



**TOWN OF NEWMARKET, NEW HAMPSHIRE  
TOWN COUNCIL AGENDA**

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**WEDNESDAY, SEPTEMBER 20, 2017, 7:00PM  
NEWMARKET TOWN HALL COUNCIL CHAMBERS**

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**6:00PM NON-PUBLIC MEETING PURSUANT TO RSA 91-A:3,II(a) - PERSONNEL**

1. **Pledge of Allegiance**
2. **Public Forum** (*Public Forum is an opportunity for the public to address the Town Council. All comments should be addressed to the Chair of the Council. No person will be allowed to speak longer than five (5) minutes*).
3. **Public Hearing - None**
4. **Town Council to Consider Acceptance of Minutes**
  - a. August 30, 2017 Joint Town Council/School Board Meeting
  - b. September 6, 2017 Regular Meeting Minutes
  - c. September 6, 2017 Non-Public Meeting Minutes
5. **Report of the Town Administrator**
6. **Committee Reports**
7. **Old Business**
  - a. **Resolutions/Ordinances in the 2nd Reading**
    - i. **Resolution #2017/2018-08** - Authorization to withdraw \$25,000.00 from the Sewer CIP for Pumping Station Improvements Preliminary Engineering.
    - ii. **Resolution #2017/2018-09** - Operations of Keno Games in the Town of Newmarket.
    - iii. **Resolution #2017/2018-10** - Authorizing the Town of Administrator enter into a contract with Educational Building Consultants for doors replace and opener addition at the Sunrise Center.
    - iv. **Resolution #2017/2018-11** - Authorizing the Town Administrator enter into a contract with Affinity Lighting for Town Street and decorative lighting upgrades.

- v. **Resolution #2017/2018-12** - Increase of Sewer Rates.
- vi. **Resolution #2017/2018-13** - Increase of Water Rates.
- vii. **Resolution #2017/2018-14** - Authorizing the Town Administrator enter into a contract with Securadyme for visual surveillance and controlled access system.

**b. Resolutions/Ordinances in the 3rd Reading - None**

**c. \*Items Laid on the Table -**

- i. **Resolution #2015/2016-52** - Resolution Authorizing the Designation of a portion of Rt. 152 as an Economic Recovery Zone (This Resolution is tabled from the June 15, 2016 Council Meeting pending Planning Board action).
- ii. **Resolution #2017/2018-07** - Resolution Authorizing the Town Administrator to enter into an agreement with Industrial Protection Services to purchase a 2017 Zodiac MilPro ERB 400 Rescue Boat, and withdraw \$19,550 from the previously established Fire Rescue Capital Reserve Fund (This Resolution is tabled from the September 6, 2017 Council Meeting). (**Town Administrator Requests that this Item be Taken Off the Table for Action**)

**8. New Business/Correspondence**

**a. Town Council to Consider Nominations, Appointments and Elections**

- i. Energy & Environment Advisory Committee - Donald Sanders - Term Expires March 2020
- ii. CIP Committee - Russell Simon - Term Expires August 2020

**b. Resolutions/Ordinances in the 1st Reading**

- i. **Resolution #2017/2018-15** - Resolution Authorizing the Town Administrator to enter into an agreement with Educational Building Consultants, Access A/V and Daniels Electric for Town Council Dais Improvements.

**c. Correspondence to the Town Council**

**d. Closing Comments by Town Councilors**

**e. Next Council Meeting - October 4, 2017**

**9. Adjournment**



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5 **TOWN OF NEWMARKET, NEW HAMPSHIRE**  
6 **JOINT TOWN COUNCIL-SCHOOL BOARD MEETING**

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8 **August 30, 2017 7:00 PM**

9 **TOWN HALL AUDITORIUM**  
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12 COUNCIL MEMBERS PRESENT: Council Chairman Dale Pike, Council Vice Chairman Toni Weinstein,  
13 Councilor Gretchen Kast, Councilor Kyle Bowden

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15 COUNCILORS EXCUSED: Councilor Amy Thompson, Councilor Amy Burns, Councilor Casey Finch  
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17 SCHOOL BOARD MEMBERS PRESENT: School Board Chairman Kimberly Shelton, School Board Vice  
18 Chairman Elizabeth McKinney, Al Zink, Mike Kenison, Ingrid Ahlberg  
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20 ALSO PRESENT: Town Administrator Steve Fournier, School Superintendent Meredith Nadeau, Finance  
21 Director/Business Administrator Lisa Ambrosio, Director of Facilities Greg Marles  
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23 **AGENDA**  
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25 School Board Chairman Kimberly Shelton welcomed everyone to the Newmarket Joint Town Council-  
26 School Board Meeting, and called the meeting to order at 7:02 pm. Council Chairman Dale Pike led the  
27 Pledge of Allegiance.  
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29 **SHARED SERVICES UPDATE – August 2017**  
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31 School Board Chairman Shelton stated that there had been conversations around Shared Services for  
32 years, and as a result of a lot of hard work by the Charter Committee it was mandated that the Town  
33 Council and the School Board would have an annual joint meeting. She said it was then decided that towns  
34 and schools should share services, and as a result a Sub-Committee had been formed to work on initiating  
35 some shared services between the Town and the School, with members reporting back to their respective  
36 boards.  
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38 ***WHERE ARE WE – Town Administrator Steve Fournier***  
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40 Town Administrator Steve Fournier said that in 2013 the Town Council and the School Board had decided  
41 to hold an annual joint meeting, and had decided to begin looking into Shared Services. He stated that in  
42 March 2017 they began sharing a Finance Director/Business Administrator who was an employee of the

School contracted by the Town. They next looked at sharing a Facilities Director, and that individual started in June 2017 as an employee of the Town contracted by the School Board. He said they were now conducting an ongoing review to find common efficiencies.

Town Administrator Fournier said that the Superintendent attended all Department Head meetings of the Town and reported back to the School, and he would soon begin attending School Operations meetings that pertain to the Town along with other Department Heads. He said another area they were working closely on was Emergency Management Planning. Superintendent Nadeau added that it was important to note that they were only a short time into Shared Services at this point.

***FINANCE – Finance Director/Business Administrator Lisa Ambrosio***

Finance Director/Business Administrator Lisa Ambrosio stated that they first started sharing services with the Finance Department, and pointed out that previously there was a fulltime School Business Administrator and a contracted Town Finance Director position. She said she had been onboard since March as the primary contact in overseeing the combined operating budgets of close to \$29 million. She said since then she had coordinated multiple bond issues with a \$38 million School Bond and another \$10 million for a Water & Sewer Bond. She said her position had oversight of payroll and administrative benefits for 216 employees, and the New Hampshire Retirement System had also chosen to audit the School this year.

Finance Director Ambrosio said primarily she would be looking at the consolidation and successful closing of the FY2017 budget and the opening of the FY2018 budget for the Town and the School, including all reports to the State by September 1<sup>st</sup>. She said this would also include support to Department Heads, the Town Administrator, and School administrators, as well as separate audits and audit preparation for the Town and School. She said she had worked with the Boards of Trustees of the Trust Funds to get better protocol there, and had recently put out to bid for a new Financial Software System for the Town and was working on the timing and implementation of that.

Superintendent Nadeau pointed out that the volume of work for the position was the same with only one person, and said that was where the savings came in. She said they had crossed the 6-month milestone, and after closing this fiscal year, starting FY2018, and getting through the audit they would see where they were in March. Town Administrator Fournier said the big thing coming in for the Town was the Financial Software. He said the Town side was a lot more revenues and collections, and the School side more expenditures and grant management, and said the software systems would be different, but they were looking to make it similar for cross-training considerations.

***FACILITIES – Facilities Director Greg Marles***

Facilities Director Greg Marles said his position was new this year and he felt it was working well. He said this year one bid had gone out for the Town and School for heating oil, and they also secured a single bid for electricity with a single supplier for the Town and School and only one process to manage. He said the staffs of the Town and the School were working together and creating a lot of synergies. For example, Buildings & Grounds was helping the School by providing equipment to repair Pole Lights and Custodial



Services would help Buildings & Grounds this winter with stripping and waxing floors. He said they had put a single reporting and electronic system in place for work orders to help track service calls and streamline operations and would be rolling it out to the School in a few weeks.

Facilities Director Marles said one of the first things he worked on was the new Phone System for the Town, which they would be able to tie into the School side. He said they would be doing the same thing with the cameras to have one system that manages all of the security measures and access surveillance systems for both the Town and the School. He said recently Town employees were cleaning SAU offices and there was now one vendor doing all roof maintenance for every building. He said they would also be working together with Town and School employees for training, and said they were not only saving money, but were building a stronger community.

Discussion: Council Chairman Pike encouraged Town Council and School Board members to make comments, and said the meeting would only be valuable if they took the opportunity to comment. He said there was a significant amount of work going on even before the State allowed sharing services, and felt it was impressive how many additional items of cooperation and sharing had occurred in only a few months. Town Administrator Fournier said a big one was snow removal which was already happening, and said he had great communication with Superintendent Nadeau.

School Board Chairman Shelton said they had two leaders in their fields directing them and doing strategic planning for the future with both the Budgetary Process (Finance) and Facilities Management. She said their feedback at School Board Meetings had been invaluable to the School, and she thanked Finance Director Ambrosio and Facilities Director Marles for bringing their level of expertise. Mr. Kenison stated that Facilities issues had taken up a lot of time for quite a while for the Business Administrator and the Superintendent, and he felt it a huge benefit was already being realized. Superintendent Nadeau said it saved her a lot of time and preparation for meetings, and Town Administrator Fournier said the Facilities Director was now handling a lot more of the Town purchasing and contracts typically done by each department.

School Board Vice-Chair McKinney said future planning for the CIP Committee had been lacking, and she felt that they could now share and save for the future together. Mr. Zink felt it was important that they were the first town in New Hampshire to share services, and said if it was going to get screwed up, it would probably be because of the Boards. He said at some point they would just have to apply faith and might not be able to articulate savings for particular items, and hoped that the Boards would not interfere with the Shared Services process. Town Administrator Fournier said priorities would have to be set and some projects addressed later.

Councilor Weinstein said part of the reason for their success was that the stars aligned at the right time. She said there was a shift in the Town, State Law allowed sharing services, and everything came together and they really pushed it forward. Mr. Zink said that Superintendent Nadeau had come onboard with experience of shared services. Finance Director Ambrosio stated that communication had been key, and said she had been able to get support from Town Administrator Fournier and Superintendent Nadeau to help balance all the different priorities, and said it was really a team effort of working together.



***FUTURE – Superintendent Meredith Nadeau***

Superintendent Nadeau said that she and Town Administrator Fournier became aware of things through natural conversation. She said when Facilities Director Marles came to look at Security issues for the Town, he reached out to the School as well. She said with RFPs for a new Financial Software System, they wanted a similar look and feel so employees could cross-train. Town Administrator Fournier said while looking at email servers, IT Director Doug Poulin suggested he use the same system as the School, and they were now using the same system as well as Police, Fire, and Public Works.

Superintendent Nadeau mentioned supporting the CIP Process moving forward, and Town Administrator Fournier said the CIP was a planning document and not a budget document and it was actually tied to the Master Plan and how they can change impact fees for development. He said with both the Town and the School at the table, they could have a conversation about CIP and discuss priorities. He said ultimately the Planning Board could use that document, look at the Master Plan, and make suggestions to examine the current impact fee structure.

Town Administrator Fournier stated that Technology was another area they would be addressing in the near future as a Shared service, and said they were currently having a conversation with regard to long-term planning on the department side. Superintendent Nadeau said on the School side they were much more reliant on other software systems for information and data, and had to report to the State for Student Assessment. She said their Systems Management piece had grown considerably and they definitely wanted to look at how they could collaborate and move forward. She said it might take more people for IT because of increasing and changing needs in technology.

Town Administrator Fournier said for years they had saved money in the Capital Reserve Fund for IT in case of a server failure, and said he had spoken with the IT Director to come up with a plan to use the money that was put aside and look at what technology was needed and what it would look like. Superintendent Nadeau said Fire Department folks were coming in to train all Town and School employees, and Town Administrator Fournier said they also planned to schedule Liability Insurance training together. He said he wanted to thank the School and the School District, and said the collaboration between the Town and the School had been a great experience for him so far.

**NEWMARKET CAPITAL IMPROVEMENT PLAN (CIP) PROCESS**

Council Chairman Pike said there had been conversations on both sides about the Capital Improvement Plan Process, and said like any process there was a time to look for improvements. He said a lot of good work was being done, but that it was not fully realized as an opportunity especially with regard to longer-range planning. He said the Town and the School had different regulations that governed their processes, but that if the goal was to accomplish the same objectives, they could learn from each other. He said he could book the joint Town Council/School Board meetings well into the future, rather than wait until they had decided what they wanted to discuss at the meeting.

Council Chairman Pike said he wanted to make sure that as the CIP requests started to come in they would have a chance to talk about those deliberations, and said he had spoken with Town Administrator Fournier

about providing more education at the Town Council level on some of the finer points of the process. He said they had a chance to get feedback from the Facilities Director and the Finance Director and bring the process more to the forefront. He said one thing they should be able to do as a one-town concept was to make sure they did not hit the citizen tax rate. Mr. Zink said with the CIP plan due by the end of this month, they did not have a lot of time to think about how they would like to do things, and said he hoped that their recommendations this year would hold stronger than in the past.

#### **PLANNING FOR FUTURE MEETINGS**

School Board Chairman Shelton said because the CIP had to be done by the end of the month, the process would not be changed for this year. She suggested that for the joint meeting next year they have a quick update on Shared Services and a longer session on the CIP Process. She said she and Council Chairman Pike were committed to having ongoing conversations to continue communications between the Boards, and said they would talk with Town Administrator Fournier and Superintendent Nadeau about setting up an annual timeframe for the joint meeting to discuss the CIP Process.

Mr. Kenison felt that time needed to get background work done was more important than a timeframe at this point, and suggested they set goals now on topics to be covered. Councilor Kast felt that a drive toward more long-range planning would get the momentum going for specific goals. Councilor Weinstein said she liked the idea of the CIP Committee presenting to both Boards at once, and Mr. Zink said that bonding might be the right way to attack the CIP issue. Town Administrator Fournier said the Town had two large projects coming up with reconstruction/drainage on New Road and the Macallen Dam, and said he would need to work around the Bond Schedule for the School to keep the tax rate manageable and they needed a more formal way to do that. He felt having a certain amount of debt was a good idea, and said debt could be retired and reissued to maintain a constant funding level.

Council Chairman Pike said the meeting had given them an opportunity for this type of exchange and a chance to reexamine bonding and decide what was best for the whole community. Town Administrator Fournier said though the Town had two large projects coming up, they were making great strides on the paving side with the plan they had in place. Mr. Kenison said he thought they could borrow on some of the success of the Facilities efforts in terms of communication on the CIP front. He pointed out the Town did have debt, as taxpayers did not care whether it came from the Town or the School.

**PUBLIC COMMENT – None**

#### **ADJOURNMENT**

School Board Vice-Chair McKinney made a motion to adjourn the meeting which was seconded by Mr. Kenison. The Joint Town Council/School Board Meeting was adjourned at 8:09 pm.

Respectfully submitted,

Patricia Denmark, Recording Secretary



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6 **TOWN OF NEWMARKET, NEW HAMPSHIRE**  
7 **TOWN COUNCIL REGULAR MEETING**

8 **September 6, 2017 7:00 PM**

9 **TOWN COUNCIL CHAMBERS**  
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12 **PRESENT:** Council Chairman Dale Pike, Council Vice Chairman Toni Weinstein, Councilor Amy Thompson,  
13 Councilor Gretchen Kast, Councilor Kyle Bowden, Councilor Casey Finch  
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15 **EXCUSED:** Councilor Amy Burns  
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17 **ALSO PRESENT:** Town Administrator Steve Fournier, Public Works Director Rick Malasky  
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19 **AGENDA**  
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21 Chairman Dale Pike welcomed everyone to the September 6, 2017 Newmarket Town Council Meeting and  
22 called the meeting to order at 7:01 pm, followed by the Pledge of Allegiance.  
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24 Chairman Pike stated that that Councilor Amy Burns was excused.  
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26 Vice-Chair Weinstein made a motion to seal the minutes of the Non-Public Session, which was seconded  
27 by Councilor Thompson. Town Administrator Fournier polled the Council and the motion to seal the  
28 minutes of the Non-Public Session was approved by a vote of 6-0.  
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30 **PUBLIC FORUM**  
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32 Chairman Pike opened the Public Forum at 7:02 pm.  
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34 As no one from the public came forward, Chairman Pike closed the Public Forum at 7:02 pm  
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36 **PUBLIC HEARING – None**  
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38 **TOWN COUNCIL TO CONSIDER ACCEPTANCE OF MINUTES**  
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40 **Acceptance of the Minutes of the Regular Meeting of August 16, 2017**



Councilor Thompson made a motion to approve the minutes of the Regular Meeting of August 16, 2017, which was seconded by Vice-Chair Weinstein.

Town Administrator Fournier polled the Council and the minutes of the Regular Meeting of August 16, 2017 were approved by a vote of 6-0.

#### **Acceptance of the Minutes of the Non-Public Session of August 16, 2017**

Councilor Kast made a motion to approve the minutes of the Non-Public Session of August 16, 2017, which was seconded by Councilor Thompson.

Town Administrator Fournier polled the Council and the minutes of the Non-Public Session of August 16, 2017 were approved by a vote 6-0.

#### **REPORT OF THE TOWN ADMINSTRATOR**

Town Administrator Steve Fournier stated that **Rockingham Superior Court** was asking for a State Declaration of Summary Judgement against the Town of Newmarket for the Town vs State NHDOT for the bike path. He said he was working with the Town Attorney to come up with the Town's response.

Town Administrator Fournier stated that the **FY2017 Budget** year had finished \$293,907 under budget and the General Fund finished \$243,032 under budget. He stressed that all figures reported were unaudited and could change slightly. He said the main factor for the General Budget was that Health Care was under budget by \$42,572 due to the retirement of two longtime employees, and the temporary vacancies in these positions which also impacted salaries for the Police Department and Recreation. He said they had savings in Heating Oil of \$16,283 and Welfare was also under by \$15,606. He stated that Revenues came in slightly higher than expected at \$508,912 for the General Fund, Motor Vehicle Registrations were \$257,262 higher than anticipated, and Building Permits were \$19,177 higher, with Cable Franchise fees also \$42,721 higher.

Town Administrator Fournier provided a schedule of meetings and deadlines for the **FY2017-2018 Budget Season**, and asked councilors to let him know if they had any issues with the schedule.

Friday, 9/15/17	Department Heads Present Budget to Town Administrator
Sunday, 10/15/17	Town Administrator Presents Budget to Town Council
Saturday, 10/28/17	Town Council Workshop
Wednesday, 11/8/17	Town Council Workshop/Regular Meeting
Wednesday, 11/15/17	Town Council Presents Budget to Budget Committee

Town Administrator Fournier stated that a **NH Governor's Advisory Commission on Intermodal Transportation (GACIT) Hearing** would be held on October 12, 2017 at 7:00 pm in the Town Hall Auditorium, hosted by Executive Councilor Russell Prescott. He explained that New Hampshire RSA 228:99 and RSA 240 required the New Hampshire Department of Transportation (NHDOT) to propose a plan for

improvements to the State Transportation System every 2 years. He said the purpose of the 10-year plan was to develop and implement a plan allowing New Hampshire to fully participate in Federal transportation improvement projects as well as projects funded with State transportation dollars. He said the GACIT commission was made up of 5 Executive Councilors and the Commissioner of the NHDOT.

Town Administrator Fournier said that he had reported in his ongoing projects that the Department of Public Works was securing the striping for the **Downtown Crosswalks**. He said because of delays by the Contractor to apply the paint and thermal plastic to the crosswalks, the Town had decided to go ahead and complete the job. He said if for some reason they could not get reimbursed, the Town could find the money in the Operating Budget.

Discussion: Councilor Bowden asked for an update on the new Phone System or an approximate schedule. Town Administrator Fournier said there had been a delay in the schedule and it would be installed within the next 2 weeks. Chairman Pike asked if the Council had heard from all major departments with regard to the MRI Efficiency Study. Town Administrator Fournier said all that was remaining was Planning and the Town Administrator. Chairman Pike asked if there would be a final version of the spreadsheet. Town Administrator Fournier explained that as part of the annual review of employees, some of the goals were rolled into their goals and said he intended to update the spreadsheet monthly.

#### COMMITTEE REPORTS

Councilor Gretchen Kast said she, along with Chairman Pike, had attended the *Capital Improvement Program (CIP) Committee* meeting. She said the committee elected Rose-Anne Kwaks as Chairman and Russell Simon as Vice Chairman. She said they amended the Rules of Procedure to have the Facilities Director as an ex-officio member which was approved. Chairman Pike questioned that, and Town Administrator Fournier said it had been cleared up and that Department Heads should not be serving as ex-officio members. He explained that ex-officio does not mean "non-voting" but rather "by virtue of office", and said he did not think they should have staff voting on a committee. Councilor Kast said she would get clarification at the next meeting. She stated that submissions by Department Heads to the CIP Committee were up-coming, and that committee members would be going on tours.

Vice-Chair Weinstein said she had attended a short *Budget Committee* meeting last Monday. She said the committee had gotten year-end reports from Superintendent Nadeau and Town Administrator Fournier, and said the Budget Committee was heading into a busy time in the next couple of months.

Chairman Pike stated that the *Macallen Dam Study Committee* had met on August 23<sup>rd</sup>. He said they had found out with regard to the spillway that if the gates were modified, it would not require them to change the granite spillway itself and they would not need a stability analysis according to the State Engineer. He said the major concern was how the abutment wall would look in the area of the Durham Book Exchange. He said they had let the GCA know early on that one of the alignments would have the abutment wall on the shoreline furthest from the Durham Book Exchange to open up that area for a pocket park, and said they would have a preliminary analysis on that in November.

#### OLD BUSINESS



ORDINANCES AND RESOLUTIONS IN THE 2<sup>ND</sup> READING

**Resolution 2017/2018-06 Resolution Authorizing the Town Administrator to enter into an Agreement with McDevitt Trucks to Purchase a 2017 Mack GU713 Roll Off Truck, and withdraw said funds from the previously-established Public Works Capital Reserve Fund**

Councilor Thompson made a motion to approve Resolution 2017/2018-06 Resolution Authorizing the Town Administrator to enter into an Agreement with McDevitt Trucks to Purchase a 2017 Mack GU713 Roll Off Truck, and withdraw said funds from the previously-established Public Works Capital Reserve Fund, which was seconded by Councilor Bowden.

Public Works Director Rick Malasky stated that they had purchased the current truck in 2001 for approximately \$35,000. He explained that the truck was primarily utilized by the Transfer Station to haul large cans and for the Wastewater Treatment Plant to haul sludge cans which were charged by the pull. He said Water & Wastewater Superintendent Sean Greig did 3 per month at \$350/pull and that the Transfer Station did 4-5 per week at a lower rate. He stated that they had parked the truck as it needed major repairs and Casella had been hauling their cans.

Public Works Director Malasky said typically they ordered a chassis and had a hoist mounted on the truck which took 7-8 months. He said that Mack already had a truck built and also provided a \$40,000 buyback guarantee after 15 years of use, and added that the truck was being held until tomorrow. He said he had called International to question whether they offered a buyback and they resubmitted their quote with a \$42,000 buyback. He said the 4-6 week timeframe they quoted was not realistic.

Public Works Director Malasky said he recommended the Town purchase the 2017 Mack Roll Off Truck which they could have by tomorrow and save approximately \$15,000 in pulls contracted out to Casella. He said there would be increases with the new Wastewater Plant coming online, but he had no way to measure that cost. Town Administrator Fournier stated that if the Council considered the 2<sup>nd</sup> International bid they would have to start the process all over again, as they had to use the original bids or re-bid the whole process.

Discussion: Chairman Pike asked which bid was the one that had come back a second time, and Public Works Director Malasky stated that the first 3 bids listed were all done at the same time. Councilor Thompson asked if copies of all the bids should have been included, and Town Administrator Fournier said they should have been in the packet. She asked why the 2017 Mack was better than the 2018 International bid which was \$2,000 less with a \$42,000 buyback and 4-6 weeks delivery. Town Administrator Fournier said the 4-6 weeks was for the original bid and they did not know what it would be if re-bid.

Chairman Pike asked if they were sure they would want to be turning in the truck in 15 years and Public Works Director Malasky said it was just an option. Councilor Kast asked about the timeframe and upgrade scenarios for the current vehicle, and Public Works Director Malasky said they were not using the truck in order to keep a trade-in value. He said the truck would need major repairs and said it was not worth investing money in the vehicle. Councilor Kast said asked why the 2017 Mack cost was higher than the



2018 Mack. Public Works Director Malasky said the 2017 Mack had heavier springs on the front and back which increased the weight of the entire suspension system on that vehicle.

Councilor Bowden asked if the \$42,000 buyback from International had a time period in terms of years, and Public Works Director Malasky said it was also 15 years. Vice-Chair Weinstein said that typically the Council got background from Auto Excellence on what repairs were needed and what the cost would be. Public Works Director Malasky said it would cost \$16,000 to \$18,000 just to make it road-worthy, but that there were other issues with the truck. Chairman Pike said he felt that buyback was less interesting than the purchase price minus the trade. Councilor Thompson clarified that the listed cost already had the trade-in value subtracted.

Chairman Pike asked how long a re-bid process would take, and Town Administrator Fournier said it would take until November at least, with 4-6 weeks for the re-bid process. Chairman Pike said if the Council could not accept the last bid, the only way to get out of a 5-month delay was to accept the 2017 Mack recommended by Public Works Director Malasky. Councilor Thompson said from another point of view it would take 11 years of hiring Casella at \$15,000/year before they paid back the cost of the Mack truck, and would not have to pay for maintenance or insure the vehicle.

Public Works Director Malasky stated that they also used the vehicle for other projects to save money for the Town. Councilor Kast asked when the 15-year period would begin with the 2017 Mack truck, and Public Works Director Malasky said it would when the contract was signed. Chairman Pike said he had heard about costs for operating the Roll Off Truck, and Town Administrator Fournier said the costs were the \$15,000 estimate to have Casella haul the cans. He said he wanted to make sure everyone understood that the \$15,000 was not budgeted and the funds would have to come from Transportation,

Town Administrator Fournier polled the Council and Resolution 2017/2018-06 Resolution Authorizing the Town Administrator to enter into an Agreement with McDevitt Trucks to Purchase a 2017 Mack GU713 Roll Off Truck, and withdraw said funds from the previously-established Public Works Capital Reserve Fund was approved by a vote of 4-2.

**Resolution 2017/2018-07 Resolution Authorizing the Town Administrator to enter into an Agreement with Industrial Protection Services to Purchase a 2017 Zodiac MilPro ERB 400 Rescue Boat, and withdraw \$19,550 from the previously-established Fire Rescue Capital Reserve Fund**

Vice-Chair Weinstein made a motion to approve Resolution 2017/2018-07 Resolution Authorizing the Town Administrator to enter into an Agreement with Industrial Protection Services to Purchase a 2017 Zodiac MilPro ERB 400 Rescue Boat, and withdraw \$19,550 from the previously-established Fire Rescue Capital Reserve Fund, which was seconded by Councilor Kast.

Public Works Director Malasky stated that the current boat was a small aluminum fishing boat and they had been informed that it was a liability to be functioning with that boat. He said it had gone through the CIP Process and it was approved last year. He said he had received 3 quotes for a Zodiac Rescue Boat with trailer, all of which were within \$20 of each other, and said Industrial Protection Services was the low bid

at \$19,550. He said the Fire Department received a lot of requests from Great Bay for rescues, and said the Coast Guard called them when they could not get out.

Town Administrator Fournier asked what the other two bids were as they were not included in the packet. Public Works Director Malasky said the other bids were \$19,557 and \$19,894 for the same boat and trailer. Councilor Thompson said she preferred having the other quotes as she did not like voting without all the information. She asked if there had been some discussion about a grant to purchase the boat, and Public Works Director Malasky said not for this boat. Councilor Thompson asked whether using the rescue boat for other towns would be reimbursable like the Ambulance. Town Administrator Fournier said it would not as there was a Fire Mutual Aid Agreement across the State.

Councilor Bowden asked about the other bids and the warranties, and Public Works Director Malasky said that everything was identical and the boat was built specifically for the Fire Department with a 5-year warranty. Town Administrator Fournier asked the Council if they would agree to table *Resolution 2017/2018-07* until the other 2 quotes were available. Councilor Thompson said otherwise she would be voting against it. Vice-Chair Weinstein said she would also like some documentation of usage of the boat in the past.

Councilor Thompson made a motion to table *Resolution 2017/2018-07 Resolution Authorizing the Town Administrator to enter into an Agreement with Industrial Protection Services to Purchase a 2017 Zodiac MilPro ERB 400 Rescue Boat* until the next meeting, which was seconded by Councilor Bowden.

Town Administrator Fournier polled the Council and the motion to table *Resolution 2017/2018-07 Resolution Authorizing the Town Administrator to enter into an Agreement with Industrial Protection Services to Purchase a 2017 Zodiac MilPro ERB 400 Rescue Boat* was approved by a vote of 6-0.

#### **ORDINANCES AND RESOLUTIONS IN THE 3<sup>RD</sup> READING – None**

**ITEMS LAID ON THE TABLE –** *Resolution #2015/2016-52 Authorizing the Designation of a Portion of Route 152 as an Economic Recovery Zone.* (This Resolution is tabled from the June 15, 2016 Council Meeting pending Planning Board action.)

#### **NEW BUSINESS/CORRESPONDENCE**

#### **TOWN COUNCIL TO CONSIDER NOMINATIONS, APPOINTMENTS AND ELECTIONS**

##### ***Lamprey River Management Advisory Committee***

Candidate: *Michelle Shattuck – Term Expires March 2020*

Vice-Chair Weinstein made a motion to approve the nomination of *Michelle Shattuck* as a member of the *Lamprey River Management Advisory Committee – Term Expiring March 2020*, which was seconded by Councilor Kast.



Town Administrator Fournier polled the Council and the nomination of *Michelle Shattuck* as a member of the *Lamprey River Management Advisory Committee* was approved by a vote of 6-0.

***Energy & Environment Advisory Committee***

Candidate: *Jonathan Kiper – Term Expires March 2020*

Vice-Chair Weinstein made a motion to approve the nomination of *Jonathan Kiper* as a member of the *Energy & Environment Advisory Committee – Term Expiring March 2020*, which was seconded by Councilor Kast.

Town Administrator Fournier polled the Council and the nomination of *Jonathan Kiper* as a member of the *Energy & Environment Advisory Committee* was approved by a vote of 5-0 with 1 abstention.

***Council Representative to the Energy & Environment Advisory Committee***

The Council agreed to wait until the next meeting to appoint a Council Representative to the Energy & Environment Advisory Committee to allow councilors a chance to volunteer.

**ORDINANCES AND RESOLUTIONS IN THE 1ST READING**

**Resolution #2017/2018-08 Authorization to Withdraw \$25,000 from the Sewer CIP for Pumping Station Improvements Preliminary Engineering**

Chairman Pike read Resolution #2017/2018-08 Authorization to Withdraw \$25,000 from the Sewer CIP for Pumping Station Improvements Preliminary Engineering in full.

**Resolution #2017/2018-09 Operation of Keno Games in the Town of Newmarket**

Chairman Pike read Resolution #2017/2018-09 Operation of Keno Games in the Town of Newmarket in full. Town Administrator Fournier said it would be on the Ballot in March if approved by the Council or approved by a certain percentage of the community.

**Resolution #2017/2018-10 Authorizing the Town Administrator to Enter into a Contract with Educational Building Consultants for Door Replacement and Opener Addition at the Sunrise Center**

Chairman Pike read Resolution #2017/2018-10 Authorizing the Town Administrator to Enter into a Contract with Educational Building Consultants for Door Replacement and Opener Addition at the Sunrise Center in full.

**Resolution #2017/2018-11 Authorizing the Town Administrator to Enter into a Contract with Affinity Lighting for Town Street and Decorative Lighting Upgrades**

Chairman Pike read Resolution #2017/2018-11 Authorizing the Town Administrator to Enter into a Contract with Affinity Lighting for Town Street and Decorative Lighting Upgrades in full.



**Resolution #2017/2018-12 Increase of Sewer Rates**

Chairman Pike read Resolution #2017/2018-12 Increase of Sewer Rates in full.

**Resolution #2017/2018-13 Increase of Water Rates**

Chairman Pike read Resolution #2017/2018-13 Increase of Water Rates in full.

**Resolution #2017/2018-14 Authorizing the Town Administrator to Enter into a Contract with Securadyne for a Visual Surveillance and Controlled Access System**

Chairman Pike read *Resolution #2017/2018-14 Authorizing the Town Administrator to Enter into a Contract with Securadyne for a Visual Surveillance and Controlled Access System* in full. Councilor Thompson said the resolution should state where the funds were coming from. Town Administrator Fournier said he would be asking for an amendment to say funds were to be withdrawn from the Facilities & Grounds Capital Reserve Fund.

**CORRESPONDENCE/CLOSING COMMENTS**

Vice-Chair Weinstein asked when the paving would start, and Town Administrator Fournier said he was hoping by the end of this month or early October, as there was a delay from all towns receiving State funding at the same time.

**NEXT MEETING:** Next regular Town Council Meeting scheduled for September 20, 2017.

**ADJOURNMENT**

Chairman Pike adjourned the meeting at 8:10 pm.

Respectfully submitted,

Patricia Denmark, Recording Secretary



TOWN OF NEWMARKET, NEW HAMPSHIRE  
OFFICE of the TOWN ADMINISTRATOR

**REPORT OF THE TOWN ADMINISTRATOR**  
**September 20, 2017**

**Paving Projects:** The reclamation of New Road began last week, and the remaining roads will be done in the coming week. After, they will begin paving depending on the weather. This will take no more than 3 weeks from the start.

**Town Finance Software:** The RFP date has passed and we are reviewing three proposals. These are quite extensive systems and a team from finance, Town Clerk, IT and other departments are reviewing the proposals. We have money for the first year lease payment in the current budget.

**FY18 Budget:** After two months, there are no issues with the current operating budget. I have attached the expense report to this report.

**ONGOING PROJECTS**

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

**MRI Efficiency Study:** We continue to work on these goals.

**Downtown Project:** Nothing new.

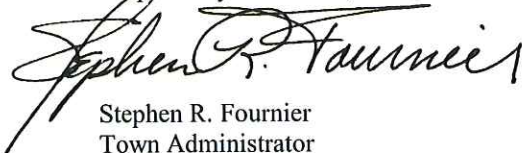
**Emergency Management:** We have applied for the grant to update the Emergency Operations Plan from Homeland Security and are awaiting the announcement.

**Surplus Town Land:** I am currently researching sample RFPs for developing Town land.

**Economic Development:** I am working to secure consulting services to assist the Town in marketing efforts.

**NHDOT v Town of Newmarket:** The Town has answered the State's request for summary judgement.

Respectfully Submitted,

  
Stephen R. Fournier  
Town Administrator



Town of Newmarket, New Hampshire  
Preliminary Expense Report <sup>a,b</sup>  
For the Period Ended August 31, 2017

Fiscal Year 2018							Fiscal Year 2017					
Function	Account Number	ACCOUNT DESCRIPTION	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used
Town Council			19,200.00	355.80	3,394.55	15,805.45	18%	19,300.00	153.75	2,903.75	16,396.25	15%
Town Administrator			192,872.00	14,111.16	29,897.84	162,974.16	16%	189,139.00	24,928.63	32,402.26	156,736.74	17%
Finance			227,750.00	16,284.32	26,063.42	201,686.58	11%	206,844.00	15,375.25	21,044.92	185,799.08	10%
Human Resource			1,628,692.00	134,525.47	443,899.49	1,184,792.51	27%	1,515,143.00	49,244.66	397,331.24	1,117,811.76	26%
Town Clerk/Tax Collector			168,528.00	12,431.63	23,817.39	144,710.61	14%	176,442.00	15,075.88	23,384.80	153,057.20	13%
Recreation			203,351.00	14,777.64	28,595.38	174,755.62	14%	200,322.00	16,739.26	25,148.71	175,173.29	13%
Code Enforcement			70,731.00	5,097.29	10,334.55	60,396.45	15%	69,755.00	5,278.19	8,319.92	61,435.08	12%
Direct Assistance			35,580.00	1,117.50	5,399.42	30,180.58	15%	41,343.00	2,319.81	3,792.27	37,550.73	9%
Assessing			70,037.00	5,223.82	14,049.77	55,987.23	20%	69,325.00	5,087.00	12,850.25	56,474.75	19%
Legal			80,000.00	0.00	0.00	80,000.00	0%	80,000.00	572.91	572.91	79,427.09	1%
Planning			126,215.00	8,081.38	23,909.88	102,305.12	19%	122,676.00	8,398.48	21,391.10	101,284.90	17%
Conservation Commission			2,941.00	127.50	285.00	2,656.00	10%	2,941.00	556.25	623.75	2,317.25	21%
Economic Development			2,500.00	0.00	0.00	2,500.00	0%	2,500.00	0.00	0.00	2,500.00	0%
Debt Services			125,259.00	0.00	19,382.25	105,876.75	15%	129,759.00	0.00	23,319.75	106,439.25	18%
Information Technology			139,422.00	7,316.05	40,554.07	98,867.93	29%	135,558.00	8,607.05	11,491.71	124,066.29	8%
Channel 13			32,043.00	2,869.86	5,779.85	26,263.15	18%	31,586.00	1,755.84	2,980.71	28,605.29	9%
Police			1,338,426.00	94,743.14	195,024.34	1,143,401.66	15%	1,322,707.00	97,193.36	157,141.65	1,165,565.35	12%
Public Works			434,282.00	28,720.40	55,382.48	378,899.52	13%	427,516.00	29,699.45	46,160.69	381,355.31	11%
Roadways & Sidewalks			520,270.00	1,714.12	2,185.40	518,084.60	0%	330,970.00	5,815.23	7,270.55	323,699.45	2%
Street Lights			49,000.00	3,397.38	3,397.38	45,602.62	7%	49,000.00	3,713.30	3,713.30	45,286.70	8%
Bridges			4,000.00	0.00	0.00	4,000.00	0%	0.00	0.00	0.00	0.00	0%
Building & Grounds			545,965.00	41,859.33	84,244.39	461,720.61	15%	482,233.00	30,902.19	62,056.29	420,176.71	13%
Cemetery			38,132.00	1,509.57	2,209.57	35,922.43	6%	37,253.00	2,741.89	4,650.48	32,602.52	12%
Vehicle			194,000.00	15,866.99	16,141.76	177,858.24	8%	206,500.00	12,855.72	16,180.37	190,319.63	8%
Fire & Rescue			376,958.00	30,289.40	61,351.89	315,606.11	16%	358,762.00	25,055.14	45,872.16	312,889.84	13%
Emergency Management			3,000.00	0.00	0.00	3,000.00	0%	1,950.00	0.00	750.00	1,200.00	38%
Grants			61,500.00	23,092.00	23,092.00	38,408.00	38%	53,000.00	0.00	2,000.00	51,000.00	4%
Social Service Grant			43,303.00	5,700.00	35,203.00	8,100.00	81%	43,029.00	0.00	25,626.00	17,403.00	60%
Capital Reserve			555,115.00	555,115.00	555,115.00	0.00	100%	575,115.00	575,115.00	575,115.00	0.00	100%
General Fund			7,289,072.00	1,024,326.75	1,708,710.07	5,580,361.93	23%	6,880,668.00	937,184.24	1,534,094.54	5,346,573.46	22%
Library			316,955.00	18,407.44	55,047.89	261,907.11	17%	314,704.00	62,875.52	90,179.44	224,524.56	29%
Recreation			279,115.00	80,619.56	134,796.96	144,318.04	48%	243,433.00	71,090.97	98,781.38	144,651.62	41%
Solid Waste			464,450.00	38,214.50	41,260.01	423,189.99	9%	447,356.00	32,685.78	45,745.96	401,610.04	10%
Water			1,137,780.00	393,245.69	420,530.59	717,249.41	37%	932,813.00	384,808.70	412,849.87	519,963.13	44%
Sewer			2,182,426.00	637,596.96	684,237.66	1,498,188.34	31%	1,177,968.00	219,637.99	269,354.64	908,613.36	23%
Total Operating Budget			11,669,798.00	2,192,410.90	3,044,583.18	8,625,214.82	26%	9,996,942.00	1,708,283.20	2,451,005.83	7,545,936.17	25%

Town of Newmarket, New Hampshire  
Preliminary Expense Report <sup>a,b</sup>  
For the Period Ended August 31, 2017

Fiscal Year 2018							Fiscal Year 2017						
Function	Account Number	ACCOUNT DESCRIPTION	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used	
Town Council	01-401-100-0000	TC - ELECTED SALARIES	11,000.00	0.00	2,750.00	8,250.00	25%	11,000.00	0.00	2,750.00	8,250.00	25%	
	01-401-103-0000	TC - PART-TIME	7,800.00	330.00	618.75	7,181.25	8%	7,800.00	153.75	153.75	7,646.25	2%	
	01-401-190-0000	TC - TRAINING	250.00	0.00	0.00	250.00	0%	250.00	0.00	0.00	250.00	0%	
	01-401-202-0000	TC - GENERAL SUPPLIES	150.00	25.80	25.80	124.20	17%	250.00	0.00	0.00	250.00	0%	
			19,200.00	355.80	3,394.55	15,805.45	18%	19,300.00	153.75	2,903.75	16,396.25	15%	
	01-402-101-0000	TA - FULL TIME SALARIES	141,472.00	10,452.28	24,640.05	116,831.95	17%	135,095.00	10,241.46	15,861.78	119,233.22	12%	
	01-402-103-0000	TA - PART TIME SALARIES	0.00	0.00	0.00	0.00	0%	4,000.00	0.00	0.00	4,000.00	0%	
	01-402-190-0000	TA - TRAINING/STAFF DEV	5,200.00	1,443.29	1,443.29	3,756.71	28%	3,500.00	0.00	117.01	3,382.99	3%	
	01-402-201-0000	TA - POSTAGE	3,200.00	558.08	708.47	2,491.53	22%	3,000.00	171.67	370.05	2,629.95	12%	
	01-402-202-0000	TA - GENERAL SUPPLIES	11,500.00	316.59	337.59	11,162.41	3%	11,500.00	729.37	917.87	10,582.13	8%	
Town Administrator	01-402-301-0000	TA - COMMUNICATION SERVICES	4,200.00	327.81	654.83	3,545.17	16%	4,200.00	333.08	433.08	3,766.92	10%	
	01-402-310-0002	TA - DUES/SUBSCRIPTIONS	10,500.00	50.00	826.00	9,674.00	8%	10,500.00	0.00	932.00	9,568.00	9%	
	01-402-310-0003	TA - ADVERTISING	2,500.00	315.25	360.25	2,139.75	14%	2,500.00	1,085.47	1,140.89	1,359.11	46%	
	01-402-310-0005	TA - BOOKS	500.00	239.86	239.86	260.14	48%	500.00	0.00	0.00	500.00	0%	
	01-402-402-0000	TA - EQUIPMENT MAINTENANCE	8,300.00	0.00	279.50	8,020.50	3%	8,344.00	2,617.58	2,853.58	5,490.42	34%	
	01-402-501-0000	TA - PRINTING/PUBLISHING	3,000.00	0.00	0.00	3,000.00	0%	3,500.00	0.00	0.00	3,500.00	0%	
	01-402-702-0000	TA - CONTRACTED SERVICE	2,500.00	408.00	408.00	2,092.00	16%	2,500.00	9,750.00	9,776.00	-7,276.00	391%	
			192,872.00	14,111.16	29,897.84	162,974.16	16%	189,139.00	24,928.63	32,402.26	156,736.74	17%	
	01-403-100-0000	FINANCE - ELECTED OFFICIALS	900.00	0.00	900.00	0.00	100%	900.00	0.00	900.00	0.00	100%	
	01-403-101-0000	FINANCE - FULL TIME SALARIES	134,700.00	7,284.50	14,569.02	120,130.98	11%	167,544.00	13,926.25	17,823.85	149,720.15	11%	
Finance	01-403-103-0000	FINANCE - PART TIME SALARIES	5,000.00	0.00	833.34	4,166.66	17%	5,000.00	416.67	833.34	4,166.66	17%	
	01-403-190-0000	FINANCE - TRAINING/STAFF DEVELOPMENT	1,000.00	0.00	0.00	1,000.00	0%	0.00	0.00	0.00	0.00	0%	
	01-403-202-0000	FINANCE - GENERAL SUPPLIES	5,000.00	755.07	916.07	4,083.93	18%	5,000.00	209.80	397.70	4,602.30	8%	
	01-403-301-0000	FINANCE - COMMUNICATIONS SERVICES	2,450.00	204.75	409.99	2,040.01	17%	2,400.00	75.40	75.40	2,324.60	3%	
	01-403-310-0001	FINANCE - BUDGET COMMITTEE EXPENSE	600.00	0.00	0.00	600.00	0%	600.00	0.00	0.00	600.00	0%	
	01-403-310-0003	FINANCE - ADVERTISING	1,000.00	0.00	0.00	1,000.00	0%	500.00	705.93	705.93	-205.93	141%	
	01-403-402-0000	FINANCE - EQUIPMENT MAINTENANCE	600.00	0.00	435.00	165.00	73%	900.00	0.00	267.50	632.50	30%	
	01-403-410-0090	FINANCE - FIN. SYSTEM LEASE	54,000.00	0.00	0.00	54,000.00	0%	0.00	0.00	0.00	0.00	0%	
	01-403-460-0000	FINANCE - BANK FEES	0.00	40.00	0.00	0.00	0%	0.00	41.20	41.20	-41.20	0%	
	01-403-703-0000	FINANCE - AUDIT	22,500.00	8,000.00	8,000.00	14,500.00	36%	24,000.00	0.00	0.00	24,000.00	0%	
		227,750.00	16,284.32	26,063.42	201,686.58	11%	206,844.00	15,375.25	21,044.92	185,799.08	10%		
Human Resource	01-404-150-0000	EMP BEN - FICA	129,181.00	8,717.27	17,518.32	111,662.68	14%	124,089.00	8,683.47	13,357.67	110,731.33	11%	
	01-404-151-0000	EMP BEN - MEDICARE	46,469.00	3,121.26	6,576.38	39,892.62	14%	45,134.00	3,165.61	5,032.42	40,101.58	11%	
	01-404-152-0000	EMP BEN - PRE-EMPLOYMENT TESTING	2,000.00	0.00	491.80	1,508.20	25%	2,740.00	20.00	30.00	2,710.00	1%	
	01-404-155-0000	EMP BEN - HEALTH INSURANCE	660,085.00	83,714.19	132,840.96	527,244.04	20%	585,734.00	2,863.68	94,715.31	491,018.69	16%	
	01-404-156-0000	EMP BEN - NH RETIREMENT	441,316.00	35,400.21	73,108.81	368,207.19	17%	426,379.00	32,484.57	49,945.20	376,433.80	12%	
	01-404-159-0000	EMP BEN - LIFE/DISABILITY BENE	28,199.00	2,336.43	2,227.88	25,971.12	8%	27,660.00	2,398.59	4,473.70	23,186.30	16%	
	01-404-160-0000	EMP BEN - WORKERS COMPENSATION	138,931.00	-427.88	117,037.21	21,893.79	84%	125,389.00	-371.26	126,931.07	-1,542.07	101%	
	01-404-161-0000	EMP BEN - UNEMPLOYMENT	1,788.00	-2.88	-5.18	1,793.18	0%	4,413.00	0.00	0.00	4,413.00	0%	
	01-404-162-0000	EMP BEN - EMPLOYEE TESTING	1,000.00	0.00	0.00	1,000.00	0%	600.00	0.00	0.00	600.00	0%	
	01-404-190-0000	HR - TRAINING STAFF DEVELOPMENT	2,500.00	1,666.87	1,666.87	833.13	67%	2,500.00	0.00	1,666.87	833.13	67%	
Town Clerk/Tax Collector	01-404-197-0000	EMP BEN - MERIT INCREASE POOL	45,000.00	0.00	0.00	45,000.00	0%	45,000.00	0.00	0.00	45,000.00	0%	
	01-404-198-0000	EMP BEN - LONGEVITY	22,950.00	0.00	0.00	22,950.00	0%	22,275.00	0.00	0.00	22,275.00	0%	
	01-404-504-0006	EMP BEN - PROPERTY LIABILITY INSURANCE	109,273.00	0.00	92,436.44	16,836.56	85%	103,230.00	0.00	101,179.00	2,051.00	98%	
			1,628,692.00	134,525.47	443,899.49	1,184,792.51	27%	1,515,143.00	49,244.66	397,331.24	1,117,811.76	26%	
	01-405-101-0000	TC/TC - FULL TIME SALARIES	108,305.00	8,331.06	16,662.13	91,642.87	15%	105,904.00	8,146.36	12,219.54	93,684.46	12%	
	01-405-103-0000	TC/TC - PART TIME SALARIES	28,398.00	1,844.00	3,839.20	24,558.80	14%	27,919.00	3,160.53	4,417.54	23,501.46	16%	
	01-405-103-0070	TC/TC PT - ELECTION OFFICIALS	2,925.00	0.00	0.00	2,925.00	0%	8,925.00	0.00	0.00	8,925.00	0%	
	01-405-190-0000	TC/TC - TRAINING STAFF DEVELOPMENT	2,250.00	440.00	885.00	1,365.00	39%	2,600.00	296.67	682.67	1,917.33	26%	
	01-405-201-0000	TC/TC - POSTAGE	10,620.00	435.52	870.65	9,749.35	8%	10,167.00	-216.06	807.71	9,359.29	8%	
	01-405-202-0000	TC/TC - GENERAL SUPPLIES	3,300.00	1,123.40	1,136.89	2,163.11	34%	3,300.00	256.51	580.50	2,719.50	18%	
Recreation	01-405-301-0000	TC/TC - COMMUNICATION SERVICES	1,600.00	121.16	241.84	1,358.16	15%	1,600.00	123.40	123.40	1,476.60	8%	
	01-405-310-0002	TC/TC - DUES/SUBSCRIPTIONS	480.00	0.00	0.00	480.00	0%	489.00	0.00	0.00	489.00	0%	
	01-405-310-0070	TC/TC - ELECTION/REGISTRATION	3,225.00	0.00	0.00	3,225.00	0%	8,113.00	770.00	770.00	7,343.00	9%	
	01-405-402-0000	TC/TC - EQUIPMENT MAINTENANCE	1,400.00	130.00	130.00	1,270.00	9%	1,400.00	0.00	267.50	1,132.50	19%	
	01-405-702-0000	TC/TC - DEED RESEARCH	2,575.00	6.49	51.68	2,523.32	2%	2,575.00	38.47	65.94	2,509.06	3%	
	01-405-702-1000	TC/TC - CODIFICATION	950.00	0.00	0.00	950.00	0%	950.00	0.00	950.00	0.00	100%	
	01-405-800-0000	TC/TC - EQUIPMENT PURCHASE	2,500.00	0.00	0.00	2,500.00	0%	2,500.00	2,500.00	2,500.00	0.00	100%	
			168,528.00	12,431.63	23,817.39	144,710.61	14%	176,442.00	15,075.88	23,384.80	153,057.20	13%	
	01-406-101-0000	RECREATION-FULL TIME SALARIES	157,313.00	13,394.82	26,789.64	130,523.36	17%	154,229.00	11,863.58	18,388.55	135,840.45	12%	
	01-406-103-0000	RECREATION-PART TIME SALARIES	26,238.00	0.00	0.00	26,238.00	0%	25,486.00	3,258.34	5,033.80	20,452.20	20%	
Code Enforcement	01-406-190-0000	RECREATION-TRAINING/STAFF DEVELOP.	2,000.00	175.20	175.20	1,824.80	9%	2,000.00	0.00	0.00	2,000.00	0%	
	01-406-191-0000	RECREATION-TRAVEL EXPENSE	300.00	0.00	0.00	300.00	0%	300.00	0.00	0.00	300.00	0%	
	01-406-192-0000	RECREATION-MEAL ALLOWANCE	300.00	230.04	230.04	69.96	77%	300.00	0.00	0.00	300.00	0%	
	01-406-201-0000	RECREATION-POSTAGE	700.00	0.00	0.00	700.00	0%	1,500.00	0.00	0.00	1,500.00	0%	
	01-406-202-0000	RECREATION-GENERAL SUPPLIES	1,750.00	0.00	0.00	1,750.00	0%	1,650.00	450.60	471.89	1,178.11	29%	
	01-406-301-0000	RECREATION-COMMUNICATION SERVICE	3,200.00	182.95	325.99	2,874.01	10%	3,288.00	284.91	372.18	2,915.82	11%	
	01-406-310-0002	RECREATION-DUES/SUBSCRIPTIONS	1,200.00	219.98	219.98	980.02	18%	1,233.00	49.99	49.99	1,183.01	4%	
	01-406-402-0000	RECREATION-EQUIP. MAINTENANCE	6,750.00	369.88	649.76	6,100.24	10%	6,636.00	389.54	389.54	6,246.46	6%	
	01-406-800-0000	RECREATION-EQUIP. PURCHASE	1,200.00	0.00	0.00	1,200.00	0%	1,200.00	399.98	399.98	800.02	33%	
	01-406-904-0000	RECREATION-SUNRISE SUNSET SR CTR	2,400.00	204.77	204.77	2,195.23	9%	2,500.00	42.32	42.78	2,457.22	2%	
		203,351.00	14,777.64	28,595.38	174,755.62	14%	200,322.00	16,739.26	25,148.71	175,173.29	13%		
Code Enforcement	01-407-101-0000	CODE - FULL-TIME SALARIES	25,356.00	1,950.17	3,900.59	21,455.41	15%	25,356.00	1,950.40	3,443.			



