23.7°c

Average solids capture rate - 87%

Average sludge percentage solids – 28.35%

Total monthly sludge tonnage – 53.36 Tons to Turnkey Landfill

Monthly Operations Report														
Newmarket WPCF														
Permit # NH00100196														
August-2021														
Primary Operator Sean Greig														
	Inf. Flow	Eff. Flow MGD			BOD		TSS		Nitrogen	PH		Fecal	Enter	Chlorine
	MGD	Min	Max	Total	Inf.	Eff.	Inf.	Eff.		Inf.	Eff.	Colif.	ococci	Residual
1	.5117	.19	1.1	.5120						7.7	7.1	<1	<1	0.00 0.00
2	.4593	.19	1.1	.5000		5.9		3.6	6.5	7.7	7.1	1	3	0.00 0.00
3	.4309	.12	1.0	.4240						7.7	7.2	15	2	0.00 0.00
4	.4221	.14	1.1	.4720						7.6	7.1	9	2	0.00 0.00
5	.4617	.17	1.1	.5090		6.0		5.0	5.2	7.7	7.1	<1	2	0.00 0.00
6	.4339	.21	1.1	.4570						7.9	7.1	6	32	0.00 0.00
7	.4183	.14	1.0	.4070						7.7	7.0	14	5	0.00 0.00
8	.4308	.14	1.0	.4300						7.6	7.1	3	3	0.00 0.00
9	.4023	.13	1.0	.4040	Began adding Micro C					7.8	7.1	1	1	0.13 0.00
10	.3971	.13	1.2	.4780		3.5		2.1	8.3	7.7	7.1	921	32	0.00 0.00
11	.3972	.20	1.0	.4320		3.2		1.9	5.4	7.7	7.1	1	3	0.00 0.00
12	.3881	.10	1.0	.3930						7.7	7.0	<1	1	0.00 0.00
13	.3744	.11	0.9	.3990						7.8	7.1	<1	<1	0.00 0.00
14	.3791	.09	0.9	.3730						7.7	7.2	5	<1	0.00 0.00
15	.3848	.11	1.0	.3710						7.6	7.2	16	1	0.00 0.00
16	.3638	.10	0.9	.3930						7.6	7.2	6	1	0.00 0.00
17	.3574	.09	1.0	.3520		3.4		2.0	4.6	7.8	7.2	20	2	0.00 0.00
18	.3566	.08	0.9	.3570	406	4.6	276	1.9	4.7	7.5	7.2	5	1	0.00 0.00
19	.4464	.09	1.4	.5020						7.6	7.1	<1	2	0.00 0.00
20	.4153	.18	1.1	.4630						7.7	7.1	15	2	0.00 0.00
21	.3809	.10	1.1	.3820						7.5	7.1	11	<1	0.08 0.00
22	.4657	.08	1.5	.4840						7.6	7.2	5	1	0.00 0.00
23	.4587	.12	1.2	.5090						7.3	7.2	166	1	3.14 0.00
24	.4639	.00	1.3	.4690		8.1		3.2	3.5	7.6	7.2	50	30	0.00 0.00
25	.4167	.13	1.1	.4260	277	8.8	265	2.4	3.0	7.4	7.2	43	5	0.00 0.00
26	.4245	.10	1.0	.4350						7.7	7.2	4	3	0.00 0.00
27	.4012	.16	0.8	.4110						7.7	7.2	1	3	0.00 0.00
28	.3793	.08	0.9	.3980						7.6	7.2	<1	1	0.00 0.00
29	.4148	.09	1.0	.4210						7.7	7.2	15	1	0.00 0.00
30	.3992	.12	1.0	.4450						7.3	7.2	<1	2	0.21 0.00
31	.3964	.16	1.0	.4700						7.7	7.2	1,986	122	0.00 0.00

Average Wastewater Flow Discharged: 0.4348 Million Gallons/Day; Total gallons discharged 13,478,000

Biochemical Oxygen Demand (BOD) Removal: 98%, Average Discharge per day: 5.4 mg/L; Permit Limit 30mg/L

Total Suspended Solids (TSS) Removal: 99%, Average Discharge per day: 2.4 mg/L; Permit Limit 30 mg/L

Total Nitrogen (TN) Average Discharge per day: 5.2 mg/L, 18.9 lbs; Administrative Order Permit Limit 8mg/L

Watermain Break

On Saturday August 26, 2021, the Water Department had a major watermain break on Route 152 a few hundred feet west of Grant Road. The water tower dropped 4 feet (54,000 gallons) within 25 minutes. The Department was forced to shut down water for everyone west of Grant Road. It also meant that the Town had no water supply to pump water into the system. The wells are located west of Grant Road. The Environmental Services and Public Works Departments worked from 9am to 3pm to repair the watermain. The watermain was filled and in service by 3pm. The water tower had dropped to 35 feet from its normal operating range of 52 to 56 feet. Water users experienced dirty water and low-pressure issues during the day. By Sunday morning everything was back to normal.

Watermain Projects

The watermain projects are wrapping up. The following is a schedule that begins on September 7, 2021, for the Bay Road and South Main Street Projects. The Bay Road Project should be ready to have the pavement crew to come in and prep and pave Bay Road by September 17, 2021.

NEWMARKET, NH

	<u>BAY ROAD</u>	<u>SO. MAIN STREET</u>
<u>MONDAY</u>	<u>NO WORK - HOLIDAY</u>	
<u>TUESDAY</u>	<u>Finish water work</u>	=
<u>WEDNESDAY</u>	<u>Pick up bypass (mornings)</u>	<u>Hydrants</u>
<u>THURSDAY</u>	<u>Pick up bypass (mornings)</u>	<u>Hydrants</u>
<u>FRIDAY</u>	=	<u>Pavement and clean-up</u>
<u>SATURDAY</u>		
<u>SUNDAY</u>		
	<u>Complete drain installation and</u>	
<u>MONDAY</u>	<u>ledge removal</u>	=
	<u>Complete drain installation and</u>	
<u>TUESDAY</u>	<u>ledge removal</u>	=

The MacIntosh and Tucker Well Treatment Facility Project is almost complete. The treatment facility is scheduled to reach substantial completion by November 1, 2021. Beginning in November, the water treatment facility will be treating the MacIntosh Well water for arsenic to levels below the New Hampshire's new arsenic limit of 5 ug/l.

Water Conservation

The water system is in a stage 3 water ban. Stage 3 is a Mandatory Two-Day Restrictions on Lawn Watering by Address. Each address is to restrict watering to two days per week between the hours of 5-8 am and 6-9 pm on the following schedule:

<u>Allowed Days</u>	<u>Street Address</u>
Monday, Wednesday	Odd Number
Tuesday, Thursday	Even Address

No washing driveways, sidewalks, autos, or boats.

Hand held hoses may be used for flower and vegetable gardens plus shrubbery without hour and day restrictions. (Stage 2, and 3 only).

The Newmarket area experienced a drought last year and is currently experiencing an abnormally dry period. The Town water system is currently a stage 3 to protect its water supply. The MacIntosh Well is scheduled to come back on-line in October.

PWS 1731010 - Newmarket Water Works						
Water Quality Monitoring						
Sampled By_	BMT					
Monthly Monitoring For JULY 2021						
Location	Date/Time	PH	Temp 'C	PO4 mg/L	Free Cl2 mg/L	Total Coliform
Lamprey	7/8/21 0740	7.87	20.3	1.09	0.17	Absent
Racquet Club	7/8/21 0820	7.87	20.8	1.17	0.24	Absent
L+M	7/15/21 0835	7.95	20	1.13	0.14	Absent
Aubuchon	7/8/21 0850	7.99	21.2	1.06	0.14	Absent
Public Works	7/15/21 0820	8.31	21.8	1.13	0.23	Absent
Town Hall	7/8/15 0915	7.91	22.1	1.07	0.22	Absent
Well Site	Date/Time	PH	Temp 'C	PO4 mg/L	Free Cl2 mg/L	
Bennett	7/8/21 1345	8.38	11.4	1.07	0.17	
Sewall	7/8/21 1405	7.51	12.3	1.19	0.29	
Bennett	7/16/21 1006	8.25	11.2	0.87	0.34	
Sewall	7/16/21 1035	7.42	12.5	0.7	0.2	

JULY PUMPING TOTALS 2021							
Date	Bennett	185 gpm	Sewall	265 gpm	Mac Well	OFFLINE	6/29/2020
	Hrs	Gallons	Hrs	Gallons	Hrs	Gallons	Total
1	15.8	175,499	15.7	250,021			425,520
2	14.0	155,206	14.4	222,930			378,136
3	13.0	143,976	13.2	208,219			352,195
4	14.4	159,493	14.4	208,761			368,254
5	15.2	168,701	15.2	242,310			411,011
6	15.5	171,729	15.5	246,408			418,137
7	18.5	204,695	18.4	292,035			496,730
8	14.9	164,592	15.0	238,029			402,621
9	14.8	164,362	14.9	25,946			190,308
10	14.2	157,037	14.2	225,500			382,537
11	15.1	166,961	15.1	239,563			406,524
12	13.4	148,263	13.3	211,027			359,290
13	14.8	163,626	14.9	236,049			399,675
14	15.4	170,813	15.4	245,370			416,183
15	14.8	163,613	14.9	235,330			398,943
16	16.6	183,602	16.6	263,449			447,051
17	15.4	170,256	15.3	242,554			412,810
18	16.0	177,820	16.2	256,746			434,566
19	18.2	202,464	18.2	288,475			490,939
20	16.8	186,510	16.9	269,277			455,787
21	16.3	180,488	16.3	258,847			439,335
22	17.4	193,135	17.3	275,094			468,229
23	15.6	176,485	15.7	249,647			426,132
24	12.8	141,692	12.8	203,244			344,936
25	16.0	177,260	16.0	254,096			431,356
26	14.3	158,861	14.3	227,539			386,400
27	16.1	178,129	16.1	255,345			433,474
28	11.8	125,687	12.2	193,349			319,036
29	18.7	188,582	16.2	255,418			444,000
30	16.6	162,635	16.6	264,139			426,774
31	16.1	155,187	16.1	255,563			410,750
Total	478.5	5,237,359	477.3	7,340,280	0.0	0	12,577,639
AVG. Day	15.4	168,947	15.4	236,783	#DIV/0!	#DIV/0!	405,730
Max Day	18.7	204695	18.4	292,035	0.0	0	496,730



Office of Building Safety, Zoning Enforcement and Health

August 2021 Activities

Permits	Number of Permits	Revenue Collected
Residential Addition/Alteration	2	\$375
New Dwelling	0	\$0.00
Electrical	14	\$ 1,165
Gas	2	\$115
Mechanical	4	\$300
Miscellaneous Building	3	\$600
Plumbing	7	\$592
Total	32	\$ 3197.00

Peter Rowell is the interim Building Inspector.

