

**Exeter Board of Selectmen Meeting
Monday, April 25th, 2016, 6:45 p.m.
Nowak Room, Town Office Building
10 Front Street, Exeter, NH**

1. Call Meeting to Order
2. Board Interviews (Wheelwright Room) – Conservation Commission, Historic District Commission
3. Bid Awards – Great Dam Removal Project, Line Marking
4. Public Comment
5. Minutes & Proclamations
 - a. Proclamations/Recognitions
 - b. Minutes: April 11th, 2016
6. Appointments
7. Discussion/Action Items
 - a. New Business
 - i. Recreation Park Concept Plan
 - ii. 2016 Paving Proposal – Bell & Flynn
 - iii. Board/Committee Appointments
 - b. Old Business-
 - i. Lease/Purchase Resolution –Vehicles
8. Regular Business
 - a. Tax, Water/Sewer Abatements & Exemptions
 - b. Permits & Approvals
 - c. Town Manager's Report
 - d. Selectmen's Committee Reports
 - e. Correspondence
9. Review Board Calendar
10. Non Public Session
11. Adjournment

Daniel Chartrand, Chairman
Exeter Selectboard

Posted: 4/22/16 Town Office, Town Website

Persons may request an accommodation for a disabling condition in order to attend this meeting. It is asked that such requests be made with 72 hours notice. If you do not make such a request, you may do so with the Town Manager prior to the start of the meeting. No requests will be considered once the meeting has begun.

AGENDA SUBJECT TO CHANGE



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

Statement of Interest Boards and Committee Membership

Committee Selection: Historic District Commission

New

Re-Appointment

Regular

Alternate

Name: Curtis Boivin Email: boivincurtis@gmail.com

Address: 5 Spruce St Phone: 603-793-8129

Registered Voter: Yes No

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

I am interested in getting involved with the Historic District Commission. I am a registered architect in NH and I have worked on a variety of restoration and renovation projects that have been registered with the National Park Service. I have been an elected member of the Rye Planning Board and the chair of the Rye Town Hall Building committee. I would be an asset to the board because of my knowledge of construction, building codes, historic preservation and planning.

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

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

After submitting this application for appointment to the Town Manager:

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

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

Signature:

Date: 4.22.16



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

**Statement of Interest
 Boards and Committee Membership**

Committee Selection: Conservation Commission

New Re-Appointment Regular Alternate

Name: Todd Piskovitz Email: tpisk@comcast.net

Address: 22 Forest Street Phone: 686-9138

Registered Voter: Yes No

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

After working as an environmental consultant for over 14 years, I am now employed by NHDES as a Hydrogeologist in the Oil Remediation and Compliance Bureau. I also serve as Exeter's lone representative on the Lamprey Rivers Advisory Committee (LRAC). The work we do in LRAC is important and I've enjoyed serving as the Project Review Subcommittee Chair. As a member of the Conservation Commission, I believe that I would serve my community of Exeter more directly, as LRAC only covers a small portion of Exeter within the watershed. In addition to my work experience and volunteer activities, I have an MS in Hydrology from UNH and a BS in Environmental Science with a Geology option from the University of Massachusetts-Lowell.

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

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

After submitting this application for appointment to the Town Manager:

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

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

Signature: Todd Piskovitz Date: 4/14/16

Draft Minutes

Exeter Board of Selectmen

April 11, 2016

1. Call Meeting to Order

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

2. Bid Openings – Line Marking/Striping

Mr. Dean said these bids are for the annual street marking.

Chair Chartrand read the following bids:

- | | |
|--------------------------------|-------------|
| 1) Markings, Inc. | \$22,229.99 |
| 2) Highway Safety Systems Inc. | \$22,950.77 |

Motion: A Motion was made by Vice Chair Gilman and seconded by Selectwoman Belanger to refer these bids to DPW for a recommendation. Motion carried – all in favor.

3. Public Comment

Gerry Hamel talked about how he hopes the Board will take into consideration abatement requests and look into them.

4. Minutes and Proclamations

a. Proclamations/Recognitions.

There were no proclamations/recognitions.

b. Minutes: March 14, 2016; March 28, 2016

Selectman Clement had an amendment to the March 14th minutes on page 5, where the Motion was made to go into a non-public session. He wanted to amend the Motion to add the following sentence after “7:47pm”: “The Clerk called the roll. Selectman Clement answered aye, Selectman Chartrand answered aye, Selectwoman Surman answered aye, and Selectwoman Gilman answered aye. Motion carried – all in favor.”

Motion: A Motion was made by Selectwoman Belanger and seconded by Vice Chair Gilman to accept the minutes of the March 14, 2016 BOS meeting, as amended by Selectman Clement, and as submitted by Nicole Piper. Motion carried – all in favor.

Selectman Clement had some amendments to the March 28th meeting. The first was on page 1, adding a “second” to Selectman Chartrand’s nomination. He also amended the sentence to add that himself and Selectwoman Surman voted for him, and Selectwoman Gilman, Selectwoman Belanger, and Selectman Chartrand voted for Selectman Chartrand. He also had an amendment to page 4, paragraph 2, changing “reference” to “use”. His third amendment was to page 11, adding “revision” after “lot line” in his Committee Report. Also, he amended the last sentence in that paragraph to read “The Planning Board reviewed a preconceptual design proposal for a 60 house subdivision. Selectwoman Surman had an amendment to page 11, adding in her Committee Report that there will be 43 vendors at the Farmer’s Market. She also amended that last sentence to read “...have come up with an application form in regards to the dedication of benches.”

Motion: A Motion was made by Vice Chair Gilman and seconded by Selectwoman Belanger to table the minutes of the March 28, 2016 BOS meeting for revision. Motion carried – all in favor.

5. Appointments

There were no appointments.

6. Discussion/Action Items

a. New Business

i) TEAM (Town Exeter Arts Music) Update – Scott Ruffner

Scott Ruffner said he has been making great progress with TEAM in the last year. He said, however, that one of the problems he has been running into is trying to work with some of the “gatekeepers” in town (DPW, Parks & Rec, etc). He was in front of the Board looking for guidance on what to do to get more support from the town. He said he wants to continue forward with what he is doing, but he wants to make sure things are still actually moving forward before he asks for help. He is trying to be more active to get support with funding.

Selectwoman Surman asked Mr. Ruffner what he meant by “gatekeepers”. Mr. Ruffner explained “gatekeepers” to be those who facilitate what is happening culturally in town, i.e. Chamber of Commerce. Selectwoman Surman asked Mr. Ruffner if he is a town funded Committee, and if not, if he is trying to be. Mr. Ruffner said no, that this is all non-profit, but added he thinks the Arts Committee could use more backing. Selectwoman Surman asked him

if he could do a music fest at the Parkway. Mr. Ruffner said they are trying to do that but said there are roadblocks with that too.

Rose Bryant, resident, said Mr. Ruffner has done a lot with the non-profits he has created. She commented that all the local in town now is great. She said she would love to see the Rec Department take on more local artists.

Vice Chair Gilman said the Board can talk to Parks & Rec about how they go about selecting who is participating in events. She asked Mr. Ruffner if he is looking for the town to donate money for the TEAM effort. She said the budget is already difficult. She doesn't want to see the Arts disappear, but said they need to be careful with the budget. Mr. Ruffner said he would like to see the money that's already allocated for the Arts to be used in a different way.

Chad Verbeck, a local musician, said he hasn't seen anybody take on local arts as much as Mr. Ruffner. He said he would like to see more local artists in town, not those from Boston in such, but actually from the area. He said Mr. Ruffner has been getting gigs for a lot of other musicians in town. He added that this is another element of town that could be better than it already is.

Gerry Hamel, of the Parkway Trustees, said the only roadblock for a music fest in the Parkway is the selling of beer. He said the Trustees all agreed that the Powderkeg event will be the only event with alcohol. He said the Trustees would be willing to work with Mr. Ruffner any time on any venue with music. He said they would love to see more things happening in the Parkway.

Selectwoman Belanger said all this work sounds great and thought some business owners in town might want to get involved.

Selectman Clement told Mr. Ruffner that he is impressed by what he has brought in these last two years. He said the Board can only manage the public venues. He suggested maybe there are other areas in town (other parks) where Mr. Ruffner could have events.

Chair Chartrand said they should have a conversation with Mike Favreau. Mr. Ruffner said, as music professionals, he knows more about music and diversity of music that would be appealing to all crowds. Selectwoman Surman said the concert series is one of the most successful things for Parks & Rec.

Chair Chartrand said he will look to see if the Board can take this up at a further meeting. He added that this is something he is really interested in.

Selectman Clement said to have this conversation without Mr. Favreau in the room is the wrong approach. He said they should get his input.

ii) Planning & Economic Development Update – Epping Road

Mr. Dean said Darren Winham, the Economic Development Director, was present to give a report. Selectman Clement had asked for him to appear before the Board.

Mr. Winham showed a PowerPoint which started with a map of the Epping Road TIF district. He said the TIF district is a 1.5 mile stretch on Epping Road with 587 acres and a \$79.5 million value. He continued to go over his goals, opportunities, and challenges. Some challenges include traffic issues, infrastructure lacking, topography, and wetlands hinder area. He show an Epping Road Corridor Potential Development Map and gave some estimated taxable values. He showed a chart of the Epping Road TIF District Development Potential and explained how to meet the TIF “gap”. In regards to the Economic Development Strategic Plan, he said he is currently writing the draft. He said there will be two public input sessions and insight gained will assist the Master Plan. The EDC has created a subcommittee to assist with the Economic Development portion of the Master Plan.

Dave Sharples, Town Planner, gave a Master Plan Process and Projected Timeline. He said on March 16 the voters approved \$50,000 to update the Master Plan. In May/June 2016 the RFP will be issued for consultants to work on the project. In June/July 2016 a consultant will be selected and the scope of work will be defined. From July to December 2016 the draft Master Plan will be created and several public meetings will be held. From January to March 2017 the Master Plan will be finalized by the Planning Board.

Selectman Clement said this is the first time he has seen Mr. Winham’s goals (some including new jobs and infrastructure improvements). He asked for a copy of Mr. Winham’s presentation. He added that he does not want housing to find its way into a discussion that is about economic development – which is non-residential. He said he is nervous about what responses Mr. Winham will get from his survey that he added in the packet. He thought the questions were a bit persuasive. He wants more information about EDSP and recommended bringing in a facilitator to an EDSP meeting so there is more of a brainstorming approach.

Selectwoman Surman said she keeps hearing talk about housing and added that this is a supposed to be a non-residential area. She urged they keep with commercial development on Epping Road, as the voters said no to residential.

Mr. Dean said it is true the voters did vote no, but said these are all issues that need to be looked at.

Mr. Sharples explained how his math came out to there being an estimated \$80 million in new investment possible for the TIF based on current value per acre. Mr. Dean said there is a

major parcel out there right now the King parcel that only pays \$108 in taxes a year. It is underperforming.

Selectwoman Belanger said the Lincoln Street EDSP meeting that was held was run great and many ideas came out of it.

Vice Chair Gilman asked if they can see the data of the survey. She also asked the Town Planner if he thinks the Master Plan will really be done by Jan/March. Mr. Sharples said he would hope so and added he doesn't see any reason they can't move ahead. He said they need to keep it moving and keep people engaged.

Mr. Winham said housing is a part of economic development. In regards to the survey questions, he agreed that the public has to guide the process. Ms. Bryant suggesting getting it out to the public by putting a link on the town website and Facebook. Also, she asked about the infrastructure and where the plan for sidewalks comes in. Mr. Winham said that is not in the TIF yet, but he has heard a lot about that. He said they don't have a plan for sidewalks yet, but did hear what Ms. Bryant was saying. Mr. Dean said there is no comprehensive new sidewalk plan. He said the TIF Financing Plan can be amended by the town at town meeting if priorities change.

Selectman Clement said a lot of Master Plan chapters are to be updated, not rewritten. He said the schedule does sound ambitious, but there isn't as much work going in as there would be if all the chapters had to be rewritten. He said with regards to the sidewalk discussion, there is a plan but only for existing sidewalks.

Gabrielle Grossman, resident, said there is a major need for a crosswalk at the Winter Street to Park Street Common. Mr. Dean recommended they have DPW put together an overview of all the crosswalk issues in town and said there are quite a few issues.

Chair Chartrand said he believes they need to move forward with a compromise between the wetlands restrictions and the use restrictions. He asked the Conservation Commission and Planning Board reps from the Selectboard to see what those Committees views are on this.

iii) Sign Request – Epping Road

Mr. Dean said there is a proposed sign license agreement that would allow a sign where Tom Monahan's current sign is on Continental Drive. The term of the agreement would run from May 1 to April 30 of each year. It is subject to renewal at the discretion of the Board.

Mr. Winham said Public Works, the Highway Department, and Mr. Monahan are all ok with this agreement. He said the sign would be almost exactly the same to what is already there.

John Sherrill, owner of Key Heating & AC, spoke saying to have exposure on the street is very important to them.

Motion: A Motion was made by Selectman Clement and seconded by Selectwoman Belanger to approve a sign license agreement to allow a sign within the Town's right-of-way on Continental Drive for AMM Irish Properties, LLC, and Key Heating & Air Conditioning, Inc, and further authorize the Town Manager to sign the agreement. Motion carried – all in favor.

iv) Review Board/Committee Appointments

Vice Chair Gilman said they are still waiting on responses for the Committees. She said a lot of people are not coming back to their Committees. Mr. Dean said they need to make sure that if a member is going from Alternate to a Full Member that they leave their Alternate status. Vice Chair Gilman said they relied on a method of putting an Alternate into an empty spot. There is a list in the packet of the positions becoming available. She said different Committees have different rules about term time and they need to look at that. Mr. Dean said they need to really clarify who is an Alternate and who is a Full Member. Vice Chair Gilman said the Historic District Commission really needs someone.

Chair Chartrand said they will work to fill these spots. He said there can be multiple nominations for a spot but it needs a nomination and a second. It is similar to Board elections. Mr. Dean said those interested should talk to Sheri Riffle. He said the volunteer application is online or people can call or stop by the office.

v) Shared Drive – Assessing Documents

Mr. Dean said that per Selectman Clement's request, his office has set up a shared drive where documents are uploaded to be viewed by the Selectboard.

Selectman Clement said he thought he was able to get onto the shared drive. However, he said the assessing stuff is not on there yet. Mr. Dean said they have had some discussion internally on how to do this.

b. Old Business

i) Facilities Committee Draft Charge

Vice Chair Gilman said she put back in the language pertaining to the Town Facilities Plan and added the experience of people they are looking for. She thought they should add in

“Please provide a product” when they talk about a written report being produced at the end of each year. Selectman Clement had some language about that as well.

Motion: A Motion was made by Selectwoman Surman and seconded by Vice Chair Gilman to accept the Facilities Advisory Committee Final Draft with the single amendment by Selectman Clement. Motion carried – all in favor.

On a different note, Selectman Clement asked when they would be doing the annual review of the Town Manager. Chair Chartrand said it is in the process of being planned.

7. Regular Business

a. Tax, Water/Sewer Abatements & Exemptions

A Motion was made by Selectwoman Belanger and seconded by Vice Chair Gilman to approve a Disability Exemption for map 73, lot 242 in the amount of \$125,000. Motion carried – all in favor.

A Motion was made by Selectwoman Belanger and seconded by Vice Chair Gilman to approve a Veteran’s Credit for map 84, lot 5 in the amount of \$500. Motion carried – all in favor.

A Motion was made by Selectwoman Belanger and seconded by Vice Chair Gilman to approve an abatement for map 113, lot 3 in the amount of \$495.48. Motion carried – all in favor.

A Motion was made by Selectwoman Belanger and seconded by Vice Chair Gilman to approve an Elderly Exemption for map 80, lot 6, unit 39 in the amount of \$152,251. Motion carried – all in favor.

A Motion was made by Selectwoman Belanger and seconded by Vice Chair Gilman to deny an Elderly Exemption for map 19, lot 1. Motion carried – all in favor.

A Motion was made by Selectwoman Belanger and seconded by Vice Chair Gilman to approve an Excavation Tax for map 64, lot 52 in the amount of \$389.28. Motion carried – all in favor.

Mr. Dean said he has an application for an Intent to Cut for an 80 Epping Road project. He said it was reviewed by the Planning Board office today. He said they have a duty to act on it within a certain window.

A Motion was made by Selectwoman Belanger and seconded by Vice Chair Gilman to approve an Intent to Cut for map 55, lot 3. Motion carried – all in favor.

A Motion was made by Selectwoman Belanger and seconded by Vice Chair Gilman to approve an Intent to Cut for map 62, lot 111. Motion carried – all in favor.

b. Permits & Approvals

A Motion was made by Vice Chair Gilman and seconded by Selectwoman Belanger to approve an Application for Use of Town Facility by Scott Ruffner for an Exeter Arts Committee event on May 6, June 3, July 1, August 5, September 2, October 7, November 4, December 2, and January 6 from 3-9pm. Motion carried – all in favor.

A Motion was made by Vice Chair Gilman and seconded by Selectwoman Belanger to approve an Application for Use of Town Facility by Christopher Bartell for a Regeneration Church Easter Celebration on April 15 and 16, 2017 at 10:30am. Motion carried – all in favor.

A Motion was made by Vice Chair Gilman and seconded by Selectwoman Belanger to approve an Application for Use of Town Facility for Katherine Roberts to have a recital on June 7 from 4-7pm and June 10 from 5-8pm. Motion carried – all in favor.

c. Town Manager's Report

Mr. Dean spoke about the following for his Town Manager's Report:

- Town Clerk has a survey online about her hours
- Deputy Town Clerk went from part-time to full-time
- Entry forms form Top Dog Contest are due April 30
- The Clerk's Office will be closed April 19 from 8am-1pm
- Dog license renewals are due April 30
- The Finance Dept is in the midst of an audit and the auditors are also continuing field work for the 2015 audit
- In Economic Development, there was a Train Station Session on April 7
- The meeting regarding the CIP process is coming up
- In Fire/Emergency, there was a Seabrook drill on April 5
- In Police, they are continuing transitioning to their new Chief. They are also looking for one more hire

- In DPW, they are well into the sidewalk project. He had a conversation with Mr. Bell about the front of the Town Office building
- The Agreement for additional parking on Lincoln Street is being implemented
- They relocated a bus stop on Winter Street
- He has a meeting with Dana Bisbee to talk about the AOC
- The Town and Unitil have found a way to move a pole on the corner of the Town Hall, therefore taking it off the sidewalk
- In Parks & Rec, they are continuing to work on a plan for the rec park and they have presented to various leagues in town

d. Selectmen’s Committee Reports

Selectman Clement reported a Planning Board meeting this Thursday where the new Field House and tennis courts will be on the agenda. He also has an RPC meeting on Wednesday night.