Town of Newmarket, New Hampshire  
Preliminary Expense Report <sup>a,b</sup>  
For the Period Ended August 31, 2017

Fiscal Year 2018							Fiscal Year 2017						
Function	Account Number	ACCOUNT DESCRIPTION	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used	
Direct Assistance	01-408-103-0000	DIR ASSIST - PART-TIME SALARIES	20,000.00	1,086.46	2,327.34	17,672.66	12%	23,943.00	1,378.75	2,101.21	21,841.79	9%	
	01-408-190-0000	DIR ASSIST - TRAINING/STAFF DEVEL	150.00	0.00	0.00	150.00	0%	150.00	0.00	0.00	150.00	0%	
	01-408-202-0000	DIR ASSIST - GENERAL SUPPLIES	380.00	31.04	62.08	317.92	16%	200.00	31.06	31.06	168.94	16%	
	01-408-310-0002	DIR ASSIST - DUES/SUBSCRIPTIONS	50.00	0.00	0.00	50.00	0%	50.00	0.00	0.00	50.00	0%	
	01-408-315-0038	DIR ASSIST - FOOD	1,000.00	0.00	0.00	1,000.00	0%	1,000.00	0.00	0.00	1,000.00	0%	
	01-408-315-0039	DIR ASSIST - RENT	10,000.00	0.00	2,260.00	7,740.00	23%	10,000.00	910.00	910.00	9,090.00	9%	
	01-408-315-0040	DIR ASSIST - ELECTRICITY	1,000.00	0.00	0.00	1,000.00	0%	1,000.00	0.00	0.00	1,000.00	0%	
	01-408-315-0041	DIR ASSIST - HEAT	1,000.00	0.00	0.00	1,000.00	0%	2,000.00	0.00	0.00	2,000.00	0%	
	01-408-315-0042	DIR ASSIST - MEDICAL	1,000.00	0.00	0.00	1,000.00	0%	1,500.00	0.00	0.00	1,500.00	0%	
	01-408-315-0043	DIR ASSIST - MISCELLANEOUS	1,000.00	0.00	750.00	250.00	75%	1,500.00	0.00	750.00	750.00	50%	
			35,580.00	1,117.50	5,399.42	30,180.58	15%	41,343.00	2,319.81	3,792.27	37,550.73	9%	
Assessing	01-409-130-0000	ASSESS - CONTRACTED SERVICES	61,987.00	5,223.36	6,128.39	55,858.61	10%	60,475.00	5,078.46	5,078.46	55,396.54	8%	
	01-409-201-0000	ASSESS - POSTAGE	0.00	0.46	1.38	-1.38	0%	500.00	8.54	11.79	488.21	2%	
	01-409-202-0000	ASSESS - GENERAL SUPPLIES	0.00	0.00	0.00	0.00	0%	500.00	0.00	0.00	500.00	0%	
	01-409-310-0002	ASSESS - DUES/SUBSCRIPTIONS	150.00	0.00	0.00	150.00	0%	150.00	0.00	0.00	150.00	0%	
	01-409-407-0000	ASSESS - SOFTWARE	7,900.00	0.00	7,920.00	-20.00	100%	7,700.00	0.00	7,760.00	-60.00	101%	
			70,037.00	5,223.82	14,049.77	55,987.23	20%	69,325.00	5,087.00	12,850.25	56,474.75	19%	
Legal	01-410-602-0000	LEGAL - LEGAL EXPENSES	80,000.00	0.00	0.00	80,000.00	0%	80,000.00	572.91	572.91	79,427.09	1%	
				80,000.00	0.00	0.00	80,000.00	0%	80,000.00	572.91	572.91	79,427.09	1%
Planning	01-411-101-0000	PLAN - FULL TIME SALARIES	100,565.00	7,735.91	15,471.58	85,093.42	15%	98,731.00	7,594.56	12,192.36	86,538.64	12%	
	01-411-103-0000	PLAN - PART TIME SALARIES	2,000.00	0.00	0.00	2,000.00	0%	2,000.00	0.00	0.00	2,000.00	0%	
	01-411-190-0000	PLAN - TRAINING/STAFF DEVELOPMENT	1,500.00	0.00	0.00	1,500.00	0%	1,500.00	16.20	32.40	1,467.60	2%	
	01-411-201-0000	PLAN - POSTAGE	2,500.00	12.88	15.89	2,484.11	1%	2,500.00	114.74	286.67	2,213.33	11%	
	01-411-202-0000	PLAN - GENERAL SUPPLIES	2,500.00	279.20	279.20	2,220.80	11%	2,000.00	41.97	291.47	1,708.53	15%	
	01-411-202-0054	PLAN - MAPPING SUPPLIES	4,000.00	0.00	0.00	4,000.00	0%	4,000.00	0.00	0.00	4,000.00	0%	
	01-411-301-0000	PLAN - COMMUNICATIONS SERVICES	650.00	53.39	106.45	543.55	16%	600.00	55.01	55.01	544.99	9%	
	01-411-310-0002	PLAN - DUES/SUBSCRIPTIONS	8,500.00	0.00	8,036.76	463.24	95%	8,345.00	400.00	8,357.19	-12.19	100%	
	01-411-310-0003	PLAN - ADVERTISING	3,000.00	0.00	0.00	3,000.00	0%	2,000.00	176.00	176.00	1,824.00	9%	
	01-411-702-0000	PLAN - TAX MAPS	1,000.00	0.00	0.00	1,000.00	0%	1,000.00	0.00	0.00	1,000.00	0%	
				126,215.00	8,081.38	23,909.88	102,305.12	19%	122,676.00	8,398.48	21,391.10	101,284.90	17%
	Conservation Commission	01-413-103-0000	CON COMM - PT RECORDING SECRETARY	2,000.00	127.50	285.00	1,715.00	14%	2,000.00	161.25	228.75	1,771.25	11%
		01-413-201-0000	CON COMM - POSTAGE	60.00	0.00	0.00	60.00	0%	60.00	0.00	0.00	60.00	0%
01-413-202-0000		CON COMM - GENERAL SUPPLI	200.00	0.00	0.00	200.00	0%	200.00	75.00	75.00	125.00	38%	
01-413-310-0002		CON COMM - DUES/SUBSCRIPT	390.00	0.00	0.00	390.00	0%	390.00	0.00	0.00	390.00	0%	
01-413-702-0000		CON COMM - CONTRACTED SERVICES	291.00	0.00	0.00	291.00	0%	291.00	320.00	320.00	-29.00	110%	
			2,941.00	127.50	285.00	2,656.00	10%	2,941.00	556.25	623.75	2,317.25	21%	
Economic Development	01-414-310-0000	ECON DEV - OPERATING EXPENSE	2,500.00	0.00	0.00	2,500.00	0%	2,500.00	0.00	0.00	2,500.00	0%	
				2,500.00	0.00	0.00	2,500.00	0%	2,500.00	0.00	0.00	2,500.00	0%
Debt Services	01-418-950-0000	DEBT SER - PRINCIPLE	100,000.00	0.00	0.00	100,000.00	0%	100,000.00	0.00	0.00	100,000.00	0%	
	01-418-951-0000	DEBT SER - INTEREST	25,259.00	0.00	19,382.25	5,876.75	77%	29,759.00	0.00	23,319.75	6,439.25	78%	
			125,259.00	0.00	19,382.25	105,876.75	15%	129,759.00	0.00	23,319.75	106,439.25	18%	
Information Technology	01-420-101-0000	MIS - FULL TIME SALARIES	69,547.00	5,349.74	10,699.48	58,847.52	15%	68,183.00	5,244.84	8,129.50	60,053.50	12%	
	01-420-190-0000	MIS - TRAINING	1,000.00	0.00	0.00	1,000.00	0%	1,000.00	0.00	0.00	1,000.00	0%	
	01-420-202-0000	MIS - GENERAL SUPPLIES	2,500.00	0.00	0.00	2,500.00	0%	2,500.00	142.40	142.40	2,357.60	6%	
	01-420-301-0000	MIS - COMMUNICATION SERVICE	600.00	50.49	151.47	448.53	25%	600.00	50.51	50.51	549.49	8%	
	01-420-310-0002	MIS - DUES SUBSCRIPTIONS	275.00	0.00	0.00	275.00	0%	275.00	0.00	0.00	275.00	0%	
	01-420-407-0000	MIS - SOFTWARE MAINT	45,000.00	1,341.90	29,129.20	15,870.80	65%	42,500.00	1,804.90	1,804.90	40,695.10	4%	
	01-420-409-0000	MIS - REPAIRS/MAINT	4,500.00	0.00	0.00	4,500.00	0%	4,500.00	775.11	775.11	3,724.89	17%	
	01-420-414-0000	MIS - SOFTWARE LICENSES	4,500.00	0.00	0.00	4,500.00	0%	4,500.00	0.00	0.00	4,500.00	0%	
	01-420-702-0000	MIS - VENDOR SUPPORT	1,500.00	0.00	0.00	1,500.00	0%	1,500.00	0.00	0.00	1,500.00	0%	
	01-420-800-0000	MIS - NEW EQUIPMENT	10,000.00	573.92	573.92	9,426.08	6%	10,000.00	589.29	589.29	9,410.71	6%	
				139,422.00	7,316.05	40,554.07	98,867.93	29%	135,558.00	8,607.05	11,491.71	124,066.29	8%
	Channel 13	01-421-103-0000	CHANNEL 13 PART TIME SALARIES	23,543.00	1,920.00	4,550.00	18,993.00	19%	23,086.00	1,755.84	2,700.72	20,385.28	12%
		01-421-202-0000	CHANNEL 13 MISC EQUIPMENTS	6,000.00	699.86	729.85	5,270.15	12%	6,000.00	0.00	29.99	5,970.01	0%
01-421-310-0000		CHANNEL 13 - OPERATING EXPENSES	2,500.00	250.00	500.00	2,000.00	20%	2,500.00	0.00	250.00	2,250.00	10%	
			32,043.00	2,869.86	5,779.85	26,263.15	18%	31,586.00	1,755.84	2,980.71	28,605.29	9%	
Police	01-438-101-0000	POLICE - FULL TIME SALARIES	1,050,266.00	76,169.42	153,778.25	896,487.75	15%	1,037,437.00	79,328.80	122,412.83	915,024.17	12%	
	01-438-102-0000	POLICE - OVERTIME	120,000.00	13,432.06	25,951.55	94,048.45	22%	107,010.00	11,591.35	18,002.76	89,007.24	17%	
	01-438-103-0000	POLICE - PART-TIME SALARIES	35,000.00	2,059.31	2,921.06	32,078.94	8%	35,000.00	2,055.69	3,135.50	31,864.50	9%	
	01-438-162-0000	POLICE - MEDICAL	2,500.00	0.00	0.00	2,500.00	0%	2,500.00	0.00	0.00	2,500.00	0%	
	01-438-190-0000	POLICE - TRAINING/STAFF DEVELOPMENT	10,000.00	0.00	0.00	10,000.00	0%	10,000.00	0.00	0.00	10,000.00	0%	
	01-438-191-0000	POLICE - TRAVEL/MILEAGE	600.00	0.00	0.00	600.00	0%	600.00	0.00	-10.00	610.00	-2%	
	01-438-193-0000	POLICE - UNIFORMS	8,800.00	0.00	0.00	8,800.00	0%	8,800.00	523.08	888.93	7,911.07	10%	
	01-438-194-0000	POLICE - EDUCATIONAL INCENTIVE	6,900.00	0.00	5,050.00	1,850.00	73%	5,000.00	0.00	4,800.00	200.00	96%	
	01-438-195-0000	POLICE - CLEANING ALLOWANCE	2,500.00	0.00	2,250.00	250.00	90%	2,500.00	0.00	2,500.00	0.00	100%	
	01-438-199-0000	POLICE - CRIMINAL INVESTIGATION	2,000.00	0.00	0.00	2,000.00	0%	2,000.00	0.00	0.00	2,000.00	0%	
	01-438-200-0000	POLICE - YOUTH/PUBLIC RELATIONS	2,500.00	0.00	0.00	2,500.00	0%	2,500.00	0.00	0.00	2,500.00	0%	
	01-438-201-0000	POLICE - POSTAGE	450.00	23.22	36.62	413.38	8%	450.00	35.45	53.35	396.65	12%	
	01-438-202-0000	POLICE - OFFICE SUPPLIES	5,500.00	0.00	0.00	5,500.00	0%	5,500.00	714.26	714.26	4,785.74	13%	
	01-438-202-0438	POLICE-GENERAL SUPPLIES	400.00	21.00	42.00	358.00	11%	400.00	20.50	41.00	359.00	10%	
	01-438-209-0000	POLICE - GASOLINE	22,000.00	1,586.12	3,108.35	18,891.65	14%	34,000.00	1,388.31	2,925.11	31,074.89	9%	
	01-438-301-0000	POLICE - COMMUNICATION SERVICES	16,500.00	929.07	1,338.57	15,161.43	8%	16,500.00	1,059.16	1,089.15	15,410.85	7%	
	01-438-310-0002	POLICE - DUES/MEMBERSHIPS	4,210.00	0.00	25.00	4,185.00	1%	4,210.00	0.00	0.00	4,210.00	0%	
	01-438-310-0005	POLICE - BOOKS/PUBLICATIONS	2,800.00	0.00	0.00	2,800.00	0%	2,800.00	0.00	0.00	2,800.00	0%	
	01-438-310-0044	POLICE - EQUIPMENT/FIELD SUPPLIES	6,000.00	2.18	2.18	5,997.82	0%	6,000.00	0.00	0.00	6,000.00	0%	
	01-438-310-0045	POLICE - PRISONER EXPENSES											



Town of Newmarket, New Hampshire  
Preliminary Expense Report <sup>a,b</sup>  
For the Period Ended August 31, 2017

Fiscal Year 2018							Fiscal Year 2017						
Function	Account Number	ACCOUNT DESCRIPTION	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used	
Public Works	01-441-101-0000	PW ADMIN. - FULL TIME SALARIES	119,732.00		9,210.24	18,674.30	101,057.70	16%	119,085.00	9,160.32	14,422.44	104,662.56	12%
	01-441-102-0000	PW ADMIN. - OVERTIME	50,000.00		1,107.84	2,123.32	47,876.68	4%	50,000.00	672.42	1,078.39	48,921.61	2%
	01-441-106-0000	PW ADMIN. - LABOR SALARIES	235,750.00		15,386.32	30,562.37	205,187.63	13%	231,131.00	18,043.60	27,847.91	203,283.09	12%
	01-441-190-0000	PW ADMIN. - TRAINING/STAFF DEVELOPM	1,000.00		0.00	0.00	1,000.00	0%	1,000.00	0.00	0.00	1,000.00	0%
	01-441-193-0000	PW ADMIN. - UNIFORMS	10,000.00		986.83	1,547.80	8,452.20	15%	10,000.00	565.51	1,152.32	8,847.68	12%
	01-441-201-0000	PW ADMIN. - POSTAGE	100.00		0.46	1.38	98.62	1%	100.00	0.47	1.40	98.60	1%
	01-441-202-0000	PW ADMIN. - GENERAL SUPPLIES	7,500.00		1,088.77	1,109.77	6,390.23	15%	8,000.00	657.32	677.82	7,322.18	8%
	01-441-301-0000	PW ADMIN. - COMMUNICATION SERVICE	7,000.00		359.10	682.70	6,317.30	10%	6,000.00	599.81	955.41	5,044.59	16%
	01-441-310-0002	PW ADMIN. - DUES/MEMBERSHIPS	2,000.00		0.00	100.00	1,900.00	5%	1,000.00	0.00	25.00	975.00	3%
	01-441-310-0003	PW ADMIN. - ADVERTISING	1,200.00		580.84	580.84	619.16	48%	1,200.00	0.00	0.00	1,200.00	0%
			434,282.00		28,720.40	55,382.48	378,899.52	13%	427,516.00	29,699.45	46,160.69	381,355.31	11%
Roadways & Sidewalks	01-442-202-0000	RDWY/SWK - GENERAL SUPPLIES	16,000.00		120.69	359.67	15,640.33	2%	16,000.00	3,177.73	3,683.05	12,316.95	23%
	01-442-205-0000	RDWY/SWK - WINTER SALT	80,000.00		0.00	0.00	80,000.00	0%	80,000.00	0.00	0.00	80,000.00	0%
	01-442-208-0000	RDWY/SWK - WINTER SAND	6,200.00		0.00	0.00	6,200.00	0%	6,200.00	0.00	0.00	6,200.00	0%
	01-442-213-0000	RDWY/SWK - PAVEMENT MARKING	3,500.00		282.33	282.33	3,217.67	8%	3,500.00	0.00	0.00	3,500.00	0%
	01-442-250-0000	RDWY/SWK - COLD MIX	3,000.00		361.10	593.40	2,406.60	20%	3,000.00	0.00	0.00	3,000.00	0%
	01-442-251-0000	RDWY/SWK - HOT TOP	308,000.00		0.00	0.00	308,000.00	0%	155,000.00	0.00	0.00	155,000.00	0%
	01-442-402-0000	RDWY/SWK - EQUIPMENT LEASE	12,500.00		0.00	0.00	12,500.00	0%	13,200.00	1,687.50	1,687.50	11,512.50	13%
	01-442-514-0000	RDWY/SWK - CONTRACT STREET MAR	6,000.00		0.00	0.00	6,000.00	0%	6,000.00	0.00	0.00	6,000.00	0%
	01-442-516-0000	RDWY/SWK - CONTRACT WINTER EQU	10,000.00		0.00	0.00	10,000.00	0%	15,000.00	0.00	0.00	15,000.00	0%
	01-442-527-0000	RDWY/SWK - CURBSIDE WEED CONTR	1,500.00		950.00	950.00	550.00	63%	3,000.00	950.00	1,900.00	1,100.00	63%
	01-442-528-0000	RDWY/SWK - TREE SERVICE	1,500.00		0.00	0.00	1,500.00	0%	3,000.00	0.00	0.00	3,000.00	0%
01-442-531-0000	RDWY/SWK - WEATHER SERVICE	2,070.00		0.00	0.00	2,070.00	0%	2,070.00	0.00	0.00	2,070.00	0%	
01-442-704-0000	RDWY/SWK - ENGINEERING	25,000.00		0.00	0.00	25,000.00	0%	25,000.00	0.00	0.00	25,000.00	0%	
01-442-705-0000	RDWY/SWK CONSTRUCTION	45,000.00		0.00	0.00	45,000.00	0%	0.00	0.00	0.00	0.00	0%	
		520,270.00		1,714.12	2,185.40	518,084.60	0%	330,970.00	5,815.23	7,270.55	323,699.45	2%	
Street Lights	01-446-202-0000	STREET LIGHT - FIXTURES	2,000.00		0.00	0.00	2,000.00	0%	2,000.00	0.00	0.00	2,000.00	0%
	01-446-302-0000	STREET LIGHT - ELECTRICITY	47,000.00		3,397.38	3,397.38	43,602.62	7%	47,000.00	3,713.30	3,713.30	43,286.70	8%
		49,000.00		3,397.38	3,397.38	45,602.62	7%	49,000.00	3,713.30	3,713.30	45,286.70	8%	
Bridges	01-447-416-0000	BRIDGES - GUARDRAILS	4,000.00		0.00	0.00	4,000.00	0%	0.00	0.00	0.00	0.00	0%
			4,000.00		0.00	0.00	4,000.00	0%	0.00	0.00	0.00	0.00	0%
Building & Grounds	01-448-101-0000	BLD/GRNDS - FULL-TIME SALARIES	134,731.00		11,638.64	22,477.28	112,253.72	17%	63,461.00	4,710.80	7,455.11	56,005.89	12%
	01-448-102-0000	BLD/GRNDS - OVERTIME	3,000.00		295.78	410.12	2,589.88	14%	3,000.00	298.90	469.70	2,530.30	16%
	01-448-103-0000	BLD/GRNDS - PART TIME SALARIES	87,834.00		8,213.25	17,161.25	70,672.75	20%	86,247.00	9,075.22	11,929.14	74,317.86	14%
	01-448-191-0000	BLDG/GRNDS-TRAVEL EXPENSE	0.00		175.00	350.00	-350.00	0%	0.00	0.00	0.00	0.00	0%
	01-448-202-0000	BLD/GRNDS - GENERAL SUPPLIES	10,000.00		1,214.24	1,214.24	8,785.76	12%	10,000.00	625.34	625.34	9,374.66	6%
	01-448-301-0000	BLDG/GRNDS-COMMUNICATIONS	0.00		55.00	110.00	-110.00	0%	0.00	0.00	0.00	0.00	0%
	01-448-302-0000	BLD/GRNDS - ELECTRICITY-TOWN HALL	12,000.00		1,058.91	1,058.91	10,941.09	9%	12,000.00	1,033.35	1,033.35	10,966.65	9%
	01-448-302-0406	BLD/GRNDS - ELECTRICITY - PARKS	1,300.00		91.65	91.65	1,208.35	7%	1,300.00	100.66	100.66	1,199.34	8%
	01-448-302-0438	BLD/GRNDS - ELECTRICITY POLICE	13,500.00		918.07	918.07	12,581.93	7%	13,500.00	1,001.78	1,001.78	12,498.22	7%
	01-448-302-0441	BLD/GRNDS - ELECTRICITY YOUNGS LANE	25,000.00		2,085.42	2,085.42	22,914.58	8%	25,000.00	1,960.87	1,960.87	23,039.13	8%
	01-448-303-0000	BLD/GRNDS - HEAT & OIL - TOWN HALL	22,000.00		1,329.22	1,329.22	20,670.78	6%	23,000.00	0.00	0.00	23,000.00	0%
	01-448-303-0438	BLD/GRNDS - HEAT & OIL - POLICE	3,000.00		0.00	0.00	3,000.00	0%	4,100.00	0.00	0.00	4,100.00	0%
	01-448-303-0441	BLD/GRNDS - HEAT & OIL - YOUNGS LANE	30,000.00		0.00	0.00	30,000.00	0%	39,000.00	0.00	0.00	39,000.00	0%
	01-448-304-0000	BLD/GRNDS - WATER/SEWER TOWN HALL	4,000.00		1,452.97	1,452.97	2,547.03	36%	4,000.00	1,215.93	1,215.93	2,784.07	30%
	01-448-304-0150	BLD/GRNDS-WATER/SEWER COMMUNITY I	0.00		345.77	345.77	-345.77	0%	0.00	354.75	354.75	-354.75	0%
	01-448-304-0438	BLD/GRNDS - WATER/SEWER - POLICE	900.00		179.88	179.88	720.12	20%	525.00	144.30	144.30	380.70	27%
	01-448-304-0441	BLD/GRNDS - WATER/SEWER - YOUNGS LA	2,000.00		532.26	532.26	1,467.74	27%	1,950.00	599.50	599.50	1,350.50	31%
	01-448-401-0110	BLD/GRNDS - YOUNGS LANE MAINT	14,000.00		138.43	801.88	13,198.12	6%	14,000.00	168.51	800.37	13,199.63	6%
	01-448-401-0120	BLD/GRNDS - TOWN HALL MAINTENANC	13,000.00		2,981.15	3,082.85	9,917.15	24%	13,000.00	370.80	500.14	12,499.86	4%
	01-448-401-0125	BLD/GRNDS - ELEVATOR MAINTENANCE	3,000.00		614.45	614.45	2,385.55	20%	2,500.00	585.19	585.19	1,914.81	23%
	01-448-401-0140	BLD/GRNDS - PARKS MAINTENANCE	8,000.00		880.51	880.51	7,119.49	11%	8,000.00	0.00	126.00	7,874.00	2%
	01-448-401-0150	BLD/GRNDS - COMMUNITY CENTER MAI	7,500.00		1,808.04	1,808.04	5,691.96	24%	7,500.00	1,011.89	1,015.89	6,484.11	14%
	01-448-401-0151	BLD/GRNDS - COMM CTR ELECTRICITY	12,000.00		1,463.95	1,463.95	10,536.05	12%	12,000.00	1,328.58	1,328.58	10,671.42	11%
	01-448-401-0152	BLD/GRNDS - COMM CTR HEAT OIL	11,000.00		664.14	664.14	10,335.86	6%	14,000.00	1,155.51	1,155.51	12,844.49	8%
	01-448-401-0153	BLD/GRNDS - SENIOR CENTER ELECTRICITY	7,500.00		322.12	322.12	7,177.88	4%	7,000.00	305.62	305.62	6,694.38	4%
	01-448-401-0154	BLD/GRNDS - SENIOR CTR HEAT	7,500.00		0.00	0.00	7,500.00	0%	5,000.00	0.00	206.55	4,793.45	4%
	01-448-401-0155	BLD/GRNDS - SENIOR CTR MAINT.	0.00		70.14	70.14	-70.14	0%	0.00	0.00	0.00	0.00	0%
	01-448-401-0160	BLD/GRNDS - BANDSTAND MAINTENANC	100.00		0.00	0.00	100.00	0%	100.00	0.00	0.00	100.00	0%
	01-448-401-0170	BLD/GRNDS - HAND TUB MAINTENANCE	300.00		26.90	26.90	273.10	9%	300.00	27.08	27.08	272.92	9%
	01-448-401-0175	BLD/GRNDS - DAM MAINTENANCE	3,000.00		35.38	35.38	2,964.62	1%	3,000.00	133.30	133.30	2,866.70	4%
	01-448-401-0180	BLD/GRNDS - TOWN CLOCK MAINTENAN	2,800.00		0.00	0.00	2,800.00	0%	250.00	0.00	0.00	250.00	0%
	01-448-401-0438	BLD/GRNDS - POLICE BUILDING MAINTEN	10,000.00		232.20	232.20	9,767.80	2%	11,500.00	1,955.42	3,491.64	8,008.36	30%
	01-448-402-0000	BLD/GRNDS - EQUIPMENT MAINTENANC	2,500.00		401.01	401.01	2,098.99	16%	2,500.00	0.00	222.00	2,278.00	9%
	01-448-405-0000	BLD/GRNDS - GROUNDS MAINTENANCE	32,000.00		2,634.85	4,123.78	27,876.22	13%	32,000.00	2,738.89	5,267.99	26,732.01	16%
	01-448-533-0000	BLD/GRNDS - MOSQUITO CONTROL	60,000.00		0.00	20,000.00	40,000.00	33%	60,000.00	0.00	20,000.00	40,000.00	33%
	01-448-800-0000	BLD/GRNDS - EQUIPMENT PURCHASE	2,500.00		0.00	0.00	2,500.00	0%	2,500.00	0.00	0.00	2,500.00	0%
		545,965.00		41,859.33	84,244.39	461,720.61	15%	482,233.00	30,902.19	62,056.29	420,176.71	13%	
Cemetery	01-449-101-0000	CEM - FULL TIME SALARIES	19,532.00		1,400.00	2,100.00	17,432.00	11%	19,053.00	1,465.60	2,601.44	16,451.56	14%
	01-449-103-0000	CEM - PART TIME SALARIES	11,050.00		0.00	0.00	11,050.00	0%	11,050.00	1,095.90	1,868.65	9,181.35	17%
	01-449-202-0000	CEM - GENERAL SUPPLIES	500.00		34.29	34.29	465.71	7%	500.00	180.39	180.39	319.61	36%
	01-449-302-0000	CEM - ELECTRICITY	250.00		21.44	21.44	22828.						



Town of Newmarket, New Hampshire  
Preliminary Expense Report <sup>a,b</sup>  
For the Period Ended August 31, 2017

Fiscal Year 2018							Fiscal Year 2017					
Function	Account Number	ACCOUNT DESCRIPTION	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used
Vehicle	01-452-202-0000	VEHICLE - GENERAL SUPPLIES	3,000.00	117.18	192.18	2,807.82	6%	3,000.00	117.18	306.36	2,693.64	10%
	01-452-209-0000	VEHICLE - GASOLINE	10,000.00	386.85	-571.98	10,571.98	-6%	16,000.00	-235.84	76.53	15,923.47	0%
	01-452-210-0000	VEHICLE - DIESEL FUEL	30,000.00	167.17	445.72	29,554.28	1%	38,000.00	370.80	1,726.47	36,273.53	5%
	01-452-214-0000	VEHICLE - OIL	1,500.00	0.00	0.00	1,500.00	0%	0.00	0.00	0.00	0.00	0%
	01-452-402-0000	VEHICLE - EQUIP MAINT	60,000.00	5,748.39	6,131.44	53,868.56	10%	60,000.00	4,775.71	5,805.10	54,194.90	10%
	01-452-403-0000	VEHICLE - VEHICLE MAINT PUBLIC WORKS	48,000.00	1,635.77	2,038.77	45,961.23	4%	48,000.00	6,449.24	6,780.68	41,219.32	14%
	01-452-403-0406	VEHICLE - VEHICLE MAINT REC	2,000.00	443.00	443.00	1,557.00	22%	2,000.00	0.00	0.00	2,000.00	0%
	01-452-403-0438	VEHICLE - VEHICLE MAINT POLICE	15,000.00	1,623.75	1,717.75	13,282.25	11%	15,000.00	864.46	971.06	14,028.94	6%
	01-452-403-0461	VEHICLE - VEHICLE MAINT FIRE	20,000.00	5,744.88	5,744.88	14,255.12	29%	20,000.00	514.17	514.17	19,485.83	3%
	01-452-404-0000	VEHICLE - RADIO MAINT	1,500.00	0.00	0.00	1,500.00	0%	1,500.00	0.00	0.00	1,500.00	0%
	01-452-800-0000	VEHICLE - EQUIP PURCHASE	3,000.00	0.00	0.00	3,000.00	0%	3,000.00	0.00	0.00	3,000.00	0%
			194,000.00	15,866.99	16,141.76	177,858.24	8%	206,500.00	12,855.72	16,180.37	190,319.63	8%
	01-461-101-0000	FIRE/RES - FULL TIME SALARIES	86,475.00	6,346.80	12,652.19	73,822.81	15%	84,779.00	6,521.40	10,108.17	74,670.83	12%
	01-461-102-0000	FIRE/RES - OVERTIME	17,500.00	1,803.72	3,531.90	13,968.10	20%	14,000.00	1,768.36	2,188.20	11,811.80	16%
	01-461-103-0000	FIRE/RES - PART TIME SALARIES	145,808.00	13,880.93	28,757.00	117,051.00	20%	134,808.00	12,475.68	21,260.63	113,547.37	16%
	01-461-190-0000	FIRE/RES - TRAINING/STAFF DEVELOPMEN	20,000.00	849.95	1,014.95	18,985.05	5%	18,000.00	0.00	125.00	17,875.00	1%
	01-461-193-0000	FIRE/RES - UNIFORMS	12,000.00	0.00	289.08	11,710.92	2%	12,000.00	277.08	1,473.32	10,526.68	12%
	01-461-201-0000	FIRE/RES - POSTAGE	75.00	6.07	7.66	67.34	10%	75.00	1.86	3.72	71.28	5%
	01-461-202-0000	FIRE/RES - GENERAL SUPPLIES	7,500.00	273.23	466.40	7,033.60	6%	6,500.00	258.09	304.07	6,195.93	5%
	01-461-202-0046	FIRE/RES - MEDICAL SUPPLIES	13,500.00	513.80	1,201.43	12,298.57	9%	13,500.00	758.52	1,865.79	11,634.21	14%
	01-461-209-0000	FIRE/RES - GASOLINE	900.00	18.26	71.54	828.46	8%	1,200.00	15.09	52.69	1,147.31	4%
	01-461-210-0000	FIRE/RES - DIESEL FUEL	7,000.00	415.13	1,002.83	5,997.17	14%	8,700.00	529.20	1,043.28	7,656.72	12%
	01-461-220-0000	FIRE/RES - AMBULANCE EXPENSES	10,000.00	975.24	1,680.24	8,319.76	17%	10,000.00	831.76	831.76	9,168.24	8%
	01-461-301-0000	FIRE/RES - COMMUNICATION SERVICES	5,800.00	1,158.60	1,158.60	4,641.40	20%	6,500.00	688.10	784.34	5,715.66	12%
	01-461-310-0002	FIRE/RES - DUES/SUBSCRIPTIONS	5,800.00	0.00	2,630.00	3,170.00	45%	4,200.00	620.00	2,245.00	1,955.00	53%
	01-461-310-0055	FIRE/RES - FIRE PREVENTION	900.00	0.00	0.00	900.00	0%	900.00	0.00	0.00	900.00	0%
	01-461-402-0000	FIRE/RES - EQUIP MAINT	15,000.00	3,410.15	3,410.15	11,589.85	23%	15,000.00	310.00	1,640.19	13,359.81	11%
	01-461-518-0000	FIRE/RES - HAZMAT	2,500.00	0.00	1,946.00	554.00	78%	2,400.00	0.00	1,946.00	454.00	81%
	01-461-530-0000	FIRE/RES - MUTUAL AID CONTRACT	1,200.00	0.00	0.00	1,200.00	0%	1,200.00	0.00	0.00	1,200.00	0%
	01-461-800-0000	FIRE/RES - EQUIP PURCHASE	25,000.00	1,531.92	1,531.92	23,468.08	6%	25,000.00	0.00	0.00	25,000.00	0%
Fire & Rescue			376,958.00	30,289.40	61,351.89	315,666.11	16%	358,762.00	25,055.14	45,872.16	312,889.84	13%
Emergency Management	01-463-103-0000	EM - PART TIME SALARIE	750.00	0.00	0.00	750.00	0%	750.00	0.00	750.00	0.00	100%
	01-463-190-0000	EM - TRAINING/STAFF DE	750.00	0.00	0.00	750.00	0%	750.00	0.00	0.00	750.00	0%
	01-463-202-0000	EM - GENERAL SUPPLIES	1,500.00	0.00	0.00	1,500.00	0%	450.00	0.00	0.00	450.00	0%
			3,000.00	0.00	0.00	3,000.00	0%	1,950.00	0.00	750.00	1,200.00	38%
Grants	01-480-812-0000	GRANTS - MEM DAY PARADE	2,000.00	1,592.00	1,592.00	408.00	80%	2,000.00	0.00	0.00	2,000.00	0%
	01-480-813-0000	GRANTS - FESTIVAL SUPPORT	8,500.00	0.00	0.00	8,500.00	0%	0.00	0.00	0.00	0.00	0%
	01-480-814-0000	GRANTS - NWMKT ATHLETIC ASSOC	21,500.00	21,500.00	21,500.00	0.00	100%	21,500.00	0.00	0.00	21,500.00	0%
	01-480-815-0000	GRANTS - NWMKT SENIOR CITIZENS	2,000.00	0.00	0.00	2,000.00	0%	2,000.00	0.00	2,000.00	0.00	100%
	01-480-816-0000	GRANTS - NWMKT HISTORICAL SOCIETY	2,000.00	0.00	0.00	2,000.00	0%	2,000.00	0.00	0.00	2,000.00	0%
	01-480-817-0000	GRANTS - C.O.A.S.T.	23,000.00	0.00	0.00	23,000.00	0%	23,000.00	0.00	0.00	23,000.00	0%
	01-480-818-0000	GRANTS - VETERANS MEMORIAL	500.00	0.00	0.00	500.00	0%	500.00	0.00	0.00	500.00	0%
	01-480-819-0000	GRANTS - NWMKT HANDTUB ASSOC.	2,000.00	0.00	0.00	2,000.00	0%	2,000.00	0.00	0.00	2,000.00	0%
			61,500.00	23,092.00	23,092.00	38,408.00	38%	53,000.00	0.00	2,000.00	51,000.00	4%
	01-481-910-0000	SS GRANTS - RICHIE MCFARLAND	4,000.00	0.00	4,000.00	0.00	100%	2,000.00	0.00	0.00	2,000.00	0%
Social Service Grant	01-481-913-0000	SS GRANTS - LAMPREY HEALTH CENTER	10,403.00	0.00	10,403.00	0.00	100%	10,403.00	0.00	10,403.00	0.00	100%
	01-481-915-0000	SS GRANTS - CHILD & FAMILY SERVICE	4,000.00	0.00	4,000.00	0.00	100%	4,000.00	0.00	0.00	4,000.00	0%
	01-481-916-0000	SS GRANTS - R.C.C.A.P.	9,000.00	0.00	9,000.00	0.00	100%	9,000.00	0.00	9,000.00	0.00	100%
	01-481-917-0000	SS GRANTS - R.S.V.P.	0.00	0.00	600.00	-600.00	0%	600.00	0.00	600.00	0.00	100%
	01-481-918-0000	SS GRANTS - A SAFE PLACE	2,200.00	0.00	0.00	2,200.00	0%	1,200.00	0.00	0.00	1,200.00	0%
	01-481-919-0000	SS GRANTS - A BIG BROTHER/BIG SISTER	1,000.00	0.00	0.00	1,000.00	0%	1,000.00	0.00	0.00	1,000.00	0%
	01-481-920-0000	SS GRANTS - SEACOAST MENTAL HEALTH	2,000.00	0.00	0.00	2,000.00	0%	2,000.00	0.00	0.00	2,000.00	0%
	01-481-923-0000	SS GRANTS - LINKED TOGETHER	0.00	0.00	0.00	0.00	0%	4,000.00	0.00	0.00	4,000.00	0%
	01-481-924-0000	SS GRANTS - ROCKINGHAM COUNTY NUTR	5,700.00	5,700.00	5,700.00	0.00	100%	5,326.00	0.00	5,623.00	-297.00	106%
	01-481-925-0000	SS GRANTS - AIDS RESPONSE	500.00	0.00	0.00	500.00	0%	500.00	0.00	0.00	500.00	0%
	01-481-926-0000	SS GRANTS - AMERICAN RED CROSS	1,000.00	0.00	0.00	1,000.00	0%	1,000.00	0.00	0.00	1,000.00	0%
	01-481-927-0000	SS GRANTS - READY RIDES	1,500.00	0.00	1,500.00	0.00	100%	1,500.00	0.00	0.00	1,500.00	0%
	01-481-929-0000	OTHER GRANTS - CHILD ADVOCACY CENTE	1,000.00	0.00	0.00	1,000.00	0%	500.00	0.00	0.00	500.00	0%
	01-481-933-0000	OTHER GRANTS - CROSS ROADS HOUSE	1,000.00	0.00	0.00	1,000.00	0%	0.00	0.00	0.00	0.00	0%
			43,303.00	5,700.00	35,203.00	8,100.00	81%	43,029.00	0.00	25,626.00	17,403.00	60%
	01-490-900-0011	CAP RES - REVALUATION	10,000.00	10,000.00	10,000.00	0.00	100%	10,000.00	10,000.00	10,000.00	0.00	100%
	01-490-900-0012	CAP RES - FIRE DEPARTMENT	50,000.00	50,000.00	50,000.00	0.00	100%	50,000.00	50,000.00	50,000.00	0.00	100%
	01-490-900-0013	CAP RES - ROADWAY IMPROVEMENTS	175,000.00	175,000.00	175,000.00	0.00	100%	125,000.00	125,000.00	125,000.00	0.00	100%
	01-490-900-0016	CAP RES - PUBLIC WORKS	50,000.00	50,000.00	50,000.00	0.00	100%	80,000.00	80,000.00	80,000.00	0.00	100%
	01-490-900-0017	CAP RES - POLICE VEHICLES	48,000.00	48,000.00	48,000.00	0.00	100%	48,000.00	48,000.00	48,000.00	0.00	100%
	01-490-900-0019	CAP RES - BUILDING IMPROVEMENT	50,000.00	50,000.00	50,000.00	0.00	100%	50,000.00	50,000.00	50,000.00	0.00	100%
	01-490-900-0021	CAP RES - RECREATION FACILITIES	18,666.00	18,666.00	18,666.00	0.00	100%	18,666.00	18,666.00	18,666.00	0.00	100%
	01-490-900-0028	CAP RES - MASTER PLAN	10,000.00	10,000.00	10,000.00	0.00	100%	10,000.00	10,000.00	10,000.00	0.00	100%
	01-490-900-0036	CAP RES - VETERANS MEMORIAL	2,000.00	2,000.00	2,000.00	0.00	100%	2,000.00	2,000.00	2,000.00	0.00	100%
	01-490-900-0074	CAP RES - POLICE DISPATCH EQUIP	29,449.00	29,449.00	29,449.00	0.00	100%	29,449.00	29,449.00	29,449.00	0.00	100%
	01-490-900-0079	CAP RES - MACALLEN DAM	50,000.00	50,000.00	50,000.00	0.00	100%	75,000.00	75,000.00	75,000.00	0.00	100%
	01-490-900-0085	CAP RES - STORM WATER MANAGEMENT	50,000.00	50,000.00	50,000.00	0.00	100%	75,000.00	75,000.00	75,000.00	0.00	100%
	01-490-900-0086	CAP RES - 300TH ANNIV.CELEBRATION EXP	2,000.00	2,000.00	2,000.00	0.00	100%	2,000.00	2,000.00	2,000.00	0.00	100%
	01-490-900-0087	CAP RES - COMPENSATED ABSENCE EXP.TR	10,000.00	10,000.00	10,000.00	0.00	100%	0.00	0.00	0.00	0.00	0%
Capital Reserve			555,115.00	555,115.00	555,115.00	0.00	100%	575,115.00	575,115.00	575,115.00	0.00	100%
General Fund			7,289,072.00	1,024,326.75	1,708,710.07	5,580,361.93	23%	6,880,668.00	937,184.24	1,534,094.54	5,346,573.46	22%

Town of Newmarket, New Hampshire  
Preliminary Expense Report <sup>a,b</sup>  
For the Period Ended August 31, 2017