Town Clerk/Tax Collector

TAXES

Total Committed 2021	\$12,568,715	Tax 1
Total Uncollected 8/31/21	\$443,039	

TAX LIENS

	2020 Liens	2019 Liens	2018 Liens
	<u>(Deed 2023)</u>	<u>(Deed 2022)</u>	<u>(Deed 2021)</u>
Property Tax Amount Liened	146,227	178,934	245,556
# Properties Liened	34	33	76
Uncollected 08/31/21	126,200	60,626	0

WATER & SEWER (1/1 THRU 8/31)

	<u>2021</u>	<u>2020</u>
Uncollected	546,067	349,969

TOWN CLERK REVENUE (7/1/21 THRU 8/31/21)

	Year End	Year End	
	<u>6/30/22</u>	<u>6/30/21</u>	
Motor Vehicle (MV)	286,180	297,254	3.73% decrease
Town "non-MV"	29,434	27,598	6.65% increase
State NH (MV, Vitals, Boats, Dogs)	100,456	105,136	4.45% decrease

- Daily Activity Steady
- Dog Licenses Due April 30th
 - Civil Forfeiture fines added for all unlicensed dogs (approx. 50)
 - Police Department hand delivering civil forfeiture notices

Planning

Planning Board Activities

Approved applications

Newmarket Industrial Park Lots 6, 7, and 9-3 Shearwater Investment Corporation and Procentric

The owners of the Industrial Park have purchased parcels which front on NH Route 108 in order to create two new industrial sites at the Industrial Park. The project involves the construction of a 24,000 square foot stand-alone industrial building on Lot 7. The project received a conditional approval at the April 2018 Planning Board meeting. As part of the project, the intersection of Forbes Road and Route 108 was improved with a right turn lane and larger turning radius in coordination with the NH Department of Transportation.

The Planning Board received a second application from the Maplewood and Vaughan Holding Co. LLC for a new 22,000 square foot industrial building on adjacent Lot 6. Following a review by the Technical Review Committee (TRC) and the Town's engineering consultant, the Planning Board conditionally approved the application at the July 2018 meeting. As of this time, the off-site improvements at the intersection of Forbes Road and Route 108 for both Lots 6 and 7 are complete. Final paving and striping was completed in late August. The development team has indicated that excavation work at the two sites will cease at the end of this year. The developer's representative will be scheduled to come to the Planning Board for an update of activity and status report at an upcoming meeting.

Promocentrics, at 5 Forbes Road, received approval from the Planning Board for expansion of two additions to the existing building: one involving 12,610 square feet; and the other 11,000 square feet, in October 2019. As of this date, the project has received all permits and the plans and development agreement have been signed and recorded at the Rockingham Register of Deeds. A preconstruction conference was held on July 29 and construction started on August 2, 2021.

Eric DeWitt, 81 Exeter Road, Tax Map U3, Lot 137. In December 2018, the Planning Board approved a mixed-use project at this location in the B-1 Business zone. The Applicant proposes to remove the existing structures on the site and construct a two-story building. The first floor would be commercial space to allow for businesses and a restaurant and the second floor would house eight studio style apartments. The Technical Review Committee reviewed several iterations of the plan. The Planning Board conditionally approved the project at its meeting on December 11, 2018. At their June 11, 2019 meeting, the Planning Board extended the time frame for meeting the conditions of approval for another six months and waived the payment of impact fees on three of the nine units proposed in the mixed-use development. The applicant has submitted revised plans. The applicant requested a re-consideration of the impact fee waiver, which was approved at the November 12, 2019 Planning Board meeting. The Planning Board approved another six (6) month extension of the conditional approval, to allow for State approval of the revised sewer design. The Developer's Agreement has been finalized and all the conditions of the Planning Board approval have been met.

The plans and Agreement have been recorded at the Rockingham Register of Deeds. The developer anticipates the start of construction soon. The Project Owner has made some minor changes to the plans to accommodate special events involving outdoor uses and seating in response to Covid 19 which have been approved administratively. This project has been delayed by the Applicant.

Site Plan Review Application of Selectwood Property aka Lamprey Falls, LLC, Map U-2, Lot 359 on Bay Road. This project, which was approved by the Newmarket Planning Board in September 2008, laid dormant for several years. It involves the historic adaptive re-use of a former warehousing building into 15 market rate housing units. Construction has moved at a slow, but steady pace. Recently, the contractors completed some of the exterior site work including the construction of retaining walls and the pedestrian ramp. The project had been temporarily on hold due to Covid 19.

Walter Cheney Jr./Cheney Property Management Corp.- Application for a Site Plan and Special Use Permit for a Mixed Use Development involving commercial use on the first floor and 28 residential units. The Application is on the agenda for the September 14 Planning Board meeting.

Old Business

- Request from **CRC Future Corporation** for a Design Review of revisions to the Phase Two Site Plan for Hersey Green Condominium involving the increase in the number of units from 28 to 38 units, reducing the number of single units, on the upper cul de sac from 7 units to 6 units, and remaining units to become 16 duplexes (with 32 units). All state permits for the project have been received and conditions have been met. Construction is underway.
- **77 Hersey Lane, LLC (Walter Cheney) and Chinburg Builders, LLC**, 77 Hersey Lane, Tax Map R4, Lot 3, R2 Zone. This project involves the development of an 11 Lot Residential Open Space Development on a 13-acre lot off the Class VI road portion of Hersey Lane. The project was conditionally approved for a Special Use Permit at the Planning Board meeting on November 12, 2020. The Planning Board approved a 100-foot wetland buffer waiver request at its September 15, 2020 meeting. The Planning Board approved the final application on December 22, 2020 with 15 conditions. The Developer received approval from the Town Council at its meeting on February 3 to upgrade a portion of the Hersey Lane Class VI road in order to provide improved access to the property so the project can move forward. The Applicant continues to work on addressing the conditions of approval and awaits a notice to proceed with construction. At the Planning Board meeting on June 8, 2021, a lot line revision was approved allowing the developer to improve a portion of the Class 6 road of Hersey Lane with an appropriate 50 foot right of way. The applicant has secured all required permits. A pre-construction conference will be scheduled within the next few weeks.

Other Business

Zoning Board of Adjustment

The Zoning Board of Adjustment continued the application of Michael Mangan for variances from Section 32-87 setbacks and Section 32-89 Dimensions Table to allow the building of a 27'x18' structures for storage and personal use by owner and tenants. The proposed setback is only 16 feet from the Washington Street property line, whereas 25 feet is required. The property is located at 10 Nichols Avenue, Tax Map U2, Lot 237, R3 Zone. The applicant has

been provided a 90 day extension to address some of the design issues raised at the August 10 meeting. The application has been continued to the November 23.

The Gateway Development Proposals

The Town is working with a planning/development consultant to bring forward development plans and zoning changes to implement three proposals for gateway development. The consultant and staff met with stakeholders and owners of property in South Gateway in June to discuss the status of planning activities, potential zoning barriers and incentives that maybe necessary to facilitate redevelopment in the area. There were updates related to three tracks: (1) undeveloped lands; (2) existing users related to long-term options for addressing needs for sewer expansion, and (3) possible connection with Newfields within a five (5) year extension. It is anticipated that there will be another joint meeting of the Planning Board and Town Council sometime in the fall to review the project results

Capital Improvements Plan - The Planning staff is the process of completing the Capital Improvements Plan process for FY 2022-2028 in conjunction with the Capital Improvements Plan (CIP) committee. The committee will be submitting its recommendations to the Town Manager in mid-September.

Financials:

	Budget	MTD	YTD	Available	% Spent
FY 2021	\$ 139,801	\$ 8,724	\$ 26,887	\$ 112,273	19.2%
FY 2020	\$ 133,802	\$ 8,536	\$ 26,573	\$ 107,228	19.9%

Finance

This report will briefly explain the departments' activities for the month of August.

1. The auditors did the majority of their onsite work the August 16, 2021. As part of the effort, it was determined the town met the criteria for a Single Audit in FY2021. The auditors count the TD Bank financing to conduct the water projects (\$6.8m) as bridge (or BAN) financing for the USDA-RD loan and therefore a proxy for federal funds. Previously, because the USDA-RD loan will not be issued unless and until all their criteria is met (>\$750k of federal funds received in a fiscal year), and there is the potential for rejection (albeit small), and the fact that no monies have been received to date from USDA-RD, our position was that the Single Audit criteria had not been met. We are deferring to our auditors' position on this point, based on their understanding of the Single Audit language and the USDA-RD funding agreement.
2. We are entering budgeting season and so the department leaders were sent instructional materials to refresh their memories on budget data entry in Munis. They will have until the end of the first week in September to enter their budgets in the system. Following that will be a series of meetings to review the departmental budgets with Finance...and then the rest of the process unfolds.
3. During the month the Trustee of the Trust Fund reporting data for the MS-9 and MS-10 was reviewed and prepared for submission to the state. It is a combination of various funds related for Cemeteries as well as Common Trust Funds (e.g., Capital Reserves and Scholarships Funds). This is done in collaboration with Citizens Bank/Clarfeld Wealth Management, the Trustees of the Trust Funds and the Finance office. We are working with the Trustees to ensure consistent management and review of funds to insure maximum benefit to the town via its investments.
4. In August we were also preparing for the submission of the MS-434 and the MS-535. These are the revised revenue projections and the financial report of the budget for the municipality respectively. This year, as part of our audit contract, the MS-535 will be prepared by Plodzik & Sanderson, P.A.

Financials:

Budget	MTD Transactions	YTD Transactions	Balance	% Spent
FY2022 \$290,886	\$70,265.81	\$85,008.75	\$179,662.26	38.2
FY2021 \$303,719	\$68,866.69	\$85,583.34	\$192,186.10	37.3

Information Technology

This report outlines the department's activities for the month of August.

