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Gain Peace of Mind. STOP:

- 1 Prepaying for fuel to heat your home.
- 2 Scheduling fuel deliveries.
- 3 Running out of heating fuel.
- 4 Wasting space used for fuel storage.

Use Natural Gas.



CHOOSE LIBERTY. CHOOSE NATURAL GAS



Liberty Utilities®

www.libertyutilities.com

135



130 Elm Street
Manchester NH 03101

- 1 A free natural gas connection requires an inspection by Liberty Utilities because certain conditions may require additional fees, such as ledge services over 100 feet, bridge and railroad crossings, permit restrictions, and unusual landscaping. The customer will be responsible for the entire cost of the service if it is not in active use within 9 months installation. The natural gas service must be used as the primary heating source. Liberty Utilities is not responsible for oil tank removal and/or disposal. This offer is only valid for residential customers within Liberty Utilities' existing NH service areas, and does not apply to future construction, commercial, or industrial accounts. Some conditions apply, including terms of Liberty Utilities' tariff.
- 2 Eligibility for energy efficiency rebates will be determined separately and consistent with the requirements for Liberty Utilities' approved energy efficiency programs. Participation in this limited time offer does not guarantee that a customer will be eligible for or receive an energy efficiency rebate.
- 3 Liberty Utilities is not responsible for estimates provided to customers from preferred contractors. Estimates may vary between contractors.
- 4 Interest rates vary with type of equipment purchased. Participation in this limited time offer does not guarantee that a customer will be eligible for or receive reduced rate financing. Reduced rate financing can not be used in conjunction with Gas Networks Rebates.
- 5 Springer, Shira. "Will Green Improvements Boost Your Home's Value?" The Boston Globe. 24 July 2015.

Heating Season is Right Around the Corner!

The kids are back in school, summer vacations are over, and now it is time to start gearing up for the winter. Whether you are looking to reduce utility bills, add ambiance, or gain convenience, natural gas is the right fuel choice for you!

- Natural gas is always there when you need it.
- No more shoveling around oil fills or propane tanks to receive fuel deliveries.
- Keep your home as warm as you want without worrying about running out of fuel or paying high utility bills. Go ahead, Crank up the heat and

GET COZY!



☑ DID YOU KNOW...?

On average, the resale value of a home heated with natural gas is **\$11 higher** per square foot than a home heated with oil.⁵

Natural Gas is the Natural Choice

- ☑ A **\$4,200** natural gas service line installation **FREE OF CHARGE!**¹
- ☑ **REBATES** for energy efficient equipment up to **\$2,300** while funds last.²
- ☑ **FREE**, no obligation, in home estimate by one of our preferred contractors.³
- ☑ **REDUCED RATE** financing available.⁴

Contact your Liberty Utilities Account Manager **TODAY** to learn more about an exclusive offer that is only available until **DECEMBER 31, 2016**



CALL: 800-833-4200 (opt 5)

EMAIL: nhsalesmarketing@libertyutilities.com

VISIT: www.libertyutilities.com

Smart Business Decisions Start with Natural Gas

Docket No. DG 16-XXX
Appendix II-5
Page 1 of 2



Clean, safe, and affordable natural gas is the smart choice when it comes to operating your business.



By switching to natural gas, companies can realize significant savings per year on fuel.



Natural gas is piped directly into your building, eliminating the need to monitor fuel levels and schedule deliveries.



Burning natural gas in the place of other fossil fuels emits fewer harmful chemicals into the atmosphere.



With most production occurring domestically, the natural gas industry helps to produce new US jobs.



Liberty Utilities®

Liberty Utilities®

130 Elm St
Manchester, NH 03101

HERE FOR YOU. HERE FOR YOUR BUSINESS.

Recognizing that no two businesses are alike, we provide commercial and industrial customers with an experienced account manager to help meet the distinct needs of each company. From switching over to natural gas, to maximizing equipment efficiency, your account manager is there to help.

OTHER SERVICES OFFERED

- On site construction meetings
- Personalized fuel consumption analysis
- Competitive price options
- Excellent customer service

Did You Know?

Docket No. DG 16-XXX

Appendix II-5

Page 2 of 2

44% of the natural gas used in the United States is consumed by the commercial and industrial markets.[†]

[†] naturalgas.org

CONTACT US TODAY

**to find out how natural gas
can improve your bottom line.**

CALL: 1.800.833.4200 (option 5)

EMAIL: nhsalesmarketing@libertyutilities.com

VISIT: www.libertyutilities.com

«Date»

**«Owner_First_Name_» «Owner_Last_Name_»
«House_» «Street_Name_» «Street_Suffix» «Unit_Type» «Unit_Number_»
«City_Town», «State_» «Zip_Code»**

Dear «Owner_First_Name_»,

I am a «Liberty_Employee_Title_» with Liberty Utilities, and I am writing to inquire if you would be interested in taking advantage of natural gas if it was available to you? As a growing company, we are always looking for opportunities to extend our natural gas distribution system, and I believe your neighborhood is a prime candidate. While I cannot guarantee your neighborhood will be selected, high participation rates can increase your chances.

I have included some information on natural gas, as well as my contact information. Should you be interested, please contact me as soon as possible. I'd welcome the opportunity to walk you through the process, and help you determine if natural gas is the right choice for you.

Sincerely,

**«Liberty_Employee_Name_», «Liberty_Employee_Title_»
«Liberty_Employee_Phone_Number_»
«Liberty_Employee_Email»**

«Date»

«Owner_First_Name_» «Owner_Last_Name_»
«Number» «Street_Name_» «Suffix_» «Unit_Type» «Unit_Number»
«Town_», «State» «Zip_Code_»

Dear «Owner_First_Name_»,

I am a «Liberty_Employee_Title_» with Liberty Utilities, and I am writing to inquire if you would be interested in taking advantage of natural gas if it was available to you? I am currently working in conjunction with the town of <<Town_Name>> to extend our natural gas distribution system down <<Street_Name>> and am trying to gauge the interest level of surrounding businesses. While I cannot guarantee your neighborhood will be selected, high participation rates can increase your chances.

I have included a printout with some information on natural gas and current pricing of different fuel types. Should you be interested in bringing natural gas to<<Business_Name>>, please contact me as soon as possible. I'd welcome the opportunity to walk you through the process, and help you determine if natural gas is the right choice for your business.

Sincerely,

«Liberty_Employee_Name_», «Liberty_Employee_Title_»
«Liberty_Employee_Phone_Number_»
«Liberty_Employee_Email»

What Will You Use Natural Gas For?

Docket No. DG 16-XXX
Appendix II-8
Page 1 of 2



Natural gas can be used in a variety of ways.

INSIDE

- Heating
- Cooling
- Cooking
- Clothes Drying
- Indoor Fireplaces

OUTSIDE

- Pool Heaters
- Grills
- Backup Generators
- Outdoor Fireplaces

Did You Know...?

Over half of the homes in the United States use natural gas for heating, cooling, and cooking.[†]



Liberty Utilities®

Bring Comfort Home



Liberty Utilities®

New Hampshire Regional Sales
130 Elm Street
Manchester, NH 03101



- **FREE** natural gas connection to your home.*
- **LOW** interest financing available to qualifying homeowners.**

CONTACT US TODAY!
1.800.833.4200

OPTION 5

www.libertyutilities.com

Docket No. DG 16-XXX
Appendix II-8
Page 2 of 2

† "Natural Gas and Its Uses." American Petroleum Institute. Web. June 2015.
<http://www.api.org/oil-and-natural-gas-overview/exploration-and-production/natural-gas/natural-gas-uses>

* Liberty Utilities must inspect the site prior to confirming the customer's eligibility for a free natural gas connection. Road and/or site conditions, including but not limited to new streets, excessive ledge, services over 100 feet, bridge and railroad crossings, permit restrictions and unusual landscaping may require additional fees. Customer warrants that if the natural gas service is not in active use within 9 months of the date of installation, Customer will be responsible for entire cost of the service. Customer warrants that this natural gas service is intended to be used as the primary heating source. Liberty Utilities will not be responsible for the cost of oil tank removal and/or disposal. Offer is only valid for residential customers within Liberty Utilities' existing service areas in New Hampshire, and does not apply to future construction, commercial accounts, or industrial accounts. Certain conditions apply, including any and all terms of the Liberty Utilities' tariff.

