

**PEASE DEVELOPMENT AUTHORITY**  
**Thursday, June 16, 2016**

**PUBLIC AGENDA**

**Time: 8:00 a.m.**

**Place: 55 International Drive, Pease International Tradeport**  
**Portsmouth, New Hampshire**

**AGENDA**

- I. Call to Order
- II. Acceptance of Meeting Minutes: May 19, 2016\*
- III. Public Comment
- IV. Old Business
- V. Finance
  - A. Financial Reports
    - 1. Operating Result for Ten Month Period Ending April 30, 2016\*
    - 2. Nine Month Cash Flow Projections to February 28, 2017\*
- VI. Leases
  - A. Approvals
    - 1. Client 80-R – Option Extension\* (Allard)
    - 2. NextLevel Now, Inc. – 16 Pease Blvd.\* (Torr)
    - 3. Lonza Biologics, Inc. 101 International Drive - Concept Plan\* (Lamson)
- VII. Contracts/Agreements
  - A. Reports\*
    - 1. Division of Ports and Harbors - 911 Call Boxes
  - B. Approvals
    - 1. Eckhardt & Johnson, Inc. - HVAC\* (Loughlin)
    - 2. Pinard Waste Systems Co., Inc. – Contract Option\* (Preston)
- VIII. Executive Director's Reports/Approvals
  - A. Reports
    - 1. Golf Course Operations
    - 2. Airport Operations
      - a) Skyhaven Airport
      - b) PSM
      - c) Noise Report\*
- IX. Division of Ports and Harbors
  - 1. Port Advisory Council

B. Approvals

1. Pda 300, Pda 500, Pda 600 – Fixed Text\* (Bohenko)

X. New Business

XI. Upcoming Meetings

Port Committee  
Board of Directors

July 7 @ 55 Market Street  
Aug 18

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

XII. Adjournment

XIII. 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, May 19, 2016**

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

**I. Call to Order**

Chairman Bald called the meeting to order at 8:01 a.m. in the Board conference room at 55 International Drive, Pease International Tradeport, Portsmouth, New Hampshire.

**II. Acceptance of Meeting Minutes: April 21, 2016**

Director Lamson moved and Director Bohenko seconded that **The Pease Development Authority Board of Directors hereby accept the Minutes of the April 21, 2016 Board meeting.** Discussion: None. Disposition: Resolved by unanimous vote for; motion carried.

**III. Public Comment**

There were no comments from the public.

**IV. Old Business**

No old business was presented to the Board.

**V. Finance Committee Report**

Irv Canner, PDA Director of Finance, reported that the Finance Committee met on May 16, 2016 to review the status of PDA finances.

**A. Financial Reports**

**1. Operating Results for the Nine Month Period Ending March 31, 2016**

Mr. Canner reported on the status of the PDA FY 2016 finances for the nine month period ending March 31, 2016 including operating revenues and expenses. Trends for the period remain consistent with operating revenues being on budget. Operating costs are lower by approximately 9.0% and will vary as winter snow operations costs and other accounts payables are submitted for payment. Mr. Canner reviewed the budget variances in the operating revenues including lower fuel sales at the Division of Ports and Harbors ("DPH") and higher fee revenues at the Golf Course. Budget variances in operating costs include higher utility costs. Electricity costs are equal to 60% of PDA's utility costs. Mr. Canner reviewed the organizational chart and the increase in the number of employees due to hiring of seasonal employees. Currently PDA employs a total of 131 people including 61 benefitted full-time positions.

Mr. Canner reviewed the makeup of the Balance Sheet which shows an unrestricted fund balance of approximately \$1.4 million. The current Provident Bank revolving line of credit that expires December 31, 2016, is paid in full. PDA is seeking a renewal of the line of credit. PDA has spent approximately

\$1.1 million dollars to date on construction work in process projects including the Golf Course Clubhouse kitchen renovations, street lights, and work at the Airport Terminal. PDA's only outstanding debt is with the City of Portsmouth related to the wastewater treatment project. Enplanements at the Portsmouth International Airport at Pease ("PSM") reached 24,340 as of April 30, which is approximately 50% ahead of the same period last year due to increased troop flights and the addition of Allegiant's flights to Fort Lauderdale. Fuel sales at Skyhaven Airport ("DAW") are equal to approximately 43% of DAW's total revenues and are ahead of sales for the same period last year. PDA's overall cash flow contribution to DAW since its transfer, including capital and operations, is approximately \$1.4 million.

The Golf Course opened the course in late March leading to increased fee revenues for the outside course and a decrease in the simulators' revenues for the same period as players moved to play outside. Outside rounds played to date are approximately 4,600 with approximately 60% of rounds played by members. Bar and grill sales are approximately 9% ahead of the same period last year. The Division of Ports and Harbors ("DPH") has derived \$130,000 in net operating income with revenues of approximately \$1.7 million. Mr. Canner reviewed the variances to DPH's revenues due to the conclusion of the mooring permit application period. There are no significant changes to DPH's restricted funds.

## **2. Nine Month Cash Flow Projections to January 31, 2017**

Mr. Canner reviewed PDA cash flow projections for the nine month period ending January 31, 2017, including sources of funds. PDA anticipates ending the period with \$3.6 million in cash. PDA's only debt is the payment due to the City of Portsmouth related to the wastewater plant. The balance due as of January 31 will be \$349,000. PDA makes an annual payment of \$116,000 towards the debt. Mr. Canner reviewed the anticipated use of funds and the makeup of the cash balance. Capital expenditures are expected to be approximately \$3.4 million in grant funded projects (such as PSM bathroom renovations, PSM identity system, and the NH ANG taxiway) and \$1.2 million in non-grant funded projects (such as the PSM Terminal roof). The Provident Bank revolving line of credit will expire on December 31, 2016. Mr. Canner reviewed PDA's costs of borrowing. PDA is renegotiating the renewal of the \$5 million line of credit. Mr. Canner reviewed the status of DPH funds and how timing differences of grant project reimbursements and expenditures affect the unrestricted fund's balance.

## **3. Revolving Loan Fund Semi-Annual Report – March 31, 2016**

Mr. Canner reported that as required by the Economic Development Administration ("EDA"), PDA prepared and filed its semi-annual report on the Revolving Loan Fund ("RLF") due on April 30, 2016. Since inception, 90 loans have been given out and 277 jobs were created or saved. PDA will seek the release of the previously sequestered funds as PDA will need the funds for three new loans. The total loan ratio is equal to approximately 84% of the total loan portfolio. To date, there are 27 loans outstanding, equal to \$939,000, and all are current.

### **B. Approvals**

#### **1. Investment Guidelines**

Director Lamson moved and Director Allard seconded that **In accordance with the recommendation of the Pease Development Authority Finance Committee, the PDA Board of Directors hereby adopts the Investment Guidelines as presented by Irving Canner, Director of Finance, dated May 1, 2016 attached hereto. Discussion: None. Disposition: Resolved by unanimous vote; motion carried.**

**2. Airport Terminal Roof Repair/Weather Tower Demolition**

Director Bohenko moved and Director Preston seconded that **In accordance with the recommendation of the Pease Development Authority ("PDA") Finance Committee, the PDA Board of Directors hereby approves of and authorizes the Executive Director to enter into a construction contract with Careno Construction Company, LLC of Portsmouth, NH, in a total amount of \$341,500 for replacement of the Terminal roof at 40 Airline Avenue and the demolition of the old Air Traffic Control Tower.**

**Further, the Board authorizes a contingency fund of \$25,000 for unforeseen conditions that may arise during construction; all in accordance with the memorandum from Maria J. Stowell, P.E., Manager – Engineering, dated May 10, 2016 attached hereto. Discussion: None. Disposition: Resolved by unanimous vote; motion carried.**

**VI. Licenses/Easements/Rights of Way/Options**

**A. Approvals**

**1. Great Circle Catering, LLC**

Director Loughlin moved and Director Allard seconded that **The Pease Development Authority Board of Directors hereby authorizes the Executive Director to execute a Second Extension to the Right of Entry with Great Circle Catering to extend the term for a period of six (6) months beginning April 1, 2016 and to include one (1) six (6) month option to extend the term through March 31, 2017 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 May 11, 2016, attached hereto. Discussion: None. Disposition: Resolved by unanimous vote; motion carried.**

**VII. Leases**

**A. Reports**

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

**1. Pioneer Aviation, LLC**

Pioneer Aviation, LLC entered into a sublease with Nicholas Mirabello dba URock Marketing, LLC for 1,900 square feet at 125 Aviation Avenue for a base term of one year. Director Lamson approved the sublease.

**2. 222 International, LP**

222 International, LP entered into a sublease with Tekon-Technical, LLC for 3,363 square feet at 222 International Drive for a base term of three years. Director Lamson approved the sublease.

**B. Approvals**

**1. Granite State College – Lease Extension**

Director Allard moved and Director Bohenko seconded that **The Pease Development Authority Board of Directors hereby authorizes the Executive Director to enter into Lease Amendment No. 1**

with the University System of New Hampshire operating as Granite State College for the Premises located at 51 International Drive to extend the Lease for two years with one (1) two year option; upon substantially similar terms and conditions contained in the Lease Amendment No. 1 attached hereto. Discussion: None. Disposition: Resolved by unanimous vote; motion carried.

## **VIII. Signs**

### **A. Reports**

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 modifications to signs as follows:

#### **1. BayRing Communications/Oxford Networks**

BayRing Communications (formerly Freedom Ring Communications) will revise the existing signs at 359 Corporate Drive and 11 Manchester Square to change the company name to Oxford Networks. Director Loughlin approved the sign modifications.

#### **2. Newmarket International**

Newmarket International will revise the existing signs at 75 New Hampshire Avenue to change the company name to Amadeus. Director Loughlin approved the sign modifications.

## **IX. Contracts/Agreements**

### **A. Reports**

#### **1. Norris, Inc.**

In accordance with Article 3.9.1.1 of the PDA Bylaws, Mr. Mullen reported that PDA entered into a contract with Norris, Inc., PDA's fire alarm maintenance provider, for the provision and installation of a fire alarm panel at premises at 75 Rochester Avenue. The expenditure of \$9,067 was approved by Vice-Chairman Loughlin.

#### **2. Daystar, Inc. – DPH Computer Server**

In accordance with the "Delegation to Executive Director: Consent, Approval and Execution of Documents and Expenditures for Emergency Repairs", Mr. Mullen reported that PDA entered into a contract with Daystar, Inc. for the purchase and installation of the file/exchange computer server at the Market Street Terminal. The expenditure of \$16,999 was approved by Vice-Chairman Loughlin.

## **X. 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. League play has been and the first full field event of the season with 180 players was held on May 7, 2016. Advertising of the Golf Course is ongoing including rack card flyers, e-mail blasts, and public promotions. Mr. DeVito confirmed for Director Bohenko that an assistant golf pro was hired recently.

**2. Airport Operations**

Bill Hopper, Airport Manager, reported on aviation activities.

**a) Portsmouth International Airport at Pease (PSM)**

Upcoming projects at the PSM Terminal include roof replacement on the old portion of the Terminal; demolition of the old weather tower; and renovation of the bathrooms. Allegiant Airlines will resume the flights to Punta Gorda and Fort Lauderdale, Florida in the fall. The Pease Greeters are planning to celebrate the one thousandth troop flight in late July or early August. A Noise meeting meeting will be held on May 19, 2016.

**b) Skyhaven Airport**

The Wings and Wheels event will be held on June 4, 2016. Work is expected to take place on the taxilane and drainage system.

**(1) Skyhaven Flying Club – ROE**

Director Preston moved and Director Lamson seconded that **The Pease Development Authority Board of Directors hereby authorizes the Executive Director to exercise the option to extend the Right of Entry with Skyhaven Flying Club, Inc. (“SFC”) for the premises located at Skyhaven Airport. The Right of Entry is extended for a period of six months beginning April 1, 2016 through September 30, 2016 on the same terms and conditions contained in the SFC Right of Entry dated October 1, 2015 attached hereto. Discussion: None. Disposition: Resolved by unanimous vote; motion carried.**

**c) Noise Line Report**

Mr. Hopper reported that 35 inquiries were made to the PSM Airport Community Liaison regarding noise during the month of March, 2016. Five inquiries were related to helicopter activity; 29 inquiries were related to fixed-wing and military aircraft operations; and one inquiry was related to the number of aircraft flying out of PSM.

**B. Approvals**

**1. Bills for Legal Services**

Director Preston moved and Director Loughlin seconded that **The Pease Development Authority Board of Directors authorizes the Executive Director to expend funds in the total amount of \$6,960.00 for legal services rendered to the Pease Development Authority by:**

**1. Sheehan Phinney Bass + Green  
Through March 31, 2016**

**\$ 6,960.00**

**Total \$6,960.00**

Discussion: None. Disposition: Resolved by unanimous vote; motion carried.

**XI. Division of Ports and Harbors**

**A. Reports**

**1. Port Advisory Council**

Geno Marconi, Division Director, reported that the Port Advisory Council met on May 18, 2016. The Council decided to move its regular meetings to the second Wednesday of the month to give Mr. Marconi time to compile information from the Council meeting to be presented to the following Board meeting. The Council reviewed the 2016 mooring permit program statistics. Mr. Marconi reported that a dredging task force meeting was held and areas of dredging concerns in Seabrook Harbor, Hampton Harbor, Rye Harbor, and Sagamore Creek was discussed. A contract for a survey of the Piscataqua River turning basin was awarded; and the US Senate approved funding for the Army Corps of Engineers' harbor maintenance projects. In response to Director Bohenko, Mr. Marconi reviewed the definition of a vessel. The Board and Mr. Marconi discussed ongoing mooring issues including the status of mooring waits lists and how mooring permits are issued to wait list applicants.

**2. Commercial Mooring Permit Transfer**

Mr. Marconi reported that in accordance with the "Delegation to Executive Director: Consent, Approval and Execution of Mooring Permit Transfers", commercial moorings were transferred for:

<u>Applicant</u>	<u>Permit</u>	<u>Business</u>	<u>Date of Approval</u>
Isles of Shoals Harbor	No. 4902	Commercial Fishing	5/10/16
Transferor:	William Roach		
Transferee:	Peter Aikens, Jr.		

**B. Approvals**

**1. Pda 300, Pda 500, and Pda 600 – Final Proposals**

Director Bohenko moved and Director Allard seconded to **table the motion to allow additional work to be done on the final proposals.** Discussion: None. Disposition: Resolved by unanimous vote; motion carried.

**2. Miles Marine Transportation – Right of Entry**

Director Preston moved and Director Lamson seconded that **The Pease Development Authority Board of Directors hereby authorizes the Executive Director to enter into a Right of Entry with Miles Marine Transportation, LLC of Gilford, NH, for the purposes of operating a boat hauling business at the Hampton Harbor Marine Facility, Hampton, NH and the Rye Harbor Marine Facilities, Rye, NH; all in accordance with the terms and conditions set forth in the memorandum of Geno J. Marconi, Division Director, dated May 10, 2016 attached hereto.** Discussion:. Disposition: Resolved by unanimous vote; motion carried.

**3. Vintage Fish Company**

Director Preston moved and Director Lamson seconded that **The Pease Development Authority Board of Directors hereby authorizes the Executive Director to execute a Right of Entry with Captain Adam Baker dba Vintage Fish Company of New Castle, NH, for marine charter vessel**



operations located at the Rye Harbor Marine facility; all in accordance with the terms and conditions set forth in the memo of Geno J. Marconi, Division Director, dated May 11, 2016, attached hereto. Discussion: Disposition: Resolved by unanimous vote; motion carried.

**XII. New Business**

No new business was presented to the Board.

**XIII. Upcoming Meetings**

Chairman Bald reported on the upcoming PDA meeting. All Meetings begin at 8 a.m. unless otherwise posted.

Board Meeting                      June 16, 2016

**XIV. Directors' Comments**

Director Preston asked about the possibility of pre-payment of the debt to the City of Portsmouth to take advantage of lower interest rates. Mr. Canner and Attorney Hinchee explained that due to the terms of the loan, PDA would still be liable for the entire interest payment whether the loan was paid off early or in accordance with the payment schedule.

**XV. Non-Public Session**

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

1. **NHRSA 91-A:3, Paragraph II(a) the dismissal, promotion, or compensation of any public employee or the disciplining of such employee, or the investigation of any charges against him, unless the employee affected (1) has a right to a meeting and (2) requests that the meeting be open, in which case the request shall be granted; and**
2. **NHRSA 91-A:3, Paragraph II(b) for the purpose of discussing the hiring of a public employee;**

**Roll Call Vote.** Discussion: None. Disposition: Resolved by unanimous roll call vote; motion carried. The Board entered into non-public session at 8:50 a.m. The Board returned to public session at 9:56 a.m. *Note: Director Bohenko left the meeting at 9: 53 a.m.*

**XVI. Vote of Confidentiality**

Director Allard moved and Director Preston seconded that **Resolved, pursuant to NH RSA 91-A:3, Paragraph III, the Pease Development Authority Board of Directors hereby determines that the divulgence of information discussed at the non-public session of its May 19, 2016 meeting would likely affect adversely the reputation of a person other than the PDA Board of Directors and agrees that the minutes and decisions reached in said meeting be held confidential until, in the opinion of a majority of the Board of Directors, the aforesaid circumstances no longer apply. Note: This motion requires 5 Affirmative Votes.** Discussion: None. Disposition: Resolved by unanimous roll call vote; motion carried.

**XVII. Adjournment**

Director Allard moved and Director Lamson seconded to **adjourn the Board meeting.**  
Discussion: None. Disposition: Resolved by unanimous vote; motion carried. Meeting adjourned at 9:58  
a.m.

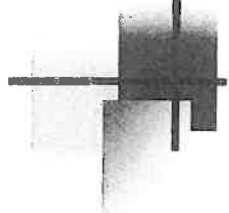
**XVIII. Press Questions**

No members of the press attended the meeting.

Respectfully submitted,



David R. Mullen  
Executive Director/Secretary



**FY 2016 FINANCIAL REPORT  
FOR THE TEN MONTH PERIOD  
ENDING APRIL 30, 2016**



**BOARD OF DIRECTORS' MEETING  
JUNE 16, 2016**



# CONSOLIDATED STATEMENT OF REVENUES AND EXPENSES <sup>2</sup> FOR THE TEN MONTH PERIOD ENDING APRIL 30, 2016 AND 2015

(\$ 000's)

	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	CURRENT YEAR VARIANCE	PRIOR YEAR TO DATE ACTUAL	YEAR TO YEAR VARIANCE	CURRENT YEAR BUDGET
<b>OPERATING REVENUES</b> <i>(PAGE #3)</i>	<u>11,425</u>	<u>11,370</u>	<u>55</u>	<u>11,209</u>	<u>216</u>	<u>14,119</u>
<b>OPERATING EXPENSES</b>						
PERSONNEL SERVICES AND BENEFITS <i>(PAGE #4 AND #5)</i>	4,847	4,838	9	4,743	104	5,824
BUILDINGS AND FACILITIES MAINTENANCE	1,756	2,079	(323)	1,978	(222)	2,383
GENERAL AND ADMINISTRATIVE	621	598	23	586	35	720
UTILITIES <i>(PAGE #6)</i>	731	685	46	743	(12)	842
PROFESSIONAL SERVICES <i>(PAGE #6)</i>	146	295	(149)	171	(25)	350
MARKETING AND PROMOTION	186	267	(81)	220	(34)	320
ALL OTHER <i>(PAGE #6)</i>	<u>715</u>	<u>1,136</u>	<u>(421)</u>	<u>924</u>	<u>(209)</u>	<u>1,356</u>
<b>OPERATING INCOME</b>	<u>2,423</u>	<u>1,472</u>	<u>951</u>	<u>9,365</u>	<u>(363)</u>	<u>11,795</u>
<b>NONOPERATING (INCOME) AND EXPENSE</b> <i>(PAGE #7)</i>						
DEPRECIATION	5,036	4,965	71	5,108	(152)	5,958
<b>NET OPERATING INCOME</b>	<u>(2,648)</u>	<u>(3,549)</u>	<u>901</u>	<u>(3,453)</u>	<u>805</u>	<u>(3,701)</u>

**FY 2016 BUDGET VARIANCE ANALYSIS**

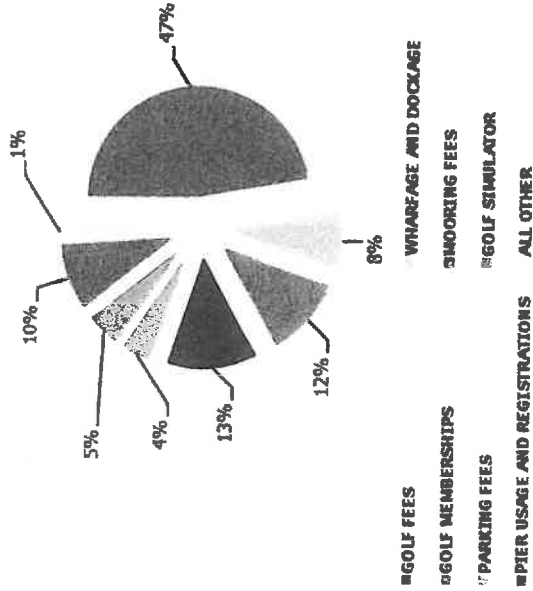
- **OPERATING REVENUES- HIGHER BY 0.5%**
- LOWER THAN ANTICIPATED FUEL SALES WITHIN THE DPH, OFFSET BY:
  - INCREASED GOLF FEES- DUE TO INCREASE IN ROUNDS PLAYED / WEATHER.
  - INCREASED CONCESSION REVENUES FROM HIGHER GRILL 28 SALES.
- **OPERATING COSTS- LOWER BY 9.1%**
- UTILITIES BUDGET VARIANCE ASSOCIATED WITH CITY OF PORTSMOUTH WATER CONTRACT.
- FUEL PROCUREMENT COSTS LOWER DUE TO LOWER DPH FUEL SALES.
- INDIRECT LABOR ALLOCATION TO BUILDINGS AND FACILITIES NOT BUDGETED.
- **NONOPERATING (INCOME) AND EXPENSES**
- INTEREST EXPENSE LOWER DUE TO LESS THAN ANTICIPATED CAPITAL EXPENDITURES.

