Attachment from Candia Selectmen's Meeting on 8/8/2022

Candia Board of Selectmen

Agenda

August 8th, 2022 @ 7:00 pm

Pledge of Allegiance

Roll Call

Approval of Minutes: Public Minutes for July 25th, 2022

Department Reports: Highway; Police; Fire; Building; Solid Waste; Budget; Other

New Business:

Old Business:

- LED Conversion

Other Business:

- Budget Meeting date

Calendar:

- Next Board of Selectman's Meeting on Monday, August 22nd, 2022 @ 7:00pm

Public Input

This public body may enter into one or more nonpublic sessions as permitted under RSA 91-A:3, II(a).

Adjourn

Payroll and Accounts Payable

Check Date	Payroll Manifest	Total Amount	Payroll Subtotal
07/28/22	1220-02	24,157.73	24,157.73
08/04/22	1221-01	22,832.69	46,990.42

Check Date	Accts Pay Manifest	Total Amount	Accts Pay Subtotal
07/28/22	202230	114,760.87	114,760.87
08/04/22	202231	1,107,810.51	1,222,571.38

FD repeater $114,760.87 using ARPA Funds
Paving Palmer & Adams $197,041.23 and
School payment of $900,000.00

Grand Total Payroll and Accts Pay $1,269,561.80

Join Zoom Meeting

https://us02web.zoom.us/j/6034838101

Meeting ID: 603 483 8101 Password: 8101

Dial In +1 646 558 8656 US

August 8, 2022

Town of Candia

Road Agent's Report

Month of July 2022

Summary of Work:

- Roadside Mowing
- Palmer Road Work
- Adams Road Top coat
- Sweeping intersections
- Patching as needed

Jeff Wuebbolt
Road Agent

CANDIA POLICE DEPARTMENT
ACTIVITY 7/1/2022 to 7/28/2022

During this period, the Candia Police Department issued 172 motor vehicle warnings and 13 summons'

The following were arrested/summonsed:

7/9/22	Cody Brasier, age 22, Candia, NH	Operating w/o a valid license, Unregistered Vehicle Oper. w/o a motorcycle license
7/12/22	Douglas Messick, age 65, Candia, NH	Candia warrant-Conduct After an Accident
7/15/22	26 year-old male from Manchester	Prot. Custody-Intoxicated Subject
7/21/22	Katherine Perdue, age 51, Candia, NH	RCSO civil warrant
7/24/22	51 year-old male from Texas	Prot. Custody-Intoxicated Subject
7/27/22	Thomas Barker, age 39, Newport, RI	Drive After Revocation/Suspension, Suspension of Vehicle Registration

Offenses (State Law) By Month

	JAN	FEB	MAR	APR	MAY	JUN	JUL	TOTALS
FSA - Sexual Contact - Victim	1	0	0	0	0	0	0	1
2nd Degree Assault; SBI- Domes	0	0	1	0	0	0	0	1
Reckless Conduct - Deadly Weap	0	0	0	0	0	1	0	1
Simple Assault; Physical Conta	0	0	1	0	0	0	0	1
Simple Assault; BI	0	0	0	0	0	1	0	1
DV; Simple Assault; Physical C	1	0	5	0	0	0	1	7
DV; Simple Assault - BI	0	0	1	0	0	0	0	1
Criminal Threatening - conduct	0	0	1	0	0	1	0	2
Theft by Extortion $0-$1000	0	0	0	0	1	0	0	1
Theft by Unauthd Taking $0-$10	0	1	0	2	0	0	0	3
Theft Of Motor Vehicle Parts O	0	0	0	0	0	1	0	1
Theft by Unauthd Taking $0-$10	1	1	1	1	0	1	0	5
Forgery Govt Instrument, Check	0	0	0	0	1	0	0	1
Attempt To Commit	0	1	0	0	0	0	0	1
Financial Exploitation; $1500+	0	0	1	0	0	0	0	1
Theft by Deception $0-$1000	1	0	0	0	0	0	1	2
Theft by Deception $1501+	0	1	0	0	0	0	1	2
Credit Card Fraud, $0-$1000	0	4	1	0	0	0	0	5
Theft by Deception $0-$1000	0	0	0	1	0	0	0	1
Theft by Deception $1501+	0	0	1	0	0	0	0	1
Identity Fraud; Pose to get In	0	0	0	1	0	0	0	1
Identity Fraud; Pose as Anothe	0	0	0	0	0	1	0	1
Identity Fraud; Obtain Persona	0	0	1	0	0	0	0	1
STOLEN PROPERTY OFFENSES	0	1	0	0	0	0	0	1
Recv Stolen Prop; $1001-$1500	0	0	0	0	0	1	0	1
Conduct After; Property Damage	0	0	0	0	0	0	1	1
Criminal Mischief	0	0	1	1	1	2	0	5
Criminal Mischief	0	0	0	1	0	0	0	1
Criminal Mischief	0	0	0	0	0	1	0	1
Possession of Controlled Drug	0	0	0	0	1	2	0	3
Cntrl Drug: Sched 1 - 4; Posse	0	0	0	1	0	0	0	1
Carrying or Selling Weapons	0	0	0	0	1	0	0	1
Felon in Possession of Dangero	0	0	0	0	0	1	0	1
Reckless Conduct;Dom Violence;	0	0	1	0	0	0	0	1
Loitering or Prowling	0	0	0	1	0	0	0	1
DUI - impairment	0	0	1	0	1	0	0	2
DUI; Adult>.08; Minor>.02	0	0	1	0	0	0	0	1
DUI Aggrvtd 0.16+	0	0	1	0	1	0	0	2
PROTECTIVE CUSTODY OF INTOXICA	0	0	0	0	0	0	1	1
Protective Custody - Alcohol	0	0	0	1	0	0	1	2
Criminal Trespass	2	1	0	0	0	0	0	3
ARREST ON ANOTHER AGENCY'S WAR	0	0	0	0	0	0	1	1
ILLEGAL DUMPING / LITTERING CO	0	0	0	1	0	0	0	1
Violation of Protective Order	0	2	0	0	0	0	0	2
Littering; Penalty	0	0	0	0	0	0	1	1
Notification of Repossession	0	0	1	1	0	0	1	3
FAILURE TO REPORT INJURY TO DO	0	0	0	0	1	0	0	1
Littering; Penalty	0	0	0	0	0	0	1	1
Conduct After; Property Damage	1	0	0	0	0	0	0	1
Procuring Dog License; Tag	0	0	0	0	0	1	0	1
Dog; Menace, Nuisance, Vicious	0	0	2	0	0	0	0	2
Barking Dog	0	0	0	0	1	0	0	1
Dogs at Large	0	1	1	0	1	0	0	3
BENCH WARRANT-ELECTRONIC	1	0	0	0	1	0	0	2
Reckless Conduct;Dom Violence;	0	0	1	0	0	0	0	1
Stalking; Domestic Violence; O	1	0	0	0	0	0	0	1