Information Technology:

1. The IT support staff had 40 support tickets totaling 8.59 hours of service time. Requests for support largely end user support for logins, remote access, printer connectivity, and email changes and additions.
2. The phone system provider move went well, but the internal communication within FirstLight between it technical and billing groups has been abysmal. The town received invoices for the same services as before the change. We are working with FirstLight to resolve the issue and part of that was to pay the invoices as billed and receive a credit which would go toward future services. This will go to covering the continuing cost of the POTS/copper lines (faxes, elevators, security) and the 50M Internet service.
3. Two new PCs and 4 monitors were ordered for the Fire Department's radio room to improve it's operational capability. The systems are Windows 7 and no longer supported. We are in process of replacing other Windows 7 systems this year as soon as possible (COVID related supply chain issues are causing some order delays). One system was replaced in the Recreation Center building and two others in the Police Department. Unfortunately, these replacements have been less driven by plan than necessity as they fail. Such system failures have largely been the result of not having a systematic replacement plan based on a 3-to-5-year schedule supported by budget. In the past two years we have budgeted for the replacement of PCs and servers, but the number is significant making it cost prohibitive to do a wholesale renewal. Nevertheless, progress is being made in this front. As part of the upgrading process, all new systems are the same basic platform (Lenovo tiny form factor 700 series systems. These systems take advantage of the advances in micro technology thereby reducing the desktop real estate requirements. They also use solid state versus spinning disks with internal ball bearings which are faster, quieter and longer lasting. Having the same systems throughout the municipality also makes supporting them easier because systems of the same series tend to have similar issues when they arise.
4. We engaged the same company used by the school district to walk through and provide us with a quote for the toning, tracing the Ethernet cables to determine their origins and then have them tagged and properly punched down in the patch panels at the Main Data Facility (MDF) and the Intermediate Data Facilities (IDF). Having this work done will enable the government to use it network resources more efficiently by removing some of the potential failure points (small network switches) and have the lines instead connect to wall mounted end points that are directly connected to the patch panel in the MDF or IDF. Another part of that effort would be to employ properly sized patch cables to connect the patch panel ports to the switch ports and have them organized to dramatically improve access during troubleshooting or normal upgrade work. Some work has been done in the last couple of years to better manage the cable situation in the racks, however, it is still nearly impossible to know

where cable originate making trouble shooting more time consuming than necessary, as does working one's way through the rat's nest of cable. Other quotes will be acquired and we hope to move forward with this work in the coming months.

Channel 13:

During the month of August, Newmarket Channel 13 covered 12 events for the Town and School District. These events ranged from the ribbon cutting of the Macallen Dam to CIP Committee meetings. All of these events were streamed live to social media and Newmarket Channel 13. Four newsletters were also created and sent out through email, Facebook, Twitter, and Instagram.

We posted a total of 14 times to our *Facebook page*, resulting in us reaching 5,411 unique users. We gained 7 new followers and 5 new page followers. This gave us 6,084 video views and 253 page views.

We have also continued to move our programming onto our *YouTube channel* which has been getting 704 views by 302 subscribers. This has resulted in a reach of 10,585 and 477 new views for the month. On average, most of those watching our content have not subscribed to the channel, and the majority of viewers are from the United States with a handful from the United Kingdom and other countries.

On *Constant Contact* we have an open rate of 43% which is 20% higher than the industry average. We have a click rate of 7% which seems small, but is actually 5% higher than the industry average. We continue to share the newsletter through Facebook and Twitter and this month we added Instagram to help reach a wider audience.

Financials:

Budget	MTD Transactions	YTD Transactions	Balance	% Spent
FY2022 \$215,832	\$55,609.18	\$66,244.73	\$112,655.63	48.6
FY2021 \$215,254	\$49,735.46	\$62,994.82	\$112,159.52	48.5

Note: the numbers are the MIS and CH.13 budgets combined.

Recreation - August Report

Financial Report:

Rec Revolving Revenue: According to Rec Desk, our in-house registration program, YTD (end of August) the Recreation's Department's Revolving Revenue is showing we have generated \$55,703 as compared to \$39,908 at this same time last year. This is very exciting and shows us that our numbers are continuing to grow after having gone through a drop in registration for all programs last year at this same time due to COVID.

General Fund & Revolving Fund - YTD Expense numbers – will be reported next month.

Personnel:

During the month of August, we spent quite a bit of advertising money trying to recruit several positions for the department as we currently have several key positions open at the Rec. Tara Barker, our current Assistant Director turned in her resignation at the end of August, her last day is September 8. As you can imagine as we go into the busy fall season this was not an ideal time to have such a key position leave. The job has been posted and we will start the interview process after the closure of the job posting due date. In addition, we have still yet to hire a Site Director for our before and after school program. Right now, we have our summer intern – now hired as a part-time employee, doing the job in hopes that we may be able to officially hire him for the position. We are also recruiting before and after school employees as well as a new preschool coordinator. Since we are filling up on all fall programs, trying to secure staffing has been a major priority.

Summer Camp:

Camp Wanna Iguana had a successful 6 weeks of camp, and it has been a rainy but fun summer. This year we had around 200 campers so on rainy days we have had the opportunity to bring campers into the High School gym to play fun games and activities. On the other typical days of camp, campers rotate around the fields playing games like street hockey and kickball and do activities like crafts and water play. Overall, the weather did affect our field trips, as we had to move some of our outdoors trips to different days or to indoor locations. The most spectacular addition has been the Aqua Land Splash Pad, campers are always excited to get wet and have fun. Our Kiddie Camp has also gotten to enjoy the splash pad on the hot summer days, and they particularly enjoy the preschool splash zone area. We have just around 40 Kiddie Campers this summer and they have been enjoying the fenced in preschool playground, the sandpit where they have had some sandcastle competitions and free play in the playgroup room.

Website, Facility & Equipment Rentals:



Website: As reported last month, we still plan to launch our new and improved website this fall at some point – summer was just TOO busy for us to make this happen and we want to definitely make it as big of a splash to the community as the New Splash Pad! Once again, we would like to give a special shout to Alyssa Porto, our Rec Manager, to spear head all the editing and training required to learn how to navigate the new site!

Kayak and Paddleboards: Our kayak rentals seem to be going much more smoothly now that we have everything all in place. We

do not have as many rentals as we had last year, but maybe that is because kayaking was a preferred (social distancing) recreational outlet during COVID last summer. Once summer camp is over, we plan to advertise more and possibly offer some kayak discount days, in the fall. It has been truly hard to run both a kayak rental business and a summer camp program at the same time when we are already so short-staffed.

Community Events:

Arts in the Park: The Rec Department and the Arts and Tourism Commission have successfully hosted 8 nights of Arts in the Park for the summer with bands like Truffle, Jake Davis and the Whiskey Stones and the Boston Accents. Each night the community has come out to listen to music and check out the local featured artist. Artists like Katarina Young, Lynda Gallagher and Soraya Yamaguchi displayed and sold beautiful pieces of art like paintings, bags, shirts and more. There was only one rain out night, and Angel Lake was rescheduled for August 31st. Overall the concert series was a success this summer where all but two bands will be invited back next year. Our pass the hat donations for arts in the park made \$587.11, helping us continue to book bands for next year. Once again, we could not do Arts in the Park without the help of our signature sponsor Kennebunk Savings Bank.



National Water Balloon Day - First Friday in August: As you may recall, in 2019 we declared National Water Balloon Day! We are happy to announce that our celebration this year looked very much like how we celebrated in 2019, having more than 8000 water balloons tossed in the air for our huge water balloon fight. We want to once again thank the Newmarket Fire & Rescue – who basically rescued us – by helping to fill all the water balloons in a timely matter with the water truck.

Rec Daily & Specialty Programs:

Upcoming Programs for the Fall Line-up: Rec Soccer, NFL Flag Football, Rise & Shine AM Before Care, as well as, Play & Stay PM After School Care, all our dance programs have returned, plus, we have added Music is Fun for Everyone and a whole lot more! We will be crazy busy for the fall! Staffing is our only concern. We also met with the new librarian and have lots of ideas on how we can collaborate in the future.

Capital Projects (not in priority order):



... **Aqua Land Splash Pad / Permanent Restroom Facility:** As reported last month, Aqua Land opened with a Splash in July, however, on August 12 we held the Official Ribbon Cutting Ceremony. We want to thank all that attended and gave support during the ceremony. It was a perfect day and many VIPs showed to participate, including Kennebunk Saving's bank representatives, Lane Cheney along with Cheney Companies representatives. Both companies were premier \$2500 sponsors. We had several state representatives including, Janet Stevens, Michael Cahill, to name of few, plus Maggie Hasson wrote a nice letter giving us support which is now posted in the kiosk as the splash pad. In addition, we had several school boards, as well as town councilors present. Steve

Fournier, Tony Weinstein, and State Park representatives (who issued the LWCF grant) all said of few words prior to the Ribbon Cutting. Overall, in addition to several town employees who were all involved in the project at one

time or another, along with the many families present waiting to get in there and splash around, we had approximately 100 people that night. Picture on right is the FB link to the article on Seacoast Online which also included 10 additional pictures online. The one below is one of them. We also got a huge article in the August 13th edition of the paper.



Skate Park Overhaul: On this year's agenda – currently no new news to report.

Basketball Court Resurface Project: As reported last month, our newly resurface basketball court now includes two pickle court lines: All new pickle equipment i.e., nets, paddles and balls has been ordered, delivered and now ready to set up. We have ordered new signage to hang on the fence so that everyone understands when the court is reserved for pickle ball play and when it is reserved for basketball. We have heard that it can get very crazy in regard to pickle ball. We will officially announce the new recreation addition sometime in September when everything is up and ready to go.

Beech Street Facility – (project overall is tentatively set for this year): We are still very excited to pursue the idea of turning the Beech Street Facility into a body, mind and wellness facility, which will be called, H.E.A.R.T. *in the Right Place*. H = Healing, E = Empowerment, A = Affirmations, R = Relaxation, T = Tranquility. Once again, our plan is to contract with mental health and body wellness certified contract instructors to teach the classes. As soon as we have a moment and all of our Fall programming is lined up and staffed, we will begin researching contractors to give us bids on the first of many improvements to the facility, ie. The floor, heating/AC, issues, etc. Again, it is our plan to continue to make this building a multi-use this facility (open space concept) with wellness programming, it will still be an open space for other Rec or Town needs when requested.

Community Development Block Grants (CDBG): More on this in September's Report.

Sunrise Sunset Activity Center:

Tuesday Talks: August was a busy month with several events and special activities at the Sunrise Center. We welcomed Chanpheng Beckles, former Newmarket student, who immigrated to this area from Laos with her family when she was 6 years old. Chanpheng completed 12 grades in the Newmarket school system and continued her education by earning a college degree to become an ESL teacher within the Newmarket school system. A humble yet grateful woman, Chanpheng and her 13-year-old daughter Amaya, treated the group to a slide presentation focusing on the history of Laotians in Newmarket but also, she educated us on the culture, music and food of her birth country. The two-part series culminated with a demonstration of how she makes her infamous egg rolls and treated each guest to a tasting. Two of Chanpheng's retired ESL teachers learned about her presentation at the Sunrise Center and surprised us with their attendance. It was a heartwarming and emotional reunion after 25 years.

Ice Cream excursions were popular in August at both the Cow Palace in Epping and Lago's in Rye. We treated several seniors to a ride on the new Rec van to our ice cream destinations and many more joined us in their own vehicles. We also loaded the Corn Hole sets and set them up for game play during our outings which proved to be fun for both players and spectators.

