



TOWN OF NEWMARKET, NEW HAMPSHIRE

.

Wednesday, 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**

- 1. Pledge of Allegiance**
- 2. Public Forum**
- 3. Town Council to Consider Acceptance of Minutes**
 - a. July 21, 2021 Non-Public Meeting Minutes
 - b. August 18, 2021 Meeting Minutes
- 4. Report of the Town Manager**
 - a. Town Manager's Report
- 5. Committee Reports**
- 6. Old Business**
 - a. Resolutions/Ordinances in the 2nd Reading
 - i. Resolution #2021/2022-07 - Request for Legal Interest in Gaziano Tract - Neal Mill Road
- 7. New Business/Correspondence**
 - a. Town Council to Consider Nominations, Appointments and Elections
 - i. John Greene - ZBA Alternate Member - Expiration April 2022
 - ii. Capital Improvement Plan Committee (CIP) - Russell Simon - Term Expiration August 2023
 - b. Resolutions/Ordinances in the 1st Reading
 - i. Resolution #2021/2022-08 ReVision Energy as Preferred Vendor for the Solarize Newmarket Project

- c. Closing Comments by Town Councilors
- d. Next Council Meeting
 - i. **September 15, 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

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

Founded December 15, 1727
Chartered January 1, 1991

TOWN OF NEWMARKET, NEW HAMPSHIRE



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
August 18, 2021 Draft Minutes	8/24/2021	Cover Memo

TOWN OF NEWMARKET, NEW HAMPSHIRE

TOWN COUNCIL REGULAR MEETING

August 18, 2021 7:00 PM

Council Chambers

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

Staff Present: Town Manager Stephen Fournier, Environmental Services Director Sean Greig and Wendy Chase Recording Secretary.

Chair Weinstein convened the Meeting at 7:00 PM and led the Pledge of Allegiance.

AGENDA

DRAFT MINUTES

PUBLIC FORUM

Chair Weinstein opened the Public Forum at 7:01 PM.

William Randall, 84 Pear Tree said that he lives across the road from the development taking place off of Hersey Lane. He voiced concerns over safety and noise from the construction.

Chair Weinstein noted for the record that the public forum does not include back and forth dialogue between the speaker and the Council. She also stated that it is the Planning Board, not the Council that approves development projects and that this particular project was approved by the Planning Board many years ago.

Chair Weinstein closed the Public Forum at 7:04 PM.

TOWN COUNCIL TO CONSIDER ACCEPTANCE OF MINUTES

July 21, 2021

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

Motion was Passed by a vote of 6-0-1.

REPORT OF THE TOWN MANAGER

Town Manager's Report

Town Manager Fournier reported on the following:

- **COVID-19 Update:** As of August 10, there are 12 active cases and 585 cumulative cases. The Seacoast Health Region has seen 5.4% increase and Rockingham County has seen an increase of 5.8% over the past week. There will be no change in the mask mandate. Lamprey Health Care is working with the Town to hold clinics and offer incentives to get more people vaccinated. The Town Manager has reached out to the Housing Authority and the Cheney group to work with them to encourage more vaccinations. Newmarket Rite Aid offers vaccines.
- **Community Development:** The following are recommendations made by Municipal Resource Inc.:
 1. *We recommend that the informal organization of Building, Planning, and Zoning be combined into a single department. This department would consist of a Planner, a Code Official, and the Administrative Assistant. Some of the present functions of the Planner and possibly the Building Inspector should be reallocated or, if found unnecessary, cease.*
 2. *Zoning Administration should be delegated to the Code Official rather than the Director of Community Development.*
 3. *Engineering and related technical activities should be delegated to an engineer – either a Town Engineer, or a third-party consultant that might be on retainer or utilized on an as-needed basis.*
 4. *The main function of the Planning Office should be the advancement of future planning such as studies related to the quality of life in Newmarket, the review and advancement of elements of the Master Plan as well as monitoring compliance with the master plan. Part of the effort in this office should be complicit with the Town of Newmarket's economic development goals and objectives.*
 5. *The Administrative Assistant should have a core function like a Permit Technician which will allow the flow of plans and approvals as well as inspections to be more formally organized around this central position (informally it is now). This would also allow better customer service, as well as one-stop, permitting in some cases.*
 6. *A minute taker function should be explored, with the consistent workload and the ability of staff to maintain it, having that function realized outside of their daily duties would be beneficial.*
 7. *A review should be conducted for record-keeping. The maintenance of files and preparation for Laserfiche may be more efficient if connected to the larger record-keeping activities of the town. Most permitting software products allow the applications, plans, and inspections records to be stored as part of the software. The present permitting software may have this function.*

Planning for FY23 budget has begun. The budget will be presented to the Town Council by October 15th per the Charter. It is recommended to hold a Saturday budget workshop on October 23rd at 9:00 AM.

The U.S City Average CPI has risen 5.4% since 2020; the Northeast region is up 4.3% and Boston-Cambridge-Newton is up 4.3%.

The School is reopening soon and the town works with the School by giving them facts and information we receive regarding COVID-19. The Town and School are very different in terms of how to react. The Town looks at it on a community-wide basis. It is ultimately up to the School Board to decide what their mask mandates and policies are going to be.

Road Construction: Bay Road, South Main Street, and Moody Point water main extension. Granese and Sons are contracted to replace the water main on South Main Street; the sewer and water mains on Bay Road and the water main extension on Cushing Road. The South Main Street and Bay Road 1895 6" water main is being replaced by a 12" main; the 1900 clay sewer main on Bay Road is being replaced and the water main is being extended to Moody Point which will be paid for by their association. The delays taking place are due to the amount of ledge they are running into. South Main Street should be online by August 27th and then they will begin cleanup between the hours of 8am-2pm while students are in school. The Bay Road project should be complete by the middle of September then the Cushing Road project will begin.

Town Manager Fournier commended the Recreation Department Staff for the successful opening of the water park.

Councilor Kiper asked the Town Manager to find out the number of children 12 years of age and younger.

The Town Manager said that they are still deciding on how to spend the ARPA funds.

Chair Weinstein commented on the Macallen Dam and Splash Pad ribbon-cutting ceremonies. She said these projects are a direct result of the quality of staff that the Town is fortunate to have and commended Town Manager Steve Fournier, Recreation Director Aimee Gigandet and Public Works Director Rick Malasky.

Department Reports

Chair Weinstein commented on the Police Department report. She said that she liked to see that the Police Officers are moving forward with their training with the increased mandated training and the online training that includes responding to mental health crises and diversity. It was also mentioned in the report that the Police Department continues to receive information regarding "Meth" in town.

The DPW installed two new charging stations in town. One at the Water Street parking lot and one at the Community Center.

COMMITTEE REPORTS

Councilor Sanders said the Arts & Tourism Commission held their last meeting at Schanda Park. They discussed ideas on what their next project will be. The next Arts in the Park Concert Series concert will be celebrating local eateries and they will be giving out gift certificates. There will be an artist present and they will raffle off a piece of art.

Councilor Brabec reported on the last Conservation Commission meeting. They discussed the purchase of the Neal Mill Road property. She said that there is a "Life Scout" of the Boy Scouts that is helping out with the Heron Point Management Plan. The Commission will be teaming up with the Recreation Department on October 2nd to organize people to visit area parks and to do volunteer work at Heron Point.

Councilor Blackstone said the Planning Board met and they started the process of updating the Master Plan. The members had an active discussion on housing and density and ways to achieve more diverse housing in town.

Chair Weinstein said the Energy and Environment Committee met and the focus was to vote to recommend to the Council to accept ReVision Energy as the preferred vendor to lead the proposed "Solarize Newmarket" project.

OLD BUSINESS

RESOLUTIONS/ORDINANCES IN THE 2ND READING

Resolution 2021/2022-01 - Establishing Juneteenth as a Holiday

Councilor Sanders made a motion to Approve *Resolution #2021/2022-01 Establishing Juneteenth as a Holiday*, which was seconded by Councilor Ward.

Town Manager Fournier explained that it is a national holiday and if passed employees will receive an additional holiday in June each year.

Motion was Passed by a vote of 7-0-0.

Resolution #2021/2022-02 Community Power Coalition Joint Powers Agreement

Councilor Sanders made a motion to Approve *Resolution #2021/2022-02 Authorizing the Town of Newmarket to enter into a Joint Powers Agreement of Community Power Coalition of New Hampshire*, which was seconded by Councilor Conley.

Town Manager Fournier said authorizing the Town to enter into an agreement does not commit the town financially or otherwise.

Motion was Passed by a vote of 7-0-0.

Resolution #2021/2022-03 Change in Solid Waste Fees

Councilor Sanders made a motion to Approve *Resolution #2021/2022-03 Change in Solid Waste Fees*, which was seconded by Councilor Conley.

Town Manager Fournier explained that the Town adopted the "pay as you throw" program in the 1990s. The revenue of the trash bags was to offset the solid waste fees. Solid waste prices continue to rise. The cost of bags has not been increased for over 10 years. The proposed increase is \$0.25 for the large bags and \$0.25 for the small bags. The increase would result in \$31,000 in revenue. Town Manager Fournier said that they will revisit the solid waste fees more regularly going forward.

The Councilors discussed free composting available at the transfer station giving residents the option to dispose of compostable materials reducing waste in trash bags.

Motion was Passed by a vote of 7-0-0.

Resolution #2021/2022-04 - Investment Policy Review and Adoption

Councilor Sanders made a motion to Approve *Resolution #2021-2022-04 Investment Policy Review and Adoption*, which was seconded by Councilor Conley.

Town Manager Fournier said that the Investment Policy has to be approved annually by the Town Council. There are no changes to the policy from previous years.

Motion was Passed by a vote of 7-0-0.

Resolution #2021/2022-05 - Huber Thickener Project

Councilor Sanders made a motion to Approve *Resolution #2021/2022-05 Huber Thickener Project*, which was seconded by Councilor Conley.

Environmental Services Director Greig explained that they haul 750 tons of solids from the WWTP to the landfill each year. The machine will reduce the water from the solids reducing the cost of disposal. There will be an 8 to 10-year payback for the equipment. He proposes to lease the equipment for 7 years. The cost is \$200,000; \$32,000 will come out of the budget and the remaining costs will come from the Capital Improvements Fund. He said it will take 6 to 8 months to get the equipment giving him time to apply for potential grants.

Motion was Passed by a vote of 7-0-0.

Resolution #2021/2022-06 - Reinstate the Ad hoc Riverfront Advisory Committee

Councilor Sanders made a motion to Approve *Resolution #2021/2022-06 Reinstate the Ad hoc Riverfront Advisory Committee*, which was seconded by Councilor Conley.

Town Manager Fournier explained that the original establishment of the Ad hoc Riverfront Advisory Committee included a sunset clause which came due. The reinstatement of the Committee does not include a sunset date.

Motion was Passed by a vote of 7-0-0.

NEW BUSINESS/CORRESPONDENCE

TOWN COUNCIL TO CONSIDER NOMINATIONS, APPOINTMENTS AND ELECTIONS

Gretchen Kast - Ad hoc Riverfront Advisory Committee - Term Expiration - June 2024

Councilor Sanders made a motion to Approve *the Appointment of Gretchen Kast to the Riverfront Advisory Committee with a term expiration of June 2024*, which was seconded by Councilor Conley.

Gretchen Kast said that she has lived at Rivermoore Landing for over 20 years and is very

interested on what's going on at the riverfront.

Motion was Passed by a vote of 7-0-0.

Peter Sawtell - Ad hoc Riverfront Advisory Committee - Term Expiration June 30, 2024

Councilor Sanders made a motion to Approve *the Reappointment of Peter Sawtell to the Riverfront Advisory Committee with a term expiration of June 2024*, which was seconded by Councilor Conley.

Councilor Kiper mentioned that Peter Sawtell owns and operates Seven Rivers Paddling and is well deserved to be appointed to this committee.

Motion was Passed by a vote of 7-0-0.

Dale Pike - Ad hoc Riverfront Advisory Committee - Term Expires June 30, 2024

Councilor Sanders made a motion to Approve *the Reappointment of Dale Pike to the Riverfront Advisory Committee with a term expiration of June 2024*, which was seconded by Councilor Conley.

Motion was Passed by a vote of 7-0-0.

Resolutions/Ordinances in the 1st Reading

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

Chair Weinstein read Resolution #2021/2022-07 - Request for Legal Interest in the Gaziano Tract - Neal Mill Road into the record.

CORRESPONDENCE TO THE TOWN COUNCIL

Energy & Environment Advisory Committee Letter

Town Manager Fournier suggested drafting a Resolution for the next meeting endorsing the letter from the Energy & Environmental Committee regarding the issuance of an RFP to ReVision Energy to head the solarized project.

CLOSING COMMENTS BY TOWN COUNCILORS

Councilor Blackstone referred to the S.E.L.T. land acquisition on Neal Mill Road and their desire to make the accessway a Class A trail instead of a road. He proposed to authorize the Town Manager to negotiate with S.E.L.T. for parking spots prior to the final approval.

It was a general consensus of the Town Council to authorize the Town Manager to negotiate with S.E.L.T. for parking spaces prior to final approval of the land acquisition.

Town Councilors commented on the Splash Pad. They agreed that Aimee Gigandet did a great job making it happen. They remind parents that the supervision of their children is not the Recreation Department's responsibility and if they have to hire someone to supervise then they

will have to start charging admission.

NEXT COUNCIL MEETING

September 1, 2021

ADJOURNMENT

Chair Weinstein adjourned the meeting at 8:05 PM without objection.

Respectfully submitted,
Wendy Chase, Recording Secretary



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
Town Manager's 09/01/2021 Report	8/26/2021	Cover Memo



TOWN OF NEWMARKET, NEW HAMPSHIRE
OFFICE of the TOWN MANAGER

REPORT OF THE TOWN MANAGER
September 1, 2021

COVID-19 and Vaccination Update: As of August 25, there are 19 active cases in the community. We have had 614 (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 7.1% increase in new cases over the past week and Rockingham County has seen an increase of 7.7%.

As of right now, we are monitoring to see if there is a need to change the mask mandate. Part of the reason is our hospitals are not seeing a large increase in cases. In the Seacoast Hospital Group (Exeter, Frisbee, Huggins, Portsmouth, and Wentworth Douglass) there are 22 confirmed hospitalizations. Please note that mask mandates were not to get the community to zero cases, but to lessen the impact on hospitals.

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	5,676	60%	5,237	55.4%

As you are aware, Pfizer has just been approved by the FDA and we are hoping this would encourage more people to get vaccinated.

As you are aware, I have been working with a number of stakeholders to see how we can increase the number of vaccinations. I had a meeting with Lamprey Health Care, the Housing Authority, and Lane Cheney of the Cheney Group. We discussed how we can get underserved portions of our community vaccinated. Tentatively on September 9, Lamprey in conjunction with the rental property owners will be hosting a mobile vaccination clinic at Cheney Properties offices on Exeter St. They will all be promoting the clinic in their buildings.

Later, we will be working with the housing authority to have a clinic there as well.

Peterborough: As the Town Council may have seen in the media, the Town of Peterborough was a victim of an internet-based fraud and had \$2.3M stolen from them. This money will not be recovered.

I asked the Director of Finance and Administration to look at this case and see how it may impact our operations.

First, our ACH exposure is relatively low and listed below:

- Federal Payroll Taxes: typically \$30-40k biweekly (ACH is required by the federal gov't.)
- AFLAC: \$60-70 monthly
- Great West: approximately \$1,000 biweekly
- USDA-RD: approximately \$300K in August and February (this is an automatic withdrawal) this payment method is required.

Second, the rest of our accounts payables are paid by paper check and mailed to the physical address on file and confirmed. If a company asks us to send it to another location, we make phone calls and verify the change is really the company's address for receiving payments.

Third, in terms of what we will do to reduce the probability of a similar threat happening to Newmarket, we will engage in training our employees on basic cyber security. Primex has an online course which anyone working for us can register for through the Primex site. We periodically send out alerts to our staff about known threats and what to do about them, particularly phishing incidents. As it turns out, our staff members across departments tend to be cautious, and they have often reached out to me (or Back Bay) with questions about suspicious emails. In addition, when alerts are sent from the national cyber security center, we work with IT support to inform them to known vulnerabilities and fixes.

Fourth, when we change banks, we will be working with them to implement payment security in the form of Positive Pay (for ACH and checks) and we are planning to make more payments through the TD Bank purchasing cards. The former will make checks and ACH payments more secure, the latter will reduce the number of checks needing processing (less paper, toner, envelopes, postage and time) and will be backed up by the bank in the event of fraud or dispute. There is also a potential for rebates with A/P via credit cards.