Harassment	2	2	1	2	3	0	0	10
Violation of Privacy/Use, Inst	0	0	0	0	0	0	1	1
DOG RUNNING AT LARGE-Candia T.	0	0	0	2	0	0	0	2
Suspension of Vehicle Registra	0	1	0	2	2	2	0	7
Unregistered Vehicle	0	0	0	0	0	0	2	2
Abandoning a Vehicle	0	0	0	0	0	1	0	1
License Reqd; Op w/o Valid Lic	0	0	0	0	0	0	1	1
Operate M/C w/o M/C License	0	0	0	0	0	0	1	1
Drive after Rev/Sus	0	1	0	1	0	1	0	3
Drive after Rev/Sus - subsqt	0	0	1	0	1	0	0	2
Drive after Rev/Suspension	2	2	1	2	2	4	1	14
Conduct After Accident	0	1	0	1	1	0	2	5
Report of Injury to Dog or Cat	0	0	0	0	0	0	1	1
Child Restraints	0	0	0	1	0	0	0	1
Disobeying an Officer	0	0	0	0	0	0	1	1
Reckless Operation	0	0	0	0	0	0	1	1
Negligent Driving	0	0	0	0	0	0	1	1
APPEAL OF ADMINISTRATIVE LICEN	0	0	0	0	1	0	0	1
DOG A MENACE	0	0	0	2	0	0	0	2
DOG A NUISANCE	0	0	0	1	0	0	0	1
R.O. BITES OR ATTACKS, ANIMAL	0	0	0	0	0	0	1	1
Arrest on Warrant	0	0	0	0	1	2	0	3
TOTALS	13	20	27	26	22	24	23	155

No Crime Incident Event Breakdown

Event	Description	Total	%
911	911 Hang Up	0	00.0
AIM	Aided Motorist	0	00.0
AL	Alarm	0	00.0
BEA	Bureau Of Elderly & Adult Services Investigation	1	00.3
CC	Citizen's Complaint	1	00.3
CF	Dog License Civil Forfeiture	0	00.0
CIN	Child In Need Of Services	1	00.3
CIV	Civil Standby	0	00.0
COM	Community Outreach	0	00.0
CP	Community Policing	1	00.3
DCI	Dcyf Investigation	8	02.4
DEE	Put Down Injured Animal	0	00.0
DOG	Dog At Large / Loose Dog	0	00.0
FIN	Fingerprinting	5	01.5
FPR	Found Property	13	03.8
IA	Internal Affairs Investigation	0	00.0
IEA	Involuntary Emergency Hospitalization	0	00.0
JUV	Juvenile Complaint	1	00.3
KD	K-9 Deployment	0	00.0
LEB	Law Enforcement Background Investigation	0	00.0
MED	Medical Call	2	00.6
MVC	Motor Vehicle Complaint	5	01.5
NC	Noise Complaint	1	00.3
NDT	National Drug Take Back	1	00.3
NED	Neighbor Dispute	4	01.2
NO	Notification	1	00.3
NTO	No Trespass Order	1	00.3
OD	Drug Overdose	0	00.0
OF	Fatal Overdose	0	00.0
OHR	Ohrv Complaint	1	00.3
PDB	Prescription Drug Box	0	00.0
PU	Police Pursuit Report	1	00.3
RAD	Radar Enforcement	0	00.0
RH	Road Hazard	0	00.0
RPO	Return Property To Owner	0	00.0
SC	Shooting Complaint	2	00.6
SCA	Scams/Phone&email	6	01.8
SEC	Security Check	39	11.5
SP	Serve Papers	42	12.4
SPA	Suspicious Activity	29	08.5
SPM	Suspicious Motor Vehicle	1	00.3
SPP	Suspicious Person	2	00.6
SSA	Safe Schools Act	5	01.5
SUI	Suicide	2	00.6
SX	Sex Offender Registration	12	03.5
TE	Traffic Enforcement	0	00.0
TH	Threats	2	00.6
TRU	Truancy	0	00.0
TWD	Tree / Wires Down	0	00.0
VIN	Vin Verification	0	00.0
WB	Well Being Check	5	01.5
WP	Weapons Incident	0	00.0
---	Not Specified	2	00.6
PIN	Police Information	51	15.0
SDT	Sudden Death	3	00.9
AOA	Assist Other Agency	19	05.6
DIS	Disturbance	11	03.2

ASC	Assist Citizen	41	12.1
ACP	Animal Complaint	2	00.6
AFE	Assist Fire/EMS	6	01.8
MIP	Missing Person	2	00.6
LPR	Lost Property	3	00.9
OTH	Other	5	01.5

Grand Total: 340

Candia Volunteer Fire Department
11 Deerfield Road
Candia, NH 03034
603-483-8588
603-483-0252 fax

Memo

Date: August 8, 2022
To: Board of Selectmen
Re: Monthly Report

****

July 2022 HIGHLIGHTS

1. Regular Truck and Building Maintenance
2. EMS Training
3. Pump Training

Candia Fire Rescue

Candia, NH

This report was generated on 8/8/2022 9:01:13 AM

Incident Type Count per Station for Date Range

Start Date: 07/01/2022 | End Date: 07/31/2022

INCIDENT TYPE	# INCIDENTS
Station: 1 - STATION 1	
111 - Building fire	3
113 - Cooking fire, confined to container	1
131 - Passenger vehicle fire	1
141 - Forest, woods or wildland fire	1
142 - Brush or brush-and-grass mixture fire	1
320 - Emergency medical service, other	1
321 - EMS call, excluding vehicle accident with injury	32
322 - Motor vehicle accident with injuries	5
324 - Motor vehicle accident with no injuries.	2
424 - Carbon monoxide incident	1
444 - Power line down	1
500 - Service Call, other	3
554 - Assist invalid	1
611 - Dispatched & cancelled en route	3
700 - False alarm or false call, other	1
# Incidents for 1 - Station 1:	**57**

Only REVIEWED incidents included.