** Special low interest financing may be available to homeowners who chose to install energy efficient heating equipment. Liberty Utilities does not guarantee that a customer will be eligible for or receive special low interest financing.



Be One of the First 200 Customers to Sign Up for a Natural Gas Service Line & Receive a \$200 Prepaid Visa Gift Card!

Docket No. DG 16-XXX
Appendix II-9



Regarding Property: <<**Street Number**>> <<**Street Name**>> <<**Street Extension**>>

<<**First Name**>>,

Did you get the mailer we sent you?

Switching to natural gas for home heating means you can:

STOP

- Prepaying for fuel before you use it
- Having to schedule deliveries
- Worrying about running out of fuel

Gain peace of mind. [CLICK HERE](#) to contact us for more information.

The first 200 homeowners who sign up for a new natural gas service line starting March 9, 2015 are eligible to receive a \$200 prepaid Visa gift card!



Please download
the promotional brochure for all
rules and regulations.

[CLICK HERE](#)

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Regional Sales, All rights reserved.

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Liberty Utilities

Bring Comfort Home

1-800-833-4200

Opt.#5

143



«Date»

«Owner_First_Name_» «Owner_Last_Name_»
«House_» «Street_Name_» «Street_Suffix» «Unit_Type» «Unit_»
«City_Town», «State_» «Zip_Code»

Dear «Owner_First_Name_»,

I am a «Liberty_Employee_Title_» with Liberty Utilities, and I am writing to inform you that we will be on your street in the near future to install a new gas service line for one of your neighbors.

If you are not currently a natural gas customer, now is the ideal time to consider it.

- We already plan to have a work crew on your street in the near future.
- Barring any unforeseen circumstances (ledge removal, steep grades, etc.), we can install a natural gas service line to your home for free (first 100 feet).

I'd welcome the opportunity to walk you through the process, and help you determine if it makes sense for you to convert to clean and affordable natural gas.

Sincerely,

«Liberty_Employee_Name_», «Liberty_Employee_Title_»
«Liberty_Employee_Phone_Number_»
«Liberty_Employee_Email»

Kindly reference: "Neighbor Letter" when you contact me.



Improve Your Bottom Line *NATURALLY.*



Liberty Utilities is the largest regulated natural gas distribution company in NH. With a local approach to management and support, we deliver dependable services to meet the needs of our customers. We provide a superior customer experience to our 89,000 residential and business customers through walk-in customer centers, energy efficiency initiatives, and programs for businesses and residential customers.

HERE FOR YOU. HERE FOR YOUR BUSINESS.

Recognizing that no two businesses are alike, we provide commercial and industrial customers with an experienced account manager to help meet the distinct needs of each company. From switching over to natural gas to maximizing its efficiency, your account manager is there to help.

OTHER SERVICES OFFERED

- On site construction meetings
- Personalized fuel consumption analysis
- Competitive price options

WHY NATURAL GAS?



Cost Effective



Convenient



Economical Input



Versatile



Environmentally Friendly

Contact us today to find out
how **natural gas** can improve
your bottom line!

1-800-833-4200 (OPT 5)

nhsalesmarketing@libertyutilities.com

www.libertyutilities.com



Choose Liberty Choose Natural Gas

Looking for a safe, efficient, and cost effective way to fuel your home? Look no further than right outside your front door! Choose the convenience of natural gas, then sit back, relax, and enjoy.



RELIABLE :

Piped directly to your home, natural gas is always there when you need it. Enjoy the freedom of never worrying about fuel deliveries.



CLEAN :

Natural gas is the cleanest burning fossil fuel, making it the responsible choice for your family and the environment.



ECONOMICAL :

Natural gas is the most economical fuel source available.

Current Heating Fuel Values - Updated October 18, 2016

Fuel Type	Price/Unit	Heat Content Per BTU	Price Per Million BTU
Fuel Oil (#2)	\$2.06/gallon	138,690	\$14.82
Propane	\$2.94/gallon	91,333	\$32.15
Electricity	\$0.16/kwh	3,412	\$47.76
Natural Gas (1st Tier)	\$0.87/therm	100,000	\$8.71
Natural Gas (2nd Tier)	\$0.81/therm	100,000	\$8.11

Office of Energy and Planning, October 24, 2016.



VERSATILE :

Natural gas can be used for heating, water heating, cooking, and a host of other uses.



DOMESTIC :

Domestic production of natural gas means new jobs, a positive economical impact, and energy independence.

Easy as 1,2,3.

We want to make the process of bringing natural gas to your home as simple as possible. From marking underground utilities to installing your gas meter, we make the process easy. All you need to do is follow these three steps ;

1. Complete an application for service with your Sales Representative.
2. Contact a licensed contractor for a free, no obligation conversion cost estimate.
3. Sit back and relax! We will call you with a service installation date.

.....
CONTACT US TODAY TO GET STARTED!



Liberty Utilities

CALL: 800-833-4200 (opt 5)

EMAIL: nhsalesmarketing@libertyutilities.com

VISIT: www.libertyutilities.com

Did You Know...?

Converting your home to natural gas can increase its value. In a study done by the Boston Globe, it was found that natural-gas homes command \$11 more per square foot than homes that heat with oil.



Whats In It For You?

- ✓ A **\$4,200** service line installation **FREE OF CHARGE***
- ✓ Rebates for energy efficient equipment up to **\$2,300** while funds last*
- ✓ **2% FINANCING** for natural gas energy efficiency improvements*

* Conditions Apply. Call to speak with an Account Manager for more details.

www.libertyutilities.com

Choose Liberty. Choose Natural Gas.

CLEAN, SAFE, AND AFFORDABLE **NATURAL GAS** IS AVAILABLE TO YOU

Our records indicate that this property is not currently served by natural gas. For more information, or to speak to your account manager about converting to natural gas, please contact us.



1.800.833.4200 (OPTION 5)



nhsalesmarketing@libertyutilities.com



www.libertyutilities.com



Liberty Utilities[®]

WHY NATURAL GAS?



LOW COST :

Historically, natural gas has been more economical than propane and oil.



CONVENIENCE :

Natural gas is piped directly to your home or business, eliminating the need for deliveries and on site storage.



ENVIRONMENT :

Utilizing natural gas results in lower emissions when compared to other fossil fuels.



ECONOMY :

Domestic production of natural gas means new jobs and a positive economical impact.



VERSATILITY :

Natural gas can be used for heating, water heating, cooking, manufacturing, and a host of other uses.

July 27, 2015

Dear Property Owner,

Liberty Utilities is pleased to announce that it has filed to request permission from the New Hampshire Public Utilities Commission to provide natural gas to your community in the near future. Liberty Utilities distributes natural gas to 89,000 residential and business customers throughout the state.* By gauging the interest level of residents in the town of <<**TOWN**>>, we will be able to determine the best options for providing your community with natural gas, as well as its benefits to you.

One of the best decisions you can make for your home is to switch to natural gas from your local energy supplier. Liberty Utilities' natural gas delivery offers the most convenience available, as it is piped directly to your home eliminating the need to prepay for fuel or schedule deliveries. Natural gas is also extremely economical in comparison to oil and propane, and has helped many homeowners realize significant savings.

Liberty Utilities' commitment to being a local, caring, and responsible utility has enabled us to provide first class customer service through customer walk-in centers, energy efficiency initiatives, and other community focused programs. We measure our performance in terms of service reliability, and an enjoyable customer experience, and we look forward to being your natural gas provider.

For more information, or to relay your interest, please call us at **603-782-2335** or **603-782-2329**.

Sincerely,
Liberty Utilities

* In addition to natural gas, Liberty Utilities is also the electric provider of 44,000 residential and commercial customers throughout New Hampshire, including the towns of Lebanon and Hanover.