# CONSOLIDATED OPERATING REVENUES FOR THE TEN MONTH PERIOD ENDING APRIL 30, 2016 AND 2015

(\$ 000's)

	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	CURRENT YEAR VARIANCE	PRIOR YEAR TO DATE ACTUAL	YEAR TO DATE VARIANCE	CURRENT YEAR BUDGET
<b>RENTAL OF FACILITIES</b>	7,993	7,867	126	7,680	313	9,395
<b>FEE REVENUES (SEE CHART)</b>	2,092	1,901	191	2,114	(22)	2,746
<b>FUEL SALES (SEE CHART)</b>	621	913	(292)	758	(137)	1,095
<b>CONCESSION REVENUE</b>	271	227	44	236	35	293
<b>GOLF MERCHANDISE</b>	162	126	36	142	20	180
<b>ALL OTHER- NET</b>	286	336	(50)	279	7	410
	<b>11,425</b>	<b>11,370</b>	<b>55</b>	<b>11,209</b>	<b>216</b>	<b>14,119</b>

**FEE REVENUES YEAR TO DATE**

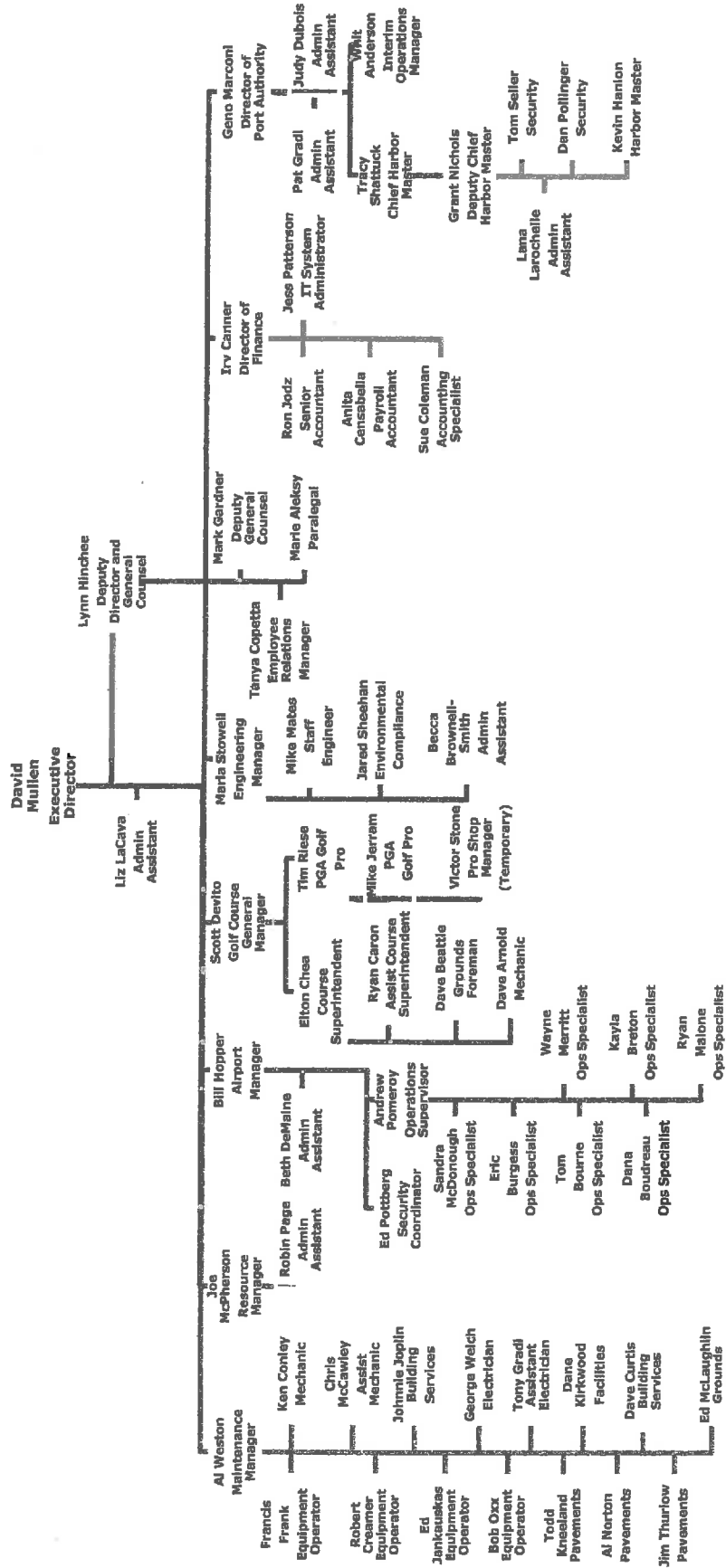


	ACTUAL SALES	BUDGETED SALES	SALES VARIANCE	ACTUAL COGS	BUDGETED COGS	COGS VARIANCE
<b>FUEL ANALYSIS</b>						
SKYHAVEN AIRPORT	88	82	6	75	72	3
PORTSMOUTH FISH PIER	341	549	(208)	254	516	(262)
RYE HARBOR	94	144	(50)	74	137	(63)
HAMPTON HARBOR	98	138	(40)	75	130	(55)
	<b>621</b>	<b>913</b>	<b>(292)</b>	<b>478</b>	<b>855</b>	<b>(377)</b>



# PEASE DEVELOPMENT AUTHORITY ORGANIZATION CHART- MAY 31, 2016

**BOARD OF DIRECTORS**



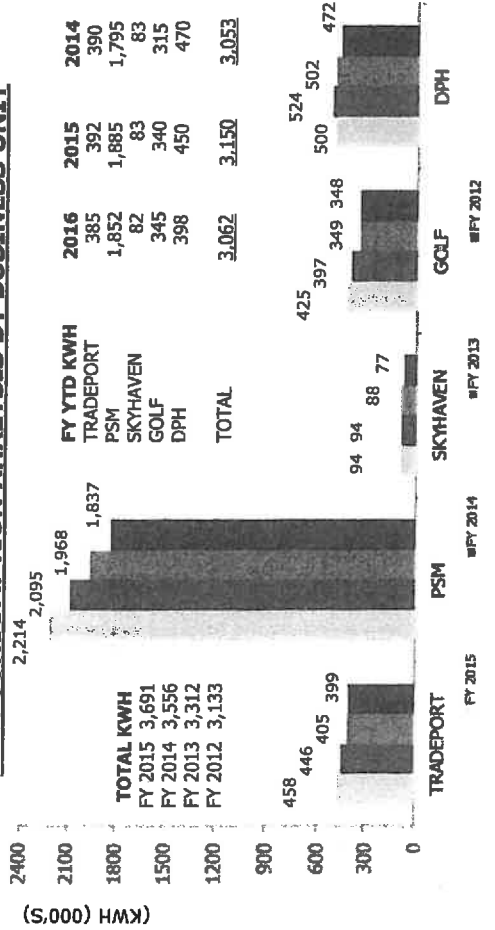
NOTE:  
1, EXCLUDES, NON-BENEFITTED EMPLOYEES, CONTRACT AND SEASONAL EMPLOYEES.

# CONSOLIDATED OTHER OPERATING EXPENSES FOR THE TEN MONTH PERIOD ENDING APRIL 30, 2016 AND 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	439	402	405	508	LEGAL	24	113	14	136
WASTE DISPOSAL	85	76	87	92	INFORMATION TECHNOLOGY	50	64	88	77
NATURAL GAS AND OIL	55	93	103	106	AUDIT	50	62	55	65
PROPANE	36	53	53	63	ALL OTHER- NET	22	56	14	72
WATER	<u>116</u>	<u>61</u>	<u>95</u>	<u>73</u>		<u>146</u>	<u>295</u>	<u>171</u>	<u>350</u>
	<b>731</b>	<b>686</b>	<b>743</b>	<b>842</b>					

### KWH CONSUMPTION ANALYSIS BY BUSINESS UNIT





# CONSOLIDATED NONOPERATING (INCOME) EXPENSE FOR THE TEN MONTH PERIOD ENDING APRIL, 2016 AND 2015

(\$ 000's)

	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL	CURRENT YEAR BUDGET	
INTEREST EXPENSE	38	59	113	71	
INTEREST INCOME AND OTHER	(3)	(3)	(3)	(4)	
(GAIN) / LOSS ON SALE OF ASSETS	-	-	(1)	-	
	<b>35</b>	<b>56</b>	<b>109</b>	<b>67</b>	
					<b>INTEREST EXPENSE</b>
					YEAR TO DATE
					FISCAL BUDGET
					PROVIDENT BANK
					16
					45
					CITY OF PORTSMOUTH
					22
					26
					TOTAL
					38
					71

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

# CONSOLIDATED STATEMENTS OF NET POSITION

ASSETS	JUN 30		APR 30		JUN 30		APR 30		<u>CASH AND EQUIVALENTS AT APRIL 30, 2016</u>	
	2015	2016	2015	2016	2015	2016	UNRESTRICTED	RESTRICTED	UNRESTRICTED	RESTRICTED
<b>CURRENT ASSETS</b>										
CASH AND EQUIVALENTS	1,257	2,389	1,936	2,428	1,936	2,428				
ACCOUNTS RECEIVABLE- NET	1,899	288	609	418	609	418			1,712	-
OTHER ASSETS	472	467	548	567	548	567			37	-
<b>TOTAL CURRENT ASSETS</b>	<u>3,628</u>	<u>3,144</u>	<u>2,750</u>	<u>116</u>	<u>2,750</u>	<u>116</u>			<u>5</u>	<u>1,754</u>
<b>RESTRICTED ASSETS</b>										
CASH AND EQUIVALENTS	875	594	3,687	3,687	3,687	3,687				
ACCOUNTS RECEIVABLES- NET	987	1,053	465	349	465	349			37	-
<b>TOTAL RESTRICTED ASSETS</b>	<u>1,862</u>	<u>1,647</u>	<u>4,152</u>	<u>4,036</u>	<u>4,152</u>	<u>4,036</u>			<u>467</u>	<u>-</u>
<b>CAPITAL ASSETS</b>										
LAND, BUILDINGS AND EQUIPMENT	62,625	60,644	472	472	472	472				439
CONSTRUCTION IN PROCESS (PAGES #10-#14)	11,206	9,308	72,641	69,240	72,641	69,240				63
<b>TOTAL ASSETS</b>	<u>73,831</u>	<u>69,952</u>	<u>1,153</u>	<u>1,159</u>	<u>1,153</u>	<u>1,159</u>			<u>131</u>	<u>47</u>
<b>DEFERRED OUTFLOWS OF RESOURCES</b>										
PENSION	413	413	(5,093)	(3,513)	391	186			<u>635</u>	<u>594</u>
<b>TOTAL NET POSITION</b>	<u>413</u>	<u>413</u>	<u>69,138</u>	<u>67,119</u>	<u>69,138</u>	<u>67,119</u>			<u>2,389</u>	<u>594</u>
<b>LIABILITIES</b>										
<b>CURRENT LIABILITIES</b>										
ACCOUNTS PAYABLE			1,936	2,428	1,936	2,428				
ACCOUNTS PAYABLE- CONSTRUCTION			609	418	609	418				
UNEARNED REVENUE			548	567	548	567				
REVOLVING LOC FACILITY			2,750	-	2,750	-				
CURRENT PORTION- LT LIABILITIES			129	116	129	116				
<b>TOTAL CURRENT LIABILITIES</b>			<u>5,972</u>	<u>3,529</u>	<u>5,972</u>	<u>3,529</u>				
<b>NONCURRENT LIABILITIES</b>										
NET PENSION LIABILITY			3,687	3,687	3,687	3,687				
OTHER LT LIABILITIES			465	349	465	349				
<b>TOTAL LIABILITIES</b>			<u>10,124</u>	<u>7,565</u>	<u>10,124</u>	<u>7,565</u>				
<b>DEFERRED INFLOWS OF RESOURCES</b>										
PENSION			472	472	472	472				
<b>NET POSITION</b>										
NET INVESTMENT IN CAPITAL ASSETS			72,641	69,240	72,641	69,240				
RESTRICTED FOR:										
REVOLVING LOAN FUND			1,153	1,159	1,153	1,159				
HARBOR DREDGING			391	186	391	186				
FOREIGN TRADE ZONE			46	47	46	47				
UNRESTRICTED			(5,093)	(3,513)	(5,093)	(3,513)				
<b>TOTAL NET POSITION</b>			<u>69,138</u>	<u>67,119</u>	<u>69,138</u>	<u>67,119</u>			<u>2,389</u>	<u>594</u>

# SUMMARY OF INTERGOVERNMENTAL RECEIVABLES AS OF APRIL 30, 2016

(\$ 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	1,171	(241)	903	27	27
TRADEPORT BUILDING DEMO AT 80 ROCHESTER	12-21-11	800	400	759	(380)	291	-	-
PSM NOISE EXPOSURE MAP UPDATE (FAA #52)	05-31-12	162	150	161	(12)	149	-	-
PSM PAVEMENT AND DRAIN RESTORA (FAA #54)	07-03-12	105	97	99	(8)	91	-	-
PSM AIRPORT MARKING AND SIGNAGE (FAA #55)	08-28-12	448	414	422	(31)	391	-	-
PSM RUNWAY DEMAND LENGTH ANALYSIS (SBG 1601)	04-16-13	78	74	78	(4)	74	-	-
PSM ASR CONSTRUCTION PROJECT (SBG 1602)	04-16-13	2,150	2,044	1,868	(93)	1,766	9	-
PSM PAVEMENT AND DRAINAGE (SBG 1603)	11-06-13	1,310	1,244	1,163	(58)	1,105	-	-
PSM OBSTRUCTION REMOVAL / PERMIT/DESIGN	-	-	-	2	(2)	-	-	-
PSM RUNWAY 16-34 PRE-DESIGN	-	-	-	2	(2)	-	-	-
PSM TERMINAL BATHROOM RENOVATIONS	-	-	-	43	(43)	-	-	-
PSM OBSTRUCTION MITIGATION DESIGN (FAA #49)	05-23-11	318	318	318	-	318	-	-
DPH PORT SECURITY SERVERS	-	18	18	18	-	18	-	-
SKYHAVEN RUNWAY 15-33 (SBG 05-2012)	06-18-14	3,790	3,601	3,430	(326)	3,061	43	-
SKYHAVEN TAXILANE PAV AND DRAIN (SBG 06-2015)	-	-	-	94	(5)	42	47	17
SKYHAVEN RUN DESIGN AND RECON (SBG 04-2012)	09-04-13	567	539	524	(26)	495	3	-
							<u>129</u>	<u>44</u>

# SUMMARY OF CONSTRUCTION WORK IN PROGRESS AS OF APRIL 30, 2016

(\$ 000's)

<u>PROJECT NAME</u>	BALANCE AT 06-30-15	CURRENT YEAR EXPENDITURES	TRANSFER TO PLANT IN SERVICE	NET CURRENT YEAR CHANGE	BALANCE AT 04-30-16
<b>PORTSMOUTH AIRPORT</b>					
ASR CONSTRUCTION PROJECT (SBG 1602)	1,691	177	-	177	1,868
PAVEMENT AND DRAINAGE RESTORATION (SBG 1603)	1,110	53	-	53	1,163
OBSTRUCTION MITIGATION DESIGN (FAA #49)	283	35	318	(283)	-
RUNWAY DEMAND AND LENGTH ANALYSIS (SBG 1601)	76	2	78	(76)	-
AIRFIELD MARKING AND SIGNAGE (FAA #55)	12	-	12	(12)	-
PSM SIGN ENTRANCE	5	27	32	(5)	-
PSM TERMINAL BATHROOM RENOVATIONS (FAA- TBD)	11	32	-	32	43
PSM OBSTRUCTION PERMITTING AND DESIGN (FAA-TBD)	2	-	-	-	2
PSM RUNWAY 16-34 PRE-DESIGN (FAA- TBD)	2	-	-	-	2
PSM LIGHTING AND SOFTWARE UPGRADE	-	26	26	-	-
PSM ATCT PARTIAL DEMO AND REROOFING	-	29	-	29	29
TRANE COMPRESSOR REPLACEMENT	-	12	12	-	-
MONROE 11 FOOT FLOW	-	7	7	-	-
SECTIONAL FLOW	-	22	22	-	-
	<b>3,192</b>	<b>422</b>	<b>507</b>	<b>(85)</b>	<b>3,107</b>

# SUMMARY OF CONSTRUCTION WORK IN PROGRESS AS OF APRIL 30, 2016 (CONTINUED):

(\$ 000's)

PROJECT NAME	BALANCE AT 06-30-15	CURRENT YEAR EXPENDITURES	TRANSFER TO PLANT IN SERVICE	NET CURRENT YEAR CHANGE	BALANCE AT 04-30-16
<b>SKYHAVEN AIRPORT</b>					
RUNWAY 15-33 RECONSTRUCT-MARKING AND SIGNAGE (SBG 05-2012)	3,358	72	-	72	3,430
RUNWAY DESIGN AND RECONSTRUCTION (SBG 04-2012)	508	16	-	16	524
TAXILANE PAVEMENT AND DRAINAGE (SBG 05-2012)	11	83	-	83	94
	<b>3,877</b>	<b>171</b>	<b>=</b>	<b>171</b>	<b>4,048</b>
<b>MAINTENANCE</b>					
HYDRAULIC MOTOR SANDER	-	7	7	-	-
	<b>=</b>	<b>Z</b>	<b>Z</b>	<b>=</b>	<b>=</b>

# SUMMARY OF CONSTRUCTION WORK IN PROGRESS AS OF APRIL 30, 2016 (CONTINUED):

(\$ 000's)

PROJECT NAME	BALANCE AT 06-30-15	CURRENT YEAR EXPENDITURES	TRANSFER TO PLANT IN SERVICE	NET CURRENT YEAR CHANGE	BALANCE AT 04-30-16
<b>GOLF COURSE</b>					
CLUBHOUSE EXPANSION (DESIGN ONLY)	53	11	-	11	64
GOLF WEBSITE UPGRADE	6	5	11	(6)	-
CLUBHOUSE KITCHEN MODIFICATIONS	-	244	244	-	-
CLUBHOUSE EQUIPMENT	-	2	2	-	-
CONCRETE FUEL PAD	-	16	16	-	-
SUPER 500 TURF SWEEPER	-	33	33	-	-
JOHN DEERE BUCKET LOADER	-	35	35	-	-
	<u>59</u>	<u>346</u>	<u>341</u>	<u>5</u>	<u>64</u>
<b>ADMINISTRATION</b>					
COMPUTER REPLACEMENT	-	1	1	-	-

# SUMMARY OF CONSTRUCTION WORK IN PROGRESS AS OF APRIL 30, 2016 (CONTINUED):

(\$ 000's)