July 2022
Building Activity Report Summary

	July 2021	July 2022
Permits Issued	70	72
Renewed Permit	1	2
CO's/CC's = Closed Permits	34	54
Inspections Performed (insp + co's)	87	42
New Residential Home Permits	4	1
New Code Enforcement Cases	0	0
Open Code Enforcement Cases	5	5
Closed Code Enforcement Cases	0	0

Revenue July 2021
$6,266.80 + $52.00 = $6,318.80

Revenue July 2022
$3,581.50 + 662.50 = $4,244.00

Revenue YTD, 2021
$74,296.29 + $6,318.80 = $80,615.09

Revenue YTD, 2022
$31,669.56

Submitted by: _____

Date: 8/5/2022

July 2022

INSPECTION BREAKDOWN including CO's

Commercial, Mixed, L1, L2	
Building (BP)	0
Electrical (EL)	1
Plumbing (PL)	0
Septic (SE)	0
Sign (SI)	0
POA	4
Residential	
Building (BP) w/CO	19
Demolition (DE/DP)	1
Driveway (DW)	0
Electrical (EL)	8
Foster Care (FC)	0
Gas Burner/Fireplace (GB/FP)	4
Gas Piping/Tanks (GP/GT/TP)	8
Oil Burner (OB)	0
Plumbing (PL)	4
Pool (PO)	1
Septic (SE)	3
Sprinkler (SP)	1
Total Inspections:	**54**

PERMIT BREAKDOWN

Building (BP)	20
Disinterment (DIS)	0
Driveway (DW)	1
Electrical (EL)	14
Foster Care (FC)	0
Gas Burner/Fireplace (GB/FP)	4
Gas Piping/Tanks (GP/GT/TP)	4
Plumbing (PL)	4
Pool (PO)	5
Septic (SE)	5
Use (USE)	0
POA	4
Total Permits:	**61**

July 2022
Building Activity Report Summary

	July 2021	July 2022
Permits Issued	70	72
Renewed Permit	1	2
CO's/CC's = Closed Permits	34	54
Inspections Performed (insp + co's)	87	42
New Residential Home Permits	4	1
New Code Enforcement Cases	0	0
Open Code Enforcement Cases	5	5
Closed Code Enforcement Cases	0	0

Revenue July 2021
$6,266.80 + $52.00 = $6,318.80

Revenue July 2022
$3,581.50 + 662.50 = $4,244.00

Revenue YTD, 2021
$74,296.29 + $6,318.80 = $80,615.09

Revenue YTD, 2022
$31,669.56

Submitted by: _____ Date: 8/5/2022

July 2022

INSPECTION BREAKDOWN including CO's

Commercial, Mixed, L1, L2	
Building (BP)	0
Electrical (EL)	1
Plumbing (PL)	0
Septic (SE)	0
Sign (SI)	0
POA	4
Residential	
Building (BP) w/CO	19
Demolition (DE/DP)	1
Driveway (DW)	0
Electrical (EL)	8
Foster Care (FC)	0
Gas Burner/Fireplace (GB/FP)	4
Gas Piping/Tanks (GP/GT/TP)	8
Oil Burner (OB)	0
Plumbing (PL)	4
Pool (PO)	1
Septic (SE)	3
Sprinkler (SP)	1
Total Inspections:	**54**

PERMIT BREAKDOWN

Building (BP)	20
Disinterment (DIS)	0
Driveway (DW)	1
Electrical (EL)	14
Foster Care (FC)	0
Gas Burner/Fireplace (GB/FP)	4
Gas Piping/Tanks (GP/GT/TP)	4
Plumbing (PL)	4
Pool (PO)	5
Septic (SE)	5
Use (USE)	0
POA	4
Total Permits:	**61**

TOWN OF
Candia, New Hampshire

Financing Option Comparison

AFFINITY LED

affinity
led lighting

affinity led lighting

The Two Options

EVERSOURCE MUNICIPAL SMART START

- Lease purchase done through Eversource
- Fully paid for with project savings
- Cost of the financing is $977.85 total
- Options to use 100% of savings for budget neutral, or 75% of savings for cash positive
- Non appropriations clause allows Selectboard authority for decisions

MUNICIPAL LEASING CONSULTANTS (MLC)

- Lease purchase acquired through bank
- Requires additional funds over annual project savings (~ $2,600 more than annual savings)
- Cost of financing is ~$2,703 total
- One payment equal to rebate, remaining payments ~$8,280 each
- Non appropriations clause allows Selectboard authority for decisions

Attachment from Candia Selectmen's Meeting on 8/8/2022

Public Service Company of New Hampshire d/b/a Eversource
BUSINESS ENERGY EFFICIENCY LOAN Program - Customer Purchase Agreement: APPENDIX I
Project Financing Summary / Repayment Option Approval

Prepared for: **Candia NH Town Building** — Date Prepared: **3/11/2022**

Facility: **Town Clerk and Police** — Eversource Account #: **56031074016**

Description: **Lighting** — Vendor: **Affinity LED**

COST / REBATE INFO	...NO Financing Pay Outright	...with Eversource Financing	Difference
Project Cost (from proposal):	$24,596.00	$24,596.00	
Eversource Rebate:	$5,038.92	- $5,038.92	
Net Project Cost:	= $19,557.08	= $19,557.08	
Business Energy Efficiency Loan Program Charge: *	+ N/A	+ $977.85	+ $977.85
Total Project Cost:	= $19,557.08 (outright cost)	= **$20,534.93** (amount financed)	$977.85 ("cost" to finance)

ESTIMATED SAVINGS INFO **

Estimated Annual Bill Savings:	**$5,606.72**	Eversource Rate: **G**
Estimated Monthly Bill Savings:	$467.23	Est. kWh Savings: **27,994**
75% of Est. Monthly Svgs:	$350.42	**** Est. kW Savings: **7.00**
25% of Est. Monthly Svgs:	$116.81	Months w/ kW Svgs: **12**

PAYMENT INFO ***

Payment Option 1 - Keep 25% of the Est. Monthly Bill Savings as immediate Cash Flow. Use 75% to repay Eversource.