July 27, 2015

Dear Property Owner,

Liberty Utilities is pleased to announce that it has filed to request permission from the New Hampshire Public Utilities Commission to provide natural gas to your community in the near future. Liberty Utilities distributes natural gas to 89,000 residential and business customers throughout the state.* By gauging the interest level of business owners in the town of <<TOWN>>, we will be able to determine the best options for providing your community with natural gas, as well as its benefits to you.

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WORKING TO BRING COMFORT TO YOUR COMMUNITY

Liberty Utilities is pleased to announce we have filed a request with the New Hampshire Public Utilities Commission seeking permission to provide the Town of Hanover and the City of Lebanon with natural gas.

Our employees' proven success in operating New Hampshire's largest natural gas utility over the past 40 years demonstrates our financial, managerial and technical ability to deliver quality utility service to customers in the Hanover/Lebanon area.

To relay your interest, or for additional information, please contact us at :
603-782-2329 OR **603-782-2335**.

www.libertyutilities.com

JOIN US

Liberty Utilities will be holding an informational session on our proposal to serve Hanover and Lebanon with natural gas.

WHO: Anyone interested in learning about the project

WHEN: September 29 from 6:00 PM to 8:00 PM

WHERE: The Lebanon Opera House

WE LOOK FORWARD TO SEEING YOU



WORKING TO BRING NATURAL GAS TO **HANOVER** AND **LEBANON**

Liberty Utilities is pleased to announce we have filed a request with the New Hampshire Public Utilities Commission seeking permission to provide the Town of Hanover and the City of Lebanon with natural gas.

Our goal is to provide safe, reliable and cost effective energy services to meet the current and future needs of your communities.



WHO WE ARE

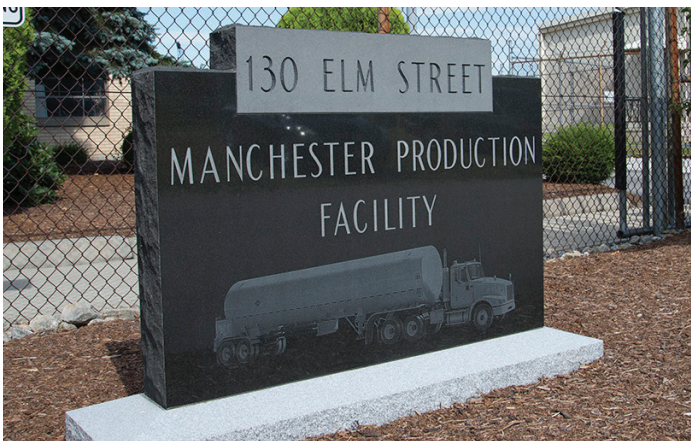
Liberty Utilities is a regulated water, natural gas and electric distribution utility located in 10 states throughout the United States. We deliver responsive and reliable services to nearly 500,000 residential and commercial customers, 133,000 of which are located right here in New Hampshire. Our experienced, local employees are committed to our customers and increasing the availability of natural gas.



A PROVEN TRACK RECORD



Liberty Utilities currently has three Liquefied Natural Gas (LNG) facilities located in Tilton, Manchester, and Concord that have been operating successfully for decades. The employees running these facilities have an average of over 15 years of experience. If Liberty is permitted to bring natural gas into Hanover and Lebanon, a similar system will be constructed and run by the same experienced group of individuals.



Our employees' proven success in operating New Hampshire's largest natural gas utility over the past 40 years demonstrates our financial, managerial and technical ability to deliver quality utility service to customers in the Hanover/Lebanon area.

LEBANON/HANOVER EXPANSION

A key component of Liberty's growth strategy is focused on getting natural gas to areas that currently have no access to existing pipelines. To achieve that goal, we intend to engineer, procure and construct LNG (liquefied natural gas) and CNG (compressed natural gas) storage facilities in an appropriate location. By procuring and delivering LNG and/or CNG to the facility, Liberty will be able to serve residential and commercial customers of both communities with natural gas.



Q: How will natural gas reach my home/business without access to a pipeline?

If granted permission by the NHPUC, Liberty Utilities will construct a natural gas storage facility and an underground local distribution network that will deliver natural gas right to your home or business.

Q: Who is paying for this?

This expansion project would be **100% funded** by Liberty Utilities. Business and home owners would not see an increase in their taxes or their electric bills as a result of us supplying these areas with natural gas.

Q: When will natural gas become available to me?

Our goal is to serve residential, commercial and industrial customers in both communities. The initial phase of the project will reach large commercial customers and any residential neighborhoods nearby. Natural gas could become available to these customers as early as the Fall of 2016. The second phase will focus on branching out the distribution network to more residential neighborhoods. Select homes may be able to connect to natural gas as early as 2017.

Q: What will the rates be?

Rates, charges, and terms of service for the Hanover/Lebanon division will be similar to rates currently in place for Liberty Customers in New Hampshire. The only difference will be in the "Cost of Gas" portion of the bill, which will include the cost to procure and deliver LNG/CNG to our storage facility.

Q: Is natural gas safe?

Yes. There are over 2.1 million miles of pipelines in the US safely and reliably delivering natural gas. The industry spends over \$6 billion annually on maintenance, replacement, upgrades, inspections and training.

WHY NATURAL GAS?



LOW COST :

Historically, natural gas has been more economical than propane and oil.



CONVENIENCE :

Natural gas is piped directly to your home or business, eliminating the need for deliveries and on-site storage.



ENVIRONMENT :

Utilizing natural gas results in lower emissions when compared to other fossil fuels.



ECONOMY :

Domestic production of natural gas means new jobs and a positive economical impact.



VERSATILITY :

Natural gas can be used for heating, water heating, cooking, manufacturing, and a host of other uses.



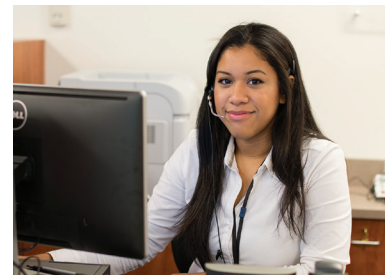
WHY LIBERTY UTILITIES?



LOCAL



RESPONSIVE



WE CARE

Electric Customer Service : **1-800-375-7413**

Natural Gas Sales Department : **603-782-2329** OR **603-782-2335**

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Docket No. DG 16-xxx
DCF for Hanover & Lebanon **Phase 1**

Rate Base model	CapEx				
Distr bution Piping (direct cost)	\$ 2,699,137.00			Return	55%
Total	\$ 2,699,137.00			Debt	45%
Required Return (pre tax)	10.15%				
NPV (Delta yrs 1-10, discount rate 10.15%)	\$1,967,886.97				8.13%
					10.15%
Vehicles (trucks)	\$275,000.00				
Vehicle Revenue Requirement (\$275K, 10.15%, 5 years)	(\$45,043.78)				

	MACRS Rates	MACRS Table	Book Depr (40 yrs/2.5%)	Delta	Tax Rate	DIT	ADIT	Rate Base	Return Required	Property Tax 2.1%	Insurance ¹ 0.22%	O&M 3% inflation	Revenue Requirement for Vehicles (\$275K, 10.15%, 5yrs)	Revenue Requirement	Distr bution Revenues	Delta
								2,699,137								
1	5	134,957	67,478	(67,478)	34%	(22,943)	(22,943)	2,608,716	\$269,374	\$56,682	\$5,938	\$ 248,000	\$45,044	\$692,516	\$ 976,281.00	\$283,765.28
2	9.5	256,418	67,478	(188,940)	34%	(64,239)	(87,182)	2,476,998	\$258,100	\$54,783	\$5,938	\$ 255,440	\$45,044	\$686,783	\$ 976,281.00	\$289,497.68
3	8.55	230,776	67,478	(163,298)	34%	(55,521)	(142,703)	2,353,998	\$245,173	\$52,017	\$5,938	\$ 263,103	\$45,044	\$678,754	\$ 976,281.00	\$297,527.47
4	7.7	207,834	67,478	(140,355)	34%	(47,721)	(190,424)	2,238,799	\$233,084	\$49,434	\$5,938	\$ 270,996	\$45,044	\$671,975	\$ 976,281.00	\$304,305.96
5	6.93	187,050	67,478	(119,572)	34%	(40,654)	(231,079)	2,130,666	\$221,750	\$47,015	\$5,938	\$ 279,126	\$45,044	\$666,352	\$ 976,281.00	\$309,929.35
6	6.23	168,156	67,478	(100,678)	34%	(34,230)	(265,309)	2,028,957	\$211,101	\$44,744	\$5,938	\$ 287,500		\$616,761	\$ 976,281.00	\$359,519.60
7	5.9	159,249	67,478	(91,771)	34%	(31,202)	(296,511)	1,930,277	\$200,931	\$42,608	\$5,938	\$ 296,125		\$613,081	\$ 976,281.00	\$363,200.25
8	5.9	159,249	67,478	(91,771)	34%	(31,202)	(327,713)	1,831,597	\$190,915	\$40,536	\$5,938	\$ 305,009		\$609,876	\$ 976,281.00	\$366,404.85
9	5.91	159,519	67,478	(92,041)	34%	(31,294)	(359,007)	1,732,824	\$180,894	\$38,464	\$5,938	\$ 314,159		\$606,933	\$ 976,281.00	\$369,347.60
10	5.9	159,249	67,478	(91,771)	34%	(31,202)	(390,209)	1,634,144	\$170,874	\$36,389	\$5,938	\$ 323,584		\$604,263	\$ 976,281.00	\$372,017.77