A group of Sunrise members practiced their almost forgotten skills at candlepin bowling at the Exeter Lanes this month. Many in the group had not bowled in over 30 years but they were ready to test the waters once again. After a few warmups they all got the knack of it once again and soon the games were more competitive. The morning was filled with lots of laughs and thankfully, no injuries. The group enjoyed a pizza lunch at the bowling alley before heading back to Newmarket. The consensus was to offer this trip more often and get more people bowling again!

The Bone Builders group resumed in-person classes in August with a limited number of participants. The group of ten people meet in the large function room on Tuesday and Thursday mornings from 9-10am. We are simultaneously Zooming the class for at home participants while the in-person class is taking place. After working out a few glitches we are now a few weeks in and all is going well with this new hybrid method.



Random Acts of Art: Our craft ladies had two class options this month to expand their creative abilities. April Hopey joined us once again and taught the group a new distressed card making technique. With step-by-step guidance April walked the group slowly through the several step-process where the end result was a unique one of a kind greeting card to send to friends and family. Master Gardener Cris Blackstone also offered her Flower Power 2.0 class to a dozen ladies this month. After learning new tips on color combinations and design ideas, participants chose their vessel for their would-be flower arrangement. They then had the fun job of choosing colorful summer blooms from the large assortment of freshly picked offerings from Cris Canterbury garden.

There was much chatter and praise as they snipped and designed their colorful arrangements, rearranging and tweaking each one until it was just right. After completing their finished pieces Cris then took photographs of each one using a complimentary backdrop which she then turned into a matted print for each guest to enjoy for years to come. When passing out the finished prints within days of the class, the ladies were so pleased and astonished at the beautiful pieces of art their flower arrangements had become.



Annual Hawaiian Luau: The month ended on a happy Hawaiian note with our Annual Luau at the Great Island Common in New Castle. The entire Rec Staff was on board to help plan and facilitate this memorable day on the waterfront. With more than 50 people in attendance and a stellar sunny day this has quickly become a most beloved yearly event. We loaded two transport vans full along with drivers in their own vehicles and a third van with food and equipment. We set out for our day by the shore with all that was needed to have an

unforgettable Luau picnic. Decorations and food were set up promptly along with lawn games and music to give it a festive Hawaiian atmosphere. We served fruit platters and tropical banana bread for morning snacks which quickly segued into grilled hot dogs, Polynesian Pulled Pork and a variety of salads ending with cookies and watermelon for dessert. After lunch clean-up, the Sunrise Strummers Ukulele Band performed not only for our large group but for several others around the New Castle Park that were within hearing distance. The band played an assortment of Hawaiian Summer music while the Rec staff entertained the group with improv & traditional Hula dancing. Having the outdoor Luau as our first large special event in over a year was both gratifying and sentimental as we witnessed our members reunite with old friends and truly enjoy the freedom of this quintessential summer outing.

Respectfully submitted

Aimee Gigandet

Recreation Director

Welfare Department

In July Newmarket Town Welfare Department supported clients in need with assistance and referrals to appropriate resources and for their household and emergency needs. In July we processed 10 (ten) completed welfare applications, resulting in determinations of eligibility. In August we processed 12 (twelve) applications and in July we responded to an extensive and extraordinarily long Right to Know Request from New Hampshire Legal Aid requesting all documentation from each case or potential client interaction since 2010. Housing related issues are what sent people to Town Welfare.

This Right to Know (RTK) request to Municipal Welfare Offices took up time of not only this office time, required the assistance of the finance office and Town Legal Counsel. The majority of NH Municipalities received this same RTK know request, given the fact that most Towns have part-time welfare staff it was very cumbersome and labor intensive. This office responded to this request as required by the state statute, but NH legal aid did not have a client they were representing from Newmarket it was merely a fishing expedition on their part. This office wishes to thank the other Town Departments (The Finance office, and the Town Manager's Office) who were enormously gracious and assisted in provided historical data to meet respond to this request.

Homeless or housing issues this summer were the number one reason people applied for assistance and unfortunately there is not enough housing in the Seacoast to refer someone to if they lose their housing in Newmarket. We have had several apartments vacated for a variety of reasons not always related to rent issues. When people are economically vulnerable, there are no other available housing to refer them too and I must refer them to a shelter. In July and August each client or family that I referred to a shelter refused to take or accept that shelter placement. That left me without options to serve them. Shelter placements are the only option and are an avenue to get people into subsidized housing.

As anyone who has driven through Newmarket is aware if you are able bodied, there are many opportunities for full time work in the Newmarket Community. As the summer has ended, we saw an uptick in inquiries but not necessarily applications, agencies frequently try to apply for their clients, but the client must apply for themselves. This office must speak with and interview the applicant. This office is happy to partner with other agencies and frequently seeks to do so but the applicant must take responsibility in seeking assistance and in becoming economically self-sufficient when they are capable.

In July and August, the Town had 22 clients who may have been single people, families, or couples. We advocated for those 22 clients with community partners to provide appropriate support or direction. Town General Assistance/ Welfare is a fund of last resort and to be utilized after all other resources have been exhausted. If a resident owns property and receives Town Welfare a lien must be placed by the Town on their property, we placed no liens as the recipients did not own property. The Lien process would enable the Town to recoup the financial assistance or tax dollars expended on general assistance at some future date. Newmarket is deeply indebted to all the work of the Newmarket Community Church and the generosity of their volunteers and their food pantry as well as all their programs of support to those in need which reduce the financial burdens on the Town.

Respectfully Submitted,

Heather Thibodeau

Welfare Director

Library

During the month of August, the Newmarket Public Library hosted four additional successful programs for children, a book discussion, Wildlife Encounters program, author visit with Jim Masteson and a back-to-school tie dye shirt activity. For the month of September, we are hosting a StoryWalk® of Look Out Kindergarten, Here I Come! By Nancy Carlson along the walkway beginning at the library's entrance. Residents are invited to come and enjoy the story and the library's outdoor spaces.

September is National Library Card Sign-up Month and all who either live or work in Newmarket are invited to stop by for a free card. Library cards are renewable every two years, so it might be an opportunity to renew if a card has been inactive. Watch the library's social media channels Facebook @NewmarketPublicLibrary, Twitter @newmarketlibnh and Instagram newmarketlibrary_nh for featured town leaders, employees and business people promoting the library. Remember that the library's digital media collections are available 24/7 at newmarketlibrary.org

The Friends of the Newmarket Public Library will be holding a book sale on Saturday, September 25, 2021, from 10:00 – 2:00 p.m. All are welcome to stop by to meet new Library Director Kerry Cronin at the event.



Figure 1 All ages enjoying the tie dye shirt activity.

Figure 2 Celebrate the beginning of a new school by visiting NPL's StoryWalk®

Respectfully Submitted,

Kerry Cronin
Library Director



Town Hall
186 Main Street
Newmarket, NH 03857

Tel: (603) 659-3617
Fax: (603) 659-8508

Founded December 15, 1727
Chartered January 1, 1991

TOWN OF NEWMARKET, NEW HAMPSHIRE

ATTACHMENTS:

Description	Upload Date	Type
Resolution #2021/2022-08 ReVision Energy as Preferred Vendor	8/26/2021	Cover Memo
RFP Response	8/26/2021	Cover Memo
E&E Committee Recommendation	8/26/2021	Cover Memo
RFP Evaluation	8/26/2021	Cover Memo



**TOWN OF NEWMARKET, NEW HAMPSHIRE
By the Newmarket Town Council**

Resolution #2021/2022-08

Selecting ReVision Energy as the Town's Preferred Vendor for Solarize Newmarket

- WHEREAS:** The Newmarket Energy and Environment committee wishes to increase the number of homes in Newmarket that rely on solar power; and
- WHEREAS:** The Energy and Environment Committee wishes to follow the Solarize model as set forth by the US Department of Energy; and
- WHEREAS:** The Energy and Environment Committee solicited proposals for companies to assist residents with installing solar systems; and
- WHEREAS:** The Energy and Environment Committee recommends partnering with ReVision Energy to implement Solarize Newmarket.

NOW, THEREFORE, BE IT RESOLVED BY NEWMARKET TOWN COUNCIL THAT:

The Newmarket Town Council hereby authorizes the Town Manager to negotiate and enter into an agreement with ReVision Energy to serve as the Town's preferred vendor for Solarize Newmarket.

First Reading: September 1, 2021

Second Reading: September 15, 2021

Approval: September 15, 2021

VOTING RECORD			
Date of Vote:	YES	NO	ABSTAIN
Councilor Conley			
Councilor Ward			
Councilor Blackstone			
Councilor Brabec			
Councilor Kiper			
Vice Chair Sanders			
Chair Weinstein			
Total Votes:			
Resolution: Does Does Not pass.			

Approved: _____
Toni Weinstein, Chair Town Council

A True Copy Attest: _____
Terri Littlefield, Town Clerk



REVISION ENERGY

NEWMARKET ENERGY & ENVIRONMENT COMMITTEE

SOLARIZE NEWMARKET PROPOSAL



The historic Stone Church on Zion Hill- 25.92kW array and EV charging station installed by ReVision Energy in July 2019

March 26, 2021

Solarize Newmarket Campaign Proposal

- I. Contact Information
- II. Company Profile(s)
- III. Key Roles and Staff
- IV. Subcontractor Profile(s) *(if applicable)*
- V. Individual Profiles
- VI. Campaign Proposal – full description of how you will roll out this campaign with a timeline and final report deliverable by the end of 2021
- VII. Representative Newmarket Installations
- VIII. Equipment, Warranties, and Pricing
- IX. Authorized Signature(s)
- I. Contact Information**

Company Name:	ReVision Energy, Inc.
Website:	https://www.revisionenergy.com/
Location of Headquarters:	Portland, ME
Location of Nearest Office:	Brentwood, NH
Primary Contact (Name & Title):	Tom Hobbs, Branch Manager, Residential Sales Manager
Email:	thobbs@revisionenergy.com
Phone:	603-239-2543

II. Company Profile(s)

If applying as a group of installers, please copy the chart below and complete for each installer.