Payment Option 2 - Use 100% of the Est. Monthly Bill Savings to repay Eversource. (Shorter Repayment Term)

Initial Choice		Consecutive Payments of (Delivery Charge)	x	Repayment Term (Months)	=	Total Payments	Estimated Monthly Cash Flow
	Payment Option 1 (Use 75% Keep 25%)	$354.05	x	58	=	$20,534.90	$113.18
	Payment Option 2 (Use 100%)	$466.70	x	44	=	$20,534.80	$0.53

Updated Incentive

Financing Cost

Two options for payments

affinity led lighting

Smart Start

Attachment from Candia Selectmen's Meeting on 8/8/2022

affinity led lighting

Town of Candia, NH

Compound Period ..... : Annual

Nominal Annual Rate .... : 5.990 %

CASH FLOW DATA

Event	Date	Amount	Number	Period	End Date
1 Loan	04/22/2022	24,596.00	1		
2 Payment	04/22/2022	2,459.00	1		
3 Payment	04/22/2023	8,280.14	3	Annual	04/22/2025

AMORTIZATION SCHEDULE - Normal Amortization

Date	Payment	Interest	Principal	Balance
Loan 04/22/2022				24,596.00 cost
1 04/22/2022	2,459.00	0.00	2,459.00	22,137.00
2022 Totals	2,459.00	0.00	2,459.00	
2 04/22/2023	8,280.14	1,326.01	6,954.13	15,182.87
2023 Totals	8,280.14	1,326.01	6,954.13	
3 04/22/2024	8,280.14	909.45	7,370.69	7,812.18
2024 Totals	8,280.14	909.45	7,370.69	
4 04/22/2025	8,280.14	467.96	7,812.18	0.00
2025 Totals	8,280.14	467.96	7,812.18	
Grand Totals	27,299.42	2,703.42	24,596.00	

Symbolic Incentive (Outdated number)

Payment greater than annual savings

Financing Cost

MLC

Conclusion

We recommend moving forward with the Eversource Municipal Smart Start program:

- Budget neutral or cash positive
- Flexible option for payback
- Lowest cost of financing
- Convenient on bill payments

affinity led lighting

Please note:

The MLC offer has the old incentive estimate provided on (date). This means that the numbers are not truly representative of an accurate payment and interest schedule. However, these numbers still work to model for comparison.

The first payment would be updated incentive of $5,039, which would lower the 3 annual payments by approximately $800 each. The total interest (currently $2,703) would be expected to come in a few hundred dollars lower, still far exceeding the Smart Start offer.

AMERICAN BUILT

ASSEMBLED WITH PRIDE BY US VETERANS IN DOVER, NEW HAMPSHIRE

Attachment from Candia Selectmen's Meeting on 8/8/2022

TOWN OF

Candia, New Hampshire

Lighting Upgrade Project

Presented by Affinity LED

affinity led lighting

AMERICAN BUILT

ASSEMBLED WITH PRIDE BY US VETERANS IN DOVER, NEW HAMPSHIRE

affinity led lighting

AMERICAN BUILT ★★★★★★★ ASSEMBLED WITH PRIDE ★ BY US VETERANS ★ IN DOVER, NEW HAMPSHIRE

August 8th, 2022

Dear Friends at the Town of Candia,

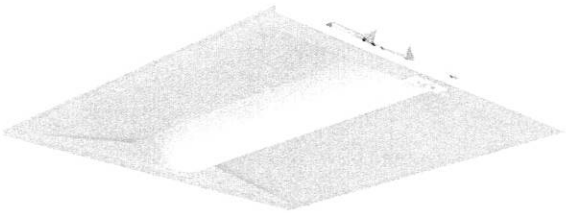
We are honored to submit this proposal for the Town Building interior lighting LED upgrade project. All information contained in this proposal accurately describes the services we provide.

We, Affinity LED Light LLC (Affinity LED), are a local company founded in 2012 and currently headquartered in the Washington Street Mills in downtown Dover, New Hampshire.

Our view of doing business is to support our clients to reduce operational spending through energy and lighting maintenance cost reductions, while providing improved quality of light and lowering greenhouse gas emissions to improve air quality and public health in our local communities.

> **We founded our company on this belief...**
>
> **that doing well *and* doing good are not mutually exclusive ideas.**

Our business model is unique, in that we take ownership of the entire customer value chain... from product development and manufacturing **(We are New England's only LED Lighting Manufacturer)**, to engaging regional utility partners, **to end-to-end turnkey "boots on the ground" project management.** Doing business with Affinity LED assures you one responsible point of contact before, during and after your community's lighting efficiency measures have been installed. **We place the highest value on our relationships and our local hands-on partnerships with our clients**, one that sets us apart and is vital to your long-term satisfaction over the lifetime of the equipment. **There isn't another company in the industry who does what we do, the way we do it!**



Our CLIQ Connected line of **intelligent lighting provides leading edge LED technology** with rated lifetimes exceeding 80,000 hours of operation. **Assembled locally at our UL and ETL-approved manufacturing facility in Dover, NH with a workforce of U.S. Veterans**, we are fortunate to be producing "best-in-class" lighting while providing employment opportunities to those who have served and protected our nation. Further, **all Affinity LED CLIQ Connected lighting products come with a 7-year warranty.** Our Warranty Statement is attached.

affinity led lighting

AMERICAN BUILT ★★★★★★★ ASSEMBLED WITH PRIDE ★ BY US VETERANS ★ IN DOVER, NEW HAMPSHIRE

We are your local New Hampshire Company, with products locally assembled and serviced just a few short miles from the Town of Candia.