Vice Chair Gilman reported a meeting between a couple members from Heritage Commission and the HDC and Planning staff to talk about new guidelines. They also talked about looking at downtown signage. She commented on the Seabrook drill, saying it was a graded drill. The Fire Dept is going through to see who would back up Mr. Dean in the event he was unavailable. Mr. Dean said it would be a good idea for the BOS to schedule an appointment with Chief Comeau to walk through the steps of the drill.

Selectwoman Belanger reported the Housing Committee met. She said they still are in need of a few members. They talked about goals and a way to clarify data. The members are now up to date on their historical knowledge.

Selectwoman Surman had no report, but said her first Conservation Commission meeting was tomorrow night.

Chair Chartrand forwent his report and added the EEDC will meet tomorrow morning.

e. Correspondence

The following correspondence were included in the packet:

- Letter from Richie McFarland Children’s Center re: a request to release funds
- Letter from Southern NH Services re: thanking the town for their recent appropriation to RCA

- Letter from Kristen Murphy re: an invitation to Exeter's Healthy Lawns-Clean Water Forum. Selectwoman Gilman asked that this group be told not to blend outside letterhead with Town letterhead.
- Legislative Bulletin
- Letter from Pennichuck re: an annual meeting
- Letter from NHDES re: a letter of deficiency
- Letter from Exeter Sportsman's Club re: an annual report
- Various agendas of upcoming town meetings
- Letter from Kevin Smart re: an excavation project
- Email from Hal Duffen re: plowing concerns
- Email from Anne Surman re: who calls BOS meetings

8. Review Board Calendar

The BOS will next meet on April 14 for a Special Meeting at 6:00pm in the Wheelwright Room regarding Riverwoods. The next BOS meeting will be April 25. They also have a goals setting session on April 30 at 9am.

10. Adjournment

A Motion was made by Vice Chair Gilman and seconded by Selectwoman Belanger to adjourn the meeting at 9:56pm. Motion carried- all in favor.

Respectfully submitted,

Nicole Piper, Recording Secretary

TOWN OF EXETER MEMORANDUM

TO: Board of Selectmen
FROM: Exeter Parks and Recreation
RE: Exeter Recreation Park Proposed Renovation/ Development
DATE: April 22, 2016

Below you will find a summary and list of attached documents for the presentation on April 25, 2016. The Parks and Recreation Department as well as the outside sports organizations have worked together to come up with this concept to strengthen the Town of Exeter's recreation future for its residents. This project would contribute to the quality of life as well as economic development of the community. Without the assistance of the community organizations this community project would not have come together.

Exeter Parks and Recreation Park Renovation Community Project Presentation

- Letters of Support from Town Sports Organizations
 - Exeter Junior Baseball Softball League
 - Exeter Youth Lacrosse Association
 - Exeter Youth Soccer Association
 - Exeter Seahawks Football
- Article- How Cities Use Parks for Economic Development, American Planning Association
- National Parks and Recreation Association PRORAGIS Agency Performance Report 2015
- Conceptual Design
- Estimated Costs of Project
- Key Points of Presentation
 - UNH conducts needs assessment
 - Over 90% of respondents to the Recreation Needs Assessment Survey reported that athletic fields/facilities (soccer, baseball, softball and basketball) were either important or very important
 - Town Wide Facility Study ranks new facilities for parks and recreation as a priority in study-2015
 - Youth Sports participation in Exeter totals 3,157 Participates annually
 - Exeter Parks and Recreation serves 960 youths during the summer
 - In Depth Look at Exeter Parks and Recreation
 - Breakdown of Project
 - Who does it service?
 - Increased availability
 - Expansion of Programming
 - Fund Development



EJBSL
PO Box 471
Exeter, NH 03833

Exeter Junior Baseball
& Softball League

Board of Directors

Mike LaNigra – President
Troy Gilbert – Vice President
Tim Bond – Treasurer
Susan Marcella – Secretary
Joe Brackett – Facilities
Stephanie Brackett – Registrar
Russ Dean – League Coord.
Bruce Fielding – Babe Ruth
Todd Gibbons – Uniforms
Brian Hoyt – Umpire in Chief
Paul Imbimbo – Snack Shack
Rick LaFleur - Fundraising
Mike LaNigra – Sponsorships
Don Perrault – Softball
Eric Roffman – Scheduler
Shawn Roussin – Equipment
Bryan Wail – Safety, Publicity

22 April, 2016

Dear Mr. Favreau,

I am writing on behalf of the Board of Directors of Exeter Junior Baseball and Softball League in support of the newly designed Exeter Recreation Park.

As an organization who supports almost 500 boys and girls from Exeter and surrounding communities, we understand the importance of safe, quality, accessible parks and playing fields, not just for baseball and softball, but for all sports. The Town of Exeter is well over-due for an upgrade in this area, and should consider even further steps to ensure the vitality of our great community and access to recreational programs for our youth.

We, as a Board of Directors, support this effort and will assist in any way possible along the way.

Sincerely,

Michael LaNigra
President
Exeter Junior Baseball & Softball League



April 22, 2016

Mr. Michael Favreau, Director
Exeter Parks and Recreation
32 Court Street
Exeter, New Hampshire 03833

Re: Exeter Recreation Park Expansion and Re-Design

Dear Mr. Favreau:

Thank you for the opportunity to meet with you and your staff to discuss the above reference initiative for the Exeter Recreation Park. The Exeter Youth Soccer Association (EYSA) would like to express our full support for the project. As you are aware EYSA has experienced a significant increase in the number of young people, ages 7 to 18, participating in our travel soccer program. The number of EYSA teams has increased from less than a dozen to more than 30 in the fall and nearly the same for our spring program over the last decade. At any time we may have up to 450 participants taking to the field each week. EYSA maintains relationships with all six SAU 16 communities as well as private entities to secure field space for our members. The fields at Exeter recreation is our most critical and our most valuable field asset for EYSA to carry out our mission.

The initiative being considered is most timely if not overdue. The proposal for a reconfiguration and expansion of Exeter Recreation Park to include a turf field suitable for multi activity use including soccer and lacrosse will solve many threats to our program. These threats include poor weather, late arriving spring, and decreased daylight as our seasons go later into the fall and begin earlier in the spring. The condition of the natural grass fields become strained when subject to poor weather and intensive use. This diminishes the experience of our participants and places a burden on community resources to keep fields open and playable.

EYSA is a community based, non-profit, and volunteer driven organization. We work with a very tight budget to ensure that all players seeking to play in our program can afford to participate. The initiative that you propose comes with a price tag that some may question but the value that comes with it far outweighs the cost. EYSA believes this type of investment in the community will provide great value for years to come and will ensure the quality of life a vibrant community needs and desires. The project will attract help attract business and stimulate commerce to further improve the quality of life for our families, especially our young people.

EYSA looks forward to working with you, the Exeter Board of Selectmen, and the greater Exeter community in support of this project.

Sincerely,

EXETER YOUTH SOCCER ASSOCIATION

John J. Boisvert
President

Exeter Seahawks Youth Football, Inc.

PO Box 394, Exeter, NH 03833

April 19, 2016

Greg Bisson

Exeter Parks and Recreation

Dear Greg:

This is to confirm that we have talked about your planned expansion at the Rec Department fields off High Street / Hampton Road.

I personally expect that the Exeter Seahawks will be strong in support of this project for two reasons: (a) we share your overall goal of providing opportunities for our kids to get outside and get exercise; and (b) we understand that EJBL has a particular need right now, as they have lost one of their fields on Lincoln Street.

Our full Board meets later this week. We will discuss the Seahawks position on this subject, and I will report to you what we decide. Meanwhile, as stated, I fully expect the Seahawks will support your plan.

Sincerely,

Bert Bourgeois, president, Exeter Seahawks Youth Football, Inc.

James Raymond
Exeter Youth Lacrosse Association
5 Hillside Avenue
Exeter, NH
April 22, 2016

Exeter Board of Selectmen
10 Front Street
Exeter, NH 03833

Our association consists of approximately 210 boys and 140 girls residing in Brentwood, Exeter, Kensington, East Kingston, Newfields and Stratham. We currently have 21 teams that need access to quality fields. On behalf of the Exeter Youth Lacrosse Association ("EYLA") we would like to express our full support for the Parks and Recreation Department's proposal to expand and modernize the Recreation Complex on Hampton Road.

Growth of the Sport Locally and Nationally

In the last five years, the EYLA girl's program has experienced a significant increase in annual enrollment. The EYLA boy's program has consistently maintained between 200 and 250 players. Additionally, the sport has shown substantial growth in the Seacoast area and will continue to grow.

According to the [NCAA Sports Sponsorship and Participation Rates Report](#) published last year, Lacrosse is the fastest growing college sport in the nation. Growth across men's and women's lacrosse across all NCAA divisions notably outpaced all other sports from 2000-2014. Participation in women's lacrosse increased by 109% (225 teams to 470) while men's lacrosse participation is up 95% (203 teams to 350). These growth rates far outpace any other college sport by approximately 40%. Needless to say, Lacrosse is no longer a low-profile sport.

With the addition of college teams along comes opportunity for athletic scholarships for our future high school players. However, for Exeter to benefit, we need a high quality youth program that can compete with the best programs in NH. It starts with access to high quality fields. You only have to look to our MA neighbors and you will find town programs that have the ability to use their local high school turf field(s) or other for-profit businesses that provide high quality turf fields for a fee. Sadly, the Seacoast area is lacking in these facilities. The lack of indoor field space also poses a problem for our youth program. In the winter, our kids that want to improve their skills have to drive to Maine to access indoor facilities. Most of the indoor facilities in NH are owned by Seacoast United and thus reserved for soccer programs.

Limited Field Space During the Season

We have found field space in Exeter to be inadequate, expensive and in some cases, sub-par. Currently, we are utilizing the following fields: Linden Street, Phillips Exeter Academy, Sawyer Park (Kensington), Stratham Park and CMS. While SUA 16 does not currently charge us for use of their fields they also do not put any effort into repairing the fields. We are fortunate to play on the high school turf field on a rare occasion. However, competing programs, such as Bedford, Manchester, Nashua and Portsmouth provide significant turf field access to their youth programs.

Exeter Board of Selectmen

April 22, 2016

Page 2

Cost

When we can find indoor space it is not cheap. This winter we spent close to \$7,000. To access private outdoor practice fields (i.e., PEA, Sawyer Park, etc.) costs approximate \$10,000. If we were to lose access to PEA we would have difficulty finding adequate space to accommodate all of our teams. The U13 and U15 players need a full sized field to practice and more importantly play their games. We are currently playing our games at Linden Street. Neither Linden Street nor Sawyer Park are regulation size fields.

Weather

NH winters can be long and wet. Fields are generally not available until early April, sometimes later. The current condition of the Linden Street fields can best be described as sub-par. There are a lot of holes that need to be filled. Additionally, the fields are not mowed regularly. Lacrosse is a game played in the air, but at the youth level the players are learning how to catch and throw. Consequently, the ball is on the ground for the majority of the game. Without well-maintained fields it hinders young players' ability to work on the fundamental skills that will make them successful.

Summary

Access to a turf field would allow us to practice even when there is snow on the ground. It would afford our coaches and players a better opportunity to put a more prepared team on the field and a better chance to compete with other programs that are able to get an early start on the season. We cannot emphasize enough how impactful a turf field would be for our program. As taxpayers, we understand how difficult it may be for our community to justify the cost of this proposal in the wake of the new water treatment facility. However, we submit that the Recreation Complex is long overdue for renovation and, more importantly, required to advance our Exeter youth sports programs to the level necessary to meet the needs of today.

Sincerely,

James Raymond
Exeter Youth Lacrosse Association

03

CITY PARKS FORUM
BRIEFING PAPERS

How cities use parks for..

Economic Development

Executive Summary

Parks provide intrinsic environmental, aesthetic, and recreation benefits to our cities. They are also a source of positive economic benefits. They enhance property values, increase municipal revenue, bring in homebuyers and workers, and attract retirees.

At the bottom line, parks are a good financial investment for a community. Understanding the economic impacts of parks can help decision makers better evaluate the creation and maintenance of urban parks.

Key Point #1

Real property values are positively affected.

Key Point #2

Municipal revenues are increased.

Key Point #3

Affluent retirees are attracted and retained.

Key Point #4

Knowledge workers and talent are attracted to live and work.

Key Point #5

Homebuyers are attracted to purchase homes.

KEY POINT #1:

Real property values are positively affected.

More than 100 years ago, Frederick Law Olmsted conducted a study of how parks help property values. From 1856 to 1873 he tracked the value of property immediately adjacent to Central Park, in order to justify the \$13 million spent on its creation. He found that over the 17-year period there was a \$209 million increase in the value of the property impacted by the park.

As early as the 19th century the positive connection between parks and property values was being made. Olmsted's analysis shows the real dollar amount impact of parks. His study was not a unique situation, however: Several studies conducted over the last 20 years reaffirm his findings, in cities across the country. Below are more examples of how proximity to a park setting is connected to property values.

Chattanooga, Tennessee: In the early 1980s this city was facing rising unemployment and crime, polluted air, and a deteriorating quality of life. To lure middle-class residents back, local government, businesses, and community groups decided to improve the quality of life by cleaning the air, acquiring open space, and creating parks and trails. As a result, property values rose more than \$11 million, an increase of 127.5 percent.

Atlanta: After Centennial Olympic Park was built, adjacent condominium prices rose from \$115 to \$250 a square foot. As noted on the Centennial Olympic Park website, "Thousands of people who have made the move to downtown Atlanta have chosen Centennial Olympic Park as their front yard." www.centennialpark.com.

Amherst, Massachusetts: Cluster housing with dedicated open space was found to appreciate at an annual rate of 22 percent, compared to a comparable conventional subdivision's rate of 19.5 percent. This translated in 1989 dollars to a difference of \$17,100.

KEY POINT #2:

Municipal revenues are increased.

Another component of the Central Park study was an assessment of increased tax revenue as a result of the park. The annual excess of increase in tax from the \$209 million in property value was \$4 million more than the increase in annual debt payments for the land and improvement. As a result of building Central Park, New York City made a profit.

Increased property values and increased municipal revenues go hand in hand. Property tax is one of the most important revenue streams for cities. By creating a positive climate for increased property values, the tax rolls will benefit in turn. As shown with Central Park, parks can both pay for themselves and generate extra revenue. In addition, tax revenues from increased retail activity and tourism-related expenditures further increase municipal monies.

Property Tax Benefits

Chattanooga: Improvements in Chattanooga resulted in an increase in annual combined city and county property tax revenues of \$592,000 from 1988 to 1996, an increase of 99 percent. (Lerner and Poole, 1999).

Boulder: The presence of a greenbelt in a Boulder neighborhood was found to add approximately \$500,000 in property tax revenue annually.

Sales Tax Benefits

Oakland, California: The presence of the East Bay Regional Park District is estimated to stimulate about \$254 million annually in park-related purchases, of which \$74 million is spent in the local East Bay economy.

Shopping Districts: Surveys indicate that prices for products in districts with trees were on average about 11 percent greater than in no-tree districts; the quality of products were rated 30 percent higher than in areas with no sidewalk landscaping.

Tourism-Related Benefits

Atlanta: Centennial Olympic Park has an estimated 1.5 million visitors each year, attending 175 public events.

San Antonio, Texas: Riverwalk Park, created for \$425,000, is lined with outdoor cafes, shops, bars, art galleries, and hotels, and has overtaken the Alamo as the most popular attraction for the city's \$3.5-billion tourism industry.

KEY POINT #3:

Affluent retirees are attracted and retained.

"There is a new, clean growth industry in America today—The industry is retirement migration" (Foreward in Longino, 1995, 7).

By the year 2050, according to the U.S. Census Bureau, approximately 1 in every 4 Americans will be 65 years of age or older, creating an affluent group of retirees with financial benefits, including Social Security, military benefits, and pension plans. With an average life expectancy of between 75 and 83 years, this is a significant population group, both in size and affluence.

They are also mobile, moving to various locations across the country—places as diverse as northern Wisconsin and Michigan, the mountains of Colorado and Montana, and New England. Members of this mobile retiree cohort have been termed "GRAMPIES": (Growing [number of] Retired Active Monied People In Excellent Shape).

GRAMPIES want communities that provide leisure and recreation amenities. In a study by Miller et al. (1994), a retiree sample was asked to review 14 features and indicate their importance in the decision to move. The first three in rank order were scenic beauty, recreational opportunities, and mild climate.

Retirees bring expendable income into their communities. If 100 retired households come to a community in a year, each with a retirement income of \$40,000, their impact is similar to that of a new business spending \$4 million annually in the community. (Crompton, p. 65).

They increase the tax base and are "positive" taxpayers, using fewer services than they pay for through taxes. For example, they pay taxes to school districts but do not send children there.

Retirees transfer significant assets into local investment and banking institutions, expanding the local deposit base that can be used for commercial and industrial financing.

KEY POINT #4:

Knowledge workers and talent are attracted to live and work.

"...cities are characterized by a sense of place, beauty in the natural environment, a mixed-use transportation system and a 24-hour lifestyle. These are the characteristics that will attract the creativity and brainpower that undergird the new economy." Steven Roulac, futurist, The Roulac Group.

A significant change has occurred in the American economy. Industry today is composed of smokeless industries, high technology, and service-sector businesses, collectively referred to as the "New Economy." The workers in the New Economy are selling their knowledge, as opposed to physical labor, as the main source of wealth creation and economic growth. These employees, referred to in studies as "knowledge workers" or "talent," work in a "footloose" sector—companies are not tied to a certain location in order to achieve a competitive advantage.

What the companies are attached to is retaining their talent and attracting more talent. As a result, several studies have been conducted to determine what factors are important to talent when they are making employment decisions.

A survey of 1,200 high technology workers in 1998 by KPMG found that quality of life in a community increases the attractiveness of a job by 33 percent.