I am attaching Peterborough's press release to this report.

FY21 Budget: We have run the final numbers for FY21 and for the unaudited amount, we expended 93% of our total operating budget, with \$897,743 remaining. Please note that this is much higher due to various COVID funds we received.

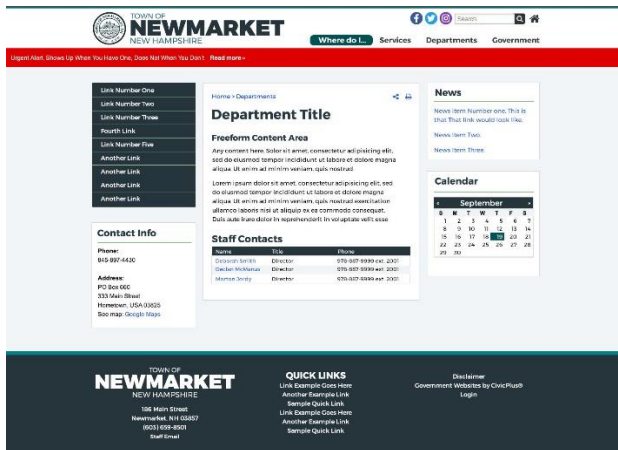
As for revenues, we ended up \$651,067 higher than anticipated. Motor vehicles was \$139,000 higher than anticipated and Room and Meals was \$54,114 higher.

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 and more people are using mobile devices to access information. Our intention is to make it even easier for people to navigate the site. With that in mind, we have a mockup of what it will look like:

Home Page Design

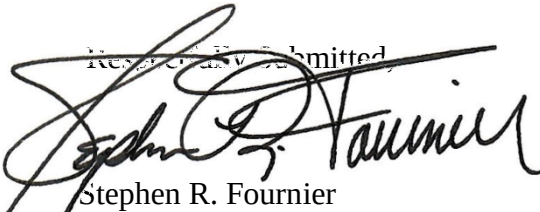


2Department Page Design



*****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:

Reviewed and Submitted

 Stephen R. Fournier
 Town Manager

For Immediate Release

August 23, 2021

Contact: Nicole MacStay, Town Administrator

Town of Peterborough, 1 Grove Street, Peterborough NH

(603) 924-8000 x101

nmacstay@peterboroughnh.gov

Town of Peterborough Targeted by Cybercriminals - \$2.3 Million Stolen

It pains us to inform the residents and taxpayers of Peterborough that like so many other towns and cities, we have fallen victim to an internet-based crime that has defrauded our taxpayers of \$2.3m. We do not believe that the funds can be recovered by reversing the transactions, and we do not yet know if these losses will be covered by insurance.

On July 26th town officials learned that ConVal School District had not received the \$1.2m monthly transfer from the Town. Upon investigation we quickly realized that the town had been victim of an email-based fraud. Finance Department staff immediately put a stop payment order on the transfer, however the funds had already left the Town's account at Peoples Bank. At the same time, IT Department staff followed the protocol for alerting the U.S. Secret Service and the cyber security consulting firm ATOM Group through NH Primex, the Town's property and liability coverage provider.

The U.S. Secret Service Cyber Fraud Task Force immediately began tracing the funds through transactions that ultimately converted them to cryptocurrency. The ATOM Group and the Town's IT Staff were able to identify email exchanges between Finance Department staff and thieves posing as ConVal School District staff using forged documents and email accounts but were not immediately able to identify who had perpetrated the fraud.

On August 18th, with the original investigation still ongoing, Finance Department staff learned that two bank transfers meant to go to Beck and Bellucci, the general contractor working on the Main Street Bridge project, had also been fraudulently diverted to thieves through similar means. The U.S. Secret Service Cyber Security Fraud Task Force, ATOM Group and our insurance provider were immediately notified. Investigations into these forged email exchanges showed that they originated overseas. These criminals were very sophisticated and took advantage of the transparent nature of public sector work to identify the most valuable transactions and focus their actions on diverting those transfers. The U.S. Secret Service Cyber Security Fraud Task Force continues to diligently work through the subpoena process and investigate the case.

Though it is now believed that no town staff were criminally involved in the transfers, the Finance Department staff who were directly targeted in this fraud are on leave until the U.S. Secret Service's ongoing investigation has been concluded. We are now waiting to hear from our coverage provider if these losses will be covered, whether in whole or in part; town administration is exploring all options available and has reached out to our legislative delegation and the Governor's office for support. The Finance Department has cancelled all ACH transfers, and all policies and procedures relating to electronic transactions are under review. We will update the community as more information becomes available.

Tyler Ward, Select Board Chair

Nicole MacStay, Town Administrator

###

Town of Newmarket, New Hampshire
Unaudited Expense Report ¹⁻³
For the Period Ended June 2021

Fiscal Year 2021										Fiscal Year 2020						
ORG	OBJ	ACCOUNT DESCRIPTION	BUDGET	REVISED BUDGET W/PRIOR YEAR ENCUMBRANCES	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED	BUDGET	REVISED BUDGET W/PRIOR YEAR ENCUMBRANCES	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED
Total 014131 Town Council			20,350.00	20,350.00	224.11	16,131.27	0.00	4,218.73	79%	19,475.00	19,475.00	839.52	18,010.96	0.00	1,464.04	92%
Total 014132 Town Administrator			206,010.00	206,010.00	26,045.36	215,620.19	0.00	-9,610.19	105%	204,104.00	204,104.00	24,178.37	204,178.04	0.00	-74.04	100%
Total 014140 Town Clerk/Tax Collect			203,760.71	204,930.71	23,252.79	182,074.30	1,170.00	21,686.41	89%	192,373.00	192,373.00	24,729.26	187,573.33	1,170.00	3,629.67	98%
Total 014150 Finance			303,718.54	306,598.54	22,502.94	273,558.91	0.00	33,039.63	89%	266,948.00	267,204.16	46,851.90	378,690.83	2,880.00	-114,366.67	143%
Total 014151 Information Technology			166,916.60	166,916.60	10,171.38	155,546.50	1,200.00	10,170.10	94%	206,757.00	206,757.00	21,804.83	237,804.01	0.00	-31,047.01	115%
Total 014152 Assessing			78,300.00	78,300.00	0.00	74,914.48	0.00	3,385.52	96%	73,387.00	75,883.53	0.50	71,194.17	0.00	4,689.36	94%
Total 014153 Legal			90,000.00	90,000.00	16,380.10	125,532.03	0.00	-35,532.03	139%	85,000.00	85,000.00	6,766.00	83,148.22	0.00	1,851.78	98%
Total 014155 Human Resource			1,689,830.29	1,689,830.29	99,814.62	1,535,009.01	0.00	154,821.28	91%	1,559,846.00	1,559,846.00	160,059.54	1,413,971.02	0.00	145,874.98	91%
Total 014191 Planning			139,801.30	139,801.30	15,906.18	136,343.72	2,273.00	1,184.58	99%	133,802.00	133,802.00	17,239.45	133,256.00	0.00	546.00	100%
Total Building & Grounds			738,647.92	738,647.92	50,631.79	579,995.40	906.84	157,745.68	79%	648,581.00	651,748.13	37,332.16	613,310.82	0.00	38,437.31	94%
Total 014195 Cemetery			37,872.40	37,872.40	2,673.03	15,460.71	0.00	22,411.69	41%	37,346.00	37,346.00	2,230.90	3,454.12	0.00	33,891.88	9%
Total 014196 Insurance-P&L			99,894.15	99,894.15	-3,489.46	93,742.46	0.00	6,151.69	94%	109,824.00	109,824.00	0.00	88,383.75	0.00	21,440.25	80%
Total 014199 Channel 13			48,337.74	50,737.74	4,210.47	34,442.10	0.00	16,295.64	68%	41,351.00	41,351.00	4,143.58	47,170.02	0.00	-5,819.02	114%
Total 014210 Police			1,666,831.79	1,679,536.39	237,446.69	1,501,575.36	17,884.05	160,076.98	90%	1,564,975.00	1,565,996.91	180,367.19	1,411,016.07	12,712.64	142,268.20	91%
Total 014220 Fire & Rescue			471,848.80	471,848.80	46,593.26	477,288.41	7,551.70	-12,991.31	103%	427,859.00	427,859.00	55,190.85	453,152.18	0.00	-25,293.18	106%
Total 014240 Code Enforcement			79,228.50	79,228.50	8,661.57	74,535.39	0.00	4,693.11	94%	80,004.00	80,004.00	9,109.60	73,969.21	0.00	6,034.79	92%
Total 014290 Emergency Management			2,250.00	2,250.00	1,056.48	1,056.48	0.00	1,193.52	47%	2,250.00	2,250.00	0.00	1,984.00	0.00	266.00	88%
Total 014311 Public Works-Administr			490,537.11	490,537.11	58,937.51	525,691.02	0.00	-35,153.91	107%	476,446.00	476,446.00	64,982.83	534,068.11	0.00	-57,622.11	112%
Total 014312 Roadways & Sidewalks			465,000.00	490,155.39	-21,813.67	423,226.76	43,553.69	23,374.94	95%	438,170.00	443,170.00	19,783.01	395,077.92	25,155.39	22,936.69	95%
Total 014313 Bridges			6,000.00	6,000.00	0.00	816.00	0.00	5,184.00	14%	4,000.00	4,000.00	0.00	4,945.00	0.00	-945.00	124%
Total 014316 Street Lighting			40,000.00	40,000.00	3,101.44	40,172.93	0.00	-172.93	100%	40,000.00	40,000.00	5,548.05	43,338.24	0.00	-3,338.24	108%
Total 014319 Vehicle			216,200.00	218,706.00	24,514.20	198,439.11	1,000.00	19,266.89	91%	194,000.00	194,000.00	21,983.12	178,295.88	3,495.03	12,209.09	94%
Total 014441 Direct Assistance			32,375.00	32,375.00	4,001.49	29,559.62	0.00	2,815.38	91%	31,605.00	31,605.00	2,706.93	27,791.18	0.00	3,813.82	88%
Total 014444 Social Service Grants			51,480.00	51,480.00	0.00	17,208.00	0.00	34,272.00	33%	49,400.00	49,400.00	10,000.00	30,300.00	0.00	19,100.00	61%
Total 014520 Recreation			218,576.01	218,576.01	31,529.96	215,289.25	757.19	2,529.57	99%	214,431.00	215,144.68	26,536.57	204,170.26	0.00	10,974.42	95%
Total 014583 Patriotic Purposes			2,500.00	2,500.00	0.00	0.00	0.00	2,500.00	0%	2,000.00	2,000.00	0.00	1,829.80	0.00	170.20	91%
Total 014589 Grants			63,000.00	63,000.00	0.00	20,300.00	0.00	42,700.00	32%	62,000.00	62,000.00	0.00	43,500.00	0.00	18,500.00	70%
Total 014611 Conservation			2,900.00	2,900.00	153.83	2,646.55	0.00	253.45	91%	2,964.00	2,964.00	96.90	1,680.19	0.00	1,283.81	57%
Total 014651 Economic Development			30,000.00	30,000.00	0.00	9,500.00	20,500.00	0.00	100%	30,000.00	30,000.00	0.00	31,516.82	0.00	-1,516.82	105%
Total 014711 Principal-LT Debt			200,000.00	200,000.00	0.00	189,300.00	0.00	10,700.00	95%	100,000.00	100,000.00	0.00	100,000.00	0.00	0.00	100%
Total 014721 Interest-LT Debt			91,220.00	91,220.00	0.00	79,285.60	0.00	11,934.40	87%	61,048.00	61,048.00	0.00	13,047.50	0.00	48,000.50	21%
Total 014915 Transfer to CRF			535,050.00	535,057.00	0.00	535,057.00	0.00	0.00	100%	524,400.00	524,400.00	0.00	524,400.00	0.00	0.00	100%
Total 01 GENERAL FUND			8,488,436.86	8,535,259.85	662,506.07	7,779,318.56	96,796.47	659,144.82	92%	7,884,346.00	7,897,001.41	742,481.06	7,554,227.65	45,413.06	297,360.70	96%
Total 02 LIBRARY FUND			325,260.09	325,260.09	40,971.52	315,263.95	0.00	9,996.14	97%	319,290.00	324,428.15	36,461.74	317,345.77	0.00	7,082.38	98%
Total 05 RECREATION FUND			369,137.87	369,137.87	52,775.05	172,779.74	10,561.00	185,797.13	50%	310,706.00	320,705.00	15,021.86	264,238.01	0.00	56,466.99	82%
Total 07 SOLID WASTE FUND			630,652.51	630,652.51	108,324.87	759,040.32	15,187.50	-143,575.31	123%	571,087.00	571,087.00	123,622.07	683,387.61	0.00	-112,300.61	120%
Total 20 WATER TREATMENT FUND			1,026,475.07	1,041,161.47	47,649.25	955,129.93	17,216.78	68,814.76	93%	822,125.00	832,036.40	72,295.22	764,027.76	14,695.74	53,312.90	94%
Total 30 WASTEWATER TREATMENT FUND			2,390,797.93	2,501,684.66	110,150.91	2,315,815.10	68,303.79	117,565.77	95%	2,334,817.00	2,426,096.63	141,310.60	2,281,505.96	111,107.50	33,483.17	99%
Total Operating Budget			13,230,760.33	13,403,156.45	1,022,377.67	12,297,347.60	208,065.54	897,743.31	93%	12,242,371.00	12,371,354.59	1,131,192.55	11,864,732.76	171,216.30	335,405.63	97%

Town of Newmarket, New Hampshire
Unaudited Expense Report ¹³
For the Period Ended June 2021