We have successfully completed comprehensive turn-key building lighting projects across Maine, New Hampshire and Massachusetts. These include industrial spaces (production lines and warehouses), municipal buildings (fire departments, town halls, public works facilities and police stations) and commercial buildings (car dealerships, restaurants, hotels and retail stores). In 2019, **we were competitively selected by the SAU #461 (Rochester, NH) to upgrade nine school buildings to our line of American-built smart lighting, CLIQ Connected**. We have also been selected to convert four schools in SAU #11 (Dover, NH).

As demonstrated in this proposal, we understand the complexities of lighting conversions and specifically, your individual community's project. To ensure we meet or exceed your expectations, we have assembled a **"Partners of Choice" team of experts to fulfill our end-to-end turnkey commitment to you** as outlined in this response:

Installation & Maintenance

Our highly capable crews are experienced contractors having all requisite training, certifications, equipment, and insurance to safely perform the required operations of disconnection, fixture installation and reconnection. The installation service is included in our proposal at no additional cost to the Town.

Tax-Exempt Lease Purchase Financing

Affinity LED has partnered with Municipal Leasing Consultants (MLC) to help your community get the equipment and technology you need to continue providing the best possible services, in the most cost effective way. MLC has a track record of success and a strong commitment to helping American communities achieve their goals.

Recycling & Disposal

We are contracting with NER- New England Recycling **to provide safe, secure, certified disposal and recycling of waste materials**. This service is included in our proposal at no additional cost to the Town.

We are aligned and ready to add the "Most Important Partner" to our Team... the Town of Candia. We look forward to engaging with all of you on this important project.

Yours truly,

Steven R. Lieber
President & Founder, Affinity LED Light LLC

Mailing:
Affinity LED Light LLC
133 Islington Street
Portsmouth, NH 03801
Fax: 603-590-8897

Office & Warehouse & Assembly:
Affinity LED Lighting
1 Washington Street, Unit # 5121
Dover, NH 03820 Phone: 978-378-LED8

Steve Lieber
Principal Contact
cell: 603-828-8919
steve@affinityled.com

Cassidy Brennan
Project Developer
cell: 603-707-1607
cassidy@affinityled.com

affinity led lighting

AMERICAN BUILT ★★★★★★★ ASSEMBLED WITH PRIDE ★ BY US VETERANS ★ IN DOVER, NEW HAMPSHIRE

Affinity LED Light
Key Project Personnel

Steve Lieber
President & Principal
Mobile: 603-828-8919
steve@affinityled.com

Steve is the senior person responsible for overall success of the turnkey project. He directs internal personnel on various aspects required for execution of project. And ensures internal personnel and external resources are aligned on an operation schedule and task execution

Additional Staff Assigned

Cassidy Brennan
Project Developer

Cassidy Brennan's role as Project Developer is to be the initial point of contact for projects as well as, develop energy models and proposals, coordination with the utility, and communications and updates to customers and other team members.

Johnny Muy
Operations and Project Manager

Johnny Muy is our Operations/Project Manager and is responsible for LED streetlight and commercial project management lifecycle from acquisition through project install completion. He also oversees raw materials acquisition, production, quality control, and shipment readiness.

Angel Segarra
Project Lead

Angel Segarra's role as Project Lead in the company includes assisting the project manager in coordinating field operations between the project team and operations, managing materials required for projects, communicating with and scheduling subcontractors, and ensuring that projects follow projected timelines.

Assembly Team:

Michael Snay
Lead Technician & Production Manager Lead

Michael Snay (US Navy Veteran) is our Lead Technician and Production Supervisor, in charge of assigning tasks to our assembly team, keeping assembly on schedule, and making warranty repairs, as necessary.

The Assembly Team

All US Veterans

Finance Team:

Caroline Kinville
Director - Finance & Production Operations

Caroline Kinville is our Director of Finance & Operations and is responsible for contracts, insurance. She is the liaison between financers and our customers.

Sandra Massie
Accounting Manager

Sandra Massie is our Accounting Manager who manages billing.

affinit led lighting

AMERICAN BUILT

ASSEMBLED WITH PRIDE BY US VETERANS IN DOVER, NEW HAMPSHIRE

This bid price includes these services:

- A comprehensive audit of the existing infrastructure (interior and exterior)
- Utility and incentive paperwork
- Fixtures built to order in our Dover office / manufacturing facility
- Installation of new fixtures and disposal of legacy fixtures
- Responsible handling of all waste
- Programming of new Smart fixtures
- A contingency budget to prevent the need for a change order

affinit led lighting

AMERICAN BUILT ASSEMBLED WITH PRIDE BY US VETERANS IN DOVER, NEW HAMPSHIRE

Project Highlights

Product Summary

	Total Fixtures	Smart Fixtures	CL/Q IQ
Totals	110	84	76%

Project Financial Summary

	Project Cost	Estimated Incentive Award	Project Net	Estimated Annual Savings	Simple Payback (Yrs)
Totals	$27,281	(to be updated)	$27,281	($7,328)	3.72

Project Energy Profile

	Annual kWh Reduction	Reduction %	kWh Reduction Due to CLIQ	CLIQ Reduction %	Annual CO2 REDUCTION (LBS)
Totals	-32,119.85	-82%	-3,831.77	12%	-26.34

Please note that this project was updated from the original November 2021 proposal. Due to increased materials, labor, and shipping, we have raised the project price by about 11% .

Also, we are reaching out to Eversource about updated incentive and financing offers. However, with increasing electric rates, the 3.72 payoff will shrink even without incentive funding.

affinit led lighting

Project ROI

AMERICAN BUILT ASSEMBLED WITH PRIDE BY US VETERANS IN DOVER, NEW HAMPSHIRE

Below we compare the project investment with the estimated savings from our comprehensive energy & costing model.