O&M \$ 248,000.00

Annual	
Distr bution Revenues	
R-3	
G41	
G42	
Pike	
total	\$ 976,281.00

See Construction Estimate for details

¹Insurance for value of distribution piping

Docket No. DG 16-xxx
DCF for Hanover & Lebanon **Phase 2 Incremental**

Rate Base model

Distribution Piping (direct cost)
Total
Required Return (pre tax)
NPV (Delta yrs 1-10, discount rate 10.15%)

CapEx

\$ 2,443,148.00
\$ 2,443,148.00
10.15%
\$4,537,787.37

Return
Debt
55%
45%
9.75%
4.50%
14.77%
4.50%
8.13%
2.03%
10.15%

	MACRS Rates	MACRS Table	Book Depr (40 yrs/2.5%)	Delta	Tax Rate	DIT	ADIT	Rate Base	Return Required	Property Tax 2.1%	Insurance ¹ 0.22%	Revenue Requirement	Distribu ion Revenues	Delta
								2,443,148						
1	5	122,157	61,079	(61,079)	34%	(20,767)	(20,767)	2,361,303	\$243,826	\$51,306	\$5,375	\$361,586	\$ 1,058,576.00	\$696,990.40
2	9.5	232,099	61,079	(171,020)	34%	(58,147)	(78,914)	2,242,077	\$233,622	\$49,587	\$5,375	\$349,662	\$ 1,058,576.00	\$708,913.51
3	8.55	208,889	61,079	(147,810)	34%	(50,256)	(129,169)	2,130,743	\$221,921	\$47,084	\$5,375	\$335,458	\$ 1,058,576.00	\$723,118.17
4	7.7	188,122	61,079	(127,044)	34%	(43,195)	(172,364)	2,026,469	\$210,978	\$44,746	\$5,375	\$322,178	\$ 1,058,576.00	\$736,398.28
5	6.93	169,310	61,079	(108,231)	34%	(36,799)	(209,163)	1,928,592	\$200,719	\$42,556	\$5,375	\$309,729	\$ 1,058,576.00	\$748,847.19
6	6.23	152,208	61,079	(91,129)	34%	(30,984)	(240,147)	1,836,529	\$191,080	\$40,500	\$5,375	\$298,034	\$ 1,058,576.00	\$760,542.07
7	5.9	144,146	61,079	(83,067)	34%	(28,243)	(268,390)	1,747,208	\$181,875	\$38,567	\$5,375	\$286,895	\$ 1,058,576.00	\$771,680.64
8	5.9	144,146	61,079	(83,067)	34%	(28,243)	(296,632)	1,657,886	\$172,808	\$36,691	\$5,375	\$275,953	\$ 1,058,576.00	\$782,622.52
9	5.91	144,390	61,079	(83,311)	34%	(28,326)	(324,958)	1,568,481	\$163,738	\$34,816	\$5,375	\$265,007	\$ 1,058,576.00	\$793,568.62
10	5.9	144,146	61,079	(83,067)	34%	(28,243)	(353,201)	1,479,160	\$154,668	\$32,938	\$5,375	\$254,060	\$ 1,058,576.00	\$804,516.46

O&M \$ 248,000.00

Annual
Distribution Revenues

R-3
G41
G42
Kleen
total \$ 1,058,576.00

See Construction Estimate for details

¹Insurance for value of distribution piping

Docket No. DG 16-xxx
DCF for Hanover & Lebanon **Phase 3 Incremental**

Rate Base model

Distribution Piping (direct cost)
Total
Required Return (pre tax)
NPV (Delta yrs 1-10, discount rate 10.15%)

CapEx

\$ 1,622,324.00
\$ 1,622,324.00
10.15%
\$2,934,743.27

Return 55% 9.75% 14.77% 8.13%
Debt 45% 4.50% 4.50% 2.03%
10.15%

	MACRS Rates	MACRS Table	Book Depr (40 yrs/2.5%)	Delta	Tax Rate	DIT	ADIT	Rate Base	Return Required	Property Tax 2.1%	Insurance ¹ 0.22%	Revenue Requirement	Distribu ion Revenues	Delta
								1,622,324						
1	5	81,116	40,558	(40,558)	34%	(13,790)	(13,790)	1,567,976	\$161,908	\$34,069	\$3,569	\$240,104	\$ 690,071.00	\$449,967.25
2	9.5	154,121	40,558	(113,563)	34%	(38,611)	(52,401)	1,488,807	\$155,132	\$32,927	\$3,569	\$232,186	\$ 690,071.00	\$457,884.56
3	8.55	138,709	40,558	(98,151)	34%	(33,371)	(85,772)	1,414,877	\$147,362	\$31,265	\$3,569	\$222,754	\$ 690,071.00	\$467,316.87
4	7.7	124,919	40,558	(84,361)	34%	(28,683)	(114,455)	1,345,637	\$140,096	\$29,712	\$3,569	\$213,936	\$ 690,071.00	\$476,135.27
5	6.93	112,427	40,558	(71,869)	34%	(24,435)	(138,890)	1,280,643	\$133,284	\$28,258	\$3,569	\$205,669	\$ 690,071.00	\$484,401.72
6	6.23	101,071	40,558	(60,513)	34%	(20,574)	(159,465)	1,219,511	\$126,883	\$26,894	\$3,569	\$197,904	\$ 690,071.00	\$492,167.48
7	5.9	95,717	40,558	(55,159)	34%	(18,754)	(178,219)	1,160,199	\$120,770	\$25,610	\$3,569	\$190,507	\$ 690,071.00	\$499,563.82
8	5.9	95,717	40,558	(55,159)	34%	(18,754)	(196,973)	1,100,886	\$114,750	\$24,364	\$3,569	\$183,241	\$ 690,071.00	\$506,829.56
9	5.91	95,879	40,558	(55,321)	34%	(18,809)	(215,782)	1,041,519	\$108,727	\$23,119	\$3,569	\$175,973	\$ 690,071.00	\$514,098.10
10	5.9	95,717	40,558	(55,159)	34%	(18,754)	(234,536)	982,207	\$102,704	\$21,872	\$3,569	\$168,703	\$ 690,071.00	\$521,367.80

O&M \$ 248,000.00

Annual
Distribution Revenues

R-3
G41
G42
Hyper herm
DHMC
total \$ 690,071.00

Based on estimated special contract to remain dual fuel

See Construction Estimate for details

¹Insurance for value of distribution piping

Docket No. DG 16-xxx
DCF for Hanover & Lebanon **Phase 4 Incremental**

Rate Base model

Distribution Piping (direct cost)
Total
Required Return (pre tax)
NPV (Delta yrs 1-10, discount rate 10.15%)