Fiscal Year 2021										Fiscal Year 2020									
ORG	OBJ	ACCOUNT DESCRIPTION	BUDGET	REVISED BUDGET W/PRIOR YEAR ENCUMBRANCES	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED	BUDGET	REVISED BUDGET W/PRIOR YEAR ENCUMBRANCES	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED			
014131	51150	TC - PART-TIME	8,200.00	8,200.00	212.16	4,800.72	0.00	3,399.28	59%	8,068.00	8,068.00	839.52	6,602.96	0.00	1,465.04	82%			
014131	51200	TC - ELECTED SALARIES	11,000.00	11,000.00	0.00	11,000.00	0.00	0.00	100%	11,000.00	11,000.00	0.00	11,300.00	0.00	-300.00	103%			
014131	53900	TC - CONTINGENCY/GRANTS	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
014131	55800	TC - TRAINING	1,000.00	1,000.00	0.00	130.00	0.00	870.00	13%	254.00	254.00	0.00	0.00	0.00	254.00	0%			
014131	56100	TC - GENERAL SUPPLIES	150.00	150.00	11.95	200.55	0.00	-50.55	134%	153.00	153.00	0.00	108.00	0.00	45.00	71%			
Total 014131 Town Council			20,350.00	20,350.00	224.11	16,131.27	0.00	4,218.73	79%	19,475.00	19,475.00	839.52	18,010.96	0.00	1,464.04	92%			
014132	51100	TA - FULL TIME SALARIES	154,460.00	154,460.00	21,486.72	169,764.21	0.00	-15,304.21	110%	154,460.00	154,460.00	19,548.80	159,662.64	0.00	-5,202.64	103%			
014132	51150	TA - PART TIME SALARIES	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
014132	53310	TA - CONTRACTED SERVICE	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%			
014132	53410	TA - COMMUNICATION SERVICES	4,200.00	4,200.00	516.41	7,169.16	0.00	-2,969.16	171%	4,200.00	4,200.00	837.80	4,163.34	0.00	36.66	99%			
014132	54310	TA - EQUIPMENT MAINTENA	8,600.00	8,600.00	2,007.63	9,626.87	0.00	-1,026.87	112%	8,594.00	8,594.00	2,241.26	8,564.49	0.00	29.51	100%			
014132	55500	TA - PRINTING/PUBLISHING	4,000.00	4,000.00	0.00	3,015.31	0.00	984.69	75%	3,000.00	3,000.00	0.00	3,484.67	0.00	-484.67	116%			
014132	55600	TA - DUES/SUBSCRIPTIONS	10,500.00	10,500.00	292.97	11,129.52	0.00	-629.52	106%	10,500.00	10,500.00	12.99	8,610.96	0.00	1,889.04	82%			
014132	55800	TA - TRAINING/STAFF DEV	6,000.00	6,000.00	208.34	2,113.34	0.00	3,886.66	39%	5,200.00	5,200.00	131.97	5,191.06	0.00	8.94	100%			
014132	56100	TA - GENERAL SUPPLIES	9,000.00	9,000.00	981.24	4,739.84	0.00	4,260.16	53%	9,000.00	9,000.00	199.06	7,833.41	0.00	1,166.59	87%			
014132	56250	TA - POSTAGE	3,200.00	3,200.00	176.19	2,186.93	0.00	1,013.07	68%	3,200.00	3,200.00	441.60	2,474.02	0.00	725.98	77%			
014132	56260	TA - ADVERTISING	2,550.00	2,550.00	45.00	3,652.22	0.00	-1,102.22	143%	2,550.00	2,550.00	186.28	2,399.77	0.00	150.23	94%			
014132	56700	TA - BOOKS	1,000.00	1,000.00	328.86	2,022.79	0.00	-1,022.79	202%	900.00	900.00	578.61	1,793.68	0.00	-893.68	199%			
Total 014132 Town Administrator			206,010.00	206,010.00	26,045.36	215,820.19	0.00	-9,810.19	105%	204,104.00	204,104.00	24,178.37	204,178.04	0.00	-74.04	100%			
014140	51100	TC/TC - FULL TIME SALARIES	116,260.01	116,260.01	8,211.58	111,419.08	0.00	4,840.93	96%	114,632.00	114,632.00	14,762.28	119,345.45	0.00	-4,713.45	104%			
014140	51150	TC/TC - PART TIME SALARIES	27,500.70	27,500.70	8,151.34	45,472.68	0.00	-17,971.98	165%	26,726.00	26,726.00	3,427.37	27,996.90	0.00	-1,270.90	105%			
014140	51210	TC/TC - ELECTION OFFICIALS	12,150.00	12,150.00	0.00	0.00	0.00	12,150.00	0%	0.00	0.00	0.00	4,728.75	0.00	1,796.25	72%			
014140	53410	TC/TC - COMMUNICATION SERVICES	1,600.00	1,600.00	146.66	439.98	0.00	1,160.02	27%	1,600.00	1,600.00	0.00	0.00	0.00	1,600.00	0%			
014140	53930	TC/TC - COORDINATION	6,500.00	6,500.00	1,634.00	3,509.26	0.00	2,965.74	57%	6,500.00	6,500.00	2,367.23	3,158.23	0.00	3,341.77	49%			
014140	54310	TC/TC - EQUIPMENT MAINTENANCE	1,600.00	1,600.00	0.00	1,436.00	0.00	164.00	90%	1,400.00	1,400.00	0.00	1,207.00	0.00	193.00	86%			
014140	54321	TC/TC - DEED RESEARCH	1,650.00	2,820.00	634.95	1,183.75	1,170.00	466.25	83%	1,850.00	1,850.00	0.00	478.70	1,170.00	201.30	89%			
014140	55600	TC/TC - DUES/SUBSCRIPTIONS	480.00	480.00	0.00	184.75	0.00	295.25	38%	490.00	490.00	0.00	139.75	0.00	350.25	29%			
014140	55800	TC/TC - TRAINING STAFF DEVELOP	4,270.00	4,270.00	440.00	2,665.00	0.00	1,605.00	62%	4,310.00	4,310.00	2,841.75	4,079.13	0.00	230.87	95%			
014140	56100	TC/TC - GENERAL SUPPLIES	4,750.00	4,750.00	639.04	3,509.26	0.00	1,240.74	74%	4,840.00	4,840.00	713.33	4,101.60	0.00	738.40	85%			
014140	56250	TC/TC - POSTAGE	13,700.00	13,700.00	3,395.22	11,161.41	0.00	2,538.59	81%	10,250.00	10,250.00	599.30	9,147.15	0.00	1,102.85	89%			
014140	56260	TC/TC - ADVERTISING	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
014140	56270	TC/TC - ELECTION/REGISTRATION	6,600.00	6,600.00	0.00	2,968.39	0.00	3,631.61	45%	4,450.00	4,450.00	0.00	4,272.01	0.00	177.99	96%			
014140	57410	TC/TC - EQUIPMENT PURCHASE	5,700.00	5,700.00	0.00	0.00	0.00	5,700.00	0%	8,800.00	8,800.00	0.00	8,918.66	0.00	-118.66	101%			
Total 014140 Town Clerk/Tax Collect			203,760.71	204,930.71	23,257.79	182,074.30	1,170.00	21,686.41	89%	192,373.00	192,373.00	24,729.26	187,573.33	1,170.00	5,829.67	98%			
014150	51100	FINANCE - FULL TIME SALARIES	168,370.54	168,370.54	19,155.27	152,735.81	0.00	15,634.73	91%	160,878.00	160,878.00	45,610.04	270,598.99	0.00	-109,720.99	168%			
014150	51150	FINANCE - PART TIME SALARIES	26,235.00	26,235.00	2,130.17	18,421.29	0.00	7,813.71	70%	5,000.00	5,000.00	944.67	9,378.04	0.00	-4,378.04	188%			
014150	51200	FINANCE - ELECTED OFFICIALS	900.00	900.00	0.00	900.00	0.00	0.00	100%	900.00	900.00	0.00	600.00	0.00	300.00	67%			
014150	53010	FINANCE - AUDIT	34,000.00	34,000.00	0.00	38,890.50	0.00	-4,890.50	114%	30,000.00	30,000.00	0.00	29,261.00	2,880.00	2,142.00	107%			
014150	53400	FINANCE - BANK FEES	100.00	100.00	210.00	210.40	0.00	-110.40	210%	450.00	450.00	0.00	-15.00	0.00	465.00	-3%			
014150	53410	FINANCE - COMMUNICATIN SERVICE	7,008.00	7,008.00	642.40	1,927.20	0.00	5,080.80	28%	2,500.00	2,500.00	0.00	4,608.76	0.00	-2,108.76	184%			
014150	53901	FINANCE - BUDGET COMMITTEE EXP	1,260.00	1,260.00	0.00	0.00	0.00	1,260.00	0%	1,260.00	1,260.00	0.00	0.00	0.00	1,260.00	0%			
014150	54310	FINANCE - EQUIPMENT MAINTENANCE	600.00	600.00	0.00	0.00	0.00	600.00	0%	600.00	600.00	0.00	385.00	0.00	215.00	64%			
014150	54410	FINANCE - FIN. SYSTEM LEASE	55,000.00	55,000.00	0.00	55,000.00	0.00	0.00	100%	55,000.00	55,256.16	0.00	58,595.59	0.00	-3,339.43	106%			
014150	55600	FINANCE - DUES/SUBSCRIPTIONS	150.00	150.00	75.00	175.00	0.00	-25.00	117%	300.00	300.00	0.00	50.00	0.00	250.00	17%			
014150	55800	FINANCE - TRAINING/STAFF DEVE	4,595.00	4,595.00	0.00	1,890.00	0.00	2,705.00	41%	3,560.00	3,560.00	0.00	1,785.19	0.00	1,774.81	50%			
014150	56100	FINANCE - GENERAL SUPPLIES	5,500.00	5,500.00	290.10	3,329.61	0.00	2,260.39	59%	5,500.00	5,500.00	297.19	3,442.26	0.00	2,057.74	63%			
014150	56260	FINANCE - ADVERTISING	0.00	0.00	0.00	169.10	0.00	-169.10	0%	1,000.00	1,000.00	0.00	0.00	0.00	1,000.00	0%			
Total 014150 Finance			303,718.54	306,598.54	22,502.94	273,558.91	0.00	33,039.63	89%	266,948.00	267,204.16	46,851.90	378,690.83	2,880.00	-114,366.67	143%			
014151	51100	MIS - FULL TIME SALARIES	11,500.00	11,500.00	1,459.62	11,544.29	0.00	-44.29	100%	73,424.00	73,424.00	16,337.08	82,071.08	0.00	-8,647.08	112%			
014151	51150	MIS - PART TIME SALARIES	0.00	0.00	0.00	0.00	0.00	0.00	0%	25,000.00	25,000.00	0.00	0.00	0.00	25,000.00	0%			
014151	53120	MIS - CONTRACTED SERVICES	51,000.00	51,000.00	4,250.00	51,000.00	0.00	0.00	100%	0.00	0.00	0.00	51,400.00	0.00	-51,400.00	0%			
014151	53241	MIS - VENDOR SUPPORT	1,600.00	1,600.00	0.00	6,200.00	0.00	-4,600.00	388%	1,627.00	1,627.00	0.00	805.00	0.00	1,822.00	49%			
014151	53410	MIS - COMMUNICATION SERVICE	11,797.39	11,797.39	1,299.76	4,048.93	0.00	7,748.46	34%	8,116.00	8,116.00	0.00	7,149.92	0.00	966.08	88%			
014151	53421	MIS - SOFTWARE MAINT	61,000.00	61,000.00	2,020.00	59,949.50	1,200.00	-149.50	100%	72,130.00	72,130.00	4,432.75	80,727.54	0.00	-8,597.54	112%			
014151	53430	MIS - SOFTWARE LICENSES	4,000.00																

Town of Newmarket, New Hampshire
Unaudited Expense Report ¹³
For the Period Ended June 2021

ORG	OBJ	ACCOUNT DESCRIPTION	Fiscal Year 2021							Fiscal Year 2020						
			BUDGET	REVISED BUDGET	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED	BUDGET	REVISED BUDGET	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED
			W/PRIOR YEAR ENCUMBRANCES													
014194	51100	BLD/GRNDS - FULL-TIME SALARIES	171,448.57	171,448.57	8,767.69	79,059.59	0.00	92,388.98	46%	155,895.00	155,895.00	11,144.43	146,914.41	0.00	8,980.59	94%
014194	51150	BLD/GRNDS - PART-TIME SALARIES	94,700.07	94,700.07	15,860.00	86,660.06	0.00	8,040.01	92%	88,907.00	88,907.00	7,161.57	57,264.07	0.00	31,642.93	64%
014194	51400	BLD/GRNDS - OVERTIME	8,200.00	8,200.00	1,005.80	2,180.32	0.00	6,019.68	27%	3,000.00	3,000.00	125.54	4,096.78	0.00	-1,096.78	137%
014194	51410	BLD/GRNDS-STORMWATER INSPCT	5,200.00	5,200.00	1,096.85	4,293.16	906.84	100%	100%	6,500.00	6,500.00	0.00	6,366.59	0.00	133.41	98%
014194	53140	BLDG/GRNDS-COMMUNICATIONS	900.00	900.00	0.00	0.00	0.00	900.00	0%	1,440.00	1,440.00	0.00	385.00	0.00	1,055.00	27%
014194	53991	BLD/GRNDS OPRNLT, RPRS&RPLCMNT	75,000.00	75,000.00	3,163.17	60,660.73	0.00	14,339.27	81%	75,000.00	78,167.13	0.00	35,909.44	0.00	42,257.69	46%
014194	54100	ELECTRICITY	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%
014194	54110	HEAT & OIL	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%
014194	54120	WATER/SEWER	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%
014194	54310	BLDG/GRNDS-EQUIPMENT MAINTENANC	2,500.00	2,500.00	4,064.27	5,334.12	0.00	-2,834.12	213%	2,900.00	2,900.00	237.00	1,203.29	0.00	1,696.71	41%
014194	54720	BLD/GRNDS-LEASE PAYMENTS	104,779.28	104,779.28	0.00	104,815.28	0.00	-36.00	100%	0.00	0.00	0.00	0.00	0.00	0.00	0%
014194	54990	BLD/GRNDS - MOSQUITO CONTROL	0.00	0.00	0.00	0.00	0.00	0.00	0%	12,300.00	12,300.00	0.00	0.00	0.00	12,300.00	0%
014194	54991	BLD/GRNDS -IPM FIELD TREATMENT	3,120.00	3,120.00	0.00	0.00	0.00	3,120.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%
014194	55800	BLDG/GRNDS - TRAINING/STAFF DEV	1,200.00	1,200.00	0.00	840.00	0.00	360.00	70%	1,200.00	1,200.00	-411.00	171.00	0.00	1,029.00	14%
014194	55810	BLDG/GRNDS-TRAVEL EXPENSE	2,800.00	2,800.00	0.00	0.00	0.00	2,800.00	0%	2,800.00	2,800.00	0.00	1,439.67	0.00	1,360.33	51%
014194	56100	BLDG/GRNDS - GENERAL SUPPLIES	12,500.00	12,500.00	3,227.93	11,635.30	0.00	864.70	93%	10,325.00	10,325.00	736.74	9,156.68	0.00	1,168.32	89%
014194	56501	BLDG&GRND-GROUNDS MAINTENANCE	12,300.00	12,300.00	2,103.98	19,605.88	0.00	-7,305.88	159%	32,000.00	32,000.00	2,813.86	29,946.25	0.00	2,053.75	94%
014194	57410	BLDG/GRNDS - EQUIPMENT PURCHASE	2,500.00	2,500.00	0.00	506.66	0.00	1,993.34	20%	3,100.00	3,100.00	2,040.17	2,690.54	0.00	409.46	87%
014901	54100	BLDG/GRNDS-ELECTRICITY-TOWN HALL	10,700.00	10,700.00	1,569.00	9,369.42	0.00	1,330.58	88%	12,000.00	12,000.00	1,490.19	15,213.76	0.00	-3,213.76	127%
014901	54110	BLDG/GRNDS-HEAT & OIL-TOWN HALL	15,800.00	15,800.00	0.00	9,749.25	0.00	6,050.75	62%	21,480.00	21,480.00	0.00	24,317.39	0.00	-2,837.39	113%
014901	54120	BLDG/GRNDS-WATER/SEWER TWN HALL	5,120.00	5,120.00	0.00	1,695.25	0.00	3,424.75	33%	5,120.00	5,120.00	0.00	5,424.65	0.00	-304.65	106%
014901	54300	BLDG/GRNDS - TOWN HAL MAINTNCE	18,500.00	18,500.00	1,168.97	21,174.58	0.00	-2,674.58	114%	14,500.00	14,500.00	1,009.84	22,819.31	0.00	-8,319.31	157%
014902	54100	BLDG/GRND - ELECTRIC-COMM CTR	13,857.00	13,857.00	956.73	7,108.47	0.00	6,748.53	51%	13,857.00	13,857.00	1,225.16	22,724.17	0.00	-8,867.17	164%
014902	54110	BLDG/GRNDS - HEAT OIL COMM CTR	13,400.00	13,400.00	511.28	8,816.10	0.00	4,583.90	66%	16,920.00	16,920.00	331.99	22,172.08	0.00	-5,252.08	131%
014902	54120	BLDG/GRNDS-WATER/SEWER COMM CTR	3,800.00	3,800.00	0.00	787.75	0.00	3,012.25	21%	2,949.00	2,949.00	0.00	5,058.56	0.00	-2,109.56	172%
014902	54300	BLDG/GRNDS-BLDG MAINT COMM CTR	9,600.00	9,600.00	715.22	9,321.14	0.00	278.86	97%	7,500.00	7,500.00	0.00	12,434.26	0.00	-4,934.26	166%
014903	54100	BLDG/GRNDS - SENIOR CENTER ELEC	2,820.00	2,820.00	425.68	3,038.05	0.00	-218.05	108%	7,200.00	7,200.00	364.34	6,429.40	0.00	770.60	89%
014903	54110	BLDG/GRNDS - SENIOR CTR HEAT	2,780.00	2,780.00	0.00	992.01	0.00	1,787.99	36%	5,838.00	5,838.00	0.00	4,722.98	0.00	1,115.02	81%
014903	54120	BLDG/GRNDS-SENIOR CTR-WTR/SWR	2,120.00	2,120.00	0.00	466.00	0.00	1,654.00	22%	0.00	0.00	0.00	439.60	0.00	-439.60	0%
014903	54300	BLDG/GRNDS - SENIOR CTR MAINT.	2,820.00	2,820.00	0.00	2,239.58	0.00	580.42	79%	2,950.00	2,950.00	410.97	2,529.34	0.00	420.66	86%
014904	54100	BLDG/GRNDS-BLEC BEECH ST EXT	2,250.00	2,250.00	0.00	0.00	0.00	2,250.00	0%	2,250.00	2,250.00	0.00	1,065.99	0.00	1,184.01	47%
014904	54110	BLDG/GRNDS-HEATING BEECH ST EX	1,400.00	1,400.00	0.00	704.05	0.00	695.95	50%	1,390.00	1,390.00	0.00	1,952.61	0.00	-562.61	140%
014904	54120	BLDG/GRNDS-WATER/SEWR BEECH ST	675.00	675.00	0.00	133.25	0.00	541.75	20%	675.00	675.00	0.00	229.85	0.00	445.15	34%
014904	54300	BLDG/GRNDS-BEECH ST MAINTENANCE	2,250.00	2,250.00	0.00	2,211.24	0.00	38.76	98%	2,100.00	2,100.00	0.00	1,657.13	0.00	442.87	79%
014905	54100	BLDG/GRNDS - ELECTRICITY POLICE	12,300.00	12,300.00	2,102.62	12,014.74	0.00	285.26	98%	13,500.00	13,500.00	2,021.68	17,353.44	0.00	-3,853.44	129%
014905	54110	BLDG/GRNDS - HEAT & OIL - POLICE	3,318.00	3,318.00	699.76	2,766.45	0.00	551.55	83%	3,492.00	3,492.00	0.00	4,322.81	0.00	-830.81	124%
014905	54120	BLDG/GRNDS - WATER/SEWER-POLICE	1,350.00	1,350.00	0.00	949.75	0.00	400.25	70%	998.00	998.00	0.00	1,152.30	0.00	-154.30	115%
014905	54300	BLDG/GRNDS - POLICE BLDING MAINT	13,400.00	13,400.00	393.22	11,792.61	0.00	1,607.39	88%	10,000.00	10,000.00	870.68	11,803.21	0.00	-1,803.21	118%
014905	54301	BLDG/GRNDS-POLICE GENERATOR	2,500.00	2,500.00	0.00	372.50	0.00	2,127.50	15%	2,250.00	2,250.00	0.00	397.96	0.00	1,852.04	17%
014906	54100	BLDG/GRNDS - ELEC YOUNGS LN	19,800.00	19,800.00	1,062.73	6,737.73	0.00	13,062.27	34%	25,000.00	25,000.00	1,920.74	28,739.35	0.00	-3,739.35	115%
014906	54110	BLDG/GRNDS-HEAT & OIL-YOUNGS LN	37,920.00	37,920.00	0.00	45,884.84	0.00	-7,964.84	121%	39,710.00	39,710.00	0.00	54,951.68	0.00	-15,241.68	138%
014906	54120	BLDG/GRNDS-WATER/SEWR-YOUNGS LN	2,970.00	2,970.00	0.00	2,641.75	0.00	328.25	89%	3,565.00	3,565.00	0.00	2,581.15	0.00	983.85	72%
014906	54300	BLDG/GRNDS-YOUNGS LN MAINTNCE	19,900.00	19,900.00	351.09	30,924.31	0.00	-11,024.31	155%	15,460.00	15,460.00	3,391.45	34,873.18	0.00	-19,413.18	226%
014906	54301	BLDG/GRNDS-YOUNGS LN GENERATOR	2,500.00	2,500.00	0.00	465.00	0.00	2,035.00	19%	2,500.00	2,500.00	0.00	0.00	0.00	2,500.00	0%
014907	54100	BLDG/GRNDS-HEAT HAND TUB	5,000.00	5,000.00	33.19	196.28	0.00	303.72	3%	0.00	0.00	0.00	49.07	0.00	-49.07	0%
014907	54110	BLDG/GRNDS - HEAT & OIL-HAND TUB	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%
014907	54300	BLDG/GRNDS-HAND TUB MAINTENANCE	1,200.00	1,200.00	0.00	140.00	0.00	1,060.00	12%	1,000.00	1,000.00	32.42	265.69	0.00	734.31	27%
014908	54310	BLDG/GRNDS - ELEVATOR MAINTNCE	3,100.00	3,100.00	0.00	2,795.00	0.00	305.00	90%	3,000.00	3,000.00	0.00	3,117.86	0.00	-117.86	104%
014909	54100	BLDG/GRNDS-ELECTRICITY-PARKS	1,350.00	1,350.00	148.73	1,074.61	0.00	275.39	80%	1,310.00	1,310.00	151.20	1,660.48	0.00	-350.48	127%
014909	54300	BLDG/GRNDS - PARKS MAINTENANCE	5,000.00	5,000.00	999.30	2,647.62	0.00	2,352.38	53%	8,000.00	8,000.00	221.63	2,315.99	0.00	5,684.01	29%
014910	54300	BLDG/GRNDS-BANDSTAND -MAINTNCE	1,500.00	1,500.00	0.00	0.00	0.00	1,500.00	0%	1,400.00	1,400.00	0				