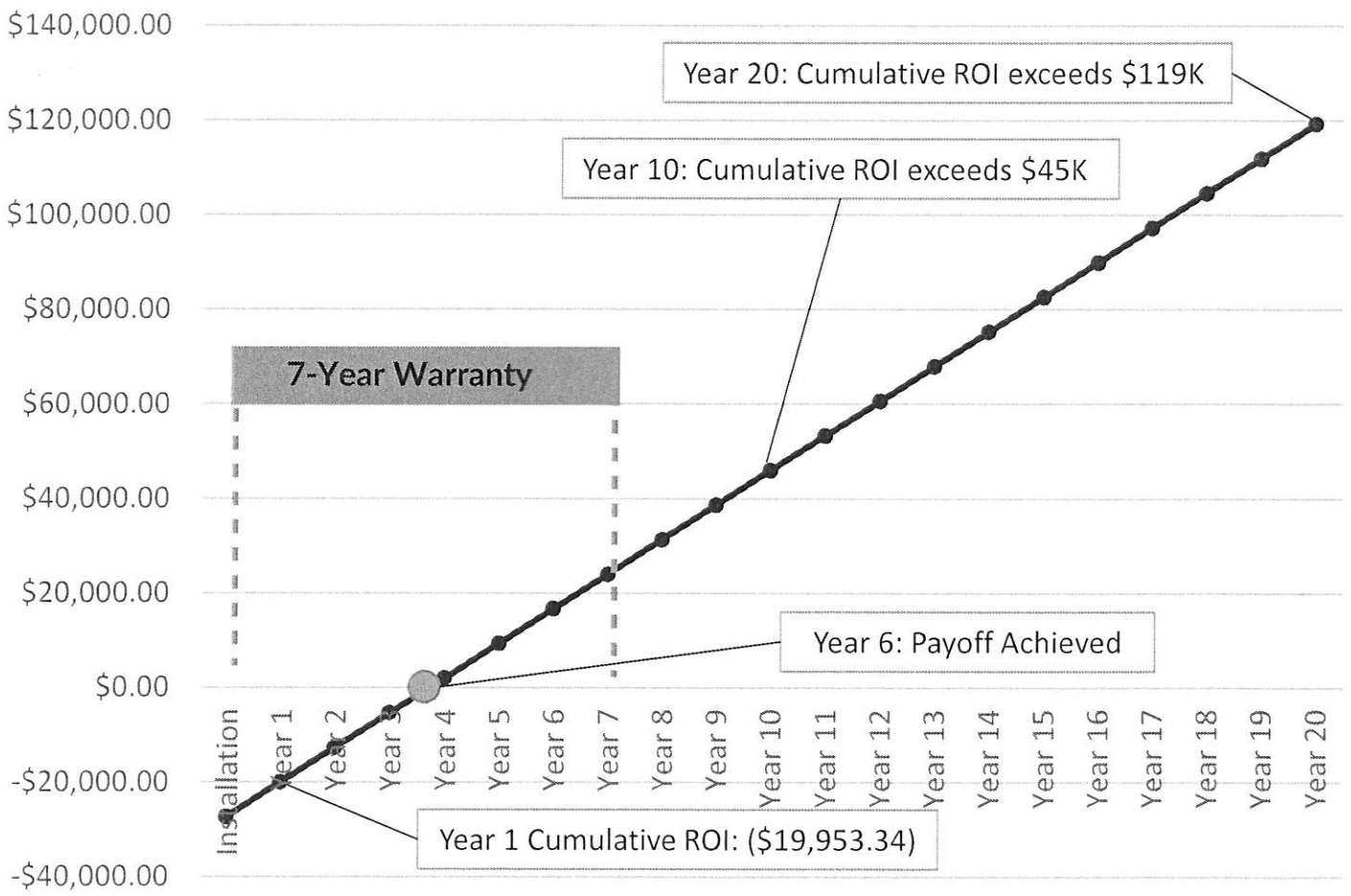
Here's what is represented:

- Eversource billing rates
- Hours of occupancy based on building hours
- Savings due to high-end trim, occupancy sensors and daylight harvesting

Here's what is **NOT** represented:

- Maintenance savings (no more ballast replacements or ladder time!)
- Energy savings due to manual dimming
- Energy costs will go up – therefore so will your savings!

Based on the current assumptions, **we expect the project will return over $119K** over the life of the LED fixtures!



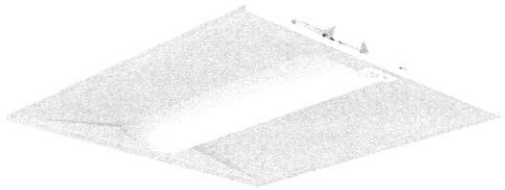
Product Spotlight

affinit led lighting

AMERICAN BUILT

ASSEMBLED WITH PRIDE BY US VETERANS IN DOVER, NEW HAMPSHIRE

Introducing CLIQ Connected Intelligent Lighting. CL*IQ* technology combines leading edge efficiency ambient lighting and intelligent programming solutions for any, office, hallway or workplace area.



Daylight harvesting

Lights automatically dim in response to natural light, which means letting the sun share the load – and extra savings on your utility bills.

Customization

Staff have more control over room conditions with Bluetooth controls and preprogrammed switches:

Each room can be dimmed to the exact preference of the staff for any situation.

In need of something more targeted? "Scenes" can be preprogramed into the switch so staff can press a button and have task lighting for presentations, projector usage, or any other workplace activity.

Occupancy sensors

Each light having a sensor means that areas that don't need more light are not getting as much power, saving you energy and money.

Built locally by US Veterans in our Dover, NH facility

2-year longer warranty

Most brands use the standard DLC 5-year product warranty. The CL*IQ* line has a **7-year product warranty.**

Cost of labor & maintenance

The utilization of Bluetooth controls means that there is less wiring, and **less time and cost** associated with installation and maintenance.

Higher Efficiency

More lumens per Watt ensures a more efficient product with a longer lifespan.

Programming

Concerned about the controls being complicated? We program all areas of the building to the staff preferences and offer continued training for the ease of all parties involved.