CapEx

\$ 1,515,711.00
\$ 1,515,711.00
10.15%
\$4,047,943.18

Return
Debt
55%
45%
9.75%
4.50%
14.77%
4.50%
8.13%
2.03%
10.15%

	MACRS Rates	MACRS Table	Book Depr (40 yrs/2.5%)	Delta	Tax Rate	DIT	ADIT	Rate Base	Return Required	Property Tax 2.1%	Insurance ¹ 0.22%	Revenue Requirement	Distribu ion Revenues	Delta
								1,515,711						
1	5	75,786	37,893	(37,893)	34%	(12,884)	(12,884)	1,464,935	\$151,268	\$31,830	\$3,335	\$224,325	\$ 858,649.00	\$634,323.96
2	9.5	143,993	37,893	(106,100)	34%	(36,074)	(48,957)	1,390,968	\$144,937	\$30,764	\$3,335	\$216,928	\$ 858,649.00	\$641,720.97
3	8.55	129,593	37,893	(91,701)	34%	(31,178)	(80,136)	1,321,897	\$137,678	\$29,210	\$3,335	\$208,116	\$ 858,649.00	\$650,533.43
4	7.7	116,710	37,893	(78,817)	34%	(26,798)	(106,933)	1,257,206	\$130,890	\$27,760	\$3,335	\$199,877	\$ 858,649.00	\$658,772.32
5	6.93	105,039	37,893	(67,146)	34%	(22,830)	(129,763)	1,196,484	\$124,525	\$26,401	\$3,335	\$192,153	\$ 858,649.00	\$666,495.53
6	6.23	94,429	37,893	(56,536)	34%	(19,222)	(148,985)	1,139,369	\$118,545	\$25,126	\$3,335	\$184,898	\$ 858,649.00	\$673,750.95
7	5.9	89,427	37,893	(51,534)	34%	(17,522)	(166,507)	1,083,955	\$112,834	\$23,927	\$3,335	\$177,988	\$ 858,649.00	\$680,661.23
8	5.9	89,427	37,893	(51,534)	34%	(17,522)	(184,029)	1,028,540	\$107,209	\$22,763	\$3,335	\$171,200	\$ 858,649.00	\$687,449.50
9	5.91	89,579	37,893	(51,686)	34%	(17,573)	(201,602)	973,074	\$101,582	\$21,599	\$3,335	\$164,409	\$ 858,649.00	\$694,240.37
10	5.9	89,427	37,893	(51,534)	34%	(17,522)	(219,123)	917,660	\$95,955	\$20,435	\$3,335	\$157,617	\$ 858,649.00	\$701,032.33

O&M \$ 248,000.00

Annual
Distribution Revenues

R-3
G41
G42
College
total \$ 858,649.00

Based on estimated special contract to remain dual fuel and 50% take or pay

See Construction Estimate for details

¹Insurance for value of distribution piping

Docket No. DG 16-xxx
DCF for Hanover & Lebanon **Phase 5 Incremental**

Rate Base model

Distribution Piping (direct cost)
Total
Required Return (pre tax)
NPV (Delta yrs 1-10, discount rate 10.15%)

CapEx

\$ 1,466,640.00
\$ 1,466,640.00
10.15%
\$2,169,320.75

Return 55% 9.75% 14.77% 8.13%
Debt 45% 4.50% 4.50% 2.03%
10.15%

	MACRS Rates	MACRS Table	Book Depr (40 yrs/2.5%)	Delta	Tax Rate	DIT	ADIT	Rate Base	Return Required	Property Tax 2.1%	Insurance ¹ 0.22%	Revenue Requirement	Distribu ion Revenues	Delta
								1,466,640						
1	5	73,332	36,666	(36,666)	34%	(12,466)	(12,466)	1,417,508	\$146,370	\$30,799	\$3,227	\$217,063	\$ 544,606.00	\$327,543.46
2	9.5	139,331	36,666	(102,665)	34%	(34,906)	(47,372)	1,345,936	\$140,245	\$29,768	\$3,227	\$209,905	\$ 544,606.00	\$334,701.00
3	8.55	125,398	36,666	(88,732)	34%	(30,169)	(77,541)	1,279,101	\$133,221	\$28,265	\$3,227	\$201,378	\$ 544,606.00	\$343,228.16
4	7.7	112,931	36,666	(76,265)	34%	(25,930)	(103,471)	1,216,505	\$126,652	\$26,861	\$3,227	\$193,406	\$ 544,606.00	\$351,200.31
5	6.93	101,638	36,666	(64,972)	34%	(22,091)	(125,562)	1,157,748	\$120,493	\$25,547	\$3,227	\$185,933	\$ 544,606.00	\$358,673.48
6	6.23	91,372	36,666	(54,706)	34%	(18,600)	(144,162)	1,102,482	\$114,707	\$24,313	\$3,227	\$178,912	\$ 544,606.00	\$365,694.01
7	5.9	86,532	36,666	(49,866)	34%	(16,954)	(161,116)	1,048,862	\$109,181	\$23,152	\$3,227	\$172,225	\$ 544,606.00	\$372,380.57
8	5.9	86,532	36,666	(49,866)	34%	(16,954)	(178,071)	995,241	\$103,738	\$22,026	\$3,227	\$165,657	\$ 544,606.00	\$378,949.06
9	5.91	86,678	36,666	(50,012)	34%	(17,004)	(195,075)	941,571	\$98,293	\$20,900	\$3,227	\$159,086	\$ 544,606.00	\$385,520.09
10	5.9	86,532	36,666	(49,866)	34%	(16,954)	(212,029)	887,951	\$92,848	\$19,773	\$3,227	\$152,514	\$ 544,606.00	\$392,092.16

O&M \$ 248,000.00

Annual
Distribution Revenues
R-3 \$ 56,973.00
G41 \$ 89,831.00
G42 \$ 397,802.00

total \$ 544,606.00

See Construction Estimate for details-higher paving due to downtown

¹Insurance for value of distribution piping

Total Capex spent over 5 years **\$ 9,746,960.00**
Required return pretax 10.15%

NPV **\$11,277,260**

Year	Book Depreciation	Return Required	Property Tax 2.1%	Insurance ¹ 0.22%	O&M	Revenue Requirement for Vehicles	Revenue Requirement	Distribution Revenues	Delta
1	\$ 67,478	\$ 269,374	\$ 56,682	\$ 5,938	\$ 248,000	\$ 45,044	\$ 692,516	\$ 976,281	\$ 283,765
2	\$ 128,557	\$ 501,926	\$ 106,089	\$ 11,313	\$ 255,440	\$ 45,044	\$ 1,048,369	\$ 2,034,857	\$ 986,488
3	\$ 169,115	\$ 640,702	\$ 135,673	\$ 14,882	\$ 263,103	\$ 45,044	\$ 1,268,520	\$ 2,724,928	\$ 1,456,408
4	\$ 207,008	\$ 761,405	\$ 161,275	\$ 18,217	\$ 270,996	\$ 45,044	\$ 1,463,944	\$ 3,583,577	\$ 2,119,633
5	\$ 243,674	\$ 871,398	\$ 184,588	\$ 21,443	\$ 279,126	\$ 45,044	\$ 1,645,274	\$ 4,128,183	\$ 2,482,909
6	\$ 243,674	\$ 829,839	\$ 175,990	\$ 21,443	\$ 287,500	\$ -	\$ 1,558,447	\$ 4,128,183	\$ 2,569,736
7	\$ 243,674	\$ 789,405	\$ 167,391	\$ 21,443	\$ 296,125	\$ -	\$ 1,518,038	\$ 4,128,183	\$ 2,610,145
8	\$ 243,674	\$ 750,849	\$ 159,259	\$ 21,443	\$ 305,009	\$ -	\$ 1,480,234	\$ 4,128,183	\$ 2,647,949
9	\$ 243,674	\$ 713,511	\$ 151,437	\$ 21,443	\$ 314,159	\$ -	\$ 1,444,225	\$ 4,128,183	\$ 2,683,958
10	\$ 243,674	\$ 676,902	\$ 143,809	\$ 21,443	\$ 323,584	\$ -	\$ 1,409,412	\$ 4,128,183	\$ 2,718,771