Fiscal Year 2018							Fiscal Year 2017					
Function	Account Number	ACCOUNT DESCRIPTION	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used
Library	02-480-101-0000	LIBRARY - SALARIES	54,100.00	4,236.92	8,473.84	45,626.16	16%	54,100.00	3,923.06	6,080.74	48,019.26	11%
	02-480-103-0000	LIBRARY - PART TIME SALARIES	110,363.00	8,289.40	16,999.80	93,363.20	15%	108,013.00	6,739.10	10,773.56	97,239.44	10%
	02-480-150-0000	LIBRARY - FICA	9,161.00	800.23	1,626.07	7,534.93	18%	9,571.00	684.67	1,092.21	8,478.79	11%
	02-480-151-0000	LIBRARY - MEDICARE	2,143.00	187.14	380.26	1,762.74	18%	2,238.00	160.11	255.42	1,982.58	11%
	02-480-155-0000	LIBRARY - HEALTH INSURANCE	15,000.00	481.91	963.82	14,036.18	6%	15,000.00	396.58	963.82	14,036.18	6%
	02-480-156-0000	LIBRARY - RETIREMENT	5,811.00	482.16	1,362.33	4,448.67	23%	6,043.00	438.20	668.61	5,374.39	11%
	02-480-159-0000	LIBRARY - LIFE & DISABILITY	1,369.00	88.84	88.84	1,280.16	6%	750.00	92.04	166.08	583.92	22%
	02-480-160-0000	LIBRARY-WORKERS COMPENSATION	1,500.00	0.00	1,271.82	228.18	85%	1,500.00	0.00	1,500.00	0.00	100%
	02-480-161-0000	LIBRARY - UNEMPLOYMENT	1,011.00	0.00	0.00	1,011.00	0%	2,495.00	0.00	0.00	2,495.00	0%
	02-480-190-0000	LIBRARY - TRAINING/STAFF DEVELOPMENT	2,000.00	0.00	0.00	2,000.00	0%	2,000.00	0.00	0.00	2,000.00	0%
	02-480-202-0000	LIBRARY - GENERAL SUPPLIES	4,927.00	25.97	72.89	4,854.11	1%	5,000.00	433.39	578.12	4,421.88	12%
	02-480-301-0000	LIBRARY - TELEPHONE	1,800.00	20.24	125.39	1,674.61	7%	1,800.00	130.02	237.27	1,562.73	13%
	02-480-302-0000	LIBRARY - ELECTRICITY	12,000.00	800.76	800.76	11,199.24	7%	12,000.00	0.00	918.92	11,081.08	8%
	02-480-303-0000	LIBRARY - HEAT & OIL	10,000.00	0.00	0.00	10,000.00	0%	12,000.00	0.00	0.00	12,000.00	0%
	02-480-304-0000	LIBRARY - WATER	700.00	109.93	109.93	590.07	16%	700.00	210.45	210.45	489.55	30%
	02-480-310-0005	LIBRARY - BOOKS/SUBSCRIPTIONS	40,970.00	1,030.72	7,425.40	33,544.60	18%	39,394.00	3,966.31	7,990.65	31,403.35	20%
	02-480-330-0000	LIBRARY - ELECTRONIC INFO - OTHER	9,500.00	0.00	7,456.00	2,044.00	78%	9,500.00	0.00	7,377.00	2,123.00	78%
	02-480-350-0000	LIBRARY - PROGRAMS	4,000.00	400.00	1,759.02	2,240.98	44%	2,000.00	50.00	200.00	1,800.00	10%
	02-480-401-0000	LIBRARY - BUILDING MAINTENANCE	23,000.00	1,410.22	1,854.07	21,145.93	8%	23,000.00	45,608.59	46,058.59	-23,058.59	200%
	02-480-402-0000	LIBRARY - EQUIPMENT MAINTENANCE/LEA	600.00	43.00	43.00	557.00	7%	600.00	43.00	43.00	557.00	7%
	02-480-504-0000	LIBRARY-PROPERTY LIABILITY INS	5,000.00	0.00	4,234.65	765.35	85%	5,000.00	0.00	5,000.00	0.00	100%
	02-480-800-0000	LIBRARY - EQUIPMENT PURCHASE	2,000.00	0.00	0.00	2,000.00	0%	2,000.00	0.00	65.00	1,935.00	3%
	Library			316,955.00	18,407.44	55,047.89	261,907.11	17%	314,704.00	62,875.52	90,179.44	224,524.56
Recreation	05-406-101-0000	RECREATION - FULL TIME SALARIES	0.00	718.20	1,436.40	-1,436.40	0%	0.00	0.00	0.00	0.00	0%
	05-406-103-0000	RECREATION - PART TIME SALARIES	142,420.00	36,702.64	81,036.06	61,383.94	57%	124,440.00	40,110.93	60,151.02	64,288.98	48%
	05-406-111-0000	RECREATION - WORK STUDY	1,000.00	0.00	0.00	1,000.00	0%	2,000.00	0.00	0.00	2,000.00	0%
	05-406-150-0000	RECREATION - FICA	8,830.00	2,314.91	5,102.97	3,727.03	58%	7,715.00	2,486.86	3,729.38	3,985.62	48%
	05-406-151-0000	RECREATION - MEDI	2,065.00	541.42	1,193.45	871.55	58%	1,804.00	581.61	872.26	931.74	48%
	05-406-156-0000	REC - NH RETIREMENT	0.00	81.74	163.48	-163.48	0%	0.00	0.00	0.00	0.00	0%
	05-406-190-0000	RECREATION - TRAINING/STAFF DEVELOPM	2,500.00	0.00	0.00	2,500.00	0%	2,000.00	0.00	140.00	1,860.00	7%
	05-406-192-0000	RECREATION - MEAL ALLOWANCE	350.00	8.77	8.77	341.23	3%	350.00	9.60	9.60	340.40	3%
	05-406-201-0000	RECREATION - POSTAGE	600.00	46.19	54.92	545.08	9%	1,000.00	5.12	8.09	991.91	1%
	05-406-202-0000	RECREATION - GENERAL SUPPLIES	1,500.00	0.00	0.00	1,500.00	0%	1,650.00	14.54	14.54	1,635.46	1%
	05-406-202-0034	RECREATION - ATHLETIC SUPPLIES	3,000.00	0.00	0.00	3,000.00	0%	8,830.00	0.00	0.00	8,830.00	0%
	05-406-202-0036	RECREATION - CLASS SUPPLIES	10,000.00	1,381.98	2,513.87	7,486.13	25%	2,954.00	0.00	5.00	2,949.00	0%
	05-406-302-0001	RECREATION - FIELD LIGHTS	2,000.00	72.11	72.11	1,927.89	4%	5,000.00	170.73	170.73	4,829.27	3%
	05-406-310-0002	RECREATION - DUES/SUBSCRIPTIONS	150.00	50.00	50.00	100.00	33%	150.00	-39.96	-29.97	179.97	-20%
	05-406-310-0003	RECREATION - ADVERTISING	300.00	50.95	50.95	249.05	17%	800.00	0.00	0.00	800.00	0%
	05-406-402-0000	RECREATION - EQUIPMENT MAINTENANCE	2,300.00	0.00	0.00	2,300.00	0%	2,000.00	970.08	1,249.96	750.04	62%
	05-406-460-0000	RECREATION - BANK FEES	3,150.00	797.88	1,402.06	1,747.94	45%	0.00	476.86	1,067.47	-1,067.47	0%
	05-406-501-0000	RECREATION - PRINTING & PUBLISHING	5,000.00	0.00	0.00	5,000.00	0%	8,163.00	0.00	0.00	8,163.00	0%
	05-406-508-0000	RECREATION - BUS TRIPS	50,000.00	26,242.86	28,980.93	21,019.07	58%	36,000.00	12,175.46	14,482.05	21,517.95	40%
	05-406-702-0000	RECREATION - CONTRACTUAL SERVICES	5,000.00	0.00	0.00	5,000.00	0%	5,000.00	0.00	0.00	5,000.00	0%
	05-406-800-0000	RECREATION - EQUIPMENT PURCHASE	3,000.00	0.00	0.00	3,000.00	0%	3,000.00	0.00	0.00	3,000.00	0%
	05-406-902-0000	RECREATION - SUMMER CAMP	12,000.00	8,521.39	8,635.63	3,364.37	72%	9,000.00	11,938.55	12,370.66	-3,370.66	137%
	05-406-902-0037	RECREATION - TEEN CAMP	3,000.00	1,752.78	1,809.62	1,190.38	60%	2,500.00	1,305.06	1,305.06	1,194.94	52%
05-406-904-0000	RECREATION - SUNRISE SUNSET SR CTR	4,180.00	233.00	233.00	3,947.00	6%	3,927.00	56.40	56.40	3,870.60	1%	
05-406-905-0000	RECREATION - SPLASH PAD	3,770.00	0.00	0.00	3,770.00	0%	5,000.00	0.00	0.00	5,000.00	0%	
05-406-906-0000	RECREATION - SPECIAL EVENTS	13,000.00	1,102.74	2,052.74	10,947.26	16%	10,150.00	829.13	3,179.13	6,970.87	31%	
Recreation			279,115.00	80,619.56	134,796.96	144,318.04	48%	243,433.00	71,090.97	98,781.38	144,651.62	41%
Solid Waste	07-450-103-0000	SW - PART TIME	11,550.00	888.46	1,905.89	9,644.11	17%	11,156.00	871.10	1,527.68	9,628.32	14%
	07-450-202-0000	SW - GENERAL SUPPLIES	25,000.00	47.23	47.23	24,952.77	0%	15,000.00	23.03	12,376.63	2,623.37	83%
	07-450-310-0002	SW - DUES/SUBSCRIPTIONS	800.00	0.00	0.00	800.00	0%	800.00	0.00	0.00	800.00	0%
	07-450-402-0000	SW - EQUIPMENT LEASE	1,200.00	50.00	50.00	1,150.00	4%	1,200.00	0.00	50.00	1,150.00	4%
	07-450-403-0000	SW - VEHICLE MAINTENANCE	2,000.00	0.00	0.00	2,000.00	0%	6,500.00	0.00	0.00	6,500.00	0%
	07-450-501-0000	SW - PRINTING & PUBLICATION	500.00	0.00	0.00	500.00	0%	500.00	0.00	0.00	500.00	0%
	07-450-532-0000	SW - FREON REMOVAL	1,500.00	0.00	0.00	1,500.00	0%	2,300.00	0.00	0.00	2,300.00	0%
	07-450-536-0000	SW - HOUSEHOLD HAZARDOUS	0.00	0.00	0.00	0.00	0%	10,000.00	0.00	0.00	10,000.00	0%
	07-450-702-0047	SW - LAMPREY REG. CO-OP	2,100.00	0.00	2,028.08	71.92	97%	2,100.00	0.00	0.00	2,100.00	0%
	07-450-702-0048	SW - MSW CONTRACT	165,000.00	16,224.24	16,224.24	148,775.76	10%	163,000.00	12,468.26	12,468.26	150,531.74	8%
	07-450-702-0049	SW - RECYCLING CONTRACT	160,000.00	18,755.08	18,755.08	141,244.92	12%	152,000.00	12,653.34	12,653.34	139,346.66	8%
	07-450-702-0050	SW - CONSTRUCTION DEBRIS	54,000.00	2,249.49	2,249.49	51,750.51	4%	47,000.00	5,588.80	5,588.80	41,411.20	12%
	07-450-702-0051	SW - POST CLOSURE LANDFILL TEST	35,000.00	0.00	0.00	35,000.00	0%	30,000.00	1,081.25	1,081.25	28,918.75	4%
	07-450-800-0000	SW - EQUIPMENT PURCHASE	5,800.00	0.00	0.00	5,800.00	0%	5,800.00	0.00	0.00	5,800.00	0%
	Solid Waste			464,450.00	38,214.50	41,260.01	423,189.99	9%	447,356.00	32,685.78	45,745.96	401,610.04



Town of Newmarket, New Hampshire  
Preliminary Expense Report <sup>a,b</sup>  
For the Period Ended August 31, 2017

Fiscal Year 2018							Fiscal Year 2017					
Function	Account Number	ACCOUNT DESCRIPTION	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used	Budget	Month to Date Transactions	Year to Date Transactions	Balance Year	Percent Used
Water	20-451-101-0000	WATER - FULL TIME SALARIES	150,631.00	9,609.48	19,377.91	131,253.09	13%	131,004.00	9,440.99	15,376.48	115,627.52	12%
	20-451-102-0000	WATER - OVERTIME	10,000.00	385.51	1,062.78	8,937.22	11%	10,000.00	601.78	1,131.61	8,868.39	11%
	20-451-103-0000	WATER - PART TIME SALARIES	0.00	336.00	672.00	-672.00	0%	8,487.00	0.00	439.30	8,047.70	5%
	20-451-150-0000	WATER - FICA	8,490.00	581.65	1,162.10	7,327.90	14%	8,150.00	564.39	934.10	7,215.90	11%
	20-451-151-0000	WATER - MEDICARE	1,986.00	136.02	269.41	1,716.59	14%	1,906.00	131.96	211.97	1,694.03	11%
	20-451-155-0000	WATER - HEALTH INSURANCE	55,875.00	7,102.00	10,653.00	45,222.00	19%	47,153.00	0.00	6,833.28	40,319.72	14%
	20-451-156-0000	WATER - RETIREMENT	15,077.00	1,131.72	1,896.57	13,180.43	13%	14,157.00	1,105.01	1,791.83	12,365.17	13%
	20-451-159-0000	WATER - LIFE/DISABILITY INSURANCE	1,316.00	105.14	105.14	1,210.86	8%	1,542.00	119.13	220.26	1,321.74	14%
	20-451-160-0000	WATER - WORKERS COMPENSATION	5,000.00	0.00	4,239.41	760.59	85%	4,939.00	0.00	4,939.00	0.00	100%
	20-451-161-0000	WATER - UNEMPLOYMENT	892.00	0.00	0.00	892.00	0%	2,201.00	0.00	0.00	2,201.00	0%
	20-451-190-0000	WATER - TRAINING/STAFF DEVELOPMENT	2,000.00	0.00	0.00	2,000.00	0%	2,000.00	0.00	0.00	2,000.00	0%
	20-451-193-0000	WATER - UNIFORMS	2,500.00	158.16	184.52	2,315.48	7%	2,500.00	150.92	290.91	2,209.09	12%
	20-451-198-0000	WATER - LONGEVITY	1,318.00	0.00	0.00	1,318.00	0%	1,013.00	0.00	0.00	1,013.00	0%
	20-451-201-0000	WATER - POSTAGE	3,700.00	249.55	269.72	3,430.28	7%	6,500.00	476.87	479.61	6,020.39	7%
	20-451-202-0000	WATER - GENERAL SUPPLIES	3,500.00	117.45	117.45	3,382.55	3%	3,000.00	77.96	77.96	2,922.04	3%
	20-451-202-0002	WATER - DUES/SUBSCRIPTIONS	1,050.00	0.00	0.00	1,050.00	0%	1,050.00	0.00	0.00	1,050.00	0%
	20-451-202-0003	WATER - ADVERTISING	2,500.00	0.00	0.00	2,500.00	0%	2,500.00	0.00	0.00	2,500.00	0%
	20-451-209-0000	WATER - GASOLINE	3,700.00	193.95	355.19	3,344.81	10%	3,700.00	83.08	298.52	3,401.48	8%
	20-451-211-0000	WATER - LP GAS	20,000.00	201.55	201.55	19,798.45	1%	20,000.00	0.00	0.00	20,000.00	0%
	20-451-217-0000	WATER - CHEMICALS	23,000.00	0.00	2,315.35	20,684.65	10%	18,000.00	1,758.35	1,758.35	16,241.65	10%
	20-451-301-0000	WATER - COMMUNICATION SERVICES	3,800.00	370.78	508.23	3,291.77	13%	3,800.00	285.11	388.18	3,411.82	10%
	20-451-302-0000	WATER - ELECTRICITY	54,000.00	5,102.99	5,102.99	48,897.01	9%	53,000.00	3,789.85	3,789.85	49,210.15	7%
	20-451-401-0000	WATER - BUILDING MAINTENANCE	7,000.00	456.63	607.52	6,392.48	9%	7,000.00	877.22	1,020.92	5,979.08	15%
	20-451-402-0000	WATER - EQUIPMENT MAINTENANCE/LEASE	4,000.00	0.00	0.00	4,000.00	0%	4,000.00	0.00	0.00	4,000.00	0%
	20-451-403-0000	WATER - VEHICLE MAINTENANCE	5,000.00	0.00	0.00	5,000.00	0%	5,000.00	0.00	150.71	4,849.29	3%
	20-451-406-0000	WATER - SYSTEM MAINTENANCE	50,000.00	1,200.11	1,200.11	48,799.89	2%	50,000.00	1,301.08	3,135.53	46,864.47	6%
	20-451-504-0000	WATER - PROPERTY-LIABILITY INSURANCE	5,179.00	0.00	4,377.64	801.36	85%	5,179.00	0.00	5,179.00	0.00	100%
	20-451-702-0000	WATER - CONTRACTED SERVICES	15,000.00	1,807.00	1,852.00	13,148.00	12%	10,000.00	45.00	402.50	9,597.50	4%
	20-451-703-0000	WATER - AUDIT	3,484.00	0.00	0.00	3,484.00	0%	3,484.00	0.00	0.00	3,484.00	0%
	20-451-704-0000	WATER - ENGINEERING	25,000.00	0.00	0.00	25,000.00	0%	25,000.00	0.00	0.00	25,000.00	0%
	20-451-900-0000	WATER - TRANSFER TO CAPITAL RESERVE	364,000.00	364,000.00	364,000.00	0.00	100%	364,000.00	364,000.00	364,000.00	0.00	100%
	20-451-950-0000	WATER - BONDS & NOTES PRINCIPLE	152,854.00	0.00	0.00	152,854.00	0%	52,750.00	0.00	0.00	52,750.00	0%
	20-451-951-0000	WATER - BONDS & NOTES INTEREST	115,928.00	0.00	0.00	115,928.00	0%	39,798.00	0.00	0.00	39,798.00	0%
	20-451-954-0000	WATER - LAND ACQUISITION	20,000.00	0.00	0.00	20,000.00	0%	20,000.00	0.00	0.00	20,000.00	0%
			1,137,780.00	393,245.69	420,530.59	717,249.41	37%	932,813.00	384,808.70	412,849.87	519,963.13	44%
Sewer	30-471-101-0000	WW - FULL TIME SALARIES	247,661.00	16,955.88	33,870.71	213,790.29	14%	230,469.00	15,003.63	26,599.64	203,869.36	12%
	30-471-102-0000	WASTEWATER - OVERTIME	19,000.00	1,889.76	3,495.46	15,504.54	18%	19,000.00	592.27	1,238.80	17,761.20	7%
	30-471-103-0000	WASTEWATER PART TIME SALARIES	0.00	336.00	672.00	-672.00	0%	8,487.00	0.00	439.30	8,047.70	5%
	30-471-150-0000	WASTEWATER - FICA	15,842.00	1,082.20	2,091.04	13,750.96	13%	14,204.00	932.40	1,757.59	12,446.41	12%
	30-471-151-0000	WASTEWATER - MEDICARE	3,705.00	253.11	489.05	3,215.95	13%	3,322.00	218.09	411.08	2,910.92	12%
	30-471-155-0000	WASTEWATER - HEALTH INSURANCE	97,362.00	12,301.84	18,452.76	78,909.24	19%	71,120.00	1,337.54	11,836.21	59,283.79	17%
	30-471-156-0000	WASTEWATER - RETIREMENT	26,328.00	2,104.80	4,345.70	21,982.30	17%	24,674.00	1,849.36	3,429.90	21,244.10	14%
	30-471-159-0000	WASTEWATER - LIFE/DISABILITY INSURANCE	1,923.00	200.92	200.92	1,722.08	10%	2,195.00	167.64	299.28	1,895.72	14%
	30-471-160-0000	WASTEWATER - WORKERS COMPENSATION	6,000.00	0.00	5,087.29	912.71	85%	5,899.00	0.00	5,899.00	0.00	100%
	30-471-161-0000	WASTEWATER - UNEMPLOYMENT INSURANCE	1,279.00	0.00	0.00	1,279.00	0%	3,157.00	0.00	0.00	3,157.00	0%
	30-471-162-0000	WASTEWATER - EMPLOYEE TESTING	750.00	0.00	0.00	750.00	0%	750.00	0.00	0.00	750.00	0%
	30-471-190-0000	WASTEWATER - TRAINING/STAFF DEVELOPMENT	5,000.00	295.00	295.00	4,705.00	6%	5,000.00	398.00	398.00	4,602.00	8%
	30-471-193-0000	WASTEWATER - UNIFORMS	4,100.00	307.76	478.11	3,621.89	12%	3,700.00	1,002.90	1,002.90	2,697.10	27%
	30-471-198-0000	SEWER - LONGEVITY	1,993.00	0.00	0.00	1,993.00	0%	1,913.00	0.00	0.00	1,913.00	0%
	30-471-201-0000	WASTEWATER - POSTAGE	3,700.00	249.55	269.71	3,430.29	7%	6,500.00	476.87	491.12	6,008.88	8%
	30-471-202-0000	WASTEWATER - GENERAL SUPPLIES	4,000.00	2,399.40	2,420.40	1,579.60	61%	3,000.00	237.39	257.89	2,742.11	9%
	30-471-202-0002	WASTEWATER - DUES/SUBSCRIPTIONS	900.00	0.00	0.00	900.00	0%	800.00	0.00	0.00	800.00	0%
	30-471-202-0003	WASTEWATER - ADVERTISING	2,900.00	0.00	0.00	2,900.00	0%	2,000.00	0.00	0.00	2,000.00	0%
	30-471-209-0000	WASTEWATER - GASOLINE	5,000.00	127.18	192.57	4,807.43	4%	5,000.00	110.96	200.48	4,799.52	4%
	30-471-215-0000	WASTEWATER - LAB SUPPLIES	30,000.00	2,412.07	2,412.07	27,587.93	8%	30,000.00	4,763.74	4,909.89	25,090.11	16%
	30-471-217-0000	WASTEWATER - CHEMICALS	45,000.00	960.00	3,512.00	41,488.00	8%	53,000.00	2,250.40	3,758.40	49,241.60	7%
	30-471-301-0000	WASTEWATER - COMMUNICATION SERVICES	8,000.00	368.67	455.64	7,544.36	6%	6,800.00	511.06	589.31	6,210.69	9%
	30-471-302-0000	WASTEWATER - ELECTRICITY	175,000.00	6,865.34	6,865.34	168,134.66	4%	144,000.00	7,158.28	7,158.28	136,841.72	5%
	30-471-303-0000	WASTEWATER - HEAT & OIL	25,000.00	12.09	12.09	24,987.91	0%	35,000.00	0.00	0.00	35,000.00	0%
	30-471-401-0000	WASTEWATER - BUILDING MAINTENANCE	25,000.00	2,971.50	3,126.64	21,873.36	13%	25,000.00	3,982.88	4,333.62	20,666.38	17%
	30-471-403-0000	WASTEWATER - VEHICLE MAINTENANCE	5,000.00	0.00	499.01	4,500.99	10%	5,000.00	150.72	150.72	4,849.28	3%
	30-471-406-0000	WASTEWATER - SYSTEM MAINTENANCE	50,000.00	4,721.49	5,269.48	44,730.52	11%	50,000.00	3,003.86	3,003.86	46,996.14	6%
	30-471-504-0000	WASTEWATER - PROPERTY/LIABILITY INSURANCE	10,575.00	0.00	8,942.27	1,632.73	85%	10,575.00	0.00	10,575.00	0.00	100%
	30-471-538-0000	WASTEWATER - SLUDGE DISPOSAL	110,000.00	5,741.66	5,741.66	104,258.34	5%	55,000.00	620.00	620.00	54,380.00	1%
	30-471-702-0000	WASTEWATER - CONTRACT SERVICES	17,000.00	360.00	360.00	16,640.00	2%	13,000.00	670.00	1,082.50	11,917.50	8%
	30-471-703-0000	WASTEWATER - AUDIT	3,425.00	0.00	0.00	3,425.00	0%	3,425.00	0.00	0.00	3,425.00	0%
	30-471-704-0000	WASTEWATER - ENGINEERING	30,000.00	0.00	0.00	30,000.00	0%	30,000.00	0.00	4,711.87	25,288.13	16%
	30-471-804-0000	WASTEWATER - NPDES PERMITS	100,000.00	0.00	0.00	100,000.00	0%	0.00	0.00	0.00	0.00	0%
	30-471-900-0000	WASTEWATER - TRANSFER TO CAPITAL RESERVE	275,700.00	275,700.00	275,700.00	0.00	100%	174,200.00	174,200.00	174,200.00	0.00	100%
30-471-950-0000	WW - BONDS & NOTES PRINCIPLE	516,140.00	0.00	0.00	516,140.00	0%	102,540.00	0.00	0.00	102,540.00	0%	
30-471-951-0000	WW - BONDS & NOTES INTEREST	309,143.00	298,980.74	298,980.74	10,162.26	97%	29,238.00	0.00	0.00	29,238.00	0%	
			2,182,426.00	637,596.96	684,237.66	1,498,188.34	31%	1,177,968.00	219,637.99	269,354.64	908,613.36	23%
Total Operating Budget			11,669,798.00	2,192,410.90	3,044,583.18	8,625,214.82	26%	9,996,942.00	1,708,283.20	2,451,005.83	7,545,936.17	25%



## Department Heads Monthly Reports to the Town Council and Town Administrator

### Report of the Police Department Activity

Newmarket Police 3 year comparable statistics for month of August.

	<u>2017</u>	<u>2016</u>	<u>2015</u>
Total calls for service	1546	1614	1494
Motor vehicle stops	401	411	247
Arrests	19	25	16
Offense reports	36	23	29
M/V accidents	13	4	7
Parking tickets	16	29	24
Drug Overdoses	2	1	1
Alarms	29	28	17
Unattended death/Suicide	0	0	0

During the month of August, the Newmarket Police Dispatch Center documented 1546 calls for service. We have investigated 49 criminal complaints that require active investigations in 36 of the complaints. These criminal complaints include offenses such as aggravated felonious sexual assault, felonious sexual assault, simple assault, domestic violence, harassment, theft, criminal mischief, unauthorized use of propelled vehicle, possession of drugs, child neglect, default or breach of bail conditions and several bench warrant investigations. We investigated no unattended deaths or no suicides. Numerous motor vehicle complaints were also investigated. In August, patrol officers conducted 401 motor vehicle stops which led to arrests or citations for charges such as driving while intoxicated, aggravated driving while intoxicated, possession of drugs in a motor vehicle, and driving with suspended/revoked driver's licenses, conduct after an accident, littering and transportation of alcoholic beverages by a minor. Officers conducted a number of welfare checks. The patrol division issued 16 parking tickets.

#### Personnel

Detective Stevens who serves as the School Resource Officer provided his yearly updated training to the teachers and staff at the Newmarket Jr.Sr. high school and the Newmarket elementary



school. This training touches on the State law relative to mandatory reporting as well as the school and the police departments safety plan should a critical incident or any other type of incident occur at one of the schools.

Officer Steve O'Brien attended a week long training at Sig Sauer Academy in Epping and became a certified rifle instructor. Law Enforcement in NH is required to provide documented training, meeting minimum requirements on a yearly basis.

Sgt. Jeremy Hankin and Officer Zachary Wedgeworth attended a one day training at Sig Sauer Academy entitled, "Counter Ambush Tactics for Law Enforcement". Unfortunately, we live in a time where it is extremely dangerous to put on a police uniform and go to work. Law Enforcement has seen an increase in ambush style attacks on police officers responding to calls for service, specifically domestic violence calls for service. The training that these two officers attended was evidence based realistic training that they can bring back to their fellow officers.

Officer Anneliese Schmidt began her police academy training in Concord NH on August 28<sup>th</sup>. This is a 16 week, overnight academy. I am very confident in her ability to excel through the police academy training.

We are in the final stages of a background investigation on a potential new employee to fill an open vacancy in the dispatch center. Unfortunately, the last two candidates were unable to successfully complete the background investigation. We have set high standards and expectations of unquestionable integrity, honesty and work ethic. It is important that we hire the right person who has the values that would reflect Newmarkets positive image.

### **Parking Violations**

As reported earlier in this report, patrol officers issued 16 parking tickets during the month of August.

### **Motor Vehicle Accidents**

During the month of August we responded to 13 motor vehicle accidents.

### **Fleet**

Ossipee Mountain Electronics is currently working to outfit our new cruiser. I anticipate taking delivery of the cruiser on or about September 13<sup>th</sup>. It will then be brought to NH signs in Auburn to be "lettered". The lettering process takes approximately 24 hours.

All police cruisers have been given trauma bags for our police officers to use.

### **Police Station Maintenance:**

I met with Facilities Director Greg Marles during the month of August. I provided him a tour of the building and the grounds. Certain items that were brought to his attention that should be addressed over the next few years are as follows;

- Replace/Install new handicap accessible front door to building.
- Look into installing a fire suppression system within the building
- Address drainage issue and flooding in PD parking lot
- Resurface/Pave parking lot.
- Install motion sensed lighting throughout the PD to reduce energy costs
- Install egress lighting to side emergency exits to code

### **Drug related issues**

During the month of August we responded to two drug related overdoses that were related to heroin/fentanyl. Fortunately, both persons who overdosed survived.

The police department was recently given a “thumbs up” by the editor of the Seacoast Media Group for our approach to combating the heroin epidemic. I am extremely proud of the hard work put in by our police officers, healthcare workers, ASAP members and citizens.

In late August two members of the Seacoast Public Health Network met with me in my office to discuss the strategies and successes Newmarket has had in significantly reducing heroin related overdoses and deaths.

I am pleased to report the following statistics for Heroin/Opiate related overdoses and deaths since the inception of the Newmarket Alliance for Substance Abuse Prevention (N-ASAP);

- 2015-** 45 Overdoses with 4 deaths resulting
- 2016-** 22 Overdoses with 2 deaths resulting
- 2017-** 9 Overdoses with 1 death resulting (thus far)

Officers still continue to seize illegal drugs as well as drug related paraphernalia throughout the course of their duty.

I have consistently added the foregoing paragraph in my last few reports as I feel that it is important for anyone reading this report to understand the philosophy this agency has relative to this epidemic.

The police department’s culture with regards to the opiate epidemic has evolved from “arrest and incarcerate” to “intervene and assist with recovery” when it comes to individuals who are addicted



to opiates. It is my personal and professional belief that we cannot arrest our way out of this epidemic. Even if we tried that route, the cost to the taxpayers would be astronomical. Furthermore, the county jails and the state prison could not house all arrested “users”. With that being said, we will **NOT** tolerate anyone who sells, distributes or dispenses any of this poison that is in our community. If anyone is caught selling, distributing or dispensing narcotics we will prosecute them to the fullest extent of the law.

### **Miscellaneous**

The first annual Newmarket Night Out was held on August 12<sup>th</sup> and was in my opinion a total success. We have estimated that between 300 to 400 hundred people attended this event throughout the course of the evening. Newmarket’s ASAP group has already debriefed as a group to discuss what went right, what went wrong and what can be done to improve next year's event should the group decide to hold another event.

### **Fiscal Year 2017 Budget:**

We have completed the first two months of fiscal year 2017-2018. We are within our projected budget having expended approximately 15.59% of the operating budget.

### **POLICE**

<b>Budget</b>	<b><u>FISCAL YEAR 2018</u></b>		<b>Balance Year</b>	<b>% Spent</b>
	<b>MTD Transactions</b>	<b>YTD Transactions</b>		
1,338,426.00	94,743.14	195,024.34	1,143,401.66	15%

<b>Budget</b>	<b><u>FISCAL YEAR 2017</u></b>		<b>Balance Year</b>	<b>% Spent</b>
	<b>MTD Transactions</b>	<b>YTD Transactions</b>		
1,322,707.00	97,193.36	157,141.65	1,165,565.35	12%

## **Fire and Rescue Department**

For the month of August, the department responded to 85 calls for service; 59 of which were medical calls, transporting 51 patients to area hospitals. The ambulance responded to Newfields for five medical calls, transporting two patients; Durham twice, transporting two patients; and Stratham once transporting one patient. The tanker responded to Durham for a building fire on Timber Lane, and to Exeter for station coverage. We also had two minor brush fires this month due to dry weather.

With UNH back in session, several students have returned from summer break. We also received four new applicants that are new students at UNH; one of whom is already licensed. Several other newer members have just successfully completed EMT classes and are in the process of getting their state licenses. This will be a big asset to the department for coverage.

The State Fire Academy has approved a Fire 1 class that we will host in March 2018. This is great for our members and other local departments. These classes are getting more difficult to find in the local area; some students travel to Concord three nights a week for this class. With us being a host community, we should get free enrollment or reduction. We currently have six individuals that need this certification.

I'm pleased to report that the year end revenues for ambulance receipts was higher than projected. \$138,598 was budgeted; actual transactions totaled \$189,719. With call volume increasing this should be a trend.

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

<b>FIRE</b>	<b><u>FISCAL YEAR 2018</u></b>				
	<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
	376,958.00	30,289.40	61,351.89	315,606.11	16%

	<b><u>FISCAL YEAR 2017</u></b>				
	<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
	358,762.00	25,055.14	45,872.16	312,889.84	13%



# Newmarket Fire & Rescue

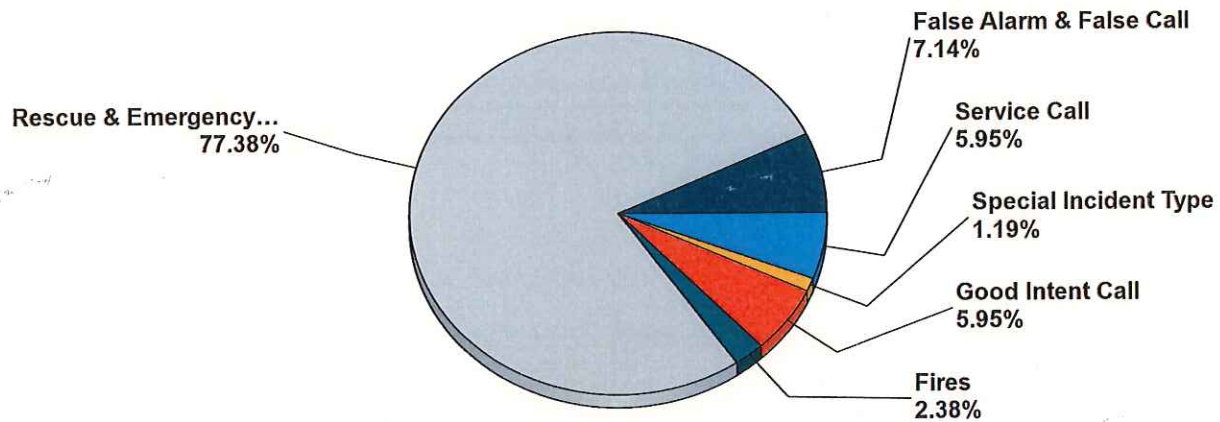
Newmarket, NH

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## Breakdown by Major Incident Types for Date Range

Zone(s): All Zones | Start Date: 08/01/2017 | End Date: 08/31/2017



MAJOR INCIDENT TYPE	# INCIDENTS	% of TOTAL
Fires	2	2.38%
Rescue & Emergency Medical Service	65	77.38%
Service Call	5	5.95%
Good Intent Call	5	5.95%
False Alarm & False Call	6	7.14%
Special Incident Type	1	1.19%
<b>TOTAL</b>	<b>84</b>	<b>100.00%</b>

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

### Detailed Breakdown by Incident Type

INCIDENT TYPE	# INCIDENTS	% of TOTAL
143 - Grass fire	1	1.19%
160 - Special outside fire, other	1	1.19%
311 - Medical assist, assist EMS crew	1	1.19%
320 - Emergency medical service, other	11	13.10%
321 - EMS call, excluding vehicle accident with injury	50	59.52%
324 - Motor vehicle accident with no injuries.	3	3.57%
554 - Assist invalid	1	1.19%
561 - Unauthorized burning	1	1.19%
571 - Cover assignment, standby, moveup	3	3.57%
600 - Good intent call, other	2	2.38%
631 - Authorized controlled burning	1	1.19%
651 - Smoke scare, odor of smoke	1	1.19%
661 - EMS call, party transported by non-fire agency	1	1.19%
700 - False alarm or false call, other	2	2.38%
715 - Local alarm system, malicious false alarm	1	1.19%
730 - System malfunction, other	1	1.19%
736 - CO detector activation due to malfunction	1	1.19%
743 - Smoke detector activation, no fire - unintentional	1	1.19%
900 - Special type of incident, other	1	1.19%
<b>TOTAL INCIDENTS:</b>	<b>84</b>	<b>100.00%</b>

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



# Newmarket Fire & Rescue

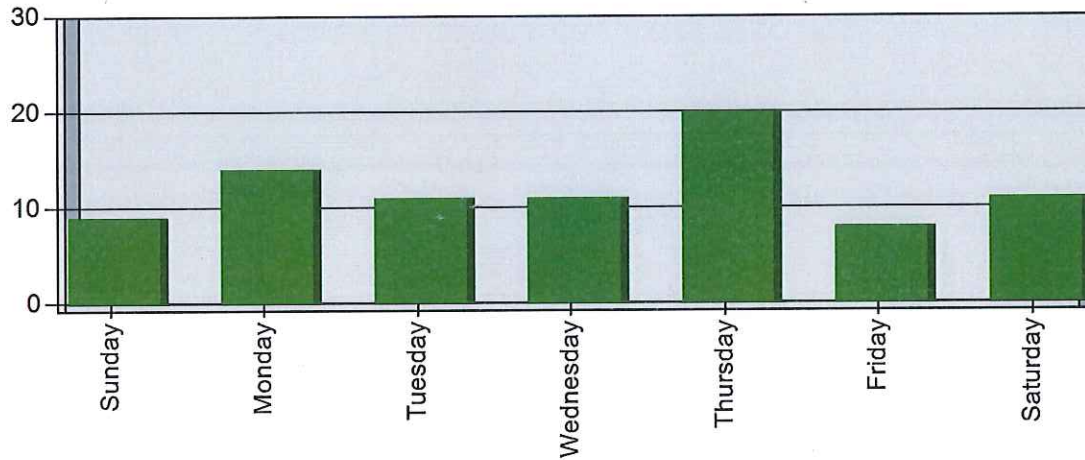
Newmarket, NH

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## Incidents by Day of the Week for Date Range

Incident Range: 100 | Start Date: 08/01/2017 | End Date: 08/31/2017



DAY OF THE WEEK	# INCIDENTS
Sunday	9
Monday	14
Tuesday	11
Wednesday	11
Thursday	20
Friday	8
Saturday	11
TOTAL	84



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# Newmarket Fire & Rescue

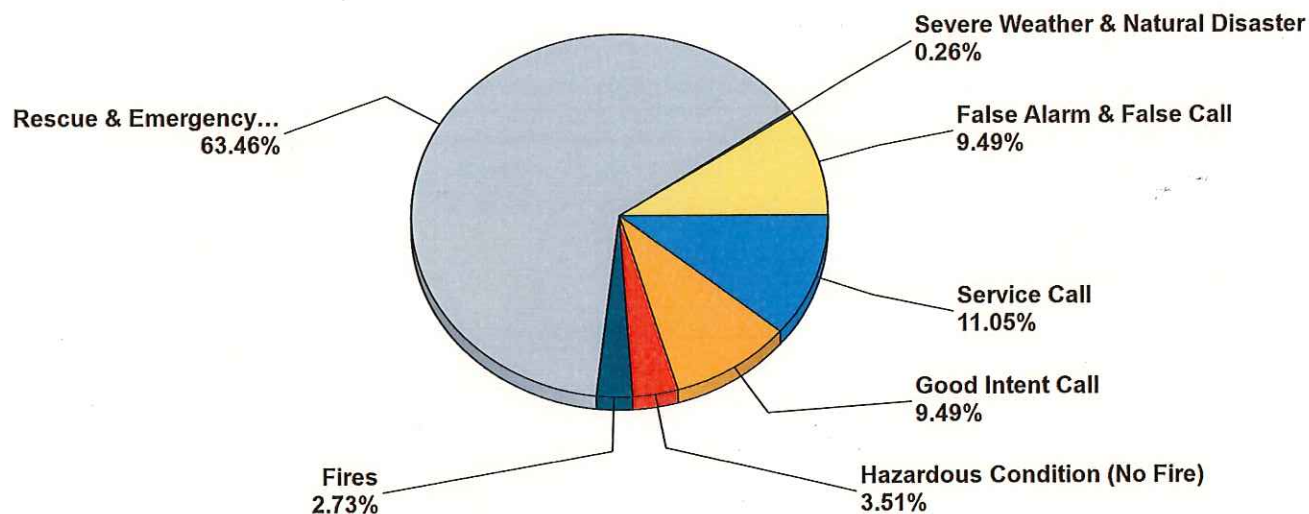
Newmarket, NH

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## Breakdown by Major Incident Types for Date Range

Zone(s): All Zones | Start Date: 01/01/2016 | End Date: 08/31/2016



MAJOR INCIDENT TYPE	# INCIDENTS	% of TOTAL
Fires	21	2.73%
Rescue & Emergency Medical Service	488	63.46%
Hazardous Condition (No Fire)	27	3.51%
Service Call	85	11.05%
Good Intent Call	73	9.49%
False Alarm & False Call	73	9.49%
Severe Weather & Natural Disaster	2	0.26%
<b>TOTAL</b>	<b>769</b>	<b>100.00%</b>

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



### Detailed Breakdown by Incident Type

INCIDENT TYPE	# INCIDENTS	% of TOTAL
111 - Building fire	5	0.65%
113 - Cooking fire, confined to container	2	0.26%
114 - Chimney or flue fire, confined to chimney or flue	2	0.26%
140 - Natural vegetation fire, other	5	0.65%
141 - Forest, woods or wildland fire	1	0.13%
142 - Brush or brush-and-grass mixture fire	2	0.26%
151 - Outside rubbish, trash or waste fire	1	0.13%
154 - Dumpster or other outside trash receptacle fire	1	0.13%
160 - Special outside fire, other	1	0.13%
162 - Outside equipment fire	1	0.13%
311 - Medical assist, assist EMS crew	2	0.26%
320 - Emergency medical service, other	15	1.95%
321 - EMS call, excluding vehicle accident with injury	438	56.96%
322 - Motor vehicle accident with injuries	18	2.34%
324 - Motor vehicle accident with no injuries.	13	1.69%
353 - Removal of victim(s) from stalled elevator	1	0.13%
381 - Rescue or EMS standby	1	0.13%
400 - Hazardous condition, other	1	0.13%
410 - Combustible/flammable gas/liquid condition, other	1	0.13%
411 - Gasoline or other flammable liquid spill	3	0.39%
412 - Gas leak (natural gas or LPG)	3	0.39%
413 - Oil or other combustible liquid spill	1	0.13%
424 - Carbon monoxide incident	5	0.65%
440 - Electrical wiring/equipment problem, other	2	0.26%
441 - Heat from short circuit (wiring), defective/worn	1	0.13%
443 - Breakdown of light ballast	1	0.13%
444 - Power line down	7	0.91%
445 - Arcing, shorted electrical equipment	2	0.26%
500 - Service Call, other	3	0.39%
511 - Lock-out	9	1.17%
512 - Ring or jewelry removal	1	0.13%
520 - Water problem, other	5	0.65%
522 - Water or steam leak	2	0.26%
531 - Smoke or odor removal	1	0.13%
550 - Public service assistance, other	2	0.26%
551 - Assist police or other governmental agency	9	1.17%
553 - Public service	2	0.26%
554 - Assist invalid	22	2.86%
561 - Unauthorized burning	9	1.17%
571 - Cover assignment, standby, moveup	20	2.60%
600 - Good intent call, other	12	1.56%
611 - Dispatched & cancelled en route	52	6.76%
622 - No incident found on arrival at dispatch address	3	0.39%
631 - Authorized controlled burning	1	0.13%
632 - Prescribed fire	1	0.13%
651 - Smoke scare, odor of smoke	2	0.26%
652 - Steam, vapor, fog or dust thought to be smoke	1	0.13%
671 - HazMat release investigation w/no HazMat	1	0.13%
700 - False alarm or false call, other	10	1.30%
715 - Local alarm system, malicious false alarm	1	0.13%
730 - System malfunction, other	4	0.52%
731 - Sprinkler activation due to malfunction	1	0.13%
733 - Smoke detector activation due to malfunction	5	0.65%
735 - Alarm system sounded due to malfunction	10	1.30%
736 - CO detector activation due to malfunction	9	1.17%

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

### Detailed Breakdown by Incident Type

INCIDENT TYPE	# INCIDENTS	% of TOTAL
740 - Unintentional transmission of alarm, other	5	0.65%
743 - Smoke detector activation, no fire - unintentional	1	0.13%
745 - Alarm system activation, no fire - unintentional	26	3.38%
746 - Carbon monoxide detector activation, no CO	1	0.13%
800 - Severe weather or natural disaster, other	2	0.26%
<b>TOTAL INCIDENTS:</b>	<b>769</b>	<b>100.00%</b>

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



# Newmarket Fire & Rescue

Newmarket, NH

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

Incident Type Range: 100 - 911 | StartDate: 08/01/2017 | EndDate: 08/31/2017

INCIDENT DATE	INCIDENT #	ADDRESS	INCIDENT TYPE	SHIFT
<b>AID TYPE: Automatic aid received</b>				
08/05/2017	2017-704	9 Grant RD	320 - Emergency medical service, other	1 - Station 1

Percentage of Total Incidents: 1.19%

<b>AID TYPE: Mutual aid given</b>				
08/11/2017	2017-720	1 Portsmouth AVE	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/23/2017	2017-755	27 Timberbrook LN	571 - Cover assignment, standby, moveup	1 - Station 1

Percentage of Total Incidents: 2.38%

<b>AID TYPE: Mutual aid received</b>				
08/03/2017	2017-696	9 Grant RD	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/05/2017	2017-702	16 Packers Falls RD	320 - Emergency medical service, other	1 - Station 1
08/05/2017	2017-703	9 Grant RD	320 - Emergency medical service, other	1 - Station 1
08/17/2017	2017-739	9 grant RD	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/17/2017	2017-741	10 Stonewall WAY	311 - Medical assist, assist EMS crew	1 - Station 1
08/17/2017	2017-742	9 grant RD	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/18/2017	2017-744	9 Grant RD	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/18/2017	2017-745	24 Birch DR	321 - EMS call, excluding vehicle accident with injury	1 - Station 1
08/21/2017	2017-750	3 Ham ST	321 - EMS call, excluding vehicle accident with injury	1 - Station 1

Percentage of Total Incidents: 10.71%

<b>AID TYPE: Other aid given</b>				
08/11/2017	2017-719	Court Street	571 - Cover assignment, standby, moveup	1 - Station 1

Percentage of Total Incidents: 1.19%

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



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# Newmarket Fire & Rescue

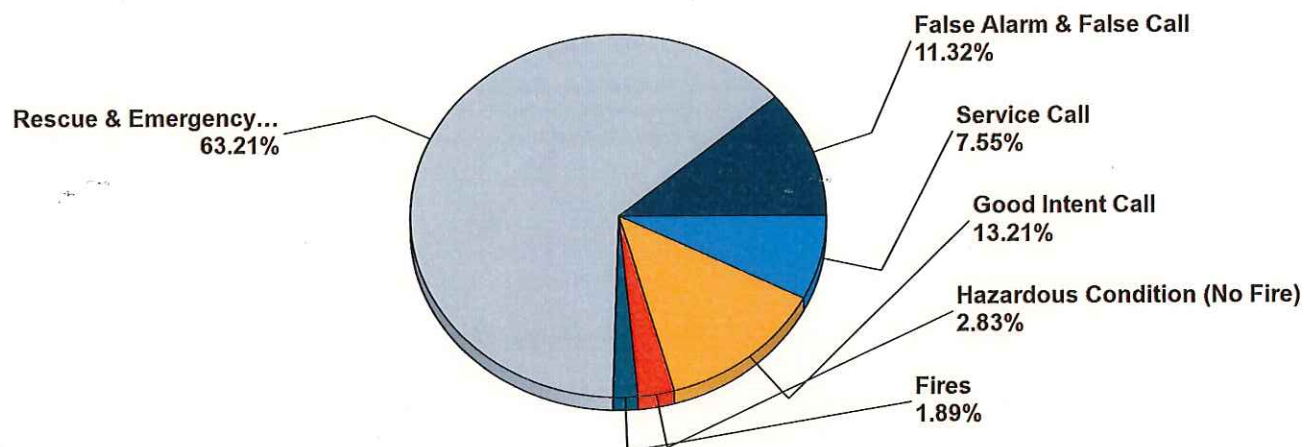
Newmarket, NH

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## Breakdown by Major Incident Types for Date Range

Zone(s): All Zones | Start Date: 08/01/2016 | End Date: 08/31/2016



MAJOR INCIDENT TYPE	# INCIDENTS	% of TOTAL
Fires	2	1.89%
Rescue & Emergency Medical Service	67	63.21%
Hazardous Condition (No Fire)	3	2.83%
Service Call	8	7.55%
Good Intent Call	14	13.21%
False Alarm & False Call	12	11.32%
<b>TOTAL</b>	<b>106</b>	<b>100.00%</b>

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



### Detailed Breakdown by Incident Type

INCIDENT TYPE	# INCIDENTS	% of TOTAL
140 - Natural vegetation fire, other	1	0.94%
162 - Outside equipment fire	1	0.94%
320 - Emergency medical service, other	1	0.94%
321 - EMS call, excluding vehicle accident with injury	63	59.43%
322 - Motor vehicle accident with injuries	2	1.89%
324 - Motor vehicle accident with no injuries.	1	0.94%
411 - Gasoline or other flammable liquid spill	1	0.94%
412 - Gas leak (natural gas or LPG)	2	1.89%
511 - Lock-out	1	0.94%
554 - Assist invalid	4	3.77%
571 - Cover assignment, standby, moveup	3	2.83%
600 - Good intent call, other	2	1.89%
611 - Dispatched & cancelled en route	11	10.38%
622 - No incident found on arrival at dispatch address	1	0.94%
700 - False alarm or false call, other	4	3.77%
733 - Smoke detector activation due to malfunction	2	1.89%
736 - CO detector activation due to malfunction	1	0.94%
740 - Unintentional transmission of alarm, other	1	0.94%
745 - Alarm system activation, no fire - unintentional	4	3.77%
<b>TOTAL INCIDENTS:</b>	<b>106</b>	<b>100.00%</b>

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

# Newmarket Fire & Rescue

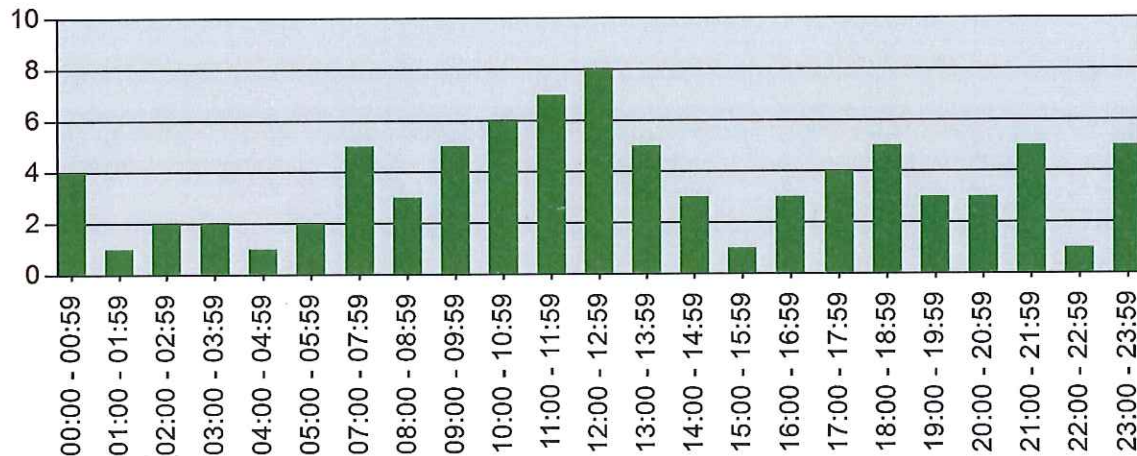
Newmarket, NH

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## Incidents per Hour for Incident Type Range for Date Range

Incident Range: 100 | Start Date: 08/01/2017 | End Date: 08/31/2017



Hour	# of CALLS
00:00 - 00:59	4
01:00 - 01:59	1
02:00 - 02:59	2
03:00 - 03:59	2
04:00 - 04:59	1
05:00 - 05:59	2
06:00 - 06:59	0
07:00 - 07:59	5
08:00 - 08:59	3
09:00 - 09:59	5
10:00 - 10:59	6
11:00 - 11:59	7
12:00 - 12:59	8
13:00 - 13:59	5
14:00 - 14:59	3
15:00 - 15:59	1
16:00 - 16:59	3
17:00 - 17:59	4
18:00 - 18:59	5
19:00 - 19:59	3

Only REVIEWED incidents included.



hour	# of calls
20:00 - 20:59	3
21:00 - 21:59	5
22:00 - 22:59	1
23:00 - 23:59	5
<b>TOTAL:</b>	<b>84</b>

Only REVIEWED incidents included.