OUR PHILOSOPHY

doing well *and* doing good

are not mutually exclusive business goals

City of Rochester School Department

Mr. Kyle Repucci
Superintendent of Schools
e-mail: repucci.k@rochesterschools.com

Dr. Sandie MacDonald
Assistant Superintendent of Schools
e-mail: macdonald.s@rochesterschools.com

Mrs. Linda Bartlett
Business Administrator
e-mail: bartlett.l@rochesterschools.com

Mrs. Christiane Allison
Director of Student Services
e-mail: allison.c@rochesterschools.com

Office of the Superintendent
150 Wakefield Street
Suite #8
Rochester, NH 03867-1348
(603) 332-3678
FAX: (603) 335-7367

16SEP2020

To Whom It May Concern,

In 2018, Affinity LED was competitively selected by the Rochester School Board to perform a comprehensive LED lighting upgrade in all ten district schools which amounted to over 7,000 light fixtures – the largest lighting project in the state that year. We chose Affinity LED for their excellent reputation for both product quality (local assembly by U.S. Veterans) and delivering on their installation and service commitments, and they have not disappointed. Affinity LED took the time to demonstrate exactly how their new CLIQ Connected programmable lighting technology worked and how it would translate to the dollar savings they promised. These new smart lights provide each room with occupancy and daylight sensors as well as wireless control, and the overall improvements to lighting quality across our school district are evident.

Obviously, a project of this size and scope wasn't without surprises, but Affinity LED never failed to prove just how dedicated they were to ensure our complete satisfaction. They worked with us to choose the behavior of their smart lighting and sat down with any teacher or faculty member who had questions about how the new lights worked. After the project was completed, we never had any trouble getting in touch with Affinity for service requests. They made it easy to communicate questions or concerns and were always quick to respond with an answer or repair. The City has gone on to work with Affinity LED on other buildings, and we are proud to consider Affinity LED part of our community.

My Best Regards,

David G Totty
Director of Facilities
Rochester School District

affinity led lighting

AMERICAN BUILT ASSEMBLED WITH PRIDE BY US VETERANS IN DOVER, NEW HAMPSHIRE

Additional Testimonial and Reference

Berwick, ME
"Affinity Lighting was an easy group to work with and very professional. Projections on savings are being realized to date. Retrofitting all of our exterior and interior lighting was done in a timely fashion without any disruption of business. Berwick was very pleased with the results."

Steve Eldridge
Town Manager
Town of Berwick, ME
207-698-1101 ext. 111
townmanager@berwickmaine.org

Plaistow, NH
"Plaistow was one of the first municipalities in Unitil territory to convert streetlights to LED and there was much to be learned on both sides. Affinity was there every step of the process. They were key in reconciling our ledger for proper credit. The install was fast and efficient, and the end result is exactly what we had hoped for, better lighting, more night sky, less budget. Since the streetlight project went so well, Plaistow decided to have Affinity convert the interior lighting in Town Hall and then in our Public Safety Complex. Both installs went very smoothly and efficiently, and the follow-up customer service is outstanding. Our Town Hall is pretty old and historic. The Affinity products provide better lighting, while blending nicely with the feel of the building. Affinity has also made sure that Plaistow was aware of all financial incentives available and have assisted in the process of obtaining for them. Their service is truly "turn-key" and everyone at Affinity has been a pleasure to work with."

Dee Voss
Special Projects Coordinator
Town of Plaistow, NH
603-382-5200 X202
dvoss@plaistow.com

affinity led lighting

AMERICAN BUILT ★ ★ ★ ★ ★ ★ ★ ASSEMBLED WITH PRIDE ★ BY US VETERANS ★ IN DOVER, NEW HAMPSHIRE

Warranty Statement
Affinity LED Light LLC

CLIQ Connected Lighting -7 Year Limited Warranty Policy

This limited warranty is provided by Affinity LED Light LLC ("Seller") to the Town of Candia (" Purchaser"), as the original purchaser of the LED lighting products as identified on Seller's invoice reflecting its original purchase (the "Product"). Seller warrants that the Product, when delivered in new condition and in its original packaging, will be free of defects in material and workmanship for a period of SEVEN (7) YEARS from the date of original purchase. The determination of whether the Product is defective shall be made by the Seller, in its sole discretion, with consideration given to the overall performance of the Product. This limited warranty is void if the product is not used for the purpose for which it was designed.

A Product shall not be considered defective solely as a result of the failure of individual LED components to emit light if the number of inoperable components is 10% or less of the total number of LED components in the Product. If Seller determines the Product is defective, Seller will elect, in its sole discretion, to refund the purchase price of the Product, repair the Product, or replace the Product with a comparable product utilizing current technology at the time of replacement.

This limited warranty will not apply to loss or damage to the Product caused by: negligence; abuse; misuse; mishandling; improper installation, storage or maintenance; damage due to acts of God or nature; vandalism; civil disturbances; power surges; improper power supply; electrical current fluctuations; corrosive environment installations; unauthorized alteration/repair; accidents; failure to follow installation, operating, maintenance or environmental instructions prescribed by Seller or applicable electrical codes; or improper service of the Product performed by someone other than Seller or its authorized service provider.

This limited warranty includes field labor and service charges exclusively related to the repair or replacement of the Product determined defective, for a period of ONE (1) YEAR from the date of original purchase.

Seller will provide new products or parts in the warranty repair or replacement process, which will be warrantied for the remainder of the original warranty period. In order to make a warranty claim, Purchaser must notify Seller in writing within sixty (60) days after discovery of the defect and comply with Seller's other warranty requirements. Upon receiving that notice, Seller may require Purchaser to promptly return the Product to Seller, or its authorized service provider, freight prepaid. Before returning any product, a Returned Material Authorization should be obtained from the Seller, and the RMA # clearly marked on the return packaging. Failure to exercise the above RMA policy and procedures will void all warranty responsibilities on behalf of Affinity LED Light LLC.

The foregoing warranty provisions are exclusive and are given and accepted in lieu of any and all other warranties, whether expressed or implied, including without limitation any warranty against infringement and any implied warranties of merchantability or fitness for a particular purpose. In no event shall Seller be liable or incidental, compensatory, consequential, indirect, special, or other damages. Seller's aggregate liability with respect to a defective product shall in any event be limited to the monies paid to Seller for that defective product. This warranty is effective for purchases of Products on or after the effective date set forth below. Seller reserves the right to modify this warranty from time to time. Any modification of this warranty shall be effective for all orders placed with Seller on or after the effective date of such revised warranty.

