

**PEASE DEVELOPMENT AUTHORITY**  
**Thursday, March 19, 2015**

**BOARD AGENDA**

**Time:** 8:00 a.m.  
**Place:** 55 International Drive, Pease International Tradeport  
Portsmouth, New Hampshire

**AGENDA ALL VOTES WILL BE ROLL CALL PURSUANT TO NH RSA 91-A**

- I. Call to Order (Preston)
- II. Acceptance of Minutes: February 5, 2015\*
- III. Public Comment
- IV. Old Business
- V. Finance Committee Report (Bohenko)\*
  - A. Financial Reports
    1. Operating Results for Seven Month Period Ending January 31, 2015\*
    2. Nine Month Cash Flow Projections to November 30, 2015\*
    3. Capital Improvement Plan (FY 2015 – FY 2022)\*
  - B. Approvals
    1. Provident Bank – Accelerated Debt Repayment\* (Lamson)
- VI. Licenses/Easements/Rights of Way/Options
  - A. Approvals
    1. Great Circle Catering - Terminal\* (Bohenko)
- VII. Leases
  - A. Reports
    1. NH Avenue Retail Center, LLC\*
  - B. Approvals
    1. Intl. Association of Privacy Professionals – Amendment\* (Torr)
    2. Two International Group – 85 NH Avenue Concept Plan\* (Lamson)
- VIII. Contracts/Agreements
  - A. Approvals
    1. Golf Course Clubhouse Expansion - Construction Manager\* (Allard)
    2. Dan Fortnam – Contract Extension\* (Torr)
    3. Non-Hazardous Solid Waste Removal Services\* (Bohenko)
- IX. Executive Director's Reports/Approval
  - A. Reports
    1. Golf Course Operations
    2. Airport Operations
      - a. Skyhaven Airport
      - b. PSM
      - c. Noise Line Report\*



- B. Approvals
  - 1. Airport Operations Staff Position\* (Allard)
  - 2. Bills for Legal Services\* (Lamson)

X. Division of Ports and Harbors

A. Reports

- 1. Port Advisory Council

B. Approvals

- 1. Pda Administrative Rules Amendments – Various\* (Torr)
- 2. Hampton Harbor Marine Facility – Security System Repairs\* (Bohenko)
- 3. Right of Entry – Adventure Fishing Charters\* (Lamson)
- 4. Bills for Legal Services\* (Allard)

XI. New Business

- XII. Upcoming Meetings:
- |                 |                            |
|-----------------|----------------------------|
| Audit Committee | April 01, 2015 @ 8:30 a.m. |
| Board Meeting   | April 16, 2015             |

**All Meetings begin at 8 a.m. unless otherwise posted**

XIII. Directors' Comments

XIV. Adjournment

XV. Press Questions

- \* Related Materials Attached
- \*\* Related Materials Previously Sent
- \*\*\* Related Materials will be provided under separate cover
- + Materials to be distributed at Board Meeting
- Confidential Materials



**PEASE DEVELOPMENT AUTHORITY  
BOARD OF DIRECTORS MEETING  
MINUTES**

**Thursday, February 5, 2015**

Presiding: Peter J. Loughlin, Vice Chairman;  
Present: John P. Bohenko; Margaret F. Lamson; and Franklin G. Torr  
Via Telephone: Robert A. Allard, Treasurer; Robert F. Preston  
Attending: David R. Mullen, PDA Executive Director; Lynn Marie Hinchee, PDA General Counsel; PDA staff members; and members of the public.

**I. Call to Order**

Vice Chairman Loughlin called the meeting to order at 9:07 a.m. in the Board conference room, 55 International Drive, Pease International Tradeport, Portsmouth, New Hampshire.

Due to the participation by Directors Allard and Preston via telephone, all votes were taken by roll call.

**II. Acceptance of Board Meeting Minutes: December 18, 2014**

Director Torr moved and Director Bohenko seconded that **The Pease Development Authority Board of Directors hereby accept the Minutes of the December 18, 2014 Board meeting.** Discussion: None.  
Disposition: Resolved by unanimous roll call vote; motion carried.

**III. Public Comment**

There were no public comments.

**IV. Old Business**

No old business was brought before the Board.

**V. Port Committee Report**

Vice Chairman Loughlin, Committee Chair, reported that the Port Committee met on February 5, 2015. The Committee was briefed by Geno J. Marconi, Division Director, on the status of the Sarah Long Bridge replacement project; operations at the Market Street Terminal; and the emergency replacement of the truck scale at the Market Street Terminal. Director Lamson commended Director Marconi on his actions regarding the truck scale.

**VI. Finance Report**

**A. Financial Reports**

**1. Operating Results for the Six Month Period Ending December 31, 2014**

Mr. Canner reported on the status of PDA FY 2015 finances for the six month period ending December 31, 2014. Operating revenues and expenses are approximately 4% below budget. Utilities are over budget due, in part, to the change in PDA's electricity provider and the higher kilowatt per hour rate. Operating revenues, including fuel sales and fee revenues, remain in line with the budget forecast. PDA currently employs a total of 93 people. Mr. Canner reviewed the unrestricted cash funds at the Division of Ports and Harbors and the effect on the funds with the transition from Grimmel Industries operations to the ME DOT staging at the Market Street Terminal. PDA cash balances decreased by approximately \$500,000 during the period, due mostly to capital expenditures. Mr. Canner reviewed the grant funded and non-grant funded projects. PDA incurred new debt to



fund the Skyhaven Airport Runway project and the multi-use path project. PDA's revolving line of credit is expected to be paid off by June 30, 2015. The Business Units Analyses shows that passenger enplanements as of December 31<sup>st</sup> totalled 44,000+ (more than the total for the prior three years). Skyhaven Airport operating revenues decreased by approximately one-third, due mainly to a decrease in fuel sales. Outside golf play has ended for the season. The golf course bar and grill sales are approximately 30% over the same period last year. Simulator operations remain on budget. The Golf Course staff will review its anticipated capital expenditures for the next six months.

## **2. Nine Month Cash Flow Projections to September 30, 2015**

Mr. Canner reviewed PDA cash flow projections for the nine month period ending September 30, 2015. PDA reviewed the variances in its revolving line of credit that resulted in a balance of \$1.8 million as of December 31, 2014. The grant related projects include the completion of the runway at Skyhaven Airport and projects that the Portsmouth International Airport at Pease. Non-grant funded projects include purchasing equipment for the Golf Course and the proposed purchase of a multi-use sweeper. PDA anticipates repaying the revolving line of credit by June 30, 2015. PDA anticipates cash balances will be restored due, in part, to the receipt of grant funds.

## **VII. Licenses/Easements/Rights of Way/Options**

### **A. Approvals**

#### **1. NH ANG – Right of Entry**

Director Allard moved and Director Torr seconded that **The Pease Development Authority Board of Directors hereby authorizes the Executive Director to execute a Right of Entry with New Hampshire Air National Guard for the installation and maintenance of fiber optic cables and security cameras for a term of five (5) years with three (3) options to extend on substantially similar terms and conditions as set forth in the draft Right of Entry dated February 1, 2015 and the memorandum of Maria J. Stowell, P.E. Manager, Engineering dated January 29, 2015, both attached hereto. Note: Roll call vote required.** Discussion: None. Disposition: Resolved by unanimous roll call vote; motion carried.

## **VIII. Leases**

### **A. Reports**

In accordance with the "Delegation to Executive Director: Consent, Approval of Sub-sublease Agreements", David Mullen, Executive Director, reported on the following subleases:

#### **1. 100 International Drive, LLC**

100 International Drive, LLC entered into a sublease with Great North Woods Wireless, LLC for 1,178 square feet at 100 International Drive for a base term of 7 ½ months. Director Lamson approved the sublease.

#### **2. 200 International, LP**

200 International Drive, LP entered into a sublease with Phoenix Telecom NC, LLC for 1,943 square feet at 200 International Drive for a base term of two years. Director Lamson approved the sublease.



## **IX. Contracts/Agreements**

### **A. Reports**

In accordance with Article 3.9.1.1 of the PDA Bylaws, Mr. Mullen reported that PDA entered into the following contracts:

#### **1. Axiom Partners**

PDA contracted with Axiom Partners to conduct a hazardous buildings materials and asbestos inspection at the buildings located at 47 and 53 Durham Street. Vice Chairman Loughlin approved the expenditure of \$4,340.00.

#### **2. Vaisala, Inc.**

PDA contracted with Vaisala, Inc. for the purchase and installation of the Runway 16 pavement sensor. Vice Chairman Loughlin approved the expenditure of \$1,600.00.

#### **3. Honeywell Computer – Airport Access Control System**

PDA contracted with Honeywell Computer International, Inc. for the purchase and installation of a replacement badging camera system that is compatible with the upgraded server. Director Allard approved the expenditure of \$2,392.00.

### **B. Approvals**

#### **1. Runway Lighting Computer Upgrade**

Director Preston moved and Director Lamson seconded that **The Pease Development Authority Board of Directors hereby authorizes the Executive Director to execute a contract for the upgrade of communications hardware and software for the airfield lighting system with ADB Airfield Solutions (“ADB”) of Columbus Ohio in an amount not to exceed \$25,767.18; all in accordance with the memorandum of Joseph W. McPherson, Facilities Resource Manager, dated January 29, 2015 attached hereto.**

**In accordance with the provisions of RSA 12-G:8, VIII, the Board justifies the waiver of the RFP requirement for ADB based on the following:**

- 1. ADB parts are compatible only with its own system;**
- 2. At this time, it is most cost effective to upgrade the ADB system instead of replacing the whole system with products from another company.**

**Note: Roll call vote required. Discussion: None. Disposition: Resolved by unanimous roll call vote; motion carried**

#### **2. Ransom Consulting, Inc.**

Director Torr moved and Director Bohenko seconded that **The Pease Development Authority Board of Directors hereby approves of and authorizes the Executive Director to enter into a contract with Ransom Consulting, Inc., (“Ransom”), PDA’s civil/environmental engineering consultants, and to expend funds in a total amount not to exceed \$15,000 for Ransom to conduct a peer review of the City’s Pease**



**Wastewater Treatment Plant proposal; all in accordance with the memorandum of Maria J. Stowell, P.E. Manager - Engineering dated January 29, 2015 attached hereto. Note: Roll call vote required.**

Discussion: Director Torr noted that peer reviews are usually done and paid for by the developer. He would like to have the costs split between PDA and the City of Portsmouth ("COP") since the peer review is an asset to both COP and the PDA. Director Torr stated that he does not object to the study, but does object to PDA paying the entire bill. Director Bohenko informed the Board that the payment by COP will have to be evaluated and expressed his concern that the payment could set a precedent for cost sharing for other projects with tenants as well as COP. Mr. Mullen reported that developers usually pay for peer reviews. Director Torr noted that he is also concerned with the project's impact on the area wetlands. Attorney Hinchee explained that the matter was scheduled to be discussed in a non-public session to allow for a frank discussion and advised the Board of their options to deal with the motion, including tabling the motion until after the non-public session. The motion could be brought back for a vote after the non-public session. Director Bohenko informed the Board that he could make the decision on behalf of COP for the expenditure and expressed his displeasure about the request as COP has provided services that it did not have to and that cost sharing has not been an issue in the past. Director Preston felt that he did not want to see the cooperative effort that exists between COP and PDA affected by the request for cost sharing. Director Torr felt that the PDA is a state agency and that the project encompasses the region and supports the idea of cost sharing. Director Bohenko stated he would commit COP to a payment of \$7,500. Director Bohenko moved and Director Torr seconded to table the motion and to bring the motion forward after the conclusion of the non-public session of this meeting. Discussion: None. Disposition: Resolved by unanimous roll call vote; motion to table carried.

*Note: The Board returned to public session after the non-public session. The motion was brought forward for discussion.*

Director Bohenko moved and Director Allard seconded to amend the original motion to include that the **The City of Portsmouth ("COP") split the cost of the peer review by Ransom Consulting, Inc. up to a maximum expenditure of \$7,500.** Discussion: Attorney Hinchee reviewed the process to authorize PDA expenditures of \$10,000 or less if the peer review cost more than the estimated \$15,000. Director Bohenko withdrew the motion to amend. Director Torr moved and Director Allard seconded to amend the original motion for **PDA and COP to split the cost of the peer review up to \$15,000; and that expenditures in excess of \$15,000 for the peer review be approved by the Board.** Discussion: None. Disposition: Resolved by unanimous roll call vote; motion as amended carried

### **3. Technology Upgrade – Golf Course**

Director Bohenko moved and Director Torr seconded that **The Pease Development Authority Board of Directors hereby authorizes the Executive Director to enter into a contract with Daystar Computer Services, Inc. ("Daystar") of Portsmouth, NH, in an amount not to exceed \$9,800.00 for the purchase and installation of an information technology computer server at the Pease Golf Course; all in accordance with the memorandum from Irving Canner, Director of Finance, dated January 29, 2015 attached hereto.**

In accordance with the provisions of RSA 12-G:8 VIII, the Board justifies the waiver of the RFP requirement based on the following reasons:

1. Time is of the essence for replacement of the server due to ongoing problems that are causing disruption of computer services and there is concern that the system may fail;
2. Daystar installed the current server system and has worked on the server systems giving Daystar an intimate working knowledge of the server; and
3. Daystar can expeditiously make the necessary replacement.



**Note:** This motion requires 5 affirmative votes. Discussion: None. Disposition: Resolved by unanimous roll call vote; motion carried

**X. Signs**

In accordance with the “Delegation to Building Inspector: Consent and Approval of Minor Revisions to Existing Signs”, Mr. Mullen reported that PDA approved of the modification to the Port City Air sign located at 104 Grafton Drive to accommodate maintenance of the sign and surrounding area. Vice Chairman Loughlin approved the sign modification.

**XI. Executive Director’s Reports/Approvals**

**A. Reports**

**1. Golf Course Operations**

Scott DeVito, PGA General Manager, reported on the activities at the Pease Golf Course. Events were held to promote the simulators. Bar and grill sales are doing very well. Grill 28 hired an event coordinator which has resulted in an increase in the number of functions. Eight functions are scheduled for February. The membership drive will start up again in March. Promotional programs are ongoing for the season’s pass programs. In response to Director Bohenko, Mr. DeVito reported that the simulators are 90% booked during the weekend so there is no need for weekend promotions.

**2. Airport Operations**

Bill Hopper, Airport Manager, reported on aviation activities. Mr. Hopper thanked the PDA snow crews for their tremendous efforts at both Skyhaven Airport and Portsmouth International Airport at Pease to keep the airports open during the recent storms.

**a) Skyhaven Airport (“DAW”)**

Vice Chairman Loughlin asked about the type of snow removal equipment used at DAW. Mr. Hopper reported that there are fewer pieces of snow removal equipment than at PSM and it is challenging to keep the equipment operating during the heavy storms. Flight checking of the approach lights will take place shortly.

**b) Portsmouth International Airport at Pease (“PSM”)**

Mr. Hopper reported that enplanements reached 44,820 as of December 31, 2014. This is the highest number of enplanements since the departure of Skybus. Allegiant will begin two flights per week to Punta Gorda, Florida during the week of February 8<sup>th</sup>. Additional flights to Florida will be added during the April vacation period. The Noise Compatibility Committee scheduled for February 5<sup>th</sup> is postponed until February 12<sup>th</sup>.

**c) Noise Line Report**

Mr. Hopper reported that the PDA Noise Line received 9 inquiries in December, including 6 inquiries regarding the helicopters; 2 inquiries regarding fixed wing aircraft; and one inquiry regarding a dual propeller aircraft interfering with WI FI as it flew over a residence.



## B. Approvals

### 1. Long Term Disability and Life Insurance - Renewals

Director Lamson moved and Director Allard seconded that **The Pease Development Authority Board of Directors hereby authorizes the Executive Director to accept and bind Long Term Disability Insurance and Life and Accidental Death and Dismemberment Insurance effective March 1, 2015 through February 28, 2017 for the continued benefit of the employees of Pease Development Authority as proposed by the Hartford Financial Services Group in the projected amount of \$25,924.08; and all otherwise in accordance with the memorandum of Irving Canner, PDA Director of Finance, dated January 29, 2015 attached hereto. Note: Roll Call vote required. Discussion: None. Disposition: Resolved by unanimous roll call vote; motion carried**

### 2. Bills for Legal Services

Director Allard moved and Director Lamson seconded that **The Pease Development Authority Board of Directors authorizes the Executive Director to expend funds in the total amount of \$513.83 for legal services rendered to the Pease Development Authority by:**

1. **Anderson & Kreiger  
Through December 31, 2014 \$ 513.83**

**Note: Roll call vote required. . Discussion: None. Disposition: Resolved by unanimous roll call vote; motion carried**

## XII. Division of Ports and Harbors

### A. Division Director's Reports

#### 1. Port Advisory Council

The Port Advisory Council met on January 21, 2015. The Council reviewed SB 87, a proposed legislative bill dealing with headway speed in the Piscataqua River. Several people spoke in opposition to the bill. The Council is opposed to SB 87. The Council sent a letter of opposition to the chairman of the State Senate Transportation Committee. The Council also reviewed the replacement of the Wentworth Bridge in New Castle, NH. The Council supports the replacement of the bridge with a bascule bridge. The Council sent a letter to NH DOT expressing its support of the bascule bridge. Members of the Council will attend a public hearing on February 5<sup>th</sup> in New Castle. Director Bohenko reported that the City of Portsmouth and Town of Rye are in favor of a fixed bridge due to the costs savings. A fixed bridge will save approximately \$2.4 million which could be put back into infrastructure improvements in New Castle. Mr. Marconi is not sure of the position that NH DOT will take on the type of replacement bridge that should be used.

Mr. Marconi reported that the Sarah Long Bridger replacement project is in full swing with ongoing operations in both Kittery, ME and Portsmouth, NH. Director Bohenko asked if there are any plans in place to have the construction workers park at the construction sites. Mr. Marconi reported that there is some parking in the various areas, but he has not seen a parking plan for sites other than the Market Street Terminal. Director Bohenko reported that the Market Street Extension gateway project will start in May or June and there is concern for where the bridge construction workers will park. Mr. Marconi reported that the workers are parking on the Market Street Terminal.



## B. Approvals

### 1. Shoals Marine Laboratory – Burge Wharf

Director Torr moved and Director Lamson seconded that The Pease Development Authority Board of Directors hereby authorizes the Executive Director to execute Amendment No. 8 to Right of Entry for Non-Exclusive Use of Parcel A-2 and Burge Wharf by Cornell University - Shoals Marine Lab for the purpose of extending the Right of Entry for a period of two (2) years from April 1, 2015 through March 31, 2017; all in accordance with the terms and conditions contained in the memorandum of Geno J. Marconi, Division Director, dated January 6, 2015 attached hereto. Note: Roll call vote required. Discussion: None. Disposition: Resolved by unanimous roll call vote; motion carried

### 2. Truck Scale Replacement

Director Bohenko moved and Director Torr seconded that The Pease Development Authority Board of Directors hereby authorizes the Division Director to request that the Capital Budget Overview Committee ("CBOC") release \$80,000.00 from the Harbor Dredging and Pier Maintenance fund for the replacement of the truck scale at the Market Street Terminal.

Further, subject to the approval of funds by the CBOC, the Board authorizes the Executive Director to enter into a Contract with Northeast Scale Company, Inc. for the purchase and installation of the truck scale in the estimated amount of \$71,879.00; all in accordance with the memorandum of Geno Marconi, Division Director dated January 29, 2015 attached hereto.

In accordance with the provisions of RSA 12BG:8, VIII, the Board justifies the waiver of the RFP requirement for the purchase and installation of the truck scale based on the following:

1. The truck scale is necessary for the daily operations at the Market Street Terminal and it is imperative that the truck scale be replaced as soon as possible;
2. Northeast Scale Company installed and serviced the existing truck scale; and
3. Northeast Scale Company can replace the scale in a timely manner.

Note: 5 Affirmative roll call votes required. Discussion: None. Disposition: Resolved by unanimous roll call vote; motion carried

### 3. Pda 700 State Slips and Piers – Renewal

Director Lamson moved and Director Torr seconded that In accordance with the recommendation of the PDA Division of Ports and Harbors' Advisory Council and the provisions of RSA 12-G:42, VIII, the PDA Board of Directors hereby authorizes the Division Director to initiate the rulemaking process for the re-adoption with amendments of Administrative Rules Pda 700 Slip Permits; State-Owned Restricted Piers and approves the Initial Proposal, as attached; and further authorizes the Division Director to take any necessary or recommended action in accordance with NH RSA 541-A, in furtherance of this matter. Note: Roll call vote required. Discussion: None. Disposition: Resolved by unanimous roll call vote; motion carried

### 4. Bills for Legal Services

Director Preston moved and Director Lamson seconded that The Pease Development Authority Board of Directors authorizes the Executive Director to expend funds in the total amount of \$4,482.90 for legal services rendered to the Division of Ports and Harbors by:



1.	<b>Sheehan Phinney Bass + Green Through December 31, 2014</b>	\$ 406.00	
		<u>\$ 4,076.90</u>	
		<b>Total</b>	<b>\$4,482.90</b> =====

**Note:** Roll call vote required. Discussion: None. Disposition: Resolved by unanimous roll call vote; motion carried

**XIII. Special Events – Report**

Marie Aleksy, PDA Paralegal, reported that the following special events will take place on the Tradeport.

1. **New Heights – St. Paddy’s 5 Miler**

On Sunday, March 15, 2015, New Heights - Adventures for Teens will host the St. Paddy’s 5 mile road race. Funds raised will be used to support New Heights’ programs.

2. **American Lung Association – Cycle the Seacoast**

On Sunday, May 3, 2015 the American Lung Association will host the “2015 Cycle the Seacoast” bicycle tour. Rides will range from 25 miles to 100 miles. Funds raised will be used to support the American Lung Association’s programs.

3. **Runner’s Alley/Redhook Ale Brewery Memorial 5 K**

On Sunday, May 24, 2015, Runner’s Alley and Redhook Ale Brewery will host a 5k road race. Funds raised will be used to support programs at the Krempels Brain Injury Foundation.

**XIV. New Business**

No new business was brought before the Board.

**XV. Upcoming Meetings**

Finance Committee	March 16, 2015
Board of Directors Meeting	March 19, 2015

. All Board and Committee meetings begin at 8 a.m. unless otherwise posted.

**XVI. Directors’ Comments**

On behalf of the Hampton Harbor Beach Association, Director Preston thanked Mr. Marconi his presentation to the Association to explain the work of the Division of Ports and Harbors.

Director Torr explained to the Board that he is not trying to alienate the City of Portsmouth, but that he has concerns about peer review matter.



## XVII. Non-Public Session

Director Torr moved and Director Bohenko seconded that **The Pease Development Authority Board of Directors will enter non-public session pursuant to:**

1. **NHRSA 91-A:3, Paragraph II(d) for the purpose of discussing the acquisition, sale or lease of property;**

**Note: Roll call vote required.** Discussion: None. Disposition: Resolved by unanimous roll call vote; motion carried. The Board entered into Non-Public session at 10:05 a.m. The Board returned to public session at 11:10 a.m.

The Board entered into public discussion at 11:10 a.m. to review Item IX B.2 See discussion above.

## XVIII. Adjournment

Director Lamson moved and Director Torr seconded to **adjourn the Board meeting.** Discussion: None. Disposition: Resolved by unanimous roll call vote; motion carried. Meeting adjourned at 11:25 a.m.

## XIX. Press Questions

No members of the Press attended the meeting.

Respectfully submitted,



David R. Mullen  
Executive Director/Secretary



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PEASE DEVELOPMENT AUTHORITY  
Monday, March 16, 2015

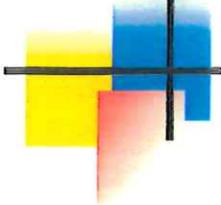
FINANCE COMMITTEE AGENDA

Time: 8:00 A.M.  
Place: 55 International Drive  
Pease International Tradeport  
Portsmouth, NH 03801

- I. Call to Order (Bohenko)
- II. Acceptance of Committee Meeting Minutes: November 19, 2014\*
- III. Public Comment
- IV. Reports (Canner)
  1. Operating Results for the Seven Month Period Ending January 31, 2015\*
  2. Nine Month Cash Flow Projections through November 30, 2015\*
  3. Proposed Capital Improvement Plan (FY 2015-FY 2022)\*
- V. Committee Recommendations to the Board of Directors
  1. Accelerated Debt Repayment- Provident Bank \*+
- VI. Committee Meetings- May 18, 2015
- VII. Director's Comments
- VIII. Adjournment
- IX. Press Questions

\* Related Materials Attached.  
+ Proposed Motion

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# **FY 2015 FINANCIAL REPORT FOR THE SEVEN MONTH PERIOD ENDING JANUARY 31, 2015**



**FINANCE COMMITTEE MEETING  
MARCH 16, 2015**



# CONSOLIDATED STATEMENT OF REVENUES AND EXPENSES FOR THE SEVEN MONTH PERIOD ENDING JANUARY 31, 2015 AND 2014

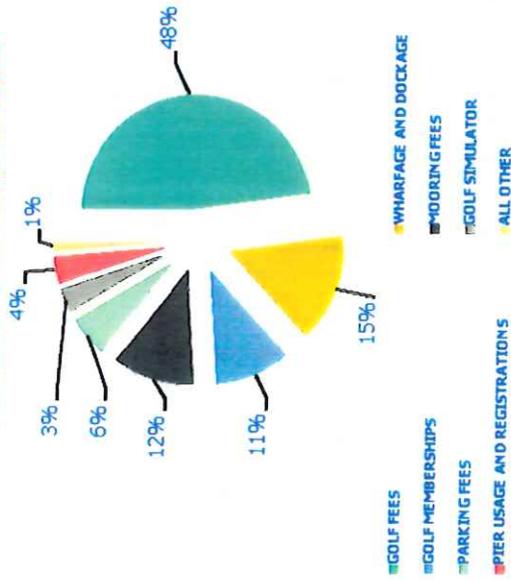
(\$ 000's)

	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	\$ VARIANCE	PRIOR YEAR TO DATE ACTUAL	YEAR TO YEAR VARIANCE	CURRENT YEAR BUDGET
<b>FY 2015 BUDGET VARIANCE ANALYSIS</b>						
▪ <b>OPERATING REVENUES- LOWER BY 2.7%</b>	8,206	8,437	(231)	7,889	317	13,903
▪ LOWER THAN ANTICIPATED RENTAL INCOME OFFSET BY:						
▪ INCREASED GOLF FEES- DUE TO INCREASE IN ROUNDS PLAYED DUE TO COURSE RENOVATIONS.	3,397	3,410	(13)	3,399	(2)	5,851
▪ HAMPTON HARBOR AND PORTSMOUTH FISH PIER FUEL SALES GREATER THAN PROJECTED	1,115	1,394	(279)	1,094	21	2,464
▪ INCREASED CONCESSION REVENUES FROM HIGHER GRILL 28 SALES	424	447	(23)	885	(461)	766
▪ <b>OPERATING COSTS- LOWER BY 6.0%</b>						
▪ PRIMARILY TIMING DIFFERENCES MIDWAY IN THE FISCAL YEAR ALONG WITH MILD WINTER YEAR TO DATE.	472	420	52	435	37	825
▪ INDIRECT LABOR ALLOCATION TO BUILDINGS AND FACILITIES NOT BUDGETED.	129	183	(54)	121	8	321
▪ <b>NONOPERATING (INCOME) AND EXPENSES</b>						
▪ INCREASED SHORT TERM BORROWINGS TO SUPPORT CONSTRUCTION RELATED ACTIVITIES- PSM AND SKYHAVEN	161	243	(82)	105	56	416
	817	831	(14)	742	75	1,301
	6,515	6,928	(413)	6,781	(266)	11,944
	1,691	1,509	182	1,108	583	1,959
	77	54	23	71	6	92
	3,666	3,712	(46)	3,521	145	6,364
	(2,052)	(2,257)	205	(2,484)	432	(4,497)
<b>NET OPERATING INCOME</b>						

# ANALYSIS OF OPERATING REVENUES FOR THE SEVEN MONTH PERIOD ENDING JANUARY 31, 2015 AND 2014

(\$ 000's)

FEE REVENUES YEAR TO DATE



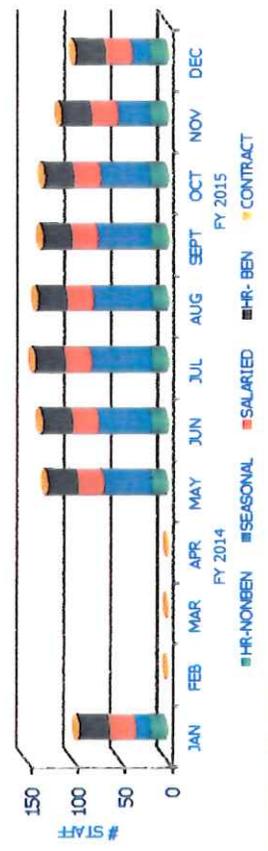
FUEL ANALYSIS	SALES	COGS	NET MARGIN
SKYHAVEN AIRPORT	42	36	6
PORTSMOUTH FISH PIER	389	363	26
RYE HARBOR	132	131	1
HAMPTON HARBOR	121	117	4
	<u>684</u>	<u>647</u>	<u>37</u>