# Newmarket Fire & Rescue

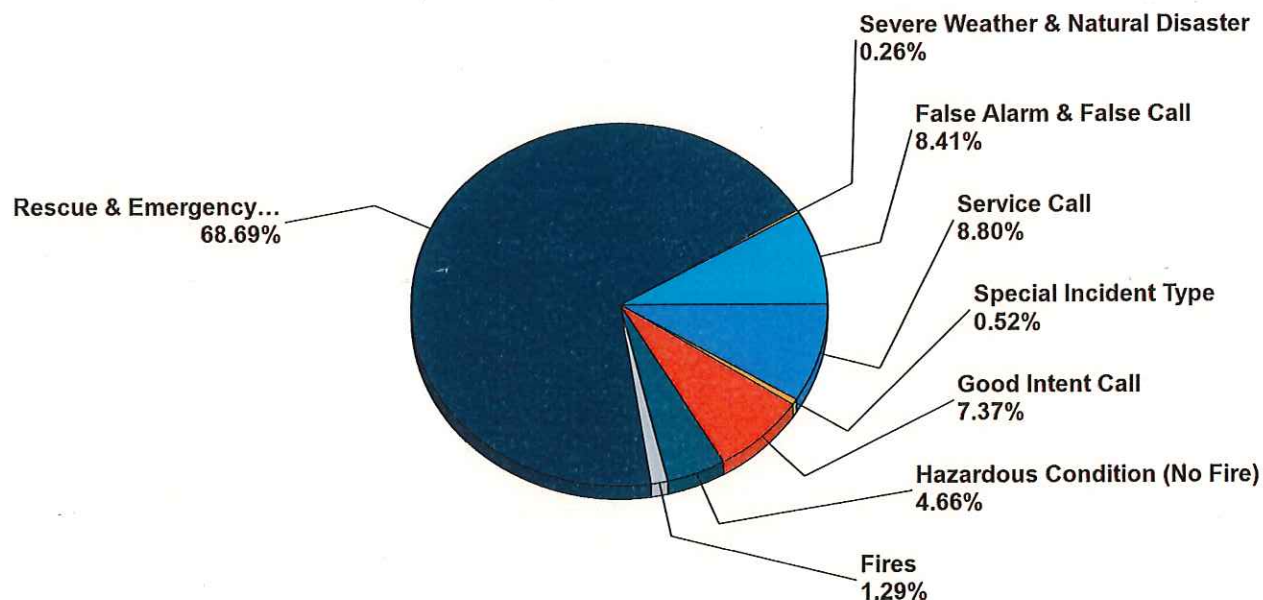
Newmarket, NH

This report was generated on 9/5/2017 8:18:48 AM



## Breakdown by Major Incident Types for Date Range

Zone(s): All Zones | Start Date: 01/01/2017 | End Date: 08/31/2017



MAJOR INCIDENT TYPE	# INCIDENTS	% of TOTAL
Fires	10	1.29%
Rescue & Emergency Medical Service	531	68.69%
Hazardous Condition (No Fire)	36	4.66%
Service Call	68	8.80%
Good Intent Call	57	7.37%
False Alarm & False Call	65	8.41%
Severe Weather & Natural Disaster	2	0.26%
Special Incident Type	4	0.52%
<b>TOTAL</b>	<b>773</b>	<b>100.00%</b>

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



### Detailed Breakdown by Incident Type

INCIDENT TYPE	# INCIDENTS	% of TOTAL
100 - Fire, other	1	0.13%
111 - Building fire	2	0.26%
113 - Cooking fire, confined to container	4	0.52%
142 - Brush or brush-and-grass mixture fire	1	0.13%
143 - Grass fire	1	0.13%
160 - Special outside fire, other	1	0.13%
300 - Rescue, EMS incident, other	9	1.16%
311 - Medical assist, assist EMS crew	6	0.78%
320 - Emergency medical service, other	24	3.10%
321 - EMS call, excluding vehicle accident with injury	453	58.60%
322 - Motor vehicle accident with injuries	14	1.81%
323 - Motor vehicle/pedestrian accident (MV Ped)	2	0.26%
324 - Motor vehicle accident with no injuries.	19	2.46%
352 - Extrication of victim(s) from vehicle	1	0.13%
355 - Confined space rescue	1	0.13%
360 - Water & ice-related rescue, other	1	0.13%
381 - Rescue or EMS standby	1	0.13%
400 - Hazardous condition, other	2	0.26%
410 - Combustible/flammable gas/liquid condition, other	1	0.13%
411 - Gasoline or other flammable liquid spill	1	0.13%
412 - Gas leak (natural gas or LPG)	4	0.52%
413 - Oil or other combustible liquid spill	4	0.52%
424 - Carbon monoxide incident	8	1.03%
440 - Electrical wiring/equipment problem, other	2	0.26%
444 - Power line down	10	1.29%
445 - Arcing, shorted electrical equipment	4	0.52%
500 - Service Call, other	4	0.52%
511 - Lock-out	7	0.91%
520 - Water problem, other	1	0.13%
522 - Water or steam leak	2	0.26%
531 - Smoke or odor removal	3	0.39%
551 - Assist police or other governmental agency	11	1.42%
553 - Public service	3	0.39%
554 - Assist invalid	22	2.85%
561 - Unauthorized burning	2	0.26%
571 - Cover assignment, standby, moveup	13	1.68%
600 - Good intent call, other	13	1.68%
611 - Dispatched & cancelled en route	34	4.40%
622 - No incident found on arrival at dispatch address	3	0.39%
631 - Authorized controlled burning	2	0.26%
651 - Smoke scare, odor of smoke	4	0.52%
661 - EMS call, party transported by non-fire agency	1	0.13%
700 - False alarm or false call, other	15	1.94%
711 - Municipal alarm system, malicious false alarm	1	0.13%
713 - Telephone, malicious false alarm	1	0.13%
715 - Local alarm system, malicious false alarm	1	0.13%
730 - System malfunction, other	2	0.26%
731 - Sprinkler activation due to malfunction	1	0.13%
733 - Smoke detector activation due to malfunction	11	1.42%
735 - Alarm system sounded due to malfunction	7	0.91%
736 - CO detector activation due to malfunction	6	0.78%
740 - Unintentional transmission of alarm, other	1	0.13%
743 - Smoke detector activation, no fire - unintentional	4	0.52%
745 - Alarm system activation, no fire - unintentional	11	1.42%
746 - Carbon monoxide detector activation, no CO	4	0.52%

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

### Detailed Breakdown by Incident Type

INCIDENT TYPE	# INCIDENTS	% of TOTAL
813 - Wind storm, tornado/hurricane assessment	1	0.13%
814 - Lightning strike (no fire)	1	0.13%
900 - Special type of incident, other	3	0.39%
911 - Citizen complaint	1	0.13%
<b>TOTAL INCIDENTS:</b>	<b>773</b>	<b>100.00%</b>

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



## **Public Works Department**

The paving work has begun and should be complete by October. Crews have been ditching and replacing deteriorated culverts on New Road, and have been raising all the sewer and drainage structures on Elm Street, Beech Street Ext., Spring Street, South Street, and Pine Street. Once all the roads are complete we will start the work on the Bay Road Municipal parking lot on the corner of Lamprey Street. This project will take about a week to complete.

There are several concrete sidewalk panels along Main Street and Exeter Road that will be removed and replaced in September. These panels have cracks and have been identified as trip hazards to pedestrians. Crews will remove the bad panels and pour new ones. This work will take a couple of days to complete.

We have been working with Affinity LED Lighting on replacing all the town street lights with LED lights, including the ornamental lights on Main Street. A proposal will be coming before the town council soon. This will be a big energy and monetary savings to the town. It will also improve the lighting on Main Street, which isn't bright enough.

The New Road Drainage Project is at 80 percent design. The permitting process is moving along and we have a verbal approval of the new outfall. Underwood will continue to work with DES on the permitting process and final design. A request has been filed for an extension on the wetlands permit for this project. We anticipate getting approval for this request in the very near future.

Target Construction has continuously promised to complete the work on the crosswalks on Main Street but has not shown up to do so. While our attorney is handling the situation, I have hired a company to finish the striping before cold weather arrives and the work can't be completed.

The North Main Street project being completed by NHDOT is progressing well, and will be ongoing until November. More delays should be expected as the crews get going. The NHDOT has requested that the contractor have no lane closures after 4 pm to reduce interruptions to traffic. Work on the new sewer main has begun.

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

### **DPW ADMIN**

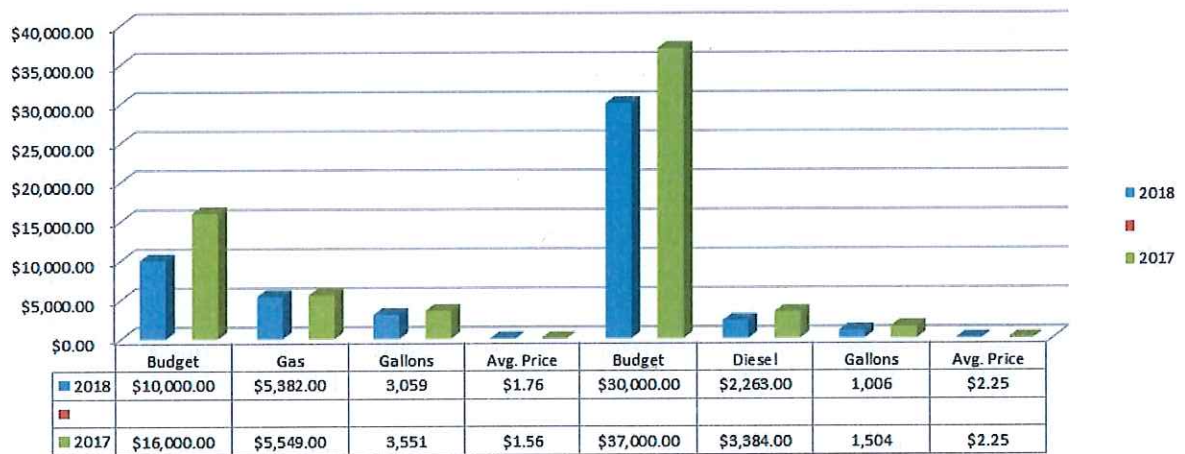
<b>Budget</b>	<b><u>FISCAL YEAR 2018</u></b>		<b>Balance Year</b>	<b>% Spent</b>
	<b>MTD Transactions</b>	<b>YTD Transactions</b>		
434,282.00	28,720.40	55,382.48	378,899.52	13%

<b>Budget</b>	<b><u>FISCAL YEAR 2017</u></b>		<b>Balance</b>	<b>% Spent</b>
	<b>MTD</b>	<b>YTD</b>		

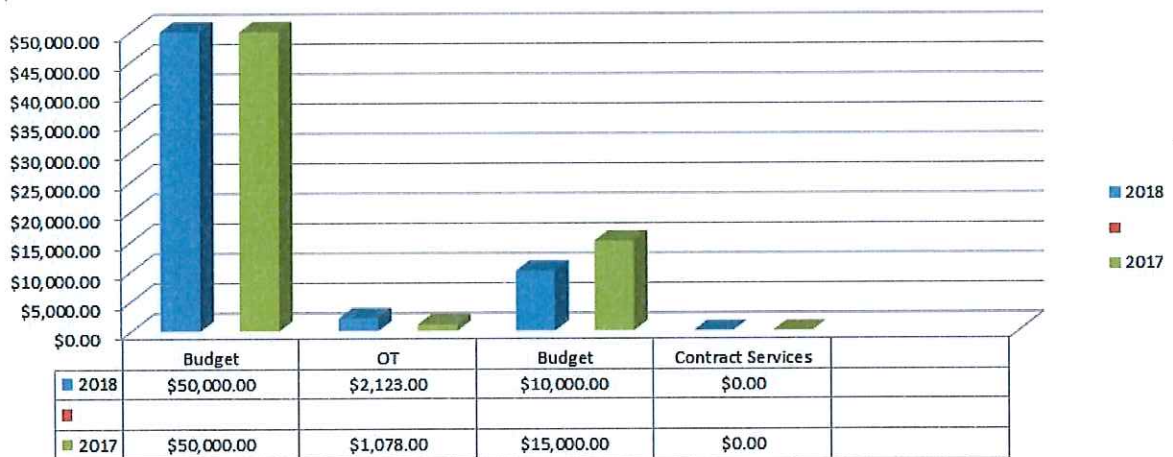
		<b>Transactions</b>	<b>Transactions</b>	<b>Year</b>	
	427,516.00	29,699.45	46,160.69	381,355.31	11%
<b>ROADS &amp; SIDEWALKS</b>		<b><u>FISCAL YEAR 2018</u></b>			
	<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
	520,270.00	1,714.12	2,185.40	518,084.60	0%
		<b><u>FISCAL YEAR 2017</u></b>			
	<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
	330,970.00	5,815.23	7,270.55	323,699.45	2%
<b>STREET LIGHTS</b>		<b><u>FISCAL YEAR 2018</u></b>			
	<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
	49,000.00	3,397.38	3,397.38	45,602.62	7%
		<b><u>FISCAL YEAR 2017</u></b>			
	<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
	49,000.00	3,713.30	3,713.30	45,286.70	8%
<b>CEMETERIE S</b>		<b><u>FISCAL YEAR 2018</u></b>			
	<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
	38,132.00	1,509.57	2,209.57	35,922.43	6%
		<b><u>FISCAL YEAR 2017</u></b>			
	<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
	37,253.00	2,741.89	4,650.48	32,602.52	12%



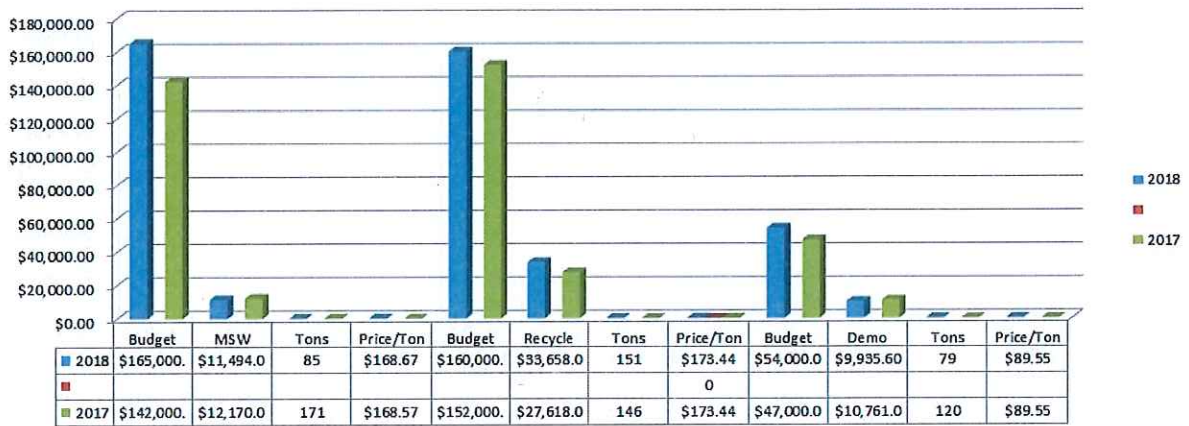
### Public Works Department YTD Gas/Diesel



### Public Works Department YTD Overtime/Contract Services



### Public Works Department YTD Solid Waste



### Public Works Department YTD Equipment/Vehicle Maintenance





## **Facilities Report**

The Facilities Department had a busy month with several projects underway within the Town and Schools.

We have been able to secure fuel oil contract for 2017/2018 heating season at a rate of \$1.778 a gallon from Santa Buckley which does represent a \$0.02 per gallon increase. Propane supply contract has been locked in for the 2017/2018 heating season at a rate of \$1.39 per gallon from DF Richard, which represents zero cost increase from the prior year. Electrical supply for the next 19 months has been locked in at rate of \$.07260\$/kWH which represents a reduction in our overall costing from \$0.01 to \$0.03 based on properties throughout Newmarket this past year.. We were able to place the bidding out for these commodities as a combined school and town bid which allowed us to receive a much more competitive pricing based on volume. We have just placed gasoline and diesel fuel out to bid.

We have been working on several projects for the town and schools such as security upgrades, facility repairs, and school construction planning and engineering.

We have been working on the Town's stormwater Integrated Pest Management program as well as tying the School's Integrated Pest Management program together to create synergies for the Town and Schools. We have been working with GSC of Rye, New Hampshire to help construct the reporting standards.

Submission for Energy Performance Contracting RFQs were due September 14, 2017 for comprehensive energy review throughout the town and schools. We received two respondents Siemens Building Technology and EEI to our solicitation.

Karen Bloom's crew have been hard at work keeping up with outside property maintenance as well as responding to service requests. As we work on the shared services between Town and Schools we have found several areas where these connections have worked out well. The town has always worked well with the schools but we can see some wonderful advantages such as the school's custodial staff will be helping with stripping and finish floors in town facilities. Likewise the town's maintenance staff has been helping in several areas such as moving larger cleaning equipment between buildings utilizing the lift gate truck.

On the School side we are heavily involved in the design process for the additions and renovation projects. The former McGrath property site remediation services have been completed, we have scheduled with Terracon Environmental to remove the old oil tank and fuel oil piping from the building, and the salvage company will be starting soon to dismantle parts of the barns and house.



The Building and Grounds crews continue to do regular maintenance and grounds care throughout the town. The School based custodial staff are well into the summer cleaning program and appear to be right on schedule.

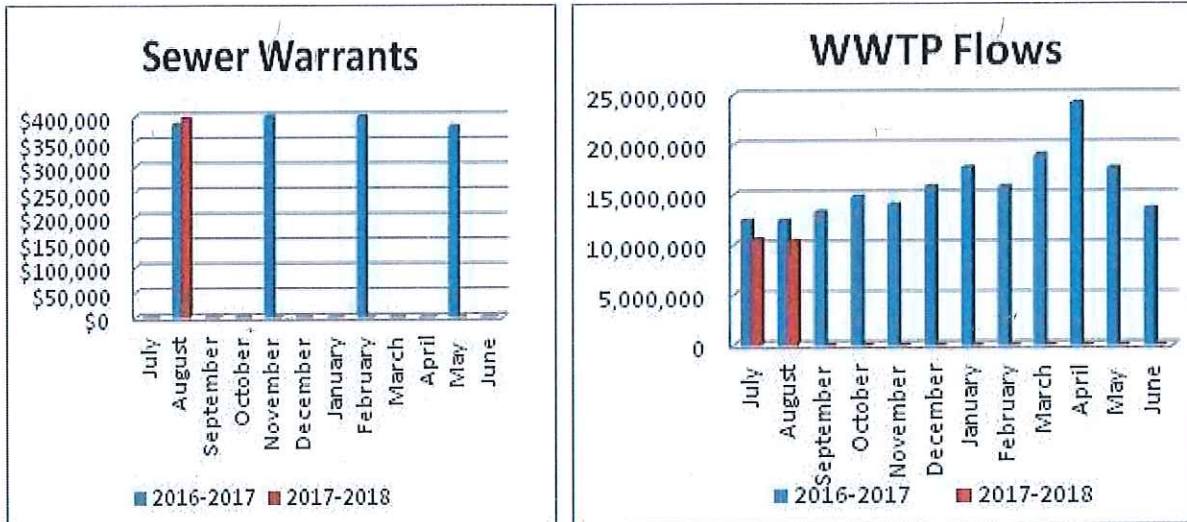
#### **FACILITIES**

<b>Budget</b>	<b><u>FISCAL YEAR 2018</u></b>		<b>Balance Year</b>	<b>% Spent</b>
	<b>MTD Transactions</b>	<b>YTD Transactions</b>		
545,965.00	41,859.33	84,244.39	461,720.61	15%

<b>Budget</b>	<b><u>FISCAL YEAR 2017</u></b>		<b>Balance Year</b>	<b>% Spent</b>
	<b>MTD Transactions</b>	<b>YTD Transactions</b>		
482,233.00	30,902.19	62,056.29	420,176.71	13%



## Environmental Services Department System Report



### Wastewater Plant

The 4-Stage Bardenpho process is up and operational. The plant staff is working on eliminating the problems that come with starting up a new wastewater treatment process. The process is working well for a new start-up. For the first month of operation the new process averaged 8.7 mg/L of Total Nitrogen discharged to the river. This is a considerable reduction from August of 2016 average Total Nitrogen discharge of 46.5 mg/L.

There is still a considerable amount of work to complete. Such as the lower lift pumping station, sludge holding tank #2 improvements, finalize the computer monitoring system, electrical work, and primary clarifier improvements. Apex plans on paving the site in the next couple of weeks.

### Vac-truck work

The suction tubes on the vac-truck got stuck while fully extended out. Town staff attempted to retract the tubes, but could not. It was found that a bad seal allowed grit and sand into the area between the tubes. The sand and grit would not allow the tubes to retract. It was determined that Vaccon was at fault for the bad seal, and for not properly lubricating the tubes. Vaccon is replacing the tubes and seal. There will be no charge for to the town for the parts or labor for the repairs.

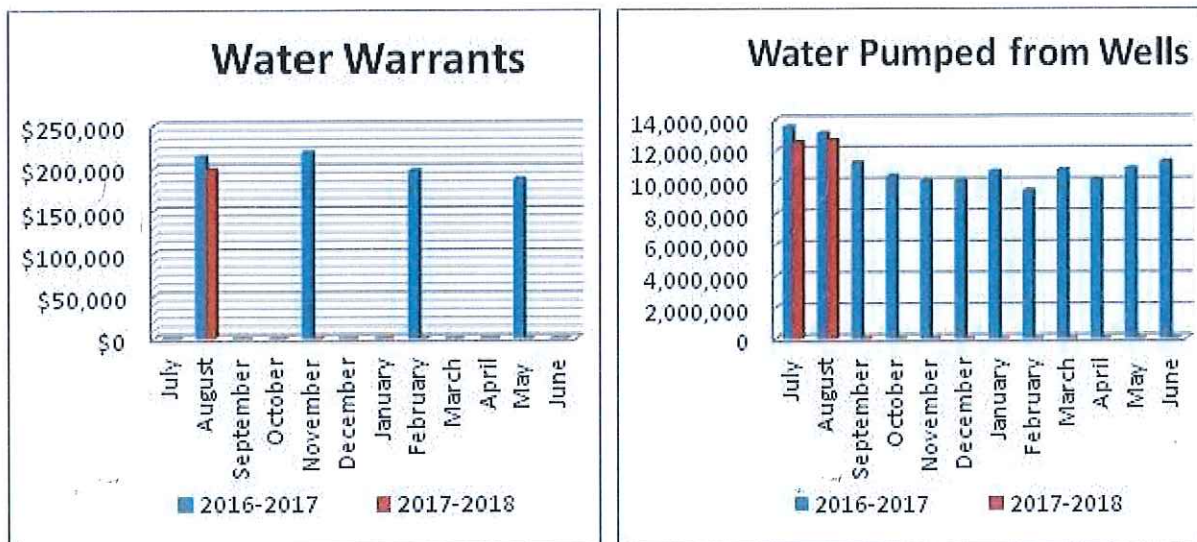
### Creighton Street Generator

On August 20<sup>th</sup> 2017, the Wastewater Department staff was routinely exercising pump station generators when the Creighton Street Pumping Station generator began to discharge thick black smoke out of the generator exhaust. The generator began to run very rough and sounded like it was going to stall. A generator technician was called in to trouble shoot the problem. The technician found that the cam position sensor had failed. The sensor was not readily available. So we had to rent a generator so the pumping station would have backup power. The Creighton Street Pumping Station receives wastewater from the entire town, and then pumps the wastewater up to the wastewater treatment plant for treatment. A new sensor has been installed and the generator is back in service.

Monthly Operations Report															
Newmarket WPCF															
Permit # NH00100196															
August-2017															
	Inf. Flow		Eff. Flow MGD			BOD		TSS		Nitrogen	PH		Fecal	Enter	Chlorine
	MGD	Min	Max	Total	Inf.	Eff.	Inf.	Eff.			Inf.	Eff.	Colif.	ococci	Residual
1	.3370	.00	1.2	.2660		8		7	12	7.4	6.9	117	8	0.00	0.00
2	.3130	.10	0.9	.3130		6		4	7	7.7	7.2	5	10	0.00	0.00
3	.3080	.10	0.9	.3080						7.6	7.1	3	3	0.00	0.00
4	.3345	.05	0.9	.2960						7.7	7.3	1	4	0.00	0.00
5	.3270	.08	1.0	.3180						7.6	7.3	3	2	0.05	0.88
6	.3270	.02	1.1	.3270						7.8	7.4	9	2	0.66	0.00
7	.3920	.01	1.1	.2960		9		4	5	7.6	7.3	3	4	0.00	0.00
8	.3520	.05	1.0	.3400		8		2	4	7.7	7.3	<2	<1	0.00	0.00
9	.3310	.08	0.9	.2980						7.8	7.3	2	<1	0.00	0.00
10	.3310	.05	0.9	.3000						7.8	7.3	4	1	0.00	0.00
11	.3270	.03	0.8	.2890						7.5	7.2	8	2	0.00	0.20
12	.3360	.08	1.0	.3070						7.6	7.2	13	2	0.00	0.00
13	.3550	.00	1.0	.3260						6.6	6.9	6	7	0.00	0.00
14	.3280	.06	0.9	.3090		10		11	10	7.8	7.0	28	37	0.00	0.00
15	.3250	.07	0.9	.3190		11		11	12	7.8	6.9	<2	23	0.00	0.00
16	.3280	.09	0.9	.3110						7.5	7.0	1	28	0.00	0.00
17	.3260	.03	1.0	.3030						7.6	6.9	7	44	0.00	0.00
18	.4060	.02	1.9	.5270						7.5	7.0	41	51	0.00	0.00
19	.3600	.09	1.0	.3320						7.7	7.2	3	<1	0.00	0.00
20	.3600	.05	1.0	.3280						7.7	7.2	<2	13	0.00	0.00
21	.3350	.05	1.1	.3350		17		14	5	7.2	7.3	3	4	0.00	0.00
22	.3390	.10	1.1	.3910	338	19	359	14	8	7.4	7.2	9	48	0.05	0.00
23	.3920	.00	1.4	.4380						7.4	7.2	<2	16	0.00	0.00
24	.3420	.00	1.4	.3740						7.4	7.1	16	52	0.00	0.00
25	.3420	.11	1.2	.3790						7.5	7.1	<2	9	0.00	0.00
26	.3470	.10	1.0	.3670						7.2	7.1	<2	1	0.00	0.00
27	.3780	.09	1.0	.3920						7.4	7.2	<2	<1	0.00	0.00
28	.3500	.09	1.0	.3410						7.7	7.2	<2	5	0.39	0.00
29	.3350	.08	0.9	.3330	315	23		26	11	7.9	7.2	1	6	0.51	0.00
30	.3390	.03	1.5	.3800		18		18	13	7.6	7.2	3	17	0.38	0.00
31	.3230	.04	1.0	.2850						7.7	7.1	<2	10	0.00	0.00

Average Wastewater Flow Discharged: 0.3364 Million Gallons/Day  
 Biochemical Oxygen Demand (BOD) Removal: 96%  
 Total Suspended Solids (TSS) Removal: 94%  
 Total Nitrogen (TN) Average Discharge: 8.7 mg/L





#### Lead and Copper Testing

The Water Department will be performing a second round of lead and copper testing within the next couple of weeks. The first round of lead and copper samples that were analyzed in the spring all met the Safe Drinking Water Standards. The Town is required to perform lead and copper testing because the Town started up the MacIntosh Well.

#### Hydrant Flushing

The Water Department is working on a hydrant flushing program. At the end of September, the Water Department will be flushing hydrants. The Water Department has not flushed hydrants since 2003. Hydrant flushing will take place Monday through Thursday from 11pm to 5am. I expect that it will take a couple of weeks to flush the entire water system. I expect that that town residents will experience some discolored water. If a resident experiences discolored water. They should allow the cold water to run until the discolored water goes away.

#### MacIntosh Blending Facility

On August 11, 2017, a valve failed closed. The valve failed closed due to some contacts that failed in the actuator. The new contacts were installed, and the facility was put back into service.

**AUGUST FLOW TOTALS 2017**

Date	Bennett		Sewall		MacIntosh		
	Hrs	Gallons	Hrs	Gallons	Hrs	Gallons	Total
1	11.9	99,434	11.9	148,835	11.5	210,200	458,469
2	10.3	85,880	10.3	128,472	10.0	181,700	396,052
3	11.1	92,840	11.1	138,835	10.8	196,500	428,175
4	11.1	92,737	11.1	139,164	10.8	195,700	427,601
5	8.5	71,400	8.5	107,100	8.3	150,700	329,200
6	13.0	108,598	13.0	162,515	12.6	230,000	501,113
7	8.8	73,417	8.8	110,140	8.6	154,900	338,457
8	10.4	86,887	10.4	130,362	10.1	183,700	400,949
9	14.7	142,781	14.7	208,530	4.8	88,200	439,511
10	14.7	130,672	14.7	193,464	3.6	60,900	385,036
11	14.6	122,640	14.6	227,760	3.5	60,600	411,000
12	16.5	178,200	16.5	257,400	0.0	0	435,600
13	15.5	166,919	15.5	239,494	0.0	0	406,413
14	11.9	104,533	11.9	155,380	9.6	173,600	433,513
15	9.1	76,315	9.1	114,319	8.7	159,100	349,734
16	11.8	94,573	11.8	147,603	11.4	201,700	443,876
17	10.7	89,042	10.7	133,320	10.1	183,100	405,462
18	11.1	92,985	11.1	139,389	10.6	196,200	428,574
19	8.6	72,686	8.6	108,834	8.5	153,900	335,420
20	12.1	101,241	12.1	151,561	11.8	214,200	467,002
21	8.7	72,898	8.7	109,271	8.4	153,500	335,669
22	11.6	96,771	11.6	144,777	11.3	205,000	446,548
23	10.8	90,246	10.8	135,181	10.5	190,200	415,627
24	10.0	83,695	10.0	125,507	9.7	177,000	386,202
25	9.6	80,640	9.6	120,960	9.2	167,100	368,700
26	11.7	98,280	11.7	147,420	11.3	206,200	451,900
27	12.3	102,781	12.3	153,920	12.0	217,200	473,901
28	11.4	95,445	11.4	142,967	11.1	202,600	441,012
29	8.7	72,508	8.7	108,508	8.4	152,600	333,616
30	11.5	96,161	11.5	143,921	11.1	202,900	442,982
31	9.7	91,318	9.7	121,945	9.5	171,800	385,063
Total	352.4	3,064,523	352.4	4,596,854	277.8	5,041,000	12,702,377
Avg.	11.4	98,856	11.4	148,286	9.0	162,613	409,754

**WATER**

**FISCAL YEAR 2018**

**Budget      MTD Transactions      YTD Transactions      Balance Year      % Spent**



1,137,780.00	393,245.69	420,530.59	717,249.41	37%
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**FISCAL YEAR 2017**

<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
932,813.00	384,808.70	412,849.87	519,963.13	44%

**SEWER**

**FISCAL YEAR 2018**

<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
2,182,426.00	637,596.96	684,237.66	1,498,188.34	31%

**FISCAL YEAR 2016**

<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
1,177,968.00	219,637.99	269,354.64	908,613.36	23%

## Information Technology

1. Of course the biggest thing going on is the new phone system. We are still on target for the end of Sept. Had a “utility pole survey” with Eversource and FirstLight, and it seemed good, with Eversource wavering just a bit. If we hit another delay, it won’t be much, because the issues raised were very minor and easily rectifiable.
2. The new phone system means a new Internet connection, which means new secure tunnels to Concord for motor vehicle registrations and some Police business. Generally getting these changes through the state makes you hanker for an ice pick in the temple, but I am super hopeful (naive) that these will be complete with time to spare. Assuming we light up the fiber late next week, we will have plenty of time to test and work with the State to get this done.
3. The State is also rolling out a whole new system for doing motor vehicle registrations. Originally this system was to go live in Feb, but the day before every town was to go live, Concord pulled the plug. It is my hope that all the bugs are now out, and when we go to the new motor vehicle system after Columbus Day, things will be smooth. Recording calls at Police is posing a challenge with the new phone system, but I am confident we can resolve the issue in several different ways. May require a little retraining of staff on how they have always done things, but it’s not a show stopper.
4. For years Finance has paid for the Internet connectivity charges for the Town. In my new budget, IT will assume that payment with the Town Administrator in agreement. GSuite is proving to be an excellent resource for the Town and Google has added a new feature that will let users select a folder on their PC and synchronize it to the Cloud under their account. All encrypted and safe. This could put an end to those ransomware attacks since we would always have a good copy available in the Cloud.
5. Still moving along with the new Accounting Server project. We were not buried in responses to our RFP, but we did get enough to see what is out there and try and pick the very best choice available. This is going to be a lengthy and heavily involved project with lots of tentacles to it.
6. Channel 13 has had several problems lately with video and sound quality. Our station manager Tim Cremmen sent out RFPs for a new recording and streaming system and we have three quotes in. I hope to make this proposal to the Council soon. While it isn’t cheap, we haven’t updated the recording hardware in at least ten years, so we should be able to expect ten years from this new hardware.
7. Working with Sean Greig on the new WasteWater plant with all the alarms and SCADA and all that good stuff. Need Comcast to move lines from the utility poles as soon the pole owner will be ready to tear down the old ones.
8. Postponed a “shredding party” to shred old documents. Too many departments too



busy to give it the time it needs to be successful.

**IT**

<u>FISCAL YEAR 2018</u>				
Budget	MTD Transactions	YTD Transactions	Balance Year	% Spent
139,422.00	7,316.05	40,554.07	98,867.93	29%

<u>FISCAL YEAR 2017</u>				
Budget	MTD Transactions	YTD Transactions	Balance Year	% Spent
135,558.00	8,607.05	11,491.71	124,066.29	8%

## Building Safety, Health and Zoning Compliance

### Previous Month Activities

Permits Issued		Revenue	Notes
Building	10	\$4446	
Electrical	15	\$763	4 Paid With Building Permits
Plumbing	8	\$295	4 Paid With Building Permits
Mechanical	6	\$110	4 Paid With Building Permits
<b>Total</b>	<b>22</b>	<b>\$6575</b>	

### Additional Activities

- Conducted 40 regular construction inspections
- Investigated and took action two zoning violations
- Attended Strafford Metropolitan Planning Organization Technical Advisory Committee Meeting. This group focuses on long range transportation planning needs.
- Continued sign ordinance enforcement efforts
- Assisted several residents and contractors with design for code compliance
- Developed a proposal for a pedestrian bridge over the upper narrows (where the river narrows to 100 feet) of the Lamprey River to Heron Point Sanctuary.

### BUILDING INSPECTION

#### FISCAL YEAR 2018

Budget	MTD Transactions	YTD Transactions	Balance Year	% Spent
70,731.00	5,097.29	10,334.55	60,396.45	15%

#### FISCAL YEAR 2017

Budget	MTD Transactions	YTD Transactions	Balance Year	% Spent
69,755.00	5,278.19	8,319.92	61,435.08	12%



## **Town Clerk - Tax Collector**

### **TAXES**

Total Committed 2017	\$9,457,540	Tax 1
Total Collected thru 8/31/17	\$9,238,625	Principal & Interest

### **TAX LIENS**

	2016 Liens	2015 Liens	2014 Liens
	<u>(Deed 2019)</u>	<u>(Deed 2018)</u>	<u>(Deed 2017)</u>
Property Tax Amount Liened	216,555	196,946	209,291
W/S Amount Liened	0	66,195	71,925
# Properties Liened	71	93	111
Uncollected thru 8/31/17	134,293	108,068	8,728

### **WATER & SEWER (1/1 THRU 8/31/17)**

	<u>2017</u>	<u>2016</u>
Water Billed	589,462	540,875
Sewer Billed	1,184,674	997,989
Uncollected thru 8/31/17	335,301	228,884

### **TOWN CLERK REVENUE (7/1/17 thru 8/31/17)**

	<u>Year End</u> <u>6/30/18</u>	<u>Year End</u> <u>6/30/17</u>	
Motor Vehicle (MV)	258,166	253,733	1.75% increase
Town "non-MV"	24,903	23,484	6.04% increase
State NH (MV, Vitals, Boats, Dogs)	94,309	88,421	6.66% increase

- Motor vehicles still on the upswing
- Daily activity steady
- Dog Licenses Due April 30th
  - 1 outstanding dog license

**TOWN  
CLERK**

**FISCAL YEAR 2017**

<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
168,528.00	12,431.63	23,817.39	144,710.61	14%

**FISCAL YEAR 2015**

<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
176,442.00	15,075.88	23,384.80	153,057.20	13%



## **Planning Department**

### **Planning Board Activities**

#### ***Status of approved applications of the Planning Board:***

**Rockingham Golf, LLC (a.k.a. Chinburg Builders, Inc.)** is developing a residential open space design subdivision, involving 52 house lots, at the site of the Rockingham Country Club at 200 Exeter Road. The development, "Rockingham Green", envisions the existing golf course, to remain open to the public, and the adjacent wetlands to be preserved as open space. Construction activity has moved along expeditiously at the site. Road construction is nearly complete with only the overlay to be completed. A performance guarantee has been posted in the amount of \$106,000 to assure final completion of the road and all related infrastructure improvements. The developer has received Certificates of Occupancy (COs) for thirty-nine (39) homes in the development. Six (6) homes have building permits open and are currently under construction. The subdivision is over 76% built-out.

**Newmarket Industrial Park Lot 6, LLC/Shearwater Investment Corporation** – The owners of the Industrial Park have recently purchased parcels which front on Route 108 in order to create two new industrial sites. The conceptual plan includes a revision to the site plan which was previously approved by the Planning Board at 2 Forbes Road. Instead of a 24,000 square foot addition, they are proposing a 12,000 square foot expansion. Also, the plan involves the development of two new industrial buildings and associated parking. As part of this project, the intersection of Forbes Road and Route 108 will be improved with a right turn lane and larger turning radii which will be coordinated with the NH Department of Transportation (DOT). The project is still under final review by the NH DOT, however, agreement has been reached between the Developer and State with respect to widening the Route 108 roadway which should appreciably improve safety at the intersection. The project received conditional approval at the November 15, 2016 Planning Board meeting. The Planning Board on May 9, 2017 agreed to extend the time frame for complying with the conditions of approval for another six (6) months. The Planning staff has recently heard from the developer who has indicated the tenant for the 12,000 square foot expansion has backed out of the project. The applicant will likely return to the Planning Board for consideration of a scaled down version of the project.

**Hayden Place** - Residential Open Space Development at 74 Bald Hill Road being developed by Chinburg Builders, Inc. The Planning Board approved a special use permit for this project in 2014. The project involves the construction of ten (10) single family homes and 650 feet of roadway at the foot of Bald Hill with adjacent lands being preserved in perpetuity as open space. The twenty-one (21) acre open space tract has been conveyed to the Southeast Land Trust (SELT) which will maintain and act as stewards of the conservation land. Road

construction has proceeded expeditiously with only the final overlay to be completed. A performance guarantee has been posted to assure the completion of road work to allow the issuance of building permits for the remaining houses. Certificates of occupancy for the first seven (7) homes have been issued and two (2) building permits have been issued for other homes in the development which are under construction. The subdivision is over 70% built-out.

**Jarib M. Sanderson** – Robin Realty Newmarket Trust/Tuck Realty Corporation filed an application for a Special Use Permit for a residential open space design subdivision involving 11 lots at 36 Dame Road, Tax Map U2, Lot 297, and Bay Road, Tax Map U2, Lot 320, both in the R1 Zone. The special use permit was conditionally approved by the Planning Board at its July 12, 2016 meeting following a site walk and review by the Technical Review Committee (TRC) of the Planning Board. A more detailed subdivision application was submitted in the August and was conditionally approved at the November 15, 2016 Planning Board meeting. The staff has completed negotiations regarding the development agreement. Construction was started in April. The project is several weeks behind schedule, as all work was to be completed by July. At this time, 70% of the drainage is complete, the blasting and ledge removal is complete, the subgrade excavation is at 90%, and the underground conduit has been installed. The construction entrance remains inadequate and the contractor is required to address this issue. Work on the underdrains and the cross-culvert near the end of the cul-de-sac will resume next week. After which, the Contractor will start to lay gravel for the base course of the road.

**Zoning Board of Adjustment** – There were no Zoning Board of Adjustment (ZBA) applications in July or August 2017.

**Future Land Use Plan and Zoning Changes** – At its November 15, 2016 meeting, the Planning Board prioritized action items for implementing the recommendations of the Future Land Use Chapter. The top priority is to bring forward zoning changes for both the Continuing Care Retirement Community (CCRC) and Assisted Living Overlay District (ALO) that have been recommended by the Economic Development Committee (EDC). The Planning Board subcommittee met during the winter and spring to review reference materials related these housing concepts and other zoning changes. A hearing was scheduled on May 9 on changes for economic development involving a new assisted housing overlay district and signage regulations. The New Road assisted housing overlay district ordinance was forwarded to the Zoning Subcommittee for further revisions at the June 13, 2017 Planning Board meeting. The signage regulations were advanced to the Town Council for consideration. The Town Council had a second reading and public hearing on the signage regulations at its meeting on June 21, 2017 and the revised signage regulations were approved unanimously. They will go into effect



immediately. There have been modifications to the proposed New Road zoning overlay proposal to reflect an interest in limiting the uses to low impact uses such as nursing homes with skilled nursing facilities and memory care units. A Planning Board public hearing was held on the overlay district on Tuesday, September 12, 2017 and the Planning Board unanimously endorsed the proposed change and voted to forward the proposal to the Town Council for adoption.

**FEMA Floodplain Maps and Ordinances-** The Federal Emergency Management Agency (FEMA) has sent the Town new Flood Insurance Rate Maps (FIRM). Whenever new maps are produced, communities, such as Newmarket, which are participating in the National Flood Insurance Program, are required to have ordinances in place which are compliant with federal regulations. The NH Office of Energy and Planning (OEP) has conducted a compliance review of our regulations and forwarded recommendations for updating our regulations. The Planning Board will need to make amendments to the zoning, subdivision and site review regulations to assure Newmarket's continued eligibility in the program. The Planning Board set up a subcommittee to work with the Planning Director on these amendments for consideration at a future meeting. We have received word from the NH OEP that there was an appeal regarding the new flood plain maps. The deadline for adopting new maps and revising zoning ordinances has, therefore, been postponed. Copies of the preliminary floodplain maps are available for public viewing in the Planning Office and have been posted on the Town's website. Recent discussions with the NH OEP/FEMA representative indicated that it may be another year before the maps are finalized and can be adopted.

## **Special Projects**

**Route 108 Pedestrian Crossings:** At its May 4, 2016 meeting the Town Council authorized the Town Administrator to enter into a contract with Target Construction to complete the Downtown Pedestrian Crossing Improvement project. A copy of the engineering report and the most recent plans can be viewed electronically on the Town's website at [www.newmarketnh.gov](http://www.newmarketnh.gov). The RRFB (Rapid Reflecting Flashing Beacons) at the crosswalks for improved pedestrian safety have been installed. Milling and paving work is complete and other pedestrian signs have been installed. As of December 9, 2016 the project was "substantially complete". A construction coordination meeting was held on Wednesday, June 14, 2017 with the project team. During the last week of June, the Contractor completed several punch list items, including the resetting of pavers, and the repair of the paver depression in the crosswalk in front of the Big Bean. In August, the Town hired a pavement marking subcontractor to complete crosswalk striping and street markings. Target construction is currently working in the downtown to correct remaining issues with the

sidewalk ramp and curb flushing in another location. As soon as that work is complete, the project will be ready for a final inspection and can be closed-out.

**Macallen Dam Feasibility Study:** At the 2015 Town Meeting, funding in the amount in \$50,000, was approved for the Macallen Dam Capital Reserve Fund. The Town issued a Request for Proposal (RFP) for engineering services which will look at the current stability of the dam as well as the option of raising the abutments in order to meet requirements to pass the 100 year flood. Engineering proposals from three (3) firms were received on October 2015. Awarding the contract for the stability analysis was placed on hold, while follow-up work on the hydraulic calculations was completed. The Town's consultant, Gomez and Sullivan (G&S), put together a technical memorandum regarding the design flows associated with increasing the capacity of the dam, which is one of the outstanding items in the NH DES Letter of Deficiency. The Town now has a more refined model in place to evaluate various dam modifications and repairs including increasing the height of the abutment walls to meet the required design flows. With the new model, the 100 year design flow is 9,824 cfs, with a water surface elevation of 33.61 feet at the dam with the gates closed.

At a June meeting with NH DES, it was clarified that if the Town just focuses on improvements to the abutment walls, a stability analysis would only have to be completed on that aspect of the dam and not the entire dam structure which would result in reduced costs for the Town. Also, the breach analysis would not have to be re-done. The final draft of the summary report, including an updated model, was submitted by G & S to the Committee in July and has been approved by the New Hampshire Department of Environmental Services.

At the July 19, 2017 Town Council meeting, the Town Administrator was authorized to enter into a consulting contract with GZA GeoEnvironmental to complete a stability analysis and conceptual design related to increasing the height of the abutment walls on either side of the dam. This study will result in some preliminary cost estimates which will be included as a warrant article at the 2017/2018 annual meeting next March. A kick-off meeting for the project was held with GZA during the last week of August. GZA came forward and presented three (3) alternative plans for the wall abutments. They have been coordinating with the State NH DES and will be coming forward with more refined plans at a later meeting. The Dam Committee has authorized GZA to commence work to look at options for dam gate automation. The Town will have some cost-estimates to include in next year's budget by the beginning of November.

**MS4 Program** - Planning staff continues to monitor progress with respect to the MS4 program by attending the Seacoast Stormwater Coalition Meetings. The Coalition has organized a program to assist communities in the region with meeting the minimum NPDES permit requirements to help minimize costs and prevent the duplication of services at the local level for work tasks such as outreach, the bulk purchase of water quality monitoring equipment and



shared contracting for laboratory work. Newmarket will be participating in this effort to help prepare the Town for the MS4 program. On January 18, 2017 the US Environmental Protection Agency (EPA )authorized the much-debated and highly anticipated General Permits for Stormwater Discharges from Small Municipal Separate Storm Sewer Systems (MS4s) for New Hampshire. The effective date of the permits is July 1, 2018, which gives Newmarket more time than expected for setting up the program and for budget planning. Meanwhile, at the Town Council meeting on May 3, the Town Council voted unanimously to join the efforts of the NH Stormwater Coalition to appeal the MS4 permit that was issued by EPA and awaits a decision on the appeal.

**Capital Improvements Plan (CIP) Committee-** The Capital Improvements Plan (CIP) committee held its first meeting at the end of August and has started its work related to the CIP. The Town's Departments and School Administration has submitted 48 CIP projects for consideration. The CIP committee conducted tours of the facilities on September 11 and will be meeting to hear a presentation from the School Administration on September 14. The Departments will present their CIP requests on Monday afternoon, September 18. Following the presentations, the CIP committee will deliberate and form recommendations on the projects during the last week of September, with a formal submission of its recommendations to the Town Administrator by September 1.

**Groundwater Modeling Project -** There was a special presentation by the Strafford Regional Planning Commission (SRPC) at the June 13, 2017 Planning Board meeting on the results of a recently completed modeling study conducted in conjunction with the University of New Hampshire. The study is designed to identify existing and potential future location where public water systems may be vulnerable to sea-level rise impacts. The report also describes strategies to avoid and lessen the impacts of sea-level rise by increasing resiliency and educating the public about these measures. The results of the study were well-received by the Planning Board and it is hoped that further grants will be forthcoming to refine the study's conclusions. The report related to the groundwater water modeling is now on the Town's website at [www.newmarketnh.gov](http://www.newmarketnh.gov) under the Planning Board's webpage, please click on "Final Groundwater Report".

**Stormwater Management Regulation Update -** The Town has received an \$8,000 grant from the Setting Sail Program, a NOAA Project of Special Merit, to update the Town's stormwater regulations that were developed in 2010. The new regulations will reflect state of the art thinking about stormwater and new technologies that have been developed for stormwater management. These new regulations will assist the Town in meeting requirements under the MS4 Program as well as provide more resiliency against coastal hazards, riverine flooding, and/or sea-level rise. There was a kick-off meeting with the project partners, Strafford Regional Planning Commission, and the Newmarket Planning Board in July. The

subcommittee, which is working on the project, met in August to hear the results of the preliminary regulatory audit that was completed on the Town's current regulations to see what is needed to bring the regulations into line with the newly released stormwater model ordinance and MS 4 requirements. The subcommittee is scheduled to meet again on August 21, 2017.

**MRI Efficiency Report**—The Director of Planning has been working with the Town Administrator toward implementing the recommendations of the report that pertain to Planning. These include looking at the feasibility of upgrading the Town's GIS technology, the updating and review of job descriptions in the Planning and Building Office, and possible expansion of staff and the shifting job responsibilities within the Department. The staff recently had a conference meeting with a GIS consultant to discuss the process and costs associated with adding building outlines to the Town's GIS system.