<u>PROJECT NAME</u>	BALANCE AT 06-30-15	CURRENT YEAR EXPENDITURES	TRANSFER TO PLANT IN SERVICE	NET CURRENT YEAR CHANGE	BALANCE AT 04-30-16
<b>TRADEPORT</b>					
ROUNDABOUT- BUILDING #90	8	(8)	-	(8)	-
CORPORATE DRIVE SIDEWALK AND LIGHTING	-	4	4	-	-
STREET LIGHT REPLACEMENT	-	117	-	117	117
INTERSECTION AND INFRASTRUCTURE IMPROVEMENTS	-	21	-	21	21
INCINERATOR OVERHEAD DOOR REPLACEMENT	-	7	7	-	-
MULTIUSE PATH	-	1	1	-	-
	<b>8</b>	<b>142</b>	<b>12</b>	<b>130</b>	<b>138</b>

# SUMMARY OF CONSTRUCTION WORK IN PROGRESS AS OF APRIL 30, 2016 (CONTINUED):

(\$ 000's)

PROJECT NAME	BALANCE AT 06-30-15	CURRENT YEAR EXPENDITURES	TRANSFER TO PLANT IN SERVICE	NET CURRENT YEAR CHANGE	BALANCE AT 04-30-16
<b>DIVISION OF PORTS AND HARBORS</b>					
WATER QUALITY IMPROVEMENT	1,923	2	-	2	1,925
HAMPTON HARBOR DESIGN AND RENOVATIONS	1,599	-	1,599	(1,599)	-
SOUTH ACCESS BRIDGE REPLACEMENT	384	-	384	(384)	-
MARKET STREET TRUCK SCALE REPLACEMENT	78	40	118	(78)	-
HAMPTON VIDEO SURVEILLANCE RENOVATIONS	25	-	-	-	25
CAMERAS- NEWCASTLE PIER	25	1	26	(25)	-
RYE FLOATING DOCK REPLACEMENT	16	-	16	(16)	-
FACILITY SECURITY OFFICER TRAINING	15	-	15	(15)	-
TIGER GRANT APPLICATION (2015)	3	(3)	-	(3)	-
TIGER GRANT APPLICATION (2016)	-	1	-	1	1
LOADMASTER ONE TON CHAIN FALL	-	4	4	-	-
CONDENSER REPLACEMENT- PFP	-	8	8	-	-
UPGRADE PORT SECURITY SERVERS	-	18	18	-	-
	<b>4,068</b>	<b>71</b>	<b>2,188</b>	<b>(2,117)</b>	<b>1,951</b>
TOTAL	<b>11,204</b>	<b>1,160</b>	<b>3,056</b>	<b>(1,896)</b>	<b>9,308</b>



# LONG TERM LIABILITIES AS OF APRIL 30, 2016

(\$ 000's)

## SCHEDULE OF DEBT SERVICE REPAYMENT

DEBT HOLDER / INTEREST RATE	CURRENT PORTION	LONG TERM PORTION	TOTAL AMOUNT DUE
CITY OF PORTSMOUTH- WATER POLLUTION CONTROL NOTE @ 4.50%	116	349	465
TENANT ADVANCES (LONZA)	-	-	-
<b>TOTAL</b>	<b><u>116</u></b>	<b><u>349</u></b>	<b><u>465</u></b>

FISCAL YEAR	CITY OF PORTSMOUTH @ 4.50%
2016	116
2017	116
2018	116
2019	116
2020	117
PAID IN FY 2016	<u>(116)</u>
<b>TOTAL</b>	<b><u>465</u></b>



# STATEMENT OF OPERATIONS FOR THE TEN MONTH PERIOD ENDING APRIL 30, 2016 SKYHAVEN AIRPORT

(\$ 000's)

	OPERATING REVENUES			OPERATING EXPENSES			PERSONNEL SERVICES AND BENEFITS			BUILDINGS AND FACILITIES MAINTENANCE			GENERAL AND ADMINISTRATIVE			UTILITIES			PROFESSIONAL SERVICES			MARKETING AND PROMOTION			ALL OTHER- FUEL			OPERATING INCOME			NONOPERATING (INCOME) AND EXPENSE			DEPRECIATION			NET OPERATING INCOME		
	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	PRIOR YEAR TO DATE ACTUAL						
CARGO AND HANGARS	117	118	109		144	109																																	
FUEL SALES	88	82	53		120	53																																	
ALL OTHER	1	1	-		1	-																																	
	<b>206</b>	<b>201</b>	<b>162</b>		<b>265</b>	<b>162</b>																																	
<b>GALLONS OF FUEL SOLD</b>																																							
FY 2016	2,285	21,726	4.07		21,726	4.07																																	
FY 2015	1,425	10,138	5.21		15,831	5.21																																	
<b>NET CASH FLOW</b>																																							
FY 2016	(38)	(171)	153		-	362																																	
FY 2015	(109)	(3,392)	(667)		-	2,834																																	
FY 2014	(68)	(557)	(175)		-	450																																	
FY 2009-2013	(507)	(528)	(816)		(100)	319																																	
	<b>(722)</b>	<b>(4,648)</b>	<b>(1,505)</b>		<b>(100)</b>	<b>3,965</b>																																	

(\$ 000's)

(\$ 000's)

# STATEMENT OF OPERATIONS FOR THE TEN MONTH PERIOD ENDING APRIL 30, 2016 TRADEPORT

(\$ 000's)

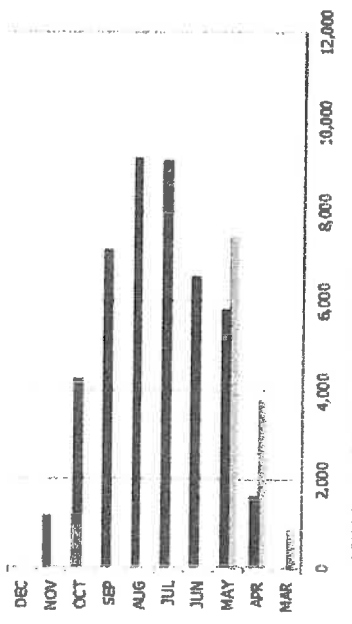
	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE BUDGET	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE ACTUAL	FISCAL YEAR BUDGET	PRIOR YEAR TO DATE ACTUAL
<b>OPERATING REVENUES</b>	<b>6,665</b>	<b>6,722</b>	<b>7,982</b>	<b>6,512</b>			<b>8,058</b>	<b>6,576</b>
RENTAL OF FACILITIES								
ALL OTHER	136	53	76	64			315	280
	<b>6,801</b>	<b>6,775</b>	<b>8,058</b>	<b>6,576</b>				
<b>OPERATING EXPENSES</b>								
PERSONNEL SERVICES AND BENEFITS								
BUILDINGS AND FACILITIES MAINTENANCE								
GENERAL AND ADMINISTRATIVE								
UTILITIES								
PROFESSIONAL SERVICES								
MARKETING AND PROMOTION								
ALL OTHER								
<b>OPERATING INCOME</b>	<b>6,299</b>	<b>6,221</b>	<b>6,221</b>	<b>6,299</b>	<b>78</b>	<b>6,061</b>	<b>7,391</b>	<b>6,061</b>
<b>NONOPERATING (INCOME) AND EXPENSE</b>								
DEPRECIATION								
<b>NET OPERATING INCOME</b>	<b>5,613</b>	<b>5,422</b>	<b>5,422</b>	<b>5,613</b>	<b>191</b>	<b>5,227</b>	<b>6,431</b>	<b>5,227</b>

(\$ 000 \$)



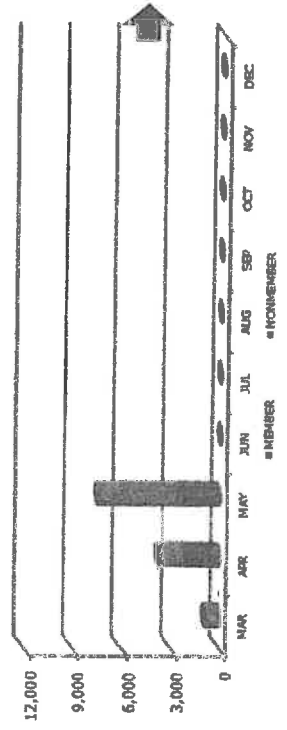
# KEY GOLF COURSE BENCHMARKING DATA AS OF MAY 31, 2016

ROUNDS OF GOLF PLAYED (SEASON)



	2016 YTD	2015 YTD	2015 SEASON
ROUNDS PLAYED	12,119	7,467	44,942
RAIN DAYS	41	16	58

2016 MEMBER / NONMEMBER ROUNDS (SEASON)



	GOLF SIMULATOR REVENUES		BAR AND GRILL GROSS SALES	
	FY 2015	FY 2016	FY 2015	FY 2016
JULY	\$ -	\$ -	\$ 164,577	\$ 176,459
AUGUST	-	-	168,895	185,715
SEPTEMBER	-	345	157,632	166,667
OCTOBER	2,102	2,726	113,012	113,551
NOVEMBER	12,929	10,176	72,858	70,077
DECEMBER	16,600	14,417	95,487	105,175
JANUARY	25,580	24,246	71,415	84,682
FEBRUARY	21,984	26,504	67,945	81,582
MARCH	25,425	17,720	84,329	97,403
APRIL	13,439	6,002	97,307	106,478
MAY	-	963	160,133	155,744
JUNE	927	-	169,876	-
<b>TOTAL</b>	<b>\$ 118,986</b>	<b>\$ 103,099</b>	<b>\$ 1,423,466</b>	<b>\$ 1,343,533</b>

2016 YTD ROUNDS	
MEMBER	5,272
NONMEMBER	6,847
<b>TOTAL</b>	<b>12,119</b>

2015 YTD ROUNDS	
MEMBER	3,144
NONMEMBER	4,353
<b>TOTAL</b>	<b>7,467</b>

	FY 2015	FY 2015 YTD	FY 2016 YTD
GROUPS 12-40	41,222	35,132	40,967
TOURNAMENT PLAY	172,152	150,387	124,533
LEAGUES	122,494	103,569	97,274
FOOD AND ROOM FEES	230,824	206,344	206,102

CLUB / COURSE FUNCTIONS	
GROUPS 12-40	41,222
TOURNAMENT PLAY	172,152
LEAGUES	122,494
FOOD AND ROOM FEES	230,824

**STATEMENT OF OPERATIONS FOR THE TEN MONTH  
PERIOD ENDING APRIL 30, 2016  
PORT AUTHORITY OF NEW HAMPSHIRE (UNRESTRICTED)**

(\$ 000's)

	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	FISCAL YEAR BUDGET	PRIOR YEAR TO DATE ACTUAL	OPERATING REVENUES	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	FISCAL YEAR BUDGET	PRIOR YEAR TO DATE ACTUAL
<b>OPERATING REVENUES</b>	<u>1,832</u>	<u>2,201</u>	<u>(369)</u>	<u>2,654</u>	<u>2,140</u>	FACILITY RENTALS	565	430	537	483
<b>OPERATING EXPENSES</b>						CONCESSION REVENUE	5	8	9	9
PERSONNEL SERVICES AND BENEFITS	899	969	(70)	1,188	946	FEE REVENUE				
BUILDINGS AND FAC AND MAINTENANCE	130	200	(70)	225	178	MOORING FEES	272	279	335	277
GENERAL AND ADMINISTRATIVE	143	81	62	97	85	PARKING	91	109	142	97
UTILITIES	106	96	10	114	135	REGISTRATIONS	119	116	165	106
PROFESSIONAL SERVICES	13	15	(2)	18	15	WHARF / DOCK	<u>170</u>	<u>221</u>	<u>250</u>	<u>341</u>
MARKETING AND PROMOTION	1	1	-	2	2	FUEL SALES	<u>652</u>	<u>725</u>	<u>892</u>	<u>821</u>
ALL OTHER - FUEL	403	783	(380)	917	626	ALL OTHER	533	831	975	705
	<u>1,695</u>	<u>2,145</u>	<u>(450)</u>	<u>2,561</u>	<u>1,987</u>	TOTAL	<u>1,832</u>	<u>2,201</u>	<u>2,654</u>	<u>2,140</u>
<b>OPERATING INCOME</b>	<b>137</b>	<b>56</b>	<b>81</b>	<b>93</b>	<b>153</b>	<b>BUSINESS UNIT ANALYSIS</b>				
NONOPERATING (INCOME) AND EXPENSE						OPERATING REVENUES	148	199	727	391
DEPRECIATION	544	480	(64)	576	505	OPERATING EXPENSES (EXCLUDING DEPRECIATION)	170	136	342	348
NET OP INCOME	<u>(407)</u>	<u>(424)</u>	<u>17</u>	<u>(483)</u>	<u>(352)</u>	NET OP INC	<u>(22)</u>	<u>63</u>	<u>385</u>	<u>43</u>
						HAMPTON HARBOR				
						RYE HARBOR				
						PORTSMOUTH FISH PIER				
						MARKET STREET				
						HARBOR MANAG				
						ADMIN				





**STATEMENT OF OPERATIONS FOR THE TEN MONTH  
PERIOD ENDING APRIL 30, 2016  
PORT AUTHORITY OF NEW HAMPSHIRE (RESTRICTED)**

(CONTINUED)

(\$ 000's)

	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	FISCAL YEAR BUDGET	PRIOR YEAR ACTUAL TO DATE		BALANCE AT 04-30-2016	BALANCE AT 06-30-2015	BALANCE AT 06-30-2014
<b>REVOLVING LOAN FUND</b>									
<b>OPERATING REVENUES</b>	29	29	-	36	30				
<b>OPERATING EXPENSES</b>									
PERSONNEL SERVICES AND BENEFITS	-	-	-	-	-		63	330	158
BUILDINGS AND FACILITIES MAINTENANCE	-	-	-	-	-		45	43	43
GENERAL AND ADMINISTRATIVE	1	-	1	-	-		108	373	201
UTILITIES	-	-	-	-	-		-	-	-
PROFESSIONAL SERVICES	22	18	4	22	14		153	115	126
MARKETING AND PROMOTION	-	-	-	-	-		900	666	809
ALL OTHER	-	-	-	-	-		1,053	781	935
<b>OPERATING INCOME</b>	<b>6</b>	<b>11</b>	<b>(5)</b>	<b>14</b>	<b>16</b>		<u>1,161</u>	<u>1,154</u>	<u>1,136</u>
<b>NONOPERATING (INCOME) AND EXPENSE</b>							94.4	70.3	85.5
<b>DEPRECIATION</b>	-	-	-	-	-		-	-	-
<b>NET OPERATING INCOME</b>	<b>6</b>	<b>11</b>	<b>(5)</b>	<b>14</b>	<b>16</b>		19.4	(4.7)	10.5

**REVOLVING LOAN FUND RECONCILIATION**

**CASH BALANCES**

GENERAL FUNDS	63	330	158
RESTRICTED FUNDS	45	43	43
<b>TOTAL</b>	<u>108</u>	<u>373</u>	<u>201</u>

**LOANS  
OUTSTANDING**

CURRENT	153	115	126
LONG TERM	900	666	809
<b>TOTAL</b>	<u>1,053</u>	<u>781</u>	<u>935</u>

**CAPITAL  
UTILIZATION  
RATE- % (\*)**

	94.4	70.3	85.5
--	------	------	------

**FUND EXCESS  
(DEFICIENCY)- %  
(\*)**

	19.4	(4.7)	10.5
--	------	-------	------

(\*) EXCLUDES SEQUESTERED FUNDS.

# PEASE DEVELOPMENT AUTHORITY STATEMENT OF NET POSITION (EXCLUDING PORT AUTHORITY OF NEW HAMPSHIRE)

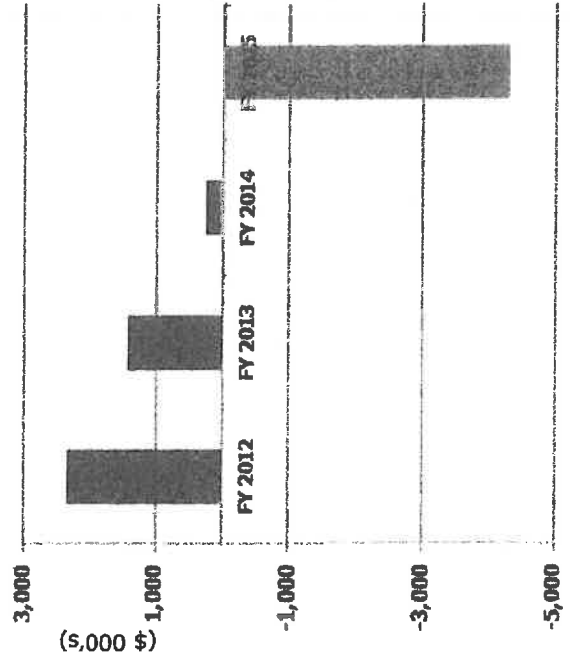
(\$ 000's)

	JUN 30 2015	APR 30 2016	JUN 30 2015	APR 30 2016
<b>ASSETS</b>				
<b>CURRENT ASSETS</b>				
CASH AND EQUIVALENTS	974	1,754	1,319	2,142
ACCOUNTS RECEIVABLE- NET	1,633	289	568	163
OTHER ASSETS	410	431	293	294
<b>TOTAL CURRENT ASSETS</b>	<b>3,017</b>	<b>2,474</b>	<b>2,750</b>	<b>116</b>
<b>RESTRICTED ASSETS</b>				
CASH AND EQUIVALENTS	-	-	-	-
ACCOUNTS RECEIVABLES- NET	-	-	-	-
<b>TOTAL RESTRICTED ASSETS</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>CAPITAL ASSETS</b>				
LAND, BUILDINGS AND EQUIPMENT	54,512	50,923	3,378	3,262
CONSTRUCTION IN PROCESS (PAGES #10-#14)	7,136	7,357	8,437	5,977
<b>TOTAL ASSETS</b>	<b>61,648</b>	<b>58,280</b>	<b>60,754</b>	<b>373</b>
<b>DEFERRED OUTFLOWS OF RESOURCES</b>				
PENSION	-	-	-	-
<b>TOTAL NET POSITION</b>	<b>333</b>	<b>333</b>	<b>56,188</b>	<b>54,737</b>
<b>LIABILITIES</b>				
<b>CURRENT LIABILITIES</b>				
ACCOUNTS PAYABLE	-	-	-	-
ACCOUNTS PAYABLE- CONSTRUCTION	-	-	-	-
UNEARNED REVENUE	-	-	-	-
REVOLVING LOC FACILITY	-	-	-	-
<b>CURRENT PORTION- LT LIABILITIES</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>TOTAL CURRENT LIABILITIES</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>NONCURRENT LIABILITIES</b>				
NET PENSION LIABILITY	2,913	-	2,913	2,913
OTHER LT LIABILITIES	-	-	465	349
<b>TOTAL LIABILITIES</b>	<b>2,913</b>	<b>-</b>	<b>3,378</b>	<b>3,262</b>
<b>DEFERRED INFLOWS OF RESOURCES</b>				
PENSION	-	-	-	-
<b>NET POSITION</b>	<b>-</b>	<b>-</b>	<b>8,437</b>	<b>5,977</b>
NET INVESTMENT IN CAPITAL ASSETS	60,499	57,569	-	-
RESTRICTED FOR: REVOLVING LOAN FUND HARBOR DREDGING FOREIGN TRADE ZONE UNRESTRICTED	-	-	-	-
<b>TOTAL NET POSITION</b>	<b>333</b>	<b>333</b>	<b>56,188</b>	<b>54,737</b>

**DISCUSSION AND ANALYSIS**

- CONTINUED FINANCIAL OBLIGATION TO SUPPORT NONGRANT RELATED CAPITAL PROJECTS AND DEBT REPAYMENT.
- REVENUE ESCALATION / CPI HAS BEEN EXCEEDED BY COST ESCALATION RELATIVE TO PERSONNEL SERVICES AND BENEFITS.