	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	\$ VARIANCE	PRIOR YEAR TO DATE ACTUAL	YEAR TO YEAR VARIANCE	CURRENT YEAR BUDGET
RENTAL OF FACILITIES	5,334	5,753	(419)	5,504	(170)	9,233
FEE REVENUES (SEE CHART)	1,673	1,369	304	1,264	409	2,567
FUEL SALES (SEE CHART)	684	741	(57)	660	24	1,085
CONCESSION REVENUE	185	137	48	148	37	214
GOLF MERCHANDISE	108	80	28	79	29	175
ALL OTHER - NET	222	357	(135)	234	(12)	629
	<u>8,206</u>	<u>8,437</u>	<u>(231)</u>	<u>7,889</u>	<u>317</u>	<u>13,903</u>

# ANALYSIS OF PERSONNEL SERVICES AND BENEFITS FOR THE SEVEN MONTH PERIOD ENDING JANUARY 31, 2015

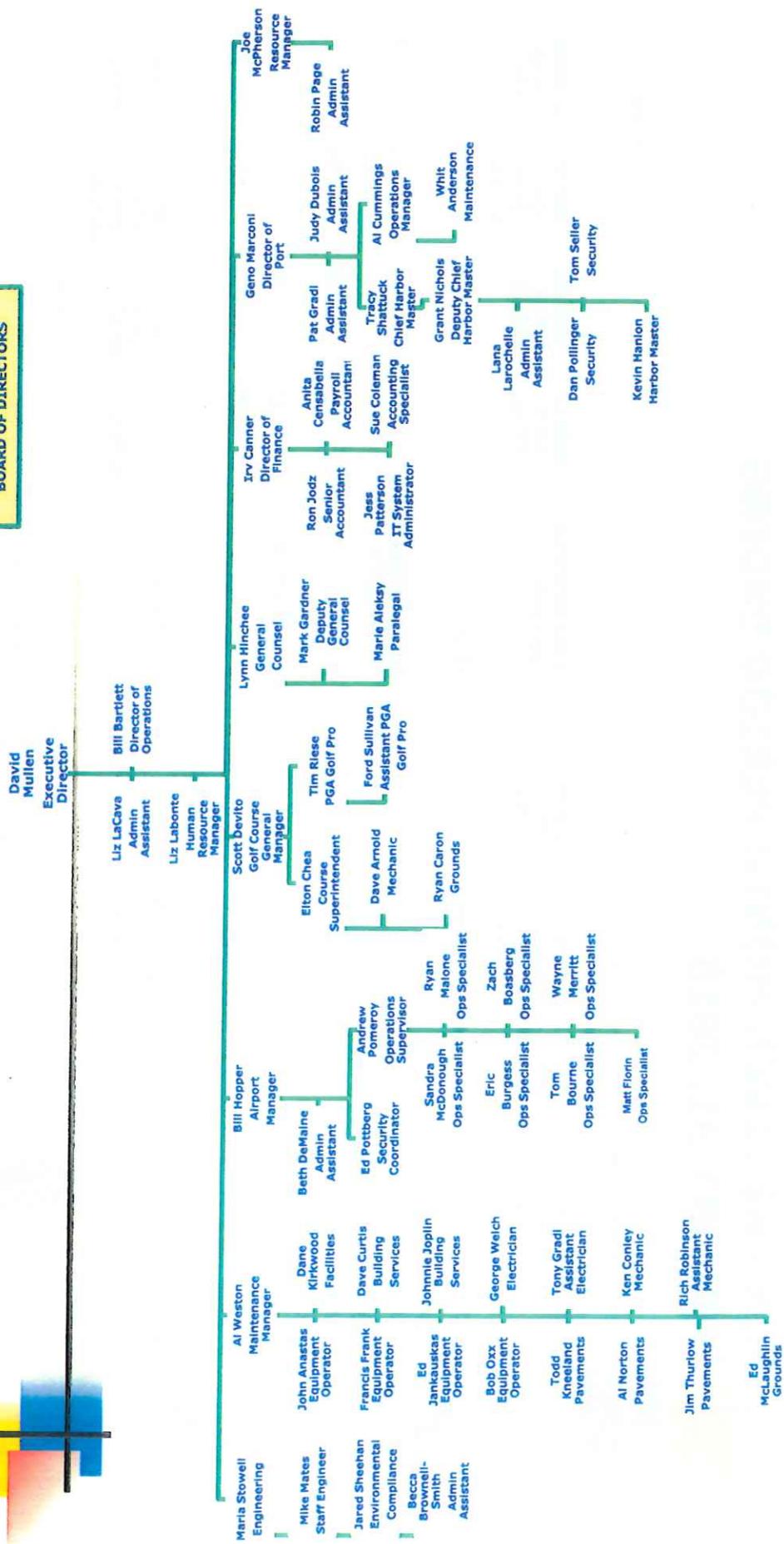
## STAFF ANALYSIS

	YEAR TO DATE		PRIOR YEAR TO DATE ACTUAL	SAL	HR/ BEN	HR/ NON	SE	CON	JAN MONTH END	DEC MONTH END	NOV MONTH END
	ACTUAL	BUDGET									
<b>WAGES</b>											
BENEFITED	2,097	2,111	2,000	6	-	1	1	-	8	16	38
NONBENEFITED	414	366	395	3	1	-	-	-	4	4	4
OVERTIME	119	111	130	9	1	4	1	-	15	15	16
ACCRUED VACATION AND SICK	-	-	-	-	-	-	2	1	3	3	3
	2,630	2,588	2,525	1	15	1	11	-	28	25	17
TRANSFER OUT	(345)	(417)	(198)	1	1	-	-	-	2	2	2
	<u>2,285</u>	<u>2,171</u>	<u>2,327</u>	<b>28</b>	<b>33</b>	<b>18</b>	<b>15</b>	<b>2</b>	<b>96</b>	<b>101</b>	<b>116</b>
<b>FRINGE BENEFITS</b>											
HEALTH INSUR	574	707	577	2	1	-	-	-	3	3	4
RETIREMENT	227	327	234	3	1	-	-	-	4	4	4
FICA	192	198	185	2	3	-	-	1	6	6	5
DENTAL	38	52	36								
ALL OTHER	99	80	60								
	1,130	1,364	1,092								
TRANSFER OUT	(18)	(125)	(20)								
	<u>3,397</u>	<u>1,239</u>	<u>1,072</u>								
	<b>3,397</b>	<b>3,410</b>	<b>3,399</b>								



# PEASE DEVELOPMENT AUTHORITY ORGANIZATION CHART (CURRENT)

## BOARD OF DIRECTORS



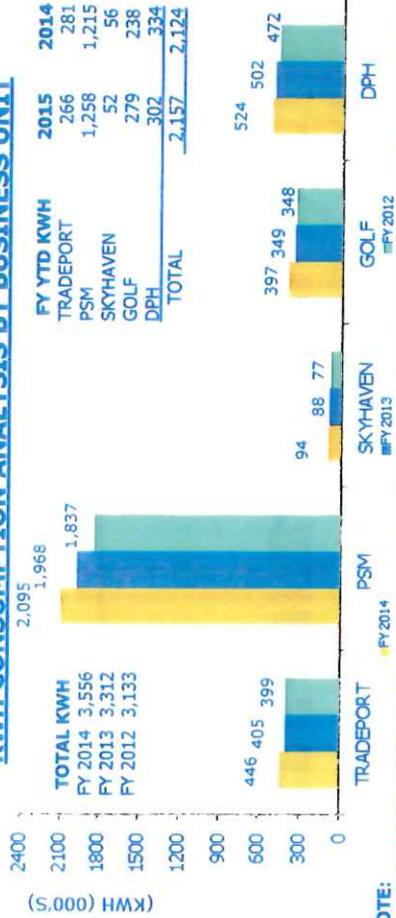
NOTE:  
1. EXCLUDES, NON-BENEFITED EMPLOYEES, CONTRACT AND SEASONAL EMPLOYEES.

# ANALYSIS OF OTHER OPERATING EXPENSES FOR THE SEVEN MONTH PERIOD ENDING JANUARY 31, 2015

(\$ 000's)

UTILITIES	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL	CURRENT YEAR BUDGET	PROFESSIONAL SERVICES	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL	CURRENT YEAR BUDGET
ELECTRICITY	249	206	225	412	LEGAL	13	64	21	110
WASTE DISPOSAL	68	100	93	171	INFORMATION TECHNOLOGY	51	43	44	74
NATURAL GAS AND OIL	38	47	41	122	AUDIT	55	36	44	62
PROPANE	31	33	36	62	ALL OTHER- NET	10	40	12	75
WATER	86	34	40	58		<b>129</b>	<b>183</b>	<b>121</b>	<b>321</b>
	<b>472</b>	<b>420</b>	<b>435</b>	<b>825</b>					

## KWH CONSUMPTION ANALYSIS BY BUSINESS UNIT



**NOTE:** PSNH INCREASED USAGE CHARGE FROM 7.1 CENTS/ KWH TO 9.5 CENTS/ KWH IN JANUARY 2013. PDA CURRENTLY HAS OUTSOURCED ACTIVITY AT A RATE OF 6.9 CENTS/ KWH FOR THE 15 MONTH PERIOD JULY 1, 2013 THROUGH SEPTEMBER 30, 2014. COMMENCING NOVEMBER 1, 2014 THE PDA HAS LOCKED INTO A FIXED RATE OF 9.7 CENTS/ KWH FOR A 26 MONTH PERIOD THROUGH NOVEMBER 2016.

# ANALYSIS OF NONOPERATING (INCOME) EXPENSE FOR THE SEVEN MONTH PERIOD ENDING JANUARY 31, 2015

(\$ 000's)

	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	\$ VARIANCE	PRIOR YEAR TO DATE ACTUAL	YEAR TO YEAR VARIANCE	CURRENT YEAR BUDGET
INTEREST EXPENSE	80	58	22	75	5	99
INTEREST INCOME AND OTHER	(2)	(4)	2	(4)	2	-
(GAIN) / LOSS ON SALE OF ASSETS	(1)	-	(1)	-	(1)	-
	<u>ZZ</u>	<u>54</u>	<u>23</u>	<u>Z1</u>	<u>6</u>	<u>92</u>

**INTEREST EXPENSE INCLUDES:**

	YEAR TO DATE	FISCAL BUDGET
PROVIDENT BANK	62	68
CITY OF PORTSMOUTH	18	31
TOTAL	<u>80</u>	<u>99</u>

**NOTE:**  
1. SEE PAGE #15 FOR FURTHER INFORMATION REGARDING THE PDA CURRENT DEBT STRUCTURE AND CURRENT INTEREST RATES.

# CONSOLIDATED STATEMENT OF NET POSITION

(\$ 000's)

ASSETS	JAN 2015		JUN 30 2014		CASH AND INVESTMENTS AT JANUARY 31, 2015		
	JAN 2015	JUN 30 2014	JAN 2015	JUN 30 2014	UNRESTRICTED	RESTRICTED	RESTRICTED
<b>CURRENT ASSETS</b>							
CASH AND INVESTMENTS	1,046	1,445	2,643	3,630			
ACCOUNTS RECEIVABLE-NET	1,473	2,035	390	544	672	-	-
INVENTORIES	303	360	1,850	2,000	12	-	-
PREPAID INSURANCE	214	173			48	-	-
TOTAL CURRENT ASSETS	<b>3,036</b>	<b>4,013</b>			<b>737</b>		
<b>RESTRICTED ASSETS</b>							
CASH AND INVESTMENTS	824	703	1,911	2,307			
REVOLVING LOAN FUND RECEIVABLES	855	936	<b>9,794</b>	<b>8,481</b>	94	-	-
TOTAL RESTRICTED ASSETS	<b>1,679</b>	<b>1,639</b>	71,540	69,972	94	-	468
<b>CAPITAL ASSETS</b>							
LAND	7,521	7,499	1,150	1,136			252
CONSTRUCTION IN PROCESS (PAGES #10-14)	10,163	7,261	468	443			43
OTHER CAPITAL ASSETS-NET	57,617	59,519	61	59			61
TOTAL CAPITAL ASSETS	<b>75,301</b>	<b>74,279</b>	3	(160)	121	-	-
<b>TOTAL ASSETS</b>	<b>80,016</b>	<b>79,931</b>	<b>73,222</b>	<b>71,450</b>	<b>309</b>	<b>824</b>	<b>824</b>
			<b>TOTAL NET POSITION</b>			<b>TOTAL</b>	
							<b>1,046</b>
							<b>824</b>

# SUMMARY OF INTERGOVERNMENTAL RECEIVABLES AS OF JANUARY 31, 2015

(\$ 000's)

PROJECT NAME	APPROVAL DATE	TOTAL PROJECT	GRANT AWARD	EXPENDED TO DATE	PDA SHARE	RECEIVED TO DATE	BALANCE DUE PDA	AMOUNT SUBMITTED
TRADEPORT MULTI-USE PATH	11-20-08	802	642	1,165	(233)	247	685	366
TRADEPORT BUILDING DEMO AT 80 ROCHESTER	12-21-11	800	400	759	(380)	291	88	-
PSM NOISE EXPOSURE MAP UPDATE (FAA #52)	05-31-12	162	150	161	(12)	128	21	21
PSM PAVEMENT AND DRAINAGE RESTORATION (FAA #54)	07-03-12	105	97	99	(8)	84	7	7
PSM AIRPORT MARKING AND SIGNAGE (FAA #55)	08-28-12	448	414	410	(31)	346	33	-
PSM RUNWAY DEMAND LENGTH ANALYSIS	04-16-13	78	74	76	(4)	64	8	-
PSM ASR CONSTRUCTION PROJECT	04-16-13	3,461	3,288	1,724	(231)	1,489	4	4
PSM PAVEMENT AND DRAINAGE	11-06-13	1,310	1,244	1,140	(153)	975	12	12
PSM OBSTRUCTION REMOVAL / PERMITTING AND DESIGN	-	-	-	2	2	-	-	-
PSM RUNWAY 16-34 PRE-DESIGN	-	-	-	2	2	-	-	-
PSM OBSTRUCTION MITIGATION DESIGN (FAA #49)	05-23-11	318	318	249	-	227	22	18
SKYHAVEN RUNWAY 15-33 R,M,L & S (SBG 05-2012)	06-18-14	3,790	3,601	2,511	(348)	2,138	25	-
SKYHAVEN TAXILANE PAVEMENT AND DRAINAGE	-	-	-	9	9	-	-	-
SKYHAVEN RUNWAY DESIGN AND RECON (SBG 04-2012)	09-04-13	567	539	496	(25)	467	4	-
DPH RYE FLOATING DOCK REPLACEMENT	-	-	-	78	(76)	2	-	-
DPH FEMA CAMERA INSTALLATION AT NEWCASTLE PIER	-	-	-	25	4	-	21	-
DPH SEABROOK / HAMPTON DREDGING	-	-	-	1,668	(324)	1,344	-	-
DPH SOUTH ACCESS BRIDGE REPLACEMENT	-	-	-	384	-	384	-	-
DPH HAMPTON HARBOR PIER RENOVATIONS	-	-	-	1,583	(70)	1,513	-	-
DPH WATER QUALITY IMPROVEMENT- 555 MARKET STREET	-	-	-	1,919	(921)	998	-	-
				<b>930</b>			<b>428</b>	<b>428</b>

# SUMMARY OF CONSTRUCTION WORK IN PROGRESS AS OF JANUARY 31, 2015

(\$ 000's)

PROJECT NAME	BALANCE AT 06-30-14	CURRENT YEAR EXPENDITURES	TRANSFER TO PLANT IN SERVICE	NET CURRENT YEAR CHANGE	BALANCE AT 01-31-15
<b>PORTSMOUTH AIRPORT</b>					
OBSTRUCTION MITIGATION DESIGN (FAA #49)	238	11	-	11	249
NOISE EXPOSURE MAP UPDATE (FAA #52)	148	13	161	(148)	-
PAVEMENT AND DRAINAGE RESTORATION (FAA #54)	-	2	-	2	2
RUNWAY DEMAND AND LENGTH ANALYSIS (SBG 1601)	70	6	-	6	76
ASR CONSTRUCTION PROJECT (SBG 1602)	1,089	635	-	635	1,724
AIRFIELD MARKING AND SIGNAGE (FAA #55)	8	2	10	(8)	-
PAVEMENT AND DRAINAGE RESTORATION (SBG 1603)	596	544	-	544	1,140
PSM OBSTRUCTION PERMITTING AND DESIGN	2	-	-	-	2
JFE RUNWAY 16-34 PRE-DESIGN	2	-	-	-	2
AIRPORT OPERATIONS SOFTWARE / SERVER	5	20	25	(5)	-
TSA FACILITIES PROJECT	55	3	58	(55)	-
2015 CHEVY K2500 PICK-UP TRUCK	-	41	41	-	-
	<b>2,213</b>	<b>1,277</b>	<b>295</b>	<b>982</b>	<b>3,195</b>

# SUMMARY OF CONSTRUCTION WORK IN PROGRESS AS OF JANUARY 31, 2015

(CONTINUED):

(\$ 000's)

<u>PROJECT NAME</u>	BALANCE AT 06-30-14	CURRENT YEAR EXPENDITURES	TRANSFER TO PLANT IN SERVICE	NET CURRENT YEAR CHANGE	BALANCE AT 01-31-15
<b>SKYHAVEN AIRPORT</b>					
RUNWAY DESIGN AND RECONSTRUCTION (SBG 04-2012)	485	11	-	11	496
TAXILANE PAVEMENT AND DRAINAGE (SBG05-2012)	-	9	-	9	9
RUNWAY 15-33 RECONSTRUCT-MARKING AND SIGNAGE (SBG 05-2012)	-	2,511	-	2,511	2,511
	<b>485</b>	<b>2,531</b>	<b>-</b>	<b>2,531</b>	<b>3,016</b>
<b>MAINTENANCE</b>	<b>=</b>	<b>=</b>	<b>=</b>	<b>=</b>	<b>=</b>
<b>ADMINISTRATION</b>	<b>=</b>	<b>=</b>	<b>=</b>	<b>=</b>	<b>=</b>
COMPUTER SERVER UPGRADE	<b>=</b>	<b>62</b>	<b>62</b>	<b>=</b>	<b>=</b>

# SUMMARY OF CONSTRUCTION WORK IN PROGRESS AS OF JANUARY 31, 2015

(CONTINUED):

(\$ 000's)

PROJECT NAME	BALANCE AT 06-30-14	CURRENT YEAR EXPENDITURES	TRANSFER TO PLANT IN SERVICE	NET CURRENT YEAR CHANGE	BALANCE AT 01-31-15
<b>GOLF COURSE</b>					
COURSE IRRIGATION / DRAINAGE IMPROVEMENTS	1	9	11	(2)	(1)
PARKING LOT RENOVATIONS	18	2	20	(18)	-
CLUBHOUSE EXPANSION (DESIGN ONLY)	7	11	-	11	18
PATIO EXPANSION	13	15	28	(13)	-
SIMULATOR EQUIPMENT	-	7	7	-	-
TURBO 27 TOW BEHIND MOWER	-	7	7	-	-
2 H25 ALL WEATHER HD TELEVISIONS	-	7	7	-	-
	<b><u>39</u></b>	<b><u>58</u></b>	<b><u>80</u></b>	<b><u>(22)</u></b>	<b><u>17</u></b>

# SUMMARY OF CONSTRUCTION WORK IN PROGRESS AS OF JANUARY 31, 2015

(CONTINUED):

(\$ 000's)

<u>PROJECT NAME</u>	BALANCE AT 06-30-14	CURRENT YEAR EXPENDITURES	TRANSFER TO PLANT IN SERVICE	NET CURRENT YEAR CHANGE	BALANCE AT 01-31-15
<b>TRADEPORT</b>					
MULTI-USE PATH	633	531	1,164	(633)	-
LAND IMPROVEMENT AND BUILDING DEMO (80 ROCHESTER)	6	4	10	(6)	-
ROUNDABOUT- BUILDING #90	8	-	-	-	8
ROOF RENOVATIONS- 55 INTERNATIONAL DRIVE	24	150	174	(24)	-
CORPORATE DRIVE RIGHT TURN LANE	-	2	2	-	-
	<u>671</u>	<u>687</u>	<u>1,350</u>	<u>(663)</u>	<u>8</u>

# SUMMARY OF CONSTRUCTION WORK IN PROGRESS AS OF JANUARY 31, 2015

(CONTINUED):

(\$ 000's)

<u>PROJECT NAME</u>	BALANCE AT 06-30-14	CURRENT YEAR EXPENDITURES	TRANSFER TO PLANT IN SERVICE	NET CURRENT YEAR CHANGE	BALANCE AT 01-31-15
<b>DIVISION OF PORTS AND HARBORS</b>					
WATER QUALITY IMPROVEMENT	1,870	49	-	49	1,919
HAMPTON HARBOR DESIGN AND RENOVATIONS	1,583	-	-	-	1,583
RYE FLOATING DOCK REPLACEMENT	15	1	-	1	16
SOUTH ACCESS BRIDGE REPLACEMENT	384	-	-	-	384
CAMERAS- NEWCASTLE PIER	-	25	-	25	25
	<b><u>3,852</u></b>	<b><u>75</u></b>	<b><u>-</u></b>	<b><u>75</u></b>	<b><u>3,927</u></b>
TOTAL	<b><u>7,260</u></b>	<b><u>4,690</u></b>	<b><u>1,787</u></b>	<b><u>2,903</u></b>	<b><u>10,163</u></b>

# ANALYSIS OF LONG TERM LIABILITIES AS OF JANUARY 31, 2015

(\$ 000's)

## SCHEDULE OF DEBT SERVICE REPAYMENT

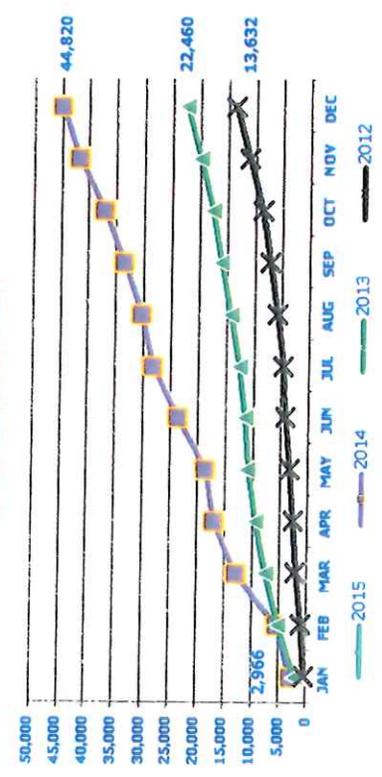
DEBT HOLDER / INTEREST RATE	CURRENT PORTION	LONG TERM PORTION	TOTAL AMOUNT DUE	FISCAL YEAR	THE PROVIDENT BANK @ 3.46%	THE PROVIDENT BANK @ 3.11%	CITY OF PORTS NH @ 4.50%	TOTAL DEBT
PROVIDENT BANK @ 3.46%	209	21	230	2015	209	291	116	616
PROVIDENT BANK @ 3.11%	290	784	1,074	2016	142	302	116	560
CITY OF PORTSMOUTH-WATER POLLUTION CONTROL NOTE @ 4.50%	116	465	581	2017	-	309	116	425
	<u>615</u>	<u>1,270</u>	<u>1,885</u>	2020	-	-	117	117
TENANT ADVANCES (LONZA)	26	=	26	PAID IN FY 2015	351	1,219	697	2,267
TOTAL	<u>641</u>	<u>1,270</u>	<u>1,911</u>	TOTAL	<u>230</u>	<u>1,074</u>	<u>581</u>	<u>1,885</u>
					<u>(121)</u>	<u>(145)</u>	<u>(116)</u>	<u>(382)</u>

# STATEMENT OF OPERATIONS FOR THE SEVEN MONTH PERIOD ENDING JANUARY 31, 2015 PORTSMOUTH AIRPORT

(\$ 000's)

	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE ACTUAL	YEAR TO DATE ACTUAL	FISCAL YEAR BUDGET
<b>OPERATING REVENUES</b>	<u>454</u>	<u>423</u>	<u>31</u>	<u>865</u>
FACILITIES RENT	310	312		560
CARGO AND HANGARS	88	76		154
CONCESSION REVENUES	10	2		4
FEE REVENUES	9	1		97
ALL OTHER	37	32	1	50
	<u>454</u>	<u>423</u>		<u>865</u>
<b>OPERATING EXPENSES</b>				
PERSONNEL SERVICES AND BENEFITS	484	489	(5)	916
BUILDINGS AND FACILITIES MAINTENANCE	532	438	94	1,362
GENERAL AND ADMINISTRATIVE	102	101	1	180
UTILITIES	160	176	(16)	335
PROFESSIONAL SERVICES	-	-	-	-
MARKETING AND PROMOTION	10	13	(3)	23
ALL OTHER	-	-	-	-
	<u>1,288</u>	<u>1,217</u>	<u>71</u>	<u>2,816</u>
	(834)	(794)	40	(1,951)
<b>OPERATING INCOME</b>				
<b>NONOPERATING (INCOME) AND EXPENSE</b>				
DEPRECIATION AND AMORTIZATION	2,266	2,251	15	4,060
<b>NET OPERATING INCOME</b>	<u>(3,100)</u>	<u>(3,045)</u>	<u>55</u>	<u>(6,011)</u>

**ENPLANEMENT DATA**





# STATEMENT OF OPERATIONS FOR THE SEVEN MONTH PERIOD ENDING JANUARY 31, 2015 TRADEPORT

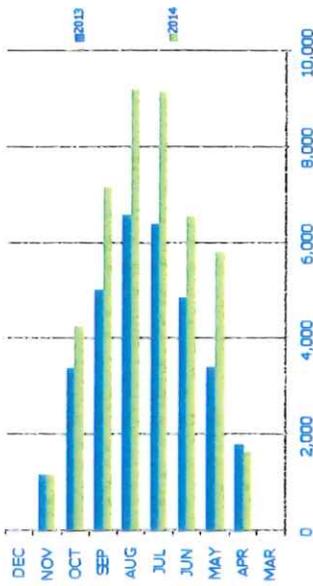
(\$ 000's)

	YEAR TO DATE ACTUAL	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE ACTUAL	YEAR TO YEAR VARIANCE	FISCAL YEAR BUDGET
<b>OPERATING REVENUES</b>	<b>4,596</b>	<b>4,816</b>	<b>4,816</b>	<b>(220)</b>	<b>7,887</b>
(\$ 000's)					
RENTAL OF FACILITIES	4,542	4,780	4,780		7,827
INTEREST INCOME ON LOANS	-	-	-		-
ALL OTHER- NET	54	36	36	(14)	364
	<u>4,596</u>	<u>4,816</u>	<u>4,816</u>		<u>7,887</u>
<b>OPERATING EXPENSES</b>					
PERSONNEL SERVICES AND BENEFITS	-	-	-		-
BUILDINGS AND FACILITIES MAINTENANCE	156	170	170	(14)	364
GENERAL AND ADMINISTRATIVE	31	504	504	(473)	64
UTILITIES	66	92	92	(26)	175
PROFESSIONAL SERVICES	-	9	9	(9)	10
MARKETING AND PROMOTION	-	-	-		20
ALL OTHER	46	43	43	3	120
	<u>299</u>	<u>818</u>	<u>818</u>	<u>(519)</u>	<u>753</u>
<b>OPERATING INCOME</b>	<b>4,297</b>	<b>3,998</b>	<b>3,998</b>	<b>299</b>	<b>7,134</b>
<b>NONOPERATING (INCOME) AND EXPENSE</b>	<b>(1)</b>	<b>(2)</b>	<b>(2)</b>	<b>1</b>	<b>(3)</b>
<b>DEPRECIATION AND AMORTIZATION</b>	<b>589</b>	<b>563</b>	<b>563</b>	<b>26</b>	<b>1,017</b>
<b>NET OPERATING INCOME</b>	<b>3,709</b>	<b>3,437</b>	<b>3,437</b>	<b>272</b>	<b>6,120</b>



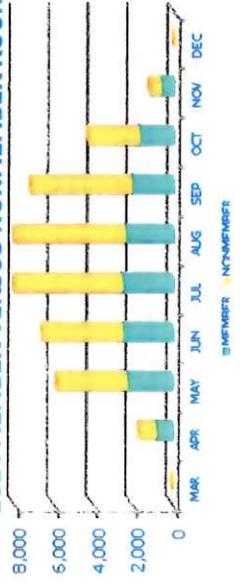
# KEY GOLF COURSE BENCHMARKING DATA AS OF FEBRUARY 28, 2015

ROUNDS OF GOLF PLAYED



SEASON	2011	2012	2013	2014
SEASON	47,788	51,001	32,728	44,942
RAINFALL	51	48	49	58

2014 MEMBER VERSUS NONMEMBER ROUNDS



	GOLF SIMULATOR REVENUES	FY 2015	FY 2014	BAR AND GRILL GROSS SALES	FY 2015	FY 2014
JULY		\$ -	\$ 285	JULY	\$ 164,577	\$ 134,339
AUGUST		-	35	AUGUST	168,895	126,688
SEPTEMBER		-	20	SEPTEMBER	157,632	106,735
OCTOBER		2,102	1,883	OCTOBER	113,012	84,490
NOVEMBER		12,929	12,839	NOVEMBER	72,858	67,358
DECEMBER		16,600	17,141	DECEMBER	95,487	68,224
JANUARY		25,580	24,680	JANUARY	71,415	61,398
FEBRUARY		21,984	23,438	FEBRUARY	67,945	59,814
MARCH		-	26,047	MARCH	-	68,207
APRIL		-	8,206	APRIL	-	86,823
MAY		-	196	MAY	-	124,765
JUNE		-	240	JUNE	-	123,880
TOTAL		\$ 79,195	\$ 115,010	TOTAL	\$ 911,821	\$ 1,112,721