Company Name:	ReVision Energy, Inc.
Year Founded:	2003
Solar PV Installations Since:	8,000+
Current Owners and Business Designation (e.g. LLC, Co-op):	100% Employee-Owned, Certified B Corp

Briefly describe your company and outline its history:	ReVision Energy is northern New England's leading solar design, installation and service company. We are deeply committed to accelerating the region's transition to clean renewable energy. We are a 100% employee-owned certified B Corp, with a local office in Brentwood, NH. We have completed more than 8,000 clean energy systems since 2003, and have repeatedly
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	received the honor of being ranked #1 in New England for rooftop solar by <i>Solar Power World</i> magazine, NH Business Magazine's 'Business of the Year' and 'Best Solar Company' with NH Business Review. We provide custom design in-house, and all installations are performed by our team of licensed, certified and highly trained solar technicians. ReVision Energy has been proud to partner with communities throughout New Hampshire, Vermont, Maine and Massachusetts on many highly successful Solarize campaigns over the past 18 years. Our team knows what it takes to launch, manage and execute a successful campaign that delivers maximum benefits to the residents of the community.
Total Number of Employees:	275+ (75+ in NH)
Relevant Insurance Policies:	\$5M Aggregate (General, Workers' Comp, Umbrella), \$2M single project
Number of Solar PV installations (<15kW) in New Hampshire in the last 5 years. You may optionally include figures for a longer historical period as well if desired)	2016: 249 2017: 270 2018: 194 2019: 285 2020: 220
History of solar PV installation within the town of Newmarket NH and surrounding communities:	Newmarket: 32 Durham: 95 Lee: 36 Nottingham: 21 Epping: 27 Newfields: 5 Stratham: 37 Exeter: 68 Greenland: 14

Services Provided (including but not limited to solar PV):	Solar Photovoltaics and complementary technologies: Air Source Heat Pumps (ASHP) for heating, cooling and domestic hot water (DHW), Electric Vehicle Charging (EV), Battery Storage (BATT), Commercial Solar Farms (CSF) and Project Financing.
Please List THREE Customer References: (Include Name, Town, State, Phone/Email, Date of Install, System Size, and any additional notes)	1. David Burke, Newmarket, 9.4 kW commissioned in 2020, 603-767-2336, dave.burke212@gmail.com 2. Atinuke & Michael Cahill, Newmarket, 8 kW commissioned in 2018, 603-380-1736, michael.cahill@leg.state.nh.us, also installed a solar battery and heat pumps 3. Steve Bajger, Newmarket, 6.7 kW (residential) and 22.5 kW (commercial) both commissioned in 2017, 603-659-3404, steve@seacoastmachineco.com

III. Key Roles and Staff

Please list the individuals, teams, and/or subcontractors who will serve key roles during the campaign. If any roles are uncertain at this time, please note and explain.

- *Wherever possible, list specific individuals (employees or subcontractors)*
- *If a team/department is listed, list at least one lead individual responsible for campaign efforts*
- *Indicate clearly whether the listed individual/team is employed by the partner installer(s) or associated with a subcontractor (indicate specific subcontractors wherever possible)*

Attend Public Outreach Events:	Tom Hobbs (Branch Manager, Residential Sales Manager), Brittany Angelo (Regional Marketing Manager), Jeff Cantara (System Design Specialist), Nate Hathaway (Solar Advisor), Morgan DiRusso (Solar Advisor), Amy Farnham (System Design Specialist), Dan Hackett (System Design Specialist), Chris Kelly (System Design Specialist)
Participate in Regular Calls with the Volunteer Team:	Tom Hobbs
Contact Leads:	Tom Hobbs, Jeff Cantara, Nate Hathaway, Morgan DiRusso, Amy Farnham, Dan Hackett, Chris Kelly
Perform Site Visits:	Tom Hobbs, Jeff Cantara, Amy Farnham, Dan Hackett, Chris Kelly, Ron Leland (Technical Site Visit Specialist)

Design Systems:	Tom Hobbs, Jeff Cantara, Amy Farnham, Dan Hackett, Chris Kelly, Travis Genatossio (Branch Manager, Operations Specialist)
Write Proposals/Contracts:	Tom Hobbs, Jeff Cantara, Amy Farnham, Dan Hackett, Chris Kelly, Megan Ulin (Branch Manager, Office & Customer Experience Manager)
Compile Required Paperwork (e.g. permits, rebates):	Megan Ulin, Sara Bogue (Branch Manager, Operations Manager)
Perform Installations:	Christopher Pamboukes (Project Manager & Journeyman Electrician), Christopher Lee (O&M Specialist & Master Electrician)
Perform Necessary Electrical Connections:	Christopher Marves (Project Manager & Journeyman Electrician)

IV. Subcontractor Profile

Complete for any relevant subcontractors. If more than one, please copy the chart below and complete for each.

ReVision Energy will perform all services associated with this campaign in-house.

V. Individual Profiles

Please complete profiles for each individual listed previously under "Key Roles and Staff." If more space is needed, copy the chart and provide profiles for additional individuals.

Name, Company, and Title:	Tom Hobbs, ReVision Energy, Branch Manager & Residential Sales Manager 
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Experience:	With company since: 2014 Total years in solar industry: 7
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	
Role in the Campaign and Any Additional Notes:	Tom will serve as ReVision Energy's primary point of contact for the campaign. He will coordinate and oversee execution by the ReVision Energy team, including campaign tracking, customer outreach, site visits, system design and installation.

Name, Company, and Title:	 Brittany Angelo, ReVision Energy, Regional Marketing Manager
Experience:	With company since: 2016 Total years in solar industry: 5
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	
Role in the Campaign and Any Additional Notes:	Brittany will coordinate and execute marketing tasks including scheduling and staffing (virtual) events and promoting the campaign on social media.

Name, Company, and Title:	Jeff Cantara, ReVision Energy, System Design Specialist 
Experience:	With company since: 2015 Total years in solar industry: 7
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	NABCEP Solar Technical Sales
Role in the Campaign and Any Additional Notes:	Jeff is a Newmarket resident/business owner (Groundswell Farms Collaborative Farmspace) and one of ReVision Energy’s most experienced System Design Specialists. He will be visiting customers in their homes (virtually) to explain the campaign, provide optimal system designs to meet customer goals, develop and present proposals and assist with coordinating contracts, deposits and project development to installation. His installation will be used as a model for residents to visit and view the aesthetics and “fit and finish” of ReVision solar arrays.

Name, Company, and Title:	Nate Hathaway, ReVision Energy, Solar Advisor 
Experience:	With company since: 2020 Total years in solar industry: 1
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	
Role in the Campaign and Any Additional Notes:	Nate will attend (virtual) events, co-manage leads, perform initial screening and scheduling site evaluations.

Name, Company, and Title:	Morgan DiRusso, ReVision Energy, Solar Advisor 
Experience:	With company since: 2020 Total years in solar industry: 1
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	
Role in the Campaign and Any Additional Notes:	Morgan will attend (virtual) events, co-manage leads, perform initial screening and scheduling site evaluations.

Name, Company, and Title:	Amy Farnham, ReVision Energy, System Design Specialist 
Experience:	With company since: 2015 Total years in solar industry: 6
Based Out Of (town and state):	Brentwood, NH

Applicable licenses/certificates (including NABCEP):	NABCEP Solar Technical Sales
Role in the Campaign and Any Additional Notes:	Amy is committed to helping homeowners realize the value of adding solar to their home with local mission-driven company. She will be meeting with customers on (virtual) site visits, developing and presenting proposals, assisting with coordinating contracts, deposits and project development to installation.

Name, Company, and Title:	Dan Hackett, ReVision Energy, System Design Specialist 
Experience:	With company since: 2019 Total years in solar industry: 2
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	
Role in the Campaign and Any Additional Notes:	Dan is a former journalist now helping NH folks ditch fossil fuels and power their lives with cleaner, renewable energy. He will be performing site visits, developing and presenting proposals, assisting with the coordination of contracts, deposits, and project development to installation.

Name, Company, and Title:	Chris Kelly, ReVision Energy, System Design Specialist
Experience:	With company since: 2019 Total years in solar industry: 2
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	
Role in the Campaign and Any Additional Notes:	Chris joined us at the end of 2019 and has quickly become an integral part of our company and sales team. He will be meeting with customers on site visits, developing and presenting proposals, assisting with coordinating contracts, deposits and project development to installation.

Name, Company, and Title:	Ron Leland, ReVision Energy, Site Visit Technician 
Experience:	With company since: 2019 Total years in solar industry: 3
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	
Role in the Campaign and Any Additional Notes:	Ron has worked in the solar industry in various design and installation roles throughout NH over the past 3 years. He will perform all the Technical Site Visits for every project.

Name, Company, and Title:	Travis Genatossio, ReVision Energy, Branch Manager, Operations Specialist 
Experience:	With company since: 2016 Total years in solar industry: 10+
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	NABCEP PV Installation
Role in the Campaign and Any Additional Notes:	Travis has been involved with the design, installation and servicing of solar systems in NH, VT, MA and ME for more than a decade. He will be providing technical support during the design process and will guide projects from contract all the way through to system commissioning and being energized.

Name, Company, and Title:	Megan Ulin, ReVision Energy, Branch Manager, Office & Customer Experience Manager 
Experience:	With company since: 2015 Total years in solar industry: 6
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	
Role in the Campaign and Any Additional Notes:	Megan will serve as the primary contact for all participants from contract through system commissioning including project scheduling.

Name, Company, and Title:	Sara Bogue, ReVision Energy, Branch Manager, Operations Manager 
Experience:	With company since: 2014 Total years in solar industry: 7
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	
Role in the Campaign and Any Additional Notes:	Sara Bogue will manage all aspects of our Operations including permitting, scheduling and coordination of our installation crews.

Name, Company, and Title:	Christopher Pamboukes, ReVision Energy, Project Manager & Journeyman Electrician 
Experience:	With company since: 2012 Total years in solar industry: 9
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	NH Journeyman Electrician
Role in the Campaign and Any Additional Notes:	Chris is one of our most experienced Project Managers having managed installation crews on hundreds of residential and commercial Solar PV projects over the past 9 years. Chris will serve as a Project Manager and Journeyman Electrician during the campaign.

Name, Company, and Title:	Christopher Lee, ReVision Energy, O&M Specialist & Master Electrician 
Experience:	With company since: 2011 Total years in solar industry: 10+
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	NH Master Electrician, NABCEP certified PV system installer
Role in the Campaign and Any Additional Notes:	Chris has been involved in the design, engineering and construction of public and private renewable energy projects since 2008. Chris has managed hundreds of Solar PV installation projects and currently fulfills system inspections and repair responsibilities for our O&M operations for all Solar PV systems.

Name, Company, and Title:	Christopher Marves, ReVision Energy, Project Manager & Journeyman Electrician 
Experience:	With company since: 2011 Total years in solar industry: 10+
Based Out Of (town and state):	Brentwood, NH
Applicable licenses/certificates (including NABCEP):	NH Journeyman Electrician
Role in the Campaign and Any Additional Notes:	Chris has worked with our operations and installation teams installing hundreds of residential and commercial Solar PV projects over the past 10+ years. Chris will serve as a Project Manager and Journeyman Electrician during the campaign.

VI. Campaign Proposal

1) Please explain your interest in partnering with our community on this campaign.