**PLANNING**

		<u><b>FISCAL YEAR 2018</b></u>			
	<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
	126,215.00	8,081.38	23,909.88	102,305.12	19%

		<u><b>FISCAL YEAR 2017</b></u>			
	<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
	122,676.00	8,398.48	21,391.10	101,284.90	17%



## Finance Department

No Report this Month

### FINANCE

#### FISCAL YEAR 2018

Budget	MTD Transactions	YTD Transactions	Balance Year	% Spent
227,750.00	16,284.32	26,063.42	201,686.58	11%

#### FISCAL YEAR 2017

Budget	MTD Transactions	YTD Transactions	Balance Year	% Spent
206,844.00	15,375.25	21,044.92	185,799.08	10%

### HR

#### FISCAL YEAR 2018

Budget	MTD Transactions	YTD Transactions	Balance Year	% Spent
1,628,692.00	134,525.47	443,899.49	1,184,792.51	27%

#### FISCAL YEAR 2017

Budget	MTD Transactions	YTD Transactions	Balance Year	% Spent
1,515,143.00	49,244.66	397,331.24	1,117,811.76	26%

## **Recreation Department**

### **Recreation Fiscal Business Report**

We are happy to announce that we are still off to a good start for the 2017/18 fiscal year in our *Revolving Account Revenue* with a record \$57, 990 collected to date. We were ahead of last year's revolving account in revenue by \$13,086 which was at \$44,904.

#### ***Revolving Account Expenditures:***

To date we have currently expended 48% of our \$279,115 budget, as compared to 41% spent of last year's budget of \$243,433 at this same time. It is estimated that the increase this year as compared to last year due to the additional monies spent by adding the Durham pool trips. The majority of revenue collected for this new added program was shown in last year's fiscal year. Also, as noted in the previous reports the payroll increased due to the additional staff hired in order to accommodate the added campers – again, revenue collected in last year's fiscal year.

*General Fund Expenses* are HIGHER YTD as compared to last year by \$3446.

### **Personnel Report**

We are actively in process of interviewing and filling our Specialty Program Coordinator position. We have had many applicants. Through multiple interviews, we are narrowing down on the person who will be a strong asset to the Rec team and help us provide new and exciting opportunities for the Newmarket Community. With our fall programming starting up this month, we also have returning instructors for some of our dance, sport, craft and pre-school programs. In addition to our valued part-time help, we are also in the process of recruiting and scheduling many volunteers to ensure the success and quality of our fall programming. It should be noted that our profit margin on all some programs and most events often are effected by how many volunteers we are able to recruit in lieu of paid staff.

The Rec Department will also see more UNH students jumping in starting this month. The Administrative staff attended UNH Recreation classes to discuss the opportunity for students to earn their volunteer/practicum hours here at Newmarket Community Center & Sunrise Sunset. We have had some interest and we are excited to help them build their experience through our programs.

### **Recreation Community Events**

Our Splash and Dash event in August was lots of fun! We had a great community turnout and many day of registrations. It was a gorgeous sunny day and the jungle theme we had for the parade brought out the wildest costume animals to the Lamprey River. Foster's Daily Democrat interviewed both Aimee and Anna during the day and wrote a lovely article highlighting the community event and the fantastic Lamprey River that our town is so fortunate to have for water recreation. We are already looking toward next year, when we want to create a much larger event that will bring in more of the seacoast's avid kayakers. Thank you to all the town departments that helped us pull the event together this year as well as our sponsors, Kennebunk Savings, NBA, Cheney Companies, Appledore Real Estate, and 7



Rivers Paddling. Once again LRAC played an active role in supporting this event. We certainly appreciate all our sponsors!

As many of you know, our Halloween Haunt takes place on the Saturday before Halloween on Oct. 28<sup>th</sup>! SAVWE THE DATE! This year the Halloween Haunt will be held at the Newmarket Community Center where we can welcome families and friends. Having this at the Community Center will allow us to quickly adjust to inside activities if the weather is questionable that day. Last year's unexpected Rain shower right in the middle of the event which was a strong determining factor in this decision, as well as, the ability to expand on the activities based on previous attendance we have been getting year after year.

With this new change, we are currently in discussion with the sophomore class at the HS who is trying to organize a Haunted House for a fundraising effort. The Halloween Haunt offers the perfect platform for the sophomores and a great collaboration with the Rec!

### **Recreation Summer Camp and Programming**

Moving into September, our Rec department is reflecting on our completed summer programs. On August 18 (the rainiest day of the summer) we completed our 2017 Camp Wanna Iguana! We were fully staffed through the summer camp to accommodate our number of about 280 campers this summer as well as our group of Kiddie Kamp students. It is always a busy time at the Rec Department and to add to the changes, a few weeks before the start of camp was also the time that Anna Viciano, the new Assistant Rec Director, was brought onboard.

As we move into our fall programming, we are excited to announce that we have many returning programs including tap, ballet, hip hop, karate, Lego League, and more. We are also excited to announce that we are, and will continue to offer new programs like cartooning & illustration! The program listings have been included in the Town Newsletter (thanks Wendy and Steve!) and also distributed at the local schools. On Thursday, September 14 we will be attending the PTA Parents night / open house so that we can further share our programs with the community.

As Anna takes over the programming management and creation, we will also be more of our adult programming classes. We are creating a space in the Community Center geared specifically for older teen & adult programming. We are calling it the Get R.E.A.L (Relax, Enrich and Learn) room and hope to hold a grand opening type celebration later in November to share the space. In the meantime though, we are trying out some homeschool classes and asking community member to share ideas and desires for classes that they would like us to offer. In addition to classes, we are keen to begin some co-ed sports leagues for our adults of Newmarket. Our Get R.E.A.L. program umbrella will truly be a collaboration with the people of Newmarket. Our goal is that we create an inspiring environment and opportunity for people to build community spirit, share talents and passions, and fuel personal growth.

### **Recreation Sunrise Sunset Activity Center**

The fall issue of the Sunrise Sunset Breeze newsletter was published in August featuring the September Harvest Dinner Dance and the October Craft Fair as upcoming events. This is the third annual Harvest

Dance, which includes a catered buffet, music by local band '*Now's The Time*' with optional dancing, along with several raffle prizes for all to win. This event is held on Friday, September 29<sup>th</sup> from 5-8.

The craft fair is making its debut as we attempt this early holiday offering. Arts & craft items will be provided by volunteers and our own Random Acts of Art group, with the addition of 15 local artisans that will rent tables for \$20 each to sell their creative wares, similar to our annual yard sale. Our cookbooks will be available for sale along with a baked goods and lunch items. The newsletter started the promotion of engraved bricks for our Memorial Garden. At \$50 each, we just sent our first order of 11 bricks in to be engraved that was an even mix of past members and current members supporting the center. New trips were introduced for the coming months from music shows and museums to gambling opportunities and holiday performances. Several sold out immediately and we have a few openings left on others.

Our day-trippers enjoyed a Portsmouth Harbor cruise in August aboard the Heritage, which tours the Piscataqua River and back channels around the Wentworth. What started out as an overcast, cool morning, burst into a beautiful and sunny day for this worthwhile boat ride. Lunch on the Oar House Deck and then a guided tour of the historical Moffatt-Ladd house & garden made for a complete day with a perfect ending of ice-cream at Annabelle's. Everyone enjoyed playing a Portsmouth tourist for a day!

We also traveled to Berwick for a summer theater production at the Hackmatack Playhouse with a stop at Fogarty's Restaurant for lunch before the show. We found the performance of *The Fantasticks* to be humorous and entertaining.

The Sunrise Singers entertained the residents at the Pines of Newmarket this month singing several classic tunes. They have scheduled outings at the Brentwood Nursing Home and the Newmarket Community Church for September as well. The Sunrise Marimba band had an outdoor practice at Schanda Park as they continue to build their repertoire of songs to prepare for more public performances. The center is looking into adding a Ukulele group to its musical offerings in the near future. There are several interested people who already play and more who would like to learn. Both the Marimba and Ukulele are easier instruments to learn and therefore very popular among the aging population. They provide excellent brain-exercise as they both build memorization skills.

In mid-August we set up the corn-hole game in the center along with some Wii carnival games, like skee ball. We had a morning of summer fun that finished with a simple BBQ of hot dogs & hamburgers provided by Meals on Wheels. A traveling chef came to cook the food and topped the meal off with strawberry shortcake.

Several of our center members have started a Thursday meetup group that gathers at the Stone Church for the Irish Music Night. This informal gathering of 6-8 people on any given Thursday evening is always looking for more friends to join them. We would like to plan other such meet-ups at the Rockingham Golf Club for a social pizza night or other local venues.

Other programming ideas are in the works as we research the possibility and interest of our Newmarket residents. A few people are going to be checking out Pickleball, which is offered in other towns, to see



if they would like to start a group in Newmarket. We also have a volunteer Mahjong teacher available to us and we're currently taking names of interested people for that strategic and interactive game. We have a volunteer, knitting teacher that will be joining our Random Acts of Art group in the next few weeks to get back on track with our fiber artists in the group. We'll also have our HS student volunteers back to assist with technology help for phones, tablets and other devices.

**RECREATION**

**FISCAL YEAR 2018**

<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
203,351.00	7,120.33	7,120.33	196,230.67	4%

**FISCAL YEAR 2017**

<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
200,322.00	8,409.45	8,409.45	191,912.55	4%

**RECREATION  
REVOLVING**

**FISCAL YEAR 2018**

<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
279,115.00	80,619.56	134,796.96	144,318.04	48%

**FISCAL YEAR 2016**

<b>Budget</b>	<b>MTD Transactions</b>	<b>YTD Transactions</b>	<b>Balance Year</b>	<b>% Spent</b>
243,433.00	71,090.97	98,781.38	144,651.62	41%

CHARTERED JANUARY 1, 1991

FOUNDED DECEMBER 15, 1727



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

**Resolution #2017/2018-08**

**Authorization to withdraw \$25,500.00 from the Sewer CIP for Pumping Station Improvements Preliminary Engineering.**

WHEREAS; Sewer Department has identified high, medium, and low priority improvements at its sewer pumping stations;

WHEREAS; the Sewer Department has been setting aside monies into its capital improvement funds to correct the high and medium improvements;

NOW THEREFORE BE IT RESOLVED, that the Newmarket Town Council does authorize the Sewer Department to withdraw \$25,500.00 from the Sewer Capital Reserve funds so that the town engineer can perform preliminary engineering for the sewer pumping station improvements.

*First Reading: September 6, 2017*

*Second Reading: September 20, 2017*

*Approval:*

Approved: \_\_\_\_\_  
Dale Pike, Chair Town Council

A True Copy Attest: \_\_\_\_\_  
Terri Littlefield, Town Clerk





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

# STAFF REPORT

**DATE:** August 22, 2017

**TITLE:** Resolution #2017/2018-08 - Pump Station Improvements

**PREPARED BY:** Sean T. Greig

**TOWN ADMINISTRATOR'S COMMENTS – RECOMMENDATION:**

I recommend passage of this resolution. *[Signature]*

**BACKGROUND:** In 2014, the Sewer Department performed an evaluation and a 10 year Capital Improvement Plan for its 6 pumping stations. The CIP prioritized the work into high, medium, and low priority work. The CIP work was set up such that the work at the pumping stations would be performed chronologically according to priority levels. The Sewer Department began setting monies into its CIP fund for pumping station improvements, and the fund currently has \$580,600 for pump station improvements.

**DISCUSSION:** Does the Town enter into an agreement with Underwood Engineers to work with the town on its wastewater pumping station improvements.

**FISCAL IMPACT:** The Sewer Department has been setting aside monies into its Capital Reserve Fund for pumping station improvements. The fund currently has \$580,600 in the fund for pumping station improvements. The cost for Underwood Engineers to perform the preliminary engineering for the pumping station improvements is \$25,500.

**RECOMMENDATION:** I recommend the Town Council Approve the withdrawal of \$25,500 from the Wastewater CIP Fund for pumping station improvements, and authorize the Town Administrator to enter into an agreement with Underwood Engineers for \$25,500 to perform the preliminary engineering for the pumping station improvements.

STAFF REPORT

ENGINEERING SERVICES REQUEST  
AUTHORIZATION TO PROCEED

To: Underwood Engineers, Inc.  
25 Vaughan Mall  
Portsmouth, New Hampshire 03801

ESR No.: WS-12  
File No.:  
Date: June 20, 2017  
Description: *2017 Wastewater  
Pumping Station Evaluations*

From: Town of Newmarket  
186 Main Street  
Newmarket, New Hampshire 03857

Town of Newmarket Contact(s): Sean T. Greig, Water & Sewer Superintendent  
Underwood Engineers Contact(s): David J. Mercier, P.E., Senior Project Manager

Under agreement for Professional Services as Consulting Engineer for the Town of Newmarket, NH, (General Services Agreement UE #2025 dated March 21, 2016), the Engineer is authorized to proceed with the following work:

**Background**

The Newmarket, NH wastewater collection system incorporates six municipal wastewater pumping stations. The six stations are as follows:

- Bay Road Pumping Station
- Cedar Street Pumping Station
- Creighton Street Pumping Station
- Packers Falls Road Pumping Station
- Salmon Street Pumping Station
- Wadleigh Falls Road Pumping Station

In 2014, pumping station inspections were performed and a 10-Year Capital Improvements Plan (CIP) was prepared for the six pumping stations. The CIP prioritized the work at the stations into high, medium, and low priority work. The CIP was set up such that the work at the pumping stations would be performed chronologically according to priority levels. Given that all six stations are in acceptable working order and there are no critical issues at the stations requiring immediate attention, the Town would prefer to perform the pumping station work over the next several years on a station-by-station basis, thus performing comprehensive upgrades at each station rather than performing piece-meal work at each station multiple times.

In 2017, the Town wishes to have a more thorough engineering study done at the Cedar Street, Packers Falls Road, and Salmon Street pumping stations which is the scope of this contract.





## **Scope of Services**

### **Task 1 – IDENTIFY POTENTIAL UPGRADES**

Task 1 shall consist of the following:

- Review existing available plans and shop drawings for each of the three pumping stations. Review pumping station pump runtime data and discuss pumping station sub-basin flows and potential growth to determine proper pump size for the next 20 year design life.
- Conduct a site visit to each of the three pumping stations to document existing conditions and existing equipment data. Both a process engineer and an electrical engineer will be provided for the inspections.
- Create pumping station inspection reports for each pumping station, summarizing the data gathered.
- Create a table for each pumping station citing the required (code related) upgrades and recommended upgrades for each of the three pumping stations for the Town's consideration.

### **Task 2 – DEVELOP AND SELECT UPGRADE ALTERNATIVES**

Under Task 2, Underwood will develop a matrix for each of the three pumping stations identifying options for the required (code related) upgrades and recommended upgrades identified in Task 1. Upgrade options for the following systems will be identified (as needed):

- Site improvements
- Yard Piping improvements
- Process Piping improvements
- Wetwell improvements
- Drywell improvements
- Pump improvements
- Electrical improvements
- HVAC improvements
- Standby Power improvements
- Controls improvements
- Alarming improvements
- Ancillary building improvements

Once the matrix of upgrade options has been developed, Underwood will meet with the Town to review the list of improvements identified in Task 1 and the upgrade options developed under Task 2. Based on input from the Town, Underwood will revise the upgrade options matrix to reflect the Town's preferences.



### **Task 3 – DEVELOP UPGRADE COST OPINIONS**

Utilizing the final upgrade option matrix developed for each pumping station under **Task 2**, a conceptual level opinion of probable cost for engineering and construction will be prepared for upgrading each of the three pumping stations. The cost opinions will include line items for each key area of improvement so that the Town can select the upgrade options they believe to be most beneficial at each station that stays within the available budget. Revised cost opinions will be prepared based on feedback from the Town.

### **Task 4 – LETTER REPORT**

As a final deliverable, the product of **Tasks 1, 2, and 3** will be consolidated into a Letter Report for final review and comment by the Town. The Letter Report will include conceptual figures/sketches where appropriate which, in addition to the text description of upgrades and cost opinions, will serve as the basis for the development of construction plans and specifications under a future design phase engineering contract.

It is understood that this study phase of the engineering work will be paid for with local funds and that a copy of the final Letter Report will be provided to the NH Department of Environmental Services as justification for the design of upgrades to the Cedar Street, Packers Falls Road, and Salmon Street pumping stations.

### **Task 5 – DEVELOP PUMP STATION RADIO SCADA RFP PACKAGE**

Under a previous study, Underwood confirmed that radio communication for SCADA data transfer will work well for all five pumping stations remotely located from the WWTF. This will involve using the radio antenna located on the Great Hill Water Tank as a repeater.

Under **Task 5**, Underwood will develop a Request for Proposals (RFP) package to solicit pricing from instrumentation contractors to complete the necessary work to convert the existing five pumping stations' communication with the WWTF SCADA system from phone line to radio transmission for existing alarms only. The RFP will include specifications for the required equipment at each remote pumping station (5) and the WWTF. It should be noted that the WWTF SCADA system is VTScada by Trihedral.

Once the RFP package is finalized, it is assumed that the Town will send the RFP out on their own and, if additional engineering assistance is desired, it will be via a separate engineering services request (ESR).

**NOTE:** This is the first phase of this work. Future phases may involve programming the new RTUs at each pump station for additional discreet alarms and monitoring and control capabilities.

### **Information to be provided by Town**

- Record drawings for the three pumping stations





- Prior reports for all the pumping stations
- Data to support and estimate current and future flows, such as water meter readings, I/I flow metering and reports, etc.

#### **Work Not Included**

The following is not included in the Scope of Work:

- Surveying
- Subsurface exploration or geotechnical studies
- Permitting
- Easements
- Design Phase or Construction Phase Engineering not included above

#### **Engineering Fees**

The work outlined in the scope of work will be completed on a time charge basis within the following budget:

<i>Tasks 1 – 4</i>	<i>\$15,300</i>
<i>Task 5</i>	<i><u>\$10,200</u></i>
<i><b>TOTAL</b></i>	<i><b>\$25,500</b></i>

Engineering fees will be billed at standard hourly rates for personnel assigned plus reimbursable expenses. Billings for services will be monthly and will be due to Underwood Engineers, Inc. within thirty (30) days of the billing date.

#### **Budgets:**

Suggested budgets, as used herein, are best estimates by Underwood Engineers. The budgets are based on available information and prior to a detailed research on the Project. Budgets are not intended to be fixed prices but are reasonable estimates of average costs to complete projects of similar size. Engineer will not exceed the budget without written authorization.

#### **Schedule:**

Underwood will deliver a draft Letter Report to the Town within 90 days of execution of the contract. The draft RFP will be delivered within 30 days of the execution of the contract.

#### **Approval and authorization to proceed:**

\_\_\_\_\_  
Steve Fournier  
Town Administrator  
Town of Newmarket, NH

\_\_\_\_\_  
Date

\_\_\_\_\_  
W. Steven Clifton, P.E.  
Vice President  
Underwood Engineers, Inc.

\_\_\_\_\_  
Date



CHARTERED JANUARY 1, 1991

FOUNDED DECEMBER 15, 1727



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

**Resolution #2017/2018-09**

**Operation of Keno Games in the Town of Newmarket**

- WHEREAS: Earlier this year the New Hampshire State Legislature passed, and the Governor signed into law, SB 191, an act establishing keno and relative to funding for kindergarten; and
- WHEREAS: The legislation establishes keno in New Hampshire, as well as a program to provide grants to kindergarten students from the education trust fund under RSA chapter 198; and
- WHEREAS: The question of whether keno should be allowed within the Town of Newmarket should be placed before Newmarket voters at the next municipal election consistent with the legislation.

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

That the question of whether to allow keno within the Town of Newmarket shall be placed on the official ballot at the regular municipal election on March 13, 2018; and

That the wording of the question on the official ballot shall be: "Shall we allow the operation of keno games within the Town of Newmarket?" and

That the Town Council shall hold a public hearing on the ballot question at its second regular meeting in February 2018, which is anticipated to be February 21, 2018, which is at least 15 days, but not more than 30 days, before the municipal election on March 13, 2018.



*First Reading:*            *September 6, 2017*

*Second Reading:*        *September 20, 2017*

*Approval:*

Approved: \_\_\_\_\_  
                 Dale Pike, Chair Town Council

A True Copy Attest: \_\_\_\_\_  
                 Terri Littlefield, Town Clerk

CHARTERED JANUARY 1, 1991

FOUNDED DECEMBER 15, 1727



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

**Resolution 2017/2018 - 10**

**Authorizing the Town Administrator enter into a contract with Educational Building Consultants for doors replace and opener addition at the Sunrise Center.**

- WHEREAS: it has been determined that our doors have exceeded their life cycle, and
- WHEREAS: the Director of Facilities requested a proposals to replace the existing doors, and
- WHEREAS: the Director of Facilities recommends that the Town enter into an agreement with Educational Building Consultants.

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

The Town Council authorizes the Town Administrator to enter into an agreement with Educational Building Consultants to install two (2) ingress/egress doors and one (1) powered ADA opener \$9,950.00.

*First Reading: September 6, 2017*

*Second Reading: September 20, 2017*

*Approval:*

Approved: \_\_\_\_\_  
Dale Pike, Chair Town Council

A True Copy Attest: \_\_\_\_\_  
Terri Littlefield, Town Clerk





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

# STAFF REPORT

**DATE:** August 28, 2017

**TITLE:** 2017/2018-10 Sunrise Center door replacement

**PREPARED BY:** Greg Marles, Director of Facilities

### **TOWN ADMINISTRATOR'S COMMENTS – RECOMMENDATION:**

I recommend passage of this resolution. 

**BACKGROUND:** The Sunrise center currently has two ingress which serve as well as egress and one additional egress located at the front of the building. Currently the two ingress are in very bad condition having a large amount of rusting at the bases and do not provide for an ADA power opener. The existing main ingress door is hard to open due to the overall condition and does not provide for an ADA access opener for our citizens.

**DISCUSSION:** Given the need for replacement doors due to general condition of the existing doors replacement has become necessary for operations and weather protection.. The ingress is not currently provided with a powered opener for ADA ingress/egress needs. With the door replacement it would make sense that we install the power opener at the time of installation of the new doors. Installing the opener at the time of installation of the doors reduces that cost of installation of the openers at a later date. The replacement doors and powered opener will better serve the community and users of our Sunrise Center

**FISCAL IMPACT:** We requested proposals for door replacements and opener with two respondents both providing the same door brand and opener type. We recommend that we use Capital Reserve Funds to cover the cost of installation.

Zampell Facilities Management	\$13,250.00
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Educational Building Consults	\$9,950.00
-------------------------------	------------

**RECOMMENDATION:** We recommend moving forward with the door and powered opener with Educational Building Consultants.

**ATTACH ALL PERTINENT DOCUMENTS TO SUPPORT THE REQUEST.**

STAFF REPORT



## Newmarket Facilities and Grounds Department

August 3, 2017

To: Steve Fournier, Town Administrator  
From: Greg Marles, Director of Facilities  
Re: Sunrise Center Door replacement

The Sunrise center's existing main entrance as well as the side existing left side entrance doors have rusted out to the point that you can see daylight at the thresholds, the existing door closers do not function, and the main entry door does not have an Americans with Disability Act (ADA) power opener in place. We have received two (2) proposals to replace the doors and to add a powered opener to the main entrance on the right side.

### Proposals:

Zampell Facilities Management	\$13,250.00
Educational Building Consultants	\$9,950.00

We are recommending that we use the capital reserve funds to cover the costs of the installation of the new doors as well as to cover minor electrical changes to allow for the installation of the powered opener and relocation of an exit sign.

### Attachments:

Zampell Facilities Management proposal  
Educational Building Consultants proposal  
Proposal worksheet

Town of Newmarket  
Facilities and Grounds Department  
186 Main Street  
Newmarket, New Hampshire  
1-603-659-3617 Ext 1325  
[Gmarles@newmarketnh.gov](mailto:Gmarles@newmarketnh.gov)



## PROPOSAL WORKSHEET

Date: 8-2-17

Location: SUNRISE CENTER

Work requested: REPAIR TWO DOORS AND ADD ADA OPERATOR

### Proposals

Company: ZAMPPELL

Contact: GREG CORNIER

Phone: 207-504-6202

Verbal: \_\_\_\_\_

Fax: \_\_\_\_\_

Date: \_\_\_\_\_

Amount: 13,250.-

Company: EDUCATIONAL BUILDING CONSULTANTS

Contact: JIM GOODALE

Phone: 207-229-0202

Verbal: \_\_\_\_\_

Fax: \_\_\_\_\_

Date: \_\_\_\_\_

Amount: \$ 9,950.-

Company: \_\_\_\_\_

Contact: \_\_\_\_\_

Phone: \_\_\_\_\_

Verbal: \_\_\_\_\_

Fax: \_\_\_\_\_

Date: \_\_\_\_\_

Amount: \_\_\_\_\_



## Zampell Facilities Management

9 Stanley Tucker Drive, Newburyport, MA 01950  
T: 888-304-7400 • F: 978-499-7137 • [www.zampellfm.com](http://www.zampellfm.com)  
*True Craftsmanship Endures®*

August 2, 2017

Proposal No. ZFM 080217

Town of Newmarket  
185 Main Street  
Newmarket, NH 03857

Attn: Greg Marles

**Re: Sunrise Sunset Center**  
**2 Terrace Drive, Newmarket, NH**

Dear Greg,

Zampell Facilities Management is pleased to submit the following proposal for the above-mentioned work. We trust that the information provided is complete and sufficient for evaluation and consideration. Should you have any questions or require additional information, please feel free to contact us anytime. We assure you of our prompt attention.

Thank you for this opportunity to be of service to you. We look forward to working with you on this project.

Sincerely,

A handwritten signature in cursive script that reads "Gregory D. Cormier".

Sr. Facilities Manager  
(207) 504-6202 Cell  
[Greg.Cormier@Zampellfm.com](mailto:Greg.Cormier@Zampellfm.com)





Proposal No. ZFM080217  
Page 2 of 3

#### DESCRIPTION OF SERVICES:

Zampell Facilities Management shall provide labor and materials required to remove and replace two new exterior doors with one being battery operated for handicap at 2 Terrace Drive, Newmarket, NH.

#### STANDARD FEATURES INCLUDE:

- R/R door
- R/R interior, exterior trim
- R/R siding
- Repair drywall as needed around doors, paint interior trim
- Pre-primed pine interior trim
- Composite exterior trim
- White J channel
- DE LaFontaine steel entry door color prime, 3-0 / 6-8, RH swing, steel jamb
- Cal-Royal closer, 9600 electric strike, Dorma 8300 rim exit device with outside lever
- Fastener, sealant, mud, primer, paint, dispose of old material

**COST FOR THIS PROPOSED WORK SHALL BE: \$13,250.00**

A deposit of 50% is due before start and the balance is due at completion of job unless arranged otherwise in advance.

There may be some hidden damage to the sheathing and or framing that is not visible at the time of the estimate. If so, the damage will be brought to the customers attention prior to any repairs and the cost associated will be above and beyond the original estimate.

#### CLARIFICATION OF CONTRACT:

All specifications for windows/doors, including style, color, glass, screen and other options have been approved for production by you. Customer understands that these windows/doors are custom built specifically for his/her home. Customer also understands that three (3) days from this date forward no changes, deletions, or cancellations can be made. Customer understands that no materials special order or not shall be ordered for three (3) days after this date nor will any work be scheduled before the three (3) days period. By signing this contract, you understand that by state law you have 3 days to cancel this contract. Once three (3) days have expired, it is up to the discretion of Zampell Facilities Management to refund any deposit if you "the customer" wish to terminate this contract after the three (3) day period.

Any alteration or deviation from the above specifications involving extra costs will be executed only upon written order, and will become an extra charge over and above the estimate. All agreements contingent upon accidents or delays beyond our control.

**IMPLEMENTATION DATE:** TBD

Zampell Facilities Management will perform all work in accordance with OSHA safety regulations.  
Pricing is inclusive of all federal and state taxes.  
Standard terms of payment are NET 30 DAYS.

*True Craftsmanship Endures®*

AUG 03 2017



quote

1 Lakeview Lane South  
Standish, ME 04084  
Phone (207)329-0202  
jimgoodale@live.com

**TOWN OF NEW MARKET**

DATE: AUGUST 3, 2017

**TO:**  
Greg Marles  
Newmarket, NH

**FOR:**  
Doors at Sunrise facility

DESCRIPTION	AMOUNT
Price quote to supply and install new steel doors with crash bars , closers, hardware, one piece hinges, one with handicap exit device to be installed by manufacturer  Price to include removal of existing and all finishes	\$9950.00
TOTAL	\$9950.00

**Thanks for your business!**



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

**Resolution 2017/2018 - 11**

**Authorizing the Town Administrator enter into a contract with Affinity Lighting for Town street and decorative lighting upgrades:**

WHEREAS: it has been determined that our street and decorative lighting are of inefficient design and produce higher levels of Greenhouse gas, and

WHEREAS: the Director of Facilities requested a proposals to replace the existing lighting with LED fixtures and lamps, and

WHEREAS: The Town received two proposals as follows:

<u>Firm</u>	<u>Total Cost</u>	<u>Cost After Eversource Incentives</u>
Affinity Lighting	\$74,790.00	\$43,300.00
Energy Management Consultants	\$74,240.00	\$42,700.00

WHEREAS: the Town Administrator recommends that the Town enter into an agreement with Affinity Lighting of Dover, NH

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

The Town Council authorizes the Town Administrator to enter into an agreement with Affinity LED Lighting to install lamps and lighting fixtures throughout the Town for an amount of \$74,790.00, \$43,400.00 after EverSource incentives, and

LET IT BE FURTHER RESOLVED BY THE NEWMARKET TOWN COUNCIL THAT:

The Town Council authorizes the Town Administrator to enter into an agreement with the Community Development Finance Authority to finance the amount after the EverSource Incentives through it Energy Grants Financing at a rate of 2.5%. This project will not go forward without approval from the CDFA.



*First Reading: September 6, 2017*

*Second Reading: September 20, 2017*

*Approval:*

Approved: \_\_\_\_\_  
Dale Pike, Chair Town Council

A True Copy Attest: \_\_\_\_\_  
Terri Littlefield, Town Clerk



Town Hall  
186 Main Street  
Newmarket, NH 03857

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Founded December 15, 1727  
Chartered January 1, 1991

## TOWN OF NEWMARKET, NEW HAMPSHIRE

# STAFF REPORT

**DATE:** August 29, 2017

**TITLE:** 2017/2018-11 Town Lighting Efficiency Upgrades

**PREPARED BY:** Greg Marles, Director of Facilities

### TOWN ADMINISTRATOR'S COMMENTS – RECOMMENDATION:

I recommend passage of this resolution as presented. While Energy Management Consultants of Portland Maine is \$600 lower than the Affinity Proposal, I am recommending we award it to Affinity.

Affinity is a New Hampshire company located in Dover. They have worked with the following New Hampshire Communities:

Antrim	Harrisville
Claremont *	Keene *
Conway *	Merrimack *
Dover *	Milford *
Farmington	Newfields
Franconia *	Portsmouth *
Gorham	Rochester
Greenland	Somersworth
Hampstead *	Whitefield

All towns noted with an asterisk are from competitive selection process all others have joined in on the results of a joint bid process, that I mentioned previously.

The following communities are currently working with them.

Berlin	North Hampton
Bennington	Pittsfield
Kingston	Plaistow
Newcastle	

They are familiar already with not only the greater Seacoast area, but have worked with the Town to assist in securing funding from CDFA and Eversource.

STAFF REPORT

I have contacted the Cities of Portsmouth, Rochester, Somersworth and Dover and they are all very pleased with Affinity work. Somersworth and Rochester were so impressed with the product in Portsmouth and Dover, they waived the bid process and used the previous bids. Dover has awarded them additional contracts to replace lighting in their ice arena and other buildings as well.

In addition, with them being local, if there is an issue I believe they will be able to solve the problem faster.

**BACKGROUND:** The Town street and decorative lighting is inefficient HID lighting fixtures which consume about 40 to 60 percent more energy than current LED replacements. The trend is to replace the lighting with LED which not only provide a very quick payback of under two (2) years but cut back on CO2 emissions of 34 tons annually. We are targeting three hundred thirty-nine (339) fixtures within our Community.

**DISCUSSION:** Given the existing lighting is the same technology that has been in place for over 30 years with no real incentives until more recently it makes sense to make a big step forward. The reduction in energy not only saves money for the Community of Newmarket but it reduces our CO2 emissions saving our environment. The existing lighting (lamps) have a three (3) to five (5) year life expectancy but with LED the life expectancy is expanded to fifteen (15) to twenty (20) years. This also reduces that materials (lamps) being handled as universal waste due to the reduction in necessary replacements.

**FISCAL IMPACT:** We requested proposals from energy lighting contractors to provide us with proposal with incentive to replace our street and decorative lighting. Although, we do have an upfront cost to do the installation the simple payback is under two (2) years and can be financed through NH CDFA thus reducing out of taxpayer expenses up front.

Affinity LED Lighting	\$74,789.95 without incentives	\$43,299.95 with incentives
Energy Management Consultants	\$74,240.00 without incentives	\$42,700.00 with incentives

**RECOMMENDATION:** I recommend moving forward with the Town Lighting Efficiency Upgrades with Affinity LED Lighting based on their local affiliation, their product line is constructed in New Hampshire, and their experience with New Hampshire Municipalities.

***ATTACH ALL PERTINENT DOCUMENTS TO SUPPORT THE REQUEST.***





## Newmarket Facilities and Grounds Department

August 29, 2017

To: Steve Fournier, Town Administrator

From: Greg Marles, Director of Facilities

Re: Town lighting project

We have received two (2) proposals for lighting upgrades for walkway, street and decorative light fixtures within the town. EMC Energy Management Consultants, Inc. and Affinity LED Lighting, Inc. were the two (2) respondents to our request for proposals. The proposals show 1.71 and 1.99 simple payback based on our investment which is an excellent return for light fixtures with a life cycle of 15 to 20 years. This is compared to regular HID lamps which has a 3 to 5 year life cycle. The energy saving range for LED lighting is 40% to 60% on average over the type of fixtures that we are currently operating. We can finance the project balance after incentives with Community Finance Development Authority (CDFA) at a rate of 2.5% which extended the payback only by a couple of months overall.

### Cobrahead/floods

Company	Fixture count	Project cost	Eversource incentive	Net project	Simple payback
EMC	243	\$56,390.00	\$24,100.00	\$32,290.00	1.71 years
Affinity	243	\$56,776.00	\$24,050.00	\$32,726.00	1.99 years

### Decorative

Company	Fixture count	Project cost	Eversource incentive	Net project	Simple payback
EMC	96	\$17,850.00	\$7,440.00	\$10,410.00	1.71 years
Affinity	96	\$18,013.95	\$7,440.00	\$10,573.95	1.99 years

Overall project cost less incentives		with incentives
EMC	\$74,240.00	\$42,700.00
Affinity	\$74,789.95	\$43,299.95

We are recommending that we proceed forward with the project using Affinity LED Lighting to do the installation as the low qualified submission.

Town of Newmarket  
Facilities and Grounds Department  
186 Main Street  
Newmarket, New Hampshire  
1-603-659-3617 Ext 1325  
[Gmarles@newmarketnh.gov](mailto:Gmarles@newmarketnh.gov)



Newmarket NH Street Lights  
 Greg Marles, CPO, CPM, LEED-GA  
 Director of Facilities  
 Town of Newmarket

Cost - Savings Analysis



TOWN OF  
 NEW MARKET  
 NEW HAMPSHIRE

	Qty	kW	kWh	Maint	Energy	Total	Project	EverSource	Net Project	Payback	ROI
		Savings	Savings	Savings	Savings	Savings	Cost	Incentive	Cost		
Cobrateads/Floods	243	14.99	65,114	\$ -	\$ 18,883.00	\$ 18,883.00	\$ 56,390.00	\$ 24,100.00	\$ 32,290.00	1.71	58.5%
Decorative	96	9.69	42,442	\$ -	\$ 6,104.68	\$ 6,104.68	\$ 17,850.00	\$ 7,440.00	\$ 10,410.00	1.71	58.6%
Totals	339	24.68	107,556	\$ -	\$ 24,987.68	\$ 24,987.68	\$ 74,240.00	\$ 31,540.00	\$ 42,700.00	1.71	58.5%



Jeff Hanson, CEM, LC  
 President  
 Energy Management Consultants, Inc.  
 55 Industrial Way  
 Portland, ME 04103  
 207 767-1313 office  
 207 229-4576 cell  
 www.emc-on-call.com

- Notes:
1. Incentives need to be applied for and pre-approved.
  2. product substitutes need to be reviewed and approved
  3. electric rates based on data provided

Before  
 Rebate  
 Project Total  
 For 339 Lights



Town of Newmarket - LED Conversion

QUANTITY	DATE	CODE	TYPE	PERIOD	TYPE	USAGES	Lamp	Cartridges	in LED	LED Cost	Prop. Value	Lumens	Watt	Unit Cost	Total Cost	Per	Total in \$
153	01	047	70	Resistor	4,000	50	65	100	100	LEDs	15	1100	110	\$ 21.00	\$ 3,225.00	\$ 100.00	\$ 11,000.00
26	02	131	70	Resistor	5,500	100	130	100	100	LEDs	19	4470	115	\$ 21.00	\$ 3,673.50	\$ 100.00	\$ 3,673.50
11	02	182	70	Resistor	16,000	100	130	100	100	LEDs	70	8000	115	\$ 42.79	\$ 2,995.33	\$ 100.00	\$ 2,995.33
7	02	131	70	Resistor	20,000	250	255	255	255	LEDs	115	15600	115	\$ 42.79	\$ 4,910.33	\$ 100.00	\$ 4,910.33
1	02	05	70	Carriage		70	90	90	90	LEDs	38	5027	112	\$ 42.38	\$ 4,218.8	\$ 100.00	\$ 4,218.8
3	02	51	70	Frontlight		100	100	100	100	LEDs	34	2646	108	\$ 29.86	\$ 995.72	\$ 100.00	\$ 995.72
4	02	51	70	Frontlight		200	225	225	225	LEDs	54	2700	105	\$ 40.90	\$ 2,208.6	\$ 100.00	\$ 2,208.6
Total																	
Total Cost															\$ 24,100.00		
Net P/C															\$ 24,100.00		

QUANTITY	DATE	CODE	TYPE	PERIOD	TYPE	USAGES	Lamp	Cartridges	in LED	LED Cost	Prop. Value	Lumens	Watt	Unit Cost	Total Cost	Per	Total in \$
152	01	047	70	Resistor	4,000	50	65	100	100	LEDs	15	1100	110	\$ 21.00	\$ 3,225.00	\$ 100.00	\$ 11,000.00
26	02	131	70	Resistor	5,500	100	130	100	100	LEDs	19	4470	115	\$ 21.00	\$ 3,673.50	\$ 100.00	\$ 3,673.50
11	02	182	70	Resistor	16,000	100	130	100	100	LEDs	70	8000	115	\$ 42.79	\$ 2,995.33	\$ 100.00	\$ 2,995.33
7	02	131	70	Resistor	20,000	250	255	255	255	LEDs	115	15600	115	\$ 42.79	\$ 4,910.33	\$ 100.00	\$ 4,910.33
1	02	05	70	Carriage		70	90	90	90	LEDs	38	5027	112	\$ 42.38	\$ 4,218.8	\$ 100.00	\$ 4,218.8
3	02	51	70	Frontlight		100	100	100	100	LEDs	34	2646	108	\$ 29.86	\$ 995.72	\$ 100.00	\$ 995.72
4	02	51	70	Frontlight		200	225	225	225	LEDs	54	2700	105	\$ 40.90	\$ 2,208.6	\$ 100.00	\$ 2,208.6
Total																	
Total Cost															\$ 24,100.00		
Net P/C															\$ 24,100.00		

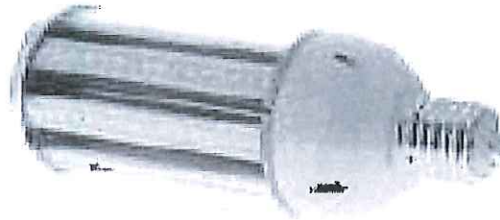
Price Address:  
\* Figures come with 5-year projected, projected, 17-year average, projected, please add \$15.00/line  
\* If Line 18 Price comes to be included, please add \$15.00/line



# LED Retrofit Bulb

## Model No: LLS-GK

### LED 360D Bulbs



Replaces Metal Halide, and HPS bulbs in shoe box, canopy, wall pack, bollard, post top fixtures and more! Now DLC Listed!

#### Features:

1. SAMSUNG SMD 5630 Gen2 120lm/W, LM80;
2. IP64 waterproof design;
3. 360 degree beam angle;
4. Flame retardant material;
5. E26(Edison), E27, E39(Mogul), E40 are available;
6. Replace HPS, HQL, MHL, suitable for use in enclosed luminaires;
7. Transparent cover and diffuser cover both available.
8. Patented outlook design. Erp/CE/RoHS/TUV/UL/PSE.UL NO. E364363



#### Specifications:

Model	Rated Power	Input Voltage	CCT	Power Factor	CRI	Lumen	LED Quantity	Dimension (L*H*W)	N.W.
S09-27W	27W	AC100-277V	3000-6500K	≥0.9	≥80	3260lm±100lm	90LEDs	211*90*92.8mm	645g
S09-36W	36W	AC100-277V	3000-6500K	≥0.9	≥80	4350lm±100lm	117LEDs	241*120*92.8mm	745g
S09-45W	45W	AC100-277V	3000-6500K	≥0.9	≥80	5440lm±100lm	144LEDs	271*151*92.8mm	832g
S09-54W	54W	AC100-277V	3000-6500K	≥0.9	≥80	6530lm±100lm	180LEDs	271*151*92.8mm	878g

Saves a bundle on energy and maintenance; No more expensive ballast and bulb change outs!

EMC

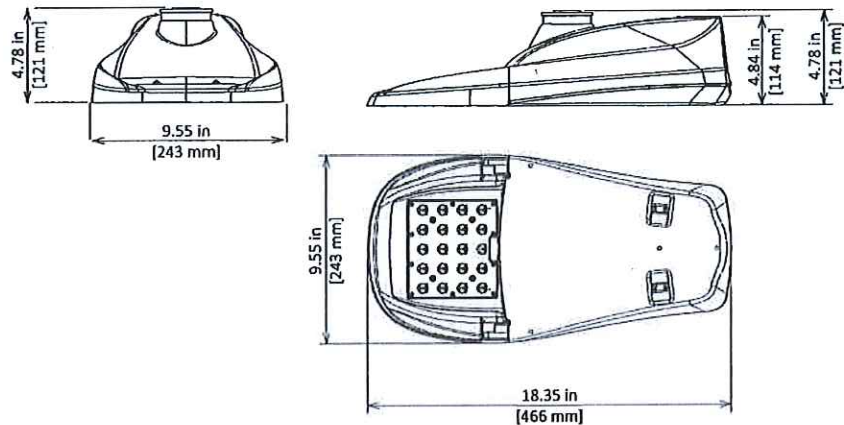


Project  
Type  
Catalog No.

## GreenCobra™ Jr. LED Street Light GCJ H-Series Specification Data Sheet

### Luminaire Data

Weight 7 lbs [3.2 kg]  
EPA 0.39 ft<sup>2</sup>



### Ordering Information

Sample Catalog No. GCJ1 20H MV NW 2R GY 580

Product	LED Code	Voltage	Color Temperature	Distribution	Finish	GCJ0 Drive Current Code <sup>1</sup>	Options
GCJ0	15H	MV 120-277V	WW 3000K NW 4000K CW 5000K	2R Type 2 3 Type 3 4 Type 4 5 Type 5	GY Gray DB Dark Bronze BK Black	300 390 490 590 700	FDC <sup>2</sup> Fixed Drive Current LPCR Less Photocontrol Receptacle PCR7 <sup>3</sup> ANSI 7-wire Photo-control Receptacle PCR7-CR <sup>4</sup> Control Ready 7-wire PC Receptacle
GCJ1	20H					<b>GCJ1 Drive Current Code<sup>1</sup></b> Range 1 Range 2 350 450 580 530 700	WL Utility Wattage Label 4B 4-Bolt Mounting Bracket RWG Rubber Wildlife Guard SWTB Straight Wire Terminal Block
GCJ2	20H					<b>GCJ2 Drive Current Code<sup>1</sup></b> 700 830 900 1A	

#### Notes:

- 1 Factory set drive current, field adjustable standard. Refer to Performance Data Table. Consult factory if wattage limits require a special drive current.
- 2 Non-field adjustable, fixed drive current. Specify required drive current code. Not available with PCR7-CR option.
- 3 Field adjustable current selector included. Wireless node dimming is disabled, field changeable connectors included to enable dimming with PCR7.
- 4 Control-ready wiring at factory for wireless node dimming. Default maximum drive current code (700 or 1A) must be specified.
- 5 Flush mounted house side shield. Shield cuts light off at 1/2 mounting height behind luminaire.
- 6 Flush mounted cul-de-sac shield. Shield cuts light off at 1/2 mounting height behind luminaire and 1-1/2 mounting height on either side of luminaire.
- 7 Specify Color (GY, DB, BK)

#### Accessories\*

HSSGCJ <sup>5</sup>	House Side Shield, Snap-On*
CSSGCJ <sup>6</sup>	Cul-De-Sac Side Shield, Snap-On*
SPB <sup>7</sup>	Square Pole Horizontal Arm Bracket
RPB <sup>7</sup>	Round Pole Horizontal Arm Bracket
PTB <sup>7</sup>	Pole Top Tenon Horizontal Arm Bracket
WB <sup>7</sup>	Wall Horizontal Arm Bracket
BSK	Bird Deterrent Spider Kit
PC	Twist Lock Photocontrol
LLPC	Long-Life Twist Lock Photocontrol
SC	Twist Lock Shorting Cap

\*Accessories are ordered separately and not to be included in the catalog number. For factory installed HSS, CSS specify as option in luminaire catalog number.





## Luminaire Specifications

### Housing

Die cast aluminum housing with universal two-bolt slip fitter mounts to 1-1/4" to 2" (1-5/8" to 2-3/8" O.D.) diameter mast arm. One-piece aluminum housing provides passive heat-sinking of the LEDs and has upper surfaces that shed precipitation. Four-bolt mounting bracket is available. Mounting provisions meet 3G vibration per ANSI C136.31-2001 Normal Application, Bridge & Overpass. Mounting has leveling adjustment from ± 5° in 2.5° steps. Electrical components are accessed without tools via a high-strength, non-conductive polycarbonate door with quick-release latches. Polycarbonate material meets UL 746C for outdoor usage. Available rubber wildlife guard (RWG option) conforms to mast arm with no gaps.

### Light Emitting Diodes

Hi-flux/Hi-power white LEDs produce a minimum of 90% of initial intensity at 100,000 hours of life based on IES TM-21 (L90 ≥ 100k hours). LEDs are tested in accordance with IES LM-80 testing procedures. LEDs have correlated color temperature of 3000K (WW), 4000K (NW), or 5000K (CW) and 70 CRI minimum. LEDs are 100% mercury and lead free.

### Quality Control

Every luminaire is performance tested before and after a 2-hour burn-in period. Assembled in the USA.

### Optical Systems

Micro-lens optical systems produce IESNA Type 2, Type 3, Type 4, or Type 5 distributions and are fully sealed to maintain an IP66 rating. Luminaire produces 0% total lumens above 90° (BUG Rating, U=0). Optional house side shield cuts light off at 1/2 mounting height behind luminaire. Cul-de-sac shield provides back and side light control for end of cul-de-sac applications. Both shields are field installable without tools.

### Electrical

Rated life of electrical components is 100,000 hours. Uses isolated power supply that is 1-10V dimmable. Power supply is wired with quick-disconnect terminals. LED drive current can be changed in the field to adjust light output for local conditions (not available with PCR7-CR option). Power supply features a minimum power factor of .90 and <20% Total Harmonic Distortion (THD). EMC meets or exceeds FCC CFR Part 15. Terminal block accommodates 6 to 14 gauge wire. Surge protection complies with IEEE/ANSI C62.41 Category C High, 20kV/10kA and ANSI C136.2-2015, 20kV/10kA.

### Controls

3-Wire photocontrol receptacle is standard. ANSI C136.41 7-wire (PCR7) photocontrol receptacles is available. All photocontrol receptacles have tool-less rotatable bases. Wireless control module is provided by others.

### Finish

Housing receives a durable, fade-resistant polyester powder coat finish with 3.0 mil nominal thickness. Finish tested to withstand 5000 hours in salt spray exposure per ASTM B117. Finish meets scribe creepage rating 8 per ASTM D1654. Finish tested 500 hours in UV exposure per ASTM G154 and meets ASTM D523 gloss retention.

### Listings/Ratings/Labels

luminaires are UL listed for use in wet locations in the United States and Canada. DesignLights Consortium™ qualified 120-277V product. International Dark Sky Association listed. Luminaire is qualified to operate at ambient temperatures of -40°C to 40°C. Assembled in the U.S.A

### Photometry

luminaires photometrics are tested by certified independent testing laboratories in accordance with IES LM-79 testing procedures.

### Warranty

10-year limited warranty is standard on luminaire and components.

### Standards

Luminaire complies with:  
ANSI: C136.2, C136.3, C136.10, C136.13, C136.15, C136.22, C136.31, C136.35, C136.37, C136.41, C62.41, C78.377, C82.77  
Other: FCC 47 CFR, IEC 60598, ROHS II, UL 1449, UL 1598

## Adjustable Drive Current Code Ranges

Field adjustable drive current selections can be made according to the table below. For GCJ0 and GCJ2, all drive current codes are selectable with all products. For GCJ1, the other selectable drive currents depend on if the product is specified with a drive current from Range 1 or Range 2 below.

GCJ0 Range	GCJ1		GCJ2 Range
	Range 1	Range 2	
300	350	450	700
390	580	530	830
490	700		900
590			1A
700			



## GreenCobra™ Jr. LED Street Light GCJ H-Series Specification Data Sheet

### Performance Data: 3000K (WW)

Consult factory for IES files or LM-79 reports.