CLUB/ COURSE FUNCTIONS	FY 2012 ACTUAL	FY 2013 ACTUAL	2013 YTD	2014 YTD
GROUPS 12-40	\$ 22,271	\$ 10,020	\$ 8,520	\$ 28,860
TOURNAMENT PLAY	135,225	109,210	90,104	127,738
LEAGUES	101,517	112,420	65,882	81,059
FOOD AND ROOM FEES	117,013	152,389	115,513	171,488

2013 YTD ROUNDS		
MEMBER	12,673	
NONMEMBER	20,055	
TOTAL	32,728	

2014 YTD ROUNDS		
MEMBER	15,019	
NONMEMBER	29,923	
TOTAL	44,942	

# STATEMENT OF OPERATIONS FOR THE SEVEN MONTH PERIOD ENDING JANUARY 31, 2015 PORT AUTHORITY OF NEW HAMPSHIRE (UNRESTRICTED)

(\$ 000's)

	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE ACTUAL	YEAR TO YEAR VARIANCE	FISCAL YEAR BUDGET	OPERATING REVENUES	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE ACTUAL	YEAR TO YEAR VARIANCE	FISCAL YEAR BUDGET
<b>OPERATING REVENUES</b>	<u>1,632</u>	<u>1,445</u>	<u>187</u>	<u>2,816</u>	FACILITY RENTALS	305	243	62	538
<b>OPERATING EXPENSES</b>					CONCESSION REVENUE	8	3	5	5
PERSONNEL SERVICES AND BENEFITS	683	646	37	1,311	FEE REVENUE				
BUILDINGS AND FACILITIES MAINTENANCE	101	200	(99)	272	MOORING FEES	195	203	(8)	350
GENERAL AND ADMINISTRATIVE	65	63	2	119	PARKING	95	94	1	150
UTILITIES	97	74	23	166	REGISTRATIONS	20	29	(9)	165
PROFESSIONAL SERVICES	15	15	-	18	WHARF / DOCK	<u>259</u>	<u>171</u>	<u>88</u>	<u>190</u>
MARKETING AND PROMOTION	1	1	-	2	FUEL SALES	<u>569</u>	<u>497</u>	<u>72</u>	<u>855</u>
ALL OTHER - FUEL	611	535	76	888	ALL OTHER	108	126	(18)	453
	<u>1,573</u>	<u>1,534</u>	<u>39</u>	<u>2,776</u>	<b>TOTAL</b>	<b><u>1,632</u></b>	<b><u>1,445</u></b>	<b><u>187</u></b>	<b><u>2,816</u></b>
<b>OPERATING INCOME</b>	59	(89)	148	40	<b>BUSINESS UNIT ANALYSIS</b>				
<b>NONOPERATING (INCOME) AND EXPENSE</b>	-	-	-	-	OPERATING REVENUES	177	203	406	215
<b>DEPRECIATION AND AMORTIZATION</b>	358	316	42	550	HAMPTON HARBOR	191	423	278	263
<b>NET OPERATING INCOME</b>	<u>(299)</u>	<u>(405)</u>	<u>106</u>	<u>(510)</u>	RYE HARBOR	12	(17)	351	(48)
					PORTSMOUTH FISH PIER				(202)
					HARBOR MANAG				
					ADMIN				

# STATEMENT OF OPERATIONS FOR THE SEVEN MONTH PERIOD ENDING JANUARY 31, 2015 PORT AUTHORITY OF NEW HAMPSHIRE (RESTRICTED)

	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE ACTUAL	YEAR TO YEAR VARIANCE	FISCAL YEAR BUDGET	FOREIGN TRADE ZONE	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE ACTUAL	YEAR TO YEAR VARIANCE	FISCAL YEAR BUDGET
<b>HARBOR DREDGING</b>									
<b>OPERATING REVENUES</b>	55	65	(10)	122	<b>OPERATING REVENUES</b>	15	5	10	15
<b>OPERATING EXPENSES</b>					<b>OPERATING EXPENSES</b>				
PERSONNEL SERVICES AND BENEFITS	-	-	-	-	PERSONNEL SERVICES AND BENEFITS	-	-	-	-
BUILDINGS AND FACILITIES MAINTENANCE	21	-	21	-	BUILDINGS AND FACILITIES MAINTENANCE	-	-	-	-
GENERAL AND ADMINISTRATIVE	-	-	-	-	GENERAL AND ADMINISTRATIVE	-	1	(1)	1
UTILITIES	-	-	-	(5)	UTILITIES	-	-	-	-
PROFESSIONAL SERVICES	-	-	-	-	PROFESSIONAL SERVICES	-	-	-	-
MARKETING AND PROMOTION	-	-	-	-	MARKETING AND PROMOTION	3	3	-	9
ALL OTHER	-	-	-	-	ALL OTHER	-	-	-	-
<b>OPERATING INCOME</b>	21	65	21	(5)	<b>OPERATING INCOME</b>	3	4	(1)	10
<b>NONOPERATING (INCOME) AND EXPENSE</b>	34	-	(31)	127	<b>NONOPERATING (INCOME) AND EXPENSE</b>	12	1	11	5
<b>DEPRECIATION AND AMORTIZATION</b>	7	8	(1)	13	<b>DEPRECIATION AND AMORTIZATION</b>	-	-	-	-
<b>NET OPERATING INCOME</b>	27	57	(30)	114	<b>NET OPERATING INCOME</b>	12	1	11	5

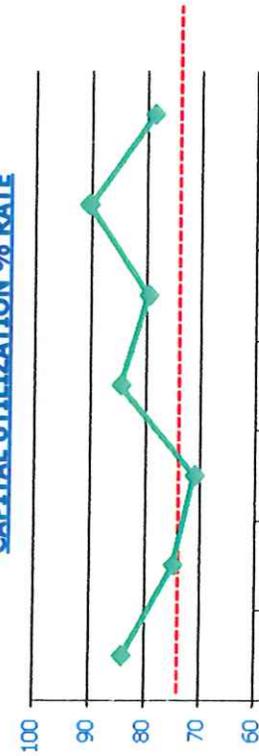
# STATEMENT OF OPERATIONS FOR THE SEVEN MONTH PERIOD ENDING JANUARY 31, 2015 PORT AUTHORITY OF NEW HAMPSHIRE (RESTRICTED)

(CONTINUED)

	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE ACTUAL	YEAR TO YEAR VARIANCE	FISCAL YEAR BUDGET	REVOLVING LOAN FUND RECONCILIATION		
					BALANCE AT 01-31-2015	BALANCE AT 06-30-2014	BALANCE AT 06-30-2013
<b>REVOLVING LOAN FUND</b>							
<b>OPERATING REVENUES</b>	22	22	-	39	252	158	154
<b>OPERATING EXPENSES</b>					43	43	43
PERSONNEL SERVICES AND BENEFITS					295	201	197
BUILDINGS AND FACILITIES MAINTENANCE							
GENERAL AND ADMINISTRATIVE							
UTILITIES							
PROFESSIONAL SERVICES	10	12	(2)	25	128	126	107
MARKETING AND PROMOTION					727	809	814
ALL OTHER					855	935	921
					1,150	1,136	1,118
					74.3%	82.3%	82.4%
<b>OPERATING INCOME</b>	10	12	(2)	25			
NONOPERATING (INCOME) AND EXPENSE	12	10	2	-			
DEPRECIATION AND AMORTIZATION							
NET OPERATING INCOME	12	10	2	14			

(\$ 000's)

**CAPITAL UTILIZATION % RATE**



FINANCE COMMITTEE MEETING- MARCH 16, 2015



**CASH FLOW PROJECTIONS FOR THE  
NINE MONTH PERIOD ENDING  
NOVEMBER 30, 2015**  
*(EXCLUDING THE DIVISION OF PORTS AND HARBORS)*



**FINANCE COMMITTEE MEETING  
MARCH 16, 2015**

# PEASE DEVELOPMENT AUTHORITY CASH FLOW SUMMARY OVERVIEW MARCH 1, 2015 TO NOVEMBER 30, 2015

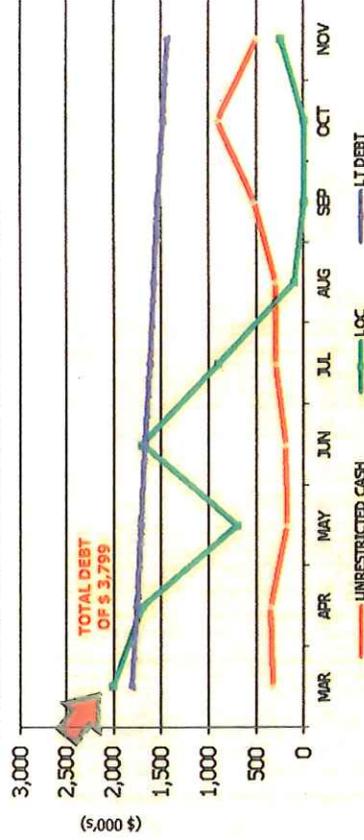
(\$ 000's)

	AMOUNT
<b>OPENING FUND BALANCE</b>	<b><u>187</u></b>
<b>SOURCES OF FUNDS</b>	
TRADEPORT RELATED BILLINGS	6,340
FEDERAL / STATE GRANT AWARDS	1,918
GOLF COURSE FEE AND CONCESSION REVENUES	1,380
MUNICIPAL SERVICE FEE (COP)- NET	1,119
PORTSMOUTH AIRPORT	420
SKYHAVEN AIRPORT HANGAR AND FUEL REVENUES	174
EXTERNAL BANK WORKING CAPITAL- NET	(1,250)
	<u>10,101</u>
<b>USES OF FUNDS</b>	
EMPLOYEE WAGES AND BENEFITS	3,895
CAPITAL EXPENDITURES- GRANT RELATED	2,249
CAPITAL EXPENDITURES- NON GRANT RELATED	2,107
OPERATING EXPENSES	1,135
LONG TERM DEBT RETIREMENT	405
<b>NET CASH FLOW</b>	<b><u>9,791</u></b>
	<u>310</u>
<b>CLOSING FUND BALANCE</b>	<b><u>497</u></b>

## DISCUSSION

THE PDA WILL CONTINUE TO NEED TO FURTHER UTILIZE IT'S SHORT TERM LINE OF CREDIT WITH THE PROVIDENT BANK TO PRIMARILY FINANCE PROJECTED GRANT RELATED CAPITAL EXPENDITURES.

CURRENT SENSITIVITIES TOWARD FUTURE PROJECTIONS INCLUDE 1) RECEIPT OF FEDERAL / STATE GRANT AWARDS, 2) ACCURACY OF CAPITAL EXPENDITURE FORECAST AND 3) TRADEPORT REVENUE STREAMS INCLUDING GSA.



TOTAL FUNDS(000's)	BALANCE AT 02-28-2015	BALANCE AT 06-30-2014
PDA UNRESTRICTED	187	957
PDA DESIGNATED	65	75
DPH UNRESTRICTED	419	296
DPH DESIGNATED	121	117
DPH RESTRICTED	804	703
<b>TOTAL</b>	<b>1,596</b>	<b>2,148</b>

# PEASE DEVELOPMENT AUTHORITY STATEMENT OF CASH FLOW MARCH 1, 2015 TO NOVEMBER 30, 2015

(\$ 000's)

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	TOTAL
<b>OPENING FUND BALANCE</b>	<u>187</u>	<u>334</u>	<u>353</u>	<u>176</u>	<u>199</u>	<u>297</u>	<u>309</u>	<u>527</u>	<u>919</u>	<u>187</u>
<b>SOURCES OF FUNDS</b>										
GRANT AWARDS (SEE PAGE #9)	-	-	792	70	382	360	-	314	-	1,918
TRADEPORT RELATED BILLINGS	665	735	650	715	700	700	735	715	725	6,340
MUNICIPAL SERVICE FEE (COP)	208	355	205	208	355	205	208	355	205	2,304
GOLF COURSE	50	75	100	225	225	240	215	175	75	1,380
PORTSMOUTH AIRPORT	45	50	45	45	50	45	45	50	45	420
SKYHAVEN AIRPORT	16	16	18	20	22	22	22	20	18	174
WORKING CAPITAL RLOC- NET	500	(300)	(1,000)	1,000	(800)	(800)	(100)	-	250	(1,250)
	<u>1,484</u>	<u>931</u>	<u>810</u>	<u>2,283</u>	<u>934</u>	<u>772</u>	<u>1,125</u>	<u>1,629</u>	<u>1,318</u>	<u>11,286</u>
<b>USE OF FUNDS</b>										
CAPITAL- GRANT RELATED (SEE PAGE #4)	757	50	250	452	65	40	35	135	465	2,249
CAPITAL- NONGRANT (SEE PAGES #5-#8)	-	141	162	65	180	150	307	385	717	2,107
EMPLOYEE WAGES AND BENEFITS	390	514	390	400	426	415	405	552	403	3,895
OPERATING EXPENSES	145	130	140	145	120	110	115	120	110	1,135
MUNICIPAL SERVICE FEE (COP)	-	32	-	1,153	-	-	-	-	-	1,185
LONG TERM DEBT RETIREMENT (SEE PAGES #10-#11)	45	45	45	45	45	45	45	45	45	405
	<u>1,337</u>	<u>912</u>	<u>987</u>	<u>2,260</u>	<u>836</u>	<u>760</u>	<u>907</u>	<u>1,237</u>	<u>1,740</u>	<u>10,976</u>
<b>NET CASH FLOW</b>	147	19	(177)	23	98	12	218	392	(422)	310
<b>CLOSING FUND BALANCE</b>	<u>334</u>	<u>353</u>	<u>176</u>	<u>199</u>	<u>297</u>	<u>309</u>	<u>527</u>	<u>919</u>	<u>497</u>	<u>497</u>

# PEASE DEVELOPMENT AUTHORITY PROJECTED CAPITAL EXPENDITURES MARCH 1, 2015 TO NOVEMBER 30, 2015

(\$ 000's)

	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	TOTAL
<b><u>GRANT REIMBURSEMENT</u></b>										
<b>PORTSMOUTH AIRPORT</b>										
OBSTRUCTION MITIGATION- PHASE II	50	50	200	225	-	-	-	-	-	525
SNOW REMOVAL EQUIPMENT **	-	-	-	-	-	-	-	80	400	480
IDENTIFICATION MANAGEMENT SYSTEM**	-	-	-	-	65	40	35	55	65	260
<b>SKYHAVEN AIRPORT</b>										
RUNWAY REHAB AND DESIGN	7	-	-	-	-	-	-	-	-	7
RUNWAY CONSTRUCTION	700	-	25	157	-	-	-	-	-	882
<b>TRADEPORT</b>										
MULTI USE PATH (GRAFTON DRIVE SECTION ONLY)	-	-	25	-	-	-	-	-	-	25
MULTI USE PATH (ROUTE #33)	-	-	-	70	-	-	-	-	-	70
<b>TOTAL GRANT</b>	<b>757</b>	<b>50</b>	<b>250</b>	<b>452</b>	<b>65</b>	<b>40</b>	<b>35</b>	<b>135</b>	<b>465</b>	<b>2,249</b>

# PEASE DEVELOPMENT AUTHORITY PROJECTED CAPITAL EXPENDITURES MARCH 1, 2015 TO NOVEMBER 30, 2015

(\$ 000's)

(CONTINUED):

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	TOTAL
<b><u>NONGRANT REIMBURSEMENT</u></b>										
<b>TRADEPORT</b>										
TERMINAL SIGN GUIDES (ROADWAYS) **	-	-	-	-	-	-	-	-	75	75
AIRPORT HIGHWAY SIGNAGE **	-	-	-	-	-	-	-	25	75	100
AIRPORT ENTRANCE SIGN- EXETER STREET**	-	-	30	20	-	-	-	-	-	50
NORTH ENTRANCE WELCOME SIGN **	-	-	30	-	-	-	-	-	-	30
BUILDING DEM- 53 DURHAM **	-	-	-	-	-	-	-	50	-	50
UNDERGROUND STREET LIGHTING **	-	-	-	-	-	-	-	25	100	125
SIDEWALKS- PEDESTRIAN FACILITIES**	-	-	-	-	-	-	-	50	25	75
DRAINAGE DITCHES **	-	-	-	-	-	-	20	-	-	20
SURFACE TRANSPORTATION PLAN **	-	-	-	-	-	-	-	-	25	25
WASTE WATER TREATMENT PLANT STUDY	=	=	8	=	=	=	=	=	=	8
	=	=	68	20	=	=	20	150	300	558

NOTE:  
\*\* PENDING BOARD APPROVAL

**PEASE DEVELOPMENT AUTHORITY  
 PROJECTED CAPITAL EXPENDITURES  
 MARCH 1, 2015 TO NOVEMBER 30, 2015**

(\$ 000's)

(CONTINUED):

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	TOTAL
<b><u>NONGRANT REIMBURSEMENT</u></b>										
<b>SKYHAVEN AIRPORT</b>										
HANGAR I RENOVATIONS **	=	=	10	=	=	20	60	60	=	150
<b>ADMINISTRATION</b>										
COMPUTERS / PRINTERS / SOFTWARE / SERVERS / TELECOMMUNICATIONS **	=	=	24	=	=	=	22	=	28	74

NOTE:  
 \*\* PENDING BOARD APPROVAL

# PEASE DEVELOPMENT AUTHORITY PROJECTED CAPITAL EXPENDITURES MARCH 1, 2015 TO NOVEMBER 30, 2015

(\$ 000's)

(CONTINUED):

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	TOTAL
<b><u>NONGRANT REIMBURSEMENT (CONTINUED):</u></b>										
<b>GOLF COURSE</b>										
SIMULATOR UPGRADES **	-	-	-	-	-	-	-	-	20	20
WALKING GREEN'S MOWER**	-	25	-	-	15	-	-	-	-	40
FUEL TANK PAD **	-	-	-	-	-	-	-	50	-	50
CLUBHOUSE RENOVATIONS AND EXPANSION **	-	23	30	45	-	-	-	20	30	148
GREEN TEE AREATOR **	-	26	-	-	-	-	-	-	-	26
POINT OF SALE SYSTEM UPGRADE **	-	-	15	-	-	-	-	-	-	15
RANGE CART WITH CAGE **	-	-	-	-	-	15	-	-	-	15
TRIM MOWERS**	-	42	-	-	25	-	-	-	-	67
WEBSITE ENHANCEMENTS **	-	10	15	-	-	-	-	-	-	25
CABLE / INTERNET **	-	15	-	-	-	-	-	-	-	15
SERVER REPLACEMENT **	-	-	10	-	-	-	-	-	-	10
GREEN'S ROLLER **	-	-	-	-	25	-	-	-	-	25
SWEEPER / VACUM **	-	-	-	-	25	-	-	-	-	25
FAIRWAY AERATOR **	-	-	-	-	30	-	-	-	-	30
	=	141	70	45	120	15	=	70	50	511

NOTE:  
\*\* PENDING BOARD APPROVAL

# PEASE DEVELOPMENT AUTHORITY PROJECTED CAPITAL EXPENDITURES MARCH 1, 2015 TO NOVEMBER 30, 2015

(\$ 000's)

(CONTINUED):

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	TOTAL
<b><u>NONGRANT REIMBURSEMENT (CONTINUED):</u></b>										
<b>PORTSMOUTH AIRPORT</b>										
BATHROOM RENOVATIONS **	-	-	-	20	40	140	-	-	-	200
AIRFIELD RUNWAY RELAMPING **	-	-	-	-	-	-	25	-	-	25
REROOFING OF HUT # 7 AND #8 **	-	-	-	-	-	-	50	-	-	50
SECURITY ACCESS SYSTEM REPLACEMENT**	-	-	-	-	-	-	-	-	50	50
NEW SECURITY DOORS- P1**	-	-	-	-	-	-	-	-	10	10
	=	=	=	20	40	140	75	60		335
<b>MAINTENANCE</b>										
AIR CONDITIONING- 7 LEE STREET **	-	-	-	40	-	-	-	-	-	40
VEHICLE FLEET- DUMP BODY **	-	-	-	-	-	-	30	-	-	30
OVERHEAD DOOR- INCINERATOR PLANT **	-	-	-	-	-	-	-	-	7	7
LOADER PLWO- ARTIC **	-	-	-	-	-	-	-	22	-	22
FORKLIFT REPLACEMENT **	-	-	-	-	-	15	-	-	-	15
BUILDING INFRASTRUCTURE **	-	-	-	-	-	-	-	-	50	50
75 ROCHESTER- FIRE ALARM **	-	-	-	-	75	-	-	-	-	75
SIDEWALK PLOW / SWEEPER**	-	-	-	-	-	-	-	-	200	200
VEHICLE FLEET REPLACEMENT **	=	=	=	=	=	50	=	=	=	50
	=	=	=	40	75	65	30	279		489
<b>TOTAL NONGRANT</b>	<b>=</b>	<b>141</b>	<b>162</b>	<b>65</b>	<b>180</b>	<b>307</b>	<b>385</b>	<b>717</b>		<b>2,107</b>

NOTE:  
\*\* PENDING BOARD APPROVAL

**PEASE DEVELOPMENT AUTHORITY  
 PROJECTED RECEIPT GRANT AWARDS  
 MARCH 1, 2015 TO NOVEMBER 30, 2015**

(\$ 000's)

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	TOTAL
<b>PORTSMOUTH AIRPORT</b>										
OBSTRUCTION MITIGATION- PHASE II	-	-	95	-	-	190	-	214	-	499
SNOW REMOVAL EQUIPMENT **	-	-	-	-	-	-	-	-	-	-
IDENTIFICATION MANAGEMENT SYSTEM**	-	-	-	-	-	-	-	100	-	100
<b>SKYHAVEN AIRPORT</b>										
RUNWAY REHAB AND DESIGN	-	-	7	-	-	-	-	-	-	7
RUNWAY CONSTRUCTION	-	-	665	-	-	170	-	-	-	835
<b>TRADEPORT</b>										
MULTI USE PATH (GRAFTON DRIVE SECTION ONLY)	-	-	25	-	-	-	-	-	-	25
MULTI USE PATH (ROUTE #33)	=	=	=	70	382	=	=	=	=	452
<b>TOTAL GRANT</b>	<b>=</b>	<b>=</b>	<b>792</b>	<b>70</b>	<b>382</b>	<b>360</b>	<b>=</b>	<b>314</b>	<b>=</b>	<b>1,918</b>

**PEASE DEVELOPMENT AUTHORITY**  
**SCHEDULED OF LONG TERM DEBT RETIREMENT** (PRINCIPAL + INTEREST)  
**MARCH 1, 2015 TO NOVEMBER 30, 2015** (\$ 000's)

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	TOTAL
THE PROVIDENT BANK REVOLVING LOC # 1 (STATE GUARANTEE- \$1,000,000)	18	18	18	18	18	18	18	18	18	162
THE PROVIDENT BANK REVOLVING LOC # 2 (STATE GUARANTEE- \$1,500,000)	27	27	27	27	27	27	27	27	27	243
CITY OF PORTSMOUTH- WASTE WATER TREATMENT PLANT	-	-	-	-	-	-	-	-	-	-
	45	45	45	45	45	45	45	45	45	405

# PEASE DEVELOPMENT AUTHORITY CREDIT FACILITIES AND OUTSTANDING DEBT ANALYSIS AT FEBRUARY 28, 2015

(\$ 000's)

<u>CREDIT FACILITIES</u>	<u>THE PROVIDENT BANK (RLOC)</u>	<u>THE PROVIDENT BANK (REVOL)</u>	<u>THE PROVIDENT BANK (REVOL #1)</u>	<u>THE PROVIDENT BANK (REVOL #2)</u>
AMOUNT OF CREDIT FACILITY	5,000	2,500		
AMOUNT AVAILABLE	3,500	-		
EFFECTIVE DATE	03-10-2011	03-10-2011		
TERM DATE	12-31-2016	06-28-2018		
PURPOSE	TO PROVIDE WORKING CAPITAL	TO FINANCE CAPITAL EXPENDITURES		
INTEREST RATE	ONE MONTH FHLB + 250 BASIS POINTS	SEE TABLE		
MINIMUM SIZE OF DRAWDOWN	NO MINIMUM	500		
OTHER	DOES NOT CARRY THE STATE GUARANTEE	DOES CARRY THE STATE GUARANTEE		

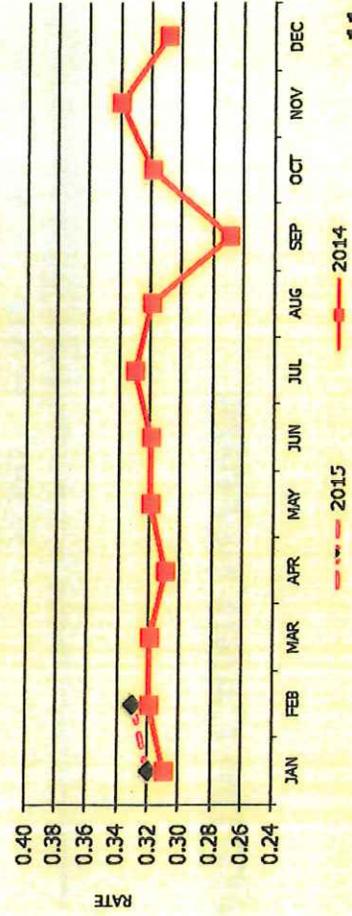
<u>OUTSTANDING DEBT ANALYSIS</u>	<u>BALANCE AT 02-28-2015</u>	<u>BALANCE AT 06-30-2014</u>	<u>MATURITY DATE</u>	<u>INTEREST RATE %</u>
THE PROVIDENT BANK- (REVOL #1)	212	351	03-14-2016	3.46
THE PROVIDENT BANK (RLOC)	1,500	2,000	12-31-2016	2.84
THE PROVIDENT BANK- (REVOL #2)	1,051	1,220	06-28-2018	3.11
CITY OF PORTSMOUTH	581	697	12-31-2020	4.50
	<u>3,344</u>	<u>4,268</u>		

**WEIGHTED AVERAGE**

3.25

3.22

**TRENDING THE ONE MONTH FHLB (BOSTON) INTEREST RATE**



# CONSOLIDATED STATEMENT OF CASH FLOWS AS OF JANUARY 31, 2015

(\$ 000's)

DISCUSSION AND ANALYSIS	FY 2015 BUDGET	FY 2015 YTD	FY 2014 ACTUAL	FY 2013 ACTUAL
<ul style="list-style-type: none"> <li>▪ TO DATE, THERE HAS BEEN NO SIGNIFICANT VARIANCES DURING FY 2015. HOWEVER, THE MORE CRITICAL VARIABLES INCLUDE:               <ul style="list-style-type: none"> <li>▪ THE ANTICIPATED RENTAL REVENUE STREAM FROM GSA COMMENCING IN OCTOBER 2014.</li> <li>▪ ONGOING RENTAL REVENUE STREAM FROM THE MAINE DOT.</li> <li>▪ CAPITAL CONSTRUCTION ACTIVITIES AND ASSOCIATED GRANT REIMBURSEMENT PROCESS.</li> </ul> </li> <li>▪ FY 2014 IMPACTED BY:               <ul style="list-style-type: none"> <li>▪ ACCOUNTS RECEIVABLE WRITE-OFF OF GSA NEGATIVELY IMPACTED CASH FLOW FROM OPERATIONS BY APPROXIMATELY \$1.4 MILLION.</li> <li>▪ APPROXIMATELY 65% OF PURCHASES OF CAPITAL ASSETS WERE LINKED TO GRANT FUNDED PROJECTS.</li> <li>▪ THE \$2.0 MILLION DRAWDOWN OF THE REVOLVING LINE OF CREDIT FACILITY WAS PRIMARILY IN SUPPORT OF TIMING DIFFERENCES ASSOCIATED WITH THE GRANT REIMBURSEMENT PROCESS.</li> </ul> </li> </ul>				
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>	<u>3,750</u>	<u>1,279</u>	<u>200</u>	<u>3,859</u>
<b>CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES</b>				
CONTRIBUTED CAPITAL BY FEDERAL AND STATE GOVERNMENT	8,500	3,830	4,289	1,818
ISSUANCE OF LONG TERM DEBT- THE PROVIDENT BANK	-	-	-	1,500
REVOLVING LINE OF CREDIT FACILITY- NET OF REPAYMENTS	(2,000)	(500)	2,000	-
GAIN ON DISPOSAL OF ASSETS	-	1	1	551
PURCHASE OF CAPITAL ASSETS- NET OF PLANT RETIREMENTS	(7,800)	(4,660)	(7,640)	(6,136)
DEBT REPAYMENT				
CITY OF PORTSMOUTH	(116)	(116)	(116)	(116)
THE PROVIDENT BANK	(525)	(308)	(1,147)	(1,211)
INTEREST PAID ON CAPITAL DEBT	(100)	(80)	(136)	(107)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>				
INTEREST INCOME RECEIVED	6	2	6	12
<b>INCREASE (DECREASE) IN CASH AND INVESTMENTS</b>	<u>1,715</u>	<u>(552)</u>	<u>(2,543)</u>	<u>170</u>
<b>CASH AND INVESTMENTS- BEGINNING OF PERIOD</b>	<u>2,148</u>	<u>2,148</u>	<u>4,691</u>	<u>4,521</u>
<b>CASH AND INVESTMENTS- END OF PERIOD</b>	<u>3,863</u>	<u>1,596</u>	<u>2,148</u>	<u>4,691</u>
				<u>12</u>

# **PEASE DEVELOPMENT AUTHORITY**

## **CAPITAL IMPROVEMENT PLAN FY 2015 - FY 2022**

**(EXCLUDING THE DIVISION OF PORTS AND HARBORS)**

**FINANCE COMMITTEE MEETING  
MARCH 16, 2015**

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# SUMMARY FINDINGS...