Town of Newmarket, New Hampshire
Unaudited Expense Report ¹³
For the Period Ended June 2021

Fiscal Year 2021										Fiscal Year 2020									
ORG	OBJ	ACCOUNT DESCRIPTION	BUDGET	REVISED BUDGET W/PRIOR YEAR ENCUMBRANCES	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED	BUDGET	REVISED BUDGET W/PRIOR YEAR ENCUMBRANCES	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED			
014290	51150	EM - PART TIME SALARIE	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
014290	55800	EM - TRAINING/STAFF DE	750.00	750.00	0.00	0.00	0.00	750.00	0%	750.00	750.00	0.00	0.00	0.00	750.00	0%			
014290	56100	EM - GENERAL SUPPLIES	1,500.00	1,500.00	1,056.48	1,056.48	0.00	443.52	70%	1,500.00	1,500.00	0.00	1,984.00	0.00	-484.00	132%			
014290	56107	EM-EMERGENCY SUPPLIES	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
Total 014290 Emergency Management			2,250.00	2,250.00	1,056.48	1,056.48	0.00	1,193.52	47%	2,250.00	2,250.00	0.00	1,984.00	0.00	266.00	88%			
014311	51100	PW ADMIN. - FULL TIME SALARIES	137,178.08	137,178.08	17,067.38	135,819.33	0.00	1,358.75	99%	134,291.00	134,291.00	16,100.29	134,856.29	0.00	-565.29	100%			
014311	51201	PW ADMIN. - LABOR SALARIES	270,484.03	270,484.03	36,133.52	285,852.07	0.00	-15,368.04	106%	257,280.00	257,280.00	42,388.81	293,653.06	0.00	-36,373.06	114%			
014311	51400	PW ADMIN. - OVERTIME	50,000.00	50,000.00	1,702.72	65,880.58	0.00	-15,880.58	131%	50,000.00	50,000.00	1,977.12	73,162.60	0.00	-23,162.60	146%			
014311	51410	PW ADMIN-STORM OFFSET SALARIES	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
014311	53410	PW ADMIN-COMMUNICATION SERVICE	8,500.00	8,500.00	981.45	11,420.86	0.00	-2,920.86	134%	10,000.00	10,000.00	1,651.27	9,598.18	0.00	401.82	96%			
014311	55600	PW ADMIN. - DUES/MEMBERSHIPS	500.00	500.00	1,175.48	1,390.48	0.00	-890.48	278%	1,000.00	1,000.00	945.66	1,110.66	0.00	-110.66	111%			
014311	55800	PW ADMIN-TRAINING/STAFF DEVEL	1,000.00	1,000.00	0.00	0.00	0.00	1,000.00	0%	1,000.00	1,000.00	0.00	182.81	0.00	817.19	18%			
014311	56100	PW ADMIN. - GENERAL SUPPLIES	9,000.00	9,000.00	103.98	6,477.26	0.00	2,522.74	72%	9,000.00	9,000.00	304.78	7,067.68	0.00	1,932.32	79%			
014311	56250	PW ADMIN. - POSTAGE	75.00	75.00	0.00	13.59	0.00	61.41	18%	75.00	75.00	0.00	29.59	0.00	45.41	39%			
014311	56260	PW ADMIN. - ADVERTISING	1,200.00	1,200.00	0.00	2,500.34	0.00	-1,300.34	208%	1,200.00	1,200.00	244.00	1,108.39	0.00	91.61	92%			
014311	56800	PW ADMIN. - UNIFORMS	12,600.00	12,600.00	1,772.98	16,536.51	0.00	-3,936.51	131%	12,600.00	12,600.00	1,370.90	13,298.85	0.00	-698.85	106%			
Total 014311 Public Works-Adminstr			490,537.11	490,537.11	58,937.51	525,691.02	0.00	-35,153.91	107%	476,446.00	476,446.00	64,982.83	534,068.11	0.00	-57,622.11	112%			
014312	51410	RDWY/SWK-STORM RELATED OFFSET	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
014312	53100	RDWY/SWK- ENGINEERING	30,000.00	30,000.00	-24,471.88	13,934.15	18,228.20	-2,162.35	107%	25,000.00	25,000.00	0.00	19,142.74	0.00	5,857.26	77%			
014312	53112	RDWY/SWK- CONSTRUCTION	50,000.00	50,000.00	591.42	32,605.76	0.00	17,394.24	65%	45,000.00	50,000.00	2,172.38	49,964.84	0.00	35.16	100%			
014312	53122	RDWY/SWK - WEATHER SERVICE	2,500.00	2,500.00	0.00	2,460.00	0.00	40.00	98%	2,070.00	2,070.00	0.00	2,460.00	0.00	-390.00	119%			
014312	54250	RDWY/SWK - TREE SERVICE	1,500.00	1,500.00	0.00	0.00	0.00	1,500.00	0%	1,500.00	1,500.00	0.00	0.00	0.00	1,500.00	0%			
014312	54400	RDWY/SWK - EQUIPMENT LEASE	15,000.00	15,000.00	750.00	18,762.50	0.00	-3,762.50	125%	13,000.00	13,000.00	800.00	10,047.50	0.00	2,952.50	77%			
014312	54450	RDWY/SWK- CONTRACT STREET MAR	7,000.00	7,000.00	0.00	7,494.90	170.10	-465.00	110%	7,000.00	7,000.00	0.00	6,937.09	0.00	62.91	99%			
014312	54460	RDWY/SWK - CONTRACT WINTER EQU	12,000.00	12,000.00	0.00	3,625.00	0.00	8,375.00	30%	10,000.00	10,000.00	0.00	3,250.00	0.00	6,750.00	33%			
014312	54900	RDWY/SWK - COLD MIX	3,500.00	3,500.00	0.00	2,310.45	0.00	1,189.55	67%	3,500.00	3,500.00	0.00	788.43	0.00	2,711.57	23%			
014312	54910	RDWY/SWK - CURBSIDE WEED CONTR	3,000.00	3,000.00	950.00	3,800.00	0.00	-800.00	127%	2,400.00	2,400.00	950.00	3,800.00	0.00	-1,400.00	158%			
014312	54990	RDWY/SWK - MOSQUITO CONTROL	60,000.00	60,000.00	0.00	60,000.00	0.00	0.00	100%	60,000.00	60,000.00	0.00	0.00	0.00	0.00	0%			
014312	55450	RDWY/SWK - PAVEMENT MARKING	4,500.00	4,500.00	0.00	1,356.97	0.00	3,143.03	30%	4,500.00	4,500.00	0.00	2,992.89	0.00	1,507.11	67%			
014312	56100	RDWY/SWK - GENERAL SUPPLIES	19,500.00	19,500.00	366.79	20,629.58	0.00	-1,129.58	106%	18,000.00	18,000.00	2,550.41	11,850.74	0.00	6,149.26	66%			
014312	56140	RDWY/SWK-WINTER SALT	90,000.00	90,000.00	0.00	87,703.11	0.00	2,296.89	97%	85,000.00	85,000.00	0.00	82,825.14	0.00	2,174.86	97%			
014312	56141	RDWY/SWK-WINTER SAND	6,500.00	6,500.00	0.00	8,524.34	0.00	-2,024.34	131%	6,200.00	6,200.00	0.00	0.00	0.00	6,200.00	0%			
014312	57380	RDWY/SWK - HOT TOP	160,000.00	165,155.39	0.00	160,000.00	25,155.39	-5,155.39	100%	155,000.00	155,000.00	13,310.22	141,018.55	25,155.39	-11,173.94	107%			
Total 014312 Roadways & Sidewalks			465,000.00	490,155.39	-21,813.67	432,226.76	43,553.69	23,374.94	95%	438,170.00	443,170.00	19,783.01	395,077.92	25,155.39	22,936.69	95%			
014313	54322	BRIDGES - GUARDRAILS	6,000.00	6,000.00	0.00	816.00	0.00	5,184.00	14%	4,000.00	4,000.00	0.00	4,945.00	0.00	-945.00	124%			
014313	56110	BRIDGES - SIGNS	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
Total 014313 Bridges			6,000.00	6,000.00	0.00	816.00	0.00	5,184.00	14%	4,000.00	4,000.00	0.00	4,945.00	0.00	-945.00	124%			
014316	54100	STREET LIGHT - ELECTRICITY	27,000.00	27,000.00	3,101.44	23,756.21	0.00	3,243.79	88%	37,000.00	37,000.00	4,196.74	27,040.65	0.00	9,959.35	73%			
014316	57500	STREET LIGHT - FIXTURES	3,000.00	3,000.00	0.00	201.00	0.00	2,799.00	7%	3,000.00	3,000.00	0.00	81.87	0.00	2,918.13	3%			
014316	62800	STREET LIGHT - PRINCIPAL	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
014316	62810	STREET LIGHT - INTEREST	10,000.00	10,000.00	0.00	16,215.72	0.00	-6,215.72	162%	0.00	0.00	1,351.31	16,215.72	0.00	-16,215.72	100%			
Total 014316 Street Lighting			40,000.00	40,000.00	3,101.44	40,172.93	0.00	-172.93	100%	40,000.00	40,000.00	5,548.05	43,338.24	0.00	-3,338.24	108%			
014319	54310	VEHICLE - EQUIP MAINT	75,000.00	75,000.00	8,516.41	78,768.68	1,000.00	-4,768.68	106%	60,000.00	60,000.00	0.00	59,961.46	982.03	-943.49	102%			
014319	54331	VEHICLE - RADIO MAINT	1,500.00	1,500.00	0.00	1,388.00	0.00	112.00	93%	1,500.00	1,500.00	0.00	495.00	0.00	1,005.00	33%			
014319	56100	VEHICLE - GENERAL SUPPLIES	3,500.00	3,500.00	0.00	3,799.58	0.00	-299.58	109%	3,500.00	3,500.00	312.66	2,924.91	0.00	5,575.09	84%			
014319	56350	VEHICLE - GASOLINE	12,500.00	12,500.00	2,601.24	12,032.65	0.00	467.35	96%	12,500.00	12,500.00	1,799.93	9,952.20	0.00	2,544.80	80%			
014319	56360	VEHICLE - DIESEL FUEL	32,000.00	32,000.00	5,424.81	20,604.07	0.00	11,395.93	64%	32,000.00	32,000.00	824.88	23,203.51	0.00	8,796.49	73%			
014319	56600	VEHICLE - OIL	1,500.00	1,500.00	0.00	1,166.75	0.00	333.25	78%	1,500.00	1,500.00	0.00	386.35	0.00	1,113.65	26%			
014319	56602	VEHICLE MAINT FIRE	18,000.00	18,000.00	1,584.42	29,330.60	0.00	-11,330.60	163%	18,000.00	18,000.00	2,878.70	17,268.96	0.00	731.04	96%			
014319	56603	VEHICLE MAINT POLICE	12,000.00	12,000.00	3,993.42	17,777.68	0.00	-5,777.68	147%	10,000.00	10,000.00	581.00	12,308.99	0.00	-2,308.99	123%			
014319	56604	VEHICLE MAINT PUBLIC WORKS	55,000.00	57,506.00	2,393.90	31,257.00	0.00	26,249.00	54%	50,000.00	50,000.00	12,685.76	47,774.51	2,513.00	-287.51	101%			
014319	56605	VEHICLE MAINT REC	2,000.00	2,000.00	0.00	465.00	0.00	1,535.00	23%	2,000.00	2,000.00	352.19	637.09	0.00	1,362.91	32%			
014319	57410	VEHICLE - EQUI																	

Town of Newmarket, New Hampshire
Unaudited Expense Report ¹³
For the Period Ended June 2021