Knowledge workers prefer places with a diverse range of outdoor recreational activities, from walking trails to rock climbing. Portland, Seattle, Austin, Denver, and San Francisco are among the top cycling cities; they also are among the leaders in knowledge workers.

Workers attracted to an area are then positioned to put money back into the local economy through jobs, housing, and taxes, which then contribute to parks.

KEY POINT #5:*Homebuyers are attracted to purchase homes.*

"Parks, ponds, bike paths." "Nearly five acres of woodland protected as a nature sanctuary" "My lake...my park...my home."

All around the U.S. real estate brokers and homebuilders are advocating parks as one of the top residential selling points. The desire to live near parks also translates into real dollars.

A 2001 survey by the National Association of Realtors (NAR) revealed that 57 percent of voters would choose a home close to parks and open space over one that was not.

In addition, the NAR survey found that 50 percent of voters would be willing to pay 10 percent more for a house located near a park or protected open space.

The National Association of Home Builders found that 65 percent of home shoppers surveyed felt that parks would seriously influence them to move to a community.

According to Economics Research Associates (ERA), a 1991 survey in Denver found that 48 percent of residents would pay more to live in a neighborhood near a park or greenway.

One of the most popular planned community models today is golf-course residential development. However, surveys have shown that the majority of people who live in golf course communities don't play golf regularly—as many as two-thirds, according to ERA. They are attracted to the dedicated open space, the expansive views, and the guarantee that both elements will stay the same. By promoting, supporting, and revitalizing urban parks, cities can help attract a significant portion of the homebuying community.

Resources

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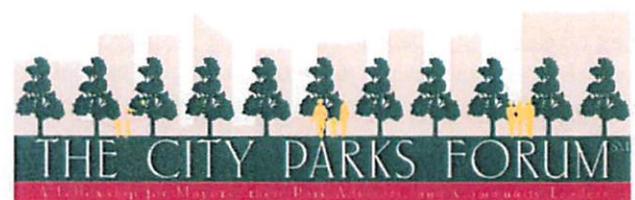
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For further information on this paper, please contact the author, Megan Lewis, AICP, Assistant Director of The City Parks Forum, 312-786-6363; mlewis@planning.org

Cover photo: San Antonio Riverwalk, courtesy of Alexander Garvin

**City Parks Forum Briefing Papers**

This is one in a continuing series of briefing papers on how cities can use parks to address urban challenges. We hope the information here helps you to create great urban parks in your city.

Please visit our website at www.planning.org/cpf to learn more about The City Parks Forum.

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www.planning.org



Parks and Recreation Agency Performance Report

Exeter Parks and Recreation



National Recreation
and Park Association

Introduction

Using Data to Drive Optimal Decision Making

You have many questions about how to best lead your parks and recreation agency. The questions may be about budget size, optimal staffing or revenues generated from agency activities. Perhaps you are looking towards the future and seeking opportunities where your agency can better serve its community while also outperforming its peers elsewhere in the U.S.

In your hands is one resource that can assist you with answering these many questions. The customized Parks and Recreation Agency Performance Report shows you how your community's parks and recreation services compare to those of its peers throughout the U.S. The data in this report comes from what your agency and other agencies entered in NRPA's PRORAGIS database and compares specific measures of parks and recreation efficiency and effectiveness against thousands of other parks and recreation agencies across the country. Use this report to make informed decisions about your parks and recreation agency. Capitalize on your strengths and address your weaknesses – and increase the positive impact of your parks and recreation offerings on those in the community you serve.

Of course, data itself does not provide complete answers to your many questions. But combined with the collective knowledge of yourself, your team, your external partners and other resources, the insights contained within this report are an important step to lead your agency into the future.

About this Report

Earlier this year, your agency submitted operational information into the National Recreation and Park Association's (NRPA) PRORAGIS database. Thanks to the participation of park and recreation agencies throughout the U.S., NRPA is providing the field with key data on the management and operation of park and recreation agencies. The Agency Performance Report is a customized look at your agency in comparison to all agencies that responded to the survey and a subset of agencies that serve a similar population density (the online PRORAGIS system allows you to create much more detailed data aggregations to **compare your agency to agencies that meet specific criteria of your choice**). The results contained in this report offer broad "yardsticks" on your agency's management and operations, allowing you to gauge your agency's strengths, weaknesses and improvement opportunities.

The aggregated data contained in this report was derived from 2013 – 2015 data in the PRORAGIS database as of February, 2016. As the PRORAGIS system is available 24/7/365, the data can and will change throughout the year. PRORAGIS (www.nrpaproragis.com) allows you to run reports on-demand, based on real-time data, so the reports you create will always be based on the most current data available. To run additional reports, simply login to your account and go to the "Compare" tab to use *Agency Performance Reports* or *Custom Reports* to drill-down into the full data set to compare your agency alongside agencies that meet your search criteria in areas such as Jurisdiction Population, Budget Size, State, Population Density, etc.

For a broader view of park and recreation agency benchmark and performance data, check out the 2016 NRPA Field Report and its accompanying interactive tools. This report is the most comprehensive resource of data and insights for park and recreation agencies in the United States. The report and interactive tools present PRORAGIS data from 2013 through 2015 with 21 figures that highlight critical park and recreation metrics on park facilities, programming, responsibilities of park & recreation agencies, staffing, budget and agency funding. Explore the 2016 NRPA Field Report at www.NRPA.org/2016-Field-Report.



Using this Report

The Agency Performance Report is designed to assist you in evaluating your own agency's results relative to other PRORAGIS participants. The information in this report is designed to be a tool for helping you to better evaluate your agency and its offerings. Spotting significant differences between your own figures and the composites can be the first step toward identifying improvement opportunities. Please keep in mind:

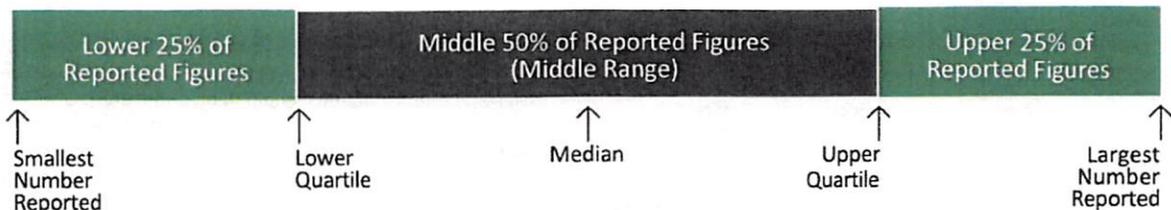
1. A deviation between your figures and figures in the report is not necessarily good or bad. It merely indicates additional analysis may be required. As a rule, the larger the difference, the greater the need for further investigation.
2. In situations where large deviations do exist, it may be helpful to go back and calculate the same measure over the past several years to identify any trends that may exist.
3. The information in this report should be used as a tool for informed decision making rather than absolute standards. Since agencies differ as to their location, size, and other factors, any two agencies can be successful yet have very different experiences with regard to certain measures.

If you have any questions or comments about this report, please contact Greg Manns of Industry Insights at gmanns@industryinsights.com or 614-389-2100 x108.

Interpreting the Numbers

Most of the results included in this study are reported on the basis of medians rather than arithmetical averages or means. Unlike the mean, the median is not distorted by a few unusually high or low values that may exist in the sample due to special circumstances. The "median" value represents the mid-point of the data for a particular measure, with one-half of the respondents reporting figures above it and one-half below. Each median was computed independently based on the agencies that reported for that item. As a result, mathematical relationships do not always exist when different ratios are used together in the calculation.

Figures reported were not used unless they were in accordance with the survey instructions and definitions. In cases where the number of respondents was considered inadequate for the computation of a meaningful figure, "ISD" appears in the tables.



If you see "no data" in the table of data under a graph, you haven't answered the required PRORAGIS questions to generate this comparison.

Definitions

Median (or 50th percentile):

The center value of the total distribution of the data that was reported (e.g., it is the value at which 50% of the responses are above and 50% are below). This measure is less likely than an average to be distorted by a few outlying responses.

Lower Quartile (or 25th Percentile):

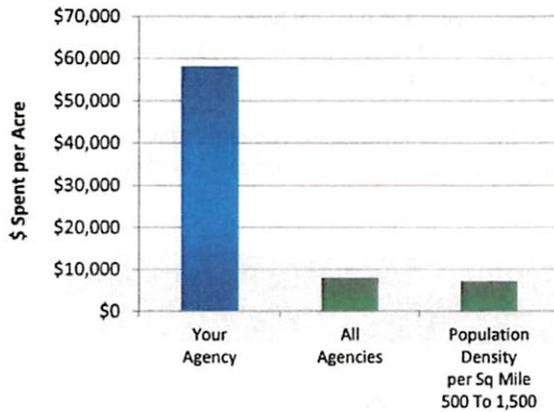
The observation point below which 25% of the responses lie (e.g., 25% of the respondents reported a figure less than this amount and 75% a figure higher than this amount).

Upper Quartile (or 75th Percentile):

The observation point below which 75% of the responses lie (e.g., 75% of the respondents reported a figure less than this amount and 25% a figure higher than this amount).

Executive Summary

Operating Expenditures per Acre of Parkland



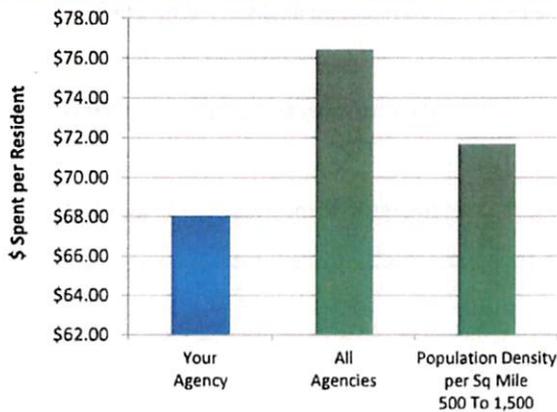
| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|----------------|-------------|--------------|---|
| Lower Quartile | | \$3,627 | \$3,126 |
| Median | \$58,125 | \$8,000 | \$7,125 |
| Upper Quartile | | \$19,790 | \$13,000 |

Two metrics that can be used to gauge whether a community is adequately funded to manage, operate, and maintain its parks and recreation areas are “operating expenditures per acre managed” and “operating expenditures per capita.” The first metric, operating expenditures per acre, is calculated by dividing total operating expenditures by total parkland acres managed by the agency. The second metric, operating expenditures per capita, is calculated by dividing total operating expenditures by the population of the jurisdiction served by the agency.

Operating expenditures include all of the costs to provide parks and recreation services to the community, including personnel salaries, benefits, utilities, equipment, and materials. Operating expenditures may also include debt service if it is paid out of the annual operating budget, as well as any expenditures incurred as part of a special or enterprise fund (such as a golf course) managed by the public agency.

It is important to note that operating costs can vary widely between communities due to differences in parks and recreation facility standards, types of equipment, repair and replacement schedules, types and topography of parkland, degree of maintenance required, levels of use, and other variables. Operating costs and efficiencies can also vary with the number of acres managed and/or the size of the population served. For example a community that manages extensive conservation lands will have a lower ratio of expenditures/acre than a community that primarily manages developed parkland.

Operating Expenditures Per Capita

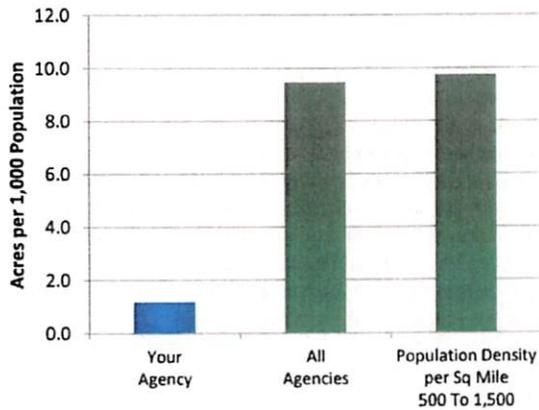


| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|----------------|-------------|--------------|---|
| Lower Quartile | | \$38.78 | \$38.53 |
| Median | \$68.05 | \$76.44 | \$71.67 |
| Upper Quartile | | \$138.39 | \$120.43 |

Communities that benchmark operating expenditures should conduct follow-up research to analyze and document the specific reasons for differences in operating expenditures. For example it may be helpful to find a similar agency in PRORAGIS, then visit and photograph the facilities at benchmarked communities, and meet with agency staff to document key differences in facility quality or levels of maintenance. It may also be helpful to determine if a community is serving a larger population than its own residents. Elected officials, managers, and residents may be more supportive of increased operation budgets if they clearly understand the reasons for variations in funding between communities, and/or the implications of different funding levels.

Are you adequately funded?

Acres of Parkland per 1,000 Population



| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|----------------|-------------|--------------|---|
| Lower Quartile | | 4.6 | 5.5 |
| Median | 1.2 | 9.5 | 9.7 |
| Upper Quartile | | 16.5 | 18.7 |

Do you have enough parkland?

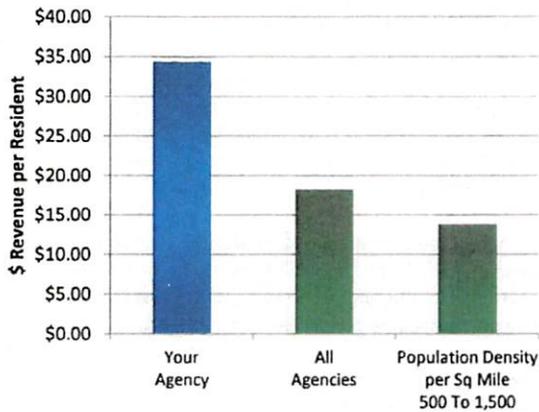
The “acres of parkland per 1,000 population” metric is the most common technique for determining whether a community has “enough” parkland. It is also known as a community’s “acreage level of service (LOS).” There is no standard acreage LOS in the United States, and LOS can vary widely due to a community’s history, culture, demographics, density, development patterns, and other factors. For example the acreage LOS of communities within the PRORAGIS database ranges from less than 2 acres per 1,000 citizens to over 100 acres per 1,000 citizens.

An often-asked question is “what should be counted in an acreage LOS?” Unfortunately there is no standard answer. Some communities include public golf courses and beaches, while others include publicly accessible lakes and wetlands. Some cities and counties also include public parkland owned by other agencies, such as state parks and national forests. Some communities also count private recreation areas, owned and managed by homeowners associations, because these areas help meet residents’ local recreation needs. Since the primary purpose of acreage LOS is to determine a community’s need for parkland, it is recommended that communities only count developable, publicly accessible parkland within their jurisdiction.

Open space lands that are undevelopable, such as privately owned open spaces, private golf courses, or private beaches; or open space lands that are permanently protected such as wetlands, water bodies, or protected conservation lands, cannot be used in calculations to determine how much open space is needed for future community needs for facilities such as parks, playgrounds, athletic fields, or community recreation centers. Privately owned parkland is not open to the public, and could be sold or redeveloped. Public parkland owned by another jurisdiction (such as state or county-owned land within a municipality) should be counted only for the population served by that jurisdiction.

Acreage LOS should be used in conjunction with other needs assessment techniques to gauge a community’s need for additional parkland. For example a community may conclude that it is not necessary to acquire additional parkland after comparing its acreage LOS to other communities. However other needs assessment techniques such as surveys, focus group meetings, and population projections may indicate that residents’ needs are not being met, and additional parkland may be required.

Revenue per Capita



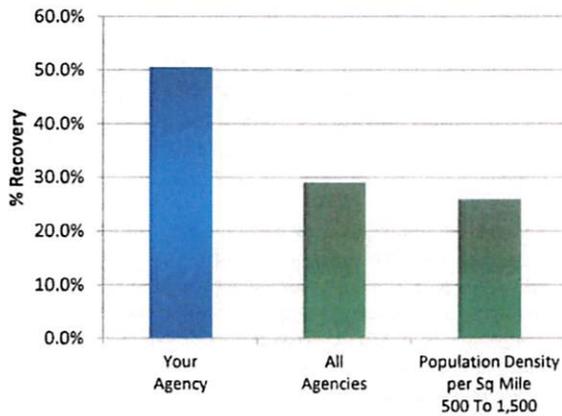
| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|----------------|-------------|--------------|---|
| Lower Quartile | | \$6.47 | \$6.67 |
| Median | \$34.36 | \$18.22 | \$13.81 |
| Upper Quartile | | \$51.18 | \$37.97 |

Revenues (also known as “annual direct revenues”) include all of the monies generated directly from parks and recreation classes, programs, memberships, concessions, permits, rentals, and other non-tax sources. Revenues do not include funding from taxes, grants, foundations, bonds, assessments, or other indirect sources.

Two metrics that can be used to track revenues, and/or compare revenue generation to other agencies, are “revenue per capita” and “revenue as a percentage of total operating expenditures.” The first metric, revenue per capita, is calculated by dividing the total revenues generated by the agency by the population of the jurisdiction served by the agency. The second metric, revenue as a percentage of total operating expenditures (also known as “cost recovery”), is calculated by dividing the total revenues generated by the agency by the total operating expenditures of the agency.

In addition to using these metrics for revenue tracking and benchmarking, they can also be used to establish cost recovery policies and goals. There are no industry standards for cost recovery; for example, some communities have established different cost recovery policies for senior, adult, and youth programs, while others have established overall cost recovery goals as a percentage of operating expenses. PRORAGIS can help agencies to determine reasonable and realistic cost recovery goals based on data from other agencies.

Revenue as a % of Operating Expenditures (Cost Recovery)



| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|----------------|-------------|--------------|---|
| Lower Quartile | | 13.3% | 12.8% |
| Median | 50.5% | 29.0% | 26.0% |
| Upper Quartile | | 49.2% | 43.7% |

How much are you making?