\$(000's)

THE CURRENT UPDATE TO THE CAPITAL IMPROVEMENT PLAN HAS IDENTIFIED PROJECT REQUESTS THAT TOTAL \$51,373. THE OVERRIDING EMPHASIS IN PROJECTED SPENDING IS TOWARD INFRASTRUCTURE ACTIVITIES AT THE PSM, SKYHAVEN AND THE TRADEPORT.

	GRANT FUNDED	INTERNALLY FUNDED	TOTAL
INFRASTRUCTURE	31,135	7,205	38,340
EQUIPMENT	3,041	2,771	5,812
FACILITIES	-	6,423	6,423
ALL OTHER	260	538	798
	<u>34,436</u>	<u>16,937</u>	<u>51,373</u>

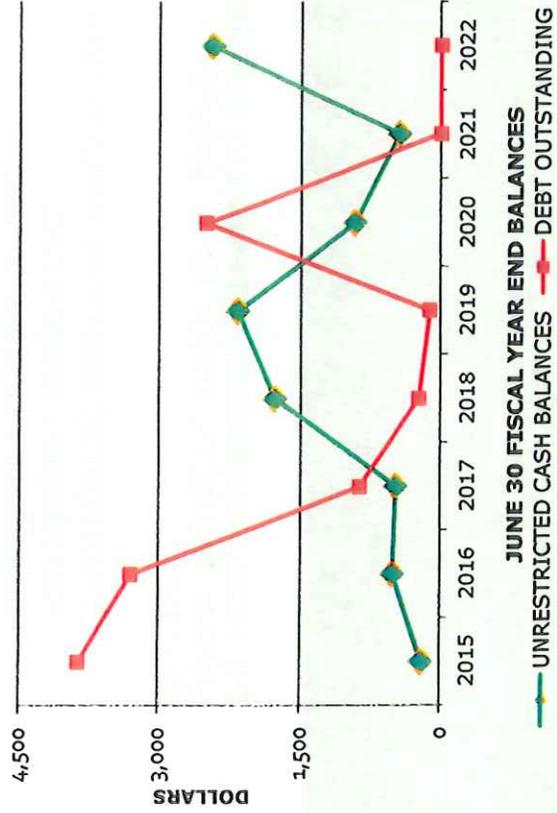
## KEY SENSITIVITIES INCLUDE:

- REIMBURSEMENT TIME LAG- FAA GRANTS
- PDA GRANT FUNDING MATCH AT 5.0%
- AIR NATIONAL GUARD FUNDING- PSM RUNWAY
- PENDING APPROVAL- CLUBHOUSE / KITCHEN EXPANSION
- FUTURE TRADEPORT REVENUE STREAMS- COLLECTIBILITY
- ALLEGiant AIRLINES- OPERATING SUCCESS
- PROJECTED OPERATING EXPENDITURES- HEALTH CARE
- INTEREST RATE AND INFLATION ENVIRONMENT
- EXTERNAL BORROWING CAPACITY

EMPHASIS WAS DIRECTED TOWARD PROJECT REQUESTS THAT ARE IN SUPPORT OF SAFETY, REGULATORY COMPLIANCE AND OR ASSET PRESERVATION.

THE PROPOSED PROJECT REQUESTS WILL REQUIRE AN EXTENSION OF THE \$5,000 WORKING CAPITAL LINE OF CREDIT NOW HELD THROUGH THE PROVIDENT BANK WHICH EXPIRES ON DECEMBER 31, 2016.

## PROJECTED UNRESTRICTED CASH BALANCES AND DEBT OUTSTANDING



# CAPITAL PROJECT REQUESTS...

\$(000's)

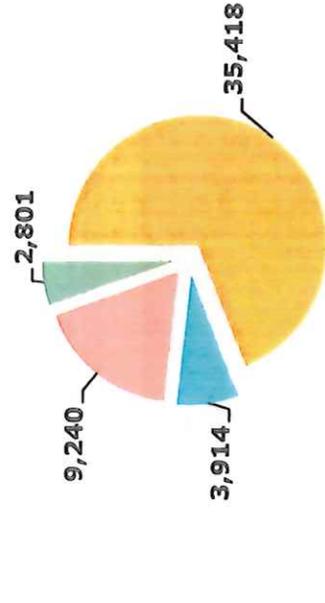
THE MORE SIGNIFICANT GRANT FUNDED CAPITAL PROJECTS, WHICH TOTAL \$34,436, INCLUDE:

- RUNWAY DESIGN AND RECONSTRUCTION AT PSM
- SOUTH TERMINAL IMPROVEMENTS AT PSM
- OBSTRUCTION REMOVAL AT PSM
- APRON AND TIE DOWN RENOVATIONS AT DAW
- SNOW REMOVAL EQUIPMENT AT PSM AND DPW

COST SHARING IMPACT (CASH FLOW) TO THE PDA FOR PROPOSED GRANT FUNDED PROJECT REQUESTS THROUGH FY 2022 ARE ESTIMATED AT \$1,547.

BUSINESS UNIT CONCENTRATION (\$51,373)

\$(000's)



- PSM
- SKYHAVEN
- TRADEPORT
- GOLF

THE MORE SIGNIFICANT INTERNALLY FUNDED CAPITAL PROJECTS, WHICH TOTAL \$16,937, INCLUDE:

- TRADEPORT INTERSECTION IMPROVEMENTS
- PSM TERMINAL RENOVATIONS
- CLUBHOUSE / KITCHEN EXPANSION
- GOLF COURSE EQUIPMENT REPLACEMENT
- STREET LIGHTING AND SIDEWALKS
- VEHICLE FLEET REPLACEMENT
- OIL WATER SEPARATOR
- TRADEPORT BUILDING INFRASTRUCTURE
- STORMWATER TREATMENT
- TECHNOLOGY UPGRADES
- PAY FOR PARKING FACILITY
- SKYHAVEN HANGAR RENOVATIONS
- SKYHAVEN TERMINAL PARKING LOT

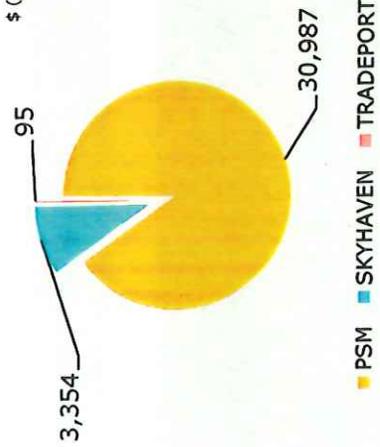
# PROJECTED CAPITAL EXPENDITURES...

\$(000's)

FISCAL YEAR	INFRASTRUCTURE	EQUIPMENT	FACILITIES	ALL OTHER	TOTAL PROJECTS
2015 TO GO	1,752	108	143	74	2,077
2016	978	949	2,120	386	4,433
2017	2,215	287	275	46	2,823
2018	2,515	224	205	78	3,022
2019	6,480	651	50	114	7,295
2020	11,290	636	1,580	24	13,530
2021	6,615	1,617	1,900	59	10,191
2022	6,495	1,340	150	17	8,002
	<b>38,340</b>	<b>5,812</b>	<b>6,423</b>	<b>798</b>	<b>51,373</b>

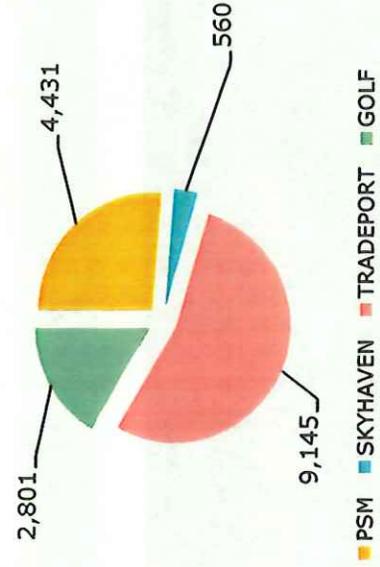
GRANT FUNDED PROJECTS (\$34,436)

\$(000's)



INTERNALLY FUNDED PROJECTS (\$16,937)

\$(000's)



# GRANT FUNDED CAPITAL PROJECT REQUESTS...

\$ (000's)

PROJECT DESCRIPTION	FY 2015 TO GO	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	TOTAL
RUNWAY DESIGN AND RECONSTRUCTION (PSM)	-	-	450	500	6,000	10,000	5,000	-	21,950
SOUTH TERMINAL AREA IMPROVEMENTS (PSM)	-	-	-	-	-	-	-	4,000	4,000
SNOW REMOVAL EQUIPMENT (PSM)	-	480	-	-	-	-	1,111	1,100	2,691
APRON AND TIE-DOWN RENOVATIONS (DAW)	-	200	500	500	-	-	-	915	1,200
OBSTRUCTION REMOVAL- ON AND OFF (PSM)	68	333	750	-	-	-	-	-	1,151
RUNWAY DESIGN AND RECONSTRUCTION (DAW)	889	-	-	-	-	-	-	-	889
ASR MITIGATION- DESIGN AND CONSTRUCTION (PSM)	597	-	-	-	-	-	-	-	597
PART 150- NOISE EXPOSURE (PSM)	-	-	-	-	-	-	-	330	330
IDENTIFICATION MANAGEMENT SYSTEM (PSM)	-	260	-	-	-	-	-	-	260
SNOW REMOVAL EQUIPMENT (DAW)	-	-	-	-	350	-	-	-	250
ALL OTHER	103	-	-	-	-	-	-	-	103
	<u>1,657</u>	<u>1,273</u>	<u>1,700</u>	<u>1,000</u>	<u>6,350</u>	<u>10,000</u>	<u>6,111</u>	<u>6,345</u>	<u>34,436</u>

# INTERNALLY FUNDED CAPITAL PROJECT REQUESTS...

\$ (000's)

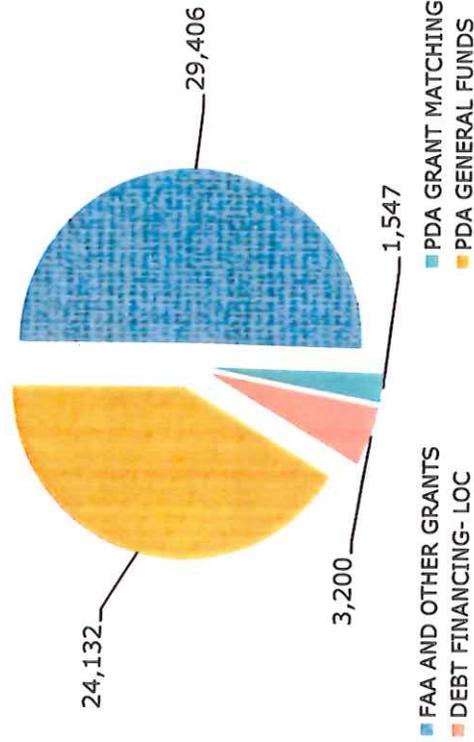
PROJECT DESCRIPTION	FY 2015 TO GO	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	TOTAL
INTERSECTION IMPROVEMENTS	-	-	250	1,000	125	1,025	1,425	875	4,700
TERMINAL RENOVATIONS (PSM)	20	480	100	-	-	1,500	1,500	-	3,600
CLUBHOUSE / KITCHEN EXPANSION	98	1,125	-	-	-	-	-	-	1,223
GOLF COURSE EQUIPMENT	108	120	160	165	195	185	80	120	1,133
STREET LIGHTING AND SIDEWALKS	-	200	-	175	-	175	-	175	725
VEHICLE FLEET REPLACEMENTS	-	50	45	42	89	141	141	50	558
OIL WATER SEPARATOR	-	-	50	250	250	-	-	-	550
TRADEPORT BUILDING INFRASTRUCTURE	-	50	50	125	50	50	125	50	500
STORMWATER TREATMENT	-	50	50	70	70	90	90	-	420
TECHNOLOGY UPGRADES	24	50	46	28	114	24	59	17	362
PAY FOR PARKING FACILITY (PSM)	-	-	-	-	-	-	250	-	250
CHERRY PICKER TRUCK	-	-	-	-	-	200	-	-	200
TERMINAL PARKING LOT (DAW)	-	-	-	-	-	-	100	100	200
SIDEWALK SWEEPER / SNOW PLOW	-	200	-	-	-	-	-	-	200
HANGAR I RENOVATIONS (DAW)	10	140	-	-	-	-	-	-	150
ALL OTHER	160	695	372	167	52	140	310	270	2,366
	<u>420</u>	<u>3,160</u>	<u>1,123</u>	<u>2,022</u>	<u>945</u>	<u>3,530</u>	<u>4,080</u>	<u>1,657</u>	<u>16,937</u>

# PROJECTED FY 2015-FY 2022 UNRESTRICTED CASH BALANCES...

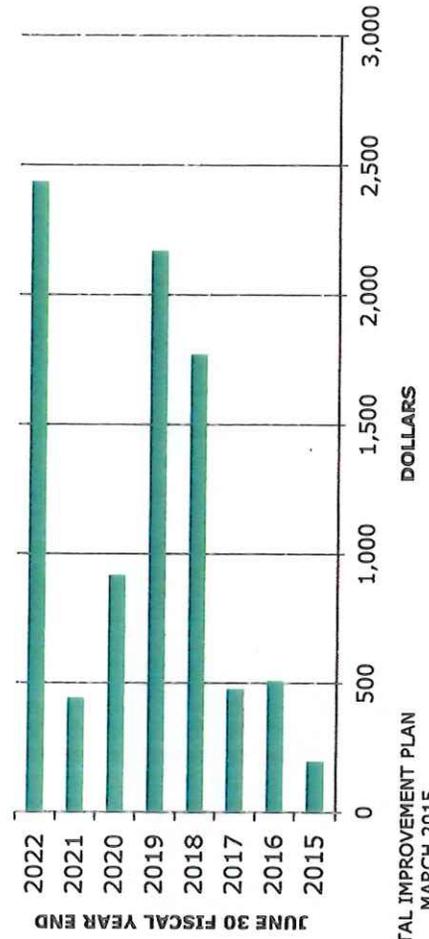
\$ (000's)

	AMOUNT
<b>CASH AND INVESTMENTS- FEBRUARY 28, 2015</b>	187
NET OPERATING INCOME- EXCLUDING DEPRECIATION	27,750
<b>FINANCING ACTIVITIES</b>	
GRANT FUNDING	29,406
NEW WORKING CAPITAL- LOC	3,200
CAPITAL EXPENDITURES	
GRANT FUNDED PROJECTS	(34,436)
INTERNALLY FUNDED PROJECTS	(16,937)
DEBT AND INTEREST PAYMENTS	(6,912)
NET FINANCING ACTIVITIES	(25,634)
INTEREST INCOME	132
<b>CASH AND INVESTMENTS- JUNE 30, 2022</b>	<u>2,390</u>

PROJECTED FUNDING SOURCES



PROJECTED FISCAL YEAR END  
CASH AND INVESTMENTS

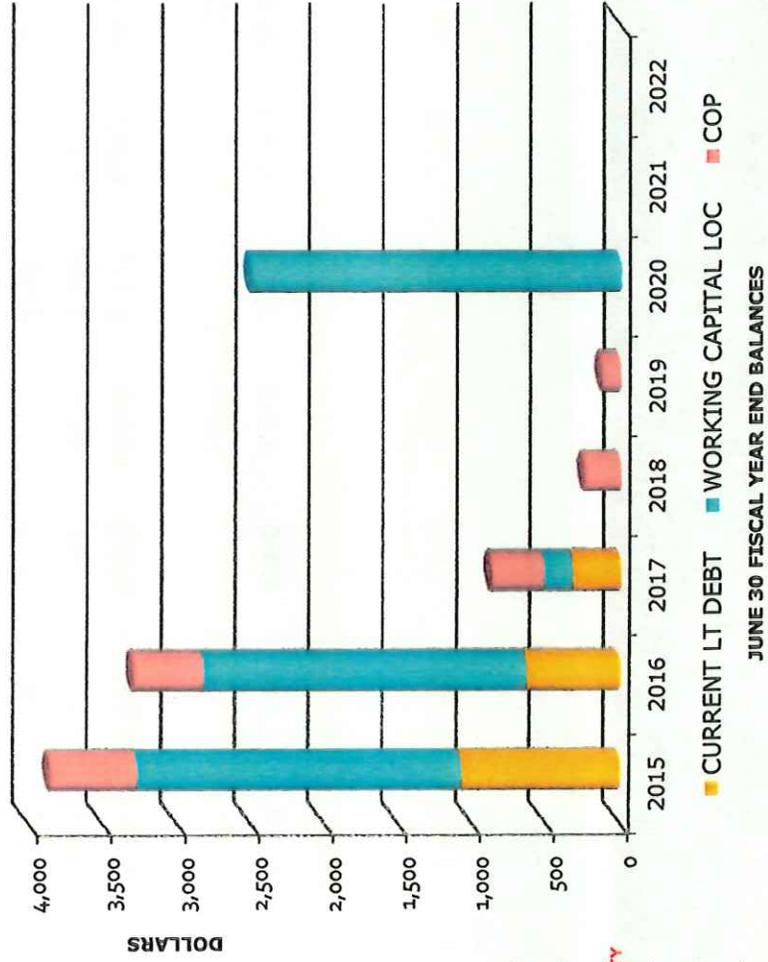


# PROJECTED FY 2015-FY 2022 OUTSTANDING DEBT ANALYSIS...

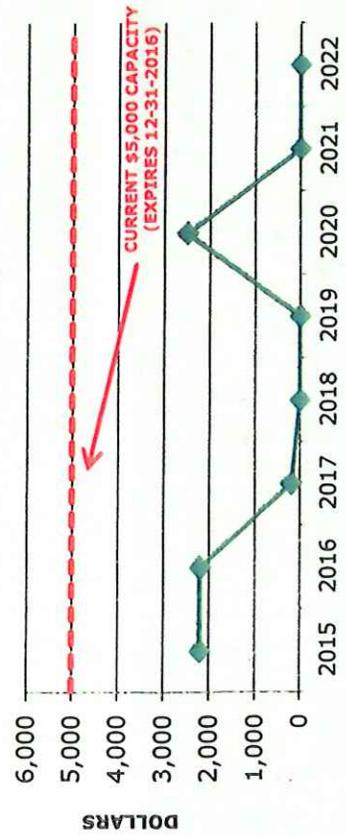
\$ (000's)

	AMOUNT
<b>DEBT OUTSTANDING- FEBRUARY 28, 2015</b>	3,344
<b>FINANCING ACTIVITIES</b>	
NEW WORKING CAPITAL- LOC	3,200
<b>DEBT REPAYMENT</b>	
PROVIDENT BANK	(1,263)
CITY OF PORTSMOUTH (COP)	(581)
WORKING CAPITAL- LOC REPAYMENT	(4,700)
<b>NET FINANCING ACTIVITIES</b>	
	(3,344)
<b>DEBT OUTSTANDING- JUNE 30, 2022</b>	=

PROJECTED DEBT OUTSTANDING



WORKING CAPITAL LOC REQUIREMENT



JUNE 30 FISCAL YEAR END BALANCES

# PROJECTED FY 2015-FY 2022 NET CASH FLOW...

\$ (000's)

	FY 2015 TO GO	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	TOTAL
<b>NET CASH PROVIDED FROM OPERATIONS</b>	1,500	3,750	3,750	3,750	3,750	3,750	3,750	3,750	27,750
<b>FINANCING ACTIVITIES</b>									
<b>FUNDING SOURCES:</b>									
CONTRIBUTED CAPITAL- FAA AND OTHER	105	1,617	1,537	1,214	4,050	6,133	8,500	6,250	29,406
NEW WORKING CAPITAL- LOC	700	-	-	-	-	2,500	-	-	3,200
<b>FUNDING REQUIREMENTS:</b>									
GRANT FUNDED CAPITAL PROJECTS	1,657	1,273	1,700	1,000	6,350	10,000	6,111	6,345	34,436
INTERNALLY FUNDED CAPITAL PROJECTS	430	3,160	1,123	2,022	945	3,530	4,080	1,657	16,937
WORKING CAPITAL LOC- REPAYMENT	-	-	2,000	200	-	-	2,500	-	4,700
LONG TERM BANK DEBT REPAYMENT	193	444	309	317	-	-	-	-	1,263
CITY OF PORTSMOUTH DEBT REPAYMENT	-	116	116	116	116	117	-	-	581
INTEREST EXPENSE	45	111	91	35	10	5	51	20	368
<b>NET FINANCING ACTIVITIES</b>									
INTEREST INCOME	6	17	20	20	20	18	16	15	132
<b>NET CASH FLOW</b>	(4)	280	(32)	1,294	399	(1,251)	(476)	1,993	2,203
<b>CASH AND INVESTMENTS AT FEBRUARY 28, 2015</b>	187	183	463	431	1,725	2,124	873	397	187
<b>CASH AND INVESTMENTS AT JUNE 30, 2022</b>	<u>183</u>	<u>463</u>	<u>431</u>	<u>1,725</u>	<u>2,124</u>	<u>873</u>	<u>397</u>	<u>2,390</u>	<u>2,390</u>

# PROJECTED FY 2015-FY 2022 LONG TERM DEBT REPAYMENT SCHEDULE...

\$ (000's)

	FY 2015 TO GO	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	TOTAL
<b>PROVIDENT BANK</b>									
\$ 1,500 UNSECURED LINE OF CREDIT- NOTE AT 3.46%	70	142	-	-	-	-	-	-	212
\$ 1,000 UNSECURED LINE OF CREDIT- NOTE AT 3.11%	123	302	309	317	-	-	-	-	1,051
	<u>193</u>	<u>444</u>	<u>309</u>	<u>317</u>	=	=	=	=	<u>1,263</u>
<b>CITY OF PORTSMOUTH</b>									
WASTE WATER TREATMENT FACILITY AT 4.50%	-	116	116	116	116	117	-	-	581
	<u>193</u>	<u>560</u>	<u>425</u>	<u>433</u>	<u>116</u>	<u>117</u>	=	=	<u>1,844</u>



# APPENDIX

PEASE DEVELOPMENT AUTHORITY  
 CAPITAL IMPROVEMENT PLAN  
 FY 2015 - FY 2022

PROJECTED CAPITAL EXPENDITURES- GRANT

	CIP 06/30/14	FY 2015 YTD	TRANSFER TO PLANT	CIP AT 12/31/2014	CUMULATIVE EXPENSES	CAPITAL BUDGET	FY 2015 TO GO	FY 2016 PROJ	FY 2017 PROJ	FY 2018 PROJ	FY 2019 PROJ	FY 2020 PROJ	FY 2021 PROJ	FY 2022 PROJ	TOTAL
<b>PORTSMOUTH INTERNATIONAL AIRPORT</b>															
RUNWAY DEMAND AND LENGTH ANALYSIS (SBG 1)	70	-	-	70	70	78	8	-	-	-	-	-	-	-	8
PREDESIGN RUNWAY RECON 16-34 (DESIGN)	-	-	-	-	-	-	-	-	450	-	-	-	-	-	450
DESIGN RUNWAY RECON 16-34 (GEOTECH- FARA)	-	-	-	-	-	-	-	-	-	500	-	-	-	-	500
RUNWAY PAVEMENT RECONSTRUCTION	-	-	-	-	-	-	-	-	-	-	6,000	10,000	5,000	-	21,000
AIRPORT MARKING AND SIGNAGE (FAA 55)	8	2	10	-	450	448	-	-	-	-	-	-	-	-	-
ASR MITIGATION CONSTRUCTION (SBG 2)	1,089	634	-	1,723	1,723	2,151	428	-	-	-	-	-	-	-	-
ASR CONSTRUCTION (SBG 3)	596	545	-	1,141	1,141	1,310	169	-	-	-	-	-	-	-	428
NEW PART 150	-	-	-	-	-	-	-	-	-	-	-	-	-	-	169
IDENTIFICATION MANAGEMENT SYSTEM (IDMS)	-	-	-	-	-	-	-	260	-	-	-	-	-	-	330
R/W NEPA (MERGED 16-34)	2	-	-	2	2	-	-	-	-	-	-	-	-	-	260
SOUTH TERMINAL AREA 5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
SNOW REMOVAL EQUIPMENT	-	-	-	-	-	-	-	-	-	-	-	-	-	4,000	4,000
PSM OBSTRUCTION PERMITTING AND DESIGN #2	2	-	-	2	2	-	-	480	-	-	-	-	1,111	1,100	2,691
OBST REMOVAL- DESIGN 1 (FAA 49)	238	11	-	249	249	317	68	333	-	-	-	-	-	-	333
OBST REMOVAL - CONSTRUCTION	-	-	-	-	-	750	-	-	-	-	-	-	-	-	68
NOISE EXPOSURE MAP (FAA 52)	148	13	-	161	161	162	-	-	750	-	-	-	-	-	750
	<u>2,153</u>	<u>1,205</u>	<u>10</u>	<u>3,348</u>	<u>3,798</u>		<u>673</u>	<u>1,073</u>	<u>1,200</u>	<u>500</u>	<u>6,000</u>	<u>10,000</u>	<u>6,111</u>	<u>5,430</u>	<u>30,987</u>
<b>SKYHAVEN AIRPORT</b>															
AIRCRAFT APRON AND TAXIWAY (DESIGN)	-	-	-	-	-	-	-	200	-	-	-	-	-	-	200
AIRCRAFT APRON AND TAXIWAY (CONSTRUCTION)	-	-	-	-	-	-	-	-	500	500	-	-	-	-	1,000
SOUTH APRON RENOVATION	-	-	-	-	-	-	-	-	-	-	-	-	-	915	915
REHAB OF RUNWAY 15-33 (DESIGN)	485	11	-	496	496	503	7	-	-	-	-	-	-	-	7
REHAB OF RUNWAY 15-33 (CONSTRUCTION)	-	2,490	-	2,490	2,490	3,372	882	-	-	-	-	-	-	-	882
SNOW REMOVAL EQUIPMENT	-	-	-	-	-	-	-	-	-	-	350	-	-	-	350
	<u>485</u>	<u>2,501</u>	<u>-</u>	<u>2,986</u>	<u>2,986</u>		<u>889</u>	<u>200</u>	<u>500</u>	<u>500</u>	<u>350</u>	<u>-</u>	<u>-</u>	<u>915</u>	<u>3,354</u>
<b>TRADEPORT</b>															
BUILDING DEMO (80 ROCHESTER)	6	3	9	-	759	800	-	-	-	-	-	-	-	-	-
MULTI USE PATH	633	531	1,146	18	1,165	1,260	95	-	-	-	-	-	-	-	95
	<u>639</u>	<u>534</u>	<u>1,155</u>	<u>18</u>	<u>1,924</u>		<u>95</u>	<u>-</u>	<u>95</u>						
<b>TOTAL GRANT</b>	<u>3,277</u>	<u>4,240</u>	<u>1,165</u>	<u>6,352</u>	<u>8,708</u>		<u>1,657</u>	<u>1,273</u>	<u>1,700</u>	<u>1,000</u>	<u>6,350</u>	<u>10,000</u>	<u>6,111</u>	<u>6,345</u>	<u>34,436</u>