Fiscal Year 2021										Fiscal Year 2020									
ORG	OBJ	ACCOUNT DESCRIPTION	BUDGET	REVISED BUDGET	W/PRIOR YEAR ENCUMBRANCES	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED	BUDGET	REVISED BUDGET	W/PRIOR YEAR ENCUMBRANCES	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED	
014711	62800	DEBT SER - PRINCIPLE	200,000.00	200,000.00	0.00	189,300.00	0.00	10,700.00	95%		100,000.00	100,000.00	0.00	100,000.00	0.00	0.00	100%		
Total 014711 Principal-LT Debt			200,000.00	200,000.00	0.00	189,300.00	0.00	10,700.00	95%		100,000.00	100,000.00	0.00	100,000.00	0.00	0.00	100%		
014721	62810	DEBT SER - INTEREST	91,220.00	91,220.00	0.00	79,285.60	0.00	11,934.40	87%		61,048.00	61,048.00	0.00	13,047.50	0.00	48,000.50	21%		
Total 014721 Interest-LT Debt			91,220.00	91,220.00	0.00	79,285.60	0.00	11,934.40	87%		61,048.00	61,048.00	0.00	13,047.50	0.00	48,000.50	21%		
014915	61101	CAP RES - PUBLIC WORKS	75,000.00	75,000.00	0.00	75,000.00	0.00	0.00	100%		75,000.00	75,000.00	0.00	75,000.00	0.00	0.00	100%		
014915	61102	CAP RES - BUILDING IMPROVEMENT	15,000.00	15,000.00	0.00	15,000.00	0.00	0.00	100%		15,000.00	15,000.00	0.00	15,000.00	0.00	0.00	100%		
014915	61103	CAP RES - ROADWAY IMPROVEMENTS	250,000.00	250,000.00	0.00	250,000.00	0.00	0.00	100%		250,000.00	250,000.00	0.00	250,000.00	0.00	0.00	100%		
014915	61104	CAP RES-STORM WATER MANAGEMENT	25,000.00	25,000.00	0.00	25,000.00	0.00	0.00	100%		25,000.00	25,000.00	0.00	25,000.00	0.00	0.00	100%		
014915	61105	CAP RES - MACALEN DAM	0.00	0.00	0.00	0.00	0.00	0.00	0%		50,000.00	50,000.00	0.00	50,000.00	0.00	0.00	100%		
014915	61106	CAP RES - TOWN CEMETERIES	0.00	0.00	0.00	0.00	0.00	0.00	0%		0.00	0.00	0.00	0.00	0.00	0.00	0%		
014915	61200	CAP RES - FIRE DEPARTMENT	50,000.00	50,000.00	0.00	50,000.00	0.00	0.00	100%		50,000.00	50,000.00	0.00	50,000.00	0.00	0.00	100%		
014915	61301	CAP RES - POLICE VEHICLES	0.00	7.00	0.00	7.00	0.00	0.00	100%		0.00	0.00	0.00	0.00	0.00	0.00	0%		
014915	61302	CAP RES - POLICE DISPATCH EQUIPMENT	10,000.00	10,000.00	0.00	10,000.00	0.00	0.00	100%		10,000.00	10,000.00	0.00	10,000.00	0.00	0.00	100%		
014915	61401	CAP RES - VETERANS MEMORIAL	2,000.00	2,000.00	0.00	2,000.00	0.00	0.00	100%		2,000.00	2,000.00	0.00	2,000.00	0.00	0.00	100%		
014915	61403	CAP RES - TOWN CLOCK	0.00	0.00	0.00	0.00	0.00	0.00	0%		0.00	0.00	0.00	0.00	0.00	0.00	0%		
014915	61404	CAP RES -300TH ANNIV EXP-TRUST	2,000.00	2,000.00	0.00	2,000.00	0.00	0.00	100%		2,000.00	2,000.00	0.00	2,000.00	0.00	0.00	100%		
014915	61501	CAP RES-RECREATION FACILITIES	86,050.00	86,050.00	0.00	86,050.00	0.00	0.00	100%		15,000.00	15,000.00	0.00	15,000.00	0.00	0.00	100%		
014915	61601	CAP RES - REVALUATION	0.00	0.00	0.00	0.00	0.00	0.00	0%		0.00	0.00	0.00	0.00	0.00	0.00	0%		
014915	61602	CAP RES - MASTER PLAN	10,000.00	10,000.00	0.00	10,000.00	0.00	0.00	100%		10,000.00	10,000.00	0.00	10,000.00	0.00	0.00	100%		
014915	61701	CAP RES - LIBRARY	10,000.00	10,000.00	0.00	10,000.00	0.00	0.00	100%		10,400.00	10,400.00	0.00	10,400.00	0.00	0.00	100%		
014915	61801	CAP RES-TELECOMMUNICATIONS/MIS	0.00	0.00	0.00	0.00	0.00	0.00	0%		0.00	0.00	0.00	0.00	0.00	0.00	0%		
014915	61802	CAP RES - CABLE TV	0.00	0.00	0.00	0.00	0.00	0.00	0%		0.00	0.00	0.00	0.00	0.00	0.00	0%		
014915	61901	CAP RES-COMP ABSENCE EXP-TRUST	0.00	0.00	0.00	0.00	0.00	0.00	0%		10,000.00	10,000.00	0.00	10,000.00	0.00	0.00	100%		
Total 014915 Transfer to CRF			535,050.00	535,057.00	0.00	535,057.00	0.00	0.00	100%		524,400.00	524,400.00	0.00	524,400.00	0.00	0.00	100%		
Total 01 GENERAL FUND			8,488,436.86	8,535,259.85	662,506.07	7,779,318.56	96,796.47	659,144.82	92%		7,884,346.00	7,897,001.41	742,481.06	7,554,227.65	45,413.06	297,360.70	96%		
024550	51100	LIBRARY - SALARIES	58,171.00	58,171.00	7,706.82	60,350.83	0.00	-2,179.83	104%		58,171.00	58,171.00	7,185.82	58,961.00	0.00	-790.00	101%		
024550	51110	LIBRARY - SALARY ADJUSTMENT	0.00	0.00	0.00	0.00	0.00	0.00	0%		0.00	0.00	0.00	0.00	0.00	0.00	0%		
024550	51150	LIBRARY - PART TIME SALARIES	126,064.94	126,064.94	16,595.40	124,832.43	0.00	1,232.51	99%		119,999.00	119,999.00	12,097.22	114,051.06	0.00	5,947.94	95%		
024550	52100	LIBRARY - HEALTH INSURANCE	13,924.58	13,924.58	382.96	14,975.16	0.00	-1,050.58	108%		15,000.00	15,000.00	396.58	14,378.88	0.00	621.12	96%		
024550	52150	LIBRARY - LIFE & DISABILITY	1,352.69	1,352.69	155.62	1,794.69	0.00	-442.00	133%		1,200.00	1,200.00	141.07	1,692.54	0.00	-492.54	141%		
024550	52200	LIBRARY - FICA	11,082.12	11,082.12	1,511.52	11,608.66	0.00	-524.74	105%		11,047.00	11,047.00	1,202.89	10,868.38	0.00	178.62	98%		
024550	52250	LIBRARY - MEDICARE	2,591.79	2,591.79	353.50	2,714.54	0.00	-122.75	105%		2,583.00	2,583.00	281.30	2,541.88	0.00	41.12	98%		
024550	52300	LIBRARY - RETIREMENT	9,871.47	9,871.47	1,377.55	10,647.56	0.00	-969.09	106%		6,497.00	6,497.00	1,235.65	10,015.96	0.00	-3,518.96	154%		
024550	52500	LIBRARY - UNEMPLOYMENT	2,547.36	2,547.36	0.00	264.28	0.00	2,283.08	10%		1,011.00	1,011.00	0.00	469.40	0.00	541.60	46%		
024550	52600	LIBRARY-WORKERS COMPENSATION	498.14	498.14	0.00	368.94	0.00	129.20	74%		1,500.00	1,500.00	688.87	688.87	0.00	811.13	46%		
024550	53300	LIBRARY - PROGRAMS	3,000.00	3,000.00	212.61	2,257.59	0.00	742.41	75%		3,000.00	3,000.00	68.99	3,064.70	0.00	-64.70	117%		
024550	53410	LIBRARY - TELEPHONE	1,400.00	1,400.00	202.29	1,465.98	0.00	-65.98	105%		1,800.00	1,800.00	147.36	1,401.31	0.00	398.69	78%		
024550	53420	LIBRARY-ELECTRONIC INFO-OTHER	8,400.00	8,400.00	0.00	8,226.00	0.00	174.00	98%		8,200.00	8,200.00	0.00	8,227.95	0.00	-27.95	100%		
024550	53550	LIBRARY - AUDIO/VISUAL	0.00	0.00	0.00	0.00	0.00	0.00	0%		0.00	0.00	0.00	0.00	0.00	0.00	0%		
024550	54100	LIBRARY - ELECTRICITY	10,000.00	10,000.00	1,993.58	5,574.72	0.00	4,425.28	56%		10,000.00	10,000.00	707.41	14,092.27	0.00	-4,092.27	141%		
024550	54110	LIBRARY - HEAT & OIL	9,000.00	9,000.00	271.85	10,468.67	0.00	-1,468.67	116%		8,000.00	8,000.00	167.82	10,633.01	0.00	-2,633.01	133%		
024550	54120	LIBRARY - WATER	800.00	800.00	0.00	239.75	0.00	560.25	30%		800.00	800.00	0.00	546.20	0.00	253.80	68%		
024550	54300	LIBRARY - BUILDING MAINTENANCE	5,313.00	5,313.00	424.34	5,690.91	0.00	-377.91	107%		12,304.00	16,203.00	7,774.02	16,081.47	0.00	121.53	99%		
024550	54312	LIBRARY - EQUIP MAINT/LEASE	2,000.00	2,000.00	145.00	2,118.32	0.00	-118.32	106%		2,000.00	2,000.00	2,099.75	0.00	-99.75	105%			
024550	55220	LIBRARY-INSURANCE DEDUCTIBLES	4,300.00	4,300.00	4,029.76	4,029.76	0.00	270.24	94%		5,161.00	5,161.00	0.00	0.00	0.00	5,161.00	0%		
024550	55300	LIBRARY - MISCELLANEOUS	0.00	0.00	0.00	0.00	0.00	0.00	0%		0.00	0.00	0.00	0.00	0.00	0.00	0%		
024550	55510	LIBRARY - PROMOTION	3,075.00	3,075.00	0.00	0.00	0.00	3,075.00	0%		0.00	0.00	0.00	0.00	0.00	0.00	0%		
024550	55800	LIBRARY-TRAINING/STAFF DEVELOP	1,500.00	1,500.00	0.00	0.00	0.00	1,500.00	0%		1,500.00	1,500.00	0.00	385.00	0.00	1,115.00	26%		
024550	55900	LIBRARY - MISC. GRANTS	0.00	0.00	0.00	0.00	0.00	0.00	0%		0.00	0.00	0.00	0.00	0.00	0.00	0%		
024550	56100	LIBRARY - GENERAL SUPPLIES	4,927.00	4,927.00	624.57	2,913.84	0.00	2,013.16	59%		4,927.00	4,927.00	610.02	4,310.19	0.00	616.81	87%		
024550	56700	LIBRARY - BOOKS/SUBSCRIPTIONS	43,441.00	43,441.00	4,884.15	42,669.91	0.00	771.09	100%		42,990.00	42,990.00	3,466.72	39,817.01	0.00	2,772.99	93%		
024550	57410	LIBRARY - EQUIPMENT PURCHASE	2,000.00	2,000.00	0.00	1,533.21	0.00	466.79	77%		2,000.00	3,239.15	0.00	2,578.94	0.00	662.21	80%		
Total 02 LIBRARY FUND			325,260.09	325,260.09	40,971.52	315,263.95	0.00	9,996.14	97%		319,290.00	324,428.15	36,461.74	317,345.77	0.00	7,082.38	98%		
050502	56107	EM-EMERGENCY SUPPLIES	0.00	0.00	0.00	473.50	0.00	-473.50	0%</										

Town of Newmarket, New Hampshire
Unaudited Expense Report ¹³
For the Period Ended June 2021