Effective Date: Upon Contract / Invoice Date

affinity
led lighting

AMERICAN BUILT
ASSEMBLED WITH PRIDE BY US VETERANS IN DOVER, NEW HAMPSHIRE

Warranty Statement
Affinity LED Light LLC

LED Lighting -5 Year Limited Warranty Policy

This limited warranty is provided by Affinity LED Light LLC ("Seller") to the Town of Candia (" Purchaser"), as the original purchaser of the LED lighting products as identified on Seller's invoice reflecting its original purchase (the "Product"). Seller warrants that the Product, when delivered in new condition and in its original packaging, will be free of defects in material and workmanship for a period of FIVE (5) YEARS from the date of original purchase. The determination of whether the Product is defective shall be made by the Seller, in its sole discretion, with consideration given to the overall performance of the Product. This limited warranty is void if the product is not used for the purpose for which it was designed.

A Product shall not be considered defective solely as a result of the failure of individual LED components to emit light if the number of inoperable components is 10% or less of the total number of LED components in the Product. If Seller determines the Product is defective, Seller will elect, in its sole discretion, to refund the purchase price of the Product, repair the Product, or replace the Product with a comparable product utilizing current technology at the time of replacement.

This limited warranty will not apply to loss or damage to the Product caused by: negligence; abuse; misuse; mishandling; improper installation, storage or maintenance; damage due to acts of God or nature; vandalism; civil disturbances; power surges; improper power supply; electrical current fluctuations; corrosive environment installations; unauthorized alteration/repair; accidents; failure to follow installation, operating, maintenance or environmental instructions prescribed by Seller or applicable electrical codes; or improper service of the Product performed by someone other than Seller or its authorized service provider.

This limited warranty includes field labor and service charges exclusively related to the repair or replacement of the Product determined defective, for a period of ONE (1) YEAR from the date of original purchase.

Seller will provide new products or parts in the warranty repair or replacement process, which will be warrantied for the remainder of the original warranty period. In order to make a warranty claim, Purchaser must notify Seller in writing within sixty (60) days after discovery of the defect and comply with Seller's other warranty requirements. Upon receiving that notice, Seller may require Purchaser to promptly return the Product to Seller, or its authorized service provider, freight prepaid. Before returning any product, a Returned Material Authorization should be obtained from the Seller, and the RMA # clearly marked on the return packaging. Failure to exercise the above RMA policy and procedures will void all warranty responsibilities on behalf of Affinity LED Light LLC.

The foregoing warranty provisions are exclusive and are given and accepted in lieu of any and all other warranties, whether expressed or implied, including without limitation any warranty against infringement and any implied warranties of merchantability or fitness for a particular purpose. In no event shall Seller be liable or incidental, compensatory, consequential, indirect, special, or other damages. Seller's aggregate liability with respect to a defective product shall in any event be limited to the monies paid to Seller for that defective product. This warranty is effective for purchases of Products on or after the effective date set forth below. Seller reserves the right to modify this warranty from time to time. Any modification of this warranty shall be effective for all orders placed with Seller on or after the effective date of such revised warranty.

Effective Date: Upon Contract / Invoice Date

affinit led lighting

AMERICAN BUILT ★★★★★★★ ASSEMBLED WITH PRIDE ★ BY US VETERANS ★ IN DOVER, NEW HAMPSHIRE

Warranty Statement
Affinity LED Light LLC

Street & Area Lighting - 10 Year Limited Warranty Policy

This limited warranty is provided by Affinity LED Light LLC ("Seller") to the Town of Candia (" Purchaser"), as the original purchaser of the LED streetlighting products as identified on Seller's invoice reflecting its original purchase (the "Product"). Seller warrants that the Product, when delivered in new condition and in its original packaging, will be free of defects in material and workmanship for a period of TEN (10) YEARS from the date of original purchase. The determination of whether the Product is defective shall be made by the Seller, in its sole discretion, with consideration given to the overall performance of the Product. This limited warranty is void if the product is not used for the purpose for which it was designed.

A Product shall not be considered defective solely as a result of the failure of individual LED components to emit light if the number of inoperable components is 10% or less of the total number of LED components in the Product. If Seller determines the Product is defective, Seller will elect, in its sole discretion, to refund the purchase price of the Product, repair the Product, or replace the Product with a comparable product utilizing current technology at the time of replacement.

This limited warranty will not apply to loss or damage to the Product caused by: negligence; abuse; misuse; mishandling; improper installation, storage or maintenance; damage due to acts of God or nature; vandalism; civil disturbances; power surges; improper power supply; electrical current fluctuations; corrosive environment installations; unauthorized alteration/repair; accidents; failure to follow installation, operating, maintenance or environmental instructions prescribed by Seller or applicable electrical codes; or improper service of the Product performed by someone other than Seller or its authorized service provider.

This limited warranty includes field labor and service charges exclusively related to the repair or replacement of the Product determined defective, for a period of ONE (1) YEAR from the date of original purchase.

Seller will provide new products or parts in the warranty repair or replacement process, which will be warrantied for the remainder of the original warranty period. In order to make a warranty claim, Purchaser must notify Seller in writing within sixty (60) days after discovery of the defect and comply with Seller's other warranty requirements. Upon receiving that notice, Seller may require Purchaser to promptly return the Product to Seller, or its authorized service provider, freight prepaid. Before returning any product, a Returned Material Authorization should be obtained from the Seller, and the RMA # clearly marked on the return packaging. Failure to exercise the above RMA policy and procedures will void all warranty responsibilities on behalf of Affinity LED Light LLC.

The foregoing warranty provisions are exclusive and are given and accepted in lieu of any and all other warranties, whether expressed or implied, including without limitation any warranty against infringement and any implied warranties of merchantability or fitness for a particular purpose. In no event shall Seller be liable or incidental, compensatory, consequential, indirect, special, or other damages. Seller's aggregate liability with respect to a defective product shall in any event be limited to the monies paid to Seller for that defective product. This warranty is effective for purchases of Products on or after the effective date set forth below. Seller reserves the right to modify this warranty from time to time. Any modification of this warranty shall be effective for all orders placed with Seller on or after the effective date of such revised warranty.

Effective Date: Upon Contract / Invoice Date