Product	LED Code	Drive Current Code	System Wattage (W)	Delivered Lumens (Lm) <sup>1</sup>	Efficacy (Lm/W)
GCJ0	15H	300 <sup>2</sup>	15	1810	121
		390 <sup>2</sup>	19	2280	120
		490 <sup>3</sup>	24	2840	118
		590	30	3410	114
		700	35	3910	112
GCJ1	20H	350 <sup>3</sup>	25	3040	122
		450	29	3470	120
		530	34	3980	117
		580	39	4470	115
		700	46	5130	112
GCJ2	20H	700	45	5020	112
		830	54	5780	107
		900	58	6120	106
		1A	68	6960	102

Notes:

- 1 Nominal lumens. Normal tolerance  $\pm 10\%$  due to factors including distribution type, LED bin variance, and ambient temperatures.
- 2 DLC Approved only at 120VAC.
- 3 DLC Approved at 120-240VAC.

### Performance Data: 4000K (NW) and 5000K (CW)

Consult factory for IES files or LM-79 reports.

Product	LED Code	Drive Current Code	System Wattage (W)	Delivered Lumens (Lm) <sup>1</sup>	Efficacy (Lm/W)
GCJ0	15H	300 <sup>2</sup>	15	2000	133
		390 <sup>2</sup>	19	2490	131
		490 <sup>3</sup>	24	3070	128
		590	30	3650	122
		700	35	4180	119
GCJ1	20H	350 <sup>3</sup>	25	3240	130
		450	29	3720	128
		530	34	4320	127
		580	39	4850	124
		700	46	5510	120
GCJ2	20H	700	45	5430	121
		830	54	6210	115
		900	58	6630	114
		1A	68	7430	109

Notes:

- 1 Nominal lumens. Normal tolerance  $\pm 10\%$  due to factors including distribution type, LED bin variance, and ambient temperatures.
- 2 DLC Approved only at 120VAC.
- 3 DLC Approved at 120-240VAC.

# GreenCobra™ Jr. LED Street Light GCJ H-Series Specification Data Sheet

## BUG Ratings: 3000K (WW)

All data nominal. IES files for all CCTs are available at leotek.com.

Product & LED Code	Drive Current Code	Type 2R	Type 3	Type 4	Type 5
		BUG Rating	BUG Rating	BUG Rating	BUG Rating
GCJ0 15H	300	B0 U0 G0	B1 U0 G1	B1 U0 G1	B1 U0 G0
	390	B1 U0 G0	B1 U0 G1	B1 U0 G1	B1 U0 G0
	490	B1 U0 G1	B1 U0 G1	B1 U0 G1	B2 U0 G0
	590	B1 U0 G1	B1 U0 G1	B1 U0 G1	B2 U0 G0
	700	B1 U0 G1	B1 U0 G1	B1 U0 G1	B2 U0 G1
GCJ1 20H	350	B1 U0 G1	B1 U0 G1	B1 U0 G1	B2 U0 G0
	450	B1 U0 G1	B1 U0 G1	B1 U0 G1	B2 U0 G0
	530	B1 U0 G1	B1 U0 G1	B1 U0 G1	B2 U0 G1
	580	B1 U0 G1	B1 U0 G1	B1 U0 G1	B2 U0 G1
	700	B1 U0 G1	B2 U0 G1	B2 U0 G1	B3 U0 G1
GCJ2 20H	700	B1 U0 G1	B1 U0 G1	B2 U0 G1	B3 U0 G1
	830	B1 U0 G1	B2 U0 G2	B2 U0 G1	B3 U0 G1
	900	B1 U0 G1	B2 U0 G2	B2 U0 G1	B3 U0 G1
	1A	B1 U0 G2	B2 U0 G2	B2 U0 G2	B3 U0 G1

## BUG Ratings: 4000K (NW) and 5000K (CW)

All data nominal. IES files for all CCTs are available at leotek.com.

Product & LED Code	Drive Current Code	Type 2R	Type 3	Type 4	Type 5
		BUG Rating	BUG Rating	BUG Rating	BUG Rating
GCJ0 15H	300	B1 U0 G0	B1 U0 G1	B1 U0 G1	B1 U0 G0
	390	B1 U0 G0	B1 U0 G1	B1 U0 G1	B1 U0 G0
	490	B1 U0 G1	B1 U0 G1	B1 U0 G1	B2 U0 G0
	590	B1 U0 G1	B1 U0 G1	B1 U0 G1	B2 U0 G1
	700	B1 U0 G1	B1 U0 G1	B1 U0 G1	B2 U0 G1
GCJ1 20H	350	B1 U0 G1	B1 U0 G1	B1 U0 G1	B2 U0 G1
	450	B1 U0 G1	B1 U0 G1	B1 U0 G1	B2 U0 G1
	530	B1 U0 G1	B1 U0 G1	B1 U0 G1	B2 U0 G1
	580	B1 U0 G1	B1 U0 G1	B2 U0 G1	B3 U0 G1
	700	B1 U0 G1	B2 U0 G1	B2 U0 G1	B3 U0 G1
GCJ2 20H	700	B1 U0 G1	B2 U0 G1	B2 U0 G1	B3 U0 G1
	830	B1 U0 G1	B2 U0 G2	B2 U0 G1	B3 U0 G1
	900	B1 U0 G1	B2 U0 G2	B2 U0 G2	B3 U0 G1
	1A	B1 U0 G2	B2 U0 G2	B2 U0 G2	B3 U0 G1



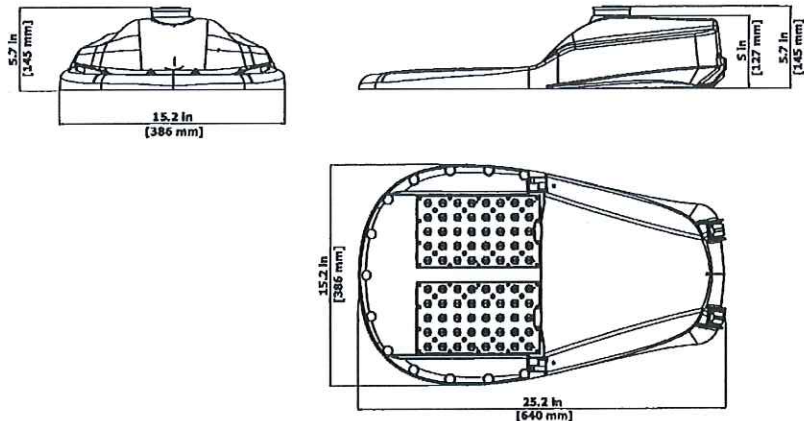
EMC

Project  
Type  
Catalog No.

## GreenCobra™ LED Street Light GCL

### Luminaire Data

Weight 18 lbs [8.17 kg]  
EPA 0.8 ft.<sup>2</sup>



### Ordering Information

Sample Catalog No. GCL1 60G MV WW 2S GY 350 PCR5 RWG

Product	No. & Type of LEDs	Voltage	Color Temperature	Distribution	Finish <sup>1</sup>	Drive Current	Options
GCL1	60G	MV 120-277V	WW 3000K	2S Type 2 Short	GY Gray	350 <sup>2</sup> 350mA	HSS <sup>6</sup> House Side Shield
	80G	HV 347-480V	NW 4000K	2R Type 2 Medium	DB Dark	530 <sup>2</sup> 530mA	CSS <sup>7</sup> Cul-de-sac Side Shield, Snap-On*
			CW 5000K	3R Type 3 Medium	BK Black	610 <sup>2</sup> 610mA	FDC <sup>3</sup> Fixed Drive Current
						700 <sup>2</sup> 700mA	LPCR Less Photocontrol
							Receptacle
							PCR5 <sup>4</sup> ANSI 5-wire Photocontrol Receptacle
							PCR7 <sup>4</sup> ANSI 7-wire Photocontrol Receptacle
							PCR5-CR <sup>5</sup> Control Ready 5-wire Photocontrol Receptacle
							PCR7-CR <sup>5</sup> Control Ready 7-wire Photocontrol Receptacle
							4B 4-Bolt Slip-Fitter
							RWG Rubber Wildlife Guard
							WL Utility Wattage Label

#### Notes:

- Gray, Black and Dark Bronze standard. Consult factory for other finishes.
- Factory set drive current, field adjustable standard. Refer to Performance Data Table. Consult factory if wattage limits require a special drive current.
- Non-field adjustable, fixed drive current. Specify required drive current. Not available with PCR5-CR or PCR7-CR options.
- Field adjustable current selector included. Wireless node dimming is disabled, field changeable connectors included to enable dimming with PCR5/7.
- Control-ready wiring at factory for wireless node dimming. Default maximum drive current (700mA) must be specified.
- Flush mounted house side shield. Shield cuts light off at 1/2 mounting height behind luminaire.
- Flush mounted cul-de-sac shield. Shield cuts light off at 1/2 mounting height behind luminaire and 1-1/2 mounting height on either side of luminaire.
- Specify Color (GY, DB, BK)
- Specify MV (120-277V) or HV (347V-480V)

#### Accessories\*

HSS <sup>6</sup>	House Side Shield, Snap-On*
CSS <sup>7</sup>	Cul-De-Sac Side Shield, Snap-On*
SPB <sup>8</sup>	Square Pole Horizontal Arm Bracket
RPB <sup>8</sup>	Round Pole Horizontal Arm Bracket
PTB <sup>8</sup>	Pole Top Tenon Horizontal Arm Bracket
WB <sup>8</sup>	Wall Horizontal Arm Bracket
BSK	Bird Deterrent Spider Kit
PC <sup>9</sup>	Twist Lock Photocontrol
LLPC <sup>9</sup>	Long-Life Twist Lock Photocontrol
SC	Twist Lock Shorting Cap

\*Accessories are ordered separately and not to be included in the catalog number. For factory installed HSS, CSS specify as option in luminaire catalog number.





### Luminaire Specifications

#### Housing

Die cast aluminum housing with universal two-bolt slip fitter mounts to 1-1/4" to 2" (1-5/8" to 2-3/8" O.D.) diameter mast arm. Four-bolt mounting bracket (4B option) is available. Mounting provisions meet 3G vibration per ANSI C136.31-2001 Normal Application, Bridge & Overpass. Mounting has leveling adjustment from ± 5° in 2.5° steps. Electrical components are accessed without tools via high-strength, non-conductive polycarbonate door with stainless steel quick-release latches. Polycarbonate material is UL recognized and meets UL 746C for outdoor usage. Standard mast arm guard is Polycarbonate with removable insert. Available rubber wildlife guard (RWG option) conforms to mast arm with no gaps.

#### Light Emitting Diodes

Hi-flux/Hi-power white LEDs produce a minimum of 90% of initial intensity at 100,000 hours of life based on IES TM-21. LEDs are tested in accordance with IES LM-80 testing procedures. LEDs have correlated color temperature of 3000K (WW), 4000K (NW), or 5000K (CW) and 70 minimum CRI. LEDs are ROHS compliant, 100% mercury and lead free.

#### Optical Systems

Micro-lens systems produce IESNA Type 2 Short (2S), Type 2 Medium (2R), and Type 3 Medium (3R) distributions. Luminaire produces 0% total lumens above 90° (BUG Rating, U=0). Optical systems maintain an IP66 rating. Optional house side shield cuts light off at 1/2 mounting height behind luminaire. Cul-de-sac shield provides back and side light control for end of cul-de-sac applications. Both shields are field installable without tools.

#### Electrical

Power supply life is rated for 100,000 hours. Power Supply is 1-10V dimmable. Power supply features a minimum power factor of .90 and <20% Total Harmonic Distortion (THD). EMC meets or exceeds FCC CFR Part 15. Terminal block accommodates 6 to 14 gauge wire and is aligned for straight wire entry. Surge protection complies with IEEE/ANSI C62.41 Category C High, 20kV/10kA.

#### Controls

3-Wire photocontrol receptacle is standard. ANSI C136.41 5-wire (PCR5) or 7-wire (PCR7) photocontrol receptacles are available. All photocontrol receptacles have tool-less rotatable base. Wireless control module is provided by others.

#### Finish

Housing receives a fade and abrasion resistant polyester powder coat finish. Finish tested 5000 hours in salt spray exposure per ASTM B117. Finish meets scribe creepage rating 9 of 10 per ASTM 1654. Finish tested 500 hours in UV exposure per ASTM G154 and meets ASTM D523 gloss retention.

#### Listings/Ratings/Labels

Luminaires are UL listed for use in wet locations in the United States and Canada. DesignLights Consortium™ qualified 120-277V product.<sup>2</sup> International Dark Sky Association listed. Luminaire is qualified to operate at ambient temperatures of -40°C to 40°C. Assembled in the U.S.A.

#### Photometry

Luminaires photometrics are tested by certified independent testing laboratories in accordance with IES LM-79 testing procedures.

#### Warranty

10-year limited warranty is standard on luminaire and components.

### Performance Data

All data nominal, consult factory for IES files or LM-79 reports.

#### Warm White (3000K) WW

No. of LEDs & Type	Drive Current (mA)	System Wattage (W)	Delivered Lumens (lm)	Efficacy (lm/W) <sup>1</sup>	Type 2S	Type 2R	Type 3R
					BUG Rating	BUG Rating	BUG Rating
GCL1 60G	350	70	8800	126	B2 U0 G2	B1 U0 G2	B2 U0 G2
	530	105	12700	121	B2 U0 G2	B2 U0 G2	B2 U0 G2
	610	120	14200	118	B2 U0 G2	B2 U0 G2	B3 U0 G3
	700	135	15600	116	B2 U0 G2	B2 U0 G2	B3 U0 G3
GCL1 80G	350	85	11150	132	B2 U0 G2	B2 U0 G2	B2 U0 G2
	530	130	16000	123	B2 U0 G2	B2 U0 G2	B3 U0 G3
	610	160	18700	117	B3 U0 G2	B3 U0 G2	B3 U0 G3
	700	185	20800	112	B3 U0 G2	B3 U0 G3	B3 U0 G3

#### Neutral White (4000K) NW

No. of LEDs & Type	Drive Current (mA)	System Wattage (W)	Delivered Lumens (lm)	Efficacy (lm/W) <sup>1</sup>	Type 2S	Type 2R	Type 3R
					BUG Rating	BUG Rating	BUG Rating
GCL1 60G	350	70	9250	133	B1 U0 G2	B2 U0 G2	B2 U0 G2
	530	105	13300	127	B1 U0 G2	B2 U0 G2	B2 U0 G2
	610	120	15000	125	B2 U0 G2	B2 U0 G2	B3 U0 G3
	700	135	16400	122	B2 U0 G2	B2 U0 G2	B3 U0 G3
GCL1 80G	350	85	11700	138	B2 U0 G2	B2 U0 G2	B2 U0 G2
	530	130	16800	129	B3 U0 G2	B2 U0 G2	B3 U0 G3
	610	160	20000	125	B3 U0 G2	B3 U0 G3	B3 U0 G3
	700	185	22100	119	B3 U0 G3	B3 U0 G3	B3 U0 G3

#### Notes:

<sup>1</sup> Nominal lumens. Normal tolerance ± 10% due to factors including distribution type, LED bin variance, and ambient temperatures.

<sup>2</sup> Not all versions DLC qualified. Consult qualified product list at [www.designlights.org](http://www.designlights.org) for latest product listing.

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GCL\_v050817 Specifications subject to change without notice



# LF - RB LED Flood



## Description

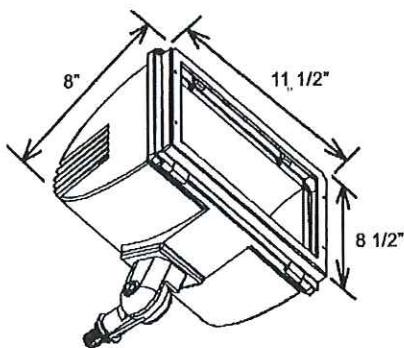
The LF-RB round back flood comes standard with an adjustable knuckle mounting option. With the ability to replace 175W - 250W HID fixtures one-for-one, the LF-RB is most adapted to area light, general security, and sign accent lighting applications.

## Performance Data

Model	Watts	Equiv	Delivered Lumens	Efficacy
LF-RB-25	24W	175W HID	2,646 Lm	108 LPW
LF-RB-60	54W	250W HID	5,700 Lm	105 LPW

## Dimensions & Weights

Model	Width	Height	Depth	Weight
LF-RB	11 1/2"	8 1/2"	8"	10.15 lbs.



Catalog Number:

Project:

Comments:

Prepared By:

Date:

## Technical Specifications

**Input Voltage:** 120-277V or 347-480V

**Housing:** Die cast aluminum housing with hinged top frame and textured architectural bronze powder coat finish over a chromate conversion coating.

**Lens:** Tempered clear glass lens.

**Mounting:** Adjustable knuckle with 1/2" NPT threads (standard). Additional mounting methods include: swivel bracket, slip fitter, post top fitter and ground stake. Post top fitter and ground stake options require an adjustable knuckle.

**Effective Projected Area (EPA):** 0.72 ft<sup>2</sup>

**Color Temperature:** 2700K WW, 4000K NW (standard), 5000K CW. All LED's are rated for a minimum of 100,000 hours of continuous operation at ambient temperatures from -40°F/-40°C to 95°F/35°C.

**Color Rendering Index (CRI):** Minimum of 70 or higher.

**Dimming:** 0-10V standard dimming capability.

**Surge Protection:** Thermally protected 20kA/ 40kV varistor type surge suppressor is included and meets IEEE/ANSI C62.41.2 guidelines for "C High exposure." Also meets IEC61643-11 Class II / EN61643-11 Type 2, and US Dept of Energy MSSLC Model Spec for surge protection. The device is wired in series with the luminaire input power in order to interrupt power to the luminaire when consumed, protecting the LED power supply and circuit boards from additional electrical surges.

**Lumecon ETD™ System:** The enhanced thermal dissipation system engines are thermally bonded to provide maximum thermal dissipation to the exterior of the fixture to ensure long life. To protect the light engine panel from moisture and corrosion, the LED light engine panel is uniformly coated with a UV stabilized acrylic polymer resin that meets MIL and ASTM dielectric standards, UL, and IPC standards for flammability, moisture resistance and thermal shock.

**Battery Back-Up (Optional):** When triggered into emergency mode, the BBU operates the LEDs for a code-compliant 90 minutes. When AC power is restored, the driver automatically returns to charging mode. The BBU is a UL recognized component and meets all applicable safety standards.

**Certification Data:** ETL Listed to UL 1598, UL 8750 and CSA 22.2 No. 250 for Wet Locations. \*Full compliance and test documentation is available for TM-21, LM-79, LM-80, ETL Listing to UL1598 and UL 8750, Lighting Facts and DLC®.

**DesignLights Consortium® (DLC) Qualified Product:** The 4000K NW is DLC® qualified. Unless noted, not all versions of this product may be DLC® qualified. For a complete list of Lumecon DLC Qualified Products visit: [www.designlights.org](http://www.designlights.org).

**Manufacturing Origin:** US Manufactured and Assembled.

**Buy American:** Meets Buy American requirements within the ARRA.

**Warranty:** 10 Year L70 performance based warranty. For full warranty terms, please visit our website: [www.lumecon.com](http://www.lumecon.com)



NATIONAL ASSOCIATION OF ELECTRICAL DISTRIBUTORS

Email: [sales@lumecon.com](mailto:sales@lumecon.com) Website: [www.lumecon.com](http://www.lumecon.com) Phone: 248-477-5009

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7-13-2017



EMC



# LF - RB LED Flood

## Ordering Information

LF - RB Options / Ordering Example: LF-RB-25-DB-ST-1-NW-A-X-X-X-PC1-X

WATTAGE	COLOR	DISTRIBUTION	VOLTAGE	COLOR TEMPERATURE	MOUNTING METHODS
25 - 25 Watts 60 - 60 Watts	DB - Dark Bronze	ST - Standard* NR - Narrow**  *ST - Standard 125° **NR - Spot Optics 18°	1 - 120v - 277v 2 - 347v - 480v	NW - Neutral* CW - Cool WW - Warm  *DLC® Qualified	A - Adjustable Knuckle SB - Swivel Bracket SF - Slip Fitter T - Post Top Fitter* GR - Ground Stake*  *Requires adjustable knuckle

GUARD	BATTERY BACK-UP	SPLIT CIRCUIT	PHOTOCELL	INLINE FUSE
X - None W - Wire P - Polycarbonate Lens G - Glare Shield	X - None BB1 -120v BBU BB2 -277v BBU BBC1 -120v BBU Cold Temp Rated* BBC2 -277v BBU Cold Temp Rated* *Requires external box	X - None SC - Split Circuit	X - None PC1 - 120v/277v PC PC3 - 347v PC PC4 - 480v PC	X - None F - Inline Fuse, 2.5A

## Options & Accessories



Adjustable Knuckle  
(Standard)



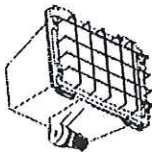
Slip Fitter



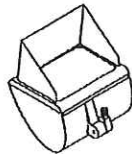
Post Top Fitter



Ground Stake



Wire Shield



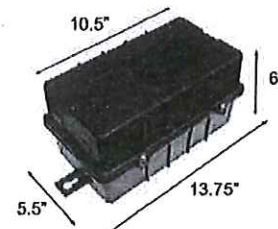
Glare Shield

## Battery Back-Up

An external battery back-up box may be required on certain light fixtures. Please contact Lumecon Sales Agent for clarification.

### UL Component Recognized / CSA certified

Lumecon's Emergency LED driver has been tested in accordance with the standards set forth in UL 924, "Emergency Lighting and Power Equipment," and with the standards set forth in C22.2 No. 141, "Unit Equipment for Emergency Lighting." Our Emergency LED driver's are UL Component Recognized and CSA Certified for factory installation only. Emergency illumination time exceeds the National Electrical Code (NEC), Life Safety Code (NFPA-LSC), National Building Code of Canada (NBC), National Fire Code of Canada (NFC) and UL 90-minute requirements.





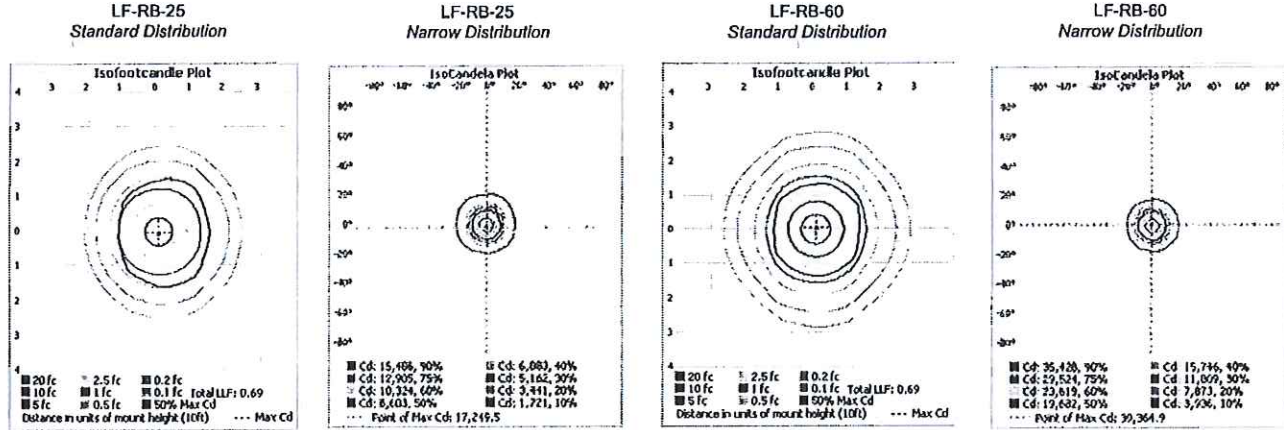
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# LF - RB LED Flood

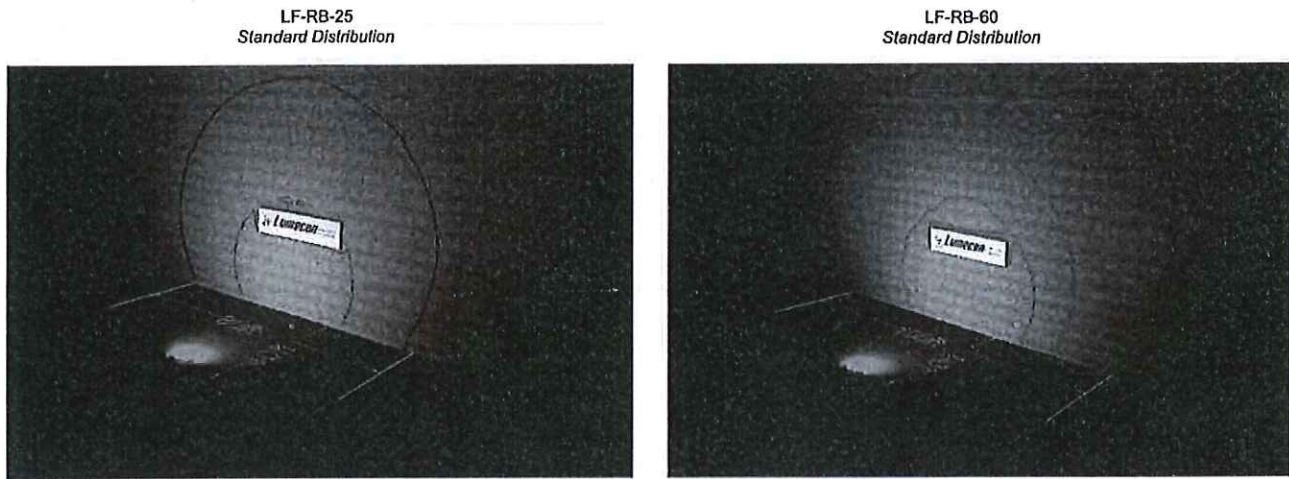
## Photometric Data

For .ies files of this product, please visit the downloads tabs on the LF-RB product page: <http://lumecon.com/products/lf-rb-sign-flood-light/>



## Photometric Illustration

For .ies files of this product, please visit the downloads tabs on the LF-RB product page: <http://lumecon.com/products/lf-rb-sign-flood-light/>



Flood light tilted 45° in illustration

Flood light tilted 45° in illustration

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# LF - RB LED Flood

## Performance Data

### ELECTRICAL LOAD DATA

Fixture Model	Drive Current (mA)	System Watts (W)	AC Current Load (A)	
			120V	277V
LF-RB-25	112	24.3	0.21	0.10
LF-RB-25-NR	850	23.1	0.21	0.12
LF-RB-60	88	55.4	0.16	0.22
LF-RB-60-NR	1050	54.2	0.50	0.29

### LUMEN MAINTENANCE

Data in the table below references projected performance in a 25°C ambient and is based on 10,000 hours of LED testing. Performance data has been tested per IESNA LM-80-08 and projected per IESNA TM-21-11.

Use the lumen maintenance factor that corresponds to the desired number of operating hours below to calculate LLF.

Fixture Model	Lumen Maintenance Factors @ 25°C, by hours:				
	0	25,000	50,000	70,000	100,000
LF-RB-25	1.0	0.96	0.93	0.90	0.86
LF-RB-25-NR	1.0	0.93	0.89	0.85	0.80
LF-RB-60	1.0	0.94	0.89	0.86	0.81
LF-RB-60-NR	1.0	0.93	0.89	0.85	0.80



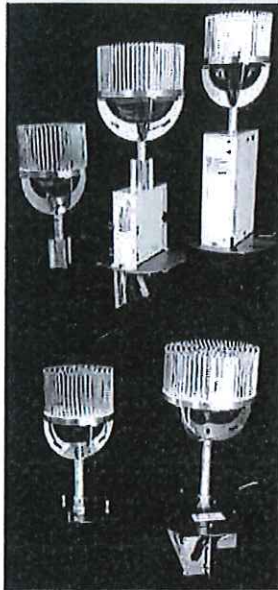
# D4 LED POST TOP RETROFIT-GEN II

Cost Savings • Easy to Install • Performance to Lighting Standards • Environmentally Friendly

## DESCRIPTION

The proven D4 LED Post Top Retrofit kit is a universal low cost replacement for high cost HID light sources in decorative fixtures. The D4 is designed as an easy yet reliable way to convert existing fixtures to meet lighting standards required in most environments, and for environmentally conscientious users wishing to eliminate mercury, reduce carbon footprint, and light pollution. This system has been thoroughly tested to the most demanding industry standards including LM-79, LM-80, In-Situ, TM-21, surge testing to UL 1449 3rd edition and more.

## KEY BENIFITS



- Quick and easy retrofit
- True white light, large coverage area
- Reduces energy consumption by up to 80%
- Reduces labor costs by up to 75%
- Mercury free and lead free (RoHS compliant)
- Easy to install and service
- Available in 30w, 40w, 60w, and 80w versions up to 9100 lumens
- Available in 2200K, 3000K, 4000K or 5000K, Type 3, or Type 5 Distributions
- Up to 30' mounting height
- Designed to UL 1598 and UL 1449 3rd Edition
- All components are IP66 rated
- Available in standard, dimming, programmable, and more
- 5 year warranty (extended warranty available)



## SPECIFICATIONS

### Rated Life

100,000+ Hrs Rated System Life  
90% Lumen Maintenance at 100,000 Hrs

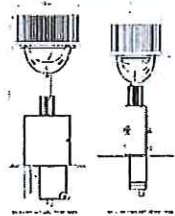
### Testing

IESNA LM-79  
IESNA LM-80  
InSitu Thermal  
Energy Star TM-21  
Surge & Transient Tested  
100% Production Test and Inspect

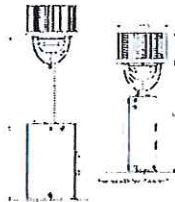
### Listing

IP66 Rated Components  
Designed to UL1449 3rd Edition I UL1598  
UL Drivers  
Complies with IEEE C62.41  
FCC Part 15 Class A  
Listed to UL1598C

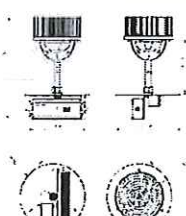
## APPLICATION



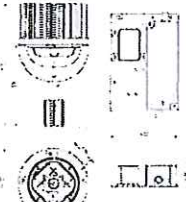
Mid Mount



Full Enclosure



Grandville Classic



Socket Mount

### D4 Installation



### Electrical

30w .25A, 40w .32A, 60w .48A, 80w .64A at 120 VAC  
36 kV Surge Suppression  
> 95% Power Factor Corrected  
< 20% Total Harmonic Distortion  
-40C to +40C Ambient Operating Temp  
Universal 120-277 VAC  
Thermal Overload Protected  
Electrical Short / Overload Protected

### Shipping Information

Ships from Michigan Mfg Plant  
Unit Weight= 5.8-7.7 lbs

US Facility Production  
US Engineering

Contact: support@matechllc.com

Phone: 616.401.7398

Website: www.matechllc.com

Made in the USA



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## D4 LED POST TOP RETROFIT- GEN II

Cost Savings • Easy to Install • Performance to Lighting Standards • Environmentally Friendly

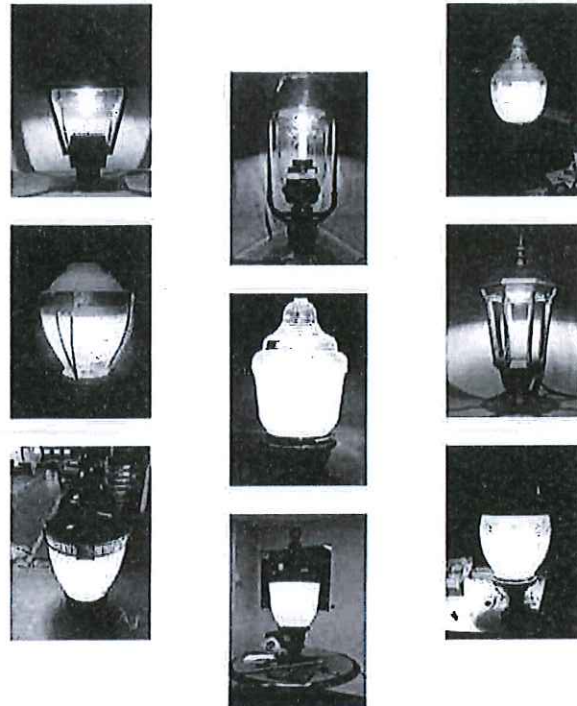
### LUMINOUS FLUX AT 25C

D4 Model	Input Watts	2200K	3000K	4000K	5000K	CRI
30W	30	3,706	4,143	4,403	4,403	>70
40W	38	4,595	5,027	5,343	5,343	>70
60W	57	6,617	6,880	7,313	7,313	>70
80W	77	8,106	8,564	9,103	9,103	>70

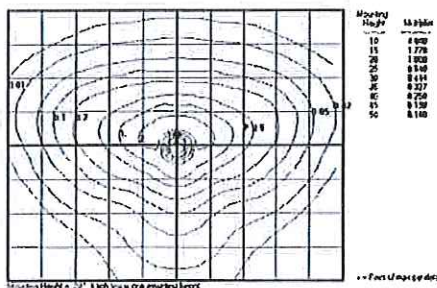
### COMMON RETROFIT APPLICATIONS

#### Traditional Post Top Luminaires

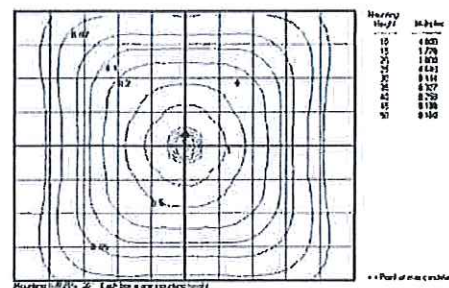
- Acuity ®
- ALP – Lexalite ®
- American Electric Lighting (AEL) ®
- Beacon ®
- Cooper ®
- Crown Plastics ®
- Formed Plastics ®
- GE ®
- Hadco ®
- Holophane ®
- InterGlobal ®
- King Luminaire ®
- Lumec ®
- Mainstreet Lighting ®
- Pelco ®
- Penn Globe ®
- Philips ®
- Spring City ®
- Sternberg ®



### PHOTOMETRIC PLOTS



D4 80w Type 3 at 20ft Mounting



D4 80w Type 5 at 20ft Mounting

Contact: support@matechllc.com

Phone: 616.401.7398

Website: www.matechllc.com

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# D4 LED POST TOP RETROFIT- GEN II

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## D4 PRODUCT MATRIX

P/N Format: D4 - (style)(watts) - (cct)K - T(type)M - (mounting) - (dimming)

Example: D4 - F60 - 30K - T5M - 6S - STD

Full Enclosure Kit	Style	Watts	CCT	Type	Mounting	Dimming	Mounting Code Details
	D4-F	30	22K	T5M	625	STD	Universal 8 25" plate
	D4-F	40	30K	T3M	6S	DIM	Universal 6 5" plate
	D4-F	60	40K		7S	PXYZ#	Universal 7" plate
	D4-F	80	50K		8N	DAU	Universal 8" plate
					C##		Other custom configurations
Typical Application: Generic shallow filter where ballast was mounted under cover above filter							
Mid Mount Kit	Style	Watts	CCT	Type	Mounting	Dimming	Mounting Code Details
	D4-M	30	22K	T5M	CHBTL	STD	Hadco B Twistlock
	D4-M	40	30K	T3M	CHBSP	DIM	Hadco B Pin & Screw
	D4-M	60	40K		CSBSC	PXYZ#	Sternburg Spring Clips
	D4-M	80	50K		CSBTL	DAU	Sternburg Twistlock
					C##		Other custom configurations
					XXX		Universal Plates above also applicable
Typical Application: Deeper filters such as pelat style where ballast was mounted into filter by top plate/cover.							
Socket Replacement Kit	Style	Watts	CCT	Type	Mounting	Dimming	Mounting Code Details
	D4-S	30	22K	T5M	CSCKT	STD	Mogel Socket Replacement Extrusion
	D4-S	40	30K	T3M	CSDO1	DIM	Metal Standoff 1" High holds Extrusion
	D4-S	60	40K		C##	PXYZ#	Other custom configurations
	D4-S	80	50K			DAU	
Typical Application: Cast top cover filters where socket must be replaced. Power supply mounts below that casting.							
Granville Classic Kit	Style	Watts	CCT	Type	Mounting	Dimming	Mounting Code Details
	D4-H	30	22K	T5M	CGVC7	STD	Granville Classic 7" Filter or 4" Filter
	D4-H	40	30K	(T3M - NA)	HGVC7	DIM	"H" prefix is high output version
	D4-H	60	40K			PXYZ#	
	(80 NA)	50K			DAU		
Typical Application: Specific configuration for mounting in Granville Classic 7" and 4" filters with 19" glass globes. One piece assembly.							
Granville Premier Kit	Style	Watts	CCT	Type	Mounting	Dimming	Mounting Code Details
	D4-H	30	22K	T5M	CGPCS	STD	Granville Premier w/ Photo Control Socket
	D4-H	40	30K	(T3M - NA)	CGPNS	DIM	Granville Premier w/ Photo Control Socket
	D4-H	60	40K			PXYZ#	
	(80 NA)	50K			DAU		
Typical Application: Specific configuration for mounting in Granville Premier filters with 19" glass globes. Two piece assembly.							
OEM Components Kit	Style	Watts	CCT	Type	Mounting	Dimming	Mounting Code Details
	D4-C	30	22K	T5M	COEM1	STD	OEM Customer, configuration 1
	D4-C	40	30K	T3M	CCC01	DIM	OEM Customer CC, configuration 1
	D4-C	60	40K		CCC02	PXYZ#	OEM Customer CC, configuration 2
	D4-C	80	50K		C##	DAU	Other custom configurations
Typical Application: LED Light Engine and Power supply only. OEM provides light engine mount.							

3/10/17

## ORDERING INSTRUCTIONS

Product Family	Mount Style (blank)	Wattage	Color Temp (CCT)	Distribution Type	Fixture Designator	STD/Dimming
D4	M	60	40K	T5M	CAEC1	STD

Ordering Instructions: D4 - M60 - 40K - T5M - CAEC1 - STD

Resulting P/N: D4 - M60 - 40K - T5M - CAEC1 - STD

Description: D4, Mid Mount, 60 watt, 4000K CCT, Type 5 medium distribution, AEL Contempo version, Standard driver

Contact: support@matechllc.com

Phone: 616.401.7398

Website: www.matechllc.com

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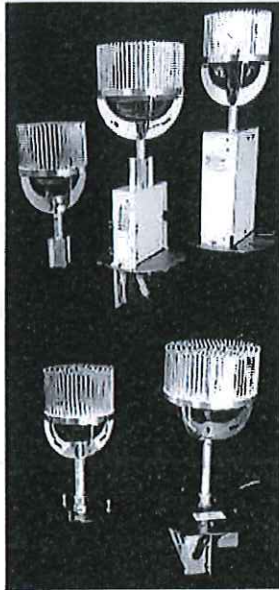
# D4 LED POST TOP RETROFIT-GEN II

Cost Savings • Easy to Install • Performance to Lighting Standards • Environmentally Friendly

## DESCRIPTION

The proven D4 LED Post Top Retrofit kit is a universal low cost replacement for high cost HID light sources in decorative fixtures. The D4 is designed as an easy yet reliable way to convert existing fixtures to meet lighting standards required in most environments, and for environmentally conscientious users wishing to eliminate mercury, reduce carbon footprint, and light pollution. This system has been thoroughly tested to the most demanding industry standards including LM-79, LM-80, In-Situ, TM-21, surge testing to UL 1449 3rd edition and more.

## KEY BENIFITS



- Quick and easy retrofit
- True white light, large coverage area
- Reduces energy consumption by up to 80%
- Reduces labor costs by up to 75%
- Mercury free and lead free (RoHS compliant)
- Easy to install and service
- Available in 30w, 40w, 60w, and 80w versions up to 9100 lumens
- Available in 2200K, 3000K, 4000K or 5000K, Type 3, or Type 5 Distributions
- Up to 30' mounting height
- Designed to UL 1598 and UL 1449 3rd Edition
- All components are IP66 rated
- Available in standard, dimming, programmable, and more
- 5 year warranty (extended warranty available)



## SPECIFICATIONS

### Rated Life

100,000+ Hrs Rated System Life  
90% Lumen Maintenance at 100,000 Hrs

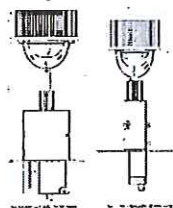
### Testing

IESNA LM-79  
IESNA LM-80  
InSitu Thermal  
Energy Star TM-21  
Surge & Transient Tested  
100% Production Test and Inspect

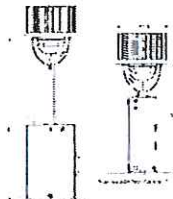
### Listing

IP66 Rated Components  
Designed to UL1449 3rd Edition I UL1598  
UL Drivers  
Complies with IEEE C62.41  
FCC Part 15 Class A  
Listed to UL1598C

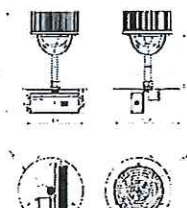
## APPLICATION



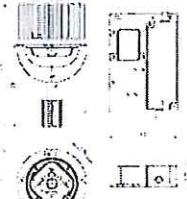
Mid Mount



Full Enclosure



Grandville Classic



Socket Mount

### D4 Installation



### Electrical

30w .25A, 40w .32A, 60w .48A, 80w .64A at 120 VAC  
36 kV Surge Suppression  
> 95% Power Factor Corrected  
< 20% Total Harmonic Distortion  
-40C to +40C Ambient Operating Temp  
Universal 120-277 VAC  
Thermal Overload Protected  
Electrical Short / Overload Protected

### Shipping Information

Ships from Michigan Mfg Plant  
Unit Weight= 5.8-7.7 lbs

US Facility Production  
US Engineering

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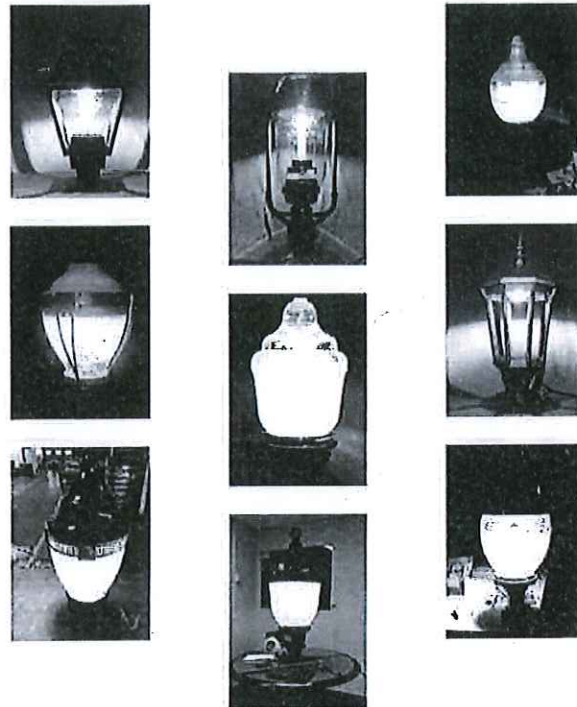
## LUMINOUS FLUX AT 25C

D4 Model	Input Watts	2200K	3000K	4000K	5000K	CRI
30W	30	3,706	4,143	4,403	4,403	>70
40W	38	4,595	5,027	5,343	5,343	>70
60W	57	6,617	6,880	7,313	7,313	>70
80W	77	8,106	8,564	9,103	9,103	>70

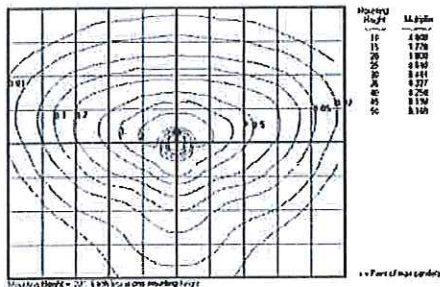
## COMMON RETROFIT APPLICATIONS

### Traditional Post Top Luminaires

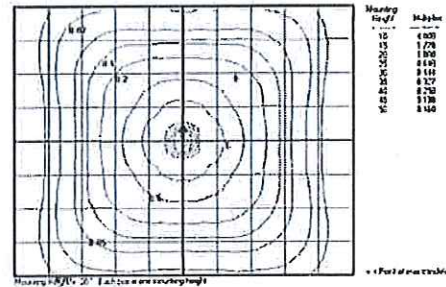
- Acuity ®
- ALP – Lexalite ®
- American Electric Lighting (AEL) ®
- Beacon ®
- Cooper ®
- Crown Plastics ®
- Formed Plastics ®
- GE ®
- Hadco ®
- Holophane ®
- InterGlobal ®
- King Luminaire ®
- Lumec ®
- Mainstreet Lighting ®
- Pelco ®
- Penn Globe ®
- Philips ®
- Spring City ®
- Sternberg ®



## PHOTOMETRIC PLOTS



D4 80w Type 3 at 20ft Mounting



D4 80w Type 5 at 20ft Mounting

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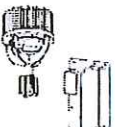

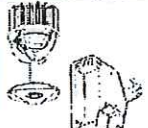
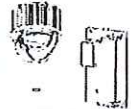
# D4 LED POST TOP RETROFIT- GEN II

Cost Savings • Easy to Install • Performance to Lighting Standards • Environmentally Friendly

## D4 PRODUCT MATRIX

P/N Format: D4 - (style)(watts) - (cct)K - T(type)M - (mounting) - (dimming)

Example: D4 - F60 - 30K - T5M - 6S - STD

Full Enclosure Kit	Style	Watts	CCT	Type	Mounting	Dimming	Mounting Code Details
	D4-F	30	22K	T5M	6S	STD	Universal 6.75" plate
	D4-F	40	30K	T3M	6S	DIM	Universal 6.5" plate
	D4-F	60	40K		7S	PXYZ#	Universal 7" plate
	D4-F	80	50K		8N	DALI	Universal 8" plate
					C###		Other custom configurations
Typical Application: Generic shallow filter where ballast was mounted under cover above filter							
Mid Mount Kit	Style	Watts	CCT	Type	Mounting	Dimming	Mounting Code Details
	D4-M	30	22K	T5M	CHBTL	STD	Hudco B Twistlock
	D4-M	40	30K	T3M	CHBSP	DIM	Hudco B Pin & Screw
	D4-M	60	40K		CSBSC	PXYZ#	Sternburg Spring Clips
	D4-M	80	50K		CSBTL	DALI	Sternburg Twistlock
					C###		Other custom configurations
				#XX			Universal Plates above also applicable
Typical Application: Deeper filters such as petal style where ballast was mounted into filter by top plate/cover.							
Socket Replacement Kit	Style	Watts	CCT	Type	Mounting	Dimming	Mounting Code Details
	D4-S	30	22K	T5M	CSCKT	STD	Mogel Socket Replacement Extrusion
	D4-S	40	30K	T3M	CSDO1	DIM	Mogel Standoff 1" High holds Extrusion
	D4-S	60	40K		C###	PXYZ#	Other custom configurations
	D4-S	80	50K			DALI	
Typical Application: Cast top cover filters where socket must be replaced. Power supply mounts below that casting							
Granville Classic Kit	Style	Watts	CCT	Type	Mounting	Dimming	Mounting Code Details
	D4-H	30	22K	T5M	CGVC7	STD	Granville Classic 7" Filter or 4" Filter
	D4-H	40	30K	(T3M - NA)	HGVC7	DIM	"H" prefix is high output version
	D4-H	60	40K			PXYZ#	
	(80 NA)	50K			DALI		
Typical Application: Specific configuration for mounting in Granville Classic 7" and 4" filters with 19" glass globes. One piece assembly							
Granville Premier Kit	Style	Watts	CCT	Type	Mounting	Dimming	Mounting Code Details
	D4-H	30	22K	T5M	CGPCS	STD	Granville Premier w/ Photo Control Socket
	D4-H	40	30K	(T3M - NA)	CGPNS	DIM	Granville Premier w/o Photo Control Socket
	D4-H	60	40K			PXYZ#	
	(80 NA)	50K			DALI		
Typical Application: Specific configuration for mounting in Granville Premier filters with 19" glass globes. Two piece assembly.							
OEM Components Kit	Style	Watts	CCT	Type	Mounting	Dimming	Mounting Code Details
	D4-C	30	22K	T5M	COEM1	STD	OEM Customer, configuration 1
	D4-C	40	30K	T3M	CCC01	DIM	OEM Customer CC, configuration 1
	D4-C	60	40K		CCC02	PXYZ#	OEM Customer CC, configuration 2
	D4-C	80	50K		C###	DALI	Other custom configurations
Typical Application: LED Light Engine and Power supply only. OEM provides light engine mount.							