**NET UNRESTRICTED POSITION  
AT JUNE 30**



# PORT AUTHORITY OF NEW HAMPSHIRE STATEMENT OF NET POSITION- UNRESTRICTED FUNDS

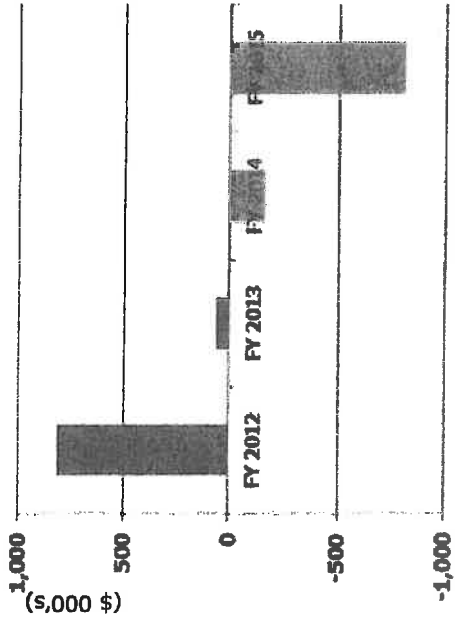
(\$ 000's)

	JUN 30 2015	APR 30 2016	JUN 30 2015	APR 30 2016
<b>ASSETS</b>			<b>LIABILITIES</b>	
<b>CURRENT ASSETS</b>			<b>CURRENT LIABILITIES</b>	
CASH AND EQUIVALENTS	283	635	ACCOUNTS PAYABLE	375
ACCOUNTS RECEIVABLE- NET	266	(2)	ACCOUNTS PAYABLE- CONSTRUCTION	16
OTHER ASSETS	61	37	UNEARNED REVENUE	249
<b>TOTAL CURRENT ASSETS</b>	<b>610</b>	<b>670</b>	REVOLVING LOC FACILITY	-
<b>RESTRICTED ASSETS</b>			CURRENT PORTION- LT LIABILITIES	-
CASH AND EQUIVALENTS	-	-	<b>TOTAL CURRENT LIABILITIES</b>	<b>640</b>
ACCOUNTS RECEIVABLES- NET	-	-	<b>NONCURRENT LIABILITIES</b>	
<b>TOTAL RESTRICTED ASSETS</b>	<b>-</b>	<b>-</b>	NET PENSION LIABILITY	774
<b>CAPITAL ASSETS</b>			OTHER LT LIABILITIES	-
LAND, BUILDINGS AND EQUIPMENT	7,914	9,044	<b>TOTAL LIABILITIES</b>	<b>1,414</b>
CONSTRUCTION IN PROCESS (PAGES #10-#14)	3,583	1,926	<b>DEFERRED INFLOWS OF RESOURCES</b>	
<b>TOTAL ASSETS</b>	<b>11,497</b>	<b>10,970</b>	PENSION	99
<b>DEFERRED OUTFLOWS OF RESOURCES</b>			<b>NET POSITION</b>	
PENSION	80	80	NET INVESTMENT IN CAPITAL ASSETS	11,481
			RESTRICTED FOR:	
			REVOLVING LOAN FUND	-
			HARBOR DREDGING	-
			FOREIGN TRADE ZONE	-
			UNRESTRICTED	(807)
			<b>TOTAL NET POSITION</b>	<b>10,674</b>
				<b>10,970</b>

**DISCUSSION AND ANALYSIS**

- CONTINUED FINANCIAL OBLIGATION TO SUPPORT UNREIMBURSED CAPITAL PROJECTS HAS DETERIORATED FINANCIAL STRUCTURE AND MAY REQUIRE REDUCTION IN SERVICES.
- \$ 1.9 MILLION IN STORM WATER MANAGEMENT SYSTEM MODIFICATION AND IMPROVEMENT PROJECT COSTS IN PAST THREE FISCAL YEARS. THE PIER EXPANSION FUND HAS PROVIDED \$1.0 MILLION IN MONIES WHILE \$0.9 MILLION HAS BEEN ABSORBED BY UNRESTRICTED FUND BALANCES.

**NET UNRESTRICTED POSITION  
AT JUNE 30**



# PORT AUTHORITY OF NEW HAMPSHIRE STATEMENT OF NET POSITION- FOREIGN TRADE ZONE

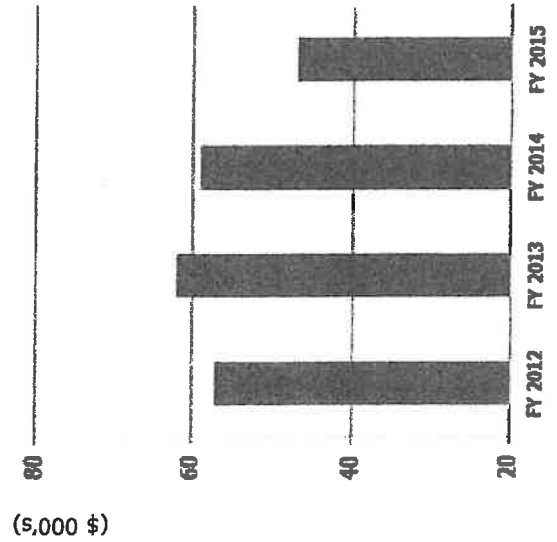
(\$ 000's)

	JUN 30 2015	APR 30 2016	JUN 30 2015	APR 30 2016
<b>ASSETS</b>				
<b>CURRENT ASSETS</b>				
CASH AND EQUIVALENTS	-	-	8	-
ACCOUNTS RECEIVABLE- NET	-	-	-	-
OTHER ASSETS	-	-	-	-
<b>TOTAL CURRENT ASSETS</b>	<b>0</b>	<b>0</b>	<b>8</b>	<b>0</b>
<b>RESTRICTED ASSETS</b>				
CASH AND EQUIVALENTS	54	47	-	-
ACCOUNTS RECEIVABLES- NET	-	-	-	-
<b>TOTAL RESTRICTED ASSETS</b>	<b>54</b>	<b>47</b>	<b>0</b>	<b>0</b>
<b>CAPITAL ASSETS</b>				
LAND, BUILDINGS AND EQUIPMENT	-	-	-	-
CONSTRUCTION IN PROCESS (PAGES #10-#14)	-	-	-	-
<b>TOTAL ASSETS</b>	<b>54</b>	<b>47</b>	<b>8</b>	<b>0</b>
<b>DEFERRED OUTFLOWS OF RESOURCES</b>				
PENSION	-	-	46	47
<b>TOTAL NET POSITION</b>	<b>54</b>	<b>47</b>	<b>46</b>	<b>47</b>

**DISCUSSION AND ANALYSIS**

- STEADY STATE WITH NO INDICATION OF FINANCIAL CHALLENGES.
- PRIOR YEAR WESTINGHOUSE RECEIVABLE DELINQUENT BY GREATER THAN 120 DAYS. FULLY RESERVED IN FY 2015

**NET RESTRICTED POSITION  
AT JUNE 30**



(\$,000 \$)



# PORT AUTHORITY OF NEW HAMPSHIRE STATEMENT OF NET POSITION- REVOLVING LOAN

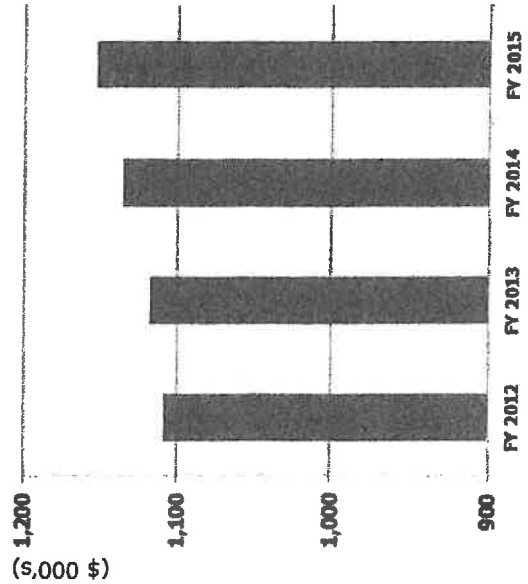
(\$ 000's)

	JUN 30 2015	APR 30 2016	JUN 30 2015	APR 30 2016
<b>ASSETS</b>				
<b>CURRENT ASSETS</b>				
CASH AND EQUIVALENTS	-	-	1	3
ACCOUNTS RECEIVABLE- NET	-	-	-	-
OTHER ASSETS	-	-	-	-
<b>TOTAL CURRENT ASSETS</b>	<b>=</b>	<b>=</b>	<b>=</b>	<b>=</b>
<b>RESTRICTED ASSETS</b>				
CASH AND EQUIVALENTS	373	109	1	3
ACCOUNTS RECEIVABLES- NET	781	1,053	-	-
<b>TOTAL RESTRICTED ASSETS</b>	<b>1,154</b>	<b>1,162</b>	<b>1</b>	<b>3</b>
<b>CAPITAL ASSETS</b>				
LAND, BUILDINGS AND EQUIPMENT	-	-	-	-
CONSTRUCTION IN PROCESS (PAGES #10-#14)	-	-	-	-
<b>TOTAL ASSETS</b>	<b>1,154</b>	<b>1,162</b>	<b>1,153</b>	<b>1,159</b>
<b>DEFERRED OUTFLOWS OF RESOURCES</b>				
PENSION	-	-	-	-
<b>LIABILITIES</b>				
<b>CURRENT LIABILITIES</b>				
ACCOUNTS PAYABLE	-	-	-	-
ACCOUNTS PAYABLE- CONSTRUCTION	-	-	-	-
UNEARNED REVENUE	-	-	-	-
REVOLVING LOC FACILITY	-	-	-	-
CURRENT PORTION- LT LIABILITIES	-	-	-	-
<b>TOTAL CURRENT LIABILITIES</b>	<b>=</b>	<b>=</b>	<b>=</b>	<b>=</b>
<b>NONCURRENT LIABILITIES</b>				
NET PENSION LIABILITY	-	-	-	-
OTHER LT LIABILITIES	-	-	-	-
<b>TOTAL LIABILITIES</b>	<b>=</b>	<b>=</b>	<b>=</b>	<b>=</b>
<b>DEFERRED INFLOWS OF RESOURCES</b>				
PENSION	-	-	-	-
<b>NET POSITION</b>				
NET INVESTMENT IN CAPITAL ASSETS	-	-	-	-
<b>RESTRICTED FOR:</b>				
REVOLVING LOAN FUND	-	-	-	-
HARBOR DREDGING	-	-	-	-
FOREIGN TRADE ZONE	-	-	-	-
UNRESTRICTED	-	-	-	-
<b>TOTAL NET POSITION</b>	<b>1,153</b>	<b>1,159</b>	<b>1,153</b>	<b>1,159</b>

**DISCUSSION AND ANALYSIS**

- STEADY STATE WITH NO INDICATION OF ANY FINANCIAL CHALLENGES RELATIVE TO THE FUND BALANCE.
- CURRENT ECONOMIC ENVIRONMENT DOES HOWEVER CHALLENGE THE DEMAND FOR FUTURE LOANS AND POTENTIALLY, REPAYMENT OF CURRENT LOANS OUTSTANDING.

**NET RESTRICTED POSITION  
AT JUNE 30**



**CASH FLOW PROJECTIONS FOR THE  
NINE MONTH PERIOD ENDING  
FEBRUARY 28, 2017**

**BOARD OF DIRECTORS' MEETING  
JUNE 16, 2016**



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# PEASE DEVELOPMENT AUTHORITY CASH FLOW SUMMARY OVERVIEW JUNE 1, 2016 TO FEBRUARY 28, 2017

(EXCLUDING DIVISION OF PORTS AND HARBORS)

(\$ 000's)

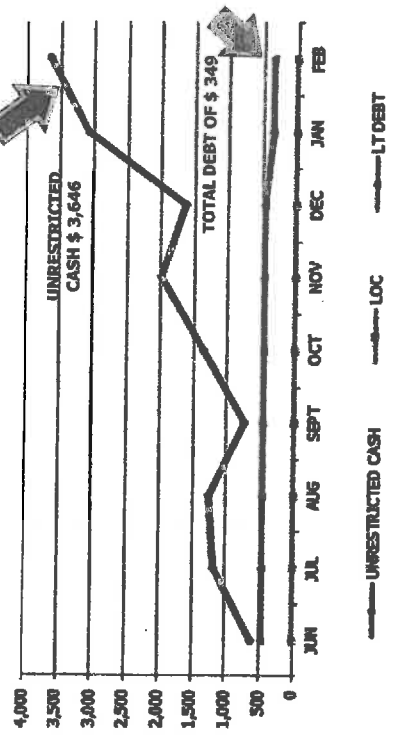
	AMOUNT
<b>OPENING FUND BALANCE</b>	<b>633</b>
<b>SOURCES OF FUNDS</b>	
TRADEPORT TENANTS	6,743
GRANT AWARDS (SEE PAGE #9)	3,795
GOLF COURSE FEE AND CONCESSION REVENUES	1,280
MUNICIPAL SERVICE FEE (COP)- NET	1,213
PORTSMOUTH AIRPORT	420
SKYHAVEN AIRPORT HANGAR AND FUEL REVENUES	147
EXTERNAL BANK WORKING CAPITAL- NET	-
	<u>13,598</u>
<b>USES OF FUNDS</b>	
CAPITAL EXPENDITURES- GRANT (SEE PAGE #5)	3,856
PERSONNEL SERVICES AND BENEFITS	4,350
OPERATING EXPENSES	1,035
CAPITAL EXPENDITURES- NON GRANT (SEE PAGES #6-#8)	1,228
LONG TERM DEBT RETIREMENT	116
	<u>10,585</u>
<b>NET CASH FLOW</b>	<b>3,013</b>
<b>CLOSING FUND BALANCE</b>	<b>3,646</b>

**DISCUSSION**

THE PDA DOES NOT ANTICIPATE THE 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.

**PROJECTED CASH AND DEBT BALANCES**



TOTAL FUND BALANCES	BALANCE AT	BALANCE AT
	<b>05-31-2016</b>	<b>06-30-2015</b>
PDA UNRESTRICTED	591	871
PDA DESIGNATED	42	65
<b>TOTAL</b>	<b>633</b>	<b>936</b>

**PEASE DEVELOPMENT AUTHORITY  
STATEMENT OF CASH FLOW (EXCLUDING THE DIVISION OF PORTS AND HARBORS)  
JUNE 1, 2016 TO FEBRUARY 28, 2017**

(\$ 000's)

	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
<b>OPENING FUND BALANCE</b>	<u>633</u>	<u>612</u>	<u>1,178</u>	<u>1,252</u>	<u>733</u>	<u>1,355</u>	<u>2,002</u>	<u>1,630</u>	<u>3,096</u>	<u>633</u>
<b>SOURCES OF FUNDS</b>										
TRADEPORT TENANTS	570	1,075	585	590	1,078	585	585	1,075	600	6,708
GRANT AWARDS (SEE PAGE #9)	55	239	397	240	340	940	690	685	209	3,795
MUNICIPAL SERVICE FEE	235	365	235	235	365	235	235	365	235	2,405
GOLF COURSE	215	225	235	200	185	100	40	40	40	1,415
PORTSMOUTH AIRPORT	45	50	45	45	50	45	45	50	45	420
SKYHAVEN AIRPORT	23	12	12	16	18	18	16	16	16	159
WORKING CAPITAL RLOC- NET	-	-	-	-	-	-	-	-	-	-
	<u>1,143</u>	<u>1,966</u>	<u>1,509</u>	<u>1,326</u>	<u>2,036</u>	<u>1,923</u>	<u>1,611</u>	<u>2,231</u>	<u>1,145</u>	<u>14,890</u>
<b>USE OF FUNDS</b>										
PERSONNEL SERVICES AND BENEFITS	575	575	575	435	415	415	450	450	460	4,350
CAPITAL- GRANT RELATED (SEE PAGE #5)	178	477	557	1,030	837	676	53	23	25	3,856
CAPITAL- NONGRANT (SEE PAGES #6-#8)	296	217	188	260	62	60	95	50	-	1,228
MUNICIPAL SERVICE FEE	-	21	-	-	-	-	1,250	21	-	1,292
OPERATING EXPENSES	115	110	115	120	100	125	135	105	110	1,035
LONG TERM DEBT RETIREMENT	-	-	-	-	-	-	-	<u>116</u>	-	<u>116</u>
	<u>1,164</u>	<u>1,400</u>	<u>1,435</u>	<u>1,845</u>	<u>1,414</u>	<u>1,276</u>	<u>1,983</u>	<u>765</u>	<u>595</u>	<u>11,877</u>
<b>NET CASH FLOW</b>	(21)	566	74	(519)	622	647	(372)	1,466	550	3,013
<b>CLOSING FUND BALANCE</b>	<u>612</u>	<u>1,178</u>	<u>1,252</u>	<u>733</u>	<u>1,355</u>	<u>2,002</u>	<u>1,630</u>	<u>3,096</u>	<u>3,646</u>	<u>3,646</u>

**PEASE DEVELOPMENT AUTHORITY**  
**CAPITAL EXPENDITURES (EXCLUDING THE DIVISION OF PORTS AND HARBORS)**  
**JUNE 1, 2016 TO FEBRUARY 28, 2017**

(\$ 000's)

	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
<b>GRANT REIMBURSEMENT</b>										
<b>PORTSMOUTH AIRPORT</b>										
AIR NATIONAL GUARD TAXIWAY ALPHA	-	10	100	400	490	600	-	-	-	1,600
OBSTRUCTION MITIGATION- PHASE II	65	15	80	15	25	25	15	15	15	270
IDENTIFICATION MANAGEMENT SYSTEM	60	87	100	65	32	28	20	-	-	392
RW PRELIMINARY DESIGN	25	10	8	8	8	8	8	8	10	93
ASR CONSTRUCTION (SBG 1602)	1	265	10	6	-	-	-	-	-	282
PAVEMENT AND DRAINAGE (SBG 1603)	1	50	60	26	-	-	-	-	-	137
BATHROOM RENOVATIONS	7	2	75	300	82	10	10	-	-	486
	<u>159</u>	<u>439</u>	<u>433</u>	<u>820</u>	<u>637</u>	<u>671</u>	<u>53</u>	<u>23</u>	<u>25</u>	<u>3,260</u>
<b>SKYHAVEN AIRPORT</b>										
RUNWAY CONSTRUCTION	5	15	100	200	200	5	-	-	-	525
TAXILANE PAVEMENTS (DESIGN)	6	5	6	7	-	-	-	-	-	24
RUNWAY DESIGN	8	18	18	3	-	-	-	-	-	47
	<u>19</u>	<u>38</u>	<u>124</u>	<u>210</u>	<u>200</u>	<u>5</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>596</u>
<b>TOTAL GRANT</b>	<b>178</b>	<b>477</b>	<b>557</b>	<b>1,030</b>	<b>837</b>	<b>676</b>	<b>53</b>	<b>23</b>	<b>25</b>	<b>3,856</b>

NOTE:  
 \*\* PENDING BOARD APPROVAL

# PEASE DEVELOPMENT AUTHORITY

## CAPITAL EXPENDITURES (EXCLUDING THE DIVISION OF PORTS AND HARBORS)

### JUNE 1, 2016 TO FEBRUARY 28, 2017 (CONTINUED):

(\$ 000's)

	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
<b><u>NONGRANT REIMBURSEMENT</u></b>										
<b>TRADEPORT</b>										
WATER TOWER LOGO	33	-	-	-	-	-	-	-	-	33
STORM WATER TREATMENT **	-	50	-	-	-	-	-	-	-	50
DRAINAGE DITCHES	8	-	15	-	-	-	-	-	-	23
ARBORETUM DRIVE GUARD RAIL**	-	-	-	-	-	10	30	-	-	40
SURFACE TRANSPORTATION PLAN	12	-	-	-	-	-	-	-	-	12
	<u>53</u>	<u>50</u>	<u>15</u>	<u>-</u>	<u>-</u>	<u>10</u>	<u>30</u>	<u>-</u>	<u>-</u>	<u>158</u>

NOTE:  
\*\* PENDING BOARD APPROVAL

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**PEASE DEVELOPMENT AUTHORITY  
CAPITAL EXPENDITURES (EXCLUDING THE DIVISION OF PORTS AND HARBORS)  
JUNE 1, 2016 TO FEBRUARY 28, 2017**

(CONTINUED):

(\$ 000's)

	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
<b><u>NONGRANT REIMBURSEMENT</u></b>										
<b>SKYHAVEN AIRPORT</b>										
RE-ROOF TERMINAL BUILDING	=	=	=	=	25	=	=	=	=	25
<b>ADMINISTRATION</b>										
COMPUTERS / PRINTERS / SOFTWARE / SERVERS / TELECOMMUNICATIONS **	15	=	=	=	6	=	=	=	=	21
<b>GOLF COURSE</b>										
RANGE CART WITH CAGE	-	16	-	-	-	-	-	-	-	16
TRACTOR	-	18	-	-	-	-	-	-	-	18
DEBRIS BLOWER **	-	-	8	-	-	-	-	-	-	8
SIMULATOR UPGRADES**	-	-	-	-	-	30	-	-	-	30
CLUBHOUSE EQUIPMENT **	-	-	-	-	-	20	30	-	-	50
ROUGH MOWER **	-	-	-	70	-	-	-	-	-	70
POND FILL FROM AIR FORCE **	-	5	5	5	-	-	35	-	-	50
	=	39	13	75	=	50	65	=	=	242

NOTE:  
\*\* PENDING BOARD APPROVAL

# PEASE DEVELOPMENT AUTHORITY

## CAPITAL EXPENDITURES (EXCLUDING THE DIVISION OF PORTS AND HARBORS) JUNE 1, 2016 TO FEBRUARY 28, 2017 (CONTINUED):

(\$ 000's)