Fiscal Year 2021										Fiscal Year 2020									
ORG	OBJ	ACCOUNT DESCRIPTION	BUDGET	REVISED BUDGET W/PRIOR YEAR ENCUMBRANCES	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED	BUDGET	REVISED BUDGET W/PRIOR YEAR ENCUMBRANCES	MTD EXPENDED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED			
204332	51100	WATER - FULL TIME SALARIES	181,654.31	181,654.31	23,021.03	183,931.82	0.00	-2,277.51	101%	160,855.00	160,855.00	21,262.84	163,924.33	0.00	-3,069.33	102%			
204332	51110	WATER - SALARY ADJUSTMENT	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
204332	51150	WATER - PART TIME SALARIES	4,749.00	4,749.00	561.66	4,766.49	0.00	-17.49	100%	4,612.00	4,612.00	588.56	4,769.82	0.00	-157.82	103%			
204332	51400	WATER - OVERTIME	14,000.00	14,000.00	1,011.42	8,592.63	0.00	5,407.37	61%	14,000.00	14,000.00	1,502.76	11,017.71	0.00	2,982.29	79%			
204332	51900	WATER - LONGEVITY	1,350.00	1,350.00	0.00	1,462.50	0.00	-112.50	108%	1,250.00	1,250.00	0.00	1,350.00	0.00	-100.00	108%			
204332	51990	WATER - MERIT INCREASE	8,996.00	8,996.00	0.00	0.00	0.00	8,996.00	0%	9,936.00	9,936.00	0.00	0.00	0.00	9,936.00	0%			
204332	52100	WATER - HEALTH INSURANCE	53,087.20	53,087.20	0.00	52,516.44	0.00	570.76	99%	51,534.00	51,534.00	0.00	52,196.76	0.00	-662.76	101%			
204332	52150	WATER - LIFE/DISABILITY INS	1,343.79	1,343.79	160.81	1,924.60	0.00	-580.81	143%	1,383.00	1,383.00	152.41	1,829.04	0.00	-446.04	132%			
204332	52200	WATER - FICA	12,425.00	12,425.00	1,427.10	11,386.32	0.00	1,038.68	92%	11,743.00	11,743.00	1,346.77	10,323.43	0.00	1,419.57	88%			
204332	52250	WATER - MEDICARE	2,906.00	2,906.00	336.58	2,664.37	0.00	241.63	92%	2,746.00	2,746.00	316.40	2,415.76	0.00	330.24	88%			
204332	52300	WATER - RETIREMENT	20,817.77	20,817.77	2,835.43	21,381.18	0.00	-563.41	102%	20,781.00	20,781.00	2,486.29	19,168.12	0.00	1,612.88	92%			
204332	52500	WATER - UNEMPLOYMENT	2,000.00	2,000.00	0.00	522.73	0.00	1,477.27	26%	2,000.00	2,000.00	0.00	649.85	0.00	1,350.15	32%			
204332	52600	WATER - WORKERS COMPENSATION	5,000.00	5,000.00	0.00	3,748.94	0.00	1,251.06	75%	5,000.00	5,000.00	2,300.95	2,300.95	0.00	2,699.05	46%			
204332	53010	WATER - AUDIT	4,895.00	5,255.00	0.00	5,255.00	0.00	0.00	100%	4,895.00	4,895.00	0.00	4,797.00	360.00	-262.00	105%			
204332	53100	WATER - ENGINEERING	30,000.00	44,326.40	3,539.66	24,783.03	15,319.28	4,224.09	90%	30,000.00	38,400.00	1,500.45	16,640.51	14,335.74	7,423.75	81%			
204332	53130	WATER - GROUNDWATER ENGINEERING	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
204332	53200	WATER - LEGAL EXPENSES	0.00	0.00	0.00	4,000.00	0.00	-4,000.00	0%	0.00	0.00	3,500.00	3,500.00	0.00	-3,500.00	0%			
204332	53310	WATER - CONTRACTED SERVICES	14,000.00	14,000.00	842.89	8,649.39	0.00	5,350.61	62%	15,000.00	15,000.00	1,965.26	13,625.06	0.00	1,374.94	91%			
204332	53410	WATER - COMMUNICATION SERVICES	7,200.00	7,200.00	381.39	4,864.11	0.00	710.89	90%	7,000.00	7,000.00	488.38	7,479.15	0.00	-479.15	107%			
204332	54100	WATER - ELECTRICITY	78,000.00	78,000.00	7,655.09	46,425.92	1,897.50	29,675.58	62%	75,000.00	75,000.00	11,229.18	62,783.33	0.00	12,216.67	84%			
204332	54300	WATER - BUILDING MAINTENANCE	12,000.00	12,000.00	44.76	14,272.32	0.00	-2,272.32	119%	10,000.00	10,000.00	2,736.21	10,877.77	0.00	-877.77	109%			
204332	54311	WATER - SYSTEM MAINTENANCE	55,000.00	55,000.00	1,012.41	55,087.83	0.00	-87.83	100%	55,000.00	55,000.00	17,252.12	56,266.82	0.00	-1,266.82	102%			
204332	54312	WATER - EQUIP MAINT/LEASE	4,000.00	4,000.00	76.65	4,092.02	0.00	-92.02	102%	4,000.00	4,000.00	0.00	3,122.09	0.00	877.91	78%			
204332	55200	WATER - PROPERTY-LIABILITY INS	5,180.00	5,180.00	-180.10	4,862.72	0.00	317.28	94%	5,180.00	5,180.00	0.00	4,163.52	0.00	1,016.48	80%			
204332	55600	WATER - DUES/SUBSCRIPTIONS	1,100.00	1,100.00	50.00	1,126.50	0.00	-26.50	102%	1,100.00	1,100.00	0.00	1,248.18	0.00	-148.18	113%			
204332	55800	WATER - TRAINING/STAFF DEVELOP	3,500.00	3,500.00	121.00	699.02	0.00	2,800.98	20%	3,500.00	3,500.00	104.79	3,277.56	0.00	22.44	99%			
204332	56100	WATER - GENERAL SUPPLIES	4,600.00	4,600.00	1,525.24	4,838.01	0.00	-238.01	105%	4,000.00	4,000.00	309.90	4,609.54	0.00	-609.54	115%			
204332	56161	WATER - CHEMICALS	17,000.00	17,000.00	1,545.84	17,625.88	0.00	-625.88	104%	24,000.00	25,511.40	1,846.80	17,740.37	0.00	7,771.03	70%			
204332	56250	WATER - POSTAGE	3,700.00	3,700.00	2.93	2,746.02	0.00	953.98	74%	3,700.00	3,700.00	7.50	2,700.56	0.00	999.44	73%			
204332	56260	WATER - ADVERTISING	2,500.00	2,500.00	0.00	1,613.53	0.00	886.47	65%	2,500.00	2,500.00	781.62	1,496.49	0.00	1,003.51	60%			
204332	56350	WATER - GASOLINE	3,450.00	3,450.00	107.07	1,456.85	0.00	1,993.15	42%	3,000.00	3,000.00	104.79	3,277.56	0.00	-277.56	107%			
204332	56370	WATER - LP GAS	15,000.00	15,000.00	640.77	5,370.19	0.00	9,629.81	36%	15,000.00	15,000.00	117.98	9,679.88	0.00	5,320.12	65%			
204332	56601	WATER - VEHICLE MAINTENANCE	6,000.00	6,000.00	546.00	2,623.97	0.00	3,376.03	44%	6,000.00	6,000.00	0.00	3,331.60	0.00	2,668.40	56%			
204332	56800	WATER - UNIFORMS	3,850.00	3,850.00	381.62	3,098.98	0.00	751.02	80%	3,000.00	3,000.00	498.05	2,679.28	0.00	330.72	89%			
204332	57100	WATER - LAND ACQUISITION	20,000.00	20,000.00	0.00	20,000.00	0.00	0.00	100%	20,000.00	20,000.00	0.00	20,000.00	0.00	0.00	100%			
204332	57301	WATER INFRASTRUCTURE IMPROVEMENT	0.00	0.00	44.76	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
204332	57410	WATER - EQUIPMENT PURCHASE	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
204332	61100	WATER - TRANSFER TO CAP RES	169,585.00	169,585.00	0.00	169,585.00	0.00	0.00	100%	64,002.00	64,002.00	0.00	64,002.00	0.00	0.00	100%			
204332	62800	WATER - BONDS & NOTES PRINCIPLE	131,662.00	131,662.00	0.00	131,661.13	0.00	0.87	100%	131,662.00	131,662.00	0.00	131,661.13	0.00	0.87	100%			
204332	62810	WATER - BONDS & NOTES INTEREST	125,863.00	125,863.00	0.00	125,869.49	0.00	-6.49	100%	48,446.00	48,446.00	0.00	46,450.05	0.00	1,995.95	96%			
Total 20 WATER TREATMENT FUND			1,026,475.07	1,041,161.47	47,649.25	955,129.93	17,216.78	68,814.76	93%	822,125.00	832,036.40	72,295.22	764,027.76	14,695.74	53,312.90	94%			
204335	51100	WW - FULL TIME SALARIES	326,802.00	326,802.00	36,631.94	328,424.77	0.00	-1,622.77	100%	304,772.00	304,772.00	40,448.84	305,601.91	0.00	-829.91	100%			
204335	51110	WASTEWATER - SALARY ADJUSTMENT	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
204335	51150	WASTEWATER - PART TIME SALARIES	4,749.00	4,749.00	561.66	4,766.49	0.00	-17.49	100%	4,612.00	4,612.00	588.56	4,769.82	0.00	-157.82	103%			
204335	51400	WASTEWATER - OVERTIME	23,000.00	23,000.00	1,554.89	16,652.66	0.00	6,347.34	72%	23,000.00	23,000.00	1,107.75	15,100.01	0.00	7,899.99	66%			
204335	51900	WASTEWATER - LONGEVITY	2,475.00	2,475.00	0.00	2,362.50	0.00	112.50	95%	2,050.00	2,050.00	0.00	2,250.00	0.00	-200.00	110%			
204335	51990	WASTEWATER - MERIT INCREASE	15,976.00	15,976.00	0.00	0.00	0.00	15,976.00	0%	10,828.00	10,828.00	0.00	0.00	0.00	10,828.00	0%			
204335	52100	WASTEWATER - HEALTH INSURANCE	111,525.92	111,525.92	282.43	90,421.20	0.00	21,104.72	81%	123,543.00	123,543.00	282.43	99,218.58	0.00	24,324.42	80%			
204335	52150	WASTEWATER - LIFE/DISABILITY	3,131.26	3,131.26	273.19	3,692.20	0.00	-560.94	118%	3,000.00	3,000.00	307.97	3,595.76	0.00	-595.76	120%			
204335	52200	WASTEWATER - FICA	22,973.00	22,973.00	2,253.37	20,565.19	0.00	2,407.81	90%	21,279.00	21,279.00	2,441.68	18,117.67	0.00	2,561.33	88%			
204335	52250	WASTEWATER - MEDICARE	5,373.00	5,373.00	526.99	4,809.66	0.00	563.34	90%	4,977.00	4,977.00	571.04	4,377.46	0.00	599.54	88%			
204335	52300	WASTEWATER - RETIREMENT	41,446.00	41,446.00	4,501.89	38,326.86	0.00	3,119.14	92%	38,533.00	38,533.00	4,582.06	35,325.81	0.00	3,207.19	92%			
204335	52500	WASTEWATER - UNEMPLOYMENT INS.	1,400.00	1,400.00	0.00	365.88	0.00	1,034.12	26%	1,400.00	1,400.00	0.00	649.85	0.00	750.15	46%			
204335	52600	WASTEWATER - WORKERS COMP.	9,405.75	9,405.75	0.00	7,045.63	0.00	2,360.12	75%	6,324.00	6,324.00	2,911.70	2,911.70	0.00	3,412.30	46%			
204335	53010	WASTEWATER - AUDIT	5,000.00	5,360.00	0.00	5,360.00	0.00	0.00	100%	4,895.00	4,895.00	0.00	4,797.00	360.00	-262.00	105%			
204335	53100	WASTEWATER - ENGINEERING	30,000.00	44,864.96	1,338.39	20,324.52	24,268.33	77%	30,000.00	44,003.47	2,317.13	22,617.91	14,876.19	6,509.37	85%				
204335	53200	WASTEWATER - LEGAL EXPENSES	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0.00	0.00	0%			
204335	53310	WASTEWATER CONTRACTUAL SERVICES	15,500.00	15,500.00	2,405.89	19,476.73	0.00	-3,976.73	126%	13,000.00	13,000.00	220.00	18,117.50	0.00	-5,117.50	139%			
204335	53340	WASTEWATER - EMPLOYEE TESTING	750.00	750.00	0.00	0.00	0.00	750.00	0%	750.00	750.00	0.00	0.00	0.00	750.00	0%			
204335	53361	WASTEWATER - NPDES PERMITS	100,000.00	184,371.31	5,876.16	86,873.90	33,843.92	65,653.49	65%	100,000.00	172,776.16	12,954.80	83,912.73	84,371.31	8,992.12	95%			
204335	53410	WASTEWATER-COMMUNIC- SERVICE	7,800.00	7,800.00	518.04	7,943.84	0.00	-143.84	102%	7,800.00	7,800.00	751.51	9,583.38	0.00	-1,783.38				

Preliminary Revenue Report
For the Period Ended June 2021

Fiscal Year 2021							Fiscal Year 2020					
ORG	OBJ	ACCOUNT DESCRIPTION	BUDGET	MTD REVENUES	YTD REVENUES	AVAILABLE BUDGET	PERCENT COLLECTED	BUDGET	MTD REVENUES	YTD REVENUES	AVAILABLE BUDGET	PERCENT COLLECTED
		Pilot, Interest on Taxes	24,936,055.30	10,617.86	24,918,926.06	17,129.24	100%	23,580,977.66	17,273.61	23,581,187.19	-209.53	100%
		Licenses, Permits & Fees	1,900,000.00	171,946.87	2,011,643.84	-111,643.84	106%	1,860,000.00	181,619.58	1,970,504.42	-110,504.42	106%
		From State	684,818.00	0.00	773,223.40	-88,405.40	113%	841,391.00	0.00	770,933.66	70,457.34	92%
		Charges for Services	250,000.00	-7,278.22	210,283.43	39,716.57	84%	153,340.00	3,776.32	201,925.39	-48,585.39	132%
		Misc. Rev. Includes Int. Rev.	175,000.00	26,455.72	181,458.37	-6,458.37	104%	198,260.00	33,447.97	257,198.99	-58,938.99	130%
		Fund Balance	0.00	0.00	0.00	0.00	0%	250,000.00	0.00	250,000.00	0.00	100%
		Total 05 RECREATION FUND	398,250.00	48,839.84	329,227.08	69,022.92	83%	310,706.00	-61,698.05	215,168.53	95,537.47	69%
		Total 07 SOLID WASTE FUND	276,750.00	44,510.90	381,268.01	-104,518.01	138%	270,000.00	39,625.89	317,663.98	-47,663.98	118%
		Total 200000 Water Treatment Fund	1,090,493.00	13,098.04	1,284,054.32	-193,561.32	118%	822,125.00	11,807.62	1,145,139.06	-323,014.06	139%
		Total 300000 Wastewater Treatment Fund	2,156,734.00	2,586.49	2,429,083.55	-272,349.55	113%	2,334,817.00	3,779.93	1,918,005.23	416,811.77	82%
TOTAL REVENUES			31,868,100.30	310,777.50	32,519,168.06	-651,067.76	102%	30,621,616.66	229,632.87	30,627,726.45	-6,109.79	100%

Preliminary Revenue Report
For the Period Ended June 2021

Fiscal Year 2021							Fiscal Year 2020					
ORG	OBJ	ACCOUNT DESCRIPTION	BUDGET	MTD REVENUES	YTD REVENUES	AVAILABLE BUDGET	PERCENT COLLECTED	BUDGET	MTD REVENUES	YTD REVENUES	AVAILABLE BUDGET	PERCENT COLLECTED
010000	41100	REAL ESTATE TAXES	24,832,580.30	0.00	24,832,580.30	0.00	100%	23,508,302.66	0.00	23,508,302.66	0.00	100%
010000	41200	LAND USE CHANGE TAX	44,451.00	0.00	0.00	44,451.00	0%	15,000.00	13,250.00	25,250.00	-10,250.00	168%
010000	41500	OVERLAY	-20,000.00	0.00	-20,000.00	0.00	100%	-20,000.00	0.00	-20,000.00	0.00	100%
010000	41850	YIELD TAXES	1,235.00	113.57	113.57	1,121.43	9%	1,500.00	0.00	65.10	1,434.90	4%
010000	41860	PAYMENTS IN LIEU OF TAXES	18,521.00	0.00	26,257.50	-7,736.50	142%	19,175.00	0.00	27,639.13	-8,464.13	144%
010000	41870	EXCAVATION TAX	0.00	721.08	1,017.14	-1,017.14	0%	0.00	0.00	1,148.28	-1,148.28	0%
010000	41900	INT. &PENALTIES-CURNT PROP TAX	59,268.00	-11.48	37,715.78	21,552.22	64%	27,000.00	836.60	17,693.49	9,306.51	66%
010000	41901	REDEMPTION INTEREST	0.00	9,794.69	41,241.77	-41,241.77	0%	30,000.00	3,187.01	21,086.57	8,913.43	70%
010000	41902	INTEREST &PENALTIES ON OTH TAX	0.00	0.00	0.00	0.00	0%	0.00	0.00	1.96	-1.96	0%
Pilot, Interest on Taxes			24,936,055.30	10,617.86	24,918,926.06	17,129.24	100%	23,580,977.66	17,273.61	23,581,187.19	-209.53	100%
010000	42200	MV PERMIT,CLERK & TRANSFER FEE	1,596,000.00	159,707.83	1,735,200.23	-139,200.23	109%	1,525,000.00	169,289.00	1,668,252.61	-143,252.61	109%
010000	42207	MV MAIL-IN FEES	0.00	779.00	8,499.00	-8,499.00	0%	0.00	797.00	8,494.00	-8,494.00	0%
010000	42214	MOTOR VEHICLE STICKERS	0.00	3,237.00	33,633.00	-33,633.00	0%	26,000.00	3,297.00	32,550.00	-6,550.00	125%
010000	42221	MV TITLE FEES	0.00	480.00	4,534.00	-4,534.00	0%	3,000.00	477.00	3,991.00	-991.00	133%
010000	42250	BOAT REGISTRATIONS	0.00	762.04	6,387.48	-6,387.48	0%	3,000.00	860.08	5,619.20	-2,619.20	187%
010000	42260	DOG LICENSES	0.00	1,120.00	8,054.50	-8,054.50	0%	0.00	481.50	6,649.50	-6,649.50	0%
010000	42270	FISH & GAME	0.00	24.00	288.00	-288.00	0%	0.00	4.00	56.00	-56.00	0%
010000	42300	BUILDING PERMITS	57,000.00	4,990.00	39,630.00	17,370.00	70%	66,000.00	5,929.00	64,638.50	1,361.50	98%
010000	42900	MISC LICENSES, PERMITS & Fees	19,760.00	0.00	0.00	19,760.00	0%	50,300.00	0.00	8.00	50,292.00	0%
010000	42907	FRANCHISE RENEWAL AGREEMENT	227,240.00	0.00	164,700.13	62,539.87	72%	185,000.00	0.00	171,181.61	13,818.39	93%
010000	44101	VITAL STATISTICS	0.00	847.00	8,832.50	-8,832.50	0%	1,700.00	485.00	7,049.00	-5,349.00	415%
010000	44201	UCC'S	0.00	0.00	1,845.00	-1,845.00	0%	0.00	0.00	1,995.00	-1,995.00	0%
010000	44401	FINGER PRINTS RECEIPTS	0.00	0.00	40.00	-40.00	0%	0.00	0.00	20.00	-20.00	0%
Licenses, Permits & Fees			1,900,000.00	171,946.87	2,011,643.84	-111,643.84	106%	1,860,000.00	181,619.58	1,970,504.42	-110,504.42	106%
010000	43520	MEALS AND ROOM TAX DISTRIBUTN	424,587.00	0.00	478,701.61	-54,114.61	113%	472,792.00	0.00	479,595.89	-6,803.89	101%
010000	43525	MUNICIPAL AID	0.00	0.00	114,113.60	-114,113.60	0%	104,204.00	0.00	100,953.33	3,250.67	97%
010000	43530	HIGHWAY BLOCK GRANT	239,686.00	0.00	179,474.07	60,211.93	75%	263,664.00	0.00	189,652.45	74,011.55	72%
010000	43590	RAILROAD TAX	400.00	0.00	934.12	-534.12	234%	731.00	0.00	731.99	-0.99	100%
010000	43790	MISC. GRANTS	20,145.00	0.00	0.00	20,145.00	0%	0.00	0.00	0.00	0.00	0%
From State			684,818.00	0.00	773,223.40	-88,405.40	113%	841,391.00	0.00	770,933.66	70,457.34	92%
010000	42928	POLICE SEX OFFENDER RECEIPTS	0.00	0.00	0.00	0.00	0%	50.00	80.00	80.00	-30.00	160%
010000	42930	PLANNING/ZONING RECEIPTS	2,767.00	781.00	10,350.00	-7,583.00	374%	2,000.00	184.00	10,633.80	-8,633.80	532%
010000	44300	COPIER REVENUE	0.00	0.00	0.00	0.00	0%	0.00	0.00	31.00	-31.00	0%
010000	44350	ATM REVENUES	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
010000	44402	POLICE REPORT FEES	1,660.00	60.00	933.00	727.00	56%	1,200.00	45.00	1,395.00	-195.00	116%
010000	44403	COURT RECEIPTS	2,075.00	0.00	100.00	1,975.00	5%	1,500.00	0.00	326.36	1,173.64	22%
010000	44404	PARKING TICKETS	0.00	950.00	11,730.00	-11,730.00	0%	0.00	585.00	12,112.00	-12,112.00	0%
010000	44405	PARKING PERMITS	8,301.00	1,165.00	9,113.34	-812.34	110%	5,000.00	3,510.00	12,926.00	-7,926.00	259%
010000	44406	DISPATCH RECEIPTS	0.00	0.00	28,730.46	-28,730.46	0%	0.00	0.00	28,616.00	-28,616.00	0%
010000	44414	PARKING COURT FEES	0.00	0.00	0.00	0.00	0%	0.00	0.00	30.00	-30.00	0%
010000	44500	AMBULANCE RECEIPTS	228,279.00	-10,495.22	141,937.63	86,341.37	62%	138,590.00	-727.68	127,681.73	10,908.27	92%
010000	44600	FIRE DEPARTMENT RECEIPTS	6,918.00	0.00	6,780.00	138.00	98%	5,000.00	100.00	6,600.00	-1,600.00	132%
010000	44601	FIRE DEPT. X-DETAIL RECEIPTS	0.00	261.00	609.00	-609.00	0%	0.00	0.00	1,493.50	-1,493.50	0%
010000	44602	DPW DEPT. X-DETAIL RECEIPTS	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
Charges for Services			250,000.00	-7,278.22	210,283.43	39,716.57	84%	153,340.00	3,776.32	201,925.39	-48,585.39	132%