PEASE DEVELOPMENT AUTHORITY  
 CAPITAL IMPROVEMENT PLAN  
 FY 2015 - FY 2022

PROJECTED CAPITAL EXPENDITURES- NONGRANT

	CIP 06/30/14	FY 2015 YTD	TRANSFER TO PLANT	CIP AT 12/31/2014	CUMULATIVE EXPENSES	CAPITAL BUDGET	FY 2015 TO GO	FY 2016 PROJ	FY 2017 PROJ	FY 2018 PROJ	FY 2019 PROJ	FY 2020 PROJ	FY 2021 PROJ	FY 2022 PROJ	TOTAL
<b>GOLF COURSE</b>															
IRRIGATION RENOVATIONS	1	9	11	(1)	3,335	3,684	-	-	-	-	-	-	-	-	-
GROUND WATER WITHDRAWAL	-	-	-	-	-	-	-	-	100	-	-	-	-	-	100
CLUBHOUSE / KITCHEN EXPANSION	7	7	-	14	14	37	98	1,125	-	-	-	-	-	-	1,223
PATIO UPGRADE	13	15	28	-	28	-	-	-	-	-	-	-	-	-	-
FUEL TANKS- CONCRETE SURFACING	-	-	-	-	-	-	-	50	-	-	-	-	-	-	50
PARKING LOT DESIGN AND SURFACING	18	2	20	-	928	1,041	-	-	-	-	-	-	-	-	-
DEBRIS BLOWER (PRO FORCE)	-	-	-	-	-	-	-	-	-	-	-	-	10	-	10
GREEN TEE AERATOR	-	-	-	-	-	-	26	-	-	-	-	-	-	-	26
FAIRWAY MOWERS	-	-	-	-	-	-	-	-	-	-	60	-	-	-	60
FOOD AND BEVERAGE EQUIPMENT	-	-	-	-	-	-	-	-	30	-	20	-	25	-	75
ROUGH MOWER	-	-	-	-	-	-	-	-	70	-	-	-	70	-	140
WALKING GREEN MOWERS	-	-	-	-	-	-	25	15	-	-	15	-	-	-	55
PRACTICE AREA	-	-	-	-	-	-	-	-	-	-	-	35	35	-	70
DRIVING RANGE TEE / STALLS	-	-	-	-	-	-	-	-	-	-	-	-	-	100	100
CLUBHOUSE EQUIPMENT	-	-	-	-	-	-	-	-	-	25	-	25	-	-	50
CHEMICALS / SUPPLIES STORAGE	-	-	-	-	-	-	-	-	-	-	-	25	50	50	125
SIMULATOR UPGRADES / EQUIPMENT	-	7	7	-	7	24	-	20	-	-	-	-	-	20	40
TELEVISION REPLACEMENT	-	7	7	-	7	7	-	-	-	-	-	-	-	-	-
SMALL UTILITIY CARTS	-	-	-	-	-	-	-	-	20	-	-	-	-	-	20
GREENS ROLLER	-	-	-	-	-	-	-	25	-	-	-	-	-	-	25
GEO THERMAL PUMPS	-	-	-	-	-	-	-	-	-	-	-	20	-	-	20
SWEEPER / VACUM	-	-	-	-	-	-	-	25	-	-	-	-	-	-	25
COURSE SINAGE	-	-	-	-	-	-	-	-	-	15	-	-	-	-	15
TRACTOR	-	-	-	-	-	-	-	-	-	35	-	-	-	-	35
TRIM MOWERS	-	-	-	-	-	-	42	25	50	50	-	-	-	-	167
TRAP MACHINE	-	-	-	-	-	-	-	-	20	-	-	-	-	-	20
RANGE CART WITH CAGE	-	-	-	-	-	-	15	-	-	-	-	20	-	-	35
PESTICIDE SPRAYER	-	-	-	-	-	-	-	-	-	-	60	-	-	-	60
ONE TON DUMP TRUCK	-	-	-	-	-	-	-	-	-	-	-	60	-	-	60
CABLE INTERNET / PHONE / TELEVISION	-	-	-	-	-	-	-	15	-	-	-	-	-	-	15
FAIRWAY AERATOR	-	-	-	-	-	-	-	30	-	-	-	-	-	-	30
POINT OF SALES SYSTEM UPGRADE	-	-	-	-	-	-	15	-	-	-	-	-	-	-	15
SERVER REPLACEMENT	-	-	-	-	-	10	10	-	-	-	-	-	-	-	10
WEBSITE	-	-	-	-	-	-	25	-	-	-	-	-	-	-	25
TRIPLEX GREENS MOWER	-	-	-	-	-	-	-	-	-	-	-	-	-	-	80
	<u>39</u>	<u>47</u>	<u>73</u>	<u>13</u>	<u>4,319</u>		<u>256</u>	<u>1,330</u>	<u>290</u>	<u>165</u>	<u>195</u>	<u>185</u>	<u>190</u>	<u>190</u>	<u>2,801</u>

PEASE DEVELOPMENT AUTHORITY  
 CAPITAL IMPROVEMENT PLAN  
 FY 2015 - FY 2022

PROJECTED CAPITAL EXPENDITURES- NONGRANT

	CIP 06/30/14	FY 2015 YTD	TRANSFER TO PLANT	CIP AT 12/31/2014	CUMULATIVE EXPENSES	CAPITAL BUDGET	FY 2015 TO GO	FY 2016 PROJ	FY 2017 PROJ	FY 2018 PROJ	FY 2019 PROJ	FY 2020 PROJ	FY 2021 PROJ	FY 2022 PROJ	TOTAL
<b>SKYHAVEN</b>															
HANGAR # 1 RENOVATIONS	-	-	-	-	-	-	10	140	-	-	-	-	-	-	150
HANGAR # 5 ROOF RENOVATIONS	-	-	-	-	-	-	-	-	-	10	-	-	-	-	10
PAINT OBSTRUCTION POLES	-	-	-	-	-	-	-	-	10	-	-	-	-	-	10
LEAK DETECTION AT FUEL PUMPS	-	-	-	-	-	-	-	-	15	-	-	-	-	-	15
RAMP PLOW	-	-	-	-	-	-	-	-	-	-	-	10	-	-	10
AIRFIELD RELAMPING- LED	-	-	-	-	-	-	-	-	25	-	-	-	-	-	25
SOLAR PANEL FARM	-	-	-	-	-	-	-	-	-	-	-	-	-	100	100
REROOF TERMINAL BUILDING	-	-	-	-	-	-	-	-	-	-	-	-	15	-	15
REOPEN FUEL TANKS	-	-	-	-	-	-	-	-	-	-	-	-	15	-	15
TERMINAL PARKING LOT	-	-	-	-	-	-	-	-	-	-	-	-	100	100	200
TERMINAL BUILDING- FLOORING	-	-	-	-	-	-	-	-	-	-	-	-	10	-	10
	-	-	-	-	-	-	10	140	50	10	-	10	140	200	560
<b>PORTSMOUTH INTERNATIONAL AIRPORT</b>															
BATHROOM RENOVATIONS	-	-	-	-	-	-	20	180	-	-	-	-	-	-	200
ELECTRONIC DECELEROMETER	-	-	-	-	-	-	-	-	-	-	-	-	10	-	10
TERMINAL DIRECTORY (INSIDE BUILDINGS)- FLIGHT INFO SYST	-	-	-	-	-	-	-	-	100	-	-	-	-	-	100
NEW CARPETING	-	-	-	-	-	-	-	-	-	-	-	30	-	-	30
PAY FOR PARKING	-	-	-	-	-	-	-	-	-	-	-	-	250	-	250
GROUND TRANSPORTATION BUSES	-	-	-	-	-	-	-	-	-	-	-	100	-	-	100
AIRFIELD RELAMPING- LED	-	-	-	-	-	-	-	-	100	-	-	-	-	-	100
TERMINAL LIGHTING- LED	-	-	-	-	-	-	-	-	-	50	-	-	-	-	50
BADGE PRINTER	-	-	-	-	-	-	-	5	-	-	-	-	-	-	5
SECURITY DOORS	-	-	-	-	-	-	-	10	-	-	-	-	-	-	-
PRODIGQ SECURITY SYSTEM	-	-	-	-	-	-	-	6	-	-	-	-	-	-	-
VAISALA UPGRADE	-	-	-	-	-	-	-	-	-	20	-	-	-	-	-
SOLAR PANEL FARM	-	-	-	-	-	-	-	-	-	-	-	-	-	100	100
TERMINAL IMPROVEMENTS	-	-	-	-	-	-	-	-	-	-	-	1,500	1,500	-	3,000
ANG RW REHAB COORDINATION	-	-	-	-	-	-	15	-	-	-	-	-	-	-	15
2015 CHEVY K2500 PICK-UP	-	36	36	-	36	36	-	-	-	-	-	-	-	-	-
REROOF HUT 7 AND 8	-	-	-	-	-	-	-	50	-	-	-	-	-	-	50
NORTH WEATHER STATION GENERATOR	-	-	-	-	-	-	-	-	35	-	-	-	-	-	35
NEW ROOF AT TERMINAL (OLD SECTION)	-	-	-	-	-	-	-	300	-	-	-	-	-	-	300
SECURITY ACCESS SYSTEM REPLACEMENT	-	-	-	-	-	-	-	50	-	-	-	-	-	-	50
OPERATIONS SOFTWARE AND SERVER	5	20	25	-	25	25	-	-	-	-	-	-	-	-	-
TSA FACILITIES PROJECT	55	3	58	-	58	25	-	-	-	-	-	-	-	-	-
	60	59	119	-	119	25	35	601	235	70	-	1,630	1,760	100	4,431

PEASE DEVELOPMENT AUTHORITY  
 CAPITAL IMPROVEMENT PLAN  
 FY 2015 - FY 2022

PROJECTED CAPITAL EXPENDITURES- NONGRANT

	CIP 06/30/14	FY 2015 YTD	TRANSFER TO PLANT	CIP AT 12/31/2014	CUMULATIVE EXPENSES	CAPITAL BUDGET	FY 2015 TO GO	FY 2016 PROJ	FY 2017 PROJ	FY 2018 PROJ	FY 2019 PROJ	FY 2020 PROJ	FY 2021 PROJ	FY 2022 PROJ	TOTAL
<b>TRADEPORT</b>															
CORPORATE DRIVE- RIGHT TURN LANE	-	2	2	-	285	-	-	-	-	-	-	-	-	-	-
STORMWATER TREATMENT	-	-	-	-	-	-	-	50	50	70	70	90	90	-	420
TERMINAL SIGN GUIDES (ROADWAYS)	-	-	-	-	-	-	-	75	-	-	-	-	-	-	75
TRAINING PATH AND BENCHES	-	-	-	-	-	-	-	-	-	20	-	-	-	-	20
AIRPORT EXETER STREET ENTRANCE SIGN	-	-	-	-	-	-	50	-	-	-	-	-	-	-	50
ROUNDAOUT- BUILDING #90	8	-	-	8	8	-	-	-	-	-	-	-	-	-	-
UNDERGROUND STREET LIGHTING	-	-	-	-	-	-	-	125	-	100	-	100	-	100	425
ARBORETUM DRIVE GUARD RAIL	-	-	-	-	-	-	-	-	40	-	-	-	-	-	40
NEW ROOF- 55 INTERNATIONAL	24	150	174	-	174	160	-	-	-	-	-	-	-	-	-
SIDEWALKS- PEDESTRIAN FACILITIES	-	-	-	-	-	-	-	-	-	75	-	75	-	75	300
AIRPORT HIGHWAY SIGNS	-	-	-	-	-	-	-	100	-	-	-	-	-	-	100
NORTH ENTRANCE WELCOME SIGN	-	-	-	-	-	-	30	-	-	-	-	-	-	-	30
SURFACE TRANSPOR PLAN (TRAFFIC COUNT)	-	-	-	-	-	-	-	25	-	50	-	-	-	-	75
WASTE WATER TREATMENT PLANT- PEER REVIEW	-	-	-	-	-	15	15	-	-	-	-	-	-	-	15
DRAINAGE DITCHES (GRAFTON)	-	-	-	-	-	-	-	20	-	-	35	-	-	-	55
OIL WATER SEPARATOR	-	-	-	-	-	-	-	-	50	250	250	-	-	-	550
BUILDING DEMO (53 DURHAM- STELLACOM)	-	-	-	-	-	-	-	50	-	-	-	-	-	-	50
INTERSECTION- PEASE / ARBORETUM (SIGNAL)	-	-	-	-	-	-	-	-	250	1,000	-	-	-	-	1,250
INTERSECTION- DURHAM / NH (ROUNDAABOUT)	-	-	-	-	-	-	-	-	-	-	125	825	-	-	950
INTERSECTION- NH / EXETER (ROUNDAABOUT)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
INTERSECTION- GRAFTON / CORPORATE (SIG / LANES)	-	-	-	-	-	-	-	-	-	-	-	-	125	750	875
INTERSECTION- INTERNATIONAL / MANCHESTER (SIGNAL)	-	-	-	-	-	-	-	-	-	-	-	-	-	125	125
INTERSECTION- GRAFTON / AVIATION	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
INTERSECTION- GRAFTON / GOLF COURSE (SIG / LANES)	-	-	-	-	-	-	-	-	-	-	-	200	1,300	-	1,500
	<u>32</u>	<u>152</u>	<u>176</u>	<u>8</u>	<u>467</u>		<u>95</u>	<u>520</u>	<u>390</u>	<u>1,565</u>	<u>480</u>	<u>1,290</u>	<u>1,515</u>	<u>1,050</u>	<u>6,905</u>

PEASE DEVELOPMENT AUTHORITY  
 CAPITAL IMPROVEMENT PLAN  
 FY 2015 - FY 2022

PROJECTED CAPITAL EXPENDITURES- NONGRANT

	CIP 06/30/14	FY 2015 YTD	TRANSFER TO PLANT	CIP AT 12/31/2014	CUMULATIVE EXPENSES	CAPITAL BUDGET	FY 2015 TO GO	FY 2016 PROJ	FY 2017 PROJ	FY 2018 PROJ	FY 2019 PROJ	FY 2020 PROJ	FY 2021 PROJ	FY 2022 PROJ	TOTAL
<b>MAINTENANCE</b>															
GENERATOR(S) REPLACEMENT (9)	-	-	-	-	-	-	-	-	-	-	-	-	50	-	50
POTASSIAN ACITATE TANK	-	-	-	-	-	-	-	-	-	-	-	-	100	-	100
SIDEWALK PLOW	-	-	-	-	-	-	-	200	-	-	-	-	-	-	200
CHERRYPICKER TRUCK (MANLIFT)	-	-	-	-	-	-	-	-	-	-	-	200	-	-	200
AIR CONDITIONING- 7 LEE STREET	-	-	-	-	-	-	-	40	-	-	-	-	-	-	40
VEHICLE FLEET- DUMP BODY SCHMIDT	-	-	-	-	-	-	-	30	-	-	-	-	-	-	30
FORKLIFT REPLACEMENT	-	-	-	-	-	-	-	15	-	-	-	-	-	-	15
ZERO TURN MOWER	-	-	-	-	-	-	-	-	17	17	17	-	-	-	51
VEHICLE FLEET- AIRPORT OPS	-	-	-	-	-	-	-	-	-	-	46	47	51	-	144
BUILDING INFRASTRUCTURE	-	-	-	-	-	-	-	50	50	125	50	50	125	50	500
FIRE ALARM- 75 ROCHESTER	-	-	-	-	-	-	-	75	-	-	-	-	-	-	75
VEHICLE FLEET REPLACEMENTS	-	-	-	-	-	-	-	50	45	42	43	94	90	50	414
OVERHEAD DOOR- INCINERATOR PLANT	-	-	-	-	-	-	-	7	-	-	-	-	-	-	7
LOADER PLOW (ARTIC)	-	-	-	-	-	-	-	22	-	-	-	-	-	-	22
	-	-	-	-	-	-	-	489	112	184	156	391	416	100	1,848
<b>ADMINISTRATIVE</b>															
COMPUTERS	-	-	-	-	-	-	18	28	16	22	19	20	23	13	159
PRINTERS	-	-	-	-	-	-	6	-	21	-	7	4	-	-	38
PHONE SYSTEM REPLACEMENT- LAND LINE	-	-	-	-	-	-	-	30	-	-	-	-	-	-	30
COMPUTER SOFTWARE	-	-	-	-	-	-	-	22	-	6	25	-	26	4	83
COMPUTER HARDWARE- SERVER	-	62	62	-	-	70	-	-	9	-	63	-	10	-	82
	-	62	62	-	-	-	24	80	46	28	114	24	59	17	392
<b>TOTAL NONGRANT PROJECTS</b>	<b>131</b>	<b>320</b>	<b>430</b>	<b>21</b>	<b>4,905</b>		<b>420</b>	<b>3,160</b>	<b>1,123</b>	<b>2,022</b>	<b>945</b>	<b>3,530</b>	<b>4,080</b>	<b>1,657</b>	<b>16,937</b>
<b>TOTAL GRANT PROJECTS</b>	<b>3,277</b>	<b>4,240</b>	<b>1,165</b>	<b>6,352</b>	<b>8,708</b>		<b>1,657</b>	<b>1,273</b>	<b>1,700</b>	<b>1,000</b>	<b>6,350</b>	<b>10,000</b>	<b>6,111</b>	<b>6,345</b>	<b>34,436</b>
<b>TOTAL ALL PROJECTS</b>	<b>3,408</b>	<b>4,560</b>	<b>1,595</b>	<b>6,373</b>	<b>13,613</b>		<b>2,077</b>	<b>4,433</b>	<b>2,823</b>	<b>3,022</b>	<b>7,295</b>	<b>13,530</b>	<b>10,191</b>	<b>8,002</b>	<b>51,373</b>

MOTION

Director Lamson:

In accordance with the recommendation of the PDA Finance Committee, the PDA Board of Directors hereby authorizes the Executive Director to accelerate the repayment of the State of New Hampshire Guaranty Notes currently outstanding with the Provident Bank subject to written confirmation by Provident Bank of its determination that the long term debt payment satisfies the loan's working capital requirements; and all otherwise in accordance with the memorandum of Irv Canner, Director of Finance dated March 12, 2015, attached hereto.

Note: Roll call vote required.

**Date:** March 12, 2015  
**To:** David Mullen- Executive Director  
**From:** Irv Canner- Director of Finance ✓  
**Subject:** Accelerated Repayment- Long Term Debt

Having completed our internal update of the Capital Improvement Plan for FY 2015-FY 2022 our cash flow projections offer us the opportunity to accelerate the repayment of our long term debt now outstanding with the Provident Bank. My objective here would be to utilize our Revolving Line of Credit Facility (RLOC) to repay the two long term debt obligations and then, over the subsequent twelve month period have the RLOC repaid in full through our projected net operating income. Based on the current interest rate environment, net interest expense savings to the PDA would be approximately \$40,000.

In terms of the dynamics involved here, it is all driven off of:

1. A shorter duration of repaying our long term debt obligation :

Note	Balance Outstanding	Maturity Date	Interest Rate %	Monthly Payment
A	\$1,001,558	06-28-2018	3.11	\$ 27,375
B	214,266	03-14-2016	3.46	18,199

2. Short term interest rates associated with the RLOC which is based on the 30 day Federal Home Land Bank (Boston) plus 250 basis points. That rate is currently 2.85% but is subject to change monthly. The total outstanding fixed debt obligation has a weighted interest rate of 3.17%.

The one caveat here is that the RLOC provides that its purpose is to fund “working capital requirements” which are heavily driven by the timing differences associated with grant reimbursements particular to construction activities. Given that all our debt instruments are held with the Provident Bank, I have asked the bank to review the contractual language to allow us to proceed. On a preliminary basis, the bank acknowledges the economic incentive and anticipates issuing us a confirmatory letter to proceed.

Subject to the banks final determination, I would ask that we seek the PDA’s Finance Committee approval on March 16<sup>th</sup> and then proceed to present the issue to the PDA Board on March 19<sup>th</sup> for final approval and acceptance. At your convenience, I would be pleased to address any questions or need for supplemental information that you might need.

MOTION

Director Bohenko:

The Pease Development Authority Board of Directors hereby authorizes the Executive Director to execute an Extension to the Right of Entry with Great Circle Catering to extend the term for a period of six (6) months beginning April 1, 2015 and to include one (1) six (6) month option to extend the term through March 31, 2016 exercisable at the Executive Director's sole discretion; all on the same terms and conditions set forth in the Right of Entry dated September 16, 2014 and the memorandum of Kim W. Hopper, Airport Manager, dated March 11, 2015, attached hereto.

Note: Roll call vote required

N:\RESOLVES\GreatCircle0315.wpd

# Memorandum

**To:** David R. Mullen, Executive Director 

**From:** Kim W. Hopper, A.A.E., Airport Manager 

**Date:** 3/11/2015

**Subj:** Great Circle Catering Right of Entry

---

Great Circle Catering has an agreement with the Pease Development Authority to provide snack bar services in the Airport Terminal Building. The right of entry expires as of March 31, 2015. Michael Murphy of Great Circle Catering has requested in writing to continue providing the services.

Please seek Board of Directors' approval at the March 19, 2015 meeting to extend the right of entry with Great Circle Catering of Portsmouth, NH, under the same terms and conditions as the current agreement. The agreement should commence April 1, 2015 and end August 31, 2015, with an option to extend at the discretion of the Executive Director for an additional six months to commence September 1, 2015 and end March 31, 2016. As with the current agreement, there is no rent charged for use of the area and Great Circle Catering is to pay a fee equal to 10% of the gross revenue generated from the operation.

Please do not hesitate to contact me with any questions. A copy of Mr. Murphy's request is attached.

Attachment

## Great Circle Catering

139 Flight Line Road, Suite 2  
Portsmouth, NH 03801  
603.422.5502  
[ordering@greatcirclecatering.com](mailto:ordering@greatcirclecatering.com)

Bill Hopper  
Airport Manager  
Pease Development Authority  
36 Airline Ave.  
Portsmouth, NH 03801

Bill:

Please accept this letter as Great Circle Catering's formal request to extend our Right of Entry Agreement for six months with an option to extend for six additional months. Please contact me directly if you require any additional information.

Sincerely,



Michael J. Murphy  
General Manager  
Great Circle Catering, LLC

Proud Member of





**PEASE**  
INTERNATIONAL  
DEVELOPMENT  
AUTHORITY

---

September 16, 2014

Kathy Temple  
Great Circle Catering, LLC  
139 Flight Line Road  
Portsmouth, NH 03801

Re: Right of Entry - Airport Terminal Building  
Portsmouth International Airport at Pease

Dear Ms Temple:

This letter will authorize Great Circle Catering, LLC ("Great Circle Catering") and/or its agents and contractors to enter upon the premises at the Airport Terminal Building at Portsmouth International Airport at Pease ("PSM) in such areas as may be designated by the Airport Manager or his designee from time to time (the "Premises") for a period of six months (6) months commencing October 1, 2014 through March 31, 2015 for the purpose of providing sandwiches, non-alcoholic beverages and snacks to passengers arriving and departing from the Airport Terminal Building. This Right of Entry will expire at the close of business on March 31, 2015 and may be extended subject to the express approval of the Pease Development Authority Board of Directors.

This authorization is conditioned upon the following:

1. Great Circle Catering complying with all airport rules, regulations and security procedures and requirements to include those imposed by the Transportation Security Administration and any other State or Federal agency having jurisdiction over the use of PSM and the Airport Terminal Building;
2. Great Circle Catering's agreement herein that any use of the Premises is at its sole risk and that its signature below constitutes its agreement to assume full responsibility for any and all risks of loss or damage to property and injury or death to persons by reason of or incident to its entry or the entry by any of its employees, agents or contractors upon the premises and/or the exercise of any of the authorities granted herein. Great Circle Catering expressly waives all claims against the Pease Development Authority for any such loss, damage, personal injury or death caused by or occurring as a consequence of Great Circle Catering's use of the Premises or the conduct of activities or the performance of responsibilities under this authorization. Great Circle Catering further agrees to indemnify, save, hold harmless, and defend the Pease Development Authority, its officers, board members, agents and employees, from and against all suits, claims, demands or actions, liabilities, judgements, costs and attorney's fees arising out of Great Circle Catering's use of the Premises or any activities conducted or undertaken in connection with or pursuant to this authorization.
3. Great Circle Catering and/or any agent or contractor of Great Circle Catering providing to the Pease Development Authority satisfactory evidence of comprehensive general liability insurance to a limit of not less

than Two Million Dollars (\$2,000,000.00) per occurrence, naming the Pease Development Authority as additional insured; automobile liability insurance in the amount of One Million Dollars (\$1,000,000.00); and evidence of workers compensation coverage to statutory limits.

Each such policy or certificate therefor issued by the insurer shall to the extent obtainable contain (i) a provision that no act or omission of any employee, officer or agent of Great Circle Catering which would otherwise result in forfeiture or reduction of the insurance therein provided shall affect or limit the obligation of the insurance company to pay the amount of any loss sustained, (ii) an agreement by the insurer that such policy shall not be canceled without at least thirty (30) days prior written notice by registered mail to Pease Development Authority, (iii) provide that the insurer shall have no right of subrogation against Pease Development Authority; and (iv) a provision that any liability insurance coverage required to be carried shall be primary and non-contributing with respect to any insurance carried by PDA.

4. Great Circle Catering obtaining the prior consent of the Pease Development Authority's Airport Operations Department before commencing any activities on the Premises, and thereafter complying with all terms and conditions of said consent.

5. Great Circle Catering's agreement to restore said premises to its condition prior to the commencement of any work undertaken pursuant to this Right of Entry.

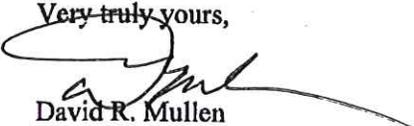
6. Great Circle Catering's agreement herein that this letter of authorization does not constitute a grant of an exclusive interest in the Premises, an option to lease the Premises or an offer to lease the Premises. Great Circle Catering acknowledges and agrees that except as otherwise set forth herein, no legal rights shall arise or accrue to it with respect to this authorization to use the Premises.

7. Great Circle Catering's agreement to pay Pease Development Authority a 10% share of its gross sales (excluding any applicable sales tax) which shall be payable on a monthly basis no later than the 10<sup>th</sup> day of the following month.

8. Great Circle Catering's agreement to permit Pease Development Authority upon reasonable notice to review or audit the sales records of Great Circle Catering as the same pertains to its operations in the Airport Terminal Building.

Please indicate by your signature below Great Circle Catering's consent and return the same to me with evidence of insurance as required.

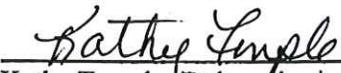
Very truly yours,

  
David R. Mullen  
Executive Director

Agreed and accepted this 17<sup>th</sup> day of Sept, 2014

Great Circle Catering, LLC

By:

  
Kathy Temple Duly authorized

MEMORANDUM

To: Pease Development Authority Board of Directors  
From: David R. Mullen, Executive Director *DRM*  
Date: March 19, 2015  
Re: Sublease between NH Avenue Retail Center, LLC and Dover Women's Health, PA

In accordance with the "Delegation to Executive Director: Consent, Approval of Sub-sublease Agreements" adopted by the Board on August 8, 1996, I am pleased to report that PDA has approved of a sublease between NH Avenue Retail Center, LLC ("NH Avenue") and Dover Women's Health, PA for 1,342 square feet at 14 Manchester Square with a base term of three years with two 3 year options to extend. Dover Women's Health will use the premises for a medical office and related uses.

The Delegation to Executive Director: Consent, Approval of Sub-subleases provides that:

"A Sub-sublease Agreement subject to this delegation of authority shall not be consented to, approved or executed unless all of the following conditions are met:

1. The use of the Subleased Premises associated with the sublease is permitted under the original sublease;
2. The sublease is consistent with the terms and conditions of the original Sublease;
3. The original Sublease remains primarily liable to Sublessor to pay rent and to perform all other obligations to be performed by Sublessee under the original Sublease; and
4. The proposed Sublessee is financially and operationally responsible."

Conditions one through three have been met. As to condition four, PDA relies on NH Avenue's continued primary liability for payment of rent and other obligations pursuant to the PDA/NH Avenue Lease.

The Delegation to Executive Director: Consent, Approval of Sub-sublease Agreements also requires the consent of one member of the PDA Board of Directors. In this instance, Director Lamson was consulted and granted her consent.

PATWOINTL\NH Ave Retail\Board\Boardmem031914.wpd

MOTION

Director Torr:

The Pease Development Authority Board of Directors hereby authorizes the Executive Director to enter into Lease Amendment No. 4 with International Association of Privacy Professionals, Inc. for the Premises located at 75 Rochester Avenue, Units 3 and 4 to add a Right of First Refusal for Unit 2; upon substantially similar terms and conditions contained in draft Lease Amendment No. 4 attached hereto.

Note: Roll call vote required.

N:\RESOLVES\IAPPAm0315.wpd

LEASE AMENDMENT NO. 4

Lessor: Pease Development Authority ("Lessor" or "PDA")  
Lessee: International Association of Privacy Professionals, Inc. ("Lessee", or "IAPP")  
Premises: 75 Rochester Avenue, Units 3 & 4, Pease International Tradeport, Portsmouth, NH  
Lease Date: Effective January 1, 2011

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This Lease Amendment No. 4 made effective March 20, 2015 by and between the above referenced Lessor and Lessee:

WHEREAS, Lessor and Lessee entered into a Lease Agreement to lease Unit 4 at 75 Rochester Avenue; and subsequently agreed to amend the Lease to include the adjoining Unit 3;

WHEREAS, Lessee has requested and Lessor has agreed to give a Right of First Refusal to Lessee to lease Unit 2;

NOW THEREFORE, Lessor and Lessee agree for good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, that the Lease be amended as set forth below:

a.) Article 1 of the Lease is amended to include Article 1.A as set forth below, which supersedes any previous Article 1.A. in the Lease:

ARTICLE 1.A.

RIGHT OF FIRST REFUSAL

For a period of five (5) years beginning March 20, 2015, but subject specifically to the terms and conditions set forth in this Lease, Lessor grants to Lessee a Right of First Refusal ("Right of First Refusal" or "RFR") to lease 75 Rochester Avenue, Unit #2 in its entirety.