Over the past ten years, ReVision Energy has done a significant amount of work and built strong relationships in Newmarket and we hope to build on that foundation with a successful solarize campaign. Notable projects in Newmarket include the Stone Church, Seacoast Machine, The Nature Conservancy, and Groundswell Farms (formerly New Roots Farm).

Our mission, culture, and values align with the purpose of this campaign, and we believe we are uniquely qualified to promote and execute this campaign to achieve maximum impact. As a 100% employee-owned company and Certified B Corp, we have a deep commitment to addressing the climate crisis one family and community at a time. We are eager to educate more Newmarket residents on how to transform energy expenses from a financial, social, and environmental burden into an investment opportunity that will provide cost savings, benefit the local economy, and make your community more resilient and sustainable. We have achieved successful results in numerous Solarize campaigns in New Hampshire and neighboring states and we would be honored for the opportunity to work alongside your dedicated team of volunteers to continue your significant progress on the path to becoming a clean energy community.

With energy prices continuing to rise and solar technology continuously improving, there has never been a better time to invest in solar energy. With the renewal of the 26% Federal Tax Credit, we expect to see significant momentum behind further solar adoption and are excited to help your community reap the environmental and economic benefits.

2) Describe your geographic proximity to our community, addressing your team's ability to provide a consistent presence throughout the campaign.

Since 2010, our in-house installation crews have operated out of our Brentwood, NH office which is just over a 20-minute drive from your community.

Members of our team have developed relationships with the greater Newmarket area with families, nonprofits, churches, schools, businesses, municipalities, and community groups. In addition to designing and developing solar and other clean energy projects, we regularly provide educational presentations to school and community groups; participate in nonprofit volunteer activities; sponsor environmental film screenings and events; support advocacy efforts at the grassroots level; and engage local impact investors in financing solar projects for nonprofits and municipalities.

Finally, Newmarket is close to home for several of our co-owners and their families. We have served on local nonprofit boards, volunteered with local organizations, delivered educational presentations on climate and clean energy and we continue to make personal investments in the surrounding communities. We are ready and able to commit our considerable resources to engage your community and families in the clean energy transition through this solarize campaign.

3) Describe any past experience working with the electric utilities and local building inspectors in our community, as well as your familiarity with our local permitting requirements.

ReVision Energy has completed over 40 clean energy installations in Newmarket and an additional 300+ in the surrounding communities.

We have extensive experience working with all the New Hampshire utilities, particularly Eversource which serves Newmarket, and are deeply familiar with their interconnection requirements and net metering policies. During this same period, we have worked with the relevant permitting offices, planning boards, and Authorities Having Jurisdiction (AHJs). We have helped many community members modernize their requirements to meet the realities of ever-increasing solar adoption, allowing us to provide expert guidance to program participants on how to navigate the process and maximize their return on investment.

4) Please outline an anticipated customer experience and timeline within the campaign. Include:

- **Each step from inquiry to grid connection;**
- **Services provided (e.g. paperwork, post-interconnect walk-through) and any associated cost;**
- **Situations where the customer may incur additional costs (e.g. tree removal, permit fees);**
- **Expected date to begin campaign installs (e.g. immediately, after 10 signed contracts, after campaign deadline).**

Step 1-Community Outreach & Events. Interested homeowners will attend (virtual) campaign educational presentations, meet and ask questions of ReVision co-owners and volunteers at (virtual) community events, or visit the Solarize Newmarket and ReVision Energy websites and sign up for additional information.

Step 2-Immediate Follow Up. ReVision Energy will contact all interested participants within 24 hours of receiving their inquiry. This is typically a phone consultation or email to review the basics of solar, Solarize Newmarket, and ReVision Energy. Our Solar Advisors (SA) and System Design Specialists (SDS) identify how they found out about the campaign to provide relevant tracking information, ask about their goals, expectations and time frame and finally request

relevant information such as confirming the site on Google Earth and providing a recent electric bill prior to scheduling a site evaluation.

Step 3-Site Evaluation. Our SAs and SDSs will schedule Site Evaluations for every interested party within 2 weeks of phone consultation or email confirmation of interest. This process involves an SDS visiting the customer's home and reviewing project specifics in detail, including roof measurements, roof shade analysis, electrical infrastructure, pricing and project next steps. Our SDS are trained energy efficiency experts and begin each evaluation with an analysis of a home's energy usage pattern and by identifying opportunities to reduce electrical consumption. Managing the "load" side of the equation often results in smaller, more costeffective projects on the "supply" or solar side. To that end, ReVision will provide information about complementary technologies that can further increase customer savings and reduction in carbon footprint including hyper-efficient Air Source Heat Pumps and Domestic Hot Water Heaters, Battery Storage, and EV charging infrastructure.

Step 4-Project Design, Follow Up, & Sale. The SDS will generate a formal proposal to include components, scope of work, production estimate, system cost, available incentives, and detailed financials including expected return on investment. System Design Specialists will answer questions via phone, email, or in-person as requested and will follow up periodically to help overcome obstacles and confirm that the client is interested in moving forward.

Step 5-Sign Contact. The SDS will connect the customer with Megan Ulin (Office & Customer Experience Manager), who will serve as the primary point of contact from the signing of the contract until the installation. Megan will process and deliver the contract and address any relevant questions or concerns. The customer will sign the contract and make a 1/3 deposit or apply for financing. Once the contract has been signed and the deposit has been made, or financing is secured, the customer's spot will be reserved in our installation queue.

Step 6-Project Approval. Our Operations Department will process each project over a 4-8 week period. This involves conducting a Technical Site Visit within 2 weeks after the signing of a contract to confirm the system design details, submitting interconnection (including electrical 1-line diagram) and net metering applications to the utility and applying for the state rebate with the PUC. A structural analysis will be performed, and the results will be shared with the customer and if required an estimate for necessary improvements will be provided. ReVision will apply for building and electrical permits and order materials for the project.

Step 7-Installation. Megan will coordinate installation dates at the customer's convenience at which we could currently schedule installations into the first week of June. Installation crews will arrive on site generally between 8-9 AM on the first day and the Project Manager will review the project with the customer and answer any remaining questions prior to beginning the installation. Rooftop installations typically last for 2-3 days while Ground Mounted installations typically last for 3-4 days, depending on complexity. Each installation team consists of 3 or 4 licensed electrical installers (including the Project Manager) and will include at least 12

Journeyman or Master licensed electricians to meet NH state electrical apprentice ratio laws. ReVision will coordinate all necessary inspections.

Step 8-System Review. ReVision Project Manager completes walk through with customers explaining the system components and operation and answering any final questions. Installers leave customers co-branded Solarize Newmarket t-shirts or an equivalent closing gift.

Megan will address any remaining questions and will initiate the closing of the job which involves final billing and review of incentives and monitoring, an ask to write Google reviews of their experiences with Solarize Newmarket and ReVision, and encouragement to provide referrals to grow the campaign.

ReVision will contact the utility to request a net meter swap, which typically takes 1-2 weeks.

Step 9-System is Commissioned & Customer Follow Up. System is energized and customer enjoys renewable solar energy!

Step 10-Post Installation Follow Up. Our SAs will follow up with all customers 3 months after their installation to gather feedback on our performance and customer satisfaction in addition to confirming that the customers understand how their system operates, how to read their utility bill and monitoring dashboards, while also answering any remaining questions.

5) How are you prepared to manage the anticipated volume of leads while delivering quality customer service and participating fully as a program partner?

Our Key Staff Members have the experience, resources, and desire to make this campaign a success for all involved parties. Thanks to our scale and experience with successful solarize campaigns, we can provide the Volunteer Team and each of the expected participants with the necessary individualized attention at every step of the way. From engaging in volunteer calls and planning sessions to organizing educational events and community outreach to the design, sale, contract, permitting, installation, and servicing of systems, we provide exceptional customer service and support.

6) Please outline a contingency plan in the event that the flow of leads is greater than anticipated and you are unable to provide timely and high-quality customer service to all leads.

At ReVision Energy, we are uniquely qualified to address greater than projected lead volumes given our number of employees and experience with previous solarize campaigns. Each year, our Brentwood office processes thousands of incoming leads from a wide array of sources and ensures that each receives the individualized attention they deserve. While we anticipate that our Key Staff members will be able to provide timely and high-quality customer service to each participant, we do have the ability to quickly and seamlessly pull resources from other

members of our 75+ New Hampshire team, including our Upper Valley branch, to support the Solarize Newmarket.

7) What marketing services are you willing to provide to supplement and support volunteer outreach (e.g. purchasing ads, signs, event food)? What budget are you willing to make available to the volunteer team?

ReVision's approach to marketing is grounded in the mobilization and support of a community solar champions throughout New Hampshire who are leading the clean energy transition with us. We combine on-the-ground grassroots engagement strategies like virtual Solar Open Houses and community events with a sophisticated digital marketing platform and effective word-of-mouth. While we have a robust marketing team (including in-house graphic and web designers and experts in SEO/PPC/social media, copywriting, photography, and videography), we know that an effective Solarize campaign is led by local community members. We therefore deploy our various marketing resources in support of and at the request of community leaders.

In our experience, the greatest success comes from when we use our resources to empower the on-the-ground leaders in the community and the volunteer force, who are driven by incredible passion and authentic relationships with the community. We have an extensive track record of working with volunteer/nonprofit partners for the execution of sophisticated local outreach programs developed around specific campaigns or affinity groups.

A typical campaign consists of the following components:

- Develop a concise messaging document with Solarize partner for handout to volunteers. Help them distill solar facts into the most powerful messages about the benefits of solar energy for the local audience.
- Launch a social media campaign to complement the grassroots campaign; generally consists of an events promotion strategy, solar factoids with custom graphics, and other shareable assets. Social media assets, microsite, etc. are all tied into a general digital marketing promo by ReVision Energy, which includes our monthly newsletter for 30,000 person reach and over 25,000 person reach on Facebook, and 12,000 unique website visitors monthly.
- Coordinated grassroots virtual event series consisting of open houses with existing solar champions in the local area, partnerships with nonprofits/town entities, lunch and learn and happy hour events, trail clean-ups and other volunteer events, tours of existing projects, etc.

Our role throughout this solarize campaign would be to amplify your voices as much as possible to accelerate the impact you make. Through all phases of the marketing campaign, ReVision Energy can provide supplementary resources including creative resources, campaign

ideas/experience, marketing collateral, and database resources. We understand this is your campaign, not ours, and will approach all outreach as a collaborative partner.

Despite our growth in recent years, we firmly believe that a sales-centric approach is not right for our clients and communities. We prefer to guide families and organizations to an educated decision at a time that is right for them. As such, education is the cornerstone of all that we do, and we feel it is much more important to develop long-term, positive relationships in the community than it is to sell more systems in the short term.

We are grateful to see others share our mission to address global warming and drive renewable energy adoption. Our entire team of co-owners is excited about the opportunity to partner with Solarize Newmarket and launch a transformative solar energy campaign.