¹Insurance for value of distribution piping

Hanover, NH



Community Contact

Town of Hanover

Julia N. Griffin, Town Manager
PO Box 483
Hanover, NH 03755

Telephone
Fax
E-mail
Web Site

(603) 643-0701
(603) 643-1720
TownMgr@HanoverNH.org
www.hanovernh.org

Municipal Office Hours

Monday through Friday, 8:30 am - 4:30 pm

County
Labor Market Area
Tourism Region
Planning Commission
Regional Development

Grafton
Lebanon, NH-VT Micropolitan NECTA, NH part
Dartmouth-Lake Sunapee
Upper Valley Lake Sunapee
Grafton County Economic Development Council

Election Districts

US Congress
Executive Council
State Senate
State Representative

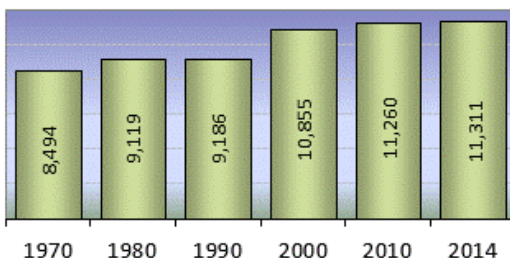
District 2
District 1
District 5
Grafton County District 12

Incorporated: 1761

Origin: Granted in 1761, the town was named for Hanover Parish, the home parish of settlers from Lisbon, Connecticut. In 1769, Reverend Eleazar Wheelock, received a charter for a college to educate Native Americans, an expansion of the Charity School he had established in Connecticut. The college was named for William Legge, Second Earl of Dartmouth, a supporter of the Reverend's efforts. In 1771, Governor John Wentworth, upon petition from Reverend Wheelock, chartered 300 acres between Hanover and Lebanon for Dartmouth College. The land chartered to the college was for a time known as Dresden, one of 16 towns involved in a border dispute with Vermont. Today, the name Dresden is that of the local school district, a bi-state district including towns from both sides of the Connecticut River.

Villages and Place Names: Etna, Hanover Center, Dartmouth College

Population, Year of the First Census Taken: 1,380 residents in 1790



Population Trends: Population change for Hanover, including resident students, totaled 3,982 over 54 years, from 7,329 in 1960 to 11,311 in 2014. The largest decennial percent change was an 18 percent increase between 1990 and 2000. The 2014 Census estimate for Hanover was 11,311 residents, which ranked 26th among New Hampshire's incorporated cities and towns.

Population Density and Land Area, 2014 (US Census Bureau): 230.4 persons per square mile of land area. Hanover contains 49.1 square miles of land area and 1.0 square miles of inland water area.



MUNICIPAL SERVICES	
Type of Government	Selectmen
Budget: Municipal Appropriations, 2015-2016	\$26,277,320
Budget: School Appropriations, 2016-2017	\$26,277,340
Zoning Ordinance	1931/13
Master Plan	2003
Capital Improvement Plan	Yes
Industrial Plans Reviewed By	Planning Board

Boards and Commissions

Elected:	Selectmen; Trust Funds; Library; Town Clerk; Moderator; Checklist; Assessors
Appointed:	Planning; Zoning; Conservation; Parks & Recreation; Finance; Affordable Housing
Public Library	Howe; Hanover Town

EMERGENCY SERVICES			
Police Department		Full-time	
Fire Department		Full-time	
Emergency Medical Service		Full-time	
Nearest Hospital(s)	Distance	Staffed Beds	
Dartmouth-Hitchcock Med Ctr, Lebanon	3 miles	417	
Alice Peck Day Memorial, Lebanon	7 miles	25	

UTILITIES			
Electric Supplier	Eversource Energy; Liberty Utilities; NH Electric Coop		
Natural Gas Supplier	None		
Water Supplier	Municipal		
Sanitation	Municipal		
Municipal Wastewater Treatment Plant	Yes		
Solid Waste Disposal			
Curbside Trash Pickup	Private		
Pay-As-You-Throw Program	No		
Recycling Program	Curbside		
Telephone Company	Comcast; G-4; Fairpoint		
Cellular Telephone Access	Yes		
Cable Television Access	Limited		
Public Access Television Station	Yes		
High Speed Internet Service:	Business	Limited	
	Residential	Limited	

PROPERTY TAXES		(NH Dept. of Revenue Administration)
2015 Total Tax Rate (per \$1000 of value)	\$19.35	
2015 Equalization Ratio	86.9	
2015 Full Value Tax Rate (per \$1000 of value)	\$16.78	
2015 Percent of Local Assessed Valuation by Property Type		
Residential Land and Buildings	72.5%	
Commercial Land and Buildings	26.9%	
Public Utilities, Current Use, and Other	0.6%	

HOUSING		(ACS 2010-2014)
Total Housing Units	3,278	
Single-Family Units, Detached or Attached	2,270	
Units in Multiple-Family Structures:		
Two to Four Units in Structure	262	
Five or More Units in Structure	734	
Mobile Homes and Other Housing Units	12	

DEMOGRAPHICS			(US Census Bureau)
Total Population	Community	County	
2014	11,311	89,360	
2010	11,260	89,118	
2000	10,855	81,826	
1990	9,186	74,998	
1980	9,119	65,806	
1970	8,494	54,914	

Demographics, American Community Survey (ACS) 2010-2014

Population by Gender			
Male	5,506	Female	5,805

Population by Age Group		
Under age 5		358
Age 5 to 19		2,756
Age 20 to 34		3,942
Age 35 to 54		1,878
Age 55 to 64		1,033
Age 65 and over		1,344
Median Age		23.2 years

Educational Attainment, population 25 years and over		
High school graduate or higher		96.8%
Bachelor's degree or higher		78.1%

INCOME, INFLATION ADJUSTED \$		(ACS 2010-2014)
Per capita income		\$34,140
Median family income		\$129,000
Median household income		\$94,063
Median Earnings, full-time, year-round workers		
Male		\$87,550
Female		\$53,141
Individuals below the poverty level		12.0%

LABOR FORCE			(NHES – ELMI)
Annual Average	2005	2015	
Civilian labor force	5,329	4,915	
Employed	5,207	4,713	
Unemployed	122	202	
Unemployment rate	2.3%	4.1%	

EMPLOYMENT & WAGES			(NHES – ELMI)
Annual Average Covered Employment	2004	2014	
Goods Producing Industries			
Average Employment	1,027	1,257	
Average Weekly Wage	\$1,048	\$1,312	
Service Providing Industries			
Average Employment	7,543	7,924	
Average Weekly Wage	\$1,003	\$1,382	
Total Private Industry			
Average Employment	8,570	9,181	
Average Weekly Wage	\$1,008	\$1,372	
Government (Federal, State, and Local)			
Average Employment	794	697	
Average Weekly Wage	\$ 943	\$1,275	
Total, Private Industry plus Government			
Average Employment	9,364	9,878	
Average Weekly Wage	\$1,003	\$1,366	

EDUCATION AND CHILD CARE

Schools students attend:	Hanover operates grades K-5; grades 6-12 are part of Dresden Cooperative (Hanover NH and Norwich VT)			District: SAU 70
Career Technology Center(s):	Hartford Area Career & Technology Center (VT)			Region: 7
Educational Facilities (includes Charter Schools)	Elementary	Middle/Junior High	High School	Private/Parochial
Number of Schools	1	1	1	
Grade Levels	K 1-5	6-8	9-12	
Total Enrollment	470	402	691	

Nearest Community College: **River Valley**

Nearest Colleges or Universities: **Dartmouth; Colby-Sawyer; Lebanon**

2016 NH Licensed Child Care Facilities (DHHS-Bureau of Child Care Licensing)

Total Facilities: **8** Total Capacity: **338**

LARGEST BUSINESSES	PRODUCT/SERVICE	EMPLOYEES	ESTABLISHED
Dartmouth College	Education	3,497	1769
Hypertherm	Plasma arch cutting	610	1968
Town of Hanover	Municipal services	247	1761
Dartmouth Printing Co.	Printing services	245	1938
Hanover Inn	Lodging	112	1769
Creare	Research & development services	83	1969
Trumbull Nelson Construction Co.	Construction	55	1917
Kendall at Hanover	Continuing Care Retirement Community		1992