Upon receipt by Lessor of a bona fide offer from a third party to lease the Premises at 75 Rochester Avenue, Unit #2 (the "RFR Space") upon terms and conditions acceptable to Lessor (a "Third Party Offer"), Lessor shall provide Lessee with a copy of any Third Party Offer for review. Lessee shall have ten (10) days from the receipt of the copy of the Third Party Offer to deliver to Lessor written notice of Lessee's intent to lease the Premises at 75 Rochester Avenue, Unit #2 on the same conditions as set forth in the Third Party Offer ("RFR Exercise Notice"). In order to be valid, Lessee's RFR Exercise Notice must not be limited to the financial terms and conditions but must also include other

terms and conditions of the Third Party Offer, including a description of jobs to be created. Notwithstanding Lessor's intent to market 75 Rochester Avenue, Unit #2 in total, during the RFR period, Lessor shall advise potential tenants of Lessee's interest in the Expansion Area, in the event such party is willing to consider subleasing said Area to Lessee. The terms and conditions of any such sublease, including any construction necessary and allocation of costs, will be directly between Lessee and the Third Party Offeror, subject to Lessor's approval (such approval not to be unreasonably withheld or delayed) and code compliance.

If an RFR Exercise Notice is given by Lessee within the ten day exercise period described above, this Lease shall be amended such that the RFR Space shall become part of the Leased Premises under this Lease as of the date set forth in the Exercise Notice. Lessor and Lessee shall, within thirty (30) days after such Exercise Notice by Lessee, execute a lease amendment providing for the incorporation of the RFR Space into the Leased Premises on the terms set forth in the Third Party Offer. Should Lessee reject the Third Party Offer, Lessor shall be free to lease the RFR Space to the prospective tenant on the same terms as those described in the Third Party Offer and Lessee shall have no further rights with respect to such RFR; provided, however, that such lease is executed within six months after the date of the Exercise Notice. If such lease is not executed within such six month period, Lessor will be required to comply with the provisions of this Article 1(A) for any future bona fide offers with respect to the RFR space.

END OF ARTICLE 1.A.

b.) All other terms and conditions of the Lease as amended shall remain in full force and effect and continue to be binding upon the Parties.

IN WITNESS WHEREOF, Lessor and Lessee have executed this Lease Amendment No. 4 effective March 20, 2015.

Lessee: **International Association of Privacy Professionals, Inc.**

By: \_\_\_\_\_  
J. Trevor Hughes

Its: President / CEO

Lessor: **Pease Development Authority**

By: \_\_\_\_\_  
David R. Mullen, Executive Director

STATE OF NEW HAMPSHIRE: ss.  
COUNTY OF [ ]

On this \_\_\_\_\_ day of \_\_\_\_\_, 2015, before me, \_\_\_\_\_, a Notary Public in and for said County and State, personally appeared J. Trevor Hughes, personally known to me (or proved to me on the basis of satisfactory evidence) to be the President /CEO of the International Association of Privacy Professionals, Inc. and on oath stated that he was authorized to execute this instrument and acknowledged it to be his free and voluntary act for the uses and purposes set forth herein.

\_\_\_\_\_  
Notary Public in and for said County and State  
Printed Name: \_\_\_\_\_  
My commission expires: \_\_\_\_\_

STATE OF NEW HAMPSHIRE: ss.  
COUNTY OF ROCKINGHAM

On this \_\_\_\_\_ day of \_\_\_\_\_, 2015, before me, \_\_\_\_\_, a Notary Public in and for said County and State, personally appeared David R. Mullen, personally known to me (or proved to me on the basis of satisfactory evidence) to be the Executive Director of the Pease Development Authority and on oath stated that he was authorized to execute this instrument and acknowledged it to be his free and voluntary act for the uses and purposes set forth herein.

\_\_\_\_\_  
Notary Public in and for said County and State  
Printed Name: \_\_\_\_\_  
My commission expires: \_\_\_\_\_

MOTION

Director Lamson:

The Pease Development Authority Board of Directors hereby approves of the Concept Plan submitted by Two International Group, LLC ("TIG") attached hereto for the premises located at 85 New Hampshire Avenue; subject to the resolution of the items and all other terms and conditions set forth in the memorandum of Maria J. Stowell, P.E., Manager – Engineering, dated March 6, 2015 attached hereto and such other governmental permits as required.

Note: Roll Call vote required

N:\RESOLVES\TIG85NHConcept.wpd

## MEMORANDUM

To: David R. Mullen, Executive Director *DRM*  
From: Maria J. Stowell, P.E., Engineering Manager *Maria*  
Date: March 6, 2015  
Subject: 85 New Hampshire Ave Concept Plans

Attached are concept plans submitted by Two International Group for a building at 85 New Hampshire Avenue. The building would be 28,800 square feet on two floors, 14,400 square feet each. The developer anticipates an office use.

The site plan shows the general layout of the building, parking, and traffic circulation areas. Staff has reviewed the submittals and has the following comments.

**Parking** The site plan indicates that 120 new parking spaces will be constructed to support the building. Included in the 120 parking stalls are 36 compact car parking stalls, two van pool stalls and 5 car pool stalls. Although the Land Use Controls allow these, experience tells us that these spaces are rarely used as intended. Staff recommends that we work with the developer to provide a more suitable parking layout.

**Storm Water Treatment** Collection and treatment of storm water is not typically addressed during conceptual review. In this case however, there is little land remaining on the site that could accommodate storm water and treatment may pose a challenge. The developer is aware of the site constraints and understands that treatment in accordance with State rules will be required.

**Topography** The developer has not yet collected any topographic information on this site. There is a considerable grade change between the entrance driveway and the building pad. The developer is aware that the site topography may impact the layout and that any meaningful changes will require another review by the Board.

**Wetland Buffer** Wetlands are present on the lot. The nominal buffer designated for this area is 25 feet. However, the PDA ordinance allows the buffer to be used if the same buffer area was previously disturbed for the construction of an impervious surface. The proposed building impervious surfaces are shown to be situated immediately adjacent to the buffer but they do not encroach. There are two concerns that will need close review. First, the disturbance required during construction will extend into the nominal buffer. It appears the disturbance will not extend beyond the previously disturbed areas and therefore comply with the ordinance. Construction activities will need to be closely monitored to ensure this happens.

Also, the wetland delineation used on the drawing is old and needs to be updated. Any deviation from the assumed delineation could have a significant impact in the layout.

**Wetland Fill** The developer is proposing to fill approximately 348 sf wetland. The wetland is small, isolated, appears to be manmade, and probably has a low value ranking. The Board should be apprised of the condition and approve the filing of an application to allow the fill.

**Snow Storage** There would appear to be little space remaining on the site to accommodate snow storage. Some snow storage is shown on the Site Plan, however it seems it is inadequate. This may require snow to be hauled off site.

During Site Review staff will work with the developer to resolve these concerns without significantly changing the conceptual layout. If this is not possible the applicant will be required to come before the Board again for conceptual approval of the redesign. This decision will be made once more thorough drawings have been prepared and staff can analyze the proposal in depth.

Based on the work completed to date, please ask the Board for conceptual approval of the 85 New Hampshire plans at the March Board Meeting provided that the referenced items can be resolved without significant changes in the plans. Furthermore, please ask the Board for authorization for the developer to submit a wetland application to fill approximately 348 square feet of wetland.

# 85 NH AVENUE SITE PLAN

<b>SITE DATA</b>	
ASSUMED LOT SIZE	3.4 ACRES
WETLAND AREA	
#2 - .03 AC	
#3 - .46 AC	
TOTAL WETLAND AREA -	.49 AC
UPLAND AREA	2.9 AC
TOTAL OPEN SPACE REQUIRED (25% OF UPLAND) -	.725 AC
UPLAND OPEN SPACE PROVIDED	1.34 AC
WETLANDS COUNTED TOWARDS OPEN SPACE	0 AC
TOTAL OPEN SPACE PROVIDED	1.34 AC (46 %)

<b>PARKING CALCULATIONS</b>			
OFFICE SPACE	28,800 S.F.	<b>ASSUMED EMPLOYEES</b>	6/1000 SF - 144 EMPL
		<b>REQUIRED</b>	(3 SP/4 EMP) 108

**ALLOWABLE REDUCTIONS**

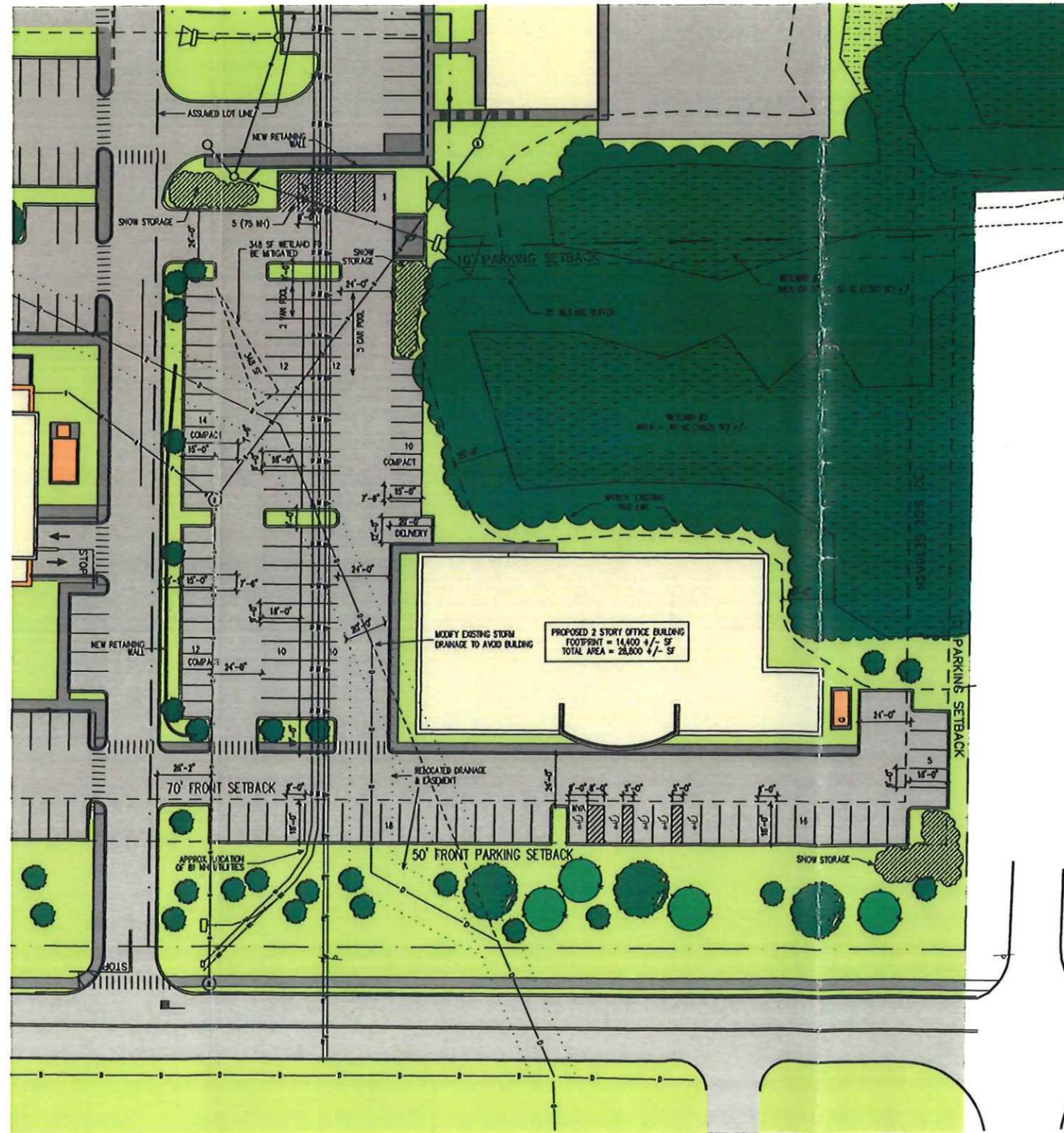
VAN POOL SPACE SUBSTITUTION (1/8 TO 15%(16)) 2 VAN POOL	-10
CAR POOL SPACE SUBSTITUTION (1/3 TO 15%(16)) 5 CAR POOL	-10
<b>NEW TOTAL REQUIRED</b>	<b>88</b>
<b>ACTUAL PROVIDED</b>	<b>125</b>
DEDICATED 75 NH SPACES	-5
DEDICATED 85 NH SPACES	120

**HANDICAPPED PARKING**

REQUIRED AT 101-150 SPACES - 5  
 1/8 ACCESSIBLE SPACES REQUIRED TO BE VAN ACCESSIBLE  
 PROVIDED - 4 CAR, 1 VAN ACCESSIBLE

**COMPACT SPACES**

ALLOWABLE - 30% OF PROVIDED      ACTUAL - 36 (30%)



dann norris batting • architect  
 planning, design, architecture  
 one sandown road  
 chester, new hampshire 03086  
 603 • 887 • 0086



85 NEW HAMPSHIRE AVE.  
 Pease International Tradeport  
 Portsmouth, NH  
 TWO INTERNATIONAL GROUP, LLC

Site Plan  
 SCALE: 1"=30'-0"

date 1/21/15

check dnb

rev.

Job No. 0504.10



dnb



MOTION

Director Allard:

The Pease Development Authority Board of Directors hereby authorizes the Executive Director to:

1. enter into a contract with H.L. Turner Group, Inc., PDA's consultant, in the total amount of \$89,800 for architectural and engineering services related to the Pease Golf Course Clubhouse Expansion project; and
2. enter into a contract with Pine Brook Corporation of Kittery, ME to act as construction manager for the Pease Golf Course Clubhouse Expansion project.

The Board also authorizes payment of \$16,950 to Pine Brook Corporation for project related pre-construction services; all in accordance with the memorandum of Maria J. Stowell, P.E., Engineering Manager, dated March 11, 2015, attached hereto.

Note: Roll call vote required.

N:\RESOLVES\GolfCnstMgr0315.wpd

## MEMORANDUM

To: David R. Mullen, Executive Director 

From: Maria J. Stowell, P.E., Engineering Manager 

Date: March 11, 2015

Subject: Construction Manager Selection - Pease Golf Course Clubhouse Expansion

On February 6<sup>th</sup>, the PDA received eleven Statements of Qualifications (SOQs) from firms in response to our Construction Management Services Request for Qualifications. The work under this contract includes providing cost estimating, scheduling and value engineering to assist in design, as well as constructing the improvements. A two step process was used to evaluate and select the most qualified firm. First, a review of each SOQ was performed to narrow down the list to three candidates. Secondly, interviews were held with the final three firms.

On March 3<sup>rd</sup>, representatives from the short-listed firms made brief presentations outlining their approaches to the project and also submitted fee proposals to cover pre-construction, general conditions and management services. Presentations were made to a panel consisting of Gerry Blanchette, P.E. of the H.L. Turner Group, Scott DeVito, Michael Mates, P.E., and me. Each of the groups impressed the panel with their depth of knowledge and experience and particularly with their level of interest in the work.

After considerable deliberation, the panel unanimously decided to recommend Pine Brook Corporation to provide the requested services. The decision was based on qualifications and price. We concluded that Pine Brook's knowledge of the issues relating to construction management and restaurant renovations, as well as the techniques they would employ to minimize any disruption to the patrons of the golf course and restaurant were best suited to our current needs. Pine Brook was also the firm submitting the lowest cost for construction management services. As you probably know, Pine Brook also happened to be the Design Builder who completed the new Clubhouse construction in 2010.

Staff also recommends that PDA's on call consultant, H.L. Turner Group, Inc. (Turner) be contracted to provide architectural and engineering services. This work involves all architectural, structural, mechanical, electrical and site design elements, the creation of drawings and

specifications to be used for bidding and permitting, and construction phase inspections and shop drawing review. Turner's proposed fee for this work is \$89,800.

If the Board approves of these expenditures, the project will proceed to the pre-construction phase, which will include final design and the determination, by the Construction Manager, of a guaranteed maximum price (GMP). It is our intention to bring the GMP to the Board for approval in August. Construction work would begin after Columbus Day when the golf season has concluded.

I have attached a sheet listing all the firms that responded to the RFQ. This sheet also includes the fee proposals from the short-listed firms.

At next week's meeting, please ask the Board of Directors to approve our selection of Pine Brook Corporation as the construction manager to the PDA for this project as well as the award of the Architectural and Engineering Services contract to H.L. Turner Group, Inc. in the amount of \$89,800.



THE H. L. TURNER GROUP Inc.

27 LOCKE ROAD, CONCORD, NH 03301-5301 TELEPHONE: 603-228-1122 FAX: 603-228-1126

March 9, 2015

Ms. Maria Stowell, PE  
Manager of Engineering  
Pease Development Authority  
55 International Drive  
Portsmouth, NH 03801

SUBJECT: Proposal for A&E Services – Kitchen and Bar Expansion Project  
PDA Golf Course Club House  
Pease International Tradeport  
Portsmouth, New Hampshire

Dear Ms. Stowell:

Per your request, we are pleased to offer this proposal to provide Architectural & Engineering services for the PDA Golf Course Club House (GCCH) Kitchen and Bar Expansion Project located at the Pease International Tradeport in Portsmouth, New Hampshire. The existing building requires additional cooler and freezer space due to an expanding need at the GCCH facility as well as the existing bar is being moved into a building addition which will be isolated from the dining area. This proposal is based on the H.L. Turner Group's concept design that was distributed to construction managers (CM) as part of the recent public solicitation for CM's on the project (see attached). The concept designs were based on multiple meetings with the PDA with the resultant floor plan as the best workable solution for the planned cooler/freezer expansion.

Following recent interviews with various construction managers, all three (3) construction managers have stated that the \$1M budget for the project will be sufficient to perform the work identified in the attached drawings as long as the designs are reasonable. This proposal is therefore based on that construction budget.

**SCOPE OF SERVICES**

- A. Visit the GCCH building with our design team and perform visual and dimensional verification of the existing dimensions, architectural, mechanical/HVAC, plumbing, electrical, site/civil, and structural conditions. The initial design team site visit will be our design kick-off meeting. Therefore, the PDA, the selected construction manager and other interested parties will be asked to attend the kick-off meeting in order to respond to inquiries and participate in the decision making process that will allow the designs to move forward. At that meeting, recommendations will be made for the size, type and manufacturer(s) of

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ARCHITECTS • ENGINEERS • BUILDING SCIENTISTS

the cooler/freezer equipment, the final locations of the equipment, the various vendor selection possibilities as well as the scale and elevation massing of the bar addition and the interior and exterior materials of the proposed addition. We will utilize this information to begin our designs.

- B. As part of the initial site walk and during the early design phase meetings, we will evaluate the most appropriate location(s) for the ceiling and roof penetrations for the proposed kitchen exhaust hood(s), evaluate the capacity of the existing heat pumps, as well as evaluate the capacity of the geothermal wells for the purpose of continuing their use for heat and/or air conditioning the expanded building footprint.
- C. Following the site walk, we will begin our design and develop them to approx. 25% construction documents which will be near the Design Development level. The required design disciplines for this project will include architectural, mechanical/HVAC, plumbing, electrical, site/civil, structural engineering as well as Project Management of the design disciplines, coordination with the PDA, the construction manager and other interested parties. At that point in time we will meet with the PDA and the CM for a project review, respond to inquiries that either the design team may have of the PDA and the construction manager. The project documents will include plans and specifications that will allow the PDA's selected construction manager to publicly advertise, bid and then the CM will enter into an agreement with sub-contractor(s) to perform the work.
- D. It is expected that we will likely meet with the PDA and the construction manager every other week or so during the design process.
  - 1. Project drawings will include plans, details, sections, notes and possibly photographs that will identify the work that needs to be performed. This will include, but not be limited to the demolition of the existing stairs, framing over at the former stair location, construction of new stairs, installation of the new coolers and freezer, the new bar addition, etc. - all as shown in the attached concept drawings.
  - 2. Technical specifications will be included in a Project Manual or on the project drawings, the content of which will be coordinated with the PDA and the construction manager.
- E. Following subsequent design review meetings, we will then develop our construction documents further and meet with the PDA and the CM for continued coordination with respect to the lay-out, kitchen equipment selections, for a final design review in preparation for public bidding. It is expected that we will meet every other week or so during the design process.

- F. Following the multiple design review meetings (every other week or so), we will ultimately develop our designs to 100% and make them available electronically to the PDA, the construction manager and to a commercial printing company in order to solicit bids from sub-contractors experienced in this type of work.
- G. Provide construction administration services which will include project management, attending a pre-construction meeting, review and approval of submittals/shop drawings, issuing project directives, executing application(s) for payment, issuing clarification sketches if needed, responding to inquiries during construction, attending/conducting weekly project construction meetings (estimated to be 14 weeks in duration according to the selected construction manager), development of meeting minutes, one punch list site visit, issuing substantial completion certificate and assisting in project close-out.

#### **CLIENT RESPONSIBILITIES**

- A. Provide a Purchase Order or written notice to proceed that will allow us to proceed with the work.
- B. Provide as-built information and/or as-built construction drawings of the GCCH building. This will allow us to compare with the documents that we have in our files.
- C. Provide a single point of contact for the implementation of this project.

#### **ITEMS NOT INCLUDED**

- A. Destructive testing or any demolition of existing components.
- B. Design of additional floor plan options.
- C. Presentations to the City of Portsmouth.
- D. Meetings other than those identified in this proposal.
- E. Determination of means and methods for construction.
- F. Any item not specifically identified in this proposal. Minor changes if needed are included in our not-to-exceed costs.

Our services will be provided in accordance with our contract with the PDA dated May, 1, 2012.

## SCHEDULE

We will be available to begin the design of this project within 2 weeks from the receipt of a notice to proceed from the PDA. The anticipated project schedule is as follows:

A.	PDA approves A&E proposal	Mid March, 2015
B.	On site kick-off meeting	Early April, 2015
C.	Design coordination meetings	Every other week
D.	Designs are complete 100% e-docs to PDA, the CM	June 25, 2015
E.	Bidding by CM	July 2015
F.	CM delivers GMP	August 4, 2015
G.	Construction begins	October 13, 2015
H.	Construction ends - per the selected CM	Early Feb. 2016

(Original constr. sched. Per CM RFP- Kitchen Dec. 31, 2015, Bar Addn. Apr. 31, 2016)

## FEE

We propose to provide the above scope for the following Actual Costs Not to Exceed. Breakdown is as follows:

A.	Site visit/kick-off meeting with design team	\$ 3,500.
B.	Attend multiple design meetings with the PDA and the CM	\$12,500.
C.	Coordinate and Develop Construction Documents to 25%	\$12,000.
D.	Coordinate and Develop Construction Documents to 50%	\$12,000.
E.	Coordinate and Develop Construction Documents to 75%	\$15,000.
F.	Coordinate and Develop Construction Documents to 95%	\$10,000.
G.	Coordinate and Develop Construction Documents to 100%	\$ 4,500.
H.	Construction Administration	
	1. Bidding Phase	\$ 1,900.
	2. Process submittals, RFI's, Project Mgt., etc.	\$ 4,400.
	3. Construction Meetings (approx.. 14 weeks)	<u>\$14,000.</u>
	Total L.S.	\$89,800.

Invoices will be submitted monthly as a percentage of the completed work.

Any additional services not identified by this proposal will be performed on a time and materials basis in accordance with our May 1, 1012 agreement with the PDA.

We appreciate the opportunity to present this proposal, and look forward to assisting **The Pease Development Authority** with this exciting project.

Sincerely,

THE H.L. TURNER GROUP INC.



Gerard R. Blanchette, P.E., LEED® AP  
Senior Vice President ~ Principal  
GRB/brg

Accepted by:

**Pease Development Authority**

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

By (Signature): \_\_\_\_\_

Title: \_\_\_\_\_

Purchase Order No. (if applicable): \_\_\_\_\_.



# Pease Golf Course Food Services Expansion Project RFQ Submittals

February 6, 2015

## Construction Management Firms

Allied Cook Construction - Portsmouth, NH

Bauen Corporation Construction Management - Meredith, NH

Milestone Engineering & Construction, Inc. - Concord, NH

Martini Northern - Portsmouth, NH

M & M Construction Services - Goffstown, NH

Brookstone Builders, Inc. - Manchester, NH

Pinebrook Corporation - Kittery, ME

Groen Builders, Inc. - Rochester, NH

Careno Construction Company, LLC. - Portsmouth, NH

Turnstone Corporation - Milford, NH

Charters Brothers - Danville, NH

## Pease Golf Course Food Services Expansion Project Construction Management Services RFP

March 3, 2015

### Shortlisted Firms

#### Pinebrook Corporation

<i>Preconstruction Fee</i>	<i>CM's Management Fee</i>	<i>CM's General Conditions Fee</i>	<i>Total Cost</i>
\$16,950.00	\$61,033.00	\$96,699.00	\$174,682.00

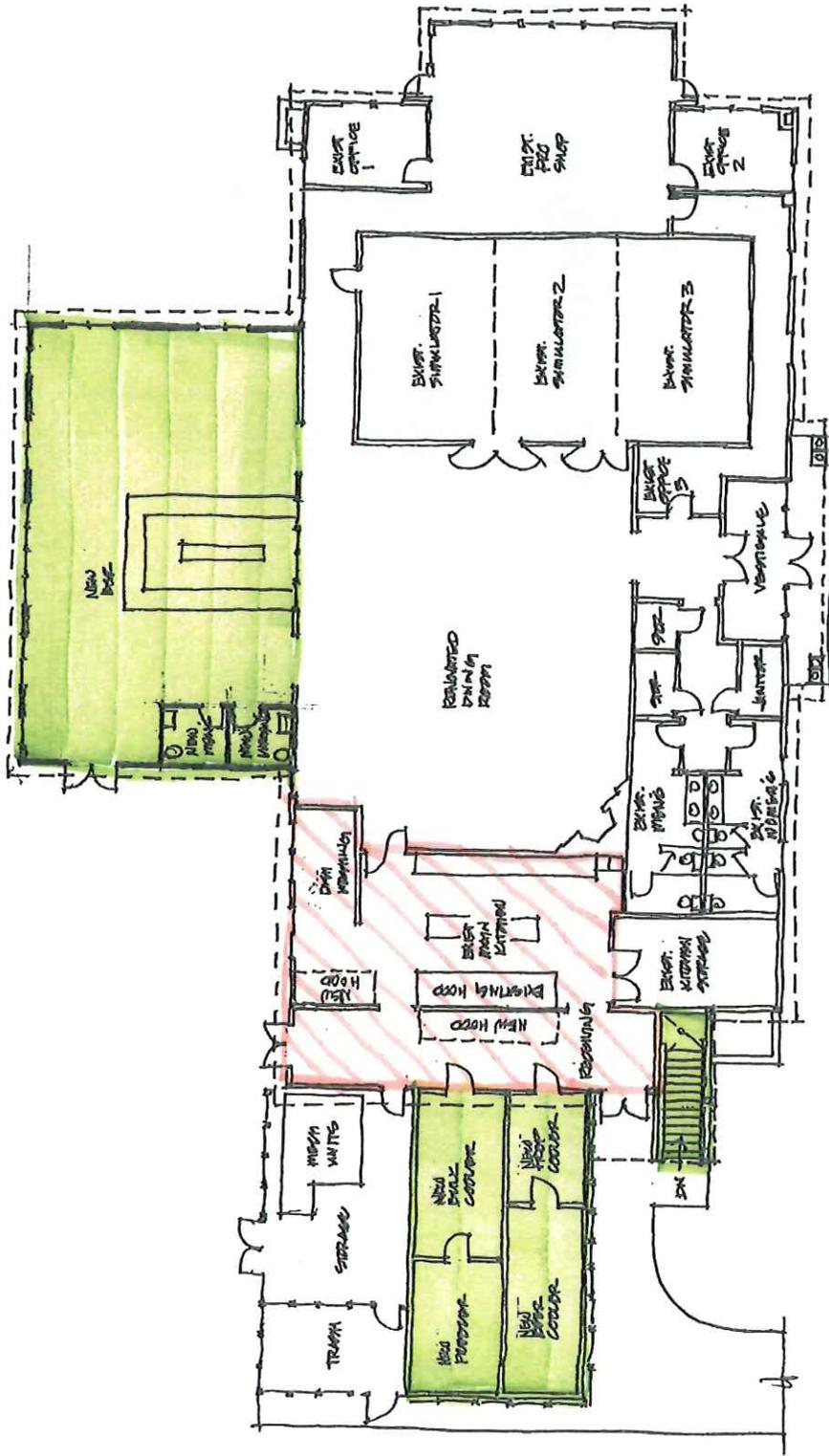
#### Milestone Engineering & Construction, Inc.

<i>Preconstruction Fee</i>	<i>CM's Management Fee</i>	<i>CM's General Conditions Fee</i>	<i>Total Cost</i>
\$5,000.00	\$62,500.00	\$108,193.26	\$175,693.26

#### Allied Cook Construction

<i>Preconstruction Fee</i>	<i>CM's Management Fee</i>	<i>CM's General Conditions Fee</i>	<i>Total Cost</i>
\$5,000.00	\$80,000.00	\$154,668.00	\$239,668.00

EXHIBIT B



FPA CLUB HOUSE EXTENSION  
 CONCEPTUAL OPTION 4 - PHASE 2  
 PEASE DEVELOPMENT AUTHORITY  
 TURNER GROUP - 4151  
 12.01.2014

FIRST FLOOR PLAN  
 1/8" = 1'-0"

- renovated area
- new construction area

MOTION

Director Torr:

The Pease Development Authority Board of Directors hereby approves of and authorizes the Executive Director to enter into Amendment No.8 attached hereto to extend the Consulting Agreement with Daniel Fortnam through September 30, 2015 with one (1) option to extend through March 31, 2016 exercisable at the Executive Director's sole discretion.

Note: Roll call vote required.