Agency Effectiveness Ratios

| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|---|-------------|--------------|---|
| 1. Operating expenditures per capita | \$68.05 | \$76.44 | \$71.67 |
| 2. Revenue per capita | \$34.36 | \$18.22 | \$13.81 |
| 3. Total revenue to total operating expenditures | 50.5% | 29.0% | 26.0% |
| 4. Total tax expenditures per capita | \$33.69 | \$53.66 | \$55.13 |
| 5. Operating expenditures per acre of parkland | \$58,125 | \$8,000 | \$7,125 |
| 6. Operating expenditures per acres of parks and non-park sites | \$20,825 | \$6,476 | \$5,004 |
| 7. Operating expenditures per FTE | \$88,912 | \$96,055 | \$89,409 |
| 8. FTE's per 10,000 population | 7.7 | 7.4 | 6.8 |
| 9. Acres of parks per 1,000 residents | 1.2 | 9.5 | 9.7 |
| 10. Number of residents per park | 1,431 | 2,277 | 2,200 |
| 11. Number of acres per park | 1.7 | 20.5 | 25.3 |
| 12. Number of participants per program | 0 | 44 | 57 |
| 13. Ratio of fee programs to all programs | 94.8 | 84.6 | 85.1 |
| 14. Ratio of building attendance to park attendance | 340.0 | 50.0 | 50.8 |

Agency Operations: Operating Budget

| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|---|-------------|--------------|---|
| 1. Agency's total annual operating expenditures | | | |
| <i>Number of Responses</i> | | 716 | 195 |
| Lower Quartile | | \$1,175,787 | \$963,661 |
| Median | \$973,587 | \$3,459,846 | \$2,677,475 |
| Upper Quartile | | \$9,604,604 | \$6,791,330 |
| 2. Percentage of agency's total operating expenditures for the following categories: | | | |
| <i>Number of Responses</i> | | 650 | 177 |
| Personnel services | 58.0% | 54.6% | 54.1% |
| Operating expenses | 36.0% | 36.7% | 37.3% |
| Capital expense not in CIP | 6.0% | 6.1% | 6.3% |
| Other | 0.0% | 2.6% | 2.3% |
| 3. Percentage of agency's total operating expenditures from the following sources: | | | |
| <i>Number of Responses</i> | | 499 | 140 |
| General Fund Tax Support | 47.0% | 59.7% | 60.7% |
| Dedicated Levies | 0.0% | 8.6% | 9.0% |
| Earned/Generated Revenue | 52.0% | 24.5% | 23.5% |
| Other Dedicated Taxes | 0.0% | 2.4% | 2.9% |
| Sponsorships | 1.0% | 0.8% | 1.1% |
| Grants | 0.0% | 1.5% | 0.8% |
| Other | 0.0% | 2.5% | 1.9% |
| 4. Agency's total annual non-tax revenues | | | |
| <i>Number of Responses</i> | | 608 | 167 |
| Lower Quartile | | \$214,875 | \$159,670 |
| Median | \$491,608 | \$795,500 | \$540,000 |
| Upper Quartile | | \$2,905,019 | \$1,952,925 |

Capital Budget

| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|---|-------------|--------------|---|
| 1. Agency's total capital budget for the next 5 years and total capital budget for the fiscal year: | | | |
| a. Capital budget for next 5 years | | | |
| <i>Number of Responses</i> | | 352 | 92 |
| Lower Quartile | | \$571,444 | \$456,250 |
| Median | \$85,000 | \$3,000,000 | \$2,981,093 |
| Upper Quartile | | \$11,661,882 | \$8,274,884 |
| b. Capital budget for the fiscal year | | | |
| <i>Number of Responses</i> | | 642 | 173 |
| Lower Quartile | | \$85,596 | \$54,500 |
| Median | \$60,529 | \$506,064 | \$300,000 |
| Upper Quartile | | \$2,275,838 | \$1,750,000 |
| 2. Percentage of agency's current fiscal year's capital budget designated for the following purposes: | | | |
| <i>Number of Responses</i> | | 369 | 99 |
| Renovation | 100.0% | 54.8% | 55.3% |
| New Development | 0.0% | 30.0% | 31.1% |
| Acquisition | 0.0% | 7.3% | 6.9% |
| Other | 0.0% | 7.9% | 6.7% |
| 3. Dollar value of authorized general obligation bonds and revenue bonds authorized for the agency this year | | | |
| a. Value of general obligation bonds authorized | | | |
| <i>Number of Responses</i> | | 312 | 82 |
| Lower Quartile | | \$0 | \$0 |
| Median | \$0 | \$0 | \$0 |
| Upper Quartile | | \$201,750 | \$0 |
| b. Value of revenue bonds authorized | | | |
| <i>Number of Responses</i> | | 283 | 70 |
| Lower Quartile | | \$0 | \$0 |
| Median | \$0 | \$0 | \$0 |
| Upper Quartile | | \$0 | \$0 |

Personnel

| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|---|-------------|--------------|---|
| 1. Number of funded employees at your agency: | | | |
| a. Number of full-time employees | | | |
| <i>Number of Responses</i> | | 669 | 178 |
| Lower Quartile | | 7 | 7 |
| Median | 5 | 20 | 20 |
| Upper Quartile | | 57 | 48 |
| b. Number of non-full-time employees | | | |
| <i>Number of Responses</i> | | 604 | 157 |
| Lower Quartile | | 19 | 13 |
| Median | 52 | 63 | 46 |
| Upper Quartile | | 201 | 150 |
| c. Total annual hours worked by non-full-time employees | | | |
| <i>Number of Responses</i> | | 500 | 138 |
| Lower Quartile | | 5,000 | 3,713 |
| Median | 12,368 | 25,350 | 18,889 |
| Upper Quartile | | 95,793 | 56,278 |
| d. Total number of full-time equivalent employees (FTEs) | | | |
| <i>Number of Responses</i> | | 667 | 177 |
| Lower Quartile | | 11.0 | 10.0 |
| Median | 11.0 | 33.0 | 27.0 |
| Upper Quartile | | 87.4 | 75.0 |
| 2. Percentage of total full-time equivalents (FTEs) involved in the following operational areas: | | | |
| <i>Number of Responses</i> | | 230 | 63 |
| Administration | 18.0% | 17.6% | 18.1% |
| Operations | 9.0% | 26.7% | 26.0% |
| Maintenance | 18.0% | 29.9% | 31.9% |
| Programmers | 55.0% | 21.6% | 21.9% |
| Capital Development | 0.0% | 1.7% | 1.3% |
| Other | 0.0% | 2.5% | 0.8% |
| 3. Number of volunteers and number of annual hours worked by the volunteers at the agency | | | |
| a. Number of volunteers | | | |
| <i>Number of Responses</i> | | 478 | 139 |
| Lower Quartile | | 24 | 25 |
| Median | 164 | 120 | 105 |
| Upper Quartile | | 497 | 400 |
| b. Total hours worked by volunteers | | | |
| <i>Number of Responses</i> | | 461 | 133 |
| Lower Quartile | | 500 | 285 |
| Median | 389 | 3,000 | 2,504 |
| Upper Quartile | | 12,528 | 10,000 |
| 4. Percentage of agency's that have staff covered by collective bargaining (i.e., are union members) | | | |
| <i>Number of Responses</i> | | 666 | 175 |
| Yes | X | 34.5% | 28.0% |
| No | | 65.5% | 72.0% |

Workload

| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|--|-------------|--------------|---|
| 1. Number of individual parks or non-park sites the department/ agency maintains and/or has management responsibility over: | | | |
| a. Total number of parks | | | |
| <i>Number of Responses</i> | | 668 | 174 |
| Lower Quartile | | 8.0 | 7.0 |
| Median | 10.0 | 19.0 | 15.0 |
| Upper Quartile | | 39.0 | 31.0 |
| b. Total park acres | | | |
| <i>Number of Responses</i> | | 627 | 167 |
| Lower Quartile | | 150.0 | 133.4 |
| Median | 16.8 | 400.0 | 389.0 |
| Upper Quartile | | 1,107.3 | 1,050.0 |
| c. Total number of non-park sites | | | |
| <i>Number of Responses</i> | | 668 | 174 |
| Lower Quartile | | 0.0 | 0.0 |
| Median | 10.0 | 2.0 | 2.0 |
| Upper Quartile | | 8.0 | 7.8 |
| d. Total acres of non-park sites | | | |
| <i>Number of Responses</i> | | 627 | 167 |
| Lower Quartile | | 0.0 | 0.0 |
| Median | 30.0 | 4.0 | 4.1 |
| Upper Quartile | | 80.0 | 67.0 |
| Total number of parks + non-park sites | | | |
| <i>Number of Responses</i> | | 668 | 174 |
| Lower Quartile | | 11.0 | 9.3 |
| Median | 20.0 | 24.0 | 21.0 |
| Upper Quartile | | 53.3 | 39.0 |
| Total acres of parks + non-park sites | | | |
| <i>Number of Responses</i> | | 627 | 167 |
| Lower Quartile | | 178.2 | 173.6 |
| Median | 46.8 | 490.0 | 480.0 |
| Upper Quartile | | 1,501.5 | 1,376.4 |
| 2. Number of acres of developed and undeveloped open space for which the agency has management responsibility or maintains: | | | |
| a. Developed | | | |
| <i>Number of Responses</i> | | 200 | 55 |
| Lower Quartile | | 70.0 | 92.5 |
| Median | 100.0 | 180.0 | 175.0 |
| Upper Quartile | | 500.0 | 450.0 |
| b. Undeveloped | | | |
| <i>Number of Responses</i> | | 367 | 105 |
| Lower Quartile | | 15.0 | 15.0 |
| Median | 0.0 | 102.0 | 114.0 |
| Upper Quartile | | 490.3 | 800.0 |
| 3. Total number of trail miles managed or maintained by the agency | | | |
| <i>Number of Responses</i> | | 404 | 108 |
| Lower Quartile | | 3.5 | 3.1 |
| Median | 0.0 | 11.0 | 8.3 |
| Upper Quartile | | 30.0 | 30.0 |

Workload (continued)

| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|---|-------------|--------------|---|
| 4. Number of buildings and the square footage of the buildings operated by the agency: | | | |
| a. Number of operated buildings | | | |
| <i>Number of Responses</i> | | 402 | 110 |
| Lower Quartile | | 3 | 2 |
| Median | 2 | 6 | 5 |
| Upper Quartile | | 13 | 11 |
| b. Square footage of operated buildings | | | |
| <i>Number of Responses</i> | | 311 | 86 |
| Lower Quartile | | 12,000.0 | 9,200.0 |
| Median | 2,500.0 | 50,000.0 | 33,000.0 |
| Upper Quartile | | 150,000.0 | 90,798.0 |
| 5. Number of programs the agency offers annually and the number of people (i.e., contacts) served by these programs: | | | |
| a. Total number of programs offered | | | |
| <i>Number of Responses</i> | | 332 | 88 |
| Lower Quartile | | 50 | 30 |
| Median | 58 | 205 | 103 |
| Upper Quartile | | 1,242 | 648 |
| b. Number of fee based programs | | | |
| <i>Number of Responses</i> | | 318 | 90 |
| Lower Quartile | | 22 | 18 |
| Median | 55 | 96 | 55 |
| Upper Quartile | | 495 | 313 |
| c. Total program contacts (estimate as necessary) | | | |
| <i>Number of Responses</i> | | 316 | 85 |
| Lower Quartile | | 1,500 | 1,400 |
| Median | 12 | 9,950 | 7,415 |
| Upper Quartile | | 52,797 | 25,000 |
| 6. Number of contacts (e.g. participants, users) of the agency's parks and facilities per year: | | | |
| a. Total building facility contacts | | | |
| <i>Number of Responses</i> | | 268 | 76 |
| Lower Quartile | | 2,375 | 2,375 |
| Median | 85,000 | 32,500 | 25,000 |
| Upper Quartile | | 216,600 | 168,563 |
| b. Total park facility contacts | | | |
| <i>Number of Responses</i> | | 268 | 76 |
| Lower Quartile | | 4,875 | 10,000 |
| Median | 25,000 | 50,000 | 50,000 |
| Upper Quartile | | 321,250 | 262,500 |
| c. Total facilities and parks contacts | | | |
| <i>Number of Responses</i> | | 268 | 76 |
| Lower Quartile | | 13,119 | 15,750 |
| Median | 110,000 | 122,381 | 108,708 |
| Upper Quartile | | 571,875 | 375,000 |

Agency Responsibilities

| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|---|-------------|--------------|---|
| 1. Agency Responsibilities | | | |
| a. Budgetary responsibility for its administrative staff | X | 53.7% | 53.9% |
| b. Operate and maintain park sites | X | 95.1% | 96.1% |
| c. Operate and maintain indoor facilities | X | 92.3% | 91.3% |
| d. Operate, maintain, or contract golf courses | | 29.1% | 20.9% |
| e. Operate, maintain, or contract campgrounds | | 15.9% | 18.5% |
| f. Operate, maintain, or contract indoor swim facility | | 7.9% | 6.3% |
| g. Operate, maintain, or contract water parks | X | 30.4% | 30.6% |
| h. Operate, maintain, or contract tennis center facilities | X | 23.8% | 20.9% |
| i. Operate, maintain, or contract tourism attractions | | 14.1% | 12.1% |
| j. Operate, maintain, or contract other attractions or facilities | | 27.0% | 26.7% |
| k. Provide recreation programming and services | X | 93.2% | 94.7% |
| l. Operate and maintain non-park sites | | 37.4% | 40.8% |
| m. Operate, maintain, or manage trails, greenways, and/or blueways (TGB) | | 44.1% | 47.1% |
| n. Include in its operating budget the funding for planning and development functions | X | 35.3% | 33.5% |
| o. Operate, maintain, or manage special purpose parks and open spaces | | 37.7% | 37.9% |
| p. Manage major aquatic complex | | 42.8% | 40.3% |
| q. Manage or maintain fairgrounds | | 5.0% | 9.2% |
| r. Maintain, manage or lease indoor performing arts center | | 18.1% | 14.1% |
| s. Administer or manage farmer's markets | | 19.0% | 18.0% |
| t. Administer community gardens | | 40.2% | 34.5% |
| u. Manage large performance outdoor amphitheaters | | 24.3% | 21.4% |
| v. Administer or manage professional or college-type stadium/arena/racetrack | | 9.5% | 12.1% |
| w. Administer or manage tournament/event quality indoor sports complexes | | 21.8% | 23.3% |
| x. Administer or manage tournament/event quality outdoor sports complexes | | 53.5% | 59.7% |
| y. Conduct major jurisdiction wide special events | X | 73.1% | 75.7% |

Facilities

| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|---|-------------|--------------|---|
| 1. Median jurisdiction population per facility or activity areas within facilities | | | |
| a. Recreation centers | 14,306 | 26,650 | 24,350 |
| b. Community centers | | 30,000 | 26,835 |
| c. Senior centers | 14,306 | 49,500 | 39,318 |
| d. Teen centers | | 62,700 | 45,332 |
| e. Fitness center | | 39,765 | 36,740 |
| f. Gyms | | 26,418 | 23,614 |
| g. Stadiums | | 57,051 | 33,064 |
| h. Ice rink | | 28,500 | 21,500 |
| i. Arena | | 57,637 | 26,000 |
| j. Performance amphitheater | | 45,817 | 34,331 |
| k. Indoor track | | 49,715 | 47,442 |
| l. Nature centers | | 114,620 | 218,752 |

Facilities (continued)

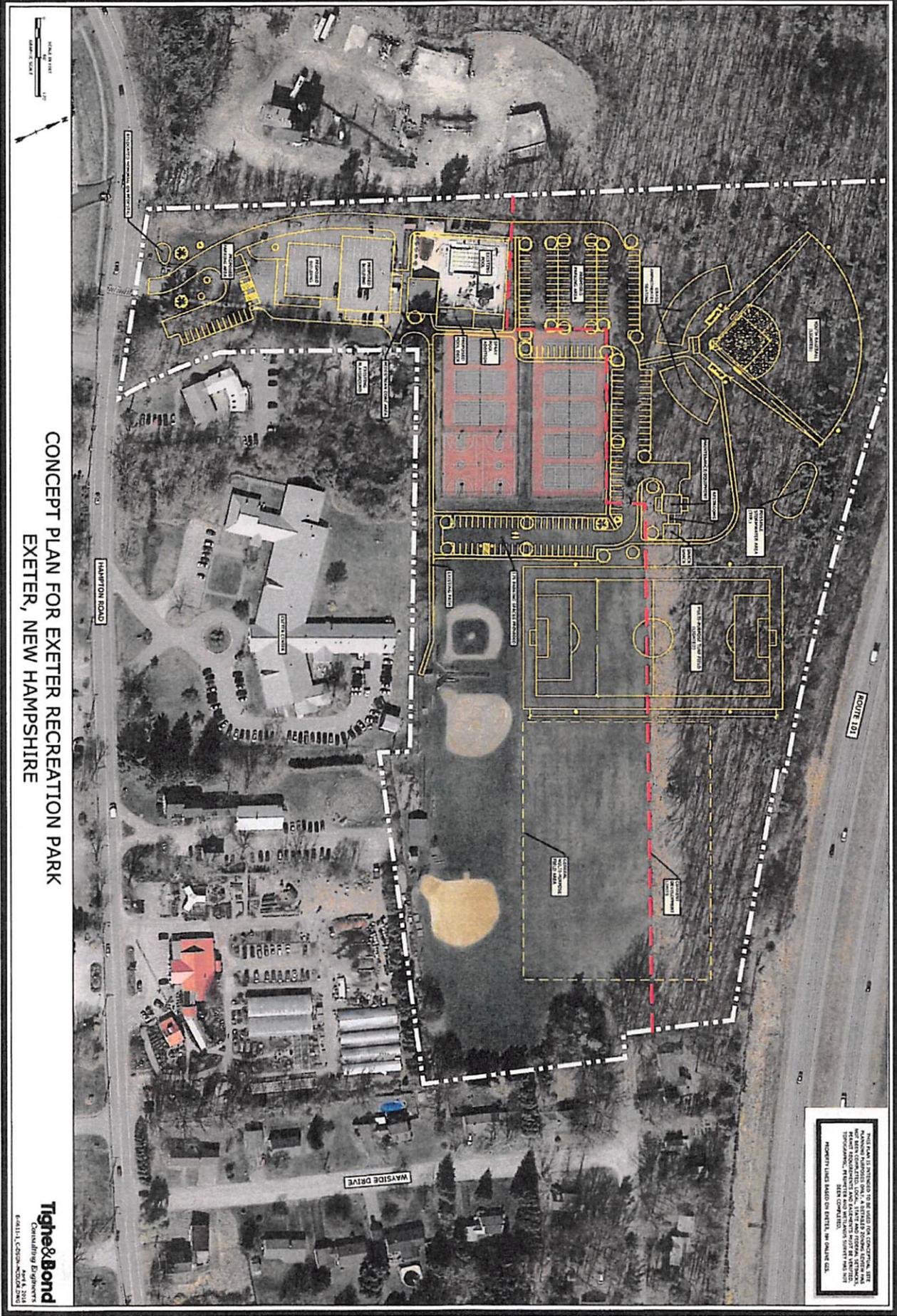
| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|--|-------------|--------------|---|
| 2. Median jurisdiction population per outdoor facility | | | |
| a. Playgrounds | 3,577 | 3,560 | 3,840 |
| b. Totlots | | 12,112 | 14,000 |
| c. Community gardens | | 32,376 | 32,600 |
| d. Basketball courts | 7,153 | 7,000 | 8,016 |
| e. Multiuse courts -basketball, volleyball | | 13,736 | 11,160 |
| f. Tennis courts (outdoor only) | 1,788 | 4,295 | 4,574 |
| g. Diamond fields: baseball - youth | 7,153 | 6,599 | 5,765 |
| h. Diamond fields: baseball - adult | | 19,694 | 14,755 |
| i. Diamond fields: softball fields - youth | | 9,687 | 7,726 |
| j. Diamond fields: softball fields - adult | 14,306 | 12,463 | 9,740 |
| k. Diamond fields: tee-ball | | 12,771 | 11,910 |
| l. Dog park | | 43,183 | 33,000 |
| m. Ice rink (outdoor only) | | 16,572 | 18,610 |
| n. Swimming pools (outdoor only) | 14,306 | 34,686 | 25,037 |
| o. Rectangular fields: multi-purpose | | 8,060 | 6,906 |
| p. Rectangular fields: cricket field | | 199,199 | 327,290 |
| q. Rectangular fields: field hockey field | | 22,767 | 25,000 |
| r. Rectangular fields: football field | 14,306 | 25,523 | 19,199 |
| s. Rectangular fields: lacrosse field | | 26,639 | 23,034 |
| t. Rectangular fields: soccer field - adult | 4,769 | 12,365 | 12,333 |
| u. Rectangular fields: soccer field - youth | | 6,671 | 5,724 |
| v. Overlay field | | 7,257 | ISD |
| w. Multipurpose synthetic field | | 34,915 | 10,733 |
| 3. Median jurisdiction population per golf facility | | | |
| a. Driving range stations | | 23,000 | 26,064 |
| b. Regulation 18-hole courses | | 77,878 | 57,666 |
| c. Regulation 9-hole courses | | 120,310 | 443,598 |
| d. Executive 9-hole courses | | 69,976 | ISD |
| e. Executive 18-hole courses | | 149,000 | ISD |
| f. Par 3; 18-hole courses | | 121,863 | ISD |
| g. Par 3; 9-hole courses | | 129,030 | ISD |
| 4. Median jurisdiction population per swimming facility | | | |
| a. Indoor competitive swimming pools: 50 meters | | 82,000 | ISD |
| b. Indoor competitive swimming pools: 25 meters | | 44,445 | 30,693 |
| c. Other indoor competitive swimming pools | | 51,066 | ISD |
| d. Indoor separated diving well | | 68,421 | 70,000 |
| e. Total indoor competitive swimming pools | | 51,895 | 35,267 |
| f. Leisure pool | | 48,100 | 39,123 |
| g. Therapeutic pool | | 90,787 | 35,533 |