3/10/17

## ORDERING INSTRUCTIONS

Product Family	Mount Style	Wattage	Color Temp (CCT)	Distribution Type	Fixture Designator	STD/Dimming
D4	M	60	40K	T5M	CAEC1	STD

Ordering Instructions:

Resulting P/N: D4 - M60 - 40K - T5M - CAEC1 - STD

Description: D4, Mid Mount, 60 watt, 4000K CCT, Type 5 medium distribution, AEL Contempo version, Standard driver

Contact: support@matechllc.com

Phone: 616.401.7398

Website: www.matechllc.com

Made in the USA



**MATECH**  
LIGHTING SYSTEMS  
20 YEARS OF SOLID STATE EXCELLENCE  
900 E. Main Street  
Middleville, MI 49333





# Affinity LED Lighting - City of Newmarket Streetlight Conversion Proposal

Updated: April 13, 2017

City: Newmarket, NH  
District: 05  
Town: 18  
Ledger: 0001006-01 NEWMARKET TOWN OF - EOL

## MUNICIPAL STREET LIGHTING SUMMARY

Current Lighting Description	Rated Watts	Size Code	Feet Clearance	Fixture Qty
50WPS COB/HEAD	65	D47	82	182
100WPS COB/HEAD	130	151	82	20
100WPS COB/HEAD	190	188	82	11
250WPS COB/HEAD	295	193	82	7
70WPS CARRIAGE	90	005	82	1
150WPS FLOODLIGHT	190	003	82	2
250WPS FLOODLIGHT	295	005	82	4

## CURRENT LIGHTING (Annual)

Estimated Annual Electrical Cost Excl. Tax	Estimated Annual Total Annual Cost Excl. Tax	Total kWh Consumed
\$139.82	\$24,772	54,235
\$194.87	\$4,801	14,688
\$238.47	\$2,481	9,081
\$231.29	\$1,868	8,872
\$142.46	\$142	391
\$228.47	\$453	1,851
\$231.29	\$1,155	5,127

## SMART READY LED (Annual)

LED Rated Watts	Model	Annual Cost Excl. Tax	Total Annual Cost Excl. Tax	Total kWh Consumed
25	SB00-25W-30K-TX-10-GR-M	\$67.53	\$13,042	20,895
65	SB00-65W-30K-TX-10-GR-M	\$111.53	\$2,900	7,343
80	SB01-80W-30K-TX-10-GR-M	\$127.85	\$1,407	3,854
100	SB01-100W-30K-TX-10-GR-M	\$142.88	\$1,048	3,042
25	PT005-25W-30K-DARK-SKY	\$79.82	\$80	195
80	PT001-80W-30K-TX-10-GR-M	\$127.85	\$295	865
100	PT001-100W-30K-TX-10-GR-M	\$142.88	\$689	1,738

## UPGRADE PROJECT COSTS

Excavation Cost Excl. Tax	Installation Cost Excl. Tax	Total Project Cost Excl. Tax
\$137.00	\$83.71	\$220.71
\$183.00	\$83.71	\$266.71
\$178.00	\$83.71	\$261.71
\$211.00	\$83.71	\$294.71
\$178.00	\$83.71	\$261.71
\$208.00	\$83.71	\$291.71
\$273.00	\$83.71	\$356.71

## INCENTIVE

Incentive Product / Fixture	Incentive Total
SB00-25W-30K-TX-10-GR-M	\$112.200
SB00-65W-30K-TX-10-GR-M	\$62.000
SB01-80W-30K-TX-10-GR-M	\$71.000
SB01-100W-30K-TX-10-GR-M	\$70.000
PT005-25W-30K-DARK-SKY	\$50.000
PT001-80W-30K-TX-10-GR-M	\$100.000
PT001-100W-30K-TX-10-GR-M	\$100.000

## SIMPLE PAYBACK

Net Investment	\$22,726
Annual Savings	\$16,423
Monthly Savings	\$1,369

Payback 1.38 years

## SAVINGS RETURN ON INVESTMENT AND 10YR CAPEX IMPACT

Year	CAPEX	Profit/Loss	Cumulative CAPEX Impact (10Yr)
Year 1	\$18,423	\$13,151	\$5,272
Year 2	\$18,423	\$13,151	\$18,423
Year 3	\$18,423	\$13,151	\$36,846
Year 4	\$18,423	\$13,151	\$55,269
Year 5	\$18,423	\$13,151	\$73,692
Year 6	\$18,423	\$13,151	\$92,115
Year 7	\$18,423	\$13,151	\$110,538
Year 8	\$18,423	\$13,151	\$128,961
Year 9	\$18,423	\$13,151	\$147,384
Year 10	\$18,423	\$13,151	\$165,807

\*excludes current and future maintenance costs

\*excludes current maintenance costs

Annual Savings (\$16,423) (56.451%)  
Annual CO2 Abatement (tons) (33.3)

Incentive Confirmed (\$24,050)  
Net (\$2,726)  
Simple Payback (1.38) years



Page 110 of 157







## LED Lighting Upgrade Proposal Newmarket City Metered



**Steve Fournier**  
Town Administrator  
Town of Newmarket, NH  
186 Main Street  
Newmarket NH 03857  
sfournier@newmarketnh.gov  
(603)659-3617 Facsimile: (603)659-8508  
Account #: 01-446-302-0000

### Project Cost / Rebate Info

Project Cost (from Energy Model)  
Eversource Rebate\*  
Net Project Cost

Total Project Cost

### Estimated Savings Info

Est. Total Annual Savings  
Est. Monthly Savings

### Payoff Scenarios

Simple Payoff

### Investment Return

1st Year Cumulative Return  
2 Years Cumulative Return  
3 Year Cumulative Return  
5 Year Cumulative Return  
10 Year Cumulative Return

### Annual CAPEX Impact

Annual Capex (10 years)  
Annual Savings resulting from Capex investment  
Annual Impact: Profit / (Loss)

### Environmental Impact

Estimated Total kWh Savings (annual)  
Per Year CO<sub>2</sub> Abatement (tons)\*  
2 Years Cumulative  
3 Years Cumulative  
5 Years Cumulative  
10 Years Cumulative

\*Minimum CO<sub>2</sub> produced per kWh: 1.22 lbs. (<http://www1.eia.gov/>)

96 LIGHTS

...No Financing Pay

...with NH CDFA

Difference vs No

Outright

Grant Financing

Financing

(2.5%)

\$18,013.95 Project Cost  
\$7,440.00 Eversource Rebate  
\$10,573.95 Net Project Cost  
N/A CDFA Interest  
\$10,573.95 Total Project Cost  
(outright cost)

\$18,013.95  
\$7,440.00  
\$10,573.95  
\$ 702.72  
\$ 11,276.66  
(amount financed)

\$0.00

\$702.72

\$702.72

(\*cost\* to finance)

\$5,793.75

\$482.81

Months

21.9

Simple Payoff

Months

23

Finance Period

36

Monthly Payment \$ 519.91

Opex Cash+ (mth) (\$37)

Opex Cash+ (yr) (\$445)

...No Financing Pay

...with NH CDFA

Outright

Grant Financing

ROI%

\$ (4,780.20)  
\$ 1,013.55  
\$ 6,807.30  
\$ 18,394.80  
\$ 47,363.55

\$ (5,482.91) -48.6%  
\$ 310.84 2.8%  
\$ 6,104.59 54.1%  
\$ 17,692.09 158.9%  
\$ 46,660.84 413.8%

\$1,057

\$5,794

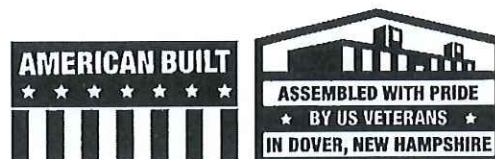
\$4,736

\$1,128

\$5,794

\$4,666

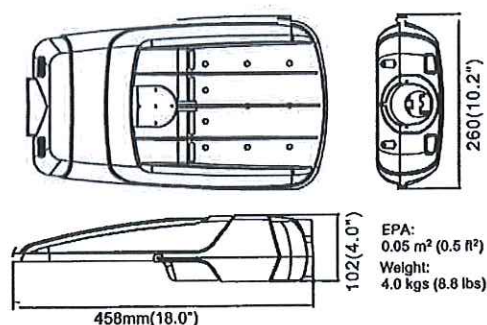
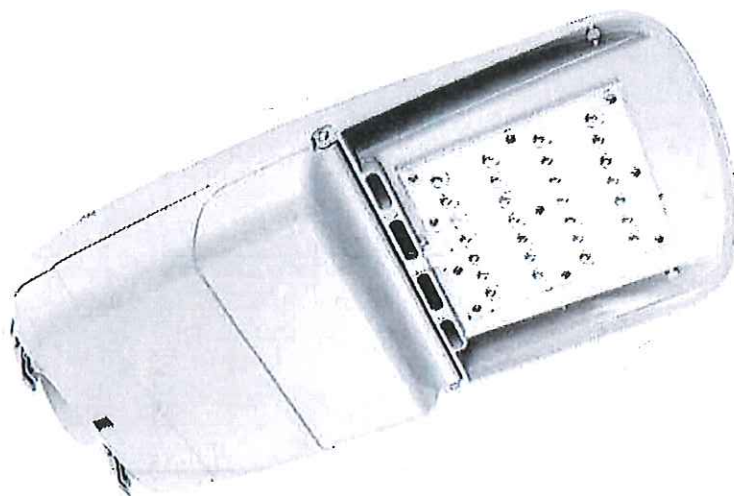
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## S800 Series Roadway Luminaire

### LED Street & Area Lighting

The S800 Series distills the benefits of combining industry-leading components and LED technology with pragmatic design and American-Built reliability. The outstanding photometric performance results in sites with excellent uniformity, allowing greater pole spacing and lower power density. The S800 Series is the best alternative available for traditional street and area lighting with quick payback and improved performance.



### Standard Features

- ★ Night Sky Friendly (zero uplight) with integrated backlight-shield
- ★ Reduced-glare optical lenses standard in Type II, Type III and Type V photometric distributions
- ★ Available in 3000K, 4000K and 5000K Correlated Color Temperatures
- ★ Tool-Less Entry with Connect-Safe™ for Lineman Friendly installation
- ★ Die-Cast Aluminum Housing and Housing Door with Ultra-durable powder-coat finish that resists corrosion, abrasion and UV-degradation
- ★ Integrated Tilt Adjustment  $\pm 5^\circ$
- ★ Built-in Bird-Guard
- ★ Input Voltage: 120-277V or 347-480V, 50/60Hz
- ★ Ambient Operating Temperatures  $-40^\circ\text{C}$  to  $+50^\circ\text{C}$
- ★ Smart Ready with 7-pin Photocontrol Receptacle (per ANSI C136.41) and 0-10V Dimming Capability
- ★ LED Lifetime Rating  $>120,000$  hours L70 @  $55^\circ\text{C}$  (per IESNA TM-21-11)
- ★ 10-Year Limited Warranty

### Product Specifications

EXAMPLE: S80X-XXW-XXK-TX-10-XX-M $\Rightarrow$ S800-65W-40K-T2-10-GR-M						
MODEL	POWER	COLOR	DISTRIBUTION	CONTROL OPTION	FINISH	DRIVER
S800	25W 40W 65W	30K: 3000K 40K: 4000K 50K: 5000K	T2: Type II T3: Type III T5: Type V	10: 0-10V Dimming	BR: Bronze BL: Black GR: Gray WH: White	M: Meanwell
S801	80W 100W	57K: 5700K				



## S800 Series Performance Data

### Lumen Output

Lumen values are from photometric tests performed in accordance with IESNA LM-79-08. Data is considered to be representative of the configurations shown, within the tolerances allowed by Lighting Facts. Actual performance may differ as a result of end user environment and application. Actual wattage may differ by +/- 10% when operating between 120-277V +/- 10%. Contact us directly for performance data on any configurations not shown here.

MODEL	LEDS	LED CURRENT	SYSTEM WATTS	DIST TYPE	3000K					4000K				
					LUMENS	B	U	G	LPW	LUMENS	B	U	G	LPW
S800	10	0.7A	25W	T2	2919	1	0	1	116	2825	1	0	1	113
				T3	2938	1	0	1	116	2866	1	0	1	115
				T5	2783	2	0	2	111	2824	2	0	2	113
	16	0.75A	40W	T2	4941	2	0	2	121	4852	1	0	1	121
				T3	4899	1	0	1	119	4706	1	0	1	118
				T5	4697	3	0	2	115	4744	3	0	3	119
		1.15A	65W	T2	6760	2	0	2	108	6714	2	0	2	103
				T3	6831	2	0	2	109	6889	2	0	2	106
				T5	6404	3	0	3	102	6683	3	0	3	103
S801	28	0.7A	80W	T2	9316	3	0	3	116	9274	2	0	2	116
				T3	9357	2	0	2	116	9407	2	0	2	118
				T5	8903	3	0	3	110	8950	3	0	3	112
		1.0A	100W	T2	10461	3	0	3	111	10886	3	0	3	109
				T3	10427	2	0	2	111	10813	2	0	2	108
				T5	10041	4	0	3	107	10075	4	0	4	101

## Certifications and Qualifications

- ★ DesignLights Consortium® Qualified Products Listed (DLC QPL)
- ★ UL® Certified Manufacturing Site in Dover, NH
- ★ Certified Electrical & Photometric Measurements (per IESNA LM-79-08)
- ★ Certified to ANSI C136.31-2001 3G Bridge & Overpassn Vibration standards
- ★ 10Kv Surge Suppression Protection tested in accordance with IEEE/ANSI C62.41.2
- ★ Luminaire & finish endurance tested to ASTM B1117-11 Salty Fog test standards
- ★ Additional Powder-Coating Strength & Adhesion testing (meets ASTM D454/D522 standards)
- ★ Suitable for Wet Location, meets IP66 (per IEC 60529-2013 standards)
- ★ Meets FCC Part15, Subpart B, Class B per ANSI C63.4-2014
- ★ Meets International Dark Sky Association requirements for reduced glare, light trespass & light pollution
- ★ RoHS Compliant
- ★ American Built by U.S. Veterans



AFFINITY LED LIGHT LLC  
1 Washington Street #525, Dover, NH 03820  
ph +1-978-378-LED8 (5338)  
fax +1-603-590-8897  
www.affinityledlight.com





CHARTERED JANUARY 1, 1991

FOUNDED DECEMBER 15, 1727



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

**Resolution #2017-2018-12**  
**Increase of Sewer Rates**

**WHEREAS**, the Newmarket Town Council has adopted a rate structure which is reviewed yearly in order to assure adequate funds to operate and maintain the systems and fund future projects, and

**WHEREAS**, the Newmarket Town Council has committed to level yearly sewer rate increases to cover the costs associated with the design, construction, and operation of the new wastewater treatment facility, and

**WHEREAS**, the Sewer Department has entered into agreement with the EPA to design, construct and operate a new wastewater treatment facility to low nitrogen limits

**NOW, THEREFORE, LET IT BE RESOLVED**, the Town Council does hereby approve the following sewer rates to be effective for the November 1, 2017 quarterly billing:

Sewer users will be billed \$10.50 per 100 cubic feet of water consumed. The water and sewer system charge will have no increase, but will be billed quarterly \$6.00 for each water and sewer per unit.

*First Reading: September 6, 2017*

*Second Reading: September 20, 2017*

*Approval:*

Approved: \_\_\_\_\_

Dale Pike, Chairman Newmarket Town Council

A True Copy Attest: \_\_\_\_\_

Terri Littlefield, Town Clerk



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

# STAFF REPORT

**DATE:** September 13, 2017

**TITLE:** Resolution #2017/2018-12 - Sewer Rate Increase

**PREPARED BY:** Sean T. Greig

**TOWN ADMINISTRATOR'S COMMENTS – RECOMMENDATION:**

I recommend passage of this resolution. *STP*

**BACKGROUND:** Previously, I presented to the town's people and Town Council that the design, construction, and operation and maintenance of the new Wastewater Treatment Facility would cause the sewer rates to more than double. The Town Council was presented the option of having several yearly level sewer rate increases, or a one-time large sewer rate increase. The Town Council chose to go with the level yearly sewer rate increases.

FY	Sewer Rate
2012-2013	\$6.70
2013-2014	\$7.46
2014-2015	\$8.22
2015-2016	\$8.98
2016-2017	\$9.74

FY	Sewer Rate
2017-2018	\$10.50
2018-2019	\$11.26
2019-2020	\$12.02
2020-2021	\$12.78
2021-2022	\$13.54

**DISCUSSION:** Does the Town Council want to continue with the level yearly rate increases to meet the costs associated with the new wastewater treatment facility.

**FISCAL IMPACT:** The average Newmarket residential home consumes 40,000 gallons of water per year. The cost for 40,000 gallons of water at the \$10.50 sewer rate is \$560.00. The average Newmarket apartment consumes 28,000 gallons of water per year. The cost of 28,000 gallons of water at the \$10.50 sewer rate is \$392.00. The cost per gallon for sewer at \$10.50 is 0.014 cents per gallon.

**RECOMMENDATION:** I recommend the Town Council continue with the level sewer rate increases.



CHARTERED JANUARY 1, 1991

FOUNDED DECEMBER 15, 1727



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

**Resolution #2017-2018-13**  
**Increase of Water Rates**

**WHEREAS**, water rates shall be determined by the Town Council from time to time in amounts that will adequately cover the costs of operation, maintenance, and repair of existing infrastructure, and also for reasonable extensions to existing mains, and toward acquisition of future water supply, plant and equipment;

**WHEREAS**, the Town Council has not increased water rates since 2010;

**WHEREAS**, the Water Department needs to raise additional income to meet operational and maintenance costs.

**NOW, THEREFORE, LET IT BE RESOLVED**, the Town Council does hereby approve the following water rates to be effective for the November 1, 2017 quarterly billing:

Water users will be billed \$4.45 per 100 cubic feet of water consumed. The water and sewer system charge will have no increase, but will be billed quarterly \$6.00 for each water and sewer per unit.

*First Reading: September 6, 2017*

*Second Reading: September 20, 2017*

*Approval:*

Approved: \_\_\_\_\_  
Dale Pike, Chairman Newmarket Town Council

A True Copy Attest: \_\_\_\_\_  
Terri Littlefield, Town Clerk



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

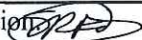
# STAFF REPORT

**DATE:** September 13, 2017

**TITLE:** Resolution #2017/2018-13 - Water Rate Increase

**PREPARED BY:** Sean T. Greig

**TOWN ADMINISTRATOR'S COMMENTS – RECOMMENDATION:**

I recommend passage of this resolution 

**BACKGROUND:** Water rates have not changed rates since 2010. Water expenses have been increasing and water rates need to be increased so the department has enough income to meet its expenses.

**DISCUSSION:** Does the Town Council want to increase the water rate from \$4.25 to \$4.45 per hundred cubic feet of water consumed.

**FISCAL IMPACT:** The average Newmarket residential home consumes 40,000 gallons of water per year. The cost for 40,000 gallons of water at the \$4.45 sewer rate is \$237.00. The average Newmarket apartment consumes 28,000 gallons of water per year. The cost of 28,000 gallons of water at the \$4.45 sewer rate is \$166.00. The cost per gallon for sewer at \$4.45 is 0.006 cents per gallon.

**RECOMMENDATION:** I recommend the Town Council increase the water rate from \$4.25 to \$4.45.

STAFF REPORT

CHARTERED JANUARY 1, 1991

FOUNDED DECEMBER 15, 1727



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

**Resolution 2017/18 - 14**

**Authorizing the Town Administrator enter into a contract with Securadyne for visual surveillance and controlled access system.**

WHEREAS: it has been determined that our current system does not allow for growth and coverage, and

WHEREAS: the Director of Facilities requested a proposals to replace the current system, and

WHEREAS: the Director of Facilities recommends that the Town enter into an agreement with Securadyne for installation and preventative maintenance.

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

The Town Council authorizes the Town Administrator to enter into an agreement with Securadyne to install a new camera and access system for \$47,423.00 with an annual preventive maintenance agreement of \$3,319.56 annually.

*First Reading: September 6, 2017*

*Second Reading: September 20, 2017*

*Approval:*

Approved: \_\_\_\_\_  
Dale Pike, Chair Town Council

A True Copy Attest: \_\_\_\_\_  
Terri Littlefield, Town Clerk





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


# STAFF REPORT

**DATE:** August 23, 2017

**TITLE:** Security Improvements Resolution 2017/2018-14

**PREPARED BY:** Greg Marles, Director of Facilities

**TOWN ADMINISTRATOR'S COMMENTS – RECOMMENDATION:**

I recommend passage of this resolution 

**BACKGROUND:** We currently do not have an access control system in place at the Town Hall and the existing camera system although is functioning is very dated in its operation and does not connect well with newer technology. As security measures have become a part of our normal life the systems we have in place have not kept up with the current times and do not offer the expandability necessary going forward. We need to create a platform that allows for growth, expandability to other Town facilities and one central management system.

**DISCUSSION:** Given the needs for expanded security improvements we need to create a platform that will meet our current needs and allow for future growth. The system that we are proposing will not only allow us to utilize our current cameras, but provides us with the access control measures for our facilities. Additionally, the police department camera system uses an older version of the same platform, which creates certain synergies such as utilizing the existing camera systems, reduced need for system training, and reduced connection cost to expand. The new system will be “cloud” based with very high levels of security for system access, annual service agreement, software updates as they become available.

**FISCAL IMPACT:** The proposed system has a based installed cost plus an annual service agreement. We requested proposals for system that we meet and exceed our current needs. We received two respondents both providing the same software and equipment.

Securadyne	\$47,423.00	Service agreement \$3,319.56 annually
Advance Technology	\$57,750.00	Service agreement \$5,976.00 annually

STAFF REPORT

Note: Contained within the school construction project will be connection to our new camera and access system creating one system for the schools and town.

**RECOMMENDATION:** We recommend moving forward with the system installation and annual service agreement by Securadyne.

***ATTACH ALL PERTINENT DOCUMENTS TO SUPPORT THE REQUEST.***



## Newmarket Facilities and Grounds Department

July 27, 2017

To: Steve Fournier, Town Administrator  
From: Greg Marles, Director of Facilities  
Re: Town Hall security Systems

We have researched security and camera systems that would best fit the Town of Newmarket today and going forward with the following results. Based on our findings for a flexible system, good expandability, multiple levels of security measures, and programming; we are recommending a system by Software House called cCure 9000 for the access system and Ecacqvision for camera systems. Software house is a Tyco Security Products company and can connect with fire, energy, and other system through BacNet communication protocol.

We solicited bids from two Software House vendors; Securedyne Systems and Advance Technology. Both companies were provided with a requested scope of services and both companies provided us with responses to our solicitation.

We conducted a side by side comparison with both submissions as it related to goods and services provided; we reviewed pricing schedules after the side by side comparison. Both proposals are based on a complete working system with training, but both exclude line voltage wiring which we projecting at a cost of \$2,100.00

Securadyne	\$ 47,423.00	Annual Service Agreement \$, 3,319.56
Advance Technology	\$ 57,750.00	Annual Service Agreement \$, 5,976.00

We have attached the side by side comparison for your review; we are recommending Securadyne Systems as the choice for our security vendor in the amount of \$47,423.00 with an annual service agreement of \$3,319.56.

Town of Newmarket  
Facilities and Grounds Department  
186 Main Street  
Newmarket, New Hampshire  
1-603-659-3617 Ext 1325  
Gmarles@newmarketng.gov



SDM EXCLUSIVE

# Standard of Excellence



As a new entrant to the market in 2011 Securadyne Systems saw an opportunity to build something different, fill an existing "gap" in the market, and create a company that would be both unfailingly consistent in its focus and forward-thinking in its approach.

Just five years on these efforts have earned it *SDM's* 2016 Systems Integrator of the Year award.

By Karyn Hodgson, *SDM* Senior Editor



PHOTO BY WILLIAM MORTON, VISUALS FOR SDM



**I**magine what you would do if you had the opportunity to create your ideal security integration company from scratch. This was both the challenge and opportunity facing Carey Boethel when he left his position at a large international integrator with nothing but a business plan and ambition. The concept was to create a best-in-class nationwide security systems integration firm aimed at the "middle market gap."

Boethel saw a marketplace that was highly fragmented, characterized by hundreds of small independent companies and a few large, multinational providers—but not much in between. "This forces customers to choose between the lesser of two evils:

do business with one of the few, very large providers who sometimes struggle with innovation and consistency; or do business with numerous small integrators who typically provide great service but struggle with the scale and therefore necessitate multiple vendor relationships," Boethel says.

Beyond that, Boethel looked at the proliferation of cloud computing in electronic security and the ways in which the SMB market was already taking advantage of this. He envisioned a time when enterprise clients would also realize these benefits—although not necessarily in the same ways. "We wanted to position ourselves as thought leaders in the enterprise space and become well positioned to deploy large-scale cloud solutions for those customers once they ultimately began to adopt the technology."

Founding a business was something Boethel had always aspired to. "For me personally, I always wanted to do something entrepreneurial and had spent my career working for both small and large companies," he says. "I was driven by my desire to create something that, in my opinion, had never been created before in our space, and that is a service organization of scale that is national in scope and provides absolute consistency branch over branch."

Boethel talked to potential institutional investors about the merits of what he wanted to build. Charlotte, N.C.-based Pamlico Capital agreed to back the company and Securadyne Systems was officially launched in September 2011. "I was the only employee and there were no revenues," Boethel recalls.

Unlike many startups, Boethel's plan required an acquisition strategy up front, followed by organic growth. "We wanted to come up to scale as quickly as possible," Boethel says. "The two industry dynamics that I felt were the rationale for Securadyne were immediate. There was a shortage of mid-sized super regional integrators and cloud was and is a compelling and disruptive trend that

is changing our industry."

Not long after the company was founded, Boethel was joined by a former co-worker, Taylor Carr, now

senior vice president of business development but then tasked with devising a strategy for handling the acquisitions.

The first acquisition, of Dallas-based SecureNet, became Securadyne's new headquarters. Barely seven months later the company acquired New England-based Surveillance Specialties. The following year, Advanced Control Concepts of Pensacola, Fla., and Intelligent Access Systems of Garner, N.C., rounded out the acquisition phase.

"We did four key acquisitions—each of which were the best integrators in their respective regions at the time—between 2012 and 2014," Boethel says. "Since that time we have been focusing on seamlessly integrating those concerns, building scalable infrastructure to support future organic growth and synthesizing our operations."

While each acquisition brought something specific that Securadyne was looking for, this go-to-market strategy was anything but easy, Carr says. "We acquired four companies and one was over 30 years old. Another was 12 years old. That is a lot of ingrained culture."

The real work began when Securadyne sought to mesh business processes, employees, culture and customers into one, new, cohesive unit that

**securadyne  
systems**

'Based on the investments we have made, which have been significant, there is no limitation on the extent to which we could grow.'

— CAREY BOETHEL

**LEFT:** Taylor Carr, Bruce Pontier, Carey Boethel, Russ White, Chris Young, Glen Weston, and Ernest Martinez (from left to right), along with Jeff Holland (not pictured) make up the Securadyne Executive Operating Committee (EOC).

## 2016 Systems Integrator Of the Year: At a Glance

**Securadyne Systems, Dallas, Texas**

**Employees:** .....288 full-time  
**Revenue:** ..... \$78.4 million (estimated)  
**New project starts in 2016:** ..... 2,600 (estimated)



After a "regrouping" year that included a downturn in a key vertical and a large back office rollout, Securadyne is on track to grow steadily over the next two years, more than doubling revenue within a five-year time period.

## Five-Year Revenue Snapshot

Year	Total annual revenue	Percent change from previous year
2013	\$43.2 million	145%
2014	\$75.2 million	74%
2015	\$68.2 million	-9%
2016	\$78.4 million *	15%
2017	\$90.1 million†	15%

\*estimated †projected

would encompass Securadyne's five core attributes: accountability, reliability, consistency, high performance and a customer-centric focus, all delivered in a collaborative team environment.

"The challenge was taking those four cultures and integrating them into what our desire was for the Securadyne culture," Carr says. "There is a reason why not too many companies have done what we have done."

"It is arguably the most disruptive thing you can do to a business," Carr adds. "When we built the integration program for acquisitions we took a lot of best practices and lessons learned from prior experiences — often about what not to do."

Early on in the process, Carr and Boethel were joined by Chief Financial Officer Chris Young. "I came on board when we really hadn't defined a culture," Young says. "We were literally starting with a blank piece of paper."

With a "best idea wins" approach, a very deliberate strategy and a focus on both employee development and bookend customer care, Securadyne soon found itself at the top of the heap, debuting on the *SDM* Top Systems Integrators Report at No. 18 in 2013, and moving steadily up to its current position at No. 9 in 2016. As last year's Systems Integrator of the Year honoree, Securadyne Systems' award this year may not be surprising — but it's no less impressive with just five years under its belt.

### A STANDARDS APPROACH

Talk to almost any Securadyne employee and they will tell you one thing about the acquisition process: "Change is hard." Fortunately, both Carr and Boethel went into this process with very clear ideas of what they did — and did not — want to happen, as well as a detailed plan worked up by Carr that sought to make the process, if not painless, both fair and constructive.

"Because acquisitions were a part of our growth

strategy, we had to develop a way of integrating them without undermining our national consistency value proposition," Carr says. "If handled incorrectly, acquisitions could easily create a highly fragmented culture and infinitely many different operating methodologies. We developed a unique and proprietary means of integrating acquisitions that drives consensus and strategic alignment within our employee base — both existing and newly acquired."

The process kicks off as soon as an acquisition occurs and lasts for 12 months, with the heavy lifting in the first six months, he explains. Carr, Boethel and Young first embark on a "road show" to meet with every single employee, as well as talk to partners, suppliers and customers.

"We have a goal when we acquire companies not to lose a single employee or customer during the integration program," Carr states. With four acquisitions well under their belt, he reports that they have not lost any customers (except by choice), and have not lost any employees during the process. Securadyne asks acquired employees to give them a year. After that, if the employee decides it is not for them, Securadyne will help them find a place to go. "We don't buy underperforming companies so we are not doing a bunch of layoffs," Carr explains.

The key, Boethel says, is to involve the employees as much as possible and to get a creative "consensus" for how things will be going forward.

"When you slowly build a business one employee at a time, you are able to connect with that individual and achieve alignment of interests and goals," Boethel says. "Frankly, I think that is the best way to grow a business in most instances. When you acquire you have to appeal to groups of people in such a way where you find consensus amongst them, and that is difficult. We work very hard during the 12 months that follow an acquisition to ensure we achieve that creative consensus. The way we do that is exactly the way we would do it if we were doing it organically — make sure every employee has a voice in the process so there is an empowerment element to it."

Bruce A. Pontier, regional vice president, who joined Securadyne about three years ago after the Advanced Control Concepts acquisition, calls the Securadyne acquisition plan a 'do no harm' approach. "We take the time to go in and understand that company and how they do business. We try to learn from them and absorb their best practices. We recognize that acquisitions don't necessarily want to be acquired. Those are the owners' decisions. But we are acquiring staff and we want



them to be part of Securadyne.”

At the heart of the acquisition integration plan is the core principle Securadyne was formed with: standardization. “We don’t want robots,” Carr says. “But we have to be standardized. I don’t believe anyone has done this really well and I don’t know that we will get there perfectly.” But for both the sake of the acquisitions plan and going forward, for employees and customers, they knew they had to try.

“No company of any scale in our space has ever achieved absolute and ubiquitous consistency across all of its branches, and that is what we have set out to do,” Boethel explains. “We have a saying that I love: ‘Being reliable comes from being consistent, and consistency comes from standardization.’ We don’t standardize to cut operating expenses — we standardize to improve the customer experience.”

Glen Weston, senior director of field operations, was brought on in 2014 to further the push for standardization. “When I came over to Securadyne there were some standards in play but quite frankly they were not as structured as they could and should have been. As a collaboration of four previously independent companies they were very good at what they did at a regional level, but once we started integrating them there were a lot of different policies and procedures that needed to be worked out.”

Weston took the standards committee, which Securadyne formed in 2012, and fleshed it out to be an efficient and effective operation that would take input from several sources and implement the best ideas company-wide. This volunteer committee is also completely employee driven. “The standards committee has representation from each of our four regions with approximately three individuals from each,” he says. Committee members are also encouraged to reach out to colleagues for additional input and even more employee buy-in.

“By letting the employees have a voice we stand a greater chance of the company adopting it faster than if they didn’t have any say,” Weston says.

When new acquisitions are brought on board they are immediately added to the standards committee, which further enhances the process as well as adds new ideas to the mix. For example, “Our friends from Intelligent Access had a way of

doing their wiring that was a little bit better, so we adopted their naming convention,” Weston recalls.

This is exactly the way it is designed to work, Boethel adds. “When we make an acquisition we take a group from Securadyne and a group of the newly acquired employees and say, ‘You guys determine how we are going to do business, and the best idea will always win, regardless of its origin.’ In instances where acquired companies have best practices that were more efficient than our own, we simply reverse engineered that.” But that, too, takes work, he adds. To help with the process, senior managers are compensated on the extent to which their business segments and/or branches meet the standards.

#### EXPEDITION SECURADYNE

Employee buy-in of standards and procedures is the tip of the iceberg when it comes to the Securadyne philosophy on its workforce. Faced with a challenge that is nearly universal in the security industry — finding, developing and keeping good workers — Securadyne takes a “grow your own talent” approach.

The company spends close to three

**BELOW:** The Executive Operating Committee meets weekly to discuss key issues, major initiatives and other areas that need to be addressed.

‘When we built the integration program for acquisitions we took a lot of best practices and lessons learned from prior experiences — often about what not to do.’

— TAYLOR CARR

#### The Management Team



PHOTO BY WILLIAM MORTON VISUALS FOR SDIM

#### YEARS IN THE INDUSTRY

Carey Boethel, CEO/President .....	22
Taylor Carr, SVP Business Development .....	15
Chris Young, CFO .....	9
Bruce Pontier, Regional VP .....	33
Jeff Holland, Regional VP .....	8
Ernest Martinez, Sr. Dir. of Human Resources .....	5
Russ White, VP of Technology & Innovation .....	2
Glen Weston, Sr. Dir. of Field Operations .....	26



times the industry average on training its employees, and requires managers to spend their entire training budget. "A good P&L manager will often hold back on discretionary expenses such as training if their business is performing below expectations, Boethel says. "That doesn't happen here. We invest in our employees regardless."

But the practice is not without its risks, Pontier says. "We have to be willing to spend the money to prepare them, but there is a certain amount of risk to increasing their value in the marketplace. We are conscious of having to keep those folks happy and aligned in their career goals with us."

That is why in 2014 the company branded a formalized process called "Expedition Securadyne" to recruit and develop talent differently. It includes

both "Project Greenhorn," an intense training program designed to take unskilled labor and develop them into highly skilled technical resources; and the "Alpine Team," which grooms promising candidates for leadership roles. Expedition Securadyne was also a natural outgrowth of the acquisition process as a way to encourage and retain employees.

"Historically technicians will jump ship for a couple bucks an hour," Young says. "We would like to get to the point where they don't take that call because they know they have a path here to become a General Manager in three to four years and double their income.... We don't want this to be a place where people have jobs, but where they have careers."

As senior director of human resources, Ernest Martinez, who joined Securadyne last January,

### One-on-One With Carey Boethel

SDM spoke with Carey Boethel about the experiences and philosophy that shaped his vision for Securadyne.

**SDM** Explain how you came up with your approach to acquisitions.

**BOETHEL:** My first job in this industry was with a small engineering firm with less than 20 employees. About four or five years later we were acquired by a publicly traded billion dollar company with which we had competed in the past. That was my first exposure to acquisition, on the other side of the table. I will never forget the CEO and founder came down and got us all in a room and gave us a big speech, centered around the notion that they had competed with us unsuccessfully and that was why they were acquiring; and the respect they had for us meant they weren't going to change anything about our company. I remember thinking, how could that be? We are so different. And in fact they changed everything about our company. I committed to myself that if I was ever in that position to address newly acquired employees I was never going to say that. Things are going to change, but only when they are good for you, good for our company and the customer.

**SDM** Some of your key employees came from outside the security industry. Was this by intent?

**BOETHEL:** We are not fans of going out and getting competitive retreads. It helps us immensely to get outside perspectives. Russ White came to us from Bell Helicopter where he led a team of 400 people. He is challenged with developing new strategies and new ways of thinking that will help improve our business over the long run. For example, this year and probably next year he and his team will be work-

ing on developing an IoT strategy that will help us service our customers in new and unique ways, leveraging the cloud and remote services. He brings that experience with him. You don't find that many people in our industry with that kind of perspective and those kinds of skills.

**SDM** What is your approach to the cloud for enterprise users and how is that going?

**BOETHEL:** We believed then, and we believe now, that the cloud is forever changing the way security systems are procured, managed, administered, monitored and maintained.... We believe that the enterprise-class market segment is now beginning to understand and embrace how cloud-based security can benefit them. The mistake many security solutions providers have made is offering the same economic value proposition to enterprise prospects that they offer to SMB prospects. Enterprise customers have very different needs, different capital structures and different appetites for investing in infrastructure. The core value proposition for enterprise-class users is not necessarily lower TCO, but rather improved resiliency, broader access to secure information and added efficiency.

Relative to the cloud, I believe we have definitely achieved thought leader status, but the enterprise market adoption of cloud has been slower than expected. If anything, I think we were probably a little early in our focus on enterprise cloud, but we are now seeing acceptance by some of the largest and most demanding companies in the world. For example, we recently witnessed a top five U.S.-based food manufacturer select a SaaS architecture for access control at over 400 of its locations around the world. That's new.



Boethel



was impressed by what Securadyne had created. "Expedition Securadyne is the journey that every employee is on. Then we have Project Greenhorn that is designed to train someone who didn't come from the security industry but shows the aptitude. Finally, the Alpine Team takes those interested in transitioning to a leadership role and pairs them with a mentor to help them with that process."

Ebony Haywood, director of professional services, was a member of the first Alpine team last year. An Intelligent Access Systems (IAS) employee, her department at IAS was one Securadyne identified in the acquisition integration process as something that it wanted to implement. But because she was new to her leadership role at IAS, as well as to Securadyne, she was encouraged to do the Alpine program.

"Going through the Alpine program helped me," she says. "Everything happens for a reason and I felt like I needed that to get into the mix. Being a director and being part of this group was an opportunity to get to know people on another level." (For more on the Alpine experience, see *The Importance of Mentoring* sidebar.)

Alpine and Greenhorn are great, specific, programs, but Martinez wanted to find a way of benefiting all employees in a more structured way. "Our annual employee surveys showed that many within our workforce neither had clear line of sight to a career path nor a method in which to develop existing or new skills," he says.

One of the things he is most proud of this year has been the implementation of a broader reaching goal-oriented training initiative called the Enterprise Learning Management System (LMS), a Skillsoft platform that standardizes and makes it easy for employees to access courses and training.

"Our goal is for Securadyne to be a career for them," he says. "You have a starting point and we would like for you to develop your skills and continue moving to the peak."

Sometimes the goal is direct, such as moving from Tech 2 to Tech 3. But other times it is harder, such as becoming a Project Manager, or moving to a different side of the business. Managers sometimes have to act more like a guidance counselor. "Part of the process is discussing with employees their strengths and opportunities," Martinez says. "With that you lay out the plan of where to go from here and which courses are more beneficial."

The LMS portal serves as a single platform for training for internal Securadyne processes, external certification courses, and even personal devel-



PHOTO BY WILLIAM MORTON VISUALS FOR SDW

opment such as writing and management skills. "We want it to be a one-stop-shop so the employee doesn't have to jump through hoops to gain access to different courses," Martinez explains.

"You can achieve whatever you determine you would like to achieve within this organization," says Jeff Holland, regional vice president and one of the newer members of the Securadyne executive team, coming onboard less than a year ago. "It is a high-performing organization that is highly amenable to upward mobility."

Securadyne employees are not all about training and work, however. Like many successful companies, Securadyne believes strongly in giving back to its communities. One day a year the company closes all offices so employees can participate in "Community Day," an effort where all employees volunteer their service at a charity chosen by the employees of that branch. They are all different, but popular choices include Habitat for Humanity, a food bank and even a horse rescue.

#### END-TO-END SERVICE

Securadyne's approach to customers is not unlike its philosophy in other areas: measured, considered and holistic — and of course, standardized.

Securadyne divides its customers both vertically and horizontally within three key segments, Carr says. Horizontally, Securadyne services both enterprise and commercial customers. Within those, the company also invests heavily in developing subject matter experts in six key verticals: electric utilities, oil and gas, healthcare, higher education, life sciences and federal government. "Our typical customers are end users who operate in regulated industries and that value long-term relationships built on service and trust," Carr adds.

*Christopher Kieta, senior director of strategic sales, leads an education session. Securadyne takes training and employee career development very seriously even branding it with a name: Expedition Securadyne.*



## Where You'll Find Securadyne Systems Offices



*With a strong presence in the South and East regions of the United States, Securadyne is about halfway to its goal of having offices across the entire U.S.*

In fact, in his research phase, Boethel looked to the IT/telecommunications industry to better understand and predict the trends that affect the security industry. "One of the key trends we identified was the repositioning of IT industry leaders IBM, HP and Dell as they made major acquisitions of service businesses in order to diversify their revenues, improve customer loyalty and mitigate the effects of IT hardware commoditization," Boethel says. "These revolutionary repositioning moves influenced our 'bookend' differentiation strategy where we provide fee-based consulting services on the front end of the customer lifecycle and professional services on the back end. By 'wrapping' conventional systems integration in these professional service offerings, we are able to not only create additional value for our customers, but also mitigate the adverse effects of product commoditization on our business."

Throughout 2014 Securadyne worked on creating two brand new divisions: the Consulting Services Group (for threat and vulnerability assessments, policy and procedural development, creation of global operating concepts, and long-term planning) and the Professional Services Group (for "lifecycle" services including access control system administration, credentialing outsourcing, custom software, highly complex integration, and managed services).

"Our vision for Professional Services is to pro-

vide innovative technology-centric services that support the empowerment, growth and efficiency of our customers," Haywood says.

To assist with that, Securadyne hired Russ White, from Bell Helicopter, as its vice president of technology and innovation. While he did not have experience in the security industry, he did have a lot of experience in high-level technology, as well as team management. White was tasked with managing IT internally, heading the Professional Services group and vetting new technology to make sure Securadyne and its customers stay leading edge but not necessarily bleeding edge.

This vetting process relies on a group of people from the solutions engineering team with technical expertise. "We look at it to decide, is it a viable new thing or just a new type of camera?

We throw out the stuff that is not really unique or different," White says. "For the technologies that make it through we use a cross-functional team to talk with suppliers and determine whether they are a good fit."

White also runs the managed services component within the Professional Services Group. With its initial charter that focused on the potential of

cloud, this is an area Securadyne continues to work toward, although it has been a slower take than they had hoped for. Things are turning the corner, though. "Once the benefits are clearer and better understood, that will come," White says. "There is too much value for that to just go away. Cost drove managers on the IT side and that will get to the physical security side. We are trying to lead that component with RMR types of solutions and ongoing service contracts. We push to grow that every time we can. It is harder when you are in front of the curve because you have to educate people on the benefits and that is a harder sell."

Boethel is clear that, even though cloud was a motivating force for founding the company, it is not the only solution or even the best one for all customers. "We are going out to solve problems, not just blindly sell a technology like the cloud. We want to be a good solutions provider and help our customers solve problems. More and more cloud will be the answer, but we will let that process play out and not be overly prescriptive about it or try to put a round peg in a square hole."

Boethel makes sure to keep a pulse on the needs of top customers by talking both formally and informally to them to see how Securadyne is doing.

**'No company of any scale in our space has ever achieved absolute and ubiquitous consistency across all of its branches, and that is what we have set out to do.'**

— CAREY BOETHEL



"The importance of accountability cannot be overstated," Boethel adds. "Unless you have a system of accountability, feedback and continuous improvement, you cannot ever really achieve true excellence, let alone consistency."

He reports that demand for consulting, professional and lifecycle services has been high, particularly in the areas of threat and vulnerability assessment, development of corporate standards for technology and regulatory compliance issues.

"There are a few key components we drive towards," White says. "One is being able to standardize for enterprise customers, another is being able to manage the lifecycle and get the service follow-on; maintaining the recurring revenue stream and value for the customer are all things we try to consistently improve on."

For example, Securadyne created a middleware product called Invarios based on open platform components to help solve and standardize integration between HR and other systems, as well as a way to more easily transition from an old system to a new. "It saves time and we end up with higher quality that way," White explains.

Securadyne also standardized some of the processes around customer services by implementing a Program Management Office (PMO), which is an extension of field operations. "The PMO is responsible for orchestrating, coordinating and managing projects and service agreements where the scope of the engagement is larger than the local service area of the host branch," Weston says.

Securadyne's key verticals vary widely in scope and needs, Holland says, but they do share some important characteristics. "When you bring in the consultative managed services, professional services and the ability to stay out in front of technology and partner with them to educate and lead them to the best and newest and proven technologies, that is a differentiator for us."

## GROWING PAINS

While it started with four acquisitions, in the past two years Securadyne has focused more on growing organically, and on shifting internally to be able to take on even more growth. At the end of 2013 Securadyne had eight branches. By the end of 2015 it had 18, Carr reports. Most recently, the company opened new branches in Cincinnati, New Orleans and Fort Lauderdale.

This growth took Securadyne from \$43.2 million in 2013 to a projected \$78.4 million in annual revenue in 2016 — an 81 percent increase over

## The Importance of Mentoring

Securadyne's Alpine Program pairs high-initiative employees that want to move to leadership roles with mentors who are already in similar roles. While the intent was and is to guide and train these employees on how to be leaders, the experience for both mentor and mentee often goes far beyond that.

"It has really helped foster strong relationships between our senior executives and some of our up-and-coming individual contributors," says Bruce Pontier, regional vice president, and a mentor. "It was intended to be a one-year program but my mentee from last year and I opted to continue those calls this year even though I have a new mentee. We both saw value in those regularly scheduled calls that not only touch on business but how we can grow each other as individuals and better citizens."

Every member of upper management has at least one mentee and they are deliberately paired with someone outside their reporting structure. In addition to regularly scheduled calls or meetings, team members gathered for a three-day conference at the end of the year where they attended seminars, enjoyed team-building exercises and had fun.

"It is intended to foster a professional relationship that really doesn't have any boundaries and be genuinely helping the individual by having very open and frank discussions about just about anything," Pontier says. What surprised him as a mentor was that he got as much out of it as his mentee.

"I really did get more out of it than I thought I would. I think I learned a little bit more about myself and how to bring more value to my team because it was open feedback without penalty on both sides."

Ebony Haywood, director of professional services, was a member of the first Alpine team as a mentee and found it particularly helpful, as an employee of one of the newly acquired companies trying to assimilate into Securadyne.

"I think for me it gave me some confidence. As a female in this industry, just being acknowledged as a leader gave me the confidence that I can be a leader and someone they see [that way]. I have been working for almost six years now in this industry and it is nice to be acknowledged and coached."

Senior Vice President of Business Development Taylor Carr sees

the Alpine program as a work in progress. With the second year well underway he envisions a time in the future when former mentees will become mentors themselves.

"We have talked about that and there is a desire to expand the program. Right now it is just EOC members but we do see that down the road."



*The mentoring program pairs EOC leaders with employees that show strong potential and interest in learning about how to be a good leader and manager.*

PHOTO BY WILLIAM MORTON VISUALS FOR SDW



## STANDARD OF EXCELLENCE



*At the end of 2013 Securadyne had eight branches. By the end of 2015 it had 18. Most recently, the company opened new branches in Cincinnati, New Orleans and Fort Lauderdale.*

three years. With a projected \$90 million by 2017, Securadyne is on track to more than double its income in a five-year time period. However, it hasn't all been easy. Revenues tipped down slightly in 2015, largely due to two factors: the price of oil and a planned back office implementation that took up a lot of time and resources.

"One of our challenges last year was the slowdown in the oil and gas industry," Boethel says. "We operate in cities like Houston, Dallas, Oklahoma City and Pittsburg, all of which have a high concentration of oil and gas customers. When the spot price of oil dropped from a high of over \$100 a barrel in June 2014 to a low of just over \$31 a barrel late last year and early this year, [that] put pressure on our ability to grow in that key vertical."

One of the biggest internal accomplishments in 2015 — the implementation of a complete enterprise resource planning (ERP) back office system — proved much more challenging for the company than anticipated.

"When we rolled it out it was a full quote-to-cash system and it was just tough," Young says. "We pushed the team really hard and when it finally went live there were some challenges. We spend a lot of time dealing with ERP issues, but what doesn't kill you makes you stronger. We learned a lot about our business in terms of how we want to measure things, how people work and what true processes are."

Much like the start-up acquisition phase, there may have been an easier path, but the company instead chose to go through a little more pain for a faster and larger reward.

"Everybody has their back office system and some are probably more mature than others," Young adds. "For the size of the company we were

**'We invested for where we wanted to be, not necessarily where we are right now.'**

— CHRIS YOUNG

and continue to be, the investment we made was high. We invested for where we wanted to be, not necessarily where we are right now."

The cloud-based ERP system will allow Securadyne going forward to truly standardize the business processes in the way Boethel envisioned when he started the company. And going forward, if there is another acquisition, it will simplify things immensely. "The last time we did an acquisition pre-ERP we had four different companies reporting things four different ways,"

Young recalls. "It was basically Excel gymnastics."

Now, whether incorporating a new company or just managing a large project from start to finish, the ERP provides standardization, consistency and business intelligence to make sure things run smoothly. "It's never mission accomplished, but ultimately we wanted to

make everybody's job easier and give the company the visibility to make sure the customer is happy," Young says.

Boethel viewed 2015 as a "regrouping" year, putting the company in an even stronger position for 2016 and beyond. "In the first two-and-a-half years we did four acquisitions, and over the last two we haven't done any. We have looked at some, but it is no accident that you haven't seen us acquire. We knew they would have to be integrated seamlessly and we had to have a scalable infrastructure that would allow us to continue to grow."

And that is what happened. 2016 is projected to grow at a 15 percent rate, as is 2017, a rate Boethel views as healthy but manageable. "We are a high-performance organization interested in growth but we don't grow irresponsibly without an eye to how we keep our existing customers happy." While not ruling out future acquisitions, Boethel says future growth will be a "balanced approach that slightly favors the organic."