Employer Information Supplied by Municipality

TRANSPORTATION (distances estimated from city/town hall)

Road Access	US Routes	
	State Routes	10, 10A, 120
Nearest Interstate, Exit	I-91 (VT), Exit 13; I-89, Exit 18	
Distance	1 mile; 5 miles	
Railroad	No	
Public Transportation	Advance Transit	
Nearest Public Use Airport, General Aviation		
Lebanon Municipal	Runway	5,496 ft. asphalt
Lighted? Yes	Navigation Aids?	Yes
Nearest Airport with Scheduled Service		
Lebanon Municipal	Distance	6 miles
Number of Passenger Airlines Serving Airport	1	
Driving distance to select cities:		
Manchester, NH	76 miles	
Portland, Maine	168 miles	
Boston, Mass.	126 miles	
New York City, NY	270 miles	
Montreal, Quebec	188 miles	

COMMUTING TO WORK (ACS 2010-2014)

Workers 16 years and over	
Drove alone, car/truck/van	45.3%
Carpooled, car/truck/van	9.4%
Public transportation	4.2%
Walked	30.1%
Other means	4.7%
Worked at home	6.3%
Mean Travel Time to Work	13.3 minutes

Percent of Working Residents: ACS 2010-2014

Working in community of residence	58.1
Commuting to another NH community	30.9
Commuting out-of-state	11.0

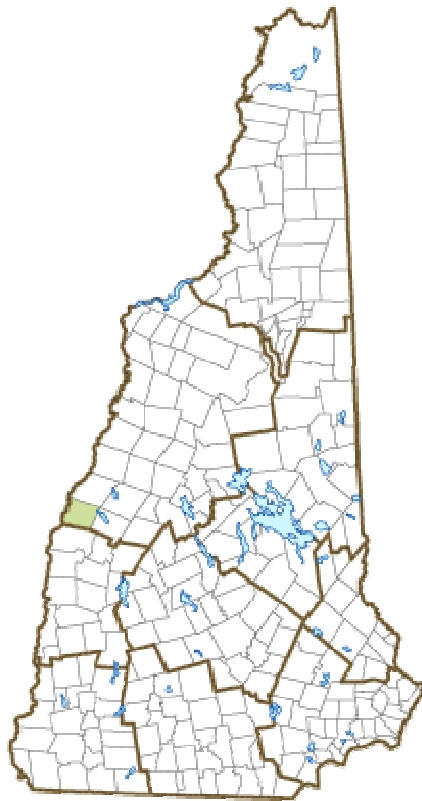
RECREATION, ATTRACTIONS, AND EVENTS

X	Municipal Parks
	YMCA/YWCA
	Boys Club/Girls Club
X	Golf Courses
	Swimming: Indoor Facility
X	Swimming: Outdoor Facility
X	Tennis Courts: Indoor Facility
X	Tennis Courts: Outdoor Facility
X	Ice Skating Rink: Indoor Facility
	Bowling Facilities
X	Museums
X	Cinemas
X	Performing Arts Facilities
X	Tourist Attractions
X	Youth Organizations (i.e., Scouts, 4-H)
X	Youth Sports: Baseball
X	Youth Sports: Soccer
X	Youth Sports: Football
X	Youth Sports: Basketball
X	Youth Sports: Hockey
X	Campgrounds
X	Fishing/Hunting
X	Boating/Marinas
X	Snowmobile Trails
X	Bicycle Trails
X	Cross Country Skiing
X	Beach or Waterfront Recreation Area
X	Overnight or Day Camps

Nearest Ski Area(s): **Dartmouth Skiway**

Other: **Community Rowing Facility; Hood Museum of Art; Hopkins Center**

Lebanon, NH



Community Contact

City of Lebanon
Kelly Crate, Administrative Assistant
51 North Park Street
Lebanon, NH 03766

Telephone
Fax
E-mail
Web Site

(603) 448-1457
(603) 442-6141
kelly.crate@LebCity.com
www.lebnh.net

Municipal Office Hours

Monday through Friday, 8 am - 4:30 pm

County
Labor Market Area
Tourism Region
Planning Commission
Regional Development

Grafton
Lebanon, NH-VT Micropolitan NECTA, NH part
Dartmouth-Lake Sunapee
Upper Valley Lake Sunapee
Grafton County Economic Development Council

Election Districts
US Congress
Executive Council
State Senate
State Representative

District 2 (All Wards)
District 1 (All Wards)
District 5 (All Wards)
Grafton County District 13 (All Wards)

Incorporated: 1761

Origin: The name Lebanon comes from the biblical cedars of ancient Lebanon, a Semitic word meaning "white" that refers to the nearby mountain with perpetual snows on its summit. Established in 1761, the name for this town was probably selected by the many early settlers who were from Lebanon, Connecticut, including Eleazar Wheelock, founder of Dartmouth College. Lebanon was the original location of the Indian Charity School from which Dartmouth is descended. In 1781, Lebanon was one of the towns that attempted to join Vermont, but later returned to New Hampshire. Lebanon was incorporated as a city in 1957.

Villages and Place Names: East Wilder, Mascoma, Sachem Village, West Lebanon

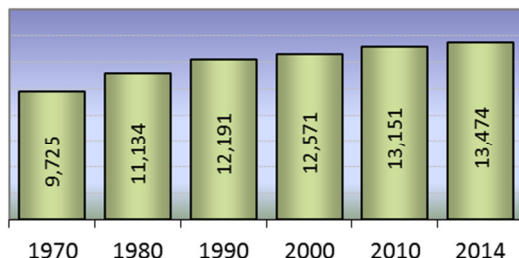
Population, Year of the First Census Taken: 1,180 residents in 1790

Population Trends: Population change for Lebanon totaled 4,175 over 54 years, from 9,299 in 1960 to 13,474 in 2014. The largest decennial percent change was a 14 percent increase between 1970 and 1980; the smallest, a three percent increase between 1990 and 2000.

The 2014 Census estimate for Lebanon was 13,474 residents, which ranked 22nd among New Hampshire's incorporated cities and towns.



Grafton County



Population Density and Land Area, 2014 (US Census Bureau): 334.1 persons per square mile of land area. Lebanon contains 40.3 square miles of land area and 0.9 square miles of inland water area.

MUNICIPAL SERVICES	
Type of Government	Manager & Council
Budget: Municipal Appropriations, 2016	\$52,347,280
Budget: School Appropriations, 2015-2016	\$24,970,510
Zoning Ordinance	1936/16
Master Plan	2012
Capital Improvement Plan	Yes
Industrial Plans Reviewed By	Planning Board

Boards and Commissions

Elected:	City Council
Appointed:	Planning; Zoning; Library; Conservation; Heritage

Public Library **Lebanon Public; West Lebanon**

EMERGENCY SERVICES	
Police Department	Full-time
Fire Department	Full-time
Emergency Medical Service	Full-time
Nearest Hospital(s)	Distance Staffed Beds
Dartmouth-Hitchcock Med Ctr, Lebanon	Local 417
Alice Peck Day Memorial, Lebanon	Local 25

UTILITIES	
Electric Supplier	Liberty Utilities; NH Electric Coop
Natural Gas Supplier	None
Water Supplier	Municipal
Sanitation	Municipal
Municipal Wastewater Treatment Plant	Yes
Solid Waste Disposal	
Curbside Trash Pickup	Private
Pay-As-You-Throw Program	Yes
Recycling Program	Volunraty
Telephone Company	Fairpoint
Cellular Telephone Access	Yes
Cable Television Access	Yes
Public Access Television Station	Yes
High Speed Internet Service:	Business Yes
	Residential Limited

PROPERTY TAXES (NH Dept. of Revenue Administration)	
2015 Total Tax Rate (per \$1000 of value)	\$27.61
2015 Equalization Ratio	98.0
2015 Full Value Tax Rate (per \$1000 of value)	\$26.20
2015 Percent of Local Assessed Valuation by Property Type	
Residential Land and Buildings	54.9%
Commercial Land and Buildings	40.7%
Public Utilities, Current Use, and Other	4.5%