8) Describe your familiarity with financing options available to customers in our community. Include any options offered in-house and/or experience working with customers who finance their systems.

Our solar-specific lending partners are established and proven throughout NH and surrounding areas. The Vermont State Employees Credit Union (VSECU) and Mosaic Solar both focus on making clean energy accessible to all qualified borrowers, providing a range of loan terms to meet the needs of Solarize Newmarket participants. We also have experience working with local banks to assist customers with private loans and/or Home Equity Line of Credit (HELOC) applications. ReVision provides these options and education on the advantages and disadvantages of various products and lenders to all customers.

9) Explain any potential threats or anticipated changes that might affect this program (e.g. net metering, state or utility rebates, codes/permitting, federal tax credits, etc.). Describe how you will handle these threats/changes if chosen as our campaign partner.

The modest (\$1,000) state rebate program is temporarily closed to new applications and will likely remain closed until the next fiscal year begins in July. We currently maintain a list of projects that did not receive a rebate and will assist with applications if/when they are able to be submitted.

Beyond that, most of the risks described above are well known:

- The Federal Tax Credit was recently extended at 26% until the end of 2022.
- Tariffs on solar modules and various raw materials have already been priced in and are scheduled to phase out next year.
- Utility net metering (in which ReVision was an active intervener at the NHPUC) is established and not expected to change in the next year.
- Codes and permitting evolve over time and we have the experience to ensure compliance and manage each project to meet the requirements. One recent

example is when NH adopted the 2015 NFPA in 2019 and our leadership worked closely with State Fire Marshals, the NH Association of Fire Chief, and the NH Association of Building Inspectors to craft an amendment to the building code to lessen the impact of those setbacks of rooftop solar system.

In short, we do not anticipate any significant changes in the business environment that will be detrimental to participants or being able to deliver on program pricing as outlined.

10) One goal of this campaign is to help customers who don't go solar through this program identify other home energy opportunities (e.g. solar hot water, energy efficiency, community solar). How will your company/consortium support these efforts? Include any existing consumer education practices, relationships with other energy-related companies, and/or any unique in-house expertise.

ReVision Energy focuses on a holistic 100% clean home approach, free of fossil fuels, and we have installed thousands of complementary technologies like air-source heat pumps and water heaters, electric vehicle charging stations, and home battery systems. All of our Key Staff are capable of discussing the various environmental and economic benefits of weatherization, energy monitoring, solar electricity and hot water, air source heat pumps, domestic hot water heaters, electric vehicle charging systems, battery storage and more. For products and services we do not provide ourselves (e.g. weatherization), we can direct families to other highlyqualified providers with whom we have worked successfully in the past. When it comes to community solar farms, which we have extensive experience building in neighboring states, we are actively lobbying the NH legislature to enact a simple change in net metering to make these projects viable and accessible for NH residents; we are already building a database of individuals and families who wish to take part as soon as the change is made.

11) Please describe any experience you have working with commercial customers (particularly small-scale commercial customers). Include any concerns or considerations which might inhibit your ability to work with farms or small businesses during this campaign.

ReVision Energy has installed more commercial solar systems in New Hampshire than any other company. We have worked with many businesses, nonprofits, schools, libraries, churches, farms, and other institutions to help them transition to clean energy, with hundreds of completed solar installations to date. Local installed projects include Seacoast Machine, the Stone Church, and The Nature Conservancy your community, Emery Farm, Phillips Exeter Academy, and the Town of Durham Gravel Pit in neighboring towns. Given our extensive experience, we are well equipped to provide custom design, pricing and installation for these projects to any interested.

VII. Equipment, Warranties, and Pricing

A. Standard Equipment

- B. Workmanship Warranty
- C. Standard Pricing
- D. Cost Adders/Subtractors
- E. Services Not Provided by Installer
- F. Payment Plan

IMPORTANT: Standard package equipment and pricing must be inclusive of all parts, labor, and related services from first contact through interconnection for a typical roof-mounted solar PV installation (average size 5 to 9 kW). All information provided in the Pricing and Equipment Proposal will be publicly available throughout the campaign.

A. STANDARD EQUIPMENT

Please list all equipment that will be included in the standard campaign package and any optional/alternative items that will be available at no additional cost for customers within the campaign. For each item listed, include the following information:

- Manufacturer and Model Name/#
- Country Where Produced
- Warranty
- Any Relevant Notes

	<i>Standard Equipment</i>
<i>Inverter(s)</i>	• SolarEdge HD Wave Inverter w/ Revenue-Grade Monitoring will be our primary inverter option. The company is based in Israel with manufacturing in multiple countries. They offer a 12-year product warranty with the potential to extend to 20 or 25 years. SolarEdge systems will include SolarEdge DC Power Optimizers to provide best production, rapid shutdown compliance and individual solar panel monitoring. SolarEdge DC Power Optimizers have a 25year product warranty. • Enphase IQ7 and IQ7+ Microinverters will be used as a secondary inverter option. Enphase is based in California with design in California and assembly in China. They offer a 25-year product warranty. • SMA SunnyBoy TL Inverter will be used as a secondary inverter option used exclusively for ground mounted systems. SMA is based in Germany with design in Germany and assembly in China. They offer a 12-year product warranty. • Generac PWRcell Inverter will be used as a secondary inverter option. Generac's headquarters and manufacturing is based in Wisconsin. They offer a 10-year product warranty. Generac systems will include Generac PV Links and SnapRS to provide best production, rapid shutdown compliance and individual solar panel monitoring. Generac PV Links and SnapRS have 25-year product warranties.
<i>PV Modules</i>	Our standard solar panel options will include: • REC's N-Peak 330 watt solar panels • Hanwha Q-Cell's Q.Peak Duo 430 watt solar panels (available only for fixed ground mounts)

	Our secondary solar panel options will include: □ REC's Alpha 370 watt all-black solar panels □ - LG's Neon 395 watt solar panels REC is based out of California with manufacturing in Singapore. They offer a 25-year linear production and product warranties. Hanwha Q-Cell is headquartered in Germany with manufacturing in South Korea. They provide a 25-year linear production warranty and a 12-year product warranty. LG is based out of South Korea with manufacturing also in South Korea. They offer a 25-year linear production and product warranties.
<i>Mounting System</i>	● IronRidge is our solar system mounting hardware for rooftop systems. They are based out of the United States and provide a 25year product warranty. ● AP Alternatives (APA) is our solar system mounting hardware for ground mounted systems. APA is based out of Ohio with manufacturing also in Ohio. They provide a 25 year product warranty.
<i>Production Meter</i>	● Texas Instruments, various warranties.
<i>Data Acquisition System</i>	● All SolarEdge inverters include Revenue-Grade Monitoring. ● Enphase inverters include Envoy Energy Management System.
<i>Other</i>	● Battery Storage options include Tesla Powerwall and Generac PWRcell. ● Air Source Heat Pump options include Mitsubishi Electric. ● Domestic Hot Water options include Vaughn, Ruud, and Stiebel Eltron. ● EV Charging options include Tesla and Clipper Creek.

B. WORKMANSHIP WARRANTY

Please describe the workmanship warranty to be provided for campaign participants.

ReVision Energy provides a 5-year workmanship warranty for all Solar PV systems. We service the manufacturer warranties on all equipment.

All systems are backed by the ReVision Energy Brand Promise, which states that we commit ourselves to technical excellence (proper design and installation the first time), ensuring maximum system longevity and performance. In addition, ReVision has a full-time Service Department, allowing for excellent response time and ensuring that we will pick up the phone and troubleshoot any issues that due arise promptly and bring the situation to resolution.

C. STANDARD PRICING

This section assumes a direct purchase model. Other pricing/financing options, including lease options, may be proposed if articulated clearly by the bidding installer. The priority is a simple, high-value package for customers.

Instructions: Please identify 3-5 pricing tiers. Tier levels indicate total contracted solar within the campaign territory and timeframe. Pricing within each tier should reflect the total installed cost of a typical installation, including the standard equipment and warranties outlined previously. The price to the customer must decrease for each of the proposed tiers. The price drop and total capacity jump can be different between tiers.

	<i>Standard Pricing</i>	<i>Campaign Pricing</i>
<i>(kW)</i>	4 kW-15 kW	4 kW-15kW
<i>Purchase Price (\$/W)</i>	\$3.20/W	\$2.70/W

D. COST ADDERS and SUBTRACTORS

Please list any factors that will increase or decrease your standard pricing for a specific project. Indicate the impact on total project cost in \$/W or as a flat cost.

	<i>Cost Adders and Subtractors</i>
<i>Site Specific</i> e.g. • Multiple roofs • Tilt racking • Roof material • Steep/tall roof • Ground mount	☐ Complicated layout/multiple array +\$0.09/watt ☐ Asphalt shingles without rafters +\$.10/watt ☐ Corrugated metal +\$0.04/watt ☐ Rubber roofs will require custom pricing ☐ High/steep roof +\$0.08/watt ☐ Ground Mount +\$0.75/watt ☐ Tracker +\$2.50/watt ☐ ☐ System Expansions will require custom pricing ☐ Structural reinforcements as required by PE will require custom pricing

Electrical e.g. • Electrical panel upgrade • Meter upgrade • Interior conduit run	☐ 200 Amp Service Upgrade will require custom pricing and utility approval ☐ Long conduit run (more than 60') will require custom pricing (+\$5/Linear foot is average) ☐ Trenching will require custom pricing (\$10/Linear foot is average)
System Size e.g. additional cost per kW for small systems, or discount for larger systems	☐ Systems of 1-12 panels +\$1/watt ☐ Systems of 13-20 panels +\$0.0/watt ☐ Systems of 21-39 panels -\$0.05/watt ☐ Systems of 40 panels or more -\$0.10/watt
System Monitoring	☐ No additional cost, included with SolarEdge and Enphase
Other e.g. • Alternative inverter options • Alternative panel options	☐ REC's Alpha 370 watt all-black solar panels +\$0.20/watt ☐ LG's Neon 395 watt solar panels +\$0.50/watt ☐ Enphase IQ7 and IQ7+ Microinverters +0.05/watt ☐ Generac PWRcell Inverter will require custom pricing ☐ Additional SolarEdge HD Wave inverter +\$0.20

E. SERVICES NOT PROVIDED BY INSTALLER

Please list any services not provided by the installer that, if required, could add to total project cost (e.g. tree removal, reinforcement of rafters).

- Energy Audits and Weatherization
- Tree Removal
- Roof Replacement

ReVision Energy can provide references as necessary.

F. PAYMENT PLAN

Please describe a payment plan for campaign customers, including deposit at signing, final payment, and any interim payments. Please also explain how customers who sign contracts early in the campaign will see their final price adjusted according to the final pricing tier reached at the program deadline.