With standards now in place at almost every level of the business, Boethel is as optimistic about the future as he is proud of what his company has accomplished so far.

"Our two primary objectives [when we began] were scale and cloud.... Our footprint today is concentrated in the eastern and southern U.S. I would say we are about halfway to where we want to be in terms of geographical footprint."

"Based on the investments we have made, which have been significant, there is no limitation on the extent to which we could grow." ■



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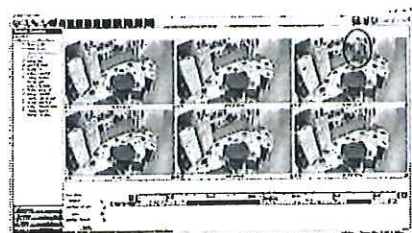
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- Per camera server licensing with no base server fee

### • Flexible Deployment

- exacqVision Professional VMS software comes pre-configured and pre-installed on exacqVision out-of-the-box network video recorders
- Installs on third-party servers

### • View Video Anywhere with Free Client Software

- Select the interface that works best for you
- Access live and recorded video on Windows, Linux or Mac PCs
- Use the free web service application in any modern browser
- Download the free Exacq Mobile app available for iOS, Android, Windows Phone 8

### • Highly Scalable

- Single client connects to thousands of servers
- Allows you to connect up to 64 analog and 128 IP cameras on exacqVision hybrid servers
- Offers high video throughput with minimal CPU and RAM requirements necessary

### • Build a Best-of-Breed Physical Security System

- Integrates with:
  - Over 2,000 IP cameras and encoders from more than 60 manufacturers
  - 20 access control systems
  - Video analytics solutions for license plate recognition, heat mapping and intrusion detection
  - Retail/Point-of-sale analytics

CLIENT WORKSTATION HARDWARE MINIMUM REQUIREMENTS	TYPICALLY USED FOR VIEWING 1-4 ANALOG CAMERAS
Processor	Intel® Celeron® G540 or higher
RAM	1 GB
Hard Drive	40 GB
Video	Intel HD (on-CPU GPU)
Operating Systems	Microsoft® Windows XP, Apple Macintosh OSX 10.6, Linux Ubuntu 8.04 or higher
VMS SERVER HARDWARE MINIMUM REQUIREMENTS	TYPICALLY LESS THAN 50 MPBS CAMERA TRAFFIC, 1-2 SIMULTANEOUS REMOTE CLIENTS
Processor	Intel® Atom D525 1.8GHz or higher
RAM	2 GB
Hard Drive	60 GB (OS) + 250 GB (video) > 15 Mbps non-sequential write
Operating System	Microsoft® Windows 7 Pro, Microsoft® Server 2003, Linux Ubuntu 10.04 or higher
NIC	1 Gbps
WEB BROWSER ACCESS	
Compatibility	Internet Explorer, Firefox, Safari, Opera, Chrome
MOBILE DEVICE ACCESS	
Compatibility	iOS, Android, Windows Phone 8

exacqVision Professional VMS Software  
is available on exacqVision servers:

exacqVision **Z-Series**



exacqVision **A-Series**



exacqVision **ELP**



exacqVision **LC-Series**



## Related Products



exacqVision Enterprise  
VMS Software



exacqVision Hybrid &  
IP Camera Servers

[www.exacq.com](http://www.exacq.com)

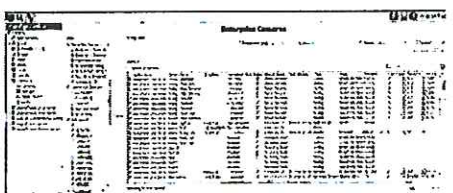
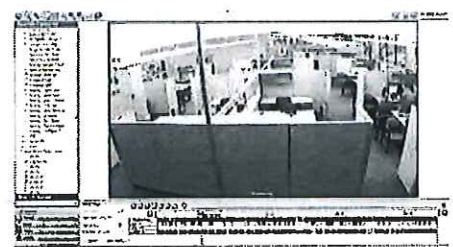


# exacq

From Tyco Security Products

## exacqVision Enterprise Large-Scale, Intuitive VMS Software

## exacqVision<sup>®</sup> enterprise



## EasyConnect



### • Large-Scale, Intuitive Video Management System (VMS) Features

- Effectively monitor video, audio and data in real time
  - Two-way audio
  - Interactive and multi-level mapping
  - Data integration from retail and access control systems
  - Notification overlays
- Conduct investigations on recorded video, audio and data
- VideoPush video wall sends video to another exacqVision user or public view monitor
- Constantly expand functionality with included regular software updates

### • Multi-Server Administration

- Single-screen administration across multiple systems:
  - Cameras: Globally configure and monitor camera settings across the enterprise
  - Storage: Monitor storage health, configure S-Series storage connections
  - Users: Simultaneous administration of all users on multiple servers
  - LDAP/Active Directory Integration: standardized network administration
  - E-mail and Text Notifications: Quickly configure notification rules on all servers

### • Enterprise System Manager

- Option to add Enterprise System Manager, a centralized health monitoring and software updating system available on a PC or mobile device

### • Multi-Level Mapping

- Create hierarchical nesting of maps for faster camera and device navigation

### • Ease of Use & Flexibility

- Requires little to no training
- Software installs in minutes
- EasyConnect automatically finds, assigns and addresses compatible IP cameras
- Easily add IP licenses at any time
- Per camera server licensing with no base server fee

### • View Video Anywhere with Free Client Software

- Access live and recorded video on Windows, Linux or Mac PCs
- Use the free web service application with any modern browser
- Download the free exacq Mobile app available for iOS, Android, Windows Phone 8

### • Highly Scalable

- Single client connects to thousands of servers
- Allows you to connect up to 64 analog and 128 IP cameras on exacqVision hybrid servers
- Offers high video throughput with minimal CPU and RAM requirements necessary

### • Build a Best-of-Breed Physical Security System

- Integrates with:
  - Over 2,000 IP cameras and encoders from over 60 manufacturers
  - 20 access control systems
  - Video analytics solutions for LPR, heat mapping and intrusion detection
  - Retail/point-of-sale analytics

### • Constantly Expanding Functionality with Included Software Updates

- Get more video management features without replacing your entire VMS
- Includes 1 year free software updates (three years on exacqVision NVRs)

[www.exacq.com](http://www.exacq.com)

CLIENT WORKSTATION MINIMUM HARDWARE REQUIREMENTS		TYPICALLY FOR VIEWING 1-4 ANALOG CAMERAS
Processor	Intel® Celeron® G540 or higher	
RAM	1 GB	
Hard Drive	40 GB	
Video	Intel HD (on-CPU GPU)	
Operating Systems	Microsoft® Windows XP, server 2003 (minimum), Ubuntu 8.04 or higher	
VMS SERVER HARDWARE MINIMUM REQUIREMENTS		TYPICALLY LESS THAN 50 MBPS CAMERA TRAFFIC, 1-2 SIMULTANEOUS REMOVE CLIENTS
Processor	Intel® Atom D525 1.8GHz or higher	
RAM	2 GB	
Hard Drive	60 GB (OS) + 250 GB (video) > 15 MBps non-sequential write	
Operating System	Microsoft® Windows 7 Pro, Microsoft® Server 2003, Ubuntu 8.04 or higher	
NIC	1 Gbps	
WEB BROWSER ACCESS		
Compatibility	Internet Explorer, Firefox, Safari, Opera, Chrome	
MOBILE DEVICE ACCESS		
Compatibility	iOS, Android, Windows Phone 8	

exacqVision Enterprise VMS Software  
is available on exacqVision servers:

exacqVision **Z-Series**



exacqVision **A-Series**



exacqVision **ELP**



## Related Products



exacqVision Hybrid &  
IP Camera Servers



exacqVision Enterprise  
System Manager (ESM)



exacqVision Virtual

[www.exacq.com](http://www.exacq.com)



### Stay Connected: View Video on Your Mobile Device

The free exacqVision mobile app allows you to monitor and view video anytime from your mobile device or internet browser. Whether performing regular tasks or responding to emergency situations, the exacqVision mobile client functionality ensures all video management system (VMS) software features are easy-to-use and intuitive with a variety of features included.

#### Key Features & Benefits:

- **Access Live & Recorded Video** – The free Exacq mobile app allows you to view live and recorded video from multiple exacqVision systems simultaneously using your mobile device.
- **Simple PTZ & Digital PTZ Control** – Move and update PTZ presets by simply touching the arrows on the screen
- **Monitor and Control Triggers** – Activate alarms and triggers from your exacqVision systems using your mobile device.
- **Compatible with Most Smartphones & Tablets** – Exacq mobile is available for most smartphones and tablets including iOS (Apple), Android, Kindle Fire and Windows Phone 8.
- **Connect to Multiple exacqVision** – Connect and view video from multiple exacqVision systems simultaneously. View live video from up to 48 cameras at one time.
- **Easy to Set Up on Your exacqVision Systems** – The Exacq Mobile application utilizes the freely distributed exacqVision Web Service installed on or connected to any exacqVision system. The exacqVision web service is pre-loaded on all LC, ELX, A and Z series servers.
- **Works with Low & High Bandwidth Networks** – The exacqVision web service can convert multiple large video streams into a single video stream appropriately sized for your network connection. This enables useful video reception on low bandwidth cellular connections and higher frame rates on high-speed WIFI connections.
- **Intuitive Search** – Perform a real-time search to quickly locate and view video
- **Playback Recording** – Recall views and instantly replay
- **Pinch-to-Zoom** – View video as close as desired with the interactive pinch-to-zoom functionality



Live View



PTZ Control



Intuitive Search



Pinch-to-Zoom

Download Now



[www.exacq.com/mobile](http://www.exacq.com/mobile)



Available on Android,  
Blackberry, iPhone, iPad,  
Kindle Fire and  
Windows 8 devices:





# SOFTWARE HOUSE

*From Tyco Security Products*

## C•CURE 9000

### Security and Event Management System



#### Features That Make a Difference:

- **NEW!** Support for MIFARE DESFire EV1/EV2 encoding for higher credential security
- Customizable access control workflows for more efficient management of access credentials with the C•CURE Portal
- Visitors can easily look up an appointment and register using a self-service kiosk (see C•CURE 9000 Visitor Management data sheet for additional details)
- Funnel card holder access after hours through a central entry point for visual identity by security personnel
- Allow users to add expiration dates to clearances in the personnel record reducing the need for multiple clearances to address temporary or various scheduled access
- Automate screening selection for airports and other high security areas with random screening feature
- Restrict access to sensitive areas to specific combinations of the number of card holders (n-person rule) with enforcement of a certain number from specific personnel groups (team rule)
- iSTAR Ultra support for IPv6 network protocol standards
- Open Supervised Device Protocol (OSDP) support for reader to panel communications on iSTAR Ultra Series controllers
- Supports up to 5,000 readers per single server and 40 Satellite Application Server scalability for Enterprise systems
- Enterprise multi-version software upgrades remain operational while progressively upgrading each server node without needing to take an entire system out of service
- Access to C•CURE 9000 directly from a computer with an Internet browser with C•CURE Web for the ultimate in portability
- Administer and monitor C•CURE 9000 remotely with C•CURE Go mobile app for iOS and Android
- Software House Connected Partner Program with access to Web Services API and SDK kits for supporting standards-based integrations

#### Powerful and Flexible Security Management

C•CURE 9000 is one of the industry's most powerful and flexible security management systems.

Monitor events, manage personnel, create reports, display dynamic views, monitor system activity, view video and manage visitors anywhere in the world directly from your PC using the full C•CURE client, the web client or on the move with C•CURE Go mobile app.

#### Information and Event Management at its Best

Describing C•CURE 9000 as an access control system is an enormous understatement. The way in which you are able to manage credentials and privileges is what sets C•CURE 9000 apart.

- Area Control and Occupancy Management allow you to enforce global anti-passback, define occupancy restrictions and lock down procedures in sensitive or classified areas
- Intrusion Zones and Keypad Commands provide additional verification requirements and duress triggers
- Dynamic Views and Editable Maps serve up critical information in a customizable way, all while allowing you to find, manage, and acknowledge significant incidents on user-defined floor plans
- Intuitive Badging and Smart Card Enrollment

#### Unified Access Control and Video Experience

As an option, you can take a holistic video approach of managing access control, video, and intrusion with a deeply embedded victor unifying client. This flexibility, coupled with the system's powerful distributed architecture, makes C•CURE 9000 the leader in providing solutions to some of the most complex security challenges in mid to large enterprise applications.

#### Mastering Scalability

C•CURE 9000 provides the ultimate in scalability from a single server supporting up to 5,000 readers and 500,000 credentials to an advanced distributed enterprise architecture that supports a master and up to 40 satellite application servers. Whether your organization consists of one facility with a few doors or many that span the globe, this solution scales as your company grows.

#### Industry's Most Robust Integrations

C•CURE 9000 brings you myriad integrated solutions including video, intrusion, intercom, fire alarm management, PSIMs and more. The integrations are thoroughly tested and delivered to you through the intuitive C•CURE 9000 interface.

Note: All new features are part of C•CURE 9000 v2.60 SP1



# Deeper Dive: C•CURE 9000 Enterprise

## Enterprise Architecture

The C•CURE 9000 Enterprise architecture supports one master application server (MAS) and up to 40 satellite application servers (SAS) for enterprise scalability up to 200,000 readers and 20,500,000 credentials managed under one system for management, monitoring and reporting.

Corporate security personnel and IT managers receive central control over the entire system, while each local facility maintains control of its individual operation. Each SAS may be positioned close to its relevant field hardware – limiting traffic to the MAS and optimizing performance. Each facility maintains a local SQL database which is synchronized with the MAS for global control and reporting. The MAS distributes these changes globally from each independent SAS, which ensures all servers are equipped and operating with up-to-date information.

By connecting a SAS to the LAN with local access control hardware, alarm monitoring and badging workstations, local performance is optimized versus the latency you may experience from the WAN. Local performance is further optimized since the MAS performs all global reporting across all SASs, thus allowing each SAS to allocate its resources solely to important access control functions.

## Independent Control

Each SAS communicates directly with the MAS but is not dependent on the MAS for access control. Each satellite system administrator has total control over all access control field hardware and system information related to his/her respective location. This gives regional system administrators autonomous control over their individual regions independent of the MAS and corporate WAN.

## Central Alarm Monitoring and Management

C•CURE 9000 Enterprise allows you to simultaneously monitor alarms from multiple locations at one convenient workstation. Viewing all data across all SASs gives you a full view of your entire operation. Monitoring of alarms from multiple sites means operators may rotate the responsibility whether from different buildings at a campus to different locations across the globe.

## Global Reporting

With C•CURE 9000 Enterprise's global reporting functionality, you can retrieve personnel, configuration, hardware, journal, audit and more data from all facilities within the organization. This saves valuable time searching for data and compiling critical reports since all global information is replicated on the MAS.

## C•CURE 9000 Standalone and Enterprise System Capacities

C•CURE 9000 MAS Values (Default/Maximum) <sup>1</sup>						
	MAS1	MAS2	MAS3	MAS4	MAS5	MAS6
Enabled Global Personnel Records <sup>2</sup>	1k	10k	25k	100k	250k	500k
Simultaneous Clients <sup>3</sup>	5/100	5/100	5/100	10/100	10/100	10/100
Badging Clients	1/100	1/100	1/100	2/100	2/100	2/100

C•CURE 9000 Standalone and SAS Values (Default/Maximum) <sup>1</sup>										
	L <sup>4</sup>	M <sup>4</sup>	N <sup>4</sup>	P <sup>4</sup>	Q <sup>4</sup>	R <sup>4</sup>	PLUS <sup>4</sup>	S <sup>4</sup>	S Plus <sup>4</sup>	T <sup>4</sup>
Online Readers	16	32	64	128	256	512	1,000	2,500	3,500	5,000
C•CURE Go Reader (Mobile)	0/10	0/10	0/10	0/30	0/30	0/30	0/30	0/30	0/30	0/30
Online Inputs	1k	1k	1k	5k/10k	5k/10k	5k/10k	5k/10k	10k	15k	20k
Online Outputs	1k	1k	1k	5k/10k	5k/10k	5k/10k	5k/10k	10k	15k	20k
Enabled Personnel Records	7k	12k	40k	45k	250k	250k	250k	500k	500k	500k
Concurrent Clients <sup>3</sup>	10/30	10/30	10/30	20/256	30/256	40/256	80/256	100/256	100/256	100/256
Concurrent Badging Clients	1/30	1/30	1/30	2/256	2/256	3/256	5/256	10/256	10/256	10/256

(1) Additional clients and badging clients may be added to a system license. Simultaneous client connections are tabulated by C•CURE 9000 Administration, Alarm Monitoring, and Web Client connections. C•CURE 9000 is designed to be flexible and allow for expansion. The 100 is a design capability while the tested limit is 10. System performance will vary depending upon specific hardware configuration including number of communication lines/ports, download/upload frequency, etc.

(2) Global personnel records are the maximum supported as an aggregate across the total number of SAS servers in addition to the SAS server local personnel records.

(3) Client License – Single monitoring station application, administration application or web client application.

(4) Additional simultaneous clients, badging clients, inputs/outputs may be purchased separately. Simultaneous client connections are tabulated by C•CURE 9000 Administration, Alarm Monitoring, and Web Client connections. C•CURE 9000 is designed to be flexible and allow for expansion. The 256 is a design capability while the tested limit is 100. System performance will vary depending upon specific hardware configuration including number of communication lines/ports, download/upload frequency, etc.

(5) The baseline capabilities of the system are within the envelope of operation for utilization of SQL Express.

(6) (SQL and SQL Express): An SQL Express license is shipped with every system software DVD package. Series P through S require a full SQL Server Standard or Enterprise (64-bit) license which may be purchased separately.

## Specifications

C•CURE 9000 Client Workstation	
Recommended Hardware and Software	
Processor	Intel Core i5-3470 (6 MB, 3.2 GHz or greater)
Hard Disk Drive	500 GB or greater
Drive Speed	7,200 RPM or greater
Memory	8GB Minimum
Network Adapter Card	Integrated Gigabit Network Port
DVD Drive	Recommended
Client Video Card	2GB NVIDIA Quadro K620
Operating System Support	Windows 7 SP1 Professional & Enterprise (64-bit) Windows 8.1 SP1 Professional & Enterprise (64-bit) Windows 10 Professional & Enterprise (64-bit) Windows Server 2008 R2 SP1 Standard & Enterprise (64-bit) Windows Server 2012 R2 SP1 Standard & Data Center (64-bit) Windows Server 2016 Standard & Enterprise (64-bit)

C•CURE 9000 Standalone Server Series L, M, N	
Recommended Hardware and Software	
Processor	Intel® 3rd Generation Core i7-3770 or greater (8 MB, 3.4 GHz or greater)
Hard Disk Drives	Dual drives: primary drive = 250 GB (9000 Runtime); secondary drive = 250 GB (data backups)
Drive Speed	7,200 RPM or greater
Memory	16GB Minimum
Network Adapter Card	Integrated Gigabit Network Port
DVD Drive	Recommended
Video Card	Integrated Video Subsystem (dedicated video accelerator recommended when used as a client workstation)
Database Support (English Only)	SQL Server 2016 Express/Standard/Enterprise (64-bit) SQL Server 2014 (SP1 or later) Express/Standard/Enterprise (64-bit) SQL Server 2012 (SP3 or later) Express/Standard/Enterprise (64-bit, SP2 or later) SQL Server 2008 (R2 SP3 or later) Standard & Enterprise (64-bit, SP2 or later)
Operating System Support	Windows 7 SP1 Professional & Enterprise (64-bit) Windows 8.1 SP1 Professional & Enterprise (64-bit) Windows 10 Professional & Enterprise (64-bit) Windows Server 2008 R2 SP1 Standard & Enterprise (64-bit) Windows Server 2012 R2 SP1 Standard & Data Center (64-bit) Windows Server 2016 Standard & Enterprise (64-bit)
Web Server	IIS v7.0 or higher for C•CURE 9000 Web Client (Classic), C•CURE Go and victor Web Service

Note: IIS v8.0 is required to install C•CURE Web on the same machine as C•CURE 9000 Classic Web Client (Classic), C•CURE Go, victor Web Service or C•CURE Mobile



# SOFTWARE HOUSE

From Tyco Security Products

## C•CURE 9000 Standalone Server Series P, Q, R, R+, S, S+, T SAS Server Series L, M, N

### Recommended Hardware and Software

Processor	Intel Xeon Quad-Core E3-1240 (3.3 GHz or greater)
Hard Disk Drives	Dual drives: primary drive = 300 GB (9000 Runtime) secondary drive = 300 GB (data backups)
Drive Speed	15,000 RPM or greater
Memory	32GB Minimum
Network Adapter Card	Intel Gigabit ET Quad Port Adapter, Gigabit Ethernet NIC, PCIe x4
DVD Drive	Recommended
Video Card	Integrated video subsystem (dedicated video accelerator recommended when used as a client workstation)
Database Support (English Only)	SQL Server 2016 Standard/Enterprise (64-bit) SQL Server 2014 (SP1 or later) Standard/Enterprise (64-bit) SQL Server 2012 (SP3 or later) Standard/Enterprise (64-bit) SQL Server 2008 (R2 SP3 or later) Standard & Enterprise (64-bit)
Operating System Support	Windows 10 Professional & Enterprise (64-bit) Windows Server 2008 R2 SP1 Standard & Enterprise (64-bit) Windows Server 2012 R2 SP1 Standard & Data Center (64-bit) Windows Server 2016 Standard & Enterprise (64-bit)
Web Server	IIS v7.0 or higher for C•CURE 9000 Web Client (Classic), C•CURE Go and victor Web Service

Note: IIS v8.0 is required to install C•CURE Web on the same machine as C•CURE 9000 Classic Web Client (Classic), C•CURE Go, victor Web Service or C•CURE Mobile

## C•CURE 9000 SAS Server Series P, Q, R, R+, S, S+, T MAS Server

### Recommended Hardware and Software

Processor	Intel Xeon Quad-Core E5-2450 (2.1 GHz or greater)
Hard Disk Drives	Dual drives: primary drive = 600 GB (9000 Runtime) secondary drive = 600 GB (data backups)
Drive Speed	15,000 RPM or greater
Memory	32GB Minimum
Network Adapter Card	Intel Gigabit ET Quad Port Adapter, Gigabit Ethernet NIC, PCIe x4
DVD Drive	Recommended
Video Card	Integrated Video Subsystem <sup>6</sup>
Database Support (English Only)	SQL Server 2016 Standard/Enterprise (64-bit) SQL Server 2014 (SP1 or later) Standard/Enterprise (64-bit) SQL Server 2012 (SP3 or later) Standard/Enterprise (64-bit) SQL Server 2008 (R2 SP3 or later) Standard & Enterprise (64-bit) *SQL Server 2012/2014 Express support limited to Series P, Q, R, R+, S, S+, T only
Operating System Support	Windows Server 2008 R2 SP1 Standard & Enterprise (64-bit) Windows Server 2012 R2 SP1 Standard & Data Center (64-bit) Windows Server 2016 Standard & Enterprise (64-bit)
Web Server	IIS v7.0 or higher for C•CURE 9000 Web Client (Classic), C•CURE Go and victor Web Service

Note: IIS v8.0 is required to install C•CURE Web on the same machine as C•CURE 9000 Classic Web Client (Classic), C•CURE Go, victor Web Service or C•CURE Mobile

Maximum Concurrent SAS per MAS . . . . .40

Authentication . . . . .Windows Authentication on Domain and Trusted Domain

Supported Languages<sup>7</sup>

Arabic, Brazilian Portuguese, Czech, Danish, Dutch, English, French, German, Hungarian, Italian, Japanese, Korean, Polish, Russian, Simplified Chinese, Spanish, Swedish, Traditional Chinese and Turkish

(6) For multiple screen display or other display applications, additional video cards required.

(7) Languages supported with English OS with language pack, not native OS.

Note: C•CURE 9000 has limited performance and support on 32-bit OS platforms with a minimum requirement of 4GB memory. For latest supported Service Pack for OS/DB, please consult the C•CURE 9000 version specific release notes.

## Related Products

  
C•CURE 9000  
SiteServer

  
C•CURE 9000  
Web Client

  
C•CURE Go

  
ISTAR Controllers

## Approvals



[www.swhouse.com](http://www.swhouse.com)

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Product names and specifications are subject to change without notice. Actual products may vary from picture. Not all products include all features. Availability varies by region; contact your sales representative.

## **New Hampshire References**

- 1) Chris Lessard  
Nashua School District  
38 riverside Drive  
Nashua NH 03062  
[Lessardc@nashua.edu](mailto:Lessardc@nashua.edu)  
(603) 966 1504  
City wide Access, Video, DMP Alarm
- 2) David Florence  
Concord Police Dept.  
Concord NH  
35 Green Street  
[Dflorence@concordpolice.com](mailto:Dflorence@concordpolice.com)  
(603) 230 3742  
Access System and Video System
- 3) Daisy Lavoie  
Portsmouth Police Dept.  
Portsmouth NH  
[DLavoie@cityofportsmouth.com](mailto:DLavoie@cityofportsmouth.com)  
3 Jenkins Ave. 03801  
Access Security System
- 4) Keith P. Hemingway, Architect  
NHDAS, Division of Public Works Design & Construction  
John O. Morton Building  
7 Hazen Drive, POB 483  
Concord, NH 03302-0483  
(603) 271-4523  
[keith.hemingway@nh.gov](mailto:keith.hemingway@nh.gov)
- 5) Jo White  
Glenclyff Home  
NH Department of Health & Human Services  
393 High Street  
PO Box 76  
Glenclyff, NH 03238-0077



CHARTERED JANUARY 1, 1991

FOUNDED DECEMBER 15, 1727



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

**Resolution 2015/2016-52**

**Authorizing the Designation of a portion of Rt. 152 as an Economic Recovery Zone**

WHEREAS: NH RSA 162N allows for the creation of Economic Recover Zones in communities to encourage the redevelopment of certain land in exchange for state tax credits for the developer, and

WHEREAS: The Town desires to redevelop what is the B3 zone along Rt. 152, including the following lots on Town Tax Map R6 (updated April 2015):

Lots 1, 2, 3, 4-1, 4-2, 4-3, 5, 6, 7, 8, 9, 10, 11-1, 11-1A, 11-2, 12, 50, 50A, 50B, 50C, 50-1, 50-2, 50-3, 50-4, 50-4, 50-5, 50-6, 50-7, 50-8, 51 and 52.

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

The Town Council requests that the Commissioner of the Department of Resources and Economic Development declare this portion an Economic Recovery zone and authorizes the Town Administrator to execute any agreements.

First Reading: June 1, 2016

Tabled: June 1, 2016

Second Reading:

Approval:

Approved: \_\_\_\_\_

Dale Pike, Town Council Chairman

A True Copy Attest \_\_\_\_\_

Terri J. Littlefield, Town Clerk

CHARTERED JANUARY 1, 1991

FOUNDED DECEMBER 15, 1727



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

**Resolution 2017/18 - 07**  
**Purchase of Zodiac Rescue Boat**

WHEREAS: The current boat used by the fire and rescue department is not considered safe for operations; and

WHEREAS: The Town received three proposals for replacement Zodiac Rescue Boat with the lowest proposal from Industrial Protection Services for \$19,550.

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

That the Town Council authorizes the Town Administrator to enter into an agreement with Industrial Protection Services to purchase a 2017 Zodiac MilPro ERB 400 Rescue Boat and withdraw \$19,550 from the previously established Fire Rescue Capital Reserve Fund.

*First Reading: August 16, 2017*

*Second Reading: September 6, 2017*

*Tabled: September 6, 2017*

*Approval:*

Approved: \_\_\_\_\_  
Dale Pike, Chair Town Council

A True Copy Attest: \_\_\_\_\_  
Terri Littlefield, Town Clerk





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

# STAFF REPORT

**DATE:** August 9, 2017

**TITLE:** Resolution Zodiac MilPro Boat ERB 400

**PREPARED BY:** Rick Malasky, Fire Chief

**TOWN ADMINISTRATOR'S COMMENTS – RECOMMENDATION:**

I recommend passage of this resolution. *[Signature]*

**BACKGROUND:** The boat that the fire department currently utilizes is not safe for rescue operations and is a liability. This was added to the CIP last year and approved by the CIP Committee.

**Process:** I received three proposals for a new Zodiac Rescue Boat which is specifically designed and built for fire departments.

**Results:** The lowest proposal was from Industrial Protection Services at \$19,550 this includes the boat, motor and trailer.

**DISCUSSION:** The fire department has had a boat for several years. With two active boat ramps in town and Great Bay we do lots of rescues and welfare checks for residents and transients that utilize our boat ramps for fishing and kayaking. Sometimes they become lost or have medical emergencies while out on the water and the boat that we currently utilize is a small aluminum fishing boat. I was made aware a year ago from the state instructor that our boat was a huge liability to our personnel and any patients that we may rescue. I added the new boat to the CIP and requested it to be purchased in the new fiscal year that began on July 1<sup>st</sup>. This was added to the fire department CIP and approved by the CIP Committee.

**FISCAL IMPACT:** The fire department capital reserve account currently has \$204,085 available for equipment purchases.

**RECOMMENDATION:** I recommend that the town council approves the purchase of one Zodiac MilPro ERB 400 from Industrial Protection Industries for \$19,550.

STAFF REPORT



## INDUSTRIAL PROTECTION SERVICES

P.O. Box 685 • 220 Ballardvale St. • Wilmington, MA 01887  
Tel: 978-657-4740 • Fax: 978-658-0257

### JOHN A. MERRILL QUOTATION

June 26, 2017  
Newmarket Fire Department  
4 Young La.  
Newmarket, NH 03857  
Attn. Chief Malasky

Industrial Protection Services is pleased to quote the Newmarket Fire Department the following equipment from Zodiac MilPro.

- |   |   |             |
|---|---|-------------|
| 1 | Zodiac MilPro V80423, ERB 400, (13'5") Boat |             |
|   | Max Capacity People, 8                      |             |
|   | Max Capacity Weight, 2028lbs                |             |
|   | ERB 400 Deck, or ERB 400 Rigid Floor        |             |
|   | Flex Fuel Bag, with Fittings                |             |
|   | Evinrude E-TEC Jet Prop 30hp                |             |
|   | EZ Loader Trailer.                          | \$19,550.00 |

THIS IS A MASSACHUSETTS STATE BID FIR 04

John A. Merrill  
Regional Sales Manager



**Defender Industries, Inc.**

42 Great Neck Road, Waterford, CT 06385

Tel: 860-701-3400 Fax: 860-440-3408

**ORDER # QUOTE**

DATE 6/9/2017

**SOLD TO:**

NEWMARKET FIRE AND RESCUE  
 ATTN: EVAN CRAFTS  
 4 YOUNG LANE  
 NEWMARKET, NH 03857  
 CELL: 603-659-3334  
 E-MAIL: EVANCRAFTS@YAHOO.COM

**SHIP TO:**

NEWMARKET FIRE AND RESCUE  
 4 YOUNG LANE  
 NEWMARKET, NH 03857  
 ATTN: EVAN CRAFTS

ITEM	QUANT.	PRODUCT DESCRIPTION	UNIT PRICE	TOTAL
SKU 457318	1	ZODIAC ERB-400 EMERGENCY RESPONSE BOAT, HIGH PRESSURE AIR FLOOR, LENGTH 13' 5", BEAM 6' 3", WEIGHT 145 LBS, MAX 40HP, 20" SHAFT 8 PERSON CAPACITY OR 2028 LBS, 5-YEAR WARRANTY 2017 MODEL YEAR, HYPALON FABRIC, RED SERIAL NUMBER PENDING	\$11,464.00	\$11,464.00
SKU 307124	1	EVINRUDE E30DRSL 2-STROKE 30HP E-TEC OUTBOARD, 20" SHAFT TILLER STEERING, ROPE START, MANUAL TILT, 172 LBS, WHITE INCLUDES FUEL TANK AND FUEL LINE WITH PRIMER BULB, 2017 MODEL YEAR SERIAL NUMBER [PENDING]	\$5,688.00	\$5,688.00
MISC	1	DURA-JET CONVERSION TO PUMP JET, EVINRUDE E-TEC 25/30	INCLUDED	\$0.00
SKU 456738	1	ZODIAC MIL-PRO FUEL BLADDER, #N66079, 6 GALLONS, SIDE MOUNT, BLACK	\$1,063.24	\$1,063.24
SPN10052	1	ZODIAC MIL-PRO ADAPTER KIT, DRIPLESS FUEL LINE, USE W/N66079 BLADDER	\$76.99	\$76.99
SPN45451	1	ZODIAC MIL-PRO DRIPLESS FUEL LINE, LENGTH 15', FOR EVINRUDE E-TEC	\$239.00	\$239.00
SKU 457112	1	LOADRITE ELITE 14F1000WT GALVANIZED BUNK TRAILER, 1000# CAPACITY FOR 12'-14' BOATS, BOW WINCH & STAND, 2" BALL VIN # [PENDING]	\$1,083.00	\$1,083.00
MISC	1	SEACHOICE #52021 SWING-AWAY TONGUE JACK, 1000# CAPACITY, INSTALLED	\$30.00	\$30.00
SKU 301996	1	ROCKE SOLID MARINE, OUTBOARD MOTOR LIFTING HANDLES, 12-NTH-BLACK -FREE PROMOTION WORKS ONLY ON MOTORS WITH A THREADED TILT TUBE, ENDS 6/30/2017	\$129.00 FREE	\$0.00
FREIGHT	1	SHIPPING VIA TRUCK TO NEWMARKET, NH [COMMERCIAL ADDRESS]	\$250.00	\$250.00
		Defender Fed Tax ID #13-5545607 DUNS #00-130-4617 CT Tax #5323944-000 MIL CCR CAGE #1D2Y2		
		MERCHANDISE SUBTOTAL	\$19,894.23	
		ORDER SUBTOTAL	\$19,894.23	
CTTAX	0	CT SALES TAX 6.35% (NOT APPLICABLE - SHIPPING OUT OF STATE)	\$1,263.28	\$0.00
		FULL PAYMENT IS REQUIRED PRIOR TO PICK UP OR DELIVERY DEFENDER DOES NOT OFFER OPEN BILLING TERMS		

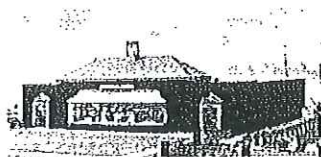
**NOTES:**

Quote is valid for 5 days. Prices subject to change by the manufacturer without notice.

Prices do not include taxes, delivery, optional equipment or registration fees unless otherwise specified.

Product warranties are covered by the manufacturer.

**BALANCE DUE****\$19,894.23**



The Washington Marina  
1300 Maine Avenue Southwest  
Washington, DC 20024  
(202) 554-0222  
www.washingtonmarina.com

Page	1
Date	06-28-17
Time	16:11:16

NEWMARKET FIRE & RESCUE  
4 YOUNG LN.  
NEWMARKET, NH 03857  
Home: 603-659-3334  
Work: 603-659-3334

## Quote Sheet

Deal Number	1706281420
Customer Number	6036593334
Invoice Number	0
Salesclerk	TF
Delivery Date	

FLATABLE A - New -2017 ZODIAC INFLATAB ERB400	Stock# DINFL877		
Vin#	ZODIAC ERB400 (RED) *NO FLO	8,511.43	7,740.00
	Z66223 - RIGID DECK	3,297.14	2,997.50
	* * * * *		
TBOARD MOTB - New -2017 EVINRUDE	E30DRSLAF	Stock# OB948	
Vin# 05489193	30HP, L/20"-SHAFT, TILLER,	5,065.00	4,128.85
	RESCUE-PRO (JET) UPGRADE	2,025.00	2,025.00
	* * * * *		
TBOARD MOTC - New -2017 EVINRUDE	E40DRGL	Stock# OB889	
Vin# 05471786	ETEC 40, L/20" SHAFT, PULL-STA	6,930.00	5,410.00
	RESCUE-PRO (JET) UPGRADE	2,522.00	2,522.00
	* * * * *		
AILER D - New -2017 VENTURE TRAILER VB-1000 CU	Stock# DTRL519		
Vin#	TRAILER, GALV, INFL-BOAT	1,165.00	1,165.00
	INCL 4-BUNKS & CUST BRACKETS		
	* * * * *		
1 MILP Z66079	FUEL BLADDER, 6-GAL (LON	1,037.41	933.66
1 ZODP N45019	SCBA ADAPTER, RAPID INFL	224.20	196.30
1 O 5008609	KIT, HOSE & BULB 5/16	65.99	59.39
1 O 772681	GAS TANK CONNECTOR	12.99	11.69
1 WASH FREIGHTG	FREIGHT, GROUND	300.00	300.00
	TOTAL QUOTE		27,489.39

\*\*\*\*\*NOTES\*\*\*\*\*

\*QUOTE VALID FOR 90 DAYS.

\*VENDOR INFO: DUNS:041352808, EIN:530224661, VETERAN-OWNED SMALL BUSINESS

\*FOB: ORIGIN

\*AVAILABILITY: 5 WEEKS ARO

Wallace Software Solutions (401) 438-3030 \* www.wallace1.com

Authorized Signature

Date

Total

\$27,489.39



# Newmarket Capital Improvement Program (CIP) Capital Equipment Request Form

Department:		Fire & Rescue		Type of Equipment:		Vehicles					
	Description of Equipment and Vehicles	Year Acquired	Replacement Cost	Year	Mileage	FY 17/18	FY 18/19	FY 19/20	FY 20/21	FY 21/22	FY 22/23
1	E1 Freightliner Pumper	1999	\$ 500,000	2018/2019	19,166	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000
2	L2 HME	2009	\$ 700,000	2029/2030	14,955	\$ 35,000	\$ 35,000	\$ 35,000	\$ 35,000	\$ 35,000	\$ 35,000
3	Tanker 4 Spartan	2006	\$ 500,000	2025/2026	15,079	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000
4	Forestry Ford F350	2003	\$ 85,000	2023/2024	6,770	\$ 4,250	\$ 4,250	\$ 4,250	\$ 4,250	\$ 4,250	\$ 4,250
5	Rescue Boat	New	\$ 20,000	2017		\$ 20,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000
6											
7											
8											
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11											
12											
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17											
18											
19											
20											
Balance in Capital Reserve Fund			\$ 327,633	Proposed Funding	\$ 109,250	\$ 90,250	\$ 90,250	\$ 90,250	\$ 90,250	\$ 90,250	\$ 90,250
Items to be replaced in FY 17/18			Make/Model	Previous Year Repair/Maintenance Cost		Estimated Disposable Value					
1	Rescue Boat										
2											
3											
4											



7/1/2017

CS

Town of Newmarket  
Capital Reserve  
Fire Dept. Equipment & Vehicle Replacement  
FY 17/18

Trustee Acct # 108200290877

	<u>Year Acquired</u>	<u>Year of Vehicle</u>	<u>Year Replace</u>	<u>Replace Cost</u>	<u>Balance 7/1/2017</u>	<u>FY 17/18 Additions</u>	<u>Resolution Number</u>	<u>Withdrawals FY 17/18 Resolutions</u>	<u>Remaining Balance</u>
<u>Fire Vehicle</u>									
E1 - Freightliner FL70 Pumper	1998/1999	1999	2018/2019	400,000	121,066	50,000			171,066
L2 HME	2009/2010	2009	2029/2030	600,000					0
Tanker 4 Spartan	2005/2006	2006	2025/2026	450,000					0
F1 - Ford F350 (Forestry)	2005	2005/2006	2023/2024	75,000					0
Thermal Imaging Cameras									0
<u>Fire Equipment</u>									
Bunker Gear 20 sets (2,300/ea)	2002		2014/2015	46,000					0
Thermal Imager	1998		2014/2015	15,000					0
Thermal Imager	2002		2014/2015	15,000					0
24 - Scott SCBA @ 6,000 2nd yr	2002		2015/2016	144,000					0
24 - Scott SCBA @ 6,000 3rd yr									0
35 - Portable Radios @ 3,900	2003		2014/2015	136,500	33,019				0
Interest									33,019
Total				1,881,500	154,085	50,000		0	204,085





RECEIVED

SEP 11 2017

TOWN OF NEW MARKET  
ADMINISTRATOR'S OFFICE

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

Applicant's Name: DONALD SANDGNS

Address: 14 HILTON DRIVE Phone/Cell 603 828 7237

RSA 669:19 Newmarket Registered Voter: ☒ Yes ☐ No # of Years as Resident: 15  
RSA 91:2 Are you an American Citizen? ☒ Yes ☐ No

Email address: DS2382 @ COMCAST.NET

Full membership (3 year term) position applying for Energy & Environmental Advisory

State what the new term expiration date is: MARCH 2020

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: \_\_\_\_\_

Information Technology Manager, Marketing Specialist

Interest in Alternative Energy Solutions

Former HARECOM Specialist for 3.5 years

(need more room, please use the back)

Donald Sandgns 9/11/17  
Signature Date

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



RECEIVED

SEP 12 2017

CLERK OF THE TOWN  
OFFICE

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

Applicant's Name:

Russ Simon

Address:

510 Cushman Rd

Phone/Cell

603-292-5232

RSA 669:19 Newmarket Registered Voter

Yes

No # of Years as Resident:

14

RSA 91:2 Are you an American Citizen?

Yes

No

Email address:

RSIMON48@COMCAST.NET

Full membership (3 year term) position applying for

CIP Comm.

State what the new term expiration date is:

9/20

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:

BEEN THERE, DONE THAT -  
CIP, BUD COMM, SCHOOL FACILITIES  
SCHOOL BUDGET

(need more room, please use the back)

Signature

Russ Simon

Date

9/5/17

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.



CHARTERED JANUARY 1, 1991

FOUNDED DECEMBER 15, 1727



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

**Resolution 2017/18 - 15**  
**Town Council Chamber Dais Improvements**

WHEREAS: The existing Council Chamber Dais electrical, cabling, and audio systems are in need to updating as well as the overall appearance; and

WHEREAS: The Director of Facilities has solicited proposals from several contractors for the repairs to systems and structure; and

WHEREAS: the existing systems are experiencing operational malfunctions.

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

Town Council authorizes the Town Administrator to enter into an agreement with Educational Building Consultants, Access A/V and Daniels Electric for Town Council Dais Improvements with a costing not to exceed \$10,000 utilizing I-Net funds (fund 17). I-Net (fund 17) current balance is \$27,385.00

*First Reading: September 20, 2017*

*Second Reading:*

*Approval:*

Approved: \_\_\_\_\_  
Dale Pike, Chair Town Council

A True Copy Attest: \_\_\_\_\_  
Terri Littlefield, Town Clerk



Town Hall  
186 Main Street  
Newmarket, NH 03857

Tel: (603) 659-3617  
Fax: (603) 659-8908

Founded December 15, 1727  
Chartered January 1, 1991

## TOWN OF NEWMARKET, NEW HAMPSHIRE

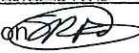
# STAFF REPORT

**DATE:** September 11, 2017

**TITLE:** 2017/2018-15 Town Council Dais renovations

**PREPARED BY:** Greg Marles, Director of Facilities

### TOWN ADMINISTRATOR'S COMMENTS – RECOMMENDATION:

I recommend passage of this resolution 

**BACKGROUND:** The existing dais needs updates in electrical, cabling, network, and audio improvements. We have created an in-house design that will allow for upgrades to the systems contained within the existing structure at the same time improving the general appearance of the dais. The support structure will remain in place which will provide us a saving in reconstructive costs during this process.

**DISCUSSION:** Given the existing condition of the electrical, network, cabling, and audio systems; cost effective updates to these systems would provide for more consistent operations within the Chambers. . With the level of improvements to the electrical, audio, and cabling we would have to remove several sections of the structure to allow for the installation of these new systems. therefore it would make sense at the same time we would update the appearance of the dais

**FISCAL IMPACT:** We requested proposals from two contractors for the construction services, as well worked with our current A/V vendor, and our electrical contractor to create the costing for this project. One of the construction contractors backout of the project, leaving us with one respondent to our request for pricing.

Educational Building Consultants	construction services (quoted pricing)	\$5,400.00
Access A/V	audio services (price reduced from original)	\$2,600.00
Daniels Electric	electrical contractor (in-house design/estimate)	\$2,000.00

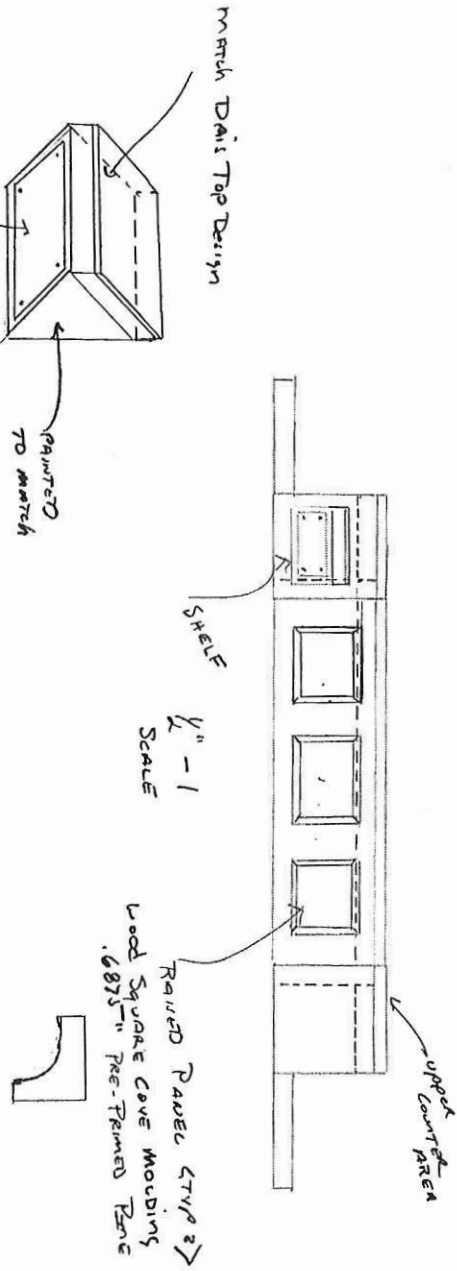
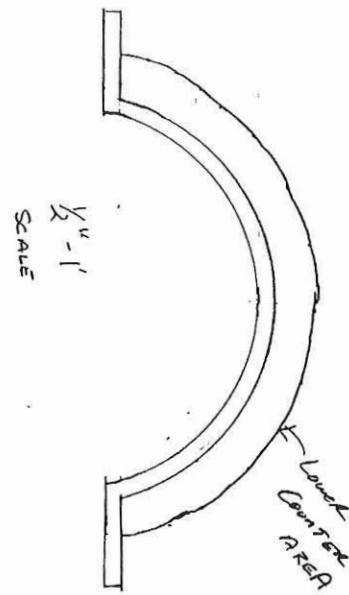
**RECOMMENDATION:** We recommend moving forward with the dais reconstruction project utilizing funding from I-Net (fund 17) in the amount of \$10,000.00 based on the in-house design and estimates from vendors. Current I-Net fund (fund 17) balance is \$27,385.00 (as of July 31, 2017)

**ATTACH ALL PERTINENT DOCUMENTS TO SUPPORT THE REQUEST.**

STAFF REPORT



# Town of Newmarket Dais Reconstruction 7-24-17




## SCOPE:

- 1) REMOVE FRONT SIGN BOARD
- 2) COVER FRONT WITH FLEXPY 5.2mm FROM PULKARD PRODUCTS
- 3) CREATE RAISED "Picture Frame"
- 4) REPLACE UPPER COUNTER TOP WITH MAPLE WITH ROUNDED EDGE
- 5) REPLACE MAIN COUNTER TOP WITH NEW LAMINATE TOP
- 6) PAINT ALL NEW CONSTRUCTED AREA. PAINT COUNT TO BE DETERMINED
- 7) CONSTRUCT SHELF "LEFT" SIDE
- 8) PATCH, FINISH, & PAINT ANY DISPARSED AREAS

## NOTES:

- 1) 24"V. INSTRALLED TO INSTALL SURFACE MOUNTED MICROPHONES
- 2) ELECTRICAL TO REWORK ELECTRICAL AND COMMUNICATION WIRING TO BE IN ACCORD TO Dais

				<b>ACCESS A/V</b> <small>AUDIO • VIDEO • LIGHTING SALES &amp; INSTALLATIONS</small> 	
Newmarket NH					
ATTN: Tim Cremen					
617-777-7639					
Date: 7/28/2015					
Qty.	Manufacturer	Model #	Description	Cost:	Ext. Cost
8	Shure	MX412S	12" Cardioid Gooseneck Microphone with Switch	\$ 222.00	\$ 1,776.00
1			Installation, connectors, Travel	\$ 1,428.00	\$ 1,428.00
Quotes are valid for 30 days				<b>COST:</b>	<b>\$ 3,204.00</b>
Submitted by: Brad Jett					



**Educational Building Consultants**

1 Lakeview Lane South  
Standish, ME 04084  
Phone (207)329-0202  
jimgoodale@live.com

**quote**

DATE: 8/24/2017

TO:  
Greg Marles  
Newmarket, NH

FOR:  
Dais reconstruction

DESCRIPTION	AMOUNT
Price quote for own of Newmarket Dais reconstruction as specified in drawing dated 7/24/17 Price includes all work in scope 1-8	\$5400.00
TOTAL	\$5400.00

Make all checks payable to Educational Building Consultants  
Payment is due on receipt  
If you have any questions concerning this invoice, contact Jim Goodale-(207)329-0202  
Thanks for your business!