	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
<b>NONGRANT REIMBURSEMENT (CONTINUED):</b>										
<b>PORTSMOUTH AIRPORT</b>										
AIRFIELD RUNWAY RELAMPING (LED)	78	-	-	-	-	-	-	-	-	78
ROOF REPLACEMENT TERMINAL BUILDING	10	25	160	160	31	-	-	-	-	386
REROOFING OF HUT # 7 AND #8 **	50	-	-	-	-	-	-	-	-	50
NORTH WEATHER STATION GENERATOR **	-	35	-	-	-	-	-	-	-	35
TERMINAL CARPET REPLACEMENT **	-	-	-	25	-	-	-	-	-	25
SECURITY ACCESS ENHANCEMENTS **	-	16	-	-	-	-	-	-	-	16
	<u>138</u>	<u>76</u>	<u>160</u>	<u>185</u>	<u>31</u>	-	-	-	-	<u>590</u>
<b>MAINTENANCE</b>										
HVAC SYSTEM UPGRADE- 7 LEE STREET **	-	35	-	-	-	-	-	-	-	35
STEEL PLOW / SANDER	-	7	-	-	-	-	-	-	-	7
FORKLIFT REPLACEMENT	25	-	-	-	-	-	-	-	-	25
BUILDING INFRASTRUCTURE **	-	-	-	-	-	-	-	50	-	50
75 ROCHESTER- FIRE ALARM **	-	10	-	-	-	-	-	-	-	10
VEHICLE FLEET REPLACEMENT	65	-	-	-	-	-	-	-	-	65
	<u>90</u>	<u>52</u>	-	-	-	-	-	<u>50</u>	-	<u>192</u>
<b>TOTAL NONGRANT</b>	<b>296</b>	<b>217</b>	<b>188</b>	<b>260</b>	<b>62</b>	<b>60</b>	<b>95</b>	<b>50</b>	-	<b>1,228</b>

NOTE:  
\*\* PENDING BOARD APPROVAL

**PEASE DEVELOPMENT AUTHORITY  
 RECEIPT GRANT AWARDS (EXCLUDING THE DIVISION OF PORTS AND HARBORS)  
 JUNE 1, 2016 TO FEBRUARY 28, 2017**

(\$ 000's)

	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
<b>PORTSMOUTH AIRPORT</b>										
AIR NATIONAL GUARD TAXIWAY ALPHA	-	-	-	100	-	500	400	600	-	1,600
OBSTRUCTION MITIGATION- PHASE II	-	50	-	25	15	-	50	-	110	250
IDENTIFICATION MANAGEMENT SYSTEM	-	-	130	-	125	-	35	-	74	364
RW PRELIMINARY DESIGN	-	-	32	-	-	20	-	-	25	77
ASR CONSTRUCTION (SBG 1602)	-	-	225	-	-	45	-	-	-	270
PAVEMENT AND DRAINAGE (SBG 1603)	-	90	-	-	40	-	-	-	-	130
BATHROOM RENOVATIONS	-	-	-	-	-	375	-	85	-	460
<b>SKYHAVEN AIRPORT</b>										
RUNWAY CONSTRUCTION	45	-	-	100	150	-	205	-	-	500
TAXILANE PAVEMENTS	-	72	-	-	5	-	-	-	-	77
RUNWAY DESIGN	10	-	10	15	5	-	-	-	-	40
<b>TRADEPORT</b>										
MULTI USE PATH (GRAFTON DRIVE SECTION ONLY)	-	27	-	-	-	-	-	-	-	27
<b>TOTAL GRANT</b>	<b>55</b>	<b>239</b>	<b>397</b>	<b>240</b>	<b>340</b>	<b>940</b>	<b>690</b>	<b>685</b>	<b>209</b>	<b>3,795</b>



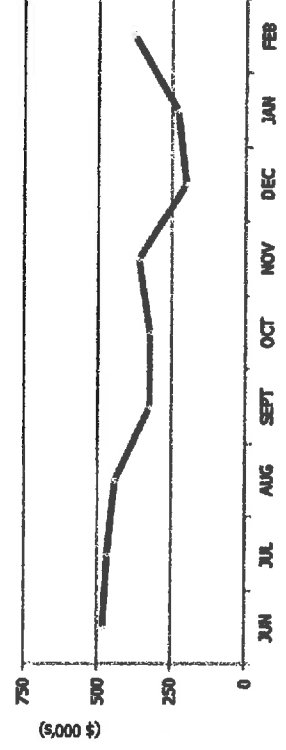


# DIVISION OF PORTS AND HARBORS CASH FLOW SUMMARY OVERVIEW (EXCLUDING RESTRICTED FUNDS) JUNE 1, 2016 TO FEBRUARY 28, 2017

(\$ 000's)

	AMOUNT	
<b>OPENING FUND BALANCE</b>	<b>626</b>	
<b>SOURCES OF FUNDS</b>		
FACILITY RENTALS	484	<p><b>DISCUSSION</b></p> <p>CURRENT SENSITIVITIES TOWARD FUTURE PROJECTIONS INCLUDE 1) ACCURACY OF CAPITAL EXPENDITURE FORECAST, 2) WORKERS COMPENSATION CLAIMS AND OR LEGAL SETTLEMENTS, 3) FUEL CONSUMPTION DEMAND AND 4) CONTINUED CONTAINMENT OF EMPLOYEE OVERTIME.</p> <p>LEASE AGREEMENT WITH STATE OF MAINE DEPARTMENT OF TRANSPORTATION EXPIRES <b>DECEMBER 31, 2017</b>.</p> <p>\$ 252 LOAN AMORTIZATION PERIOD AND INTEREST RATE ASSOCIATED WITH HB 25-FN-A (PISCATAQUA RIVER TURNING BASIN), HAS YET TO BE DETERMINED.</p>
REGISTRATIONS / WHARFAGE	275	
MOORING FEES	265	
FUEL SALES	225	
PARKING FEES AND CONCESSIONS	114	
	<b>1,363</b>	
<b>USES OF FUNDS</b>		
PERSONNEL SERVICES AND BENEFITS	769	
OPERATING EXPENSES	568	
FUEL PROCUREMENT	210	
CAPITAL EXPENDITURES	50	
ALL OTHER	10	
	<b>1,607</b>	
<b>NET CASH FLOW</b>	<b>(244)</b>	
<b>CLOSING FUND BALANCE</b>	<b>382</b>	

**PROJECTED UNRESTRICTED CASH BALANCES**



	BALANCE AT 05-31-16	BALANCE AT 06-30-2015
<b>TOTAL FUND BALANCES</b>		
UNRESTRICTED FUNDS	626	321
HARBOR DREDGING	449	449
FOREIGN TRADE ZONE	47	54
REVOLVING LOAN FUND	120	373
<b>TOTAL</b>	<b>1,242</b>	<b>1,197</b>

**DIVISION OF PORTS AND HARBORS  
STATEMENT OF CASH FLOW- UNRESTRICTED FUNDS  
JUNE 1, 2016 TO FEBRUARY 28, 2017**

(\$ 000's)

	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
<b>OPENING FUND BALANCE</b>	<u>626</u>	<u>485</u>	<u>472</u>	<u>444</u>	<u>325</u>	<u>323</u>	<u>361</u>	<u>201</u>	<u>232</u>	<u>626</u>
<b>SOURCES OF FUNDS</b>										
FACILITY RENTALS	54	55	53	54	55	53	54	53	53	484
CONCESSION REVENUES	5	2	2	2	1	-	-	-	-	12
MOORING FEES	-	-	-	-	-	-	-	65	200	265
REGISTRATIONS / WHARFAGE	10	10	25	25	15	85	75	20	10	275
PARKING FEES	20	21	23	18	15	5	-	-	-	102
FUEL SALES	30	30	30	25	25	25	20	20	20	225
	<u>119</u>	<u>118</u>	<u>133</u>	<u>124</u>	<u>111</u>	<u>168</u>	<u>149</u>	<u>158</u>	<u>283</u>	<u>1,363</u>
<b>USE OF FUNDS</b>										
PERSONNEL SERVICES AND BENEFITS	160	47	47	170	45	40	165	47	48	769
BUILDINGS AND FACILITIES	20	25	25	23	20	25	20	18	20	196
GENERAL AND ADMINISTRATIVE	10	9	11	10	10	9	11	10	11	91
UTILITIES	42	12	15	17	15	18	29	33	35	216
PROFESSIONAL SERVICES	-	-	10	-	-	15	40	-	-	65
FUEL PROCUREMENT	28	28	28	23	23	23	19	19	19	210
CAPITAL EXPENDITURES AND OTHER	-	10	25	-	-	-	25	-	-	60
	<u>260</u>	<u>131</u>	<u>161</u>	<u>243</u>	<u>113</u>	<u>130</u>	<u>309</u>	<u>127</u>	<u>133</u>	<u>1,607</u>
<b>NET CASH FLOW</b>	(141)	(13)	(28)	(119)	(2)	38	(160)	31	150	(244)
<b>CLOSING FUND BALANCE</b>	<u>485</u>	<u>472</u>	<u>444</u>	<u>325</u>	<u>323</u>	<u>361</u>	<u>201</u>	<u>232</u>	<u>382</u>	<u>382</u>

**DIVISION OF PORTS AND HARBORS  
STATEMENT OF CASH FLOW- HARBOR DREDGING FUND  
JUNE 1, 2016 TO FEBRUARY 28, 2017**

(\$ 000's)

	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
<b>OPENING FUND BALANCE</b>	<b>449</b>	<b>441</b>	<b>442</b>	<b>453</b>	<b>461</b>	<b>451</b>	<b>458</b>	<b>466</b>	<b>454</b>	<b>449</b>
<b>SOURCES OF FUNDS</b>										
PIER USAGE FEES	8	6	8	7	9	7	5	6	5	61
REGISTRATIONS	1	1	1	1	1	1	1	1	1	9
FUEL FLOWAGE FEES	3	3	3	2	2	3	2	2	2	22
	12	10	12	10	12	11	8	9	8	92
<b>USE OF FUNDS</b>										
PERSONNEL SERVICES AND BENEFITS	-	-	-	-	-	-	-	-	-	-
BUILDINGS AND FACILITIES	-	3	1	-	-	2	-	1	-	7
GENERAL AND ADMINISTRATIVE	-	2	-	-	2	-	-	-	2	6
UTILITIES	-	-	-	-	-	-	-	-	-	-
PROFESSIONAL SERVICES	4	4	-	2	-	2	-	-	-	10
ALL OTHER	20	-	-	-	20	-	-	20	-	60
	20	9	1	2	22	4	-	21	2	83
<b>NET CASH FLOW</b>	<b>(8)</b>	<b>1</b>	<b>11</b>	<b>8</b>	<b>(10)</b>	<b>7</b>	<b>8</b>	<b>(12)</b>	<b>4</b>	<b>9</b>
<b>CLOSING FUND BALANCE</b>	<b>441</b>	<b>442</b>	<b>453</b>	<b>461</b>	<b>451</b>	<b>458</b>	<b>466</b>	<b>454</b>	<b>458</b>	<b>458</b>

**DIVISION OF PORTS AND HARBORS**  
**STATEMENT OF CASH FLOW- FOREIGN TRADE ZONE**  
**JUNE 1, 2016 TO FEBRUARY 28, 2017**

(\$ 000's)

	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
<b>OPENING FUND BALANCE</b>	<b>47</b>	<b>47</b>	<b>52</b>	<b>49</b>	<b>49</b>	<b>49</b>	<b>49</b>	<b>49</b>	<b>47</b>	<b>47</b>
<b>SOURCES OF FUNDS</b>										
FACILITY RENTALS	-	5	-	-	-	-	-	-	-	5
ALL OTHER	-	-	-	-	-	-	-	-	-	-
<b>USE OF FUNDS</b>										
PERSONNEL SERVICES AND BENEFITS	-	-	-	-	-	-	-	-	-	-
BUILDINGS AND FACILITIES	-	-	-	-	-	-	-	-	-	-
GENERAL AND ADMINISTRATIVE	-	-	3	-	-	-	-	2	-	5
UTILITIES	-	-	-	-	-	-	-	-	-	-
PROFESSIONAL SERVICES	-	-	-	-	-	-	-	-	-	-
ALL OTHER	-	-	-	-	-	-	-	-	-	-
<b>NET CASH FLOW</b>	<b>=</b>	<b>=</b>	<b>3</b>	<b>=</b>	<b>=</b>	<b>=</b>	<b>=</b>	<b>2</b>	<b>=</b>	<b>5</b>
	-	5	(3)	-	-	-	-	(2)	-	-
<b>CLOSING FUND BALANCE</b>	<b>47</b>	<b>52</b>	<b>49</b>	<b>49</b>	<b>49</b>	<b>49</b>	<b>49</b>	<b>47</b>	<b>47</b>	<b>47</b>

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**DIVISION OF PORTS AND HARBORS**  
**STATEMENT OF CASH FLOW- REVOLVING LOAN**  
**JUNE 1, 2016 TO FEBRUARY 28, 2017**

(\$ 000's)

	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
<b>OPENING FUND BALANCE</b>	<u>74</u> <sup>(1)</sup>	<u>82</u>	<u>96</u>	<u>60</u>	<u>75</u>	<u>90</u>	<u>105</u>	<u>121</u>	<u>113</u>	<u>74</u>
<b>SOURCES OF FUNDS</b>										
LOAN REPAYMENTS	13	13	13	13	14	14	14	14	14	122
INTEREST INCOME-LOANS	3	3	3	3	3	3	4	4	4	30
INTEREST INCOME- FUND BALANCE	-	-	-	1	-	-	-	1	-	2
SEQUESTERED FUNDS	<u>45</u>	=	=	=	=	=	=	=	=	<u>45</u>
	<u>61</u>	<u>16</u>	<u>16</u>	<u>17</u>	<u>17</u>	<u>17</u>	<u>18</u>	<u>19</u>	<u>18</u>	<u>199</u>
<b>USE OF FUNDS</b>										
NEW LOANS ISSUED	51	-	50	-	-	-	-	25	-	126
PERSONNEL SERVICES AND BENEFITS	-	-	-	-	-	-	-	-	-	-
BUILDINGS AND FACILITIES	-	-	-	-	-	-	-	-	-	-
GENERAL AND ADMINISTRATIVE	-	-	-	-	-	-	-	-	-	-
UTILITIES	-	-	-	-	-	-	-	-	-	-
PROFESSIONAL SERVICES	2	2	2	2	2	2	2	2	2	18
ALL OTHER	-	-	-	-	-	-	-	-	-	-
<b>NET CASH FLOW</b>	<u>53</u>	<u>2</u>	<u>52</u>	<u>2</u>	<u>2</u>	<u>2</u>	<u>2</u>	<u>27</u>	<u>2</u>	<u>144</u>
	8	14	(36)	15	15	15	16	(8)	16	55
<b>CLOSING FUND BALANCE</b>	<u>82</u>	<u>96</u>	<u>60</u>	<u>75</u>	<u>90</u>	<u>105</u>	<u>121</u>	<u>113</u>	<u>129</u>	<u>129</u>

NOTE:  
1) EXCLUDES SEQUESTERED FUND BALANCE OF \$45.

**MOTION**

Director Allard:

The Pease Development Authority Board of Directors authorizes the Executive Director to extend the option with Client 80R – 2015 for the premises located at 100 New Hampshire Avenue. The Amendment is effective June 26, 2016, for a period of six (6) months at a fee of \$18,150.00 with one (1) option to extend for an additional six (6) months through June 25, 2017 at a fee of \$36,300.00; all on substantially the same terms and conditions set forth in the Amendment No. 1 to Option Agreement and Term Sheet attached hereto.

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**AMENDMENT NO. 1 TO OPTION AGREEMENT AND TERM SHEET**

**OPTIONOR:** Pease Development Authority (“PDA” or “Lessor”)  
**OPTIONEE:** Client No. 80R-2015 (“Client” or “Lessee”)  
**PREMISES:** 100 New Hampshire Avenue, Pease International Tradeport  
**OPTION DATE:** June 25, 2015

---

This Amendment No. 1 to Option Agreement and Term Sheet (“Amendment No. 1”), when executed, shall be effective June 26, 2016.

WHEREAS, PDA and Client entered into an Option Agreement and Term Sheet (the “Option”) for the above referenced premises, on June 25, 2015, which Option was for an initial period of six months; and

WHEREAS, the Option was extended in accordance with its terms for an additional six (6) month period, which extension expires June 25, 2016; and

WHEREAS, PDA and Client desire to extend the Option for one additional six (6) month period.

NOW, THEREFORE, for and in consideration of the mutual covenants and agreements set forth below, PDA and Client hereby agree as follows:

1. The Option Period shall be extended for a period of six (6) months beginning on June 26, 2016 and terminating on December 25, 2016.
2. The Option Payment shall be \$18,150.00 due and payable upon execution of this Amendment No. 1.
3. At least three (3) days prior to December 25, 2016, Client shall provide written notice to PDA of its request to extend the Option for one additional six (6) month period beginning on December 26, 2016 and terminating on June 25, 2017. Said request shall be accompanied by payment of an Option Payment to PDA in the amount of \$36,300.00.
4. Capitalized words used herein and not otherwise defined shall have the meaning ascribed to them in the Option.
5. The terms and conditions of this Amendment No. 1 are subject to and conditioned upon the approval of the PDA Board of Directors at its meeting on June 16, 2016.

6. All other terms and conditions of the Option Agreement and Term Sheet effective dated June 25, 2015 shall remain in full force and effect.

IN WITNESS WHEREOF, PDA and Client have executed this Amendment No. 1 effective the date first above written.

PEASE DEVELOPMENT AUTHORITY

---

By: David R. Mullen  
Its: Executive Director

Client No. 80R-2015

---

By:  
Its duly authorized:



MOTION

Director Torr:

The Pease Development Authority Board of Directors hereby approves and authorizes the Executive Director to complete negotiations with NextLevelNow, Inc. and to execute a Lease for the premises located at 16 Pease Boulevard on terms and conditions substantially similar to those set forth in the Letter of Intent dated June 6, 2016 attached hereto.

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**DRAFT**

55 International Drive, Portsmouth, NH 03801

June 6, 2016

Brian McGettrick, CFO  
NextLevel Now, Inc.  
PO Box 179  
Portsmouth, NH 03802

Dear Mr. McGettrick:

Pursuant to our recent discussions, the following is a summary of the central business terms under which I am prepared to make a presentation to the Pease Development Authority's (PDA) Board of Directors on behalf of NextLevel Now, Inc. ("Next Level") a New Hampshire corporation with a principal place of business at Portsmouth, New Hampshire.

**Premises:** The location of the leased premises is 16 Pease Blvd., Portsmouth, NH 03801 consisting of 1244 +/- square feet, related parking and contiguous land area of 2.5 +/- acres as more particularly shown on the plan attached as Exhibit A. Except as otherwise provided, Next Level's use of the existing parking area shall be non-exclusive.

**Base Term:** The base term of the Lease shall be three (3) years commencing on or before August 1, 2016 (the "Term Commencement Date").

**Option Term:** Next Level shall be granted will include two (2) consecutive one (1) year options to extend the Lease. Notwithstanding the foregoing, Next Level may not exercise either option if it is in default under the terms of the Lease at the time the options much be exercised.

**Building**

**Area Rent:** The annual rent per square foot during the base term of the Lease shall be as follows:

Year 1 \$10.00 per square foot

Year 2 &

Year 3 An annual payment equal to the per square foot rent for the prior year plus an annual CPI adjustment.

**Option Term**

**Building Area Rent:** The annual rent per square foot during the Option Term(s) of the Lease shall be as follows:

Year 4 &  
Year 5      an annual payment equal to the per square foot rent for the prior year plus an annual CPI adjustment.

**CPI Adjustment:** As of each adjustment Date, the Building Area Rent shall be adjusted as provided in the Lease to reflect changes in the Consumer Price Index for All Urban Consumers applicable to the Boston area (all items 1982 - 1984 + 100) published by the United States Department of Labor, Bureau of Labor Statistics (the "CPI Index").

**Municipal Services**

**Fee:** In accordance with the provisions of the Municipal Services Agreement by and between the PDA and the City of Portsmouth with an effective date of July 1, 1998, Next Level shall pay to PDA a municipal services fee to include the cost of providing police, fire and public works services.

**Utilities:** PDA will bring utility lines at reasonable capacities to the points existing as of the Term Commencement Date or such other points as may be designated by PDA. Next Level will be responsible for installing and paying for all utilities, including electric, gas, telephone, water and sewer from such points to the Leased Premises.