Activities

| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|--|-------------|--------------|---|
| 1. Percentage of agencies offering the following activities: | | | |
| a. Health and wellness education | | 81.0% | 75.1% |
| b. Safety training | X | 68.9% | 60.8% |
| c. Fitness enhancement classes | X | 83.0% | 80.1% |
| d. Team sports | X | 83.6% | 81.8% |
| e. Individual sports | X | 36.0% | 33.2% |
| f. Racquet sports | X | 33.5% | 28.7% |
| g. Martial arts | X | 60.4% | 53.0% |
| h. Aquatics | X | 59.5% | 52.5% |
| i. Golf | X | 30.1% | 24.9% |
| j. Social recreation events | | 47.0% | 45.3% |
| k. Cultural crafts | X | 34.7% | 32.6% |
| l. Performing arts | | 60.3% | 47.5% |
| m. Visual arts | X | 67.1% | 56.4% |
| n. Natural and cultural history activities | | 32.0% | 30.9% |
| o. Themed special events | X | 49.9% | 51.4% |
| p. Trips and tours | X | 65.5% | 55.8% |
| 2. Percentage of agencies offering the following Out-of-School Time (OST) activities: | | | |
| a. Summer camp | X | 79.9% | 73.9% |
| b. Before school programs | | 30.9% | 26.4% |
| c. After school programs | | 50.0% | 43.3% |
| d. Preschool | | 33.8% | 27.0% |
| e. Full daycare | | 9.3% | 7.4% |
| f. Specific teen programs | X | 59.6% | 55.0% |
| g. Specific senior programs | X | 73.1% | 69.8% |
| h. Programs for people with disabilities | | 58.5% | 53.1% |

Jurisdiction Information

| | Your Agency | All Agencies | Population Density per Sq Mile 500 To 1,500 |
|--|--------------|--------------|---|
| 1. Agency/department's jurisdiction type | | | |
| <i>Number of Responses</i> | | 931 | 235 |
| Borough | | 0.5% | 0.0% |
| Village | | 2.5% | 0.9% |
| City | | 51.8% | 51.9% |
| Town | X | 12.0% | 16.2% |
| Township | | 3.3% | 4.7% |
| County | | 14.0% | 15.3% |
| State | | 0.8% | 0.0% |
| Special District | | 9.7% | 6.4% |
| Regional/Metro Authority | | 1.0% | 1.3% |
| Independent District/Authority | | 1.5% | 0.4% |
| School District | | 0.6% | 0.9% |
| Military Department | | 0.4% | 0.0% |
| Tribal Lands/Reservation | | 0.0% | 0.0% |
| Other | | 1.9% | 2.1% |
| 2. Country | | | |
| <i>Number of Responses</i> | | 952 | 235 |
| United States | X | 99.7% | 99.6% |
| Canada | | 0.3% | 0.4% |
| Mexico | | 0.0% | 0.0% |
| Other | | 0.0% | 0.0% |
| 3. Jurisdiction's total annual operating and capital budget | | | |
| a. Jurisdiction annual total operating budget | | | |
| <i>Number of Responses</i> | | 759 | 205 |
| Lower Quartile | | \$2,594,464 | \$2,050,696 |
| Median | \$26,661,957 | \$15,000,000 | \$9,929,348 |
| Upper Quartile | | \$73,461,067 | \$65,691,800 |
| b. Jurisdiction annual capital budget | | | |
| <i>Number of Responses</i> | | 709 | 191 |
| Lower Quartile | | \$340,000 | \$280,580 |
| Median | \$9,322,656 | \$2,000,000 | \$1,792,380 |
| Upper Quartile | | \$13,607,757 | \$10,013,184 |
| 4. Square mileage and population of the incorporated jurisdiction the agency serves | | | |
| a. Square mileage of incorporated jurisdiction | | | |
| <i>Number of Responses</i> | | 856 | 235 |
| Lower Quartile | | 11.3 | 15.0 |
| Median | 19.8 | 26.7 | 31.3 |
| Upper Quartile | | 84.4 | 90.3 |
| b. Population of jurisdiction | | | |
| <i>Number of Responses</i> | | 856 | 235 |
| Lower Quartile | | 18,800 | 13,264 |
| Median | 14,306 | 40,830 | 32,200 |
| Upper Quartile | | 108,816 | 90,000 |



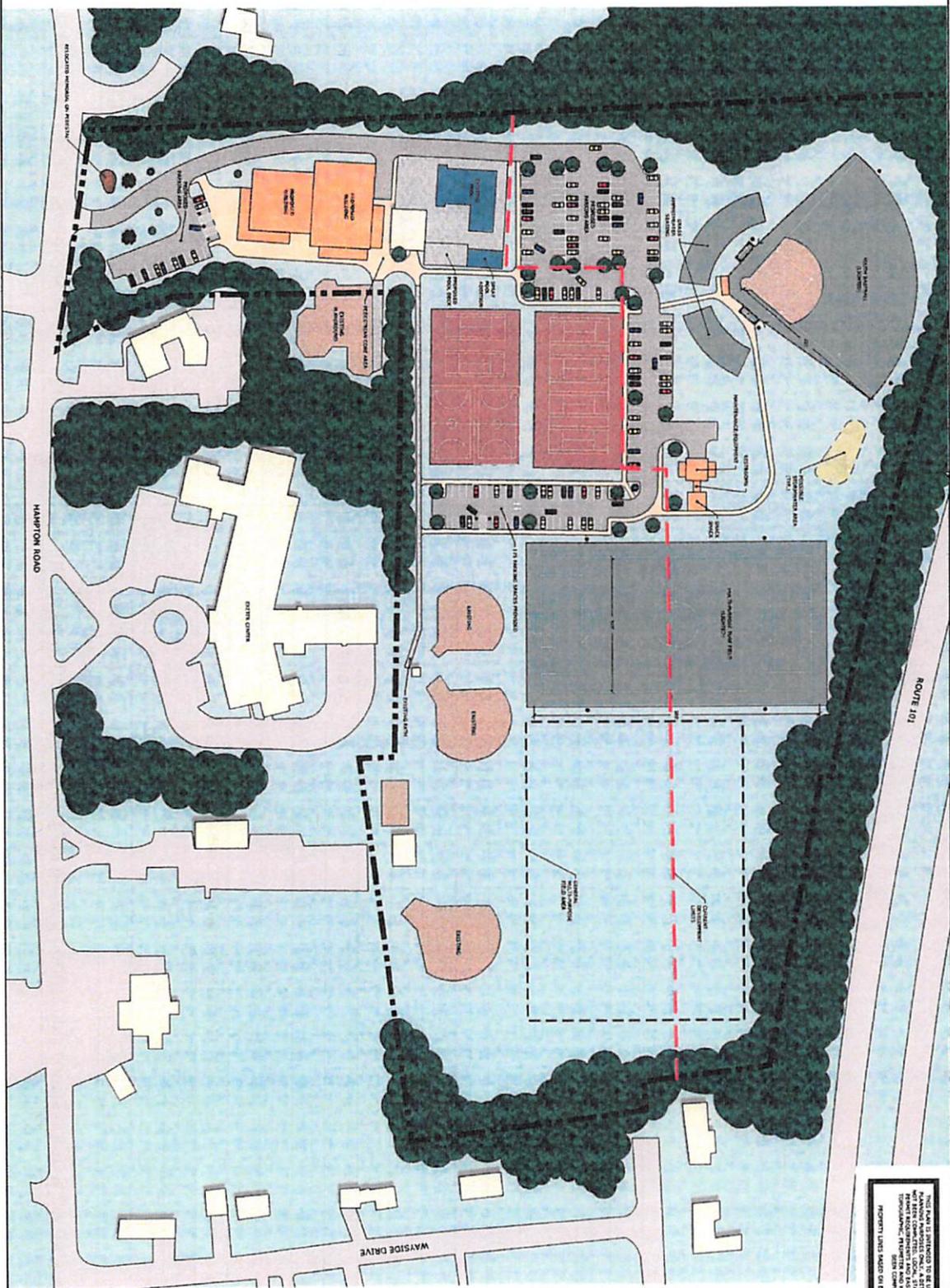
CONCEPT PLAN FOR EXETER RECREATION PARK
EXETER, NEW HAMPSHIRE

Tighe & Bond
Consulting Engineers
April 8, 2014
646111_C0300A_M0200A.DWG

THIS PLAN IS INTENDED TO BE USED FOR CONCEPTUAL, PRELIMINARY, AND PERMITTING PURPOSES ONLY. IT IS NOT TO BE USED FOR FINAL DESIGN OR CONSTRUCTION. THE CLIENT SHALL BE RESPONSIBLE FOR OBTAINING ALL NECESSARY PERMITS AND REGULATORY APPROVALS. THE CLIENT SHALL BE RESPONSIBLE FOR VERIFYING THE ACCURACY OF ALL DATA AND INFORMATION PROVIDED TO THE ENGINEER. THE ENGINEER SHALL NOT BE RESPONSIBLE FOR ANY ERRORS OR OMISSIONS IN THIS PLAN OR FOR ANY DAMAGE TO PROPERTY OR PERSONS ARISING FROM THE USE OF THIS PLAN.



CONCEPT PLAN FOR EXETER RECREATION PARK EXETER, NEW HAMPSHIRE



THIS PLAN IS SUBMITTED TO BE USED FOR CONCEPTUAL SITE PLANNING PURPOSES ONLY. A FURTHER DESIGN REVIEW AND REVISIONS WILL BE REQUIRED TO OBTAIN PERMITS FROM THE LOCAL GOVERNMENT. THE DESIGNER ASSUMES NO LIABILITY FOR ANY ERRORS OR OMISSIONS. THE USER OF THIS PLAN SHALL BE RESPONSIBLE FOR OBTAINING ALL NECESSARY PERMITS AND APPROVALS FROM THE LOCAL GOVERNMENT.

Tighe & Bond
Consulting Engineers
April 9, 2018
440-111-1000 / www.tigheandbond.com

Estimated Costs of Recreation Park Expansion

| <u>Description</u> | <u>Cost</u> | <u>Notes</u> |
|--|------------------------|--|
| SITE DEVELOPMENT | | |
| Driveway, Parking and Sidewalks | \$ 850,000.00 | Deduct \$150,000 if drive and parking behind pool/tennis courts is left as gravel. Includes parking lot and walkway lighting |
| Turf field with lights | \$ 1,500,000.00 | includes earthwork |
| Baseball field with lights | \$ 550,000.00 | includes earthwork, fencing |
| Relocate pool deck | \$ 50,000.00 | |
| Utilities (water, sewer, electric) | \$ 350,000.00 | lights at two fields and to maintenance building/snack shack |
| Stormwater Management | \$ 250,000.00 | |
| Fencing and landscaping | \$ 150,000.00 | |
| Building pad preparation | \$ 100,000.00 | |
| Upgrade playground | \$ 200,000.00 | budget from vendor |
| | | |
| SITE DEVELOPMENT SUBTOTAL | \$ 4,000,000.00 | |
| | | |
| BUILDINGS | | |
| Recreation building | \$ 3,900,000.00 | |
| Maintenance building, rest rooms and snack shack | TBD | |
| | | |
| The above does not include soft costs for engineering and permitting. | | |
| Please note we will need an accurate survey, wetlands delineation and a geotechnical study to provide a more accurate determination of costs | | |

**Town of Exeter
Recreation Park Upgrade**

Amount \$7,900,000
 Interest Rate 2.58%
 Years (up to 25) 15
 ANNUAL PAYMENT 526,667

Tax Rate Impact
 1,663,673,358 275K home annual cost

| # | PRINCIPLE | INTEREST | PRINCIPLE BALANCE | Tot Prin Plus Interest | Tax Rate Impact | 275K home annual cost |
|-------|-----------------|----------------|----------------------|------------------------|-----------------|-----------------------|
| | | | 7,900,000 | | | |
| 1 | 526,667 | 203,820 | 7,373,333 | 730,487 | 0.44 | 121 |
| 2 | 526,667 | 190,232 | 6,846,667 | 716,899 | 0.43 | 119 |
| 3 | 526,667 | 176,644 | 6,320,000 | 703,311 | 0.42 | 116 |
| 4 | 526,667 | 163,056 | 5,793,333 | 689,723 | 0.41 | 114 |
| 5 | 526,667 | 149,468 | 5,266,667 | 676,135 | 0.41 | 112 |
| 6 | 526,667 | 135,880 | 4,740,000 | 662,547 | 0.40 | 110 |
| 7 | 526,667 | 122,292 | 4,213,333 | 648,959 | 0.39 | 107 |
| 8 | 526,667 | 108,704 | 3,686,667 | 635,371 | 0.38 | 105 |
| 9 | 526,667 | 95,116 | 3,160,000 | 621,783 | 0.37 | 103 |
| 10 | 526,667 | 81,528 | 2,633,333 | 608,195 | 0.37 | 101 |
| 11 | 526,667 | 67,940 | 2,106,667 | 594,607 | 0.36 | 98 |
| 12 | 526,667 | 54,352 | 1,580,000 | 581,019 | 0.35 | 96 |
| 13 | 526,667 | 40,764 | 1,053,333 | 567,431 | 0.34 | 94 |
| 14 | 526,667 | 27,176 | 526,667 | 553,843 | 0.33 | 92 |
| 15 | 526,667 | 13,588 | (0) | 540,255 | 0.32 | 89 |
| ===== | | | | | | |
| Total | 7,900,000 | 1,630,560 | 0 | 9,530,560 | 0.38 | 105 |
| | Total Principal | Total Interest | | Average Payment | | |

BELL & FLYNN, INC.

Pavement Reclamation
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Fax: (603) 772-4396

69 Bunker Hill Avenue

Stratham, NH 03885

March 28, 2016

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

Dear Mr. Dean,

Despite continuing cost increases associated with wages/benefits, equipment/maintenance, transportation/energy and regulatory requirements which are customarily reflected in increased unit prices at the commencement of each construction season and despite anticipated spring/summer increases in the price of asphalt cement, Bell & Flynn, Inc. is pleased to be able at this time to offer to extend the current contract for road reconstruction services with the following modification upon mutual agreement by the Town of Exeter.

The Unit Price of Pay Item #1, "Bituminous Concrete Paving", per ton, in place, per Project Manual and Specifications, shall decrease from \$71.90 per ton to: \$69.90 per ton for Binder Course and Arterial Surface Course
\$70.90 per ton for Surface Course (excl. "Downtown")

(shall remain) \$71.90 per ton for Surface Course (Downtown)

thru July 15, 2016. The unit price of Bituminous Concrete Pavement installed after July 15, 2016 shall be subject to adjustment per NHDOT asphalt adjustment clause (Item 1010.2). All other terms, conditions and prices including pavement reclamation, fine grading and compaction, and installation of additional asphalt stabilized base material shall remain unchanged.