HOUSING (ACS 2010-2014)	
Total Housing Units	6,594
Single-Family Units, Detached or Attached	3,115
Units in Multiple-Family Structures:	
Two to Four Units in Structure	1,185
Five or More Units in Structure	2,099
Mobile Homes and Other Housing Units	195

DEMOGRAPHICS (US Census Bureau)		
Total Population	Community	County
2014	13,474	89,360
2010	13,151	89,118
2000	12,571	81,826
1990	12,191	74,998
1980	11,134	65,806
1970	9,725	54,914

Demographics, American Community Survey (ACS) 2010-2014

Population by Gender		
Male	6,504	Female 6,970

Population by Age Group

Under age 5	730
Age 5 to 19	2,124
Age 20 to 34	2,902
Age 35 to 54	3,606
Age 55 to 64	2,023
Age 65 and over	2,089
Median Age	39.4 years

Educational Attainment, population 25 years and over

High school graduate or higher	92.6%
Bachelor's degree or higher	44.9%

INCOME, INFLATION ADJUSTED \$ (ACS 2010-2014)	
Per capita income	\$34,226
Median family income	\$71,868
Median household income	\$52,825

Median Earnings, full-time, year-round workers

Male	\$51,631
Female	\$46,974

Individuals below the poverty level	11.5%
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LABOR FORCE (NHES – ELMI)		
Annual Average	2005	2015
Civilian labor force	7,656	7,630
Employed	7,483	7,420
Unemployed	173	210
Unemployment rate	2.3%	2.8%

EMPLOYMENT & WAGES (NHES – ELMI)		
Annual Average Covered Employment	2004	2014
Goods Producing Industries		
Average Employment	2,353	1,773
Average Weekly Wage	\$ 858	\$1,314
Service Providing Industries		
Average Employment	14,805	15,656
Average Weekly Wage	\$ 831	\$1,203
Total Private Industry		
Average Employment	17,158	17,429
Average Weekly Wage	\$ 835	\$1,214
Government (Federal, State, and Local)		
Average Employment	898	808
Average Weekly Wage	\$ 691	\$ 974
Total, Private Industry plus Government		
Average Employment	18,055	18,237
Average Weekly Wage	\$ 828	\$1,203

EDUCATION AND CHILD CARE

Schools students attend: **Lebanon operates grades K-12** District: **SAU 88**
Career Technology Center(s): **Hartford Area Career & Technology Center (VT)** Region: **7**

Educational Facilities (includes Charter Schools)	Elementary	Middle/Junior High	High School	Private/Parochial
Number of Schools	2	1	2	
Grade Levels	P K 1-4	5-8	9-12	
Total Enrollment	600	450	641	

Nearest Community College: **River Valley**

Nearest Colleges or Universities: **Dartmouth; Colby-Sawyer; Lebanon**

2016 NH Licensed Child Care Facilities (DHHS-Bureau of Child Care Licensing) Total Facilities: **7** Total Capacity: **521**

LARGEST BUSINESSES	PRODUCT/SERVICE	EMPLOYEES	ESTABLISHED
Dartmouth Hitchcock Medical Center/Hitchcock Clinic	Health care services	6,904	1857
Alice Peck Day/Lifecare Center	Health care services	607	
Hypertherm	Manufacturing	569	1958
FujiFilm	Technology	390	

Employer Information Supplied by Municipality

TRANSPORTATION (distances estimated from city/town hall)

Road Access	US Routes	4
	State Routes	10, 12A, 4A, 120
Nearest Interstate, Exit	I-89, Exits 17 - 20	
	Distance	Local access
Railroad	CCRR	
Public Transportation	Advance Transit	
Nearest Public Use Airport, General Aviation		
Lebanon Municipal	Runway	5,496 ft. asphalt
Lighted? Yes	Navigation Aids?	Yes
Nearest Airport with Scheduled Service		
Lebanon Municipal	Distance	Local
Number of Passenger Airlines Serving Airport		1
Driving distance to select cities:		
Manchester, NH		71 miles
Portland, Maine		163 miles
Boston, Mass.		121 miles
New York City, NY		269 miles
Montreal, Quebec		187 miles

COMMUTING TO WORK (ACS 2010-2014)

Workers 16 years and over	
Drove alone, car/truck/van	72.8%
Carpooled, car/truck/van	9.9%
Public transportation	5.2%
Walked	2.8%
Other means	2.4%
Worked at home	6.9%
Mean Travel Time to Work	16.8 minutes

Percent of Working Residents: ACS 2010-2014

Working in community of residence	61.2
Commuting to another NH community	27.3
Commuting out-of-state	11.5

RECREATION, ATTRACTIONS, AND EVENTS

X	Municipal Parks
	YMCA/YWCA
	Boys Club/Girls Club
X	Golf Courses
X	Swimming: Indoor Facility
X	Swimming: Outdoor Facility
X	Tennis Courts: Indoor Facility
X	Tennis Courts: Outdoor Facility
X	Ice Skating Rink: Indoor Facility
	Bowling Facilities
X	Museums
X	Cinemas
X	Performing Arts Facilities
X	Tourist Attractions
X	Youth Organizations (i.e., Scouts, 4-H)
X	Youth Sports: Baseball
X	Youth Sports: Soccer
X	Youth Sports: Football
X	Youth Sports: Basketball
X	Youth Sports: Hockey
X	Campgrounds
X	Fishing/Hunting
X	Boating/Marinas
X	Snowmobile Trails
X	Bicycle Trails
X	Cross Country Skiing
X	Beach or Waterfront Recreation Area
X	Overnight or Day Camps

Nearest Ski Area(s): **Storrs Hill, Lebanon**

Other: **Hiking Trails; Lebanon Adult Sports; Backcountry Camping**



Liberty UtilitiesSM

Docket No. DG 16-XXX
Appendix III-3
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Liberty Utilities Natural Gas Franchise Hanover/Lebanon

September 29, 2015
Lebanon Opera House

Agenda

- Overview of Liberty Utilities
- Why Natural Gas
- Site Selection
- System Buildout
- Safety
- Engineering & Operations
- Sales and Outreach
- Next Steps
- Questions

Speakers

David Swain

President Liberty Utilities – NH

Michael Licata

Director, Government and Community Relations

William Clark

Business Development Professional

Ian Crabtree

Senior Engineer

Lisa DeGregory

Manager, Sales and Marketing

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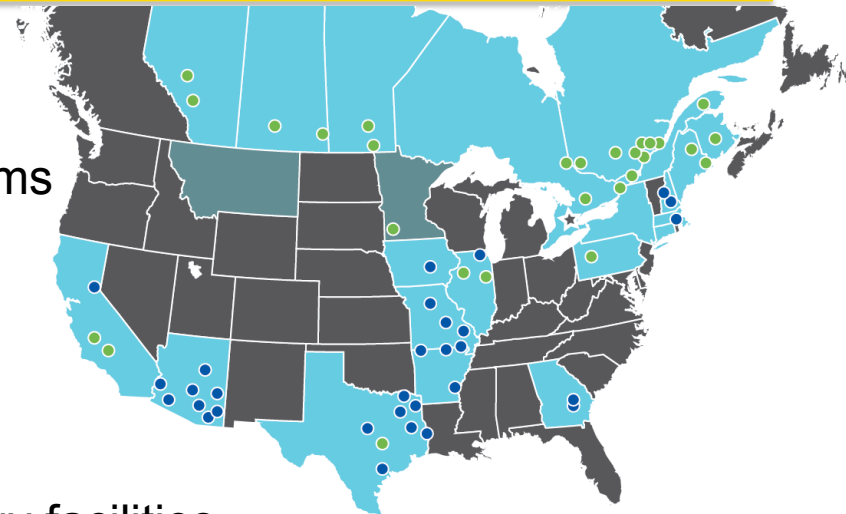
Algonquin Power & Utilities Corp.



- Over 30 electric, gas & water utility systems
- Operates in 10 states
- Approx. 1200 employees



- 40 contracted renewable and clean energy facilities
- Operates in 7 states and 6 provinces
- 486MW of acquisition and development opportunities
- Approx. 170 