N:\RESOLVES\FortnamContractExt0315.wpd

**AMENDMENT No. 8**  
**CONSULTING AGREEMENT**

THIS AMENDMENT No. 8 to the CONSULTING AGREEMENT made effective the 1st day of April, 2015, by and between Daniel C. Fortnam, 24 Olde Homestead Drive, Marston Mills, MA 02648 ("Consultant"), and the Pease Development Authority ("PDA") 55 International Drive, Portsmouth, NH 03801, an agency of the State of New Hampshire established pursuant to RSA ch. 12-G.

**WHEREAS**, PDA and Consultant entered into a Consulting Agreement ("Agreement") effective January 1, 2011 through December 31, 2011.

**WHEREAS**, by Amendments No. 1 through 7 to the Agreement, the term of the Agreement was extended through March 31, 2015.

**WHEREAS**, on March 19, 2015 the PDA Board agreed to extend the term of the Agreement through September 30, 2015 and to include one (1) option to extend the contract through March 31, 2016.

**NOW, THEREFORE**, in consideration of the mutual undertaking, covenants and agreements hereinafter contained, PDA and Consultant hereby agree as follows:

1. **TERM:** The term of this Consulting Agreement is extended from April 1, 2015 through September 30, 2015; and is amended to include one (1) option to extend the contract through March 31, 2016 exercisable at the sole discretion of the PDA;
2. All other terms and conditions of the Consulting Agreement, as amended, shall remain in full force and effect and continue to be binding upon the Parties.

EXECUTION

IN WITNESS WHEREOF, the Pease Development Authority and Consultant have executed this Amendment No. 7 to the Consulting Agreement effective as of April 1, 2015.

PEASE DEVELOPMENT AUTHORITY

By: \_\_\_\_\_  
David R. Mullen, Executive Director

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

CONSULTANT

By: \_\_\_\_\_  
Daniel C. Fortnam

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

MOTION

Director Bohenko:

The Pease Development Authority Board of Directors hereby authorizes the Executive Director to execute a contract with Pinard Waste Systems Co., Inc. for the purpose of providing non-hazardous solid waste removal services at Pease Development Authority facilities for an initial period of one (1) year and one (1) one (1) year option to extend exercisable at the sole discretion of the Pease Development Authority; all in accordance with the memorandum of Joseph McPherson, PDA Facilities Resource Manager, dated March 12, 2015 attached hereto.

Note: Roll call vote required.

N:\RESOLVES\Non-HazardousWaste0315.wpd

# Memo

To: David R. Mullen, Executive Director 

From:  Joseph W. McPherson, Facilities Resource Manager

Subject: Non-Hazardous Solid Waste Services

Date: March 12, 2015

As we continue to streamline and strengthen our recycling and waste efforts, it was time to put the Non-Hazardous, Solid, Waste Removal Services out for bid. As you know, Waste Management is the present contractor handling this service for all Pease Development Authority (PDA) locations.

After searching out the needs of each location, a scope of work and bid form was drafted. The bid form consists of container sizes for both Single Stream recycling (SS) and Municipal Solid Waste (MSW) removal, with a schedule for pickup depending on the locations and seasonal concerns. In addition, The Pease Golf Course will have a cardboard dumpster which can be utilized by other departments as needed.

Seven bidders attended the mandatory pre-bid meeting of which six submitted bids. One vendor communicated they could not provide 10 yard containers so they decided not to bid.

Bids were due and publically opened at 11:00 a.m. on February 26, 2015. Pinard Waste Systems Co., Inc., was the low bidder with a bid of \$3,759.00 per month. The other bids are reflected on the attached bid sheet. The scope of work allows for the size of the containers to be adjusted as needed at each location, with a price adjustment made, reflective of the pricing submitted on the bid form.

Based on their low bid of \$3,759.00, I respectfully request that you seek approval of the PDA Board of Directors to enter in to an agreement with Pinard Waste Systems Co., Inc., for the PDA's Non-Hazardous Waste Removal Services.

**SINGLE STREAM (SS)**

LOCATION SERVICED	CONTAINER SIZE	SCHEDULE	ADDITIONAL CONCERNS	Pinard PRICE/MONTH	WM PRICE/MONTH	Troiano PRICE/MONTH	Casella PRICE/MONTH	Shipyard PRICE/MONTH	Wolpert PRICE/MONTH
7 LEE ST	8 Yd	1 X week		\$ 95.00	\$ 94.00	\$ 64.00	\$ 81.00	\$ 40.00	\$ 300.00
PEASE TERMINAL	6 Yd	1 X week		\$ 86.00	\$ 87.39	\$ 60.00	\$ 76.00	\$ 38.00	\$ 260.00
55 INTERNATIONAL	4 Yd	1 X week		\$ 65.00	\$ 79.09	\$ 56.00	\$ 75.00	\$ 35.00	\$ 220.00
GOLF COURSE	8 Yd	1 X week	Apr 1 - Dec 31	\$ 95.00	\$ 94.00	\$ 64.00	\$ 81.00	\$ 40.00	\$ 300.00
	8 Yd	1 X week	Jan 1 - Mar 31	\$ 95.00	\$ 94.00	\$ 64.00	\$ 81.00	\$ 40.00	\$ 300.00
			<b>SS TOTAL</b>	\$ 436.00	\$ 448.48	\$ 308.00	\$ 394.00	\$ 193.00	\$ 1,380.00

**MUNICIPAL SOLID WASTE (MSW)**

LOCATION SERVICED	CONTAINER SIZE	SCHEDULE	ADDITIONAL CONCERNS	PRICE/MONTH
7 LEE ST	8 Yd	1X week		\$ 150.00
PEASE TERMINAL	10 Yd	1 X week		\$ 175.00
55 INTERNATIONAL	4 Yd	1 X week		\$ 95.00
GOLF COURSE	10 Yd	2 X week	Apr 1 - Dec 31	\$ 325.00
	10 Yd	1 X week	Jan 1 - Mar 31	\$ 175.00
SKYHAVEN	6 Yd	2 X month		\$ 60.00
PORTSMOUTH FISH PIER	10 Yd	3 X week	Apr 1 - Oct 31	\$ 525.00
	10 Yd	1 X week	Nov 1 - Oct 31	\$ 175.00
RYE HARBOR	2 - 8 Yd (com)(rec)	3 X week	May 1 - Oct 15	\$ 500.00
	1 - 8 Yd (com)	1 X week	Oct 16 - Apr 30	\$ 165.00
HAMPTON HARBOR	2 - 8 Yd (com)(rec)	3 X week	Apr 1 - Oct 31	\$ 500.00
	1 - 8 Yd (com)	1 X week	Nov 1 - Mar 31	\$ 165.00
NH PORT AUTHORITY	4 Yd	1 X week		\$ 95.00
			<b>MSW TOTAL</b>	\$ 3,105.00

**CARDBOARD**

LOCATION SERVICED	CONTAINER SIZE	SCHEDULE	ADDITIONAL CONCERNS	PRICE/MONTH
GOLF COURSE	8 Yd	1 X week		\$ 52.00
			<b>CARDBOARD TOTAL</b>	\$ 52.00
ROLLED OFF DUMPSTER 7 LEE ST	30 Yd Dumpster	As Required	ADDITIONAL CONCERNS	PRICE/MONTH
				\$ 150.00
			Per pickup	\$ 208.36
			*400 lbs	\$ 19.52
			per lb X 400 =	\$ 7,808.00
			<b>ROLLED OFF TOTAL</b>	\$ 227.88
			<b>CARDBOARD TOTAL</b>	\$ 94.00
			<b>SS TOTAL</b>	\$ 436.00
			<b>MSW TOTAL</b>	\$ 3,105.00
			<b>ROLLED OFF TOTAL</b>	\$ 166.00
			<b>COMBINED TOTAL</b>	\$ 3,759.00

Pinard	WM	Troiano	Casella	Shipyard	Wolpert
\$ 94.00	\$ 94.00	\$ 64.00	\$ 81.00	\$ 40.00	\$ 300.00
\$ 87.39	\$ 87.39	\$ 60.00	\$ 76.00	\$ 38.00	\$ 260.00
\$ 79.09	\$ 79.09	\$ 56.00	\$ 75.00	\$ 35.00	\$ 220.00
\$ 94.00	\$ 94.00	\$ 64.00	\$ 81.00	\$ 40.00	\$ 300.00
\$ 94.00	\$ 94.00	\$ 64.00	\$ 81.00	\$ 40.00	\$ 300.00
\$ 448.48	\$ 448.48	\$ 308.00	\$ 394.00	\$ 193.00	\$ 1,380.00
\$ 159.99	\$ 159.99	\$ 178.00	\$ 195.00	\$ 135.00	\$ 380.00
\$ 181.99	\$ 181.99	\$ 211.00	\$ 221.00	\$ 160.00	\$ 420.00
\$ 114.39	\$ 114.39	\$ 113.00	\$ 135.00	\$ 80.00	\$ 300.00
\$ 348.38	\$ 348.38	\$ 530.00	\$ 475.00	\$ 407.00	\$ 840.00
\$ 179.39	\$ 179.39	\$ 265.00	\$ 237.00	\$ 175.00	\$ 420.00
\$ 86.58	\$ 86.58	\$ 291.00	\$ 86.00	\$ 55.00	\$ 170.00
\$ 506.97	\$ 506.97	\$ 795.00	\$ 711.00	\$ 632.00	\$ 1,260.00
\$ 179.39	\$ 179.39	\$ 265.00	\$ 237.00	\$ 147.00	\$ 420.00
\$ 1,108.24	\$ 1,108.24	\$ 1,068.00	\$ 1,357.00	\$ 1,026.00	\$ 2,280.00
\$ 159.99	\$ 159.99	\$ 222.00	\$ 254.00	\$ 125.00	\$ 380.00
\$ 1,144.86	\$ 1,144.86	\$ 1,068.00	\$ 1,357.00	\$ 1,026.00	\$ 2,280.00
\$ 210.14	\$ 210.14	\$ 222.00	\$ 254.00	\$ 125.00	\$ 380.00
\$ 116.99	\$ 116.99	\$ 113.00	\$ 141.00	\$ 85.00	\$ 300.00
\$ 4,497.20	\$ 4,497.20	\$ 5,341.00	\$ 5,660.00	\$ 4,178.00	\$ 9,830.00

## Memorandum

**To:** Kim W. Hopper, A.A.E., Airport Manager  
**From:** Sandra McDonough, Airport Community Liaison Sm  
**Date:** 3/4/2015  
**Subj:** Noise Report for January and February 2015

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January we received a total of 8 inquiries. Six were related to helicopters (5 based and one non-based), one was related to a non-based fixed-wing aircraft and one was a general concern about aircraft cargo. Two residences had to be reported to authorities due to the nature of the call.

### Helicopters

- 6 inquiries were from 2 residences.
- Of the 6 inquiries, 5 were attributed to Seacoast Helicopters (3 of those inquiries came from one resident within a 32 minute period).

### Fixed Wing Aircraft

- The only inquiry for fixed wing aircraft was a resident of Greenland wanting to know why an aircraft was flying nonstop for an hour near her home. When she found out it was a state aircraft working along the highway she was content.

### General

- A resident of Farmington, NH, called inquiring about cargo on the aircraft that fly over his house. He is concerned it is gathering information from his home and he is confident the NHANG is involved.

February we received one inquiry pertaining to helicopters and one pertaining to a fixed wing aircraft.

- The helicopter inquiry was from a resident of downtown Portsmouth concerning the expansion of Seacoast Helicopters
- The fixed wing inquiry came from the county representative for Lee and Barrington concerning a Lee resident who states the aircraft noise overnight is scaring her and some of her guests.

# PDA Noise Report Log

For the Period: 01/01/2015 to 01/31/2015

#	Date	Time	Caller Information	Type	Aircraft	Narratives	Follow Up
1	1/7/2015	11:21	ID 157 Ruth Street Portsmouth, NH	ON	R44 based	I'm calling and complaining about the noise from the red helicopter. He made several trips over our house today but the last trip he just made he came really low. It was lower than normal. I don't know if he was trying to see something over the North Mill Pond or whatever. It was kind of a slow trip and very low to the ground when he flew back to the base. I wasn't happy about the low flying. Lately he hasn't been doing bad but today he had a couple of runs and the last one was the lowest. I just wanted to get it on record. He seemed a lot lower than he is required to do but let's play it by ear from there. Anyway that's my info. Bye, Bye.	Left message 1/9. No Response. Seacoast Helicopters indicated they were not any lower than normal.
2	1/10/2015	15:19	ID 68 Miller Avenue Portsmouth, NH	ON	R44 based	NOISE COMPLAINT - Red helicopter over Little Harbor Road. I thought we might get a break from this over the winter, but apparently not.	Caller has indicated in the past that a call back is unnecessary.
3	1/10/2015	15:36	ID 68 Miller Avenue Portsmouth, NH	ON	R44 based	NOISE COMPLAINT - Red helicopter over Little Harbor Road. I thought we might get a break from this over the winter, but apparently not.	Caller has indicated in the past that a call back is unnecessary.
4	1/10/2015	15:51	ID 68 Miller Avenue Portsmouth, NH	ON	R44 based	NOISE COMPLAINT - Red helicopter over South Street. I guess I can't escape from this thing today.	Caller has indicated in the past that a call back is unnecessary.
5	1/21/2015	10:23	ID number 05 McShane Avenue Greenland, NH	ON	C 182	Hi Sandy. I've spoken to you before. I have a question concerning a plane that keeps flying for the last hour, to the left of our house. It's not flying over our house it's just flying back and forth. What is it doing? It's a loud one like the one that used to fly over our house at 3 in the morning. I'm just curious, even though I know they can do whatever they want in the day time, is there any reason why it keeps flying? It's been non-stop. First I thought it was the helicopters but it's not. Thank you. Bye.	ATCT informed McDonough that the State of New Hampshire aircraft was flying in the area for over an hour on official business. McDonough passed this information on to the resident the same day of her inquiry. The resident was satisfied with the information and thankful for the call.
6	1/22/2015	11:00	ID number 156 Beaver Pond Farmington, NH	ON	general	McDonough received a call concerning aircraft cargo that the caller believes interferes with communications and also gathers information. Caller would like to come on base and speak with someone he believes the NHANG is behind it.	Notified authorities to check on caller. Notified Pease Dispatch at NHANG.

**TYPE KEY: AR=AM RUN-UP, PR=PM RUN-UP, MX=MAINTENANCE APU/GPU, ON=OVERFLIGHT NOISE, OL=OVERFLIGHT LOW, TGL=TOUCH AND GO LANDINGS, C=CIVILIAN, M=MILITARY, T=TRANSIENT, GPU=GROUND POWER UNIT, APU=AUXILIARY POWER UNIT, W=WEB REPORT**

# PDA Noise Report Log

For the Period: 01/01/2015 to 01/31/2015

#	Date	Time	Caller Information	Type	Aircraft	Narratives	Follow Up
7	1/25/2015	12:17	ID 68 Miller Avenue Portsmouth, NH	ON	R22 based	NOISE COMPLAINT - Red helicopter, directly over my house, circled toward Market Square	Caller has indicated in the past that a call back is unnecessary.
8	1/28/2015	12:23	ID number 157 Ruth Street Portsmouth, NH	ON	helicopter non-based	"It's approximately 10 after 12. I'm calling to file a complaint on a helicopter. It's a greenish, blue helicopter. He is hovering and has been hovering right over our houses for the past 10 minutes. I'm talking he aint frikin moving, he's hovering, and he aint no frikin 1000 feet. I'm about ready to go take this f*****t right out of the sky. I'm sick and tired of this b*****t. Bye." sic	Notified Airport security to follow up as per TSA regulations. Caller called back the following day and apologized for his emotional response. McDonough informed him the helicopter in question was a non based news helicopter that did not take off or land at Portsmouth International Airport at Pease. The controller thought the helicopter was approximately flying at 1500 ft.

**TYPE KEY: AR=AM RUN-UP, PR=PM RUN-UP, MX=MAINTENANCE APU/GPU, ON=OVERFLIGHT NOISE, OL=OVERFLIGHT LOW, TGL=TOUCH AND GO LANDINGS, C=CIVILIAN, M=MILITARY, T=TRANSIENT, GPU=GROUND POWER UNIT, APU=AUXILIARY POWER UNIT, W=WEB REPORT**

# PDA Noise Report Log

For the Period: 02/01/2015 to 02/28/2015

#	Date	Time	Caller Information	Type	Aircraft	Narratives	Follow Up
1	2/25/2015	10:35	ID number 155 Snell Road Lee, NH	ON	PC-12	Hi, I'm representative XXXXX from Lee and Barrington, Strafford County 25. I had a constituent call me about low-flying aircraft at night over Lee. It's usually around 1:20 in the morning and it's scaring her and some of her guests. She said it's been going on for some time. She has probably contacted you before. She lives on Snell Road and her name is XXXXX. If you could call me back I would appreciate it. Thank you for your time.	Returned call to the representative of Strafford County 25. McDonough discussed speaking with this resident before about aircraft flying over her home. 2/27 Spoke with resident about instrument approaches and altitudes at which aircraft are permitted to fly. McDonough gave her the number to the Flight Standard District Offices(FSDO).
2	2/26/2015	13:36	ID number 159 Salter Street Portsmouth, NH	general	helicopter	Hey there. This is XXXXX calling. I live on Salter Street in Portsmouth. I've been meaning to complain about the tourist helicopter for months and months. I've tried calling the police and I've tried calling the town and nobody referred me to you guys. I kind of let it sit for a while until last night after reading that they are, in spite of numerous complaints, going to go ahead with expanded service. I want to find out how I can be on the record and get involved personally if there is ever a need for such an activity. I think it's an intrusion. We sit in our back yard at 5or 6 o'clock having a cocktail and there's a red bird circling right over head. It's loud, obnoxious and noisy. We have created a law last year. I don't know if we still have it but in any case. Thank you very much.	Returned call 2/27. McDonough explained the operator is following the FAA rules and the Airport cannot control where the aircraft flies unless it is to avoid other aircraft. The resident understands but wanted to log his dismay.

**TYPE KEY: AR=AM RUN-UP, PR=PM RUN-UP, MX=MAINTENANCE APU/GPU, ON=OVERFLIGHT NOISE, OL=OVERFLIGHT LOW, TGL=TOUCH AND GO LANDINGS, C=CIVILIAN, M=MILITARY, T=TRANSIENT, GPU=GROUND POWER UNIT, APU=AUXILIARY POWER UNIT, W=WEB REPORT**

MOTION

Director Allard:

In accordance with the provisions of Section 3.11 of the Second Amendment to By-Laws of the Pease Development Authority, the Pease Development Authority Board of Directors hereby approves of and authorizes the Executive Director to create the full time position of Airport Operations Specialist; and further authorizes the Executive Director to immediately fill said position with an appropriately qualified candidate; all in accordance with the memorandum of Kim W. Hopper, dated March 3, 2015 attached hereto.

Note: Roll call vote required.

N:\RESOLVES\AirportOps0315.wpd



55 International Drive Portsmouth NH 03801

## MEMORANDUM

**To:** Dave Mullen, Executive Director *DM*

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**From:** Kim W. Hopper, AAE, Airport Manager *(B)*

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**Date:** March 3, 2015

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**Re:** Airport Operations Staffing Position Request

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The purpose of this memorandum is to formally request the addition of one full time permanent Airport Operations Specialist to my staff. I am proposing that this be accomplished by filling this new position with Thomas Bourne who was hired on a temporary basis to cover Mathew Florin's absence for the duration of his military training and service with the Connecticut Air National Guard.

- Matt Florin has recently returned to his role in the Airport Department but intends to maintain his military service commitment as a flight crew member with the Connecticut Air National Guard. His ongoing military commitment as a C-130 pilot will exceed the customary one weekend per month and two weeks per year. Accordingly, it will be necessary to have more flexibility in scheduling staff during times that Mathew is away and performing his military duties. His Commanding Officer, Lt. Col. David S. Ure, has provided us information about his schedule so that we can plan accordingly. It should be noted that Matthew's experience as a qualified military pilot and officer greatly enhances the technical knowledge of the team and benefits our unit.
- Tom initially served as an Airport Intern for almost 6 months. Since then Tom has been fully trained and qualified as an Airport Operations Specialist and has become a fully integrated member of the operations team.

As you are aware, Andrew and I have been working with HR Manager Liz LaBonte to generate this formal request for several months as we worked to address the return of Matt Florin.

Thank you for your consideration.

MOTION

Director Lamson:

The Pease Development Authority Board of Directors authorizes the Executive Director to expend funds in the total amount of \$95.00 for legal services rendered to the Pease Development Authority by:

1. Anderson & Kreiger  
Through January 30, 2015                   \$     95.00

Note: Roll call vote required

N:\RESOLVES\Legalservices0315.wpd

ANDERSON

KREIGER

Anderson & Kreiger LLP  
One Canal Park, Suite 200  
Cambridge, MA 02141

(617) 621-6500

EIN: 04-2988950

February 6, 2015

Pease Development Authority  
Lynn Marie Hinchee, General Counsel  
360 Corporate Drive  
Portsmouth, NH 03801

Reference # 111536 / 1047-4136

Total Current Billing:	<u>95.00</u>
Previous Balance Due:	513.83
<b>Total Now Due:</b>	<b><u>608.83</u></b>

**PLEASE NOTE: ALL BALANCES DUE WITHIN 30 DAYS**

MOTION

Director Torr:

The Pease Development Board of Directors hereby approves the Initial Proposal for the readoption with amendments to Administrative Rules:

- a. Pda 311.01 Pilot Fee Schedule
- b. Pda 512.01 Mooring Fee Schedule
- c. Pda 610.01 Fee Schedule (State Owned Commercial Piers and Associated Facilities)
- d. Pda 710.01 (Slip Permits; State-Owned Restricted Piers)

Further, the Board authorizes the Division Director to take any necessary or recommended action in furtherance of this matter; all in accordance with the memorandum of Geno J. Marconi, Division Director, dated March 10, 2015, attached hereto.

Note: Roll call vote required.

N:\RESOLVES\FeeRules0315.wpd

DATE: March 10, 2015  
TO: PDA Board of Directors  
FROM: Geno Marconi, Port Director   
SUBJECT: Division Fee Schedule Amendments

Effective August 17, 2012, the New Hampshire General Court changed the procedure by which the Pease Development Authority adopts rules relative to the setting and collecting of fees for the Division of Ports and Harbors by striking the requirement to obtain prior approval of the Fiscal Committee of the General Court. The following is the relevant section of HB 350:

247:9 Pease Development Authority; Report Requirement. Amend the introductory paragraph of RSA 12-G:42, XI to read as follows:

XI. Adopt rules, after obtaining prior approval by the ~~[fiscal committee of the general court and the]~~board, relative to the setting and collecting of fees authorized under RSA 12-G:38, relating to foreign trade zones; RSA 12-G:42, IV and V, relating to wharfage, dockage and other marine terminal operations; RSA 12-G:42, VI, state-owned commercial piers and associated facilities; RSA 12-G:49-a, relating to pilotage; and any other matter necessary for the proper administration of the division with respect to the setting and collecting of fees. The rules adopted under this paragraph shall not be subject to the provisions of RSA 541-A, so as to provide the authority with the ability to maximize revenues and to adjust fees according to market conditions and trends as is the common practice in private industry. Fees established pursuant to this paragraph shall be consistent with the following criteria:

As stated in this section, the rules adopted under this paragraph are exempt from provisions of RSA 541-A which requires that the Division's other administrative rules follow a different procedure for adoption. For the Division of Ports and Harbors Administrative Rules to be compatible with the above stated section of the statute it is necessary that changes be made in the following sections:

Pda 311.01 Pilot Fees Schedule

Pda 512.01 Mooring Fee Schedule

Pda 610.01 Fee Schedule (State-Owned Commercial Piers and Associated Facilities)

Pda 710.01 Fee Schedule (Slip Permits; State-Owned Restricted Piers)

Readopt with amendments Pda 311.01 (exempt under RSA 541-A), effective 8-27-04 (Document #8148), to read as follows:

Pda 311.01 Pilotage Fees Schedule.

(a) Vessels required under Pda 304.01 to be piloted by a pilot shall pay to the pilot each applicable pilotage fee as set forth in the schedule of pilotage fees adopted pursuant to ~~[(f)]~~(e) below. It shall be the responsibility of the pilot to request payment and collect payment of any pilotage fee authorized under Pda 311.

(b) At least once a year the division director shall review the schedule of pilotage fees and pilotage unit rates. At any time, the division director may prepare a proposed schedule of pilotage fees and pilotage unit rates. The proposed schedule of pilotage fees and pilotage unit rates shall be distributed to each pilot and shall be made available to the public. Hereafter in this section, references to "pilotage fees" shall include "pilotage unit rates."

(c) Within 30 days of distribution of the proposed schedule of pilotage fees to the public under (b) above, pilots or any member of the public may submit to the division director written comments regarding the proposed schedule of pilotage fees.

(d) Within 60 days of distribution of the proposed schedule of pilotage fees to the public under (b) above, the division director shall submit a proposed schedule of pilotage fees to the authority for review and approval, either in its original proposed form or as modified after receipt of public comment.

~~[(e) If a proposed schedule of pilotage fees is approved by the authority, the authority shall submit the schedule of pilotage fees to the fiscal committee of the general court for its approval.]~~

~~[(f)]~~ (e) ~~[After approval by the fiscal committee,]~~The authority may:

- (1) Adopt the approved annual schedule of pilotage fees;
- (2) Adopt the approved annual schedule of pilotage fees in part; or
- (3) Adopt the approved annual schedule of pilotage fees in part and modify the schedule in part~~[, provided that any modifications to the schedule shall be resubmitted to the fiscal committee pursuant to (e) above].~~

~~[(g)]~~(f) The authority shall make available to the public any fee schedule adopted in whole or in part under ~~[(f)]~~(e) above.

~~[(h)]~~(g) The pilotage fees adopted by the authority shall take effect on January 1 of the following year, or within 10 days of adoption by the authority, as specified by the authority. Once adopted, the annual schedule of pilotage fees shall be mailed to each pilot and shall be attached to any new commission that may be issued to a pilot. Pilots shall charge fees only as set forth in the approved schedule.

Readopt with amendments Pda 512.01 (exempt under RSA 541-A), effective 4-1-12 (Document #10100), to read as follows:

Pda 512.01 Mooring Fee Schedule.

(a) Following adoption of a mooring fee schedule, mooring fees shall remain in effect until new fees are adopted in accordance with (b) below. At least once a year the division director shall review the schedule of mooring fees. If the division proposes to modify mooring fees, the process shall be as described in (b) below.

(b) The following shall govern the adoption of mooring fee schedules:

- (1) The division director shall prepare a proposed schedule of mooring fees;
- (2) The division director shall publish a notice in at least 2 newspapers of general circulation of the availability of the proposed schedule of mooring fees;
- (3) Within 30 days of publication of notice pursuant to (2) above, any person may submit to the division director written comments regarding the proposed schedule of mooring fees;
- (4) Within 60 days of publication of notice pursuant to (2) above, the division director shall submit the schedule of mooring fees to the authority for review and approval;

~~[(5) If the proposed schedule of mooring fees is approved by the authority, the authority shall submit the schedule of mooring fees to the fiscal committee of the general court for its approval;]~~

~~[(6)](5) [After approval by the fiscal committee,]~~ The authority may:

- a. Adopt the approved schedule of mooring fees;
- b. Adopt the approved schedule of mooring fees in part; or
- c. Adopt the approved schedule of mooring fees in part and modify the schedule in part~~[, provided that any modifications to the schedule shall be resubmitted to the fiscal committee pursuant to (5) above];~~

~~[(7)](6)~~ The mooring fees adopted by the authority shall take effect on January 1 of the following year or 5 days after approval by the ~~[fiscal committee]~~**authority**, whichever is earlier, unless the authority specifies an alternate effective date that is at least 5 days after the date of approval by the ~~[fiscal committee]~~**authority**; and

~~[(8)](7)~~ Once adopted by the authority, the schedule of mooring fees shall be made available to any person applying for a mooring permit and to any person who requests a copy.

Readopt with amendments Pda 610.01 (exempt from RSA 541-A), effective 4-8-05 (Document #8322), to read as follows:

Pda 610.01 Fee Schedule.