**Triple Net Lease:** Except as otherwise provided below, this Agreement shall be triple net to PDA and all costs associated with the use, occupancy, maintenance and insurance of the Premises shall be borne by Next Level.

Exceptions: PDA to provide grounds maintenance and snow plowing.

**Use:** General business office.

**Condition of Leased Premises:**

Except as otherwise provided herein, Next Level shall take the Leased Premises in an "as is" condition without warranty or representation of any kind; provided, however, Next Level shall have no liability or responsibility to PDA for environmental impacts and damage caused by the use of the United States of America - Department of the Air Force ("Air Force" or "Government") of Hazardous Substances on any portion of Pease, including the Leased Premises. Next Level and PDA acknowledge the obligation of

Brian McGettrick, CFO  
Next Level, Inc.  
June 6, 2016  
Page 3

the Air Force to indemnify PDA and Next Level to the extent required by the provisions of Public Law No. 101-511 Section 8056.

**Landlord's Work:** [To be determined whether PDA will be obligated to make any improvements before the lease is executed. PDA will review 1) Front Door Replacement; 2) Operation of Interior Lights.]

**Tenant's Work:** Lessee shall not place or construct any improvements, changes, structures, alterations or additions (cumulatively referred to in this Article as "Alterations") in, to or upon the Subleased Premises without Lessor's written consent. Unless Lessee is subject to an earlier notice requirement under the Lessor's land use controls or other applicable requirements with respect to the information required under this section, any request for Lessor's consent shall be made upon sixty (60) days written notice and shall be accompanied by preliminary engineering or architectural plans or, if consented to by Lessor, working drawings. If Lessor grants its consent all such work shall be done at Lessee's sole cost and expense, subject, in all cases, to the following covenants:

(1) All work and Alterations shall be done in compliance with all applicable governmental regulations, codes, standards or other requirements, including fire, safety and building codes and Land Use Regulations promulgated by Lessor and with the provisions of Article 25 of the Lease. This obligation shall include compliance with all applicable provisions of the FFA (as defined in Section 25.8), including obligations imposed upon Lessor in respect to construction and construction related work.

(2) All Alterations shall be of such a character as not to materially reduce the value and usefulness of any of the buildings or other improvements below their value and usefulness immediately before such Alteration. All work performed hereunder shall be performed in a good and workmanlike manner, shall conform to drawings and specifications approved by Lessor and shall not be disruptive of the overall operation the Airport. All contractors engaged by Lessee to perform such work shall employ labor that can work in harmony with all elements of labor at the Airport.

(3) During the period of construction of any Alterations, Lessee or any contractor, subcontractor or sublessee of Lessee shall maintain or cause to be maintained the following insurance:

(i) The comprehensive general liability and property damage insurance provided for in paragraph (a) of Section 7.2 of the Lease shall be maintained for the limits specified

thereunder and shall provide coverage for the mutual benefit of Lessor and Lessee as named insured in connection with any Alteration permitted pursuant hereto;

- (ii) Fire and any other applicable insurance provided for in Article 7 which if not then covered under the provisions of existing policies shall be covered by special endorsement thereto in respect to any Alteration, including all materials and equipment therefore incorporated in, on or about the Leased Premises (including excavations, foundations, and footings) under a broad form all risks builder's risk completed value form or equivalent thereof; and
- (iii) Workers' compensation insurance covering all persons employed in connection with the work and with respect to whom death or bodily injury claims could be asserted against Lessor, Lessee or the Subleased Premises, with statutory limits as then required under the laws of the State of New Hampshire.

The provisions of all applicable Sections of Article 7 of this Sublease shall apply to all insurance provided for in this Section.

- (4) Lessee shall provide Lessor with MYLAR as-built drawings when any Alteration authorized hereunder is completed.

**Insurance:** Next Level's agreement to provide insurance coverages in accordance with Article 7 of the proposed Lease. (Exhibit D).

**Sublease and Assignment:** Next Level may, without the approval of PDA, assign its rights under the Agreement to or enter into a sublease of the Leased Premises with an affiliate (i.e., any entity that controls, is controlled by or is under common control with Next Level). For purposes of the preceding sentence, the term "control" shall mean ownership or other beneficial interest in at least fifty-one percent (51%) of the voting stock or other voting interest of an entity. All other assignments shall be subject to approval of PDA. PDA shall not unreasonably withhold or delay its consent to any sublease or assignment if: (1) the use of the Leased Premises associated with any sublease(s) or assignment(s) is permitted under Article 9 of the Agreement, (2) the sublease(s) are consistent with the terms and conditions of the Agreement; provided, however, that Next Level may rent the subleased area at rentals deemed appropriate by Next Level, (3) Next Level remains primarily liable to PDA to pay rent and to perform all other obligations to be performed by

Brian McGettrick, CFO  
Next Level, Inc.  
June 6, 2016  
Page 5

Next Level under the Agreement, and (4) the proposed sublessee is financially and operationally responsible. In the event the rent of the leased premises exceeds the rental charged to Next Level under Article 4, Next Level shall remit fifty percent (50%) of such excess to PDA upon receipt by Next Level; provided, however, that any rental received by Next Level during a period in which no rental is due to PDA shall be paid in its entirety to PDA.

No subletting, assignment or transfer, whether PDA's consent is required or otherwise given hereunder, shall release Next Level's obligations or alter the primary liability of Next Level to pay the rent and to perform all other obligations to be performed by Next Level under the Agreement. The acceptance of rent by PDA from any other person shall not be deemed to be a waiver by PDA of any provision hereof. Consent to one assignment or subletting shall not be deemed consent to any subsequent assignment or subletting. If any assignee of Next Level or any successor of Next Level defaults in the performance of any of the terms hereof, PDA may proceed directly against Next Level without the necessity of exhausting remedies against such assignee or successor. If Next Level assigns the Agreement, or sublets all or a portion of the Leased Premises, or requests the consent of PDA to any assignment or subletting, or if Next Level requests the consent of PDA for any act that Next Level proposes to do, then Next Level shall pay PDA's reasonable processing fee and reimburse PDA for all reasonable attorneys' fees, excluding any fees to in-house counsel, incurred in connection therewith. Any assignment or subletting of the Leased Premises that is not in compliance with these provisions shall be void and shall, at the option of PDA, but subject to any applicable cure provisions, terminate the Agreement.

**Brokerage:** Not applicable

This letter does not constitute a reservation of the Premises, an option to lease the Premises, or an offer to lease the Premises, and no legal obligation shall arise with respect to the Premises or lease thereof until a lease agreement is executed by the Parties.

I believe this proposal addresses the terms as discussed to date. It is my hope that you will be in a position to advise us of your commitment to Pease by executing this original and the enclosed copy in the space provided and returning the original to my attention. If you have any questions, please give me a call.

Sincerely,

David R. Mullen  
Executive Director

Brian McGettrick, CFO  
Next Level, Inc.  
June 6, 2016  
Page 6

I have read the foregoing and it correctly states the terms upon which Next Level will proceed to negotiate a mutually acceptable Lease Agreement for the Premises with PDA, subject to the approval of the PDA Board of Directors and any other governmental approvals that may be required.

Next Level Inc.

\_\_\_\_\_  
Date

\_\_\_\_\_  
By: Ken Peterson  
Its duly authorized corporate officer:

**Exhibit A**

**Leased Premises**



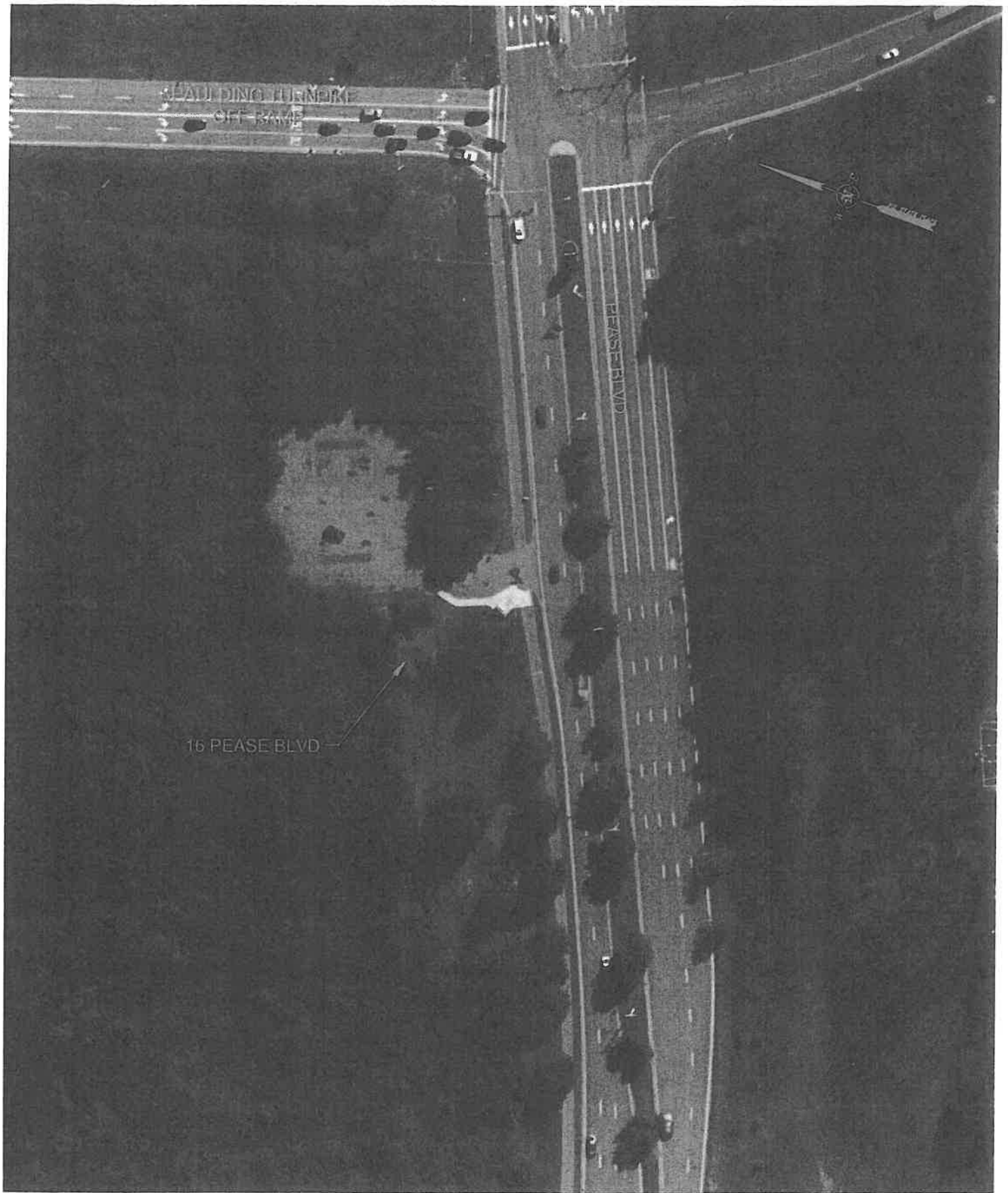


Exhibit Depicting 16 Pease Boulevard

DESIGNED BY: MRM

DATE: 6/6/16

SCALE: 1"=100'

**Exhibit D**

**Article 7 - Insurance**

ARTICLE 7.

INSURANCE

7.1.

A. Risk of Loss. Lessee shall bear all risk of loss or damage to the Leased Premises, including any building(s), improvements, fixtures or other property thereon, arising from any causes whatsoever.

B. Insurance. During the entire period this Lease shall be in effect, the Lessee at its expense will carry and maintain:

(1) Property insurance coverage against loss or damage by fire and lightning and against loss or damage or other risks embraced by coverage of the type now known as the broad form of extended coverage (including but not limited to riot and civil commotion, vandalism, and malicious mischief and earthquake) in an amount not less than 100% of the full replacement value of the buildings, building improvements, improvements to the land, and personal property on the Leased Premises. The policies of insurance carried in accordance with this Section shall contain a "Replacement Cost Endorsement". Such full replacement cost shall be determined from time to time, upon the written request of Lessor, but not more frequently than once in any twenty-four (24) consecutive calendar month period (except in the event of substantial changes or alterations to the Premises undertaken by Lessee as permitted under the provisions hereof) by written agreement of Lessor and Lessee, or if they cannot agree within thirty (30) days of such request, by an insurance consultant, appraiser, architect or contractor who shall be mutually and reasonably acceptable to Lessor and Lessee. Any such determination by a third party shall be subject to approval by Lessor and Lessee, which approval shall not be unreasonably withheld. The insurance maintained in this Section shall be adjusted to one hundred percent (100%) of the new full replacement cost consistent with the approved determination.

(2) Comprehensive general liability insurance, including but not limited to general operation and products and completed operations liability insurance, on an "occurrence basis" against claims for "personal injury", including without limitation, bodily injury, death or property damage, occurring upon, in or about the Leased Premises including any buildings thereon such insurance to afford immediate minimum protection at the time of the Term Commencement Date, and at all times during the term of this Lease, to a limit of not less than Four (4) million dollars, per occurrence with respect to damage to property and Four (4) million dollars, per occurrence with respect to bodily / personal injury or death to any one or more persons and with no deductible or such deductible amount as may be approved by Lessor. Such insurance shall also include coverage against liability for bodily injury or property damage arising out of the acts or omissions by or on behalf of Lessee, or any other person or organization, or involving any owned, non-owned, Leased or hired automotive equipment (if

such coverage is not provided by a separate policy under 7.B.(4)) in connection with Lessee's activities.

(3) Workers' compensation and employer's liability insurance in an amount and form which meets all applicable requirements of the labor laws of the State of New Hampshire, as amended from time to time, and which specifically covers the persons and risks involved in this Lease.

(4) Automobile liability insurance in amounts approved from time to time by Lessor, but not less than one million dollars (\$1,000,000) combined single limit for owned, hired and non-owned automobiles.

7.2. All policies of insurance required to be carried under this Article shall be effected under valid and enforceable policies, in such forms and amounts as may, from time to time, be required under this Lease, issued by insurers of recognized responsibility which are authorized to transact such insurance coverage in the State of New Hampshire, and which have been approved in writing by Lessor, which approval shall not be withheld unreasonably. The policies of insurance required in Sections 7.1B. (2) and (4) shall be for the mutual benefit of Lessee and the Lessor with the Lessor named as additional insured. The policy required in Section 7.1B. (1) shall name Lessor as loss payee. Upon the execution of this Lease (and thereafter not less than fifteen (15) days prior to the expiration date of each policy furnished pursuant to this Article) Lessee shall provide a copy of the original of each policy required to be furnished pursuant to this Article (or, with the consent of Lessor, which consent shall not be unreasonably withheld a certificate of the insurer reasonably satisfactory to Lessor which sets forth evidence of all requisite coverages) bearing a notation evidencing the payment of the premium or accompanied by other evidence reasonably satisfactory to Lessor of such payment, shall be delivered by Lessee to Lessor.

7.3. All policies of insurance shall provide for loss thereunder to be adjusted and payable to Lessor or Lessee in accordance with the terms of this Lease.

7.4. 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 Lessee, or any employee, officer or agent of Lessee, 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 Lessor and to any Mortgagee, (iii) provide that the insurer shall have no right of subrogation against PDA and, (iv) be primary and non-contributing with respect to any insurance coverages carried by Lessor.

7.5. All policies of insurance required to be maintained by Lessee shall have attached thereto the Lender's Loss Payable Endorsement, or its equivalent, or a loss payable clause acceptable to Lessor, for the benefit of any Mortgagee, but the right of any Mortgagee to the payment of insurance proceeds shall at all times be subject to the provisions of this Lease with respect to the application of the proceeds of such insurance.

7.6. Lessee shall observe and comply with the requirements of all policies of insurance at any time in force with respect to the Leased Premises and Lessee shall also perform and satisfy the requirements of the companies writing such policies so that at all times companies of good standing reasonably satisfactory to Lessor shall be willing to write or to continue such insurance. Lessee shall, in the event of any violations or attempted violations of the provisions of this Section 7.6 by a subtenant, take steps, immediately upon knowledge of such violation or attempted violation, to remedy or prevent the same as the case may be.

7.7. Any insurance provided for in this Lease may be effected by a policy or policies of blanket insurance or may be continued in such form until otherwise required by Lessor; provided, however, that the amount of the total insurance allocated to the Leased Premises shall be such as to furnish in protection the equivalent of separate policies in the amounts herein required, and provided further that in all other respects, any such policy or policies shall comply with the other provisions of this Lease. In any such case it shall not be necessary to deliver the original of any such blanket policy to Lessor, but Lessee shall deliver to Lessor and to any Mortgagee a certificate or duplicate of such policy in form and content acceptable to Lessor.

7.8. To keep pace with evolving risk management practices and insurance industry recommendations, Lessor reserves the right to request increases in all applicable insurance coverages upon giving ninety (90) days advance written notice to Lessee.

END OF ARTICLE 7

MOTION

Director Lamson:

The Pease Development Authority Board of Directors hereby approves of the Concept Plan dated June 8, 2016 submitted by Lonza Biologics, Inc. attached hereto for the premises located at 101 International Drive; all on terms and conditions set forth in the memorandum of Maria J. Stowell, P.E., Manager – Engineering, dated June 8, 2016 attached hereto.

N:\RESOLVES\LonzaConcept0616.docx

## MEMORANDUM

To: David R. Mullen, Executive Director  
From: Maria J. Stowell, P.E., Engineering Manager *Maria*  
Date: June 8, 2016  
Subject: Lonza – Minor Site Changes

Representatives from Lonza have asked for approval to construct two minor changes at the rear of their site abutting Goose Bay Drive. They are proposing to add:

1. A driveway with ten parking stalls near the boiler room to support employee parking and provide access to overhead doors; and,
2. Pavement near the parking garage to help with snow management.

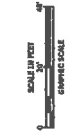
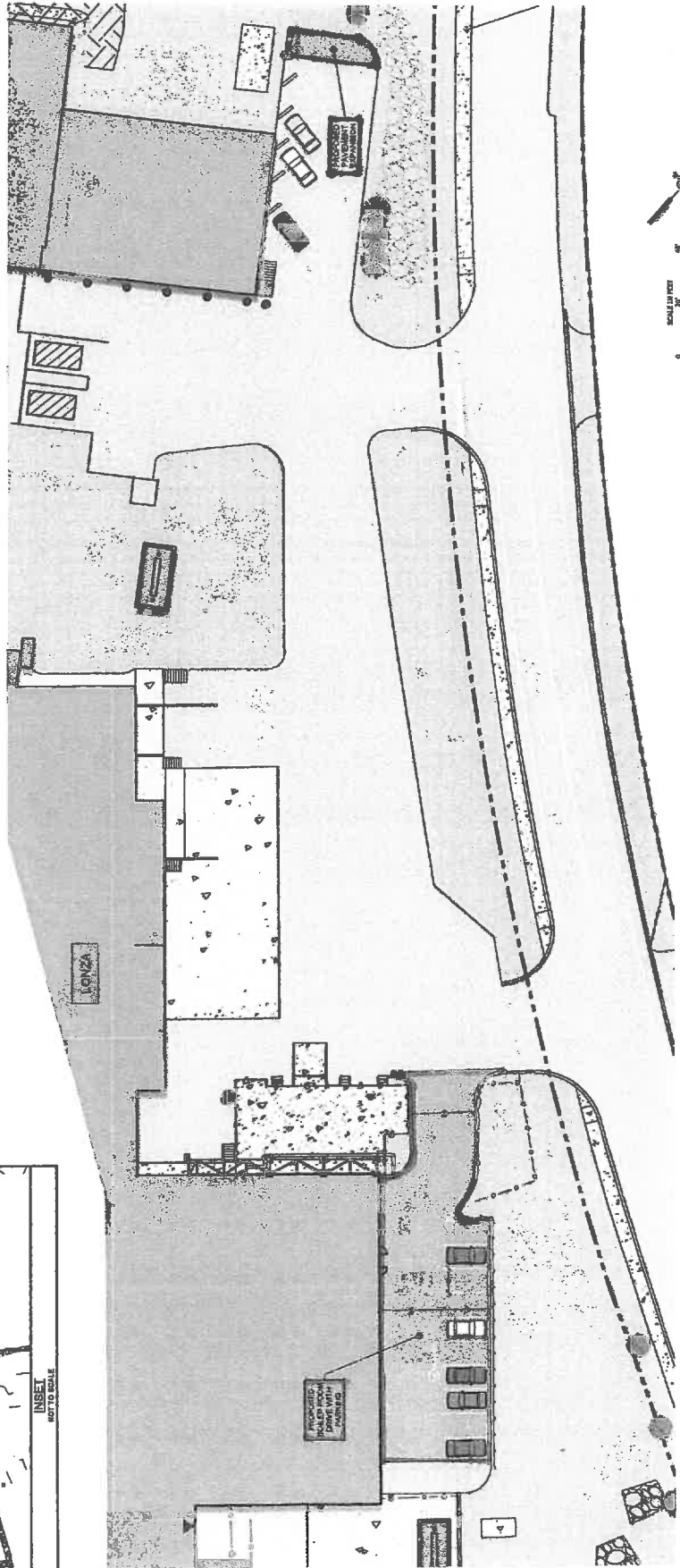
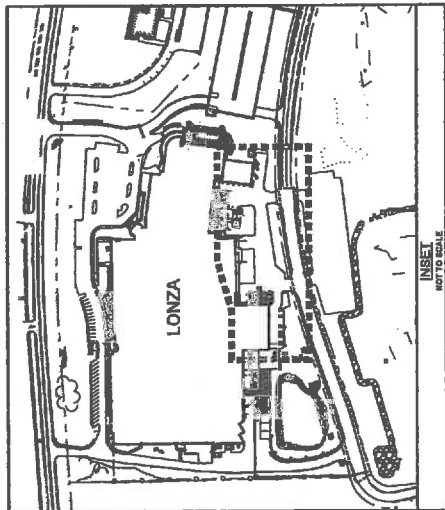
The attached plan depicts these improvements. These areas currently consist of gravel, which tends to become muddy during rain events and over the winter.