In recent years, the Exeter Board of Selectmen has opted to extend the annual paving contract, thereby avoiding mid-season price increases of as much as \$6.00 per ton. Despite current stability in 2016 spring start up pricing, normal seasonal demand exacerbated by geopolitical dynamics in crude oil markets (Iran, Iraq, Syria, Isis) is anticipated to again increase the price of asphalt pavements through the summer months of 2016. While the fundamental market dynamics of liquid asphalt remain subject to volatility and hot mix asphalt producers are understandably reluctant to enter long-term price commitments, after extensive negotiations with our suppliers Bell & Flynn, Inc. is currently able to guarantee pricing for all paving services completed prior to July 15, 2016, thereby securing pricing indexed to the NHDOT March 15 asphalt cement adjustment and protecting the Town of Exeter from repercussions of the April 15, May 15, and June 15 monthly adjustments. Considering these anticipated cost increases, in an attempt to provide price stability (at the lowest possible price!) it should again prove beneficial to the Town of Exeter to extend the current contract for road reconstruction services including paving and to complete as much work as possible prior to mid-July.

Thanking you in advance for your thoughtful consideration of the letter, I remain,

Sincerely,



John T. Bell
Vice President



EXETER PUBLIC WORKS DEPARTMENT

13 NEWFIELDS ROAD • EXETER, NH • 03833-4540 • (603) 773-6157 • FAX (603) 772-1355

www.exeternh.gov

MEMO

DATE: April 21, 2016
TO: Russell Dean, Town Manager
FROM: Jennifer R. Perry, P.E., Public Works Director
RE: 2016 Paving

Please find attached Bell & Flynn, Inc., proposal to extend the 2015 contract for road reconstruction and paving. The 2015 unit pricing was \$71.90/ton; this pricing would remain for the roadways adjacent to the downtown sidewalks project that require milling and paving: Water Street (from Great Bridge to Swasey Parkway) and Front Street (from Water Street to Spring Street). Other paving costs would decrease to \$69.90/ton for binder and arterial surface course and \$70.90/ton for non-arterial surface course.

The 2016 road surface management budget is \$800,000. In addition to the aforementioned Water and Front Street roadway sections, the following would be conducted in 2016:

- Ridgewood Terrace shim & overlay
- Granite Street shim & overlay
- Briar Street shim & overlay
- Bell Avenue 2" overlay
- Morrow Street 2" overlay
- Little Pine Lane shim & overlay
- Bayberry Lane 2" overlay
- Ash Street reclaim & pave
- Nelson Drive reclaim & pave
- Hampton Road (in part) shim & overlay

This proposal is competitive with installed tonnage prices for other southeastern New Hampshire communities. The Department recommends extending the road reconstruction and paving contract with Bell & Flynn for 2016.

2016 BOS Appointments

Arts Committee

Full member, term expiring April 30th, 2019 (Applicant Marissa Vitolo)

Full member, term expiring April 30th, 2019 (Applicant Karen Noonan)

Conservation Commission

Full member, term expiring April 30th, 2017 (Applicant Alyson Eberhardt)

Full member, term expiring April 30th, 2018 (Applicant Bill Campbell)

Full member, term expiring April 30th, 2018 (Applicant Virginia Raub)

Full member, term expiring April 30th, 2019 (Applicant Andrew Koff)

Full member, term expiring April 30th, 2019 (Applicant Carlos Guindon)

Exeter Economic Development Commission

Full member, term expiring April 30th, 2019 (Applicant John Mueller)

Full member, term expiring April 30th, 2019 (Applicant Dan Gutstein)

Full member, term expiring April 30th, 2019 (Applicant Ian Smith)

Exeter Housing Authority

Full member, term expiring April 30th, 2021 (Applicant Pam Gjettum)

Full member, term expiring April 30th, 2021 (Applicant Renee O'Barton)

Planning Board

Full member, term expiring April 30th, 2019 (Applicant Gwen English)

Full member, term expiring April 30th, 2019 (Applicants Lang Plumer, Kathy Corson)

Rockingham Planning Commission

Alternate member, term expiring April 30th, 2019 (Applicant Lang Plumer)

Water/Sewer Advisory Committee

Full member, term expiring April 30th, 2019 (Applicant Jim Tanis)

Zoning Board of Adjustment

Full member, term expiring April 30th, 2019 (Applicant Laura Davies)

| Committee | F Name | L Name | Position | New Term | RSVP |
|--|---------------|---------------|-----------------|-----------------|-------------|
| Conservation Commission | Jason | Gregoire | voting | April 30, 2018 | No |
| Conservation Commission | Robert | Field | voting | April 30, 2019 | No |
| Conservation Commission | Alyson | Eberhardt | voting | April 30, 2018 | Yes |
| Conservation Commission | Carlos | Guindon | alternate | April 30, 2019 | Yes |
| Conservation Commission | Bill | Campbell | alternate | April 30, 2019 | Yes |
| Exeter Arts Committee | Marissa | Vitolo | voting | April 30, 2019 | Yes |
| Exeter Arts Committee | Karen | Noonan | voting | April 30, 2019 | Yes |
| Exeter Economic Development Commission | John | Mueller | voting | April 30, 2019 | Yes |
| Exeter Economic Development Commission | Dan | Gutstein | voting | April 30, 2019 | Yes |
| Exeter Economic Development Commission | Ian | Smith | voting | April 30, 2019 | Yes |
| Exeter Housing Authority | Pam | Gjettum | voting | April 30, 2021 | Yes |
| Exeter Housing Authority | Renee | O'Barton | voting | April 30, 2021 | Yes |
| Exeter River Study Committee | Frank | Patterson | voting | April 30, 2019 | |
| Heritage Commission | Peter | Smith | voting | April 30, 2019 | Yes |
| Historic District Commission | Nicole | Martineau | voting | April 30, 2019 | No |
| Historic District Commission | Fred | Kollmorgen | alternate | April 30, 2019 | No |
| Planning Board | Gwen | English | voting | April 30, 2019 | Yes |
| Planning Board | Kenneth | Knowles | voting | April 30, 2019 | No |
| Planning Board | Langdon | Plumer | alternate | April 30, 2019 | Yes |
| Rockingham Planning Commission | Langdon | Plumer | alternate | April 30, 2019 | Yes |
| Zoning Board of Adjustment | Laura | Davies | voting | April 30, 2019 | Yes |
| Water and Sewer Advisory Committee | Paul | Scafidi | voting | April 30, 2019 | No |
| Water and Sewer Advisory Committee | Jim | Tanis | voting | April 30, 2019 | Yes |

**TOWN OF EXETER
CONSERVATION COMMISSION MEMORANDUM**

Date: April 14, 2016
 To: Exeter Board of Selectmen
 From: Kristen Murphy, Natural Resource Planner for the Conservation Commission
 Subject: Member Appointments

We have had a significant turn over between members either choosing not to renew their terms or members resigning from their position on the Conservation Commission this term. In addition, the current terms for the Conservation Commission are not distributed such that approximately one-third expire each year as is described in the bylaws.

In order to address these two items, the Commission discussed membership and officer positions at their April 12th meeting. They have the following requests for appointments and modifications to terms.

| Voting Members | Term | Alternate Members | Term |
|---|------------------|----------------------------------|------------------|
| ✓ Margaret Matick Alyson Eberhardt | 4/2017 | Andrew Koff (vacant) | 4/2017 |
| ✓ Cynthia Field | 4/2017 | Carlos Guindon (vacant) | 4/2016 4/2017 |
| ✓ Peter Richardson Bill Campbell, V. Chair | 4/2016 4/2018 | Bill Campbell (vacant) | 4/2016 4/2018 |
| ✓ Jason Gregoire, Chair Virginia Raub, Clerk | 4/2016 4/2018 | Don Briselden | 4/2018 |
| ✓ Alyson Eberhardt Andrew Koff, Treasurer | 4/2016 4/2019 | Virginia Raub, Clerk (vacant) | 4/2018 4/2019 |
| ✓ Robert Field Carlos Guindon, Chair | 4/2016 4/2019 | | |
| Anne Surman, BOS Rep | Term | | |

This would leave 4 vacancies in the alternate positions. The Commission members have been reaching out to others but would appreciate your mention of this at the next Board meeting.

| | | |
|--|--|--|
| Town of Exeter | Policy Number 2012-02 | Adopted by Board of Selectmen |
| Subject: Appointments to Boards and Commissions | Adoption Date: 5/5/86 Revision Date: 9/9/92; 3/29/10; 5/7/12 Effective Date: 5/7/12 | Supersedes: 92-13 |

1.0 Purpose of the Policy:

The purpose of this policy is to define the procedure used by the Board of Selectmen to make appointments to public boards, committees and commissions within the authority of the selectmen.

2.0 Departments Affected:

None. All committees referred to in 1.0 of this policy.

3.0 Definitions:

4.0 Policy:

5.0 Procedures:

Authority: The Board of Selectmen has appointment authority for Boards and Commissions as specified in NH Revised Statutes Annotated and Town Ordinances. The Board may, at its discretion, establish other local committees and make appointments thereto.

Term of Office: All terms of office created by such appointments shall be consistent with the length of office determined by the Statutes, ordinance or action of the Board of Selectmen.

Consecutive Terms: Consecutive terms shall be consistent with the Statutes, ordinance or action of the Board of Selectmen.

Appointment Date: Applicants to a Board or Committee shall apply for appointment using an application provided by the Town Manager's Office.

Current regular and alternate members wishing to continue their membership shall, in March of the year in which their term ends, submit a written request to the Board of Selectmen for re-appointment.

Terms of office shall begin on May 1st, unless a person is appointed to fill an unexpired term.

Multiple Positions: A person may serve on up to two Town Boards and Committees provided that he/she can only serve on one land use board (defined as Planning Board, Zoning Board of Adjustment, Heritage Commission, and Historic District Commission).

Disbanding Boards & Commissions: The Board of Selectmen shall vote annually in May to review or disband each Board and Committee of their creation.

6.0 Severability:

To the extent this policy is in conflict with State law, State law will prevail.

Amended: 5/7/12

Schedule No. 05

EXHIBIT A

April 15, 2016

DESCRIPTION OF EQUIPMENT

RE: Master Lease Purchase Agreement dated as of October 1, 2011, between Tax-Exempt Leasing Corp. (Lessor) and Town of Exeter (Lessee) and Schedule No. 05 thereto dated as of April 15, 2016.

Below is a detailed description of all the items of Equipment including quantity, model number and serial number where applicable:

| Quantity | Serial Number | Type, Make, Model |
|----------|---------------|--|
| 2 | | 2016 Chevrolet Trax LS FWD |
| 1 | | 2016 Chevrolet Silverado CC15903, LWB, 2WD, Reg Cab Pickup |
| 1 | | 2016 Chevrolet Silverado CC35903, 3500 HD, Reg Cab Pickup |
| 1 | | 2016 Chevrolet Express Cargo 2500 Van, CG23405 |

EQUIPMENT LOCATION Complete only if equipment will not be located at Lessee's address

| | | |
|---------|------|-------|
| Address | City | State |
| County | | |

Lessee: Town of Exeter

Signature

Printed Name and Title

Date

Schedule No. 05
EXHIBIT B

April 15, 2016

SCHEDULE OF PAYMENTS

Rate: 2.59%

| Payment Number | Payment Date | Payment | Interest | Principal | Purchase Option Price* |
|----------------|---------------|---------------------|--------------------|---------------------|------------------------|
| 1 | 4/15/2016 | \$ 19,065.25 | \$ - | \$ 19,065.25 | NA |
| 2 | 4/15/2017 | \$ 19,065.25 | \$ 1,853.60 | \$ 17,211.65 | \$ 55,715.00 |
| 3 | 4/15/2018 | \$ 19,065.25 | \$ 1,407.82 | \$ 17,657.43 | \$ 44,955.87 |
| 4 | 4/15/2019 | \$ 19,065.25 | \$ 950.50 | \$ 18,114.75 | \$ 18,862.68 |
| 5 | 4/15/2020 | \$ 19,065.25 | \$ 481.33 | \$ 18,583.92 | \$ - |
| | Totals | \$ 95,326.25 | \$ 4,693.25 | \$ 90,633.00 | |

*Assumes that all rental payments and additional rentals due on and prior to that date have been paid.

Lessee: Town of Exeter

Signature

Printed Name and Title

Date

**Schedule No. 05
EXHIBIT C**

April 15, 2016

RE: Master Lease Purchase Agreement dated as of October 1, 2011, between Tax-Exempt Leasing Corp. (Lessor) and Town of Exeter (Lessee) and Schedule No. 05 thereto dated as of April 15, 2016.

FINAL ACCEPTANCE CERTIFICATE

I, the undersigned, hereby certify that I am a duly qualified representative of Lessee and that I have been given the authority by the Governing Body of Lessee to sign this Final Acceptance Certificate with respect to the above referenced Master Lease Purchase Agreement and Schedule No. 05 (the "Lease"). I hereby certify that:

1. All Equipment described on Exhibit A has been delivered and installed in accordance with Lessee's specifications and Lessee hereby requests and authorizes Lessor to disburse, or direct the escrow agent to disburse, to the vendor the remaining net proceeds of the Lease by wire transfer or by check.
2. Lessee has conducted such inspection and/or testing of the Equipment as it deems necessary and appropriate and hereby acknowledges that it accepts the Equipment for all purposes.
3. Rental Payments with respect to such Equipment are due and owing as set forth in Exhibit B to the Lease.
4. Lessee has obtained insurance coverage as required under the Lease.
5. Lessee is exempt from all personal property taxes and is also exempt from sales and/or use taxes with respect to the Equipment and the Rental Payments.
6. No event or condition that constitutes or would constitute an Event of Default exists as of the date hereof.

Lessee: Town of Exeter

Signature

Printed Name and Title

Date

**Schedule No. 05
EXHIBIT C**

April 15, 2016

RE: Master Lease Purchase Agreement dated as of October 1, 2011, between Tax-Exempt Leasing Corp. (Lessor) and Town of Exeter (Lessee) and Schedule No. 05 thereto dated as of April 15, 2016.

PAYMENT REQUEST AND PARTIAL ACCEPTANCE CERTIFICATE

I, the undersigned, hereby certify that I am a duly qualified representative of Lessee and that I have been given the authority by the Governing Body of Lessee to sign this Certificate of Acceptance with respect to the above referenced Master Lease Purchase Agreement and Schedule No. 05 (the "Lease"). I hereby certify that:

1. The Equipment described below (comprising part of the Equipment described on Lease Exhibit A) has been delivered and installed in accordance with Lessee's specifications and Lessee hereby requests and authorizes Lessor to disburse, or direct the escrow agent to disburse, to the vendor described below net proceeds of the Lease in the amount specified by wire transfer or by check. Such amount has not formed the basis for a previous request for payment.
2. Lessee has conducted such inspection and/or testing of such Equipment as it deems necessary and appropriate and hereby acknowledges that it accepts such Equipment for all purposes.
3. Rental Payments are due and owing as set forth in Exhibit B to the Lease.
4. Lessee has obtained insurance coverage as required under the Lease.
5. Lessee is exempt from all personal property taxes and is also exempt from sales and/or use taxes with respect to the Equipment and the Rental Payments.
6. No event or condition that constitutes or would constitute an Event of Default exists as of the date hereof.

| Equipment | Serial Number/ Description | Amount |
|-----------|----------------------------|--------|
|-----------|----------------------------|--------|

Vendor Name and Address: _____

Lessee: Town of Exeter

Signature

Printed Name and Title

Schedule No. 05
EXHIBIT D

OPINION OF COUNSEL

(Must be Re-typed onto attorney's letterhead)

April 15, 2016

Tax-Exempt Leasing Corp.
203 E. Park Avenue
Libertyville, Illinois 60048

RE: Master Lease Purchase Agreement dated as of October 1, 2011, between Tax-Exempt Leasing Corp. (Lessor) and Town of Exeter (Lessee) and Schedule No. 05 thereto dated as of April 15, 2016.

WAIVED

Schedule No. 05
EXHIBIT E

April 15, 2016

LESSEE RESOLUTION

RE: Master Lease Purchase Agreement dated as of October 1, 2011, between Tax-Exempt Leasing Corp. (Lessor) and Town of Exeter (Lessee) and Schedule No. 05 thereto dated as of April 15, 2016.

At a duly called meeting of the Governing Body of the Lessee (as defined in the Agreement) held on _____ the following resolution was introduced and adopted:

BE IT RESOLVED by the Governing Body of Lessee as follows:

1. **Determination of Need.** The Governing Body of Lessee has determined that a true and very real need exists for the acquisition of the Equipment described on Exhibit A of Schedule No. 05 dated as of April 15, 2016 to the Master Lease Purchase Agreement dated as of October 1, 2011, between **Town of Exeter** (Lessee) and **Tax-Exempt Leasing Corp.** (Lessor).
2. **Approval and Authorization.** The Governing Body of Lessee has determined that the Agreement and Schedule, substantially in the form presented to this meeting, are in the best interests of the Lessee for the acquisition of such Equipment, and the Governing Body hereby approves the entering into of the Agreement and Schedule by the Lessee and hereby designates and authorizes the following person(s) to execute and deliver the Agreement and Schedule on Lessee's behalf with such changes thereto as such person(s) deem(s) appropriate, and any related documents, including any Escrow Agreement, necessary to the consummation of the transaction contemplated by the Agreement and Schedule.

Authorized Individual(s): _____
(Printed or Typed Name and Title of individual(s) authorized to execute the Agreement)

In addition to the Authorized Individual(s) above, the Governing Body of Lessee further authorizes the following individual to sign any Payment Request and Partial Acceptance Certificate form and/or Final Acceptance Certificate:

Authorized Individual(s): _____
(Printed or Typed Name and Title of individual(s) authorized to execute any Payment Request and Partial Acceptance Certificate and/or Final Acceptance Certificate)

3. **Adoption of Resolution.** The signatures below from the designated individuals from the Governing Body of the Lessee evidence the adoption by the Governing Body of this Resolution.

By: _____
(Signature of Secretary, Board Chairman or other member of the Governing Body, who is not listed as "Authorized Individual" above)

Typed Name: _____ Title: _____
(Typed name of individual who signed directly above) (Title of individual who signed directly above)

Attested By: _____
(Signature of one additional person who can witness the passage of this Resolution)

Typed Name: _____ Title: _____
(Typed name of individual who signed directly above) (Title of individual who signed directly above)

**Schedule No. 05
EXHIBIT F**

April 15, 2016

BANK QUALIFIED CERTIFICATE

RE: Master Lease Purchase Agreement dated as of October 1, 2011, between Tax-Exempt Leasing Corp. (Lessor) and Town of Exeter (Lessee) and Schedule No. 05 thereto dated as of April 15, 2016.