Preliminary Revenue Report
For the Period Ended June 2021

Fiscal Year 2021							Fiscal Year 2020					
ORG	OBJ	ACCOUNT DESCRIPTION	BUDGET	MTD REVENUES	YTD REVENUES	AVAILABLE BUDGET	PERCENT COLLECTED	BUDGET	MTD REVENUES	YTD REVENUES	AVAILABLE BUDGET	PERCENT COLLECTED
010000	44800	RECREATION FACILITY RENTAL	0.00	0.00	0.00	0.00	0%	0.00	0.00	1,887.50	-1,887.50	0%
010000	44805	SCHOOL DEPARTMENT	155,000.00	22,970.25	81,391.14	73,608.86	53%	178,260.00	27,049.58	155,791.47	22,468.53	87%
010000	44900	MISC. RECEIPTS	0.00	690.50	33,889.37	-33,889.37	0%	0.00	349.81	17,725.70	-17,725.70	0%
010000	45100	SALE OF MUNICIPAL PROPERTY	0.00	0.00	11,430.00	-11,430.00	0%	0.00	0.00	0.00	0.00	0%
010000	45101	RENT OF MUNICIPAL PROPERTY	0.00	1,790.60	20,253.88	-20,253.88	0%	0.00	3,284.62	14,922.58	-14,922.58	0%
010000	45200	INTEREST ON INVESTMENTS	20,000.00	855.37	31,441.48	-11,441.48	157%	20,000.00	2,713.96	63,944.74	-43,944.74	320%
010000	45300	POLICE - DOG ORDINANCE FINES	0.00	149.00	3,010.50	-3,010.50	0%	0.00	50.00	2,933.00	-2,933.00	0%
010000	45800	TC/TC OVER AND UNDER	0.00	0.00	42.00	-42.00	0%	0.00	0.00	-6.00	6.00	0%
Misc. Rev. Includes Int. Rev.			175,000.00	26,455.72	181,458.37	-6,458.37	104%	198,260.00	33,447.97	257,198.99	-58,938.99	130%
010000	49900	FUND BALANCE OFFSET TAX	0.00	0.00	0.00	0.00	0%	250,000.00	0.00	250,000.00	0.00	100%
Fund Balance			0.00	0.00	0.00	0.00	0%	250,000.00	0.00	250,000.00	0.00	100%
050000	44502	REC - ADVERTISING RECEIPTS	0.00	0.00	0.00	0.00	0%	0.00	0.00	1,031.89	-1,031.89	0%
050000	44550	RECREATION - REVENUE	398,250.00	48,124.22	325,553.63	72,696.37	82%	310,706.00	-63,336.12	193,178.91	117,527.09	62%
050000	44800	RECREATION- REC RENTAL REV	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
050000	45200	RECREATION - INTEREST	0.00	70.62	1,877.69	-1,877.69	0%	0.00	193.30	4,821.54	-4,821.54	0%
050000	49151	RECREATION -TRANS FROM GEN FND	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
050501	44802	RECREATION - LIGHT USAGE	0.00	0.00	0.00	0.00	0%	0.00	0.00	1,714.65	-1,714.65	0%
050502	44801	REC-SUNRISE SUNSET REVENUE	0.00	645.00	1,788.56	-1,788.56	0%	0.00	199.57	11,193.07	-11,193.07	0%
050502	44806	EMERGENCY SUPPLIES REIMB.	0.00	0.00	7.20	-7.20	0%	0.00	1,245.20	3,228.47	-3,228.47	0%
050503	44501	RECREATION - BUS USAGE	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
Total 05 RECREATION FUND			398,250.00	48,839.84	329,227.08	69,022.92	83%	310,706.00	-61,698.05	215,168.53	95,537.47	69%
070000	44700	SW - LANDFILL RECEIPTS	276,750.00	11,670.00	107,010.04	169,739.96	39%	270,000.00	12,358.21	88,652.31	181,347.69	33%
070000	44701	SW - GARBAGE BAGS	0.00	19,319.30	237,212.15	-237,212.15	0%	0.00	14,650.00	203,308.95	-203,308.95	0%
070000	44702	SW - RECYCLING BINS	0.00	300.00	2,070.00	-2,070.00	0%	0.00	80.00	1,370.00	-1,370.00	0%
070000	44703	SW - UNITED TECHNOLOGIES	0.00	11,883.63	13,180.39	-13,180.39	0%	0.00	10,477.95	13,830.00	-13,830.00	0%
070000	44704	SW-NEWFIELDS RECYLING	0.00	1,260.00	15,660.00	-15,660.00	0%	0.00	1,920.00	7,440.00	-7,440.00	0%
070000	44900	SW - UNANTIC FUNDS HAZ. WAS	0.00	0.00	3,349.21	-3,349.21	0%	0.00	17.50	17.50	-17.50	0%
070000	45200	SW - INTEREST	0.00	77.97	2,786.22	-2,786.22	0%	0.00	122.23	3,045.22	-3,045.22	0%
Total 07 SOLID WASTE FUND			276,750.00	44,510.90	381,268.01	-104,518.01	138%	270,000.00	39,625.89	317,663.98	-47,663.98	118%
200000	41100	WATER - TAX REVENUE	1,090,493.00	1,412.00	1,173,775.61	-83,282.61	108%	822,125.00	1,612.50	1,049,444.52	-227,319.52	128%
200000	41904	WATER - INT &PENALTY ON DELIQU	0.00	103.86	2,905.04	-2,905.04	0%	0.00	285.74	1,781.07	-1,781.07	0%
200000	43790	WATER - STATE GRANTS	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
200000	44900	WATER - OTHER MISC REV	0.00	0.00	2,517.46	-2,517.46	0%	0.00	0.00	380.31	-380.31	0%
200000	44901	WATER-ENTRANCE FEES	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
200000	44902	WATER - JOB WORK	0.00	0.00	75.00	-75.00	0%	0.00	0.00	916.20	-916.20	0%
200000	44903	WATER - DEDUCT METER	0.00	0.00	7,196.00	-7,196.00	0%	0.00	524.00	3,405.80	-3,405.80	0%
200000	45100	WATER-SALE OF MUNICIPAL PROP	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
200000	45101	WATER - RENT OF MUNICIPAL PROP	0.00	11,399.76	95,299.39	-95,299.39	0%	0.00	9,176.17	86,398.62	-86,398.62	0%
200000	45200	WATER - INTEREST	0.00	182.42	2,285.82	-2,285.82	0%	0.00	209.21	2,812.54	-2,812.54	0%
200000	49157	WATER - BOND PROCEEDS	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
Total 200000 Water Treatment Fund			1,090,493.00	13,098.04	1,284,054.32	-193,561.32	118%	822,125.00	11,807.62	1,145,139.06	-323,014.06	139%
300000	41100	WASTEWATER - TAX REVENUE	2,156,734.00	2,121.39	2,083,636.06	73,097.94	97%	2,334,817.00	2,668.82	1,877,767.03	457,049.97	80%
300000	41904	WW - INTEREST ON DELIQUENT TAX	0.00	276.85	5,643.87	-5,643.87	0%	0.00	491.26	3,688.20	-3,688.20	0%
300000	43790	WASTEWATER - STATE REVENUE	0.00	0.00	331,400.00	-331,400.00	0%	0.00	0.00	17,237.00	-17,237.00	0%
300000	44900	WASTEWATER - ENTRANCE FEES	0.00	0.00	1,000.00	-1,000.00	0%	0.00	0.00	1,000.00	-1,000.00	0%
300000	44902	WASTEWATER - JOB WORK	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
300000	45100	WW-SALE OF MUNICIPAL PROPERTY	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
300000	45200	WASTEWATER - INTEREST	0.00	188.25	5,765.26	-5,765.26	0%	0.00	619.85	17,830.00	-17,830.00	0%
300000	45900	WW - OTHER MISC. REVENUE	0.00	0.00	1,638.36	-1,638.36	0%	0.00	0.00	483.00	-483.00	0%
300000	49150	WW - CAPITAL RES WITHDRAWAL	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
300000	49155	WW - TRANSFER FROM TRUSTEES	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%

Preliminary Revenue Report
For the Period Ended June 2021

Fiscal Year 2021							Fiscal Year 2020					
ORG	OBJ	ACCOUNT DESCRIPTION	BUDGET	MTD REVENUES	YTD REVENUES	AVAILABLE BUDGET	PERCENT COLLECTED	BUDGET	MTD REVENUES	YTD REVENUES	AVAILABLE BUDGET	PERCENT COLLECTED
300000	49157	WW - BOND PROCEEDS	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
300000	49159	WASTEWATER - IMPACT FEES	0.00	0.00	0.00	0.00	0%	0.00	0.00	0.00	0.00	0%
Total 300000 Wastewater Treatment Fund			2,156,734.00	2,586.49	2,429,083.55	-272,349.55	113%	2,334,817.00	3,779.93	1,918,005.23	416,811.77	82%
TOTAL REVENUES			31,868,100.30	310,777.50	32,519,168.06	-651,067.76	102%	30,621,616.66	229,632.87	30,627,726.45	-6,109.79	100%



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 #2021/2022-07 - Gaziano Tract - Neal Mill Road	8/12/2021	Cover Memo
CC Memorandum	8/12/2021	Cover Memo



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

Resolution #2021/2022 - 07

Request for Legal Interest in Gaziano Tract – Neal Mill Road

WHEREAS: Southeast Land Trust (SELT) has been preserving land along Neal Mill Road; and

WHEREAS: SELT has signed a purchase agreement for the Gaziano Tract (Map R7 Lot 1) of 32 acres on the Newmarket and Newfields town line; and

WHEREAS: The Conservation Commission recommends the Town of Newmarket hold a legal interest in the property in the form of a conservation easement; and

WHEREAS: The Conservation Commission has authorized the expenditure of \$75,000 from conservation funds for this acquisition.

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

The Newmarket Town Council hereby accepts a legal interest in the Gaziano property and authorizes the Town Manager to enter into a Memorandum of Understanding and any other agreements with the Southeast Land Trust.

First Reading: August 18, 2021

Second Reading: September 1, 2021

Approval: September 1, 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

MEMORANDUM

TO: Newmarket Conservation Commission
Newmarket Town Council

FROM: Duane Hyde, Land Conservation Director

DATE: August 6, 2021

RE: Request for Funding and Newmarket Legal Interest – Gaziano Tract, Neal Mill Road

Request

- *Conservation Commission Approve funding in the amount of \$75,000 from its conservation fund to SELT toward the acquisition and related costs resulting in the conservation of an approximately 32-acre tract of land owned by Christopher Gaziano shown on the Tax Maps as Map R7, Lot 1.*
- *The Conservation Commission recommends, and the Town Council accepts a legal interest in property in a form to be recommended by the Conservation Commission to the Council.*
- *The Town Council authorizes the Town Administrator to enter into a Memorandum of Understanding with SELT with respect to the funding and town's legal interest in the property.*

Background

As the Newmarket Conservation Commission is well aware, the property currently owned by Mr. Gaziano has long been a conservation priority for SELT and others and its conservation and resource values are well documented by the Conservation Commission. SELT pursued this property located along Neal Mill Road in Newmarket prior to 2014 when the property was owned by Donald Tucker, as had several other conservation partners/entities dating back to the late 1990s. SELT was prepared to make another run at an offer on the ~32-acre property in late 2020 but the land got under agreement with the Tysons just as we were proceeding with hiring the appraiser. However, in June Mr. Gaziano did not agree to an extension of the Tyson's purchase agreement and the property became available again. Thus, in mid-June SELT had an urgent and time sensitive opportunity to enter into an agreement and forever remove the possibility of further development of this key tract along Neal Mill Road and adjacent to the Piscassic Greenway.

Purchase Agreement Summary

On June 21st SELT signed a purchase agreement with the Seller with an effective date of June 18th. The terms of the purchase agreement are as follows:

- Purchase Price \$370,000
- \$10,000 deposit, non-refundable after both of the following contingencies are met
 - Title – 30 days
 - Appraisal – 45 days
- Additional \$20,000 nonrefundable deposit post contingencies
- Close September 1st
- Purchase Agreement is Assignable
- SELT has opportunity to place a sign on the property for fundraising purposes after the initial 30-day contingency expires

It is worth noting that the contract lacks any of the standard funding contingencies and protections that SELT normally has in its conservation projects and also lacks the time needed to raise the funds through

public/private sources prior to closing. Thus, SELT has taken on considerable financial risk well beyond our standard projects in order to conserve this property.

Due Diligence

Due diligence associated with the Purchase Agreement contingencies has been completed:

- *Title*: SELT has received the title opinion from Bruton & Berube law office and the title is clear and marketable.
- *Appraisal*: SELT hired Wentworth Appraisals to prepare an appraisal report and the appraiser determined that the fair market value of the tract is the purchase price of \$370,000.

Thus, the two contingencies specified in the purchase agreement have been met and the additional deposit of \$20,000 has been provided by SELT to the realtor.

In addition to the due diligence conducted as part of the purchase agreement contingencies:

- *Phase 1 Environmental Hazard Assessment*: Completed by Exeter Environmental (donated services) and there were no recognized environmental conditions.
- *Boundary Survey*: Doucet Survey has been hired to conduct a boundary survey of the property which will be completed prior to closing.

Budget

The current budget (see attached) is \$444,708 (which includes a \$4,932 contingency). Most of the costs that could necessitate drawing down the contingency are now known, such as the cost of the community mailing, the boundary survey and the appraisal. A few items to note in the budget:

- Land Management Fund contribution of \$31,000 is relatively low given this is an addition to the larger Piscassic Greenway.
- We have included the cost of a gate for the opening along Neal Mill Road and also a kiosk since we don't have a kiosk from what has become a popular entry to the Greenway.

In order to meet the September 1st closing deadline SELT is working on internal/external loan options but will need to raise the public/private funds that are shown in the budget to repay these loans.

Funds we have applied for or are working toward include:

LCHIP application submitted for \$150,000. LCHIP allows funding for projects post-closing and we will need to either place a deed restriction on the property or conservation easement prior to receiving the funds (discussed further below). LCHIP makes its funding decisions in late November/early December and if awarded funds could be available as early as January or February but will need to be timed with the other funding sources since the restrictions each program places on the property will need to be done at the same time.

NHDES Drinking Water and Groundwater Trust Fund (DWGTF) for \$185,000. DWGTF allows funding for projects post-closing, and we will need to either place a deed restriction with their required provisions or a conservation easement prior to receiving the funds. DWGTF makes decisions in November/December, but the approval of the funding award must go to the Governor and Council process (unlike LCHIP). Thus, it is more likely that DWGT funds will not be available until March or April of 2022.

Private funding gifts/awards are budgeted at \$33,208. We have solicited gifts through social media posts which thus far have generated over \$7,200 in gifts and we have an over 8,000-piece direct mailing that will be hitting Newmarket, Newfields and Exeter resident's mailboxes soon. A 1% response rate from direct mailings is about the norm and we hope to exceed that rate with this project and achieve our private fundraising goal. In addition, we plan to submit an application to the Great Bay Resource Protection Partnership which provides modest funding for transaction related costs.

Requested funds from the Newmarket Conservation Commission's Conservation Fund: \$75,000 request for approval from the Conservation Commission's Conservation Fund. Any expenditure by the Conservation Commission from the Conservation Fund toward land acquisition by a non-profit land trust like SELT requires the Town to have a legal interest in the property (RSA 36-A:4(I)). The Town Council has the decision-making authority whether the Town will accept a legal interest in a property. See discussion below about the legal interest options available to the Town. We are seeking the approval of funds and approval of a legal interest now so that SELT can have these commitments in place; however, we will not request the actual funds until the legal interest is conveyed to the Town. Thus, the funds are tied to the timing of DWGTF and LCHIP awards and we will not likely request the funds from the Town until March/April 2022. Thus, we suggest SELT prepare a relatively simple Memorandum of Understanding with the Town as we have done with past projects, which spells out each party's roles, responsibilities and agreements.