Since the new work is minor in nature and has no impact on traffic, safety, or intensity of use, an administrative site review is appropriate. The City Planning Department agrees with this determination.

At next week's Board meeting please seek approval for the exterior changes proposed by Lonza as shown on the attached plans and described herein.

N:\ENGINEER\Board Memos\2016\Lonza Parking.docx

LONZA BIOLOGICS  
INTERNATIONAL DRIVE  
PORTSMOUTH, NEW HAMPSHIRE  
SITE PLAN







MEMORANDUM

TO: Pease Development Authority Board of Directors
FROM: David R. Mullen, Executive Director
RE: Contract Reports
DATE: June 16, 2016

\*\*\*\*\*

In accordance with Article 3.9.1.1 of the PDA Bylaws, I am pleased to report the following:

- 1. Project Name: Monadnock Security Systems, Inc.
PDA Obligation \$8,554
Board Authority: Director Allard
Summary: To purchase and install Emergency Call Boxes at the Portsmouth Fish Pier, the Rye Harbor Marine facility, and the Hampton Harbor Marine facility in accordance with the Monadnock Security Systems' proposals attached hereto. Director Allard approved the expenditure of \$8,554.



20 October 2014

**PROPOSAL Revised 12 May 2016**

Prop# Q140247

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: State Fish Pier Emergency Call Box**

Dear Grant & Tracy,

I would first like to thank you for the opportunity to assist with your emergency notification needs at your Portsmouth, NH facility. As a result of our discussions and review of the device layout, 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 installation of a yellow emergency callbox with illuminated LED for location identification. To coincide with industry standard all illuminated LEDs will be blue in nature and will increase visibility, awareness, and understanding that the call boxes are there to contact the authorities in case of an emergency. The primary purpose of this equipment is to give fuel users a means to communicate an emergency if one has occurred however the equipment will be located at buildings as depicted on the emailed drawing.

At the push of a button, the Viking surface mounted callbox will initiate a call to 911 or up to 5 phone numbers and send a digital announcement to identify the location of the emergency call then allowing caller to communicate with dispatch. The LED will be illuminated constantly to act as a beacon of where the callbox is located. **All newly installed equipment carries a 1 Year Warranty (parts & labor, exclusions apply)**

**II. EQUIPMENT AND COSTS**

The immediate requirement is to provide and install (1) Yellow Callbox with a blue LED indicator light and power supply. The LED light will be installed at the highest point of the building necessary to provide ample visibility from the fuel point(s). The power supply required for the LED light will require Monadnock Security to install a duplex outlet to facilitate this installation. The callbox will receive its power from the phone line requiring no other power in order to operate. The customer is responsible for getting phone lines to the building where the equipment is to be mounted. Monadnock Security will make the necessary wire pull from the phone line in the building to the emergency call box, along with the necessary programming and testing. Considering the nature of this technology it would be advised that a dedicated phone line is provided for the callbox to ensure communications are possible at any time vs. sharing a phone line. A line item price to provide and install a line seizure relay which will allow the sharing of an existing line is provided below. It is also the customer's responsibility to inform the local authorities of the equipment and its functionality. Although at this time this will not be a centrally monitored device it is future ready in the event the need arises.

- (1) Emergency Call Box
- (1) Phone Line Lightning/ Surge Suppressor
- (1) Emergency LED Strobe
- (1) LED Power Supply
  - All misc. connectors, hardware, programming and testing

Total Cost of Equipment installed with a 1 Year Warranty.....\$2,698

**III. LINE SEIZURE RELAY MODULE OPTION**

The immediate requirement is to provide and install (1) line seizure relay module. This device requires power to operate and in the event of a power failure the building phone line is seized and only usable by the emergency callbox.

- (1) Line Seizure Relay Module
  - All misc. connectors, hardware, programming and testing

Total Cost of Equipment installed with a 1 Year Warranty.....\$140

**IV. CUSTOMER FURNISHED EQUIPMENT**

- Adequate space outside of buildings to mount and secure the equipment.
- A standard POTS phone line which will be used to power and communicate calls. In the event a non-dedicated phone line is provided it will be necessary to use the Line Seizure option to ensure callbox will operate anytime it is activated and phone line is operational.

**V. COST SUMMARY & TERMS**

**A. STRAIGHT PURCHASE ONLY**

PAYMENT #1 100% 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).....\$107 per month. (36) Months

(5) Year Lease w/ \$1.00 Buyout at lease end (contingent on credit approval).....\$74 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*



20 October 2014

**PROPOSAL Revised 12 May 2016**

**Prop# Q140246**

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: Rye Harbor Emergency Call Box**

Dear Grant & Tracy,

I would first like to thank you for the opportunity to assist with your emergency notification needs at your Rye, NH facility. As a result of our discussions and review of the device layout, 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 installation of a yellow emergency callbox with illuminated LED for location identification. To coincide with industry standard all illuminated LEDs will be blue in nature and will increase visibility, awareness, and understanding that the call boxes are there to contact the authorities in case of an emergency. The primary purpose of this equipment is to give fuel users a means to communicate an emergency if one has occurred however the equipment will be located at buildings as depicted on the emailed drawing.

At the push of a button, the Viking surface mounted callbox will initiate a call to 911 or up to 5 phone numbers and send a digital announcement to identify the location of the emergency call then allowing caller to communicate with dispatch. The LED will be illuminated constantly to act as a beacon of where the callbox is located. **All newly installed equipment carries a 1 Year Warranty (parts & labor, exclusions apply)**

**II. EQUIPMENT AND COSTS**

The immediate requirement is to provide and install (1) Yellow Callbox with a blue LED indicator light and power supply. The LED light will be installed under the overhang of the building necessary to provide ample visibility from the fuel point(s). The power supply required for the LED light will require Monadnock Security to install a duplex outlet to facilitate this installation. The callbox will receive its power from the phone line requiring no other power in order to operate. The customer is responsible for getting phone lines to the building where the equipment is to be mounted. Monadnock Security will make the necessary wire pull from the phone line in the building to the emergency call box, along with the necessary programming and testing. Considering the nature of this technology it would be advised that a dedicated phone line is provided for the callbox to ensure communications are possible at any time vs. sharing a phone line. A line item price to provide and install a line seizure relay which will allow the sharing of an existing line is provided below. It is also the customer's responsibility to inform the local authorities of the equipment and its functionality. Although at this time this will not be a centrally monitored device it is future ready in the event the need arises.

- (1) Emergency Call Box
- (1) Phone Line Lightning/ Surge Suppressor
- (1) Emergency LED Strobe
- (1) LED Power Supply
- All misc. connectors, hardware, programming and testing

Total Cost of Equipment installed with a 1 Year Warranty.....\$2,738

**III. LINE SEIZURE RELAY MODULE OPTION**

The immediate requirement is to provide and install (1) line seizure relay module. This device requires power to operate and in the event of a power failure the building phone line is seized and only usable by the emergency callbox.

- (1) Line Seizure Relay Module
- All misc. connectors, hardware, programming and testing

Total Cost of Equipment installed with a 1 Year Warranty.....\$140

**IV. CUSTOMER FURNISHED EQUIPMENT**

- Adequate space outside of buildings to mount and secure the equipment.
- A standard POTS phone line which will be used to power and communicate calls. In the event a non-dedicated phone line is provided it will be necessary to use the Line Seizure option to ensure callbox will operate anytime it is activated and phone line is operational.

**V. COST SUMMARY & TERMS**

**A. STRAIGHT PURCHASE ONLY**

PAYMENT #1 100% 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).....\$108 per month. (36) Months

(5) Year Lease w/ \$1.00 Buyout at lease end (contingent on credit approval).....\$78 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*



20 October 2014

## PROPOSAL Revised 12 May 2016

Prop# O140245

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 Emergency Call Box**

Dear Grant & Tracy,

I would first like to thank you for the opportunity to assist with your emergency notification needs at your Hampton, NH facility. As a result of our discussions and review of the device layout, 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 installation of a yellow emergency callbox with illuminated LED for location identification. To coincide with industry standard all illuminated LEDs will be blue in nature and will increase visibility, awareness, and understanding that the call boxes are there to contact the authorities in case of an emergency. The primary purpose of this equipment is to give fuel users a means to communicate an emergency if one has occurred however the equipment will be located at buildings as depicted on the emailed drawing. The site currently has a camera dedicated to viewing the fuel shed which will be moved in order to provide coverage of both the fuel point and the call box.

At the push of a button, the Viking surface mounted callbox will initiate a call to 911 or up to 5 phone numbers and send a digital announcement to identify the location of the emergency call then allowing caller to communicate with dispatch. The LED will be illuminated constantly to act as a beacon of where the callbox is located. **All newly installed equipment carries a 1 Year Warranty (parts & labor, exclusions apply)**

### II. EQUIPMENT AND COSTS

The immediate requirement is to provide and install (1) Yellow Emergency Callbox with a blue LED indicator light and power supply. The LED light will be installed at the highest point of the building necessary to provide ample visibility from the fuel point(s). The power supply required for the LED light will require Monadnock Security to install a duplex outlet to facilitate this installation. The callbox will receive its power from the phone line requiring no other power in order to operate. The customer is responsible for getting phone lines to the building where the equipment is to be mounted. Monadnock Security will make the necessary wire pull from the phone line in the building to the emergency call box, along with the necessary programming and testing. Considering the nature of this technology it would be advised that a dedicated phone line is provided for the callbox to ensure communications are possible at any time vs. sharing a phone line. A line item price to provide and install a line seizure relay which will allow the sharing of an existing line is provided below. It is also the customer's responsibility to inform the local authorities of the equipment and its functionality. Although at this time this will not be a centrally monitored device it is future ready in the event the need arises.

- |   |                          |
|---|--------------------------|
| (1) Emergency Call Box                                    | (1) Emergency LED Strobe |
| (1) Phone Line Lightning/ Surge Suppressor                | (1) LED Power Supply     |
| - All misc. connectors, hardware, programming and testing |                          |

Total Cost of Equipment installed with a 1 Year Warranty..... **\$2,698**

### III. LINE SEIZURE RELAY MODULE OPTION

The immediate requirement is to provide and install (1) line seizure relay module. This device requires power to operate and in the event of a power failure the building phone line is seized and only usable by the emergency callbox.

- (1) Line Seizure Relay Module
- All misc. connectors, hardware, programming and testing

Total Cost of Equipment installed with a 1 Year Warranty..... **\$140**

**IV. CUSTOMER FURNISHED EQUIPMENT**

- Adequate space outside of buildings to mount and secure the equipment.
- A standard POTS phone line which will be used to power and communicate calls. In the event a non-dedicated phone line is provided it will be necessary to use the Line Seizure option to ensure callbox will operate anytime it is activated and phone line is operational.

**V. COST SUMMARY & TERMS**

**A. STRAIGHT PURCHASE ONLY**

PAYMENT #1 100% 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).....\$107 per month. (36) Months

(5) Year Lease w/ \$1.00 Buyout at lease end (contingent on credit approval).....\$74 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*

MOTION


Director Loughlin:

The Pease Development Authority Board of Directors hereby approves and authorizes the Executive Director to enter into a contract with Eckhardt & Johnson, Inc. of Manchester, NH for the purpose of providing on-call heating, ventilation and air conditioning maintenance services for the Tradeport and the Division of Ports and Harbors' facilities. The contract is for an initial term of three (3) years with two (2) one (1) year extensions exercisable at the Executive Director's sole discretion, all in accordance with the memorandum from Joseph W. McPherson, Facilities Resource Manager, dated June 8, 2016 attached hereto.

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# Memo

To: David R. Mullen, Executive Director 

From: Joseph W. McPherson, Facilities Resource Manager

Subject: HVAC Maintenance Contract

Attachment: Bid Results Spreadsheet

Date: June 8, 2016

The PDA recently issued a Request for Bids to provide for HVAC maintenance of PDA facilities. Two bids were submitted and publicly opened on June 7, 2016, at 3:00 P.M. Contractors were asked to provide hourly rates and material markup costs and apply those to estimated quantities provided on the Bid Form. A spreadsheet showing the resultant bids in greater detail is attached. The contract is for three years with an owner's option for two successive one year periods on mutually agreeable terms and conditions.

The low bidder is:

Eckhardt & Johnson, Inc., Manchester, NH	\$49,797.50
Denron Plumbing and HVAC LLC, Manchester, NH	\$51,703.75

Eckhardt & Johnson admirably served as the PDA HVAC Contractor from 2010-2013. Therefore, I request you seek approval from the PDA Board to award the HVAC Maintenance contract to the low bidder, Eckhardt & Johnson, Inc , for the amounts as set forth in their proposal submitted June 7, 2016.

HVAC Maintenance  
 Bid 2016  
 Bid Results

	Estimated Quantity	Denron Plumbing and HVAC LLC	Eckhardt & Johnson, Inc
Normal Business Hours (7am to 5pm) Rate	375 hours	\$67.50/hr = \$25,312.50	\$75 /hr = \$28,125.00
After Hours Rate	25 hours	\$101.25/hr = \$2,531.25	112.50/hr = \$2,812.50
Markup Rates	\$5,000	2.0 = \$10,000	15% = \$5750
Parts less than \$50	\$1,000	1.5 = \$1500	15% = \$1150
Parts from \$50-\$250	\$1,000	1.3 = \$1300	15% = \$1150
Parts from \$250-\$1000	\$5,000	1.2 = \$6000	15% = \$5750
Parts greater than \$1000	\$4,400	1.15 = \$5060	15% = \$5060
Subcontractor work			
<b>Bid Total</b>		<b>\$51,703.75</b>	<b>\$49,797.50</b>

MOTION

Director Preston:

The Pease Development Authority Board of Directors hereby authorizes the Executive Director to exercise the option to extend the contract with Pinard Waste Systems Co., Inc. for the purpose of providing non-hazardous solid waste removal services at Pease Development Authority facilities through April 30, 2017 at the rate of \$4,219 per month; all in accordance with the memorandum of David R. Mullen, Executive Director, dated June 7, 2016 attached hereto.

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INTEROFFICE MEMORANDUM

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**TO:** PDA BOARD OF DIRECTORS  
**FROM:** DAVID R. MULLEN, EXECUTIVE DIRECTOR   
**SUBJECT:** NON-HAZARDOUS SOLID WASTE SERVICES – PINARD WASTE SYSTEMS CO., INC.  
**DATE:** JUNE 7, 2016  
**CC:** JOSEPH W. MCPHERSON; IRVING CANNER; MARIA J. STOWELL

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In February 2015, the Pease Development Authority issued a request for proposal for both Single Stream recycling and Municipal Solid Waste removal. Six bids were received and the contract, approved by the PDA Board of Directors on March 19, 2015, was awarded to Pinard Waste Systems Co., Inc. (Pinard) with a low bid of \$3,759.00 per month. The initial term of the Pinard contract was one year with a one year extension option at the sole discretion of the PDA Board on mutually agreeable terms and conditions.

Following a review with Pinard, Joe McPherson has advised that Pinard would accept a one year extension of this agreement at a rate of \$4219.00 per month, an additional amount of \$460.00 per month. This revised rate for the second contract year is still lower than any other bid received in 2015.

Pinard has provided excellent service at PDA's multiple locations and has been very responsive to all requests. At the PDA Board Meeting on June 16, 2016 I will seek authorization to extend the Pinard contract for a term of one year at the rate of \$4219.00 per month.

## Memorandum

**To:** Kim W. Hopper, A.A.E., Airport Manager *KH*  
**From:** Sandra McDonough, Airport Operations/Community Liaison *SM*  
**Date:** 6/8/2016  
**Subj:** Noise Report for May 2016

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The Portsmouth International Airport Community Liaison received a total of 67 inquiries for the calendar month of May 2016: 25 rotor and 42 fixed wing.

All of the helicopter inquiries were associated with Seacoast Helicopters and originated from two Portsmouth residences.

The 42 inquiries on fixed-wing aircraft were mostly related to military aircraft including KC135s, C5s and a C40. The non-military aircraft inquiries included a Pilatus, an Antonov 224 and a couple of unidentified small aircraft. A single residence in Newmarket was responsible for 55% of the month's inquiries. The couple residing at this residence feel the aircraft are flying at very low altitudes. They call every time a plane flies in the vicinity of their home. Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we would only respond should a particular operation warrant.

A caller from Rochester said she was woken up at 4:30 AM from an Antonov 224 departing Portsmouth. She also noted times that there was a C5 flying in the local area. A caller out of Durham was concerned of an aircraft flying low and not on the flight path. The last caller was concerned of a small aircraft flying very low over his house situated off the departure end of Runway 16.

Attached is a copy of the Noise Report for May 2016.

# PDA Noise Control Log

For the Period: 5/1/16 to 5/31/16

Call Date	Time	Caller ID	Location	Aircraft	Narratives	Follow Up
1	5/1/2016	12:34 68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter directly over my house. Always exactly the same route - why is that necessary?	Caller has indicated in the past that a call back is unnecessary.
2	5/3/2016	14:01 178 Bayview Newmarket, NH 03857-	Based	KC135R	Repeat caller from Newmarket with the same concerns and now she thinks she is being targeted.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
3	5/3/2016	14:05 178 Bayview Newmarket, NH 03857-	Based	KC135R	Repeat caller from Newmarket with the same concerns and now she thinks she is being targeted.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
4	5/3/2016	4:00 214 Pickering Road Rochester, NH 03867	Comb of NonBased	Antonov, C5	Emailed: Not sure what's going on with the increase in air-traffic over our home (Gonic) but the planes are low and loud and regular. One woke me up out of a dead sleep around 4:30 this Morning and my daughter mentioned 2 had flown over their school today.	McDonough informed the caller that the aircraft that woke her at 4:30 in the am was considered to be the largest aircraft in the world next to the C5 Galaxy. The other aircraft that she has been noticing in the area in the afternoon is the C5 practicing landings in Portsmouth.
5	5/3/2016	4:00 214 Pickering Road Rochester, NH 03867	Comb of NonBased	Antonov, C5	I'm calling because there really has been an increase in air traffic in the past two weeks I guess. I was woken up out of bed this morning around 4:30ish by a plane. I didn't look at the clock. My daughters said they went over her school today and they are very loud and low. I don't know what is going on with the increased air traffic but the landing pattern is right over our house. It is loud. I don't know who or where to log complaints to but it's getting annoying at 4:30 in the morning and during the school day. I don't know what the deal is with the increase in traffic but I would like to talk to you. I'm up in Rochester and my number is.....	McDonough informed the caller that the aircraft that woke her at 4:30 in the am was considered to be the largest aircraft in the world next to the C5 Galaxy. The other aircraft that she has been noticing in the area in the afternoon is the C5 practicing landings in Portsmouth.