For cash projects, ReVision Energy will request a deposit of 1/3 of system cost along with a signed contract in order to get the participant into the installation queue. The remaining 2/3 will be invoiced upon completion.

If the client plans to utilize ReVision's specialized financing partners, the process will require the customer to first complete their application for pre-approval, confirming they are able to

secure financing, along with a signed contract. Mosaic financed projects will not be required to make a deposit and all VSECU financed projects will require a minimum \$1,000 deposit. Funds will then be released in accordance with loan terms.

VIII. Representative Newmarket Installations



BAJGER ARRAY

Steve and Erin Bajger installed a 6.7 kW array on Alyce Drive in 2017. Consisting of 23 modules, the installation offsets 87% of the home's energy use and has produced 28.9 MWh of clean energy to date.



CAHILL ARRAY

Atinuke and NH State Representative Michael Cahill have installed two separate PV projects on Ash Swamp Road and have also installed heat pumps and a Tesla PowerWall. The projects have produced 18.1 MWh of clean energy to date.



SEACOAST MACHINE

Seacoast Machine installed a 22.5 kW array on Exeter Road in 2017. Consisting of 75 modules, the installation offsets 100% of the business's energy use and has produced 65.5 MWh of clean energy to date.



The Nature Conservancy

The Nature Conservancy installed a 6.16 kW array on Bay Road in 2017 and then worked with ReVision Energy to completely transition to heat pumps during a major renovation in 2019. A solar expansion is planned. The project has produced 22.7 MWH of clean energy to date.

IX. Authorized Signatures

The undersigned is a duly authorized representative of the installer(s) listed below, with the authority to commit the company for the proposed campaign partnership with Newmarket. I certify:

- The installer has read and understands the RFP requirements;
- If chosen, the installer is prepared to fulfill the installer commitment outlined in the RFP;
- The information contained in this proposal, and any related correspondence or documentation, is true, accurate, and complete;
- The installer has disclosed all affiliates, partnerships, and relationships;
- The installer understands that selection of an installer through this RFP is not an offer and the volunteer selection committee reserves the right to continue negotiations with the selected installer until the parties reach a mutual agreement. Moreover, the volunteer selection committee reserves the right to reject any or all proposals; waive defects or

irregularities in any proposal; enter into discussions with selected installers; discontinue discussions with any installer at any time and for any reason; correct inaccurate awards; change the timing or sequence of activities related to this campaign; modify, suspend, or cancel this campaign; and condition, modify, or otherwise limit awards pursuant to this campaign.

- The installer understands that all work related to the campaign must be completed by owners or employees of the companies listed below, OR by owners or employees of a subcontractor. All individuals working on campaign projects must be covered by workers compensation insurance and/or liability insurance in accordance with state law.

Company: ReVision Energy, Inc.

Authorized by (printed name & title): Tom Hobbs, Branch Manager, Residential Sales Manager

Signature:  **Date:** 3/26/2021

August 4, 2021

Steve Fournier
Town Manager
Town Hall
186 Main Street
1st Floor
Newmarket, NH 0385



Dear Steve,

Last night the Newmarket Energy & Environment Committee unanimously approved making a recommendation to the Newmarket Town Council to accept **Revision Energy Inc.** as the preferred vendor to lead the proposed **Solarize Newmarket** project starting later this fall and gearing up for full implementation in 2022, the last year in which local residents will be able to take advantage of federal tax credits for solar PV installations.

The Energy and Environment Committee encourages the Town Council to accept this recommendation and move forward as soon as possible on a more detailed roll-out plan with Revision Energy that will benefit as many property owners in Newmarket as possible over the next year. Our stated goal was to try and double the installed solar capacity at the residential level in Newmarket and we believe this is an achievable goal with Revision Energy handling the marketing campaign to kick things off with no other financial commitment required from the town.

I am attaching a copy of the Revision Energy RFP response and the combined scores and comments from the committee's RFP evaluation matrix. It was a very close competition between Revision Energy and 603 Solar as the two top competitors to assist Newmarket in this endeavor. I'm sure Revision Energy would be willing to make a presentation to Town Council to further elaborate on their planned response to help us launch the Solarize Newmarket campaign moving into 2022.

A handwritten signature in dark ink that reads "Peter Nelson". The signature is fluid and cursive, with the first name "Peter" and last name "Nelson" clearly distinguishable.

Peter Nelson
Chair, Newmarket Energy & Environment Committee

Vendor Selection Matrix - Solarize Newmarket RFP - COMBINED

	EXPERIENCE Criteria	Weight	Revision Energy	Enter Score for Revision here	603 Solar (with Adams Energy)	Enter Score for 603Solar here	GSS	Enter Score for GSS here
Anders				0		0		0
Cris				0		0		0
Ellen				0		0		0
Peter				10		7		1
Roberta				9.5		8.5		0
Toni				10		7		1
TOTAL				29.5		22.5		2
AVERAGE				9.83		7.50		0.67

	STAFFING Criteria	Weight	Revision Energy	Enter Score for Revision here	603 Solar (with Adams Energy)	Enter Score for 603Solar here	GSS	Enter Score for GSS here
Anders				0		0		0
Cris				0		0		0
Ellen				0		0		0
Peter				10		10		0
Roberta				9		10		0
Toni				9		6		0
TOTAL				28		26		0
AVERAGE				9.33		8.67		0.00

	CAPCITY TO IMPLEMENT Criteria	Weight	Revision Energy	Enter Score for Revision here	603 Solar (with Adams Energy)	Enter Score for 603Solar here	GSS	Enter Score for GSS here
Anders				0		0		0
Cris				0		0		0
Ellen				0		0		0
Peter				20		18		0
Roberta				20		18		9
Toni				18		18		0
TOTAL				58		54		9
AVERAGE				19.33		18.00		3.00

	TIMELINE & IMPLEMENTATION PROCESS Criteria	Weight	Revision Energy	Enter Score for Revision here	603 Solar (with Adams Energy)	Enter Score for 603Solar here	GSS	Enter Score for GSS here
Anders				0		0		0
Cris				0		0		0
Ellen				0		0		0

Vendor Selection Matrix - Solarize Newmarket RFP - COMBINED

Peter				18		16		0
Roberta				22		22		9
Toni				18		18		0
TOTAL				58		56		9
AVERAGE				19.33		18.67		3.00

	EQUIPMENT WARRANTIES & PRICING Criteria	Weight	Revision Energy	Enter Score for Revision here	603 Solar (with Adams Energy)	Enter Score for 603Solar here	GSS	Enter Score for GSS here
Anders				0		0		0
Cris				0		0		0
Ellen				0		0		0
Peter				18		20		0
Roberta				19		22		0
Toni				25		25		0
TOTAL				62		67		0
AVERAGE				20.67		22.33		0.00

	CORPORATE AUTHORIZATION Criteria	Weight	Revision Energy	Enter Score for Revision here	603 Solar (with Adams Energy)	Enter Score for 603Solar here	GSS	Enter Score for GSS here
Anders				0		0		0
Cris				0		0		0
Ellen				0		0		0
Peter				10		9		0
Roberta				10		8		0
Toni				10		9		0
TOTAL				30		26		0
AVERAGE				10.00		8.67		0.00
COMBINED AVERAGE				88.50		83.83		6.67



Town Hall
186 Main Street
Newmarket, NH 03857

Tel: (603) 659-3617
Fax: (603) 659-8508

Founded December 15, 1727
Chartered January 1, 1991

TOWN OF NEWMARKET, NEW HAMPSHIRE

ATTACHMENTS:

Description	Upload Date	Type
Chris Wolfe Application	9/3/2021	Cover Memo

Received 9/3/2021 WVC



APPLICATION FOR APPOINTMENT TO A BOARD,
COMMISSION, OR COMMITTEE POSITION WITHIN THE
TOWN OF NEWMARKET

Applicant's Name: Christopher M. Wolfe

Address: 125 Main St #23 Phone/Cell 603 493 6097

RSA 669:19 Newmarket Registered Voter: Yes ☒ No ☐ # of Years as Resident: 5
RSA 91:2 Are you an American Citizen? Yes ☒ No ☐

Email address: chris@mnrtechnology.com

Full membership (3 year term) position applying for At Large - CIP

State what the new term expiration date is: Aug 2022

Alternate position (3 year term) position applying for _____

State what the new term expiration date is: _____

I feel the following experience and background qualifies me for this position: _____

30 years of civics experience to the town of Derry, inclusive of: School district Moderator;

Planning Board; Derry Development Corp; founded Derry Strategic Planning Group; founded

Derry Main Street Corporation. Currently serve on Newmarket Budget Committee

Various Corporate and Non-profit boards of directors/trustees.

(need more room, please use the back)

Christopher M Wolfe

2021-09-03

Signature

Date

You are welcome to submit a letter or resume with this form. Applicants are requested to attend the Council meeting to address the Town Council prior to the decision making process. Applicants will be notified of the time and date of this meeting in advance. Thank you for your application and interest in the Town of Newmarket.



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TOWN OF NEWMARKET, NEW HAMPSHIRE

ATTACHMENTS:

Description	Upload Date	Type
Resolution #2021/2022-09 TM as Agent for Storm Water CRF	9/10/2021	Cover Memo



**TOWN OF NEWMARKET, NEW HAMPSHIRE
By the Newmarket Town Council**

Resolution 2021/2022-09

Naming the Town Manager as Agent for the Storm Water Capital Reserve Fund

- WHEREAS:** The Town of Newmarket established a capital reserve fund to address Storm Water pollution; and
- WHEREAS:** The Town is beginning to address this issue more actively with the issuance of the federal Municipal Separate Storm Sewer System Permit Program (MS4); and
- WHEREAS:** To address the issues within the town of Newmarket, staff must be able to act quickly; and
- WHEREAS:** The capital reserve fund currently names the Town Council as agents to the fund.

NOW, THEREFORE, BE IT RESOLVED BY NEWMARKET TOWN COUNCIL THAT:

The Newmarket Town Council hereby amends the agent of the capital reserve fund and authorizes the Town Manager to serve as agent of the fund. In accordance with Town purchasing policy, any disbursements over the authority of the Town Manager (\$10,000) will have to be approved by the Town Council.

First Reading: September 15, 2021

Second Reading: October 6, 2021

Approval: October 6, 2021

VOTING RECORD			
Date of Vote:	YES	NO	ABSTAIN
Councilor Conley			
Councilor Ward			
Councilor Blackstone			
Councilor Brabec			
Councilor Kiper			
Vice Chair Sanders			
Chair Weinstein			
Total Votes:			
Resolution: Does Does Not pass.			

Approved: _____
Toni Weinstein, Chair Town Council

A True Copy Attest: _____
Terri Littlefield, Town Clerk



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