~~[(a) The following shall govern the initial schedule of permit fees adopted under Pda 600 relating to state-owned commercial piers and associated facilities:~~

- ~~(1) The division director shall prepare a proposed schedule of Pda 600 fees;~~
- ~~(2) The division director shall publish a notice in at least 2 newspapers of general circulation of the availability of the proposed schedule of Pda 600 fees;~~
- ~~(3) Within 30 days of publication of notice pursuant to (2) above, any person may submit to the division director written comments regarding the proposed schedule of Pda 600 fees;~~
- ~~(4) Within 60 days of publication of notice pursuant to (2) above, the division director shall submit the proposed schedule of Pda 600 fees to the authority for review and approval;~~
- ~~(5) If the proposed schedule of Pda 600 fees is approved by the authority, the authority shall submit the schedule of fees to the fiscal committee of the general court for its approval;~~
- ~~(6) After approval by the fiscal committee, the authority may:
  - ~~a. Adopt the approved schedule of Pda 600 fees;~~
  - ~~b. Adopt the approved schedule of Pda 600 fees in part; or~~
  - ~~c. Adopt the approved schedule of Pda 600 fees in part and modify the schedule in part, provided that any modifications to the schedule shall be resubmitted to the fiscal committee pursuant to (5) above;~~~~
- ~~(7) The schedule of Pda 600 fees adopted by the authority shall take effect on July 1, 2005 or 5 days after adoption by the authority under (6) above, whichever is earlier, unless the authority specifies an alternate effective date that is at least 5 days after the date of adoption by the authority under (6) above; and~~
- ~~(8) Once adopted by the authority, the schedule of Pda 600 fees shall be made available to any person who requests a copy.]~~

~~[(b)](a) Following adoption of a *Pda 600* fee schedule[~~under (a) above~~], *Pda 600* fees shall remain in effect until new fees are adopted in accordance with ~~[(e)](b)~~ below. At least once a year the division director shall review the schedule of Pda 600 fees. If the division proposes to modify Pda 600 fees, the process shall be as described in ~~[(e)](b)~~ below.~~

~~[(e)](b) The following shall govern the adoption of Pda 600 fee schedules[~~for any adoption process beginning after the adoption of the initial schedule of Pda 600 fees under (a) above~~]:~~

- ~~(1) The division director shall prepare a proposed schedule of Pda 600 fees;~~
- ~~(2) The division director shall publish a notice in at least 2 newspapers of general circulation of the availability of the proposed schedule of Pda 600 fees;~~

(3) Within 30 days of publication of notice pursuant to (2) above, any person may submit to the division director written comments regarding the proposed schedule of Pda 600 fees;

(4) Within 60 days of publication of notice pursuant to (2) above, the division director shall submit the proposed schedule of Pda 600 fees to the authority for review and approval;

~~[(5) If the proposed schedule of Pda 600 fees is approved by the authority, the authority shall submit the schedule of fees to the fiscal committee of the general court for its approval;]~~

~~[(6)](5) [After approval by the fiscal committee,] The authority may:~~

- a. Adopt the approved schedule of Pda 600 fees;
- b. Adopt the approved schedule of Pda 600 fees in part; or
- c. Adopt the approved schedule of Pda 600 fees in part and modify the schedule in part~~[, provided that any modifications to the schedule shall be resubmitted to the fiscal committee pursuant to (5) above];~~

~~[(7)](6) The *Pda 600* fees adopted by the authority shall take effect on January 1 of the following year or 5 days after adoption by the authority, whichever is earlier, unless the authority specifies an alternate effective date that is at least 5 days after the date of adoption by the authority; and~~

~~[(8)](7) Once adopted by the authority, the schedule of Pda 600 fees shall be made available to any person who requests a copy.~~

Readopt with amendments Pda 710.01 (exempt under RSA 541-A), effective 3-21-07 (Documents 8846), to read as follows:

Pda 710.01 Fee Schedule.

~~[(a) The initial schedule of Pda 700 fees shall consist of the following:~~

~~(1) The annual state-owned restricted pier slip permit fee shall be the same as the annual pier use permit fee for state-owned commercial piers and associated facilities adopted under Pda 610; and~~

~~(2) The single-use state-owned restricted pier slip permit fee shall be the same as the single-use pier permit fee for state-owned commercial piers and associated facilities adopted under Pda 610.~~

~~——(b) The initial schedule of Pda 700 fees shall take effect 5 days after adoption of Pda 710 by the authority, unless the authority specifies an alternate effective date that is at least 5 days after the date of adoption by the authority. Once adopted by the authority, the schedule of Pda 700 fees shall be made available to any person who requests a copy.]~~

~~[(e)](a)~~ Following adoption of ~~[the]~~ *a Pda 700* fee schedule ~~[under (a) above]~~, *Pda 700* fees shall remain in effect until new fees are adopted in accordance with (d) below. At least once a year the division director shall review the schedule of *Pda 700* fees. If the division proposes to modify *Pda 700* fees, the process shall be as described in ~~[(d)](b)~~ below.

~~[(d)](b)~~ The following shall govern the adoption of *Pda 700* fee schedules ~~[for any adoption process beginning after the adoption of the initial schedule of Pda 700 fees under (a) above]~~:

- (1) The division director shall prepare a proposed schedule of *Pda 700* fees;
- (2) The division director shall publish a notice in at least 2 newspapers of general circulation of the availability of the proposed schedule of *Pda 700* fees;
- (3) Within 30 days of publication of notice pursuant to (2) above, any person may submit to the division director written comments regarding the proposed schedule of *Pda 700* fees;
- (4) Within 60 days of publication of notice pursuant to (2) above, the division director shall submit the proposed schedule of *Pda 700* fees to the authority for review and approval;

~~[(5) If the proposed schedule of Pda 700 fees is approved by the authority, the authority shall submit the schedule of fees to the fiscal committee of the general court for its approval;]~~

~~[(6)](5)~~ ~~[After approval by the fiscal committee,]~~ The authority may:

- a. Adopt the approved schedule of *Pda 700* fees;
- b. Adopt the approved schedule of *Pda 700* fees in part; or
- c. Adopt the approved schedule of *Pda 700* fees in part and modify the schedule in part ~~[, provided that any modifications to the schedule shall be resubmitted to the fiscal committee pursuant to (5) above];~~

~~[(7)](6)~~ The fees adopted by the authority shall take effect on January 1 of the following year or 5 days after adoption by the authority, whichever is earlier, unless the authority specifies an alternate effective date that is at least 5 days after the date of adoption by the authority; and

~~[(8)](7)~~ Once adopted by the authority, the schedule of *Pda 700* fees shall be made available to any person who requests a copy.

MOTION

Director Bohenko:

The Pease Development Authority Board of Directors hereby authorizes the Executive Director to enter into a contract with Monadnock Security Systems ("Monadnock") of New Ipswich, NH, for repairs to the video surveillance system at the Hampton Harbor Marine Facility in the total amount of \$27,926 (including a contingency of \$2,500). As previously approved by the Capital Budget Overview Committee, said funds will be drawn from the Harbor Dredging and Pier Maintenance Fund.

In accordance with the provisions of RSA 12-G:8, VIII, the Board justifies the waiver of the RFP requirement for Monadnock based on the following:

1. Monadnock provided and installed the original system; and
2. Monadnock has a working knowledge of the system and can expeditiously make the repairs.

Note: 5 Affirmative Roll Call votes required.

N:\RESOLVES\HamptonVideo0315.wpd

Date: March 11, 2011  
To: PDA Board of Directors  
From: Geno Marconi, Port Director  
Subject: Hampton Security System



During the overnight of September 6-7, 2014 the security system at the Hampton Harbor Marine Facility took a direct hit of lightning during a storm event. The lightning strike caused extensive damage to the video surveillance system, making the system inoperable and in need of extensive repair. The system was brand new and installation had only recently been completed.

Division requested a quote from Monadnock Security Systems Inc., the company from which the Division originally purchased the equipment and installation services and requested a quote for repairs. The detail quote is attached in the amount of \$25,426.00.

The system has reduced vandalism and inappropriate activities at the facility and is an important component to the security and safety of all of Hampton and Seabrook Harbor within the field of vision of the system. The video security system is also a key asset to the operation, safety and security of the 24/7 self-serve fuel dispensing system at the facility.

On September 17, 2014, the Capital Budget Overview Committee authorized the Division of Ports and Harbors to expend not more than \$50,000 from the Harbor Dredging and Pier Maintenance Fund, subject to final approval by the PDA Board of Directors, for the purpose of effecting repairs at Division facilities on an as-needed basis. To date the Division has expended \$19,700 with \$30,300 remaining in the authorization. The cash balance of the Harbor Dredging Pier Maintenance Fund is \$399,766.

This would be a sole source contract with Monadnock security Systems Inc. for the following reasons:

- Monadnock has provided security services for several years to the Division and has knowledge of the systems as well as the security codes to the systems.
- Monadnock has knowledge of the law enforcement agencies that have access to the Divisions security systems.
- Monadnock was the company from which Division originally purchased the equipment and installation services

Therefore, the Division of Ports and Harbors requests that the PDA Board of Directors authorize the Executive Director to enter into a contract with Monadnock Security Systems Inc., for the purpose of repairing the video security system at the Hampton Harbor Marine Facility in accordance with the proposal by Monadnock Security Services Inc., dated March 3, 2015 in the amount of \$25, 426.

Furthermore, the Division of Ports and Harbors requests that the PDA Board of Directors authorize the Division to expend not more than \$2,500 as a contingency associated with the video security system repairs.

The total expenditure of not more than \$27,926 shall be made from the remaining \$30,300 authorized by the Capital Budget Overview Committee from the Harbor Dredging and Pier Maintenance Fund, all in accordance with RSA 12-G:46



20 October 2014

## REVISED PROPOSAL 3 March 2015

Prop# O140286

Pease Development Authority  
Attn: Grant Nichols ([g.nichols@peasedev.org](mailto:g.nichols@peasedev.org))  
Tracy Shattuck ([t.shattuck@peasedev.org](mailto:t.shattuck@peasedev.org))  
555 Market St.  
Portsmouth, NH 03801

Tel: 603-436-8500

**Ref: Hampton Harbor Lightning Strike Repairs**

Dear Grant & Tracy,

I would first like to thank you for your continued confidence in us regarding your Video Surveillance System needs. As a result of our conversation, site and plan review, I am submitting the following proposal for your review and consideration. **I have also included a separate 3 & 5 year lease option with a \$1 buyout upon completion if you feel that would be more advantageous for this improvement effort.**

### I. OVERVIEW

This proposal provides for replacement of the equipment hit by lightning. The intended design is to leave the (3) recently installed PTZs in place and replace the surge suppression equipment that was used to protect those PTZs. The DVR, and all other equipment was destroyed during the lightning hit leaving only the PTZ joystick controller operational. Due to the discontinuation of the previously installed DVR the following proposed equipment includes an IP based NVR that will allow for 360° and 180° cameras utilizing megapixel technology. **All newly installed video surveillance equipment carries a 2 Year Warranty (parts & labor, exclusions apply)**

### II. EQUIPMENT AND COSTS

The immediate requirement is to provide and install (3) new surge suppressors for the PTZ cameras on the new light poles. Whenever a lightning hit occurs it is recommended that this replacement takes place as lightning can be very unpredictable and airing on the side of caution could be helpful in the event the suppression equipment has been compromised. In the event this work is required to be completed during the winter months for safety and security reasons we will require the customer to provide a lift for installation of roof top cameras.

The proposed GeoVision surveillance equipment is a future ready system that allows for additional options and features available for the future if necessary with advanced control and management. The system hardware/software design is based on delivering a system that will utilize (3) existing analog cameras and (4) newly installed megapixel IP cameras. All new cameras are IP megapixel which provides for a high definition viewing image with the ability to zoom in live or during playback. The system utilizes two video streams which allows for high speed communication on the camera network and a reduced speed for remote viewing by computers or smart phones. High definition systems consume large amounts of bandwidth and therefore it is recommended to view your system remotely using a reduce speed network stream.

The GeoVision NVR (Network Video Recorder) allows for (32) channels of IP with the ability to add additional NVR's in the future. Although the system design only requires (8) cameras at this time there are no additional licensing fees for the additional channels as long as the manufacturer's cameras are connected to the system. The GeoVision MultiCam, MultiView, Software and apps are free of charge and allow for other manufacturer cameras to be connected to the system however 3<sup>rd</sup> party licenses are required for non GeoVision cameras.

The NVR will include 12TB of hard drive storage space and depending on activity and recording quality (frames per second) the system can record between 7 to 30 days of video. All newly installed exterior IP cameras will be Color, Day/Night, and IP 2 or 5 megapixel. The main entry driveway and Rec Pier will utilize PTZ's and 360° fisheye cameras that offer exceptional features and functionality as video links will be provided to best understand some of the features of the camera's functionality. The NVR will be installed in the same area as the previous DVR however it is recommended, in the future provisions are made to install equipment in an environmental cabinet as the previous equipment had many signs of corrosion. Until an appropriate enclosure can be provided for it is recommended the system be cleaned and inspected with air on a quarterly basis. This system can be set up to record on motion only, continuous or scheduled recording. This system includes various analytic technologies such as object tracking (by size and color) and provides for "Object Search, Unattended Object, and Object Missing" capability which allows the user to click on an area or object of concern and display all incidents where the object window has detected a change. Specific incident recording can be accomplished by using a USB flash drive, USB hard drive, or mapped network drive. The system is network compatible and can be accessed locally or remotely, via the internet, if you choose. The system employs a "Watermark" feature, which is needed in most courts of law. This validates that the video being used as evidence has not been digitally altered. A PoE network switch will be placed in the Rec Pier fuel shed and the guard shack with the NVR to reach all necessary IP camera locations. During this equipment upgrade new conduits will be ran in the fuel dispensing area of the recreation pier to protect the cabling from future problems.

This proposal provides for the installation of the following equipment with the necessary cabling, conduit, programming, and testing.

- |   |  |
|---|--|
| (1) GeoVision 32 Ch NVR 12TB HD                 | (1) 1500 Watt UPS                      |
| (2) Color Day/Night 5MP 360° IP Fisheye Cameras | (1) 8 Port POE Gigabit Network Switch  |
| (2) Color Day/Night 2MP 20x zoom IP PTZ camera  | (1) 16 Port POE Gigabit Network Switch |
| (2) PTZ Power Supplies                          | (2) Active Video Baluns                |
| (1) Color Day/Night 2MP 2.1mm Lens Dome Camera  | (4) Passive Video Baluns               |
| (3) Pendant Mounts                              | (1) HD 1080p Monitor                   |
| (4) Pole Mounts                                 | (3) Analog PTZ Surge Suppressors       |
| (2) Dome Shields                                | (1) Network Transmitter                |
| (5) IP Camera Surge Suppressors                 | (1) Network Receiver                   |

- All misc. connectors, hardware, programming and testing

Total Cost of Equipment installed with a 2 Year Warranty (\$28,250 less discount)..... \$25,426

**III. CUSTOMER FURNISHED EQUIPMENT**

- A/C Outlets for 120v AC Power as required at all power supply, monitor, switch, and NVR/DVR locations.
- Any and all remote connecting computers must be using an i5 processor or better with 4 GB of memory in order to have sufficient resources for proper remote control.
- Adequate space within equipment rooms to house the proposed equipment (NVR/DVR, Switches, Power Supplies etc.).
- Any and all additional lighting if and as required to view video during periods of darkness.
- Any and all snow/ice removal to facilitate installation of cabling, conduit, and cameras.
- Provide an articulating boom lift to install rooftop cameras and equipment (must be able to fit on Rec Pier up to farthest point of fuel point).
- A Static WAN IP address or a [Dyn.com](http://Dyn.com) remote access account to ensure remote connectivity to the equipment can be established. One of these options are necessary for any remote connection to your equipment from outside your local network i.e. computers, smartphones, tablets, etc. (if applicable).
- Outside of above proposed work, the customer will provide all Computers, LAN connections, Servers, Ports, Switches, Routers, IP Addresses, if and as required for local and remote network connections. Customer's computer personnel will configure all network items at customer's expense. MSS Inc. will load, configure, and test all software.

**IV. COST SUMMARY & TERMS**

**A. STRAIGHT PURCHASE ONLY**

PAYMENT #1 50% Due at Award of Contract

PAYMENT #2 50% Due upon Completion

**B. LEASE OPTIONS**

**(LEASE OPTION W/ \$1.00 BUYOUT)( 1<sup>st</sup> and Last Payment Due at Award)**

(3) Year Lease w/ \$1.00 Buyout at lease end (contingent on credit approval).....\$819 per month. (36) Months

(5) Year Lease w/ \$1.00 Buyout at lease end (contingent on credit approval).....\$551 per month. (60) Months

I will be available at your convenience to discuss any questions you may have.

Sincerely,



Benjamin J. Colby (Sales Consultant)  
Monadnock Security Systems, Inc.  
[bcolby@monadnocksecurity.com](mailto:bcolby@monadnocksecurity.com)  
[www.monadnocksecurity.com](http://www.monadnocksecurity.com)

*Proposal Pricing is valid for 30 days from Proposal date*



09-19-14P12:33 RCVD

CAP 14-049

JEFFRY A. PATTISON  
Legislative Budget Assistant  
(603) 271-3161

MICHAEL W. KANE, MPA  
Deputy Legislative Budget Assistant  
(603) 271-3161

State of New Hampshire

OFFICE OF LEGISLATIVE BUDGET ASSISTANT  
State House, Room 102  
Concord, New Hampshire 03301

September 17, 2014

Geno Marconi, Director  
Pease Development Authority  
Division of Ports and Harbors  
P.O. Box 369  
Portsmouth, New Hampshire 03802-0369

Dear Director Marconi,

The Capital Budget Overview Committee, pursuant to the provisions of RSA 12-G:46, III, on September 16, 2014, approved the request of the Pease Development Authority, Division of Ports and Harbors, to expend not more than \$62,915.08 from the Harbor Dredging and Pier Maintenance fund for the purpose of: 1) an expenditure of not more than \$50,000, subject to the approval by the Pease Development Authority Board of Directors, for the purpose of effecting repairs at Division facilities on an as-needed basis, reporting to the Committee in writing the specifics of the expenditures as they are made, and 2) an expenditure of \$12,915.08 for payment to the U.S. Army Corps of Engineers associated with the Hampton/Seabrook Dredging Project completed in 2013, as specified in the request dated September 2, 2014.

Sincerely,

Michael W. Kane  
Deputy Legislative Budget Assistant

MWK/pe  
Attachment

MOTION

Director Lamson:

The Pease Development Authority Board of Directors hereby authorizes the Executive Director to execute a Right of Entry with Adventure Fishing Charters for marine charter vessel operations located at the Hampton Harbor Marine Facility; all otherwise in accordance with the terms and conditions set forth in the memo of Geno J. Marconi, Division Director, dated March 11, 2015, and attached hereto.

Note: Roll Call vote required

N:\RESOLVES\ROESAdventureCharter0315.wpd

PORTS AND HARBORS

TO: Pease Development Authority  
Board of Directors

FROM: Geno Marconi, Port Director 

DATE: March 11, 2015

RE Hampton Marine Facility Concession Building  
Adventure Fishing Charters

The Division of Ports and Harbors (DPH) is in receipt of a request from Mr. James Patnaude, Adventure Fishing Charters & Rentals LLC (Adventure Charters), to locate a twelve foot by sixteen foot (12'X16') concession building at the Hampton Harbor Marine Facility. The building will be used to support Mr. Patnaude's charter boat and rental business, Adventure Charters, as proposed in the attached letter of request.

As described in Mr. Patnaude's request, he is proposing to build a concession building similar other concession buildings previously approved by the PDA Board of Directors and will be located as shown on the attached lot plan. It should be noted that all the buildings approved by the PDA Board of Directors are temporary buildings constructed on supporting blocks rather than a foundation.

Therefore, the Division of Ports and Harbors recommends that the PDA Board of Directors approve the request of Mr. James Patnaude to locate a concession building for ticket sales and support for his charter and rental business "Adventure Fishing Charters & Rentals" at the Hampton Harbor Marine Facility in accordance with the following Terms and Conditions:

PREMISIS: Hampton Harbor Marine Facility

TERM: May 1, 2015 to June 30, 2017

PURPOSE: Locate a twelve foot by sixteen foot (12'X16') building for the sales of tickets and boat rentals contracts and other services associated with the charter and boat rental business.

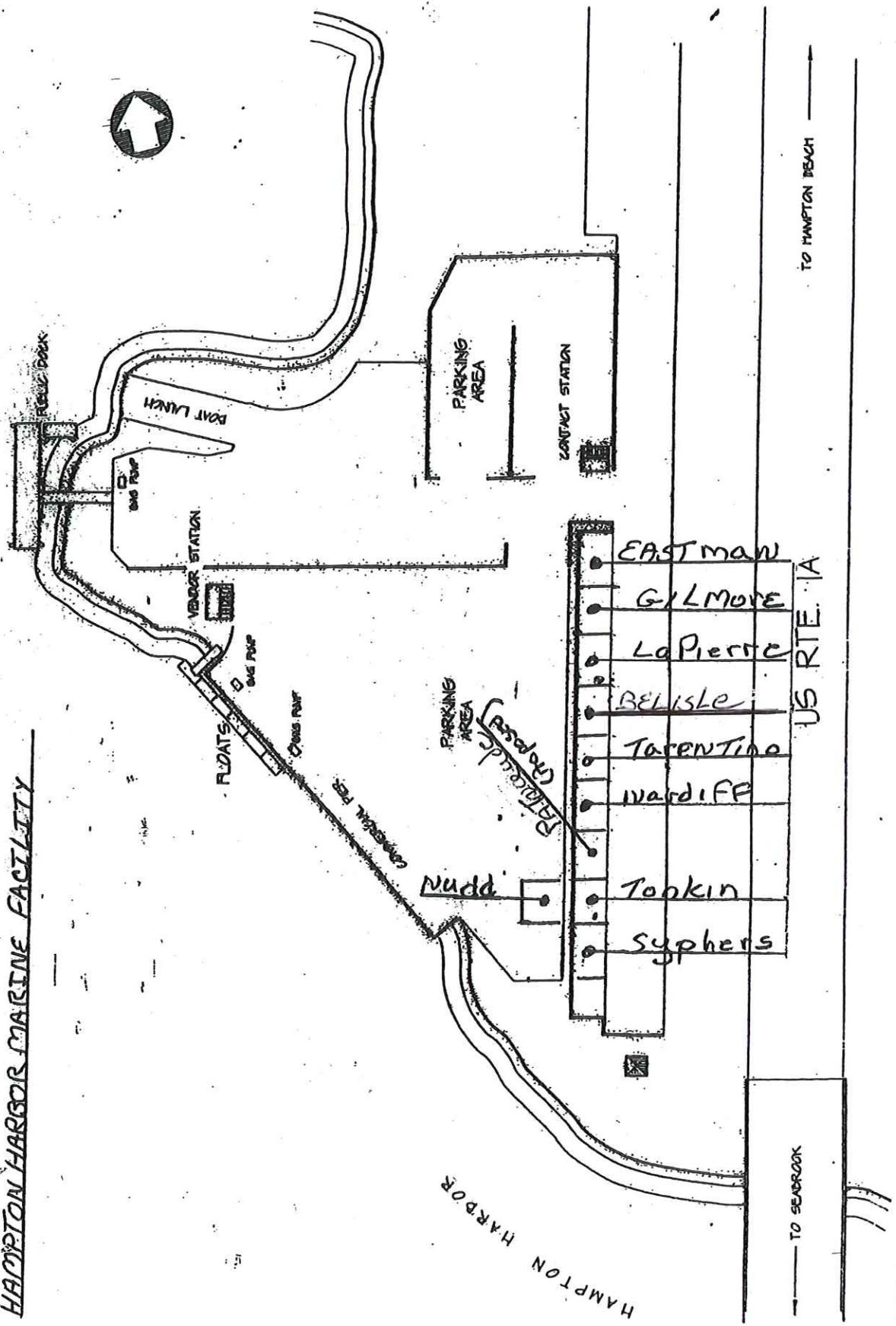
FEE: \$1,000.00 first year  
Each subsequent year to be negotiated

**PERMITS:** Adventure Charters shall be reasonable for applying for and securing a Pier Use Permit in accordance with the New Hampshire Code of Administrative Rules, Pda PART 600 for each charter or rental vessel utilizing the Hampton Harbor Marine Facility

**UTILITIES:** Tenant is responsible for utilities

**INSURANCE:** Minimum insurance coverage, to include Protection and Indemnity Insurance in the amount of \$1,000,000.00 endorsed for piers, docks and gangway coverage. Workers Compensation coverage, Automobile liability coverage in a minimum amount of \$1,000,000.00 and commercial General Liability in a minimum amount of \$1,000,000.00, as the same may be required or appropriate in connection with the individual operations of each entity doing business on State property. Coverage amounts and types may change from time to time contingent upon the nature and scope of operations of each entity authorized to conduct business at Hampton Harbor Marine Facility.

HAMPTON HARBOR MARINE FACILITY



HAMPTON HARBOR

TO SEABROOK

TO HAMPTON BEACH

US RTE. 1A



# *Adventure Fishing Charters & Rentals LLC*

*55 Harbor Rd Hampton NH 03842*

603-926-4648

Geno Marconi,

My name is James Patnaude and I am requesting in writing to apply for the available spot up on the state strip in Hampton NH to put up a shack to run my business out of. I currently own 2 Charter companies Adventure Fishing Charters & Rentals and Blackfin Charters which I just recently purchased from Brian McAteer as well as HHB 3 LLC which is a complete Marine Service Center & Fuel Dock which I lease a building and property to run out of the Hampton River Marina. I will continue the service center at the marina but would like to run the Fishing Charter and boat rental business up on the state facility. I run 3 licensed six pack charter boats on a full time basis as well as Jet Ski rentals, Pontoon boat rentals and personal center console & pleasure boat rentals. I am also licensed with the State of New Hampshire as a 14 Day Temporary Boaters License station and offer the opportunity for people to be able to come to our facility take the NH Certified State Test and upon passing that test issue the State 14 Day Temporary License.

I will be running the entire operation from your location and will be utilizing the state pier for passenger pick up & drop off. All customers will be using your parking facilities as well. I am also in a position to be able to accommodate all your requests as far as dock usage. If at any time you feel there is too much traffic with the rentals and charters I can at your request limit the amount at any one time by also using my resources at the marina and yacht club where I have dock space to offer passenger pick up and drop off. I do agree that I will use your facilities for everything unless requested by you.

I will also be submitting with this letter my captains Licenses as requested and copies of registrations, Certificate of formations as well as the proper documents showing that I own the businesses and they are in good standings with the state of NH. If you need any other documentation let me know and I will get whatever you need. I appreciate the opportunity and look forward to adding revenue to the state facility as well as bringing in new customers which is good for everyone at the state level, Town level etc.

Sincerely,

James Patnaude

Adventure Fishing Charters & Rentals / HHB 3 LLC

Cell Phone- 603-300-2344

Email- patnaude74@gmail.com



# State of New Hampshire Department of State

## CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that Adventure Fishing Charters & Rentals LLC is a New Hampshire limited liability company filed on March 21, 2014. I further certify that it is in good standing as far as this office is concerned, having paid the fees required by law; and that a certificate of cancellation has not been filed.



In TESTIMONY WHEREOF, I hereto  
set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 21<sup>st</sup>. day of March, A.D. 2014

A handwritten signature in cursive script, appearing to read "William M. Gardner".

William M. Gardner  
Secretary of State

MOTION

Director Allard:

The Pease Development Authority Board of Directors authorizes the Executive Director to expend funds in the total amount of \$948.00 for legal services rendered to the Division of Ports and Harbors by:

1.	Susan Marshall, Esq. Through March 2, 2015	\$600.00		
2.	Sheehan Phinney Bass + Green Through January 31, 2015	\$174.00 <u>\$174.00</u>		
			Total	\$948.00 =====

Note: Roll call vote required.

N:\RESOLVES\LegalServicesDPH0315.wpd

**Invoice No. 2015-03-02-0145**

March 2, 2015

**Billed to:**

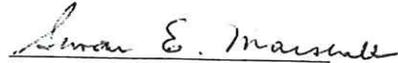
Pease Development Authority  
Pease International Tradeport  
55 International Drive  
Portsmouth, NH 03801-2002

Attn: Ms. Marie Aleksy

**Amount due:**

\$ 600 (10 hours @ \$60 per hour=\$ 600). Time sheet attached.

**Submitted by:**

  
Susan E. Marshall  
33 Hilltop Road  
Philadelphia PA 19118

SHEEHAN PHINNEY BASS + GREEN,  
PROFESSIONAL ASSOCIATION  
1000 ELM STREET  
P.O. BOX 3701  
MANCHESTER, NH 03105-3701

SERVICE AND EXPENSE MAILBACK SUMMARY

RE: Regulatory Issues Relatng to Port Operations

-----  
CLIENT/CASE NO. 14713-16200  
BILLING ATTORNEY: Robert P Cheney

TOTAL FOR PROFESSIONAL SERVICES RENDERED:	\$174.00
TOTAL EXPENSES:	\$0.00
	-----
TOTAL THIS BILL:	\$174.00
	-----
PREVIOUS BALANCE:	\$0.00
	-----
TOTAL BALANCE DUE:	\$174.00
	-----
	-----

PAYMENT DUE 30 DAYS FROM INVOICE DATE

Please return this page with your remittance and please reference the client/case number on all related correspondence.

AMOUNT PAID... \$ \_\_\_\_\_

SHEEHAN PHINNEY BASS + GREEN,  
PROFESSIONAL ASSOCIATION  
1000 ELM STREET  
P.O. BOX 3701  
MANCHESTER, NH 03105-3701

SERVICE AND EXPENSE MAILBACK SUMMARY

RE: Terminal Subsurface Site Investigation

-----  
CLIENT/CASE NO. 14713-16198  
BILLING ATTORNEY: Robert P Cheney

TOTAL FOR PROFESSIONAL SERVICES RENDERED:	\$174.00
TOTAL EXPENSES:	\$0.00
	-----
TOTAL THIS BILL:	\$174.00
	-----
PREVIOUS BALANCE:	\$0.00
	-----
TOTAL BALANCE DUE:	\$174.00
	-----
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PAYMENT DUE 30 DAYS FROM INVOICE DATE

Please return this page with your remittance and please reference the client/case number on all related correspondence.

AMOUNT PAID... \$ \_\_\_\_\_