Summary of Restrictions if Public Funds Received

SELT has secured numerous LCHIP grants over the years and we are well versed in both their required restrictions and integrating them into a conservation easement or deed restriction (either format may be used for this project). The primary LCHIP restrictions are summarized as follows:

- Affirmative right of public access for hunting, fishing and transitory passive recreation. SELT retains the right to restrict camping, bicycling, horseback riding, trapping, snowmobiling and motorized wheeled vehicles. There are provisions that allow posting temporarily for things like active agriculture and forestry operations.
- The property must remain in the public trust (i.e., conservation land owned by a government entity or non-profit conservation organization).
- Allowance for SELT to conduct commercial recreation and commercial education and to collect reasonable fees for these activities.
- Any agriculture or forest management shall be conducted following best management practices.
- Only structures or improvements necessary for agriculture, forestry, outdoor recreation or education may be constructed on the properties.
- Uses and management cannot harm rare, threatened, or endangered species, nor species of special conservation concern or exemplary natural communities. Nor shall use or management harm state or federally recognized historic or archeological resources.
- Prohibition on subdivision.
- Standard dumping and mining restrictions with limited use for allowed activities.

SELT has also worked quite extensively with the NHDES Drinking Water and Groundwater Trust Fund program and its required restrictions overlay somewhat with LCHIP but also include the following general summary of their requirements:

- There shall be no restrictions that prohibit the property from being used to site a future public water supply source (e.g., well). The restriction does not require the landowner to agree to a siting of a water source, only that they cannot put a restriction on the property preventing it.

- Prohibition on motorized vehicles for recreation purposes, but there are allowances for snowmobiles under certain conditions. At this time SELT does not envision allowing snowmobiling on the property given the NHDES conditions and the fact that Neal Mill Road is already a corridor used for snowmobiles.
- No acts or ususes shall occur that degrade water quality such that the standards of public drinking water would be threatened or cause unsustainable quantity of water to be withdrawn.

Options for Newmarket's Legal Interest

SELT proposes Newmarket's legal interest being any one of the three options:

1. *Conservation Easement*: The Town could hold a conservation easement on the Gaziano tract with the conservation easement terms including executory interests for NHDES and LCHIP. The easement would be based on the SELT template and integrate the required restrictions from NHDES and LCHIP (assuming both provide funding to the project). This may be the simplest approach to manage the various parties' interest in the property.
2. *Third Party Right of Enforcement*: LCHIP and NHDES' restrictions can be in the form of deed restrictions held by LCHIP as described above and the Town could have a third party right to enforce these restrictions should LCHIP or NHDES fail to do so after notification by the Town.
3. *Executory Interest in the Deed of Conservation Restrictions*: This would be similar in structure to the legal interest the Town received in the Tucker project along Neal Mill Road we completed in partnership with the Town in 2020. The executory interest requires that the land remain in non-profit/public conservation ownership and that the property not be posted against public pedestrian access for walking, fishing, and passive recreation with allowances to post under certain conditions like active agriculture, forestry, or emergencies. If any of these conditions are violated the Town can proceed to take ownership of the property from SELT (subject to the restrictions from LCHIP and NHDES).



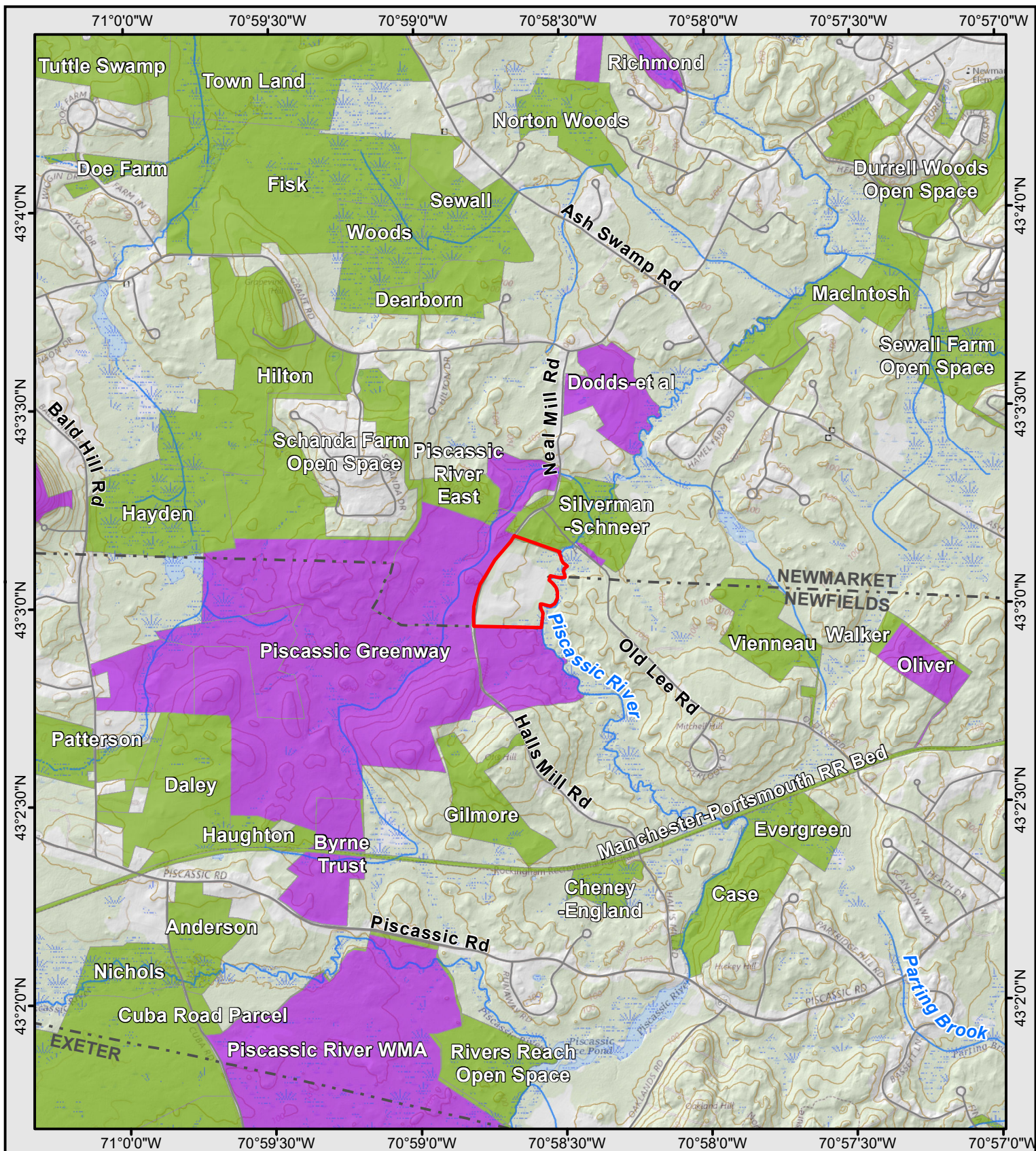
Budget - Grow the Greenway-Gaziano (Newmarket) ~32 acres

EXPENSES

<u>Transaction Costs</u>	<u>Current</u>	<u>Notes</u>
Acquisition Costs		
Land Purchase Price	\$370,000	Contracted Purchase Price
Due Diligence Costs		
Legal	\$2,115	Title complete and marketable
Survey	\$9,050	Under contract and underway
Hazardous Waste Assess.	\$1,500	Completed. Donated by Exeter Environmental valued at \$1,500
Appraisal(s)	\$450	Completed
Closing Costs		
Recording fees	\$100	Estimate
Miscellaneous	\$2,995	Estimate
Real estate taxes	\$220	
Real estate transfer tax	\$2,775	
Project Management Expenses		
SELT Project Management	\$12,000	Flat Fee
Professional Services	\$5,175	Fundraising signs/Community Mailing cost
Travel	\$100	Flat Fee
Contingency	\$4,923	
Subtotal, Transaction Costs	\$408,408	
Stewardship Costs	Current	Notes
Legal Defense Fund	\$1,800	Flat rate contribution for legal defense for each project
Land Management Fund	\$31,000	Min. contribution for fee ownership
Capital Costs (gates, signs, bridges, etc)	\$3,500	Assumes 1 gate and 1 kiosk
Forest Management Plan	\$0	Greenway plan update is in queue and this property not expected to add to cost
Subtotal, Stewardship Costs	\$36,300	
TOTAL EXPENSES	\$444,708	total Transaction Costs + Long Term Stewardship Costs

REVENUES

<u>Revenue Sources</u>	<u>Current</u>	<u>Notes</u>
Government		
Town Conservation Fund	\$75,000	Under consideration
LCHIP	\$150,000	Applied
NHDES DWGTF	\$185,000	Submitted eligibility and determined eligible
Private Fundraising		
Private fundraising sources	\$33,208	Have raised >\$7,200 thus far
Donated Services & Items	\$1,500	Exeter Environmental Donation of Phase 1
TOTAL REVENUES	\$444,708	



- Gaziano Boundary
- SELT Conservation Land
- Conservation & Public Land
- Town boundary



1:24,000

0 1,000 2,000 Feet

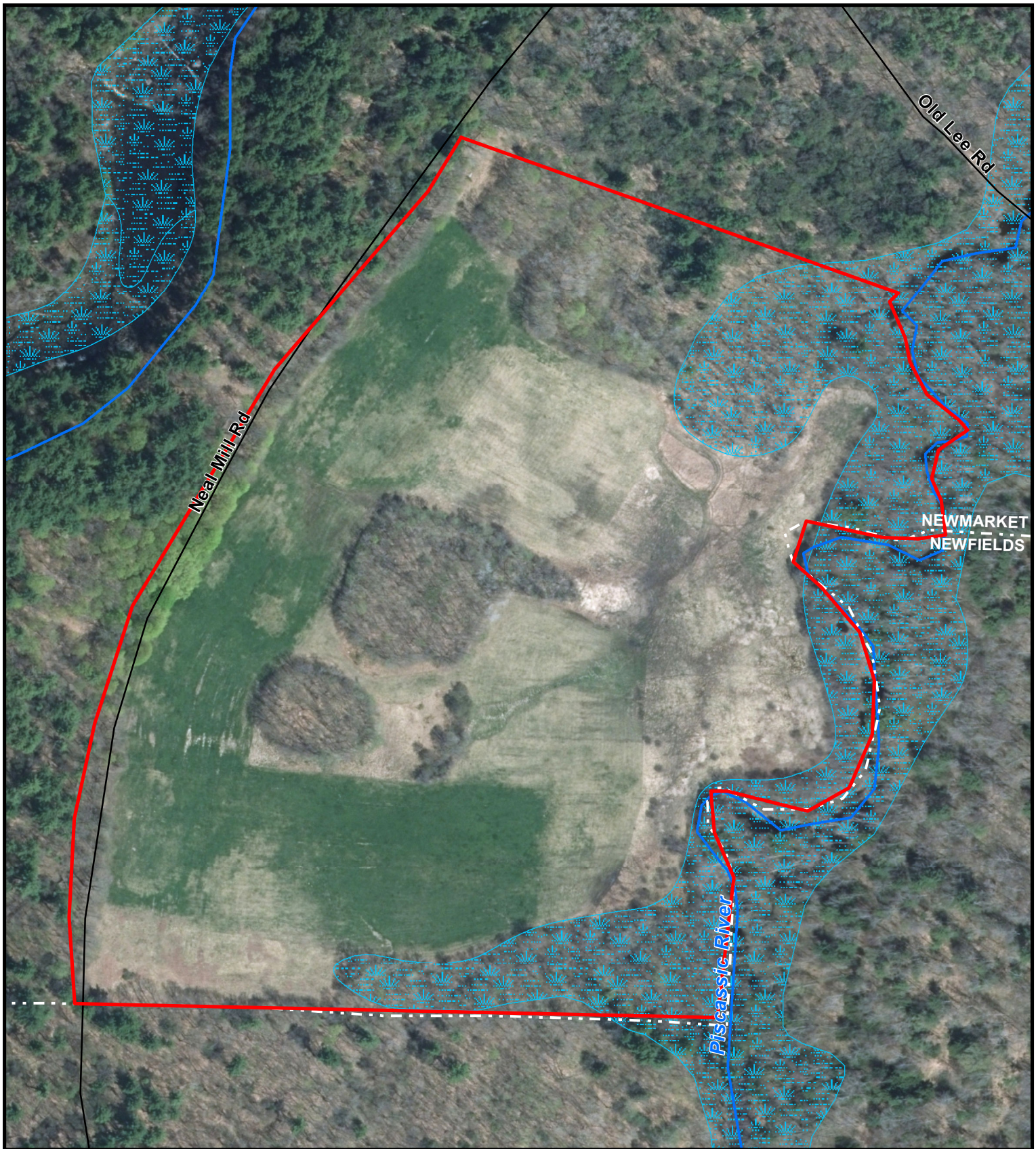
Gaziano Project & Nearby Conservation Lands Newmarket, NH

Boundary and feature locations are approximate.
Conservation lands from NH GRANIT. USGS topographic base
map (published 1970-1998) processed by NH GRANIT;
coordinate system is NAD83 UTM Zone 19N meters.

Map prepared by
Southeast Land Trust of NH
June, 2021



SELT



- Gaziano Boundary
- NWI wetlands
- Stream/River
- Intermittent Stream
- Road
- Town boundary



1:2,500

0 250 500 Feet

Gaziano Project Aerial Newmarket, NH

Boundary and feature locations are approximate. Easement boundary based on tax maps.

Map prepared by
Southeast Land Trust of NH
January, 2021



SELT



Town Hall
186 Main Street
Newmarket, NH 03857

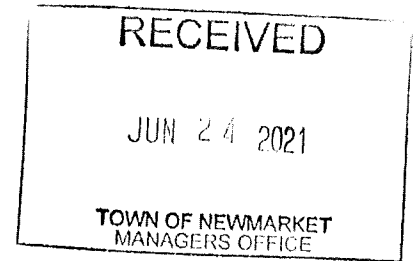
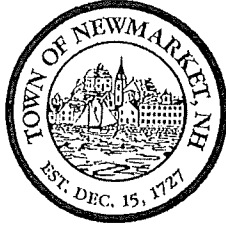
Tel: (603) 659-3617
Fax: (603) 659-8508

Founded December 15, 1727
Chartered January 1, 1991

TOWN OF NEWMARKET, NEW HAMPSHIRE

ATTACHMENTS:

Description	Upload Date	Type
John Greene ZBA Application	8/18/2021	Cover Memo



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

Applicant's Name: John Greene

Address: 4 Elm Court, Newmarket, NH Phone/Cell 603-620-0654

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: JohnGreene33@gmail.com

Full membership (3 year term) position applying for * Alternate Zoning Board of Adjustment UDFH
8/18/2021

State what the new term expiration date is: April 2022

Alternate position (3 year term) position applying for * ...

State what the new term expiration date is: April 2022

I feel the following experience and background qualifies me for this position: I have a variety
of experience that I believe qualifies me to serve on the ZBA. I have experience in politics
and government in NH. I have also worked with Zoning Boards through my role as a
municipal relations and economic development specialist at Eversource. My service with
NeighborWorks NH and Stay Work Play NH have provided me with applicable experience.

(need more room, please use the back)

Signature [Signature]

6/24/21

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.



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
Russell Simon Application	8/19/2021	Cover Memo



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

Applicant's Name: Russ Simon
Address: 510 COSHING ROAD HOME - 603 292-5232
NEWMARKET, NH 03859 Phone/Cell - 603-303-3974 (PRE-FER)
RSA 669:19 Newmarket Registered Voter: Yes No # of Years as Resident: 18
RSA 91:2 Are you an American Citizen? Yes No
Email address: RSIMON48@COMCAST.NET

7
~~Full~~ membership (~~3~~ year term) position applying for CIP Comm.
State what the new term expiration date is: 8/22 August 2023

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: _____

NEWMARKET: BUDGET COMM, CIP COMM, SCHOOL FACILITIES
COMMITTEE, SCHOOL BOARDING COMM, FORENSIC AUDIT COMM,
EFFICIENCY COMM - CONSULTANT
OTHER - BANKING 34 YEARS, MOODY POINT COMMUNITY
ASSOCIATION BOARD - SECRETARY & TREASURER &
BOARD MEMBER 13 YEARS

(need more room, please use the back)

Signature Russell R Simon Date 8/18/21

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.



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
---	--

	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 
----------------------------------	---

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