Whereas, Lessee hereby represents that it is a "Bank Qualified" Issuer for the calendar year in which this Agreement and Schedule are executed by making the following designations with respect to Section 265 of the Internal Revenue Code. (A "Bank Qualified Issuer" is an issuer that issues less than ten million (\$10,000,000) dollars of tax-exempt obligations during the calendar year).

Now, therefore, Lessee hereby designates this Agreement and Schedule as follows:

1. **Designation as Qualified Tax-Exempt Obligation.** Pursuant to Section 265(b)(3)(B)(ii) of the Internal Revenue Code of 1986 as amended (the "Code"), the Lessee hereby specifically designates the Agreement and this Schedule as a "qualified tax-exempt obligation" for purposes of Section 265(b)(3) of the Code. In compliance with Section 265(b)(3)(D) of the Code, the Lessee hereby represents that the Lessee will not designate more than \$10,000,000 of obligations issued by the Lessee in the calendar year during which the Agreement is executed and delivered as such "qualified tax-exempt obligations".
2. **Issuance Limitation.** In compliance with the requirements of Section 265(b)(3)(C) of the Code, the Lessee hereby represents that the Lessee (including all subordinate entities of the Lessee within the meaning of Section 265(b)(3)(E) of the Code) reasonable anticipates not to issue in the calendar year during which the Agreement and Supplement are executed and delivered, obligations bearing interest exempt from federal income taxation under Section 103 of the Code (other than "private activity bonds" as defined in Section 141 of the Code) in an amount greater than \$10,000,000.

By: _____
(Signature of individual authorized to execute this Exhibit)

Name: _____ Title: _____
(Printed name of individual who signed directly above) (Title of individual who signed directly above)

Schedule No. 05
EXHIBIT G

April 15, 2016

AGREEMENT TO PROVIDE INSURANCE

Lessee:

Name: Town of Exeter
Address: 10 Front Street
Exeter, NH 03842
Phone: 603-773-6109

Lessor/Certificate Holder:

Name: Tax-Exempt Leasing Corp., AOIA
Address: 203 E. Park Avenue
Libertyville, IL 60048
Phone: 847-247-0771

Description of Equipment: Two (2) 2016 Chevrolet Trax LS FWD, 2016 Chevrolet Silverado LWB 2WD,
2016 Chevrolet Silverado 3500 HD, 2016 Chevrolet Express Cargo 2500 Van

I understand that to provide protection from serious financial loss, should an accident or loss occur, my lease contract requires the equipment to be continuously covered with insurance against the risks of fire and theft, and that failure to provide such insurance gives the Lessor the right to declare the entire unpaid balance immediately due and payable. Accordingly, I authorize Tax-Exempt Leasing Corp. or its assigns to contact the insurance company shown below, in order to obtain the required proof of coverage. I further authorize the Agent/Company below to issue a Certificate noting Lessor's interest in the equipment and showing **Tax-Exempt Leasing Corp. and/or its assigns as additional insured and loss payee.**

Please e-mail to beckyr@taxexemptleasing.com or fax to 847-247-0772

Insurance Company: _____

Name of Agent: _____

Address: _____

Phone: _____

Email: _____

Policy #: _____

Lessee: Town of Exeter

Signature

Printed Name and Title

Schedule No. 05
EXHIBIT H

April 15, 2016

LESSEE CERTIFICATE

RE: Master Lease Purchase Agreement dated as of October 1, 2011, between Tax-Exempt Leasing Corp. (Lessor) and Town of Exeter (Lessee) and Schedule No. 05 thereto dated as of April 15, 2016.

I, the undersigned, hereby certify that I am a duly qualified representative of Lessee and that I have been given the authority by the Governing Body of Lessee to sign this Certificate of Acceptance with respect to the above referenced Master Lease Purchase Agreement and Schedule No. 05 thereto (the "Lease"). I hereby certify that:

1. Lessee has appropriated and/or taken other lawful actions necessary to provide moneys sufficient to pay all Rental Payments required to be paid under the Lease during the current Budget Year of Lessee, and such moneys will be applied in payment of all Rental Payments due and payable during such current Budget Year.
2. The governing body of Lessee has approved the authorization, execution and delivery of the Lease on its behalf by the authorized representative of Lessee who signed the Lease.
3. During the term of the Lease, the Equipment will be used for essential governmental functions. Such functions are:

4. The source of funds (fund Item in budget) for the Rental Payments that come due under Exhibit B of this Lease is as follows:

5. Lessee reasonably expects and anticipates that adequate funds will be available for all future Rental Payments that will come due under Exhibit B because:

Lessee: Town of Exeter

Signature

Printed Name and Title

**Schedule No. 05
Exhibit I**

April 15, 2016

**NOTICE OF ASSIGNMENT
AND
LETTER OF DIRECTION**

Tax-Exempt Leasing Corp. ("Lessor") hereby gives notice to Town of Exeter ("Lessee") that it has assigned all of its rights to receive payments under the Master Lease Purchase Agreement dated October 1, 2011, Schedule No. 05 dated April 15, 2016, as set out in Section 7.01, and in any of the Equipment now or hereafter leased thereunder, including without limitation all amounts of rent, insurance, and condemnation proceeds, indemnity or other payment proceeds due to become due as a result of the sale, lease or other disposition of the Equipment, all rights to receive notices and give consents and to exercise the rights of the Lessor under the Lease, and all rights, claims and causes of action which Assignor may have against the manufacturer or seller of the Equipment in respect of any defects therein.

This Master Lease Purchase Agreement requires five (5) annual payments in the amount of \$19,065.25. As of the date of assignment, five (5) payments remain on the contract and should be forwarded to the assignee at the following address:

*Santander Bank, N.A.
Santander Leasing, LLC
P.O. Box 14565
Reading, PA 19612*

FEIN: 23-1237295

*Please list the following as lien holder on vehicle titles:

*Santander Bank, N.A.
3 Huntington Quadrangle, #101N
Melville, NY 11747*

Any assigned payments received by Lessor are received in trust for assignee and will be immediately delivered to Assignee.

Lessee: Town of Exeter

Lessor: Tax-Exempt Leasing Corp.

Signature

Signature

Printed Name and Title

Mark M. Zaslavsky, President

Printed Name and Title

Date

Date

MASTER LEASE PURCHASE AGREEMENT

Lessee
Town of Exeter
10 Front St.
Exeter, NH 03833

Lessor
Tax-Exempt Leasing Corp.
14045 Petronella Dr. Suite 1-B
Libertyville, IL 60048

Dated as of October 1, 2011

This Master Lease Purchase Agreement dated as of the date listed above is between Lessor and Lessee listed directly above. Lessor desires from time to time to lease the Equipment described in Equipment Schedules (each a "Schedule") to be attached hereto to Lessee and Lessee desires to lease such Equipment from Lessor subject to the terms and conditions of this Agreement, which are set forth below, and the applicable Schedule.

I. Definitions:

Section 1.01. Definitions. The following terms will have the meanings indicated below unless the context clearly requires otherwise:

- "Agreement" means this Master Lease Purchase Agreement.
- "Budget Year" means the Lessee's fiscal year.
- "Commencement Date" is the date when Lessee's obligation to pay rent begins.
- "Equipment" means the items of Equipment listed on Exhibit "A" to each Schedule and all replacements, restorations, modifications and improvements.
- "Lease" means this Agreement and an individual Schedule hereto, which shall collectively constitute the terms and conditions applicable to the lease of the Equipment subject thereto.
- "Lessee" means the entity listed above as Lessee and which is leasing the Equipment from Lessor under the provisions of this Agreement and a Schedule.
- "Lessor" means the entity originally listed above as Lessor or any of its assignees.
- "Lease Term" means the Original Term and all Renewal Terms applicable to a Lease.
- "Original Term" means the period from the Commencement Date until the end of the Budget Year of Lessee.
- "Renewal Term" means the annual term which begins at the end of the Original Term and which is simultaneous with Lessee's Budget Year.
- "Rental Payments" means the payments Lessee is required to make under this Agreement as set forth on Exhibit "B" to each Schedule made subject thereto.
- "Schedule" means a schedule substantially in the form attached hereto and all exhibits thereto pursuant to which Lessor and Lessee agree to the lease of the Equipment described therein and which together with the terms of the Agreement applicable thereto constitutes an individual Lease.
- "State" means the state in which Lessee is located.

II. Lessee Warranties

Section 2.01. With respect to each Lease, Lessee represents, warrants and covenants as follows for the benefit of Lessor or its assignees:

- (a) Lessee is the State or a political subdivision of the State within the meaning of Section 103 of the Internal Revenue Code of 1986, as amended (the "Code") or a constituted authority authorized to issue obligations on behalf of the State or political subdivision of the State within the meaning of the treasury regulations promulgated under the Code.
- (b) Lessee is authorized under the Constitution and laws of the State to enter into this Agreement and each Schedule, and has used such authority to properly execute and deliver this Agreement and each Schedule. Lessee has followed all proper procedures of its governing body in executing this Agreement and each Schedule. The Officer of Lessee executing this Agreement and each Schedule has the authority to execute and deliver this Agreement and such Schedule. This Agreement and each Schedule constitute a legal, valid, binding and enforceable obligation of the Lessee in accordance with their terms.
- (c) Lessee has complied with all statutory laws and regulations that may be applicable to the execution of this Agreement and each Schedule.
- (d) Lessee shall use the Equipment only for essential, traditional government purposes.
- (e) Should the Lessee cease to be an issuer of tax exempt obligations or if the obligation of Lessee created under any Lease ceases to be a tax exempt obligation for any reason, then Lessee shall be required to pay additional sums to the Lessor or its assignees so as to bring the after tax yield on any Lease to the same level as the Lessor or its assignees would attain if the transaction continued to be tax-exempt.
- (f) Lessee has never non-appropriated funds under an agreement similar to this Agreement.
- (g) Lessee will submit to the Secretary of the Treasury an information reporting statement as required by the Code with respect to each Lease.
- (h) Upon request by Lessor, Lessee will provide Lessor with current financial statements, reports, budgets or other relevant fiscal information.
- (i) Lessee shall retain the Equipment free of any hazardous substances as defined in the Comprehensive Environmental Response, Compensation and Liability Act, 42 U.S.C. 9601 et. seq. as amended and supplemented.
- (j) Lessee presently intends to continue each Lease for the Original Term and all Renewal Terms as set forth on Exhibit "B" to the Schedule relating thereto. The official of Lessee responsible for budget preparation will include in the budget request for each Budget Year the Rental Payments to become due in such Budget year, and will use all reasonable and lawful means available to secure the appropriation of money for such Budget Year sufficient to pay the Rental Payments coming due therein. Lessee reasonably believes that moneys can and will lawfully be appropriated and made available for this purpose.

Section 2.02. Escrow Agreement. In the event both Lessor and Lessee mutually agree to utilize an escrow account, then immediately following the execution and delivery of any Schedule, Lessor and Lessee agree to execute and deliver and to cause an escrow agent to execute and deliver an escrow agreement. Such Lease shall take effect only upon execution and delivery of the escrow agreement by the parties thereto. Lessor shall deposit or cause to be deposited with the escrow agent for credit to an equipment acquisition fund the sum specified in such Schedule which shall be held, invested and disbursed in accordance with the escrow agreement.

III. Acquisition of Equipment, Rental Payments and the Purchase Option Price

Section 3.01. Acquisition. Lessee shall advise Lessor of its desire to lease Equipment and of the desired lease terms. Upon agreement by Lessor and Lessee as to the lease of such Equipment and such terms, Lessee shall be solely responsible for the ordering of the Equipment and the delivery and installation thereof. Lessor shall furnish to Lessee a Schedule relating to such Equipment, which shall become effective upon the execution and delivery of such Schedule, all documents contemplated hereby and thereby with respect to such Schedule, and the earlier of Lessee's written acceptance of such Equipment or the deposit into escrow of moneys to pay for such Equipment as provided in Section 2.02. Nothing herein shall obligate Lessor to lease any Equipment to Lessee until Lessor shall have concurred in writing to the lease of such Equipment.

Section 3.02. Rental Payments. Lessee shall pay Rental Payments exclusively to Lessor or its assignees in lawful, legally available money of the United States of America. The Rental Payments shall be sent to the location specified by the Lessor or its assignees. The Rental Payments shall constitute a current expense of the Lessee and shall not constitute an indebtedness of the Lessee. Lessee shall pay Lessor a charge on any Rental Payment not paid on the date such payment is due at the rate of 12% per annum or the maximum rate permitted by law, whichever is less. The Rental Payments will be payable without notice or demand.

Section 3.03. Rental Payments Unconditional. Except as provided under Sect on 4.01, THE OBLIGATIONS OF LESSEE TO MAKE RENTAL PAYMENTS AND TO PERFORM AND OBSERVE THE OTHER COVENANTS CONTAINED IN THIS AGREEMENT SHALL BE ABSOLUTE AND UNCONDITIONAL IN ALL EVENTS WITHOUT ABATEMENT, DIMINUTION, DEDUCTION, SET-OFF OR DEFENSE.

Section 3.04. Purchase Option Price. With respect to each Schedule, upon 30 days written notice, Lessee shall have the option to pay, in addition to any Rental Payment due thereunder, the corresponding Purchase Option Price which is listed on the same line on Exhibit B to such Schedule. If Lessee chooses this option and pays the Purchase Option Price to Lessor then Lessor will transfer any and all of its rights, title and interest in the Equipment subject to such Lease to Lessee.

Section 3.05. Lease Term. The Lease Term of each Lease shall be the Original Term and all Renewal Terms thereunder until all the Rental Payments due thereunder are paid as set forth in the applicable Schedule except as provided under Section 4.01 and Section 9.01 below. If, after the end of the budgeting process which occurs at the end of the Original Term or any Renewal Term, Lessee has not terminated a Lease pursuant to Section 4.01 hereof then the Lease Term for such Lease shall be extended into the next Renewal Term and the Lessee shall be obligated to make the Rental Payments that come due during such Renewal Term.

Section 3.06. Disclaimer of Warranties. LESSOR MAKES NO WARRANTY OR REPRESENTATION, EITHER EXPRESS OR IMPLIED, AS TO THE VALUE, DESIGN, CONDITION, MERCHANTABILITY, AND FITNESS FOR PARTICULAR PURPOSE OR ANY OTHER WARRANTY WITH RESPECT TO THE EQUIPMENT. LESSOR SHALL NOT BE LIABLE FOR ANY INCIDENTAL, INDIRECT, SPECIAL OR CONSEQUENTIAL DAMAGE ARISING OUT OF THE INSTALLATION, OPERATION, POSSESSION, STORAGE OR USE OF THE EQUIPMENT BY LESSEE.

IV. Non-Appropriation

Section 4.01. Non-Appropriation. If insufficient funds are available in Lessee's budget for the next Budget Year to make the Rental Payments for the next Renewal Term under any Lease, then Lessee shall have the option to non-appropriate the funds to pay the Rental Payments for the next Renewal Term with respect to such Lease. Lack of a sufficient appropriation shall be evidenced by the passage of an ordinance or resolution by the governing body of Lessee specifically prohibiting Lessee from performing its obligations under such Lease for a designated Budget Year and all subsequent Budget Years. If Lessee chooses this option, then all obligations of the Lessee under such Lease regarding Rental Payments for all remaining Renewal Terms shall be terminated at the end of the then current Original Term or Renewal Term without penalty or liability to the Lessee of any kind provided that if Lessee has not delivered possession of the Equipment subject to such Lease to Lessor as provided herein and conveyed to Lessor or released its interest in such Equipment by the end of the last Budget Year for which Rental Payments were paid, the termination shall nevertheless be effective but Lessee shall be responsible for the payment of damages in an amount equal to the amount of the Rental Payments thereafter coming due under Exhibit "B" to the Schedule for such Lease which are attributable to the number of days after such Budget Year during which Lessee fails to take such actions and for any other loss suffered by Lessor as a result of Lessee's failure to take such actions as required. Lessee shall immediately notify the Lessor as soon as the decision to non-appropriate is made. If such non-appropriation occurs, then Lessee shall deliver the Equipment to Lessor or to a location designated by Lessor at Lessee's expense. Lessee shall be liable for all damage to the Equipment other than normal wear and tear. If Lessee fails to deliver such Equipment to Lessor, then Lessor may enter the premises where such Equipment is located and take possession of the Equipment and charge Lessee for costs incurred.

V. Insurance, Damage, Insufficiency of Proceeds, Indemnification

Section 5.01. Insurance. Lessee shall maintain both casualty insurance and liability insurance at its own expense with respect to the Equipment. Lessee shall be solely responsible for selecting the insurer(s) and for making all premium payments and ensuring that all policies are continuously kept in effect during the term of any Lease. Lessee shall provide Lessor with a Certificate of Insurance, which lists the Lessor and/or assigns as a loss payee and an additional insured on the policies with respect to the Equipment.

- (a) Lessee shall insure the Equipment against any loss or damage by fire and all other risks covered by the standard extended coverage endorsement then in use in the State and any other risks reasonably required by Lessor in an amount at least equal to the then applicable Purchase Option Price of the Equipment. Alternatively, Lessee may insure the Equipment under a blanket insurance policy or policies.
- (b) The liability insurance shall insure Lessor from liability and property damage in any form and amount satisfactory to Lessor.
- (c) Provided that, with Lessor's prior written consent, Lessee may self-insure against the risks described in (a) and (b) above. Lessee shall furnish Lessor evidence of such self-insurance coverage throughout each Lease Term. Lessee shall not materially modify or cancel such self-insurance coverage without first giving written notice thereof to Lessor at least 10 days in advance of such cancellation or modification.
- (d) All insurance policies issued or affected by this Section shall be so written or endorsed such that the Lessor and its assignees are named additional insured and loss payees and that all losses are payable to Lessee and Lessor or its assignees as their interests may appear. Each policy issued or affected by this Section shall contain a provision that the insurance company shall not cancel or materially modify the policy without first giving thirty 30 days advance notice to Lessor or its assignees. Lessee shall furnish to Lessor certificates evidencing such coverage throughout each Lease Term.

Section 5.02. Damage to or Destruction of Equipment. Lessee assumes the risk of loss or damage to the Equipment. If the Equipment or any portion thereof is lost, stolen, damaged, or destroyed by fire or other casualty, Lessee will immediately report all such losses to all possible insurers and take the proper procedures to attain all insurance proceeds. At the option of Lessor, Lessee shall either (1) apply the Net Proceeds to replace, repair or restore the Equipment or (2) apply the Net Proceeds to the applicable Purchase Option Price. For purposes of this Section and Section 5.03, the term Net Proceeds shall mean the amount of insurance proceeds collected from all applicable insurance policies after deducting all expenses incurred in the collection thereof.