# PDA Noise Control Log

For the Period: 5/1/16 to 5/31/16

Call Date	Time	Caller ID	Location	Aircraft	Narratives	Follow Up
6	5/3/2016 16:49	178 Bayview Newmarket, NH 03857-	Based	KC135R	Repeat caller from Newmarket with the same concerns and now she thinks she is being targeted.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
7	5/3/2016 20:18	178 Bayview Newmarket, NH 03857-	NonBased	C130	Repeat caller from Newmarket with the same concerns and now she thinks she is being targeted.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
8	5/9/2016 13:14	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter again.	Caller has indicated in the past that call back is unnecessary.
9	5/10/2016 13:01	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Description: NOISE COMPLAINT - Red helicopter, always exactly the same route - why is that necessary?	Caller has indicated in the past that call back is unnecessary.
10	5/10/2016 13:19	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter directly over my house - always exactly the same route. How would you like it if YOU had to live with this?	Caller has indicated in the past that call back is unnecessary.
11	5/12/2016 18:10	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter directly over my house. Why is it necessary for him to always fly exactly the same route? Obviously there is ZERO consideration for the people in the neighborhoods who have to live with this.	Caller has indicated in the past that call back is unnecessary.
12	5/14/2016 12:46	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter directly over my house. Thanks PDA.	Caller has indicated in the past that call back is unnecessary.
13	5/14/2016 11:12	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter again. Thanks P.D.A.	Caller has indicated in the past that call back is unnecessary.

# PDA Noise Control Log

For the Period: 5/1/16 to 5/31/16

Call Date	Time	Caller ID	Location	Aircraft	Narratives	Follow Up
14	5/14/2016 11:29	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter again. Thanks P.D.A.	Caller has indicated in the past that call back is unnecessary.
15	5/14/2016 11:42	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter again. Thanks PDA.	Caller has indicated in the past that call back is unnecessary.
16	5/14/2016 11:59	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter directly over my house. Always exactly the same route. Thanks PDA.	Caller has indicated in the past that call back is unnecessary.
17	5/15/2016 13:21	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter again. Thanks PDA.	Caller has indicated in the past that call back is unnecessary.
18	5/15/2016 15:25	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter directly over my house - always exactly the same route. Thanks PDA.	Caller has indicated in the past that call back is unnecessary.
19	5/17/2016 10:37	75 Mark Street Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: Repeated low passes over the school and banking towards my house for maximum rotor noise, Bruce is an inconsiderate tool.	No further action at this time.
20	5/17/2016 10:40	75 Mark Street Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: Repeated low passes over the school	No further action at this time.
21	5/17/2016 21:21	178 Bayview Newmarket, NH 03857-	NonBased	C40, CONVOY 4002	Repeat caller concerned with aircraft flying within the vicinity of her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.



# PDA Noise Control Log

For the Period: 5/1/16 to 5/31/16

Call Date	Time	Caller ID	Location	Aircraft	Narratives	Follow Up
22	5/19/2016 13:05	13 Witmer Avenue Portsmouth, NH 03801-	Unknown	white single engine aircraft	I had a single engine aircraft, white and come off the runway and fly directly over my house at a very low altitude. I don't think I've ever seen an aircraft so low. He swung left and went from north to NE.	McDonough was unable to determine the aircraft in question.
23	5/19/2016 21:44	178 Bayview Newmarket, NH 03857-	Based	KC135	Repeat caller calling about the aircraft that fly over in the vicinity of her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
24	5/19/2016 21:38	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 41	Repeat caller calling about the aircraft that fly over in the vicinity of her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
25	5/19/2016 21:33	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 41	Repeat caller calling about the aircraft that fly over in the vicinity of her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
26	5/19/2016 21:02	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 41	Repeat caller calling about the aircraft that fly over in the vicinity of her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
27	5/19/2016 13:14	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter directly over my house. Always exactly the same route. Thanks PDA.	Caller has indicated in the past that call back is unnecessary.
28	5/19/2016 13:06	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter again	Caller has indicated in the past that call back is unnecessary.

# PDA Noise Control Log

For the Period: 5/1/16 to 5/31/16

Call	Date	Time	Caller ID	Location	Aircraft	Narratives	Follow Up
29	5/19/2016	21:27	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 41	Repeat caller calling about the aircraft that fly over in the vicinity of her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
30	5/20/2016	18:12	178 Bayview Newmarket, NH 03857-	Unknown	unknown	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
31	5/20/2016	9:08	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
32	5/20/2016	9:13	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
33	5/20/2016	9:35	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
34	5/21/2016	13:14	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter, very LOW and LOUD.	Caller has indicated in the past that call back is unnecessary.

# PDA Noise Control Log

For the Period:

5/1/16

to

5/31/16

Call Date	Time	Caller ID	Location	Aircraft	Narratives	Follow Up
35	5/21/2016	14:12 68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson Aircraft	Emailed: NOISE COMPLAINT - Red helicopter again, always exactly the same route. The PDA has allowed this noise and disruption to continue in our neighborhood for TWO YEARS now - over and over and over again - literally hundreds of times during a summer. So far, we have had some vague talk from you, but really you have done ABSOLUTELY NOTHING to improve the situation. Please explain to me - what is the point of this "complaint line" if you do not intend to take any effective action on this?	Caller has indicated in the past that a call back is unnecessary.
36	5/21/2016	14:45 178 Bayview Newmarket, NH 03857-	NonBased	KC135, Spur 61	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
37	5/21/2016	13:06 68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter	Caller has indicated in the past that call back is unnecessary.
38	5/22/2016	18:15 178 Bayview Newmarket, NH 03857-	Unknown	unknown	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
39	5/23/2016	16:12 178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
40	5/23/2016	16:43 178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.

# PDA Noise Control Log

For the Period:

5/1/16

to

5/31/16

Call	Date	Time	Caller ID	Location	Aircraft	Narratives	Follow Up
41	5/23/2016	16:25	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
42	5/23/2016	16:18	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
43	5/23/2016	16:06	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
44	5/23/2016	16:00	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
45	5/23/2016	15:55	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
46	5/23/2016	15:42	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.

**PDA Noise Control Log**

**For the Period:**

**5/1/16**

**to**

**5/31/16**

Call Date	Time	Caller ID	Location	Aircraft	Narratives	Follow Up
47	5/23/2016	15:39 188 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling with the same issue that a statotanker is flying at three to four hundred feet.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
48	5/23/2016	15:37 178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
49	5/23/2016	15:29 178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
50	5/23/2016	14:46 188 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling with the same issue that a statotanker is flying at three to four hundred feet.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
51	5/23/2016	14:44 178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
52	5/23/2016	12:20 178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.

# PDA Noise Control Log

For the Period:

5/1/16

to

5/31/16

Call	Date	Time	Caller ID	Location	Aircraft	Narratives	Follow Up
53	5/23/2016	16:20	188 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling with the same issue that a statotanker is flying at three to four hundred feet.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
54	5/23/2016	15:48	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 11	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
55	5/25/2016	12:24	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter	Caller has indicated in the past that call back is unnecessary.
56	5/26/2016	16:14	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter	Caller has indicated in the past that call back is unnecessary.
57	5/26/2016	16:47	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter directly over my house - always exactly the same route. Please explain to me - what is the point of the "Noise Complaint Line" if you never intend to DO anything about this.	Caller has indicated in the past that call back is unnecessary.
58	5/27/2016	16:46	26 Langley Road Durham, NH 03824-	Unknown	unknown	I'm calling back from Langly Road. The next orbit was perfect. That was a prompt response. He went by at almost 1600 feet but the first one went over at somewhere between 500 and 1000 feet. I appreciate your prompt response if that is in fact what happened. I will continue to monitor. Thanks.	McDonough informed the caller that she was unable to obtain any information on the aircraft he was referring to but did however talk about the voluntary noise procedures. Caller enjoys followin the aircraft on different websites during the day.

# PDA Noise Control Log

For the Period: 5/1/16 to 5/31/16

Call Date	Time	Caller ID	Location	Aircraft	Narratives	Follow Up
59	5/27/2016 16:10	26 Langley Road Durham, NH 03824-	Unknown	unknown	I'm calling from Langly Road in Durham New Hampshire on Durham Point. It's 4:22 PM on Friday afternoon. There is an aircraft that is doing multiple loops that are exceedingly low. It looks like a cessna 560 but I am not a pro at identifying aircraft. He is coming over repeatedly and he really should be farther out and a larger orbit and coming down over the river according to the agreement as I understand them. I appreciate your attention to this matter. This aircraft is definitely out of sink with what is expected.	McDonough informed the caller that she was unable to obtain any information on the aircraft he was referring to but did however talk about the voluntary noise procedures. Caller enjoys following the aircraft on different websites during the day.
60	5/28/2016 12:09	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter	Caller has indicated in the past that call back is unnecessary.
61	5/28/2016 13:58	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson helicopter	Emailed: NOISE COMPLAINT - Red helicopter	Caller has indicated in the past that call back is unnecessary.
62	5/28/2016 14:48	68 Miller Avenue Portsmouth, NH 03801-	Based	Robinson Helicopter	Emailed: NOISE COMPLAINT - Red helicopter again and again and again and again.	Caller has indicated in the past that call back is unnecessary.
63	5/30/2016 18:42	188 Bayview Newmarket, NH 03857-	Based	Pilatus	Repeat caller calling about an aircraft he prseves as being 200 feet.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
64	5/31/2016 14:48	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 21	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.

# PDA Noise Control Log

For the Period: 5/1/16 to 5/31/16

Call	Date	Time	Caller ID	Location	Aircraft	Narratives	Follow Up
65	5/31/2016	13:50	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 21	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
66	5/31/2016	13:55	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 21	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.
67	5/31/2016	14:38	178 Bayview Newmarket, NH 03857-	Based	KC135, Pack 21	Repeat caller calling about the aircraft that are targeting her home.	Due to the frequency of their calls and the compliant aviation activity they have called about, we informed them some time ago that we will only respond should particular operation warrant.



MOTION

Director Bohenko:

In accordance with the provisions of RSA 12-G:42, XI, the PDA Board of Directors hereby approves of the Final Proposal – Fixed Text attached hereto for:

- a. Amendments to various sections of Administrative Rules Pda 300;
- b. Readoption with amendment to various sections of Administrative Rules Pda 500; and
- c. Amendments and readoption with amendment to various sections of Administrative Rules Pda 600;

and authorizes the Division Director to take any necessary or recommended action in accordance with RSA 541-A, in furtherance of this matter.

N:\RESOLVES\Pda300500600FP0616.docx

Amend Pda 304.01, effective 4-1-11 (Document #9891-A) by inserting a new paragraph (d), so that Pda 304.01(d) is edited and reads as follows:

Pda 304.01 Pilotage of Vessels.

(d) A vessel requiring a pilot in accordance with (a) or (b) above, engaged in towing and underway in the pilotage area, shall use an assist tug when transitioning between towing modes.

Amend Pda 305.06(b)(2)d., effective 4-1-11 (Document #9891-A), so that (b) intro., (b)(2) intro., and (b)(2)d. are cited and read as follows:

Pda 305.06 Minimum Requirements for Pilot Appointment or Reappointment.

(b) At a minimum, no applicant for appointment or reappointment as a pilot under Pda 305 shall receive an appointment, except as otherwise provided in Pda 305.03(c) and 305.04(b), unless at the time of the application for appointment or reappointment, the applicant shall:

(2) Hold:

d. A bridge resource management certificate from a course approved by the Coast Guard;

Amend Pda 305.06(b)(3), effective 4-1-11 (Document #9891-A), so that (b) intro., and (b)(3) intro. are cited and read as follows:

Pda 305.06 Minimum Requirements for Pilot Appointment or Reappointment.

(b) At a minimum, no applicant for appointment or reappointment as a pilot under Pda 305 shall receive an appointment, except as otherwise provided in Pda 305.03(c) and 305.04(b), unless at the time of the application for appointment or reappointment, the applicant shall:

(3) Provide the division with:

1. A copy of the pilot's current medical certificate issued by the Coast Guard; and

2. Documentation that the pilot has complied with the test for dangerous drugs under 46 CFR 16.220 (10-1-14 edition) or that the applicant otherwise met, under 46 CFR 16.230 10-1-14 edition), the Coast Guard's requirements for random testing;

Amend Pda 305.09(a)(2), effective 4-1-11 (Document #9891-A), so that (a) intro. and (a)(2) are cited and read as follows:

Pda 305.09 Required Annual Certifications.

(a) During a term of appointment and within 90 days prior to the yearly anniversary of a pilot's appointment or reappointment, the pilot shall:

(2) Provide the division with:

- a. A copy of the pilot's current medical certificate issued by the Coast Guard; and
- b. Documentation that the pilot has complied with the test for dangerous drugs under CFR 16.220 (10.1.14 edition) or that the applicant otherwise met, under 46 CFR 12.230 (10-1-14 edition), the Coast Guard's requirements for random testing.

Amend Pda 306.01(f)(2)c., effective 4-1-11 (Document #9891-B), so that (f) intro., (f)(2) intro., and (f)(2)c. are cited and read as follows:

Pda 306.01 Application Form for Initial Pilot Appointment.

(f) The applicant shall include, as part of the application:

- (2) A certified copy of the applicant's current license issued by the Coast Guard as master or mate, for ocean, near coastal, or inland, for vessels over 1,600 gross tons that includes the applicant's:
  - c. Bridge resource management certificate from a course approved by the Coast Guard;

Amend Pda 306.01(g)(8)c., effective 4-1-11 (Document #9891), so that (g) intro., (g)(8) intro., and (g)(8)c. are cited and read as follows:

Pda 306.01 Application Form for Initial Pilot Appointment.

(g) The applicant shall certify whether or not the applicant:

- (8) Holds a valid license issued by the Coast Guard as master or mate, for ocean, near coastal, or inland, for vessels over 1,600 gross tons that includes a:
  - c. Bridge resource management certificate from a course approved by the Coast Guard.

Amend Pda 306.02(f)(2)c., effective 4-1-11 (Document #9891), so that (f) intro., (f)(2) intro., and (f)(2)c. are cited and read as follows:

Pda 306.02 Application Form for Pilot Reappointment.

(f) The applicant shall include, as part of the application:

- (2) A certified copy of the applicant's current license issued by the Coast Guard as master or mate, for ocean, near coastal, or inland, for vessels over 1,600 gross tons that includes the applicant's:

- c. Bridge resource management certificate from a course approved by the Coast Guard;

Amend Pda 306.02(g)(8)c., effective 4-1-11 (Document #9891), so that (g) intro., (g)(8) intro., and (g)(8)c. are cited and read as follows:

Pda 306.02 Application Form for Pilot Reappointment.

- (g) The applicant shall certify whether or not the applicant:

- (8) Holds a valid license issued by the Coast Guard as master or mate, for ocean, near coastal, or inland, for vessels over 1,600 gross tons that includes a:

- c. Bridge resource management certificate from a course approved by the Coast Guard;

Amend Pda 306.03(f)(2)c., effective 4-1-11 (Document #9891-B), so that (f) intro., (f)(2) intro., and (f)(2)c. are cited and read as follows:

Pda 306.03 Application Form for Temporary Pilot Appointment.

- (f) The applicant shall include, as part of the application:

- (2) A certified copy of the applicant's current license issued by the Coast Guard as master or mate, for ocean, near coastal, or inland, for vessels over 1,600 gross tons that includes the applicant's:

- c. Bridge resource management certificate from a course approved by the Coast Guard;

Amend Pda 306.03(g)(8)c., effective 4-1-11 (Document #9891-B), so that (g) intro., (g)(8) intro., and (g)(8)c. are cited and read as follows:

Pda 306.03 Application Form for Temporary Pilot Appointment.

- (g) The applicant shall certify whether or not the applicant:

- (8) Holds a valid license issued by the Coast Guard as master or mate, for ocean, near coastal, or inland, for vessels over 1,600 gross tons that includes a:

- c. Bridge resource management certificate from a course approved by the Coast Guard;

Readopt with amendment Pda 508.03, effective 8-20-11 (Document #9975), to read as follows:

Pda 508.03 Transfer of General Use, Shorefront Property Owner, Commercial Use, or Commercial Mooring for Hire Mooring Permit to Surviving Spouse.

(a) If a vessel is owned by spouses jointly with right of survivorship and passes to a surviving spouse as a result of death, and the spouse whose name appears on a general use, shorefront property, or commercial use mooring permit, or on a commercial mooring for hire mooring permit held by a shorefront property owner as described in Pda 502.05(b) and granted by the division, dies during the term of the permit, the division shall transfer the permit to the name of the surviving spouse if the conditions under (c) below are met.

(b) If ownership of a vessel previously owned by a deceased spouse whose name appears on a general use, shorefront property, or commercial use mooring permit, or on a commercial mooring for hire mooring permit held by a shorefront property owner as described in Pda 502.05(b) and granted by the division, passes by will or in accordance with the laws of intestacy to a surviving spouse, the division shall transfer the permit to the name of the surviving spouse if the conditions under (c) below are met.

(c) The surviving spouse shall present a written request for transfer under this section to the division at the time that an application for an existing mooring permit under Pda 506.04 is filed with the division, on or before the March 1 deadline. If the death occurred within 10 days before the March 1 deadline and the surviving spouse submits the request within 10 business days after March 1, the surviving spouse shall pay only the mooring permit application fee and no late fee. The surviving spouse shall provide the following documentation at the time of filing:

- (1) The death certificate of the deceased spouse;
- (2) Proof that the vessel was owned jointly by the spouses, if the vessel was owned jointly with right of survivorship; and
- (3) Either:
  - a. A copy of the decree of the probate court granting ownership of the vessel to the surviving spouse, if the ownership of the vessel passed to the surviving spouse by will or in accordance with the laws of intestacy; or
  - b. Evidence that the estate of the deceased spouse is in probate and that the ownership of the vessel will pass to the surviving spouse by will or in accordance with the laws of intestacy.

Readopt with amendment Pda 509.07, effective 8-20-11 (Document #9975), to read as follows:

Pda 509.07 Mooring Wait List Renewal Applications; Rights of Surviving Spouse.

(a) An applicant who seeks to remain on a mooring wait list(s) shall renew his or her wait list status annually by March 1 of each year by submitting a mooring wait list application in accordance with Pda 509.03 and payment of the wait list fee, or within 10 business days after March 1 by submitting a mooring wait list application in accordance with Pda 509.03 and payment of the wait list late fee.

(b) If a person on a mooring wait list passes away, the person's surviving spouse may request that the name of the surviving spouse be substituted for the deceased spouse by submitting, with the renewal application, a written request for such substitution and a death certificate for the deceased spouse. If the death occurred within 10 days before the March 1 deadline and the surviving spouse submits the request within 10 business days after March 1, the surviving spouse shall pay only the mooring wait list renewal fee and no late fee.

(c) The division shall mail a mooring wait list application form once annually on or before January 15 to each applicant on a mooring wait list, to the address specified by the applicant on the mooring wait list application, or, if none is specified, to the applicant's permanent address.

(d) If an undeliverable wait list application form is returned to the division, the division shall not remail the form. The mooring wait list applicant shall be responsible for timely renewal of the applicant's wait list status without receipt of a renewal notice from the division.

Readopt with amendment Pda 509.08, effective 8-20-11 (Document #9975), to read as follows:

Pda 509.08 Notification of Changes in Wait List Information: Surviving Spouse Procedures.

(a) In order to maintain updated information with the division, any person on a mooring wait list shall notify the division in writing, within 30 business days of the change, of any change of wait list information or any change of address or telephone number.

(b) If an applicant listed on a wait list passes away and that person has a surviving spouse who wishes to be substituted for the deceased spouse on the wait list, the surviving spouse shall follow the procedures set forth in Pda 509.07(b).

Amend Pda 603.02(d)(1), effective 11-1-13 (Document #10441), so that Pda 603.02(d) intro. and (d)(1) are cited and read as follows:

Pda 603.02 Business-Use Piers; Restrictions; Skiffs; Emergency Use Allowed.

(d) No commercial fishing vessel or commercial cargo vessel shall be secured for more than 30 minutes, and no other vessel shall be secured at any time to a business-use pier, except a commercial fishing vessel with a berthing permit or as provided in (e) or (f) below, unless the vessel owner or operator requests permission to be so secured and the division director or an employee of the division:

- (1) Determines that one or more of the following applies:
  - a. The volume or complexity of loading or offloading harvested seafood or equipment or both requires longer than 30 minutes;
  - b. The vessel requires repairs or maintenance that take longer than 30 minutes;
  - c. Weather or tide conditions make it hazardous for the vessel not to be secured to the pier;
  - d. A medical emergency exists involving a passenger or crew member; or
  - e. Failure to secure the vessel to the pier would result in an imminent and substantial hazard to navigation or to the safety of any person on board such vessel; and

Readopt with amendments Pda 603.11, effective 11-1-13 (Document #10441), to read as follows:

Pda 603.11 General Restrictions and Limitations.

(a) There shall be no camping or sleeping on state-owned commercial piers or associated facilities.

(b) The consumption of alcohol at state-owned piers or associated facilities shall be prohibited, unless permission has been granted in accordance with the terms of a written contractual agreement with the authority.