

## B. Community Background

The communities of Hanover and Lebanon are located in the Upper Valley region of New Hampshire. The communities border the state of Vermont along the Connecticut River and are accessible by Interstate Highway 89. Both communities offer residents an excellent quality of life as demonstrated by an increasing population. The area is home to world renowned colleges, universities, hospitals and manufacturers. The communities have some of the lowest unemployment rates in the region along with job growth projections that exceed the national averages. Both communities have strong environmental convictions that the Company believes will make natural gas an attractive alternative to competing fuels currently available in the region. For a complete demographic profile of these communities please refer to Appendix III-1 and Appendix III-2.

## C. Outreach and Community Contacts

Liberty Utilities began the community outreach process by meeting with City and Town officials to brief them of our plans to serve the communities, the location of the planned fuel storage facility, the impact to their communities during the construction, the benefits of natural gas and the Company's desire to work with them throughout the process. This outreach began in August of 2015. An initial meeting with the City of Lebanon took place on August 26, 2015 and included public safety officials, the Planning Department as well as the City Manager. Liberty Utilities followed up the initial meetings with a public presentation for members of both communities and public officials. The event was held on September 29<sup>th</sup> at the Lebanon Opera House. Speakers for Liberty Utilities included:

- **David Swain** - President Liberty Utilities – NH
- **Michael Licata** - Director, Government and Community Relations
- **William Clark** – Director, Business Development
- **Ian Crabtree** - Senior Engineer
- **Lisa DeGregory** - Manager, Sales and Marketing

The presentation focused on who Liberty Utilities is as a company along with our corporate parent, Algonquin Power and Utilities Corporation, the benefits of natural gas, the storage site selection process, how and where the distribution system will be installed, safety, energy efficiency and the sales process. For a complete copy of the Power Point presentation please refer to Appendix III-3. There were approximately 55 attendees present and the Company received many questions from the audience. Questions ranged