Section 5.03. Insufficiency of Net Proceeds. If there are no Net Proceeds for whatever reason or if the Net Proceeds are insufficient to pay in full the cost of any replacement, repair, restoration, modification or improvement of the Equipment, then Lessee shall, at the option of Lessor, either complete such replacement, repair, restoration, modification or improvement and pay any costs thereof in excess of the amount of the Net Proceeds or apply the Net Proceeds to the Purchase Option Price and pay the deficiency, if any, to the Lessor.

Section 5.04. Lessee Negligence. Lessee assumes all risks and liabilities, whether or not covered by insurance, for loss or damage to the Equipment and for injury to or death of any person or damage to any property whether such injury or death be with respect to agents or employees of Lessee or of third parties, and whether such property damage be to Lessee's property or the property of others including, without limitation, liabilities for loss or damage related to the release or threatened release of hazardous substances under the Comprehensive Environmental Response, Compensation and Liability Act, the Resource Conservation and Recovery Act or similar or successor law or any state or local equivalent now existing or hereinafter enacted which in any manner arise out of or are incident to any possession, use, operation, condition or storage of any Equipment by Lessee which is proximately caused by the negligent conduct of Lessee, its officers, employees and agents. Lessee hereby assumes responsibility for and agrees to reimburse Lessor for all liabilities, obligations, losses, damages, penalties, claims, actions, costs and expenses including reasonable attorneys' fees of whatsoever kind and nature, imposed on, incurred by or asserted against Lessor that in any way relate to or arise out of a claim, suit or proceeding, based in whole or in part upon the negligent conduct of Lessee, its officers, employees and agents, to the maximum extent permitted by law.

VI. Title and Security Interest

Section 6.01. Title. Title to the Equipment shall vest in Lessee when Lessee acquires and accepts the Equipment. Title to the Equipment subject to a Lease will automatically transfer to the Lessor in the event Lessee non-appropriates under Section 4.01 with respect to such Lease or in the event Lessee defaults under Section 9.01 with respect to such Lease. In either of such events, Lessee shall execute and deliver to Lessor such documents as Lessor may request to evidence the passage of legal title to the Equipment subject to such Lease to Lessor.

Section 6.02. Security Interest. To secure the payment of all Lessee's obligations under each Lease, Lessee hereby grants to Lessor a security interest under the Uniform Commercial Code constituting a first lien on the Equipment described more fully on Exhibit "A" to each Schedule. The security interest established by this section includes not only all additions, attachments, repairs and replacements to the Equipment but also all proceeds therefrom. Lessee agrees that Lessor or its assignee may execute such additional documents including financing statements, affidavits, notices, and similar instruments, for

and on behalf of Lessee which Lessor deems necessary or appropriate to protect Lessor's interest in the Equipment and in this Agreement and each Lease. Lessee authorizes Lessor to record such documentation as necessary for Lessor to perfect its security interest.

VII. Assignment

Section 7.01. Assignment by Lessor. All of Lessor's rights, title and/or interest in and to each Lease may be assigned and reassigned in whole or in part to one or more assignees or sub-assignees (including a registered owner for lease participation certificates) by Lessor at any time without the consent of Lessee. No such assignment shall be effective as against Lessee until the assignor shall have filed with Lessee written notice of assignment identifying the assignee. Lessee shall pay all Rental Payments due under each Lease to or at the direction of Lessor or the assignee named in the notice of assignment. Lessee shall keep a complete and accurate record of all such assignments.

Section 7.02. Assignment by Lessee. None of Lessee's right, title and interest under this Agreement, each Lease and in the Equipment may be assigned by Lessee unless Lessor approves of such assignment in writing before such assignment occurs and only after Lessee first obtains an opinion from nationally recognized counsel stating that such assignment will not jeopardize the tax-exempt status of the obligation.

VIII. Maintenance of Equipment

Section 8.01. Lessee shall keep the Equipment in good repair and working order. Lessor shall have no obligation to inspect, test, service, maintain, repair or make improvements or additions to the Equipment under any circumstances. Lessee will be liable for all damage to the Equipment, other than normal wear and tear, caused by Lessee, its employees or its agents. Lessee shall pay for and obtain all permits, licenses and taxes necessary for the installation, operation, possession, storage or use of the Equipment. If the Equipment includes any titled vehicles, then Lessee is responsible for obtaining such titles from the State and also for ensuring that Lessor is listed as first lien holder on all of the titles. Lessee shall not use the Equipment to haul, convey or transport hazardous waste as defined in the Resource Conservation and Recovery Act, 42 U.S.C. 6901 et. seq. Lessee shall not during the term of this Agreement create, incur or assume any levies, liens or encumbrances of any kind with respect to the Equipment except those created by this Agreement. The Equipment is and shall at all times be and remain personal property. Lessee shall allow Lessor to examine and inspect the Equipment at all reasonable times.

IX. Default

Section 9.01. Events of Default defined. The following events shall constitute an "Event of Default" with respect to a Lease:

- (a) Failure by Lessee to pay any Rental Payment listed on Exhibit "B" to the Schedule for fifteen (15) days after such payment is due according to the Payment Date listed on Exhibit "B".
- (b) Failure to pay any other payment required to be paid under this Agreement and the Schedule at the time specified herein and therein and a continuation of said failure for a period of fifteen (15) days after written notice by Lessor that such payment must be made. If Lessee continues to fail to pay any payment after such period, then Lessor may, but will not be obligated to, make such payments and charge Lessee for all costs incurred plus interest at the rate of 12% per annum or the maximum rate permitted by law, whichever is less.
- (c) Failure by Lessee to observe and perform any warranty, covenant, condition, promise or duty under this Agreement or the Schedule for a period of thirty (30) days after written notice specifying such failure is given to Lessee by Lessor, unless Lessor agrees in writing to an extension of time. Lessor will not unreasonably withhold its consent to an extension of time if corrective action is instituted by Lessee. Subsection (c) does not apply to Rental Payments and other payments discussed above.
- (c) Any statement, material omission, representation or warranty made by Lessee in or pursuant to this Agreement or the Schedule which proves to be false, incorrect or misleading on the date when made regardless of Lessee's intent and which materially adversely affects the rights or security of Lessor under this Agreement or the applicable Schedule.
- (e) Any provision of this Agreement or the Schedule which ceases to be valid for whatever reason and the loss of such provision, would materially adversely affect the rights or security of Lessor.
- (f) Lessee admits in writing its inability to pay its obligations. Lessee defaults on one or more of its other obligations. Lessee applies or consents to the appointment of a receiver or a custodian to manage its affairs. Lessee makes a general assignment for the benefit of creditors.

Section 9.02. Remedies on Default. Whenever any Event of Default exists with respect to any Lease, Lessor shall have the right to take one or any combination of the following remedial steps:

- (a) With or without terminating the Lease, Lessor may declare all Rental Payments and other amounts payable by Lessee thereunder to the end of the then current Budget Year to be immediately due and payable.
- (b) With or without terminating the Lease, Lessor may require Lessee at Lessee's expense to redeliver any or all of the Equipment subject thereto to Lessor to a location specified by Lessor. Such delivery shall take place within 15 days after the event of default occurs. If Lessee fails to deliver such Equipment, Lessor may enter the premises where such Equipment is located and take possession of such Equipment and charge Lessee for cost incurred. Notwithstanding that Lessor has taken possession of such Equipment, Lessee shall still be obligated to pay the remaining Rental Payments under the Lease due up until the end of the then current Original Term or Renewal Term. Lessee will be liable for any damage to such Equipment caused by Lessee or its employees or agents.
- (c) Lessor may take whatever action at law or in equity that may appear necessary or desirable to enforce its rights.

Section 9.03. No Remedy Exclusive. No remedy herein conferred upon or reserved to Lessor is intended to be exclusive and every such remedy shall be cumulative and shall be in addition to every other remedy given under the Lease now or hereafter existing at law or in equity. No delay or omission to exercise any right or power accruing upon any default shall impair any such right or shall be construed to be a waiver thereof.

X. Miscellaneous

Section 10.01. Notices. All notices shall be sufficiently given and shall be deemed given when delivered or mailed by registered mail, postage prepaid, to the parties at their respective places of business as first set forth herein or as the parties shall designate hereafter in writing.

Section 10.02. Binding Effect. This Agreement and each Schedule shall inure to the benefit of and shall be binding upon Lessee and Lessor and their respective successors and assigns.

Section 10.03. Severability. In the event any provision of this Agreement or any Lease shall be held invalid or unenforceable by any court of competent jurisdiction, such holding shall not invalidate or render unenforceable any other provision hereof.

Section 10.04. Amendments, Addenda, Changes or Modifications. This Agreement and each Lease may be amended, added to, changed or modified by written agreement duly executed by Lessor and Lessee.

Section 10.05. Execution in Counterparts. This Agreement and each Lease may be simultaneously executed in several counterparts, each of which shall be an original and all of which shall constitute but one and the same instrument.

Section 10.06. Captions. The captions or headings in this Agreement do not define, limit or describe the scope or intent of any provisions or sections of this Agreement.

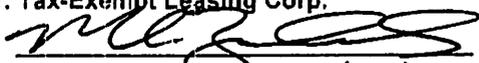
Section 10.07. Entire Writing. This Agreement and all Schedules executed hereunder constitute the entire writing between Lessor and Lessee. No waiver, consent, modification or change of terms of this Agreement or any Lease shall bind either party unless in writing and signed by both parties, and then such waiver, consent, modification or change shall be effective only in the specific instance and for the specific purpose given. There are no understandings, agreements, representations, conditions, or warranties, express or implied, which are not specified herein regarding this Agreement or any Lease or the Equipment leased thereunder. Any terms and conditions of any purchase order or other documents submitted by Lessee in connection with this Agreement which are in addition to or inconsistent with the terms and conditions of this Agreement or any Lease will not be binding on Lessor and will not apply to this

Agreement or any Lease.

Section 10.08 Choice of Law, Venue, and Jury Waiver, Jurisdiction and Venue. Lessee irrevocably submits to the nonexclusive jurisdiction of any Federal or state court sitting in Illinois, over any suit, action or proceeding arising out of or relating to this Agreement. Lessee irrevocably waives, to the fullest extent it may effectively do so under applicable law, any objection it may now or hereafter have to the laying of the venue of any such suit, action or proceeding brought in any such court and any claim that the same has been brought in an inconvenient forum. Lessee hereby consents to any and all process which may be served in any such suit, action or proceeding, (i) by mailing a copy thereof by registered and certified mail, postage prepaid, return receipt requested, to the Lessee's address shown in this Agreement or as notified to the Lessor and (ii) by serving the same upon the Lessee in any other manner otherwise permitted by law, and agrees that such service shall in every respect be deemed effective service upon Lessee.

Lessor and Lessee have caused this Agreement to be executed in their names by their duly authorized representatives listed below.

Lessee: Town of Exeter
By: 
Typed: Russell Dean
Title: Town Manager

Lessor: Tax-Exempt Leasing Corp.
By: 
Typed: Mark A. Zaslavsky
Title: President

List for Selectmen's meeting April 25, 2016

Disability Exemption

| Map/Lot | Location | Exemption Amount |
|-----------|---------------------|------------------|
| 103/13/1 | 1 Deep Meadows | 125,000.00 |
| 32/12/29 | 29 Beech Hill MH Pk | Denied |
| 95/64/318 | 46 Hilton Ave | 125,000.00 |

Veteran's Credit

| Map/Lot | Location | Credit Amount |
|---------|------------|---------------|
| 52/58 | 6 Leary Ct | 500.00 |

Abatements

| Map/Lot | Location | Abatement Amount |
|-----------|--------------------|------------------|
| 103/13/11 | 11 Deep Meadows Pk | 1040.46 |
| 103/13/11 | 11 Deep Meadows Pk | 924.06 |
| 103/13/11 | 11 Deep Meadows Pk | 929.59 |
| 103/13/11 | 11 Deep Meadows Pk | 932.49 |
| 103/13/11 | 11 Deep Meadows Pk | 933.12 |
| 103/13/11 | 11 Deep Meadows Pk | 597.27 |
| 103/13/11 | 11 Deep Meadows Pk | 572.10 |
| 85/47 | Ridgewood Terrace | 418.86 |

Elderly Exemption

| Map/Lot | Location | Exemption Amount |
|------------|-------------------|------------------|
| 104/79/108 | 108 Robinhood Dr | Denial |
| 104/79/808 | 808 Nottingham Dr | 152,251 |
| 104/79/605 | 605 Canterbury Dr | 152,251 |
| 74/15 | 212 Front St | 152,251 |

Jeopardy Tax

| Map/Lot | Location | Tax Amount |
|-----------|-------------------|------------|
| 55/45 | 11 Allard St | 2,788.97 |
| 54/6/2 | 48 Oak St Ext | 896.45 |
| 103/13/11 | 11 Deep Meadow Pk | 40.87 |

Intent to Cut

| Map/Lot | Location |
|---------|----------|
|---------|----------|



Application for Use of Town Facility

Forms submitted to: Town of Exeter, 10 Front Street, Exeter, NH 03833

Fax #: 603-777-1514 email: sriffle@exeternh.gov

Use Request: Town Hall (Main Floor) Bandstand Parking - # Spaces _____ Location _____

Signboard Request: Poster Board Week: _____ Plywood Board Week: _____

Representative:

Name: Donna Cisewski Address: 10 Front Street

Town/State/Zip: Exeter, NH 03833 Phone: 418-6405

Email: Dcisewski@exeternh.gov

Organization:

Name: Town of Exeter Address: _____

Town/State/Zip: _____ Phone: _____

Reservation Details:

Type of Event/Meeting: Health & Benefits Fair Date: 10-5-16

Times of Event: 10AM - 2 PM Times needed for set-up/clean-up: 8 Am - 4 PM

of tables: All # of chairs: 30 Will food/beverages be served? Yes No

Tech/ AV Services Needed: Yes No Details _____

Requirements:

Cleaning Deposit: A cleaning deposit of \$100 is required of any user serving food or beverages. If the town determines after use that the building was acceptably cleaned, the deposit fee will be returned to the user. No food is allowed in Main Hall of the Town Hall. If food is to be served and/or prepared in foyer of Town Hall, the electrical outlet cannot exceed 20 amps. For more information call Kevin Smart, Maintenance Superintendent at 773-6162 prior to use.

Liability Insurance Required: The Town requires liability insurance to be submitted with this completed application. Required insurance amounts: General Liability/Bodily Injury/Property Damage: \$300,000/\$1,000,000. The Town of Exeter must be listed as additional insured.

Rental Fee: For Town Hall use there is a fee of \$125 per day. A rental fee waiver may be requested in writing.

Tech/AV Services: There is a fee of \$80 an hour for any Tech/AV services needed. Services must be arranged in advance. Email aswanson@exeternh.gov to coordinate.

Keys: Access to a town building after normal business hours requires a key sign out. Forms and keys can be obtained from the Town Manager's office at the Town Office during normal business hours (there is no other option for obtaining a key). A key can be collected up to 24 hours before your event (with the exception of Sunday events).

Signing below acknowledges receipt of and agreement to all rules, regulations and requirements pertaining to the use of a town facility. Permit approvals are contingent upon proper insurance and fees paid to the Town of Exeter.

Applicant signature: Donna Cisewski Date: 9/14/16

Authorized by the Board of Selectmen/Designee: _____ Date: _____

Office Use Only:

Liability Insurance: On file In-process Fee: Paid Non-profit fee waiver requested

Selectmen Committee Report
For BOS Meeting of April 25th, 2016

Member: _____

Meetings/Dates: _____

Report:

Meeting 1:

Meeting 2:

Meeting 3:

Other notes/events/meetings attended:

Upcoming Meetings:

Reports should include any key actions taken or items referred to the Selectboard for action or review.
Reports should include any 'outside' committee meetings such as ERLAC, Master Plan Steering Committee, state of NH, regional boards, etc..



April 12, 2016

Mr. Russell Dean, Town Manager
Town Of Exeter
10 Front Street
Exeter, NH 03833-2792

Dear Russell,

Thank you for your donation of \$1,875.00! Your donation is helping us continue our mission of providing children facing adversity with strong and enduring, professionally-supported relationships that **change their lives for the better, forever**. We have been doing it fo 50 years!

Due to your support along with volunteers in the community that we can help children achieve higher aspirations, greater confidence, and better relationships; avoid risky behavior; and succeed academically.

"I've noticed that my son has more pep in his step lately. **I think he finally feels that he has a male role model that cares about him which he has never had before.**" -a Parent

"I love my Big Sister so much and consider her a real Big Sister. **I have had so many positive changes in my life because of her.** She has taught me that it is okay to open up about my feelings to people. I always tell people how I am feeling now and it feels much better!" -Little Sister

YOU are changing lives for the better.

Your gift has a tremendous impact as we use it to recruit, interview, enroll and train volunteer mentors to be matched with children that are in great need of a Big Brother or Big Sister. Thank you for supporting BBBSNH and for building stronger communities!

Sincerely,

A handwritten signature in black ink, appearing to read "Gregg Burdett".

Gregg Burdett
Chief Executive Officer

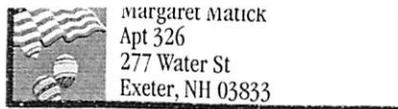
Headquarters: 25 Lowell Street #201, Manchester, NH 03101 (603) 669-5365
Greater Keene: 310 Marlboro Street, Keene, NH 03431 (603) 352-9536
Greater Nashua & Salem: 33 Main Street #401, Nashua, NH 03064 (603) 883-4851
Greater Seacoast: 4 Greenleaf Woods Drive #201, Portsmouth, NH 03801 (603) 430-1140

Town Manager's Office

APR 21 2016

Received

Exeter Conservation Com,
10 Front St
Exeter, N.H., 03833



April 1, 2016

Jay Gregoire,

I feel it is unfair to keep my position on the Conservation Commission as I can't give it my ALL.

Declining eyesight prevents me from doing a lot of things outside the home. So I will have to resign at this time.

I have really enjoyed serving on the board and will miss you all. I will keep in touch.

Respectfully
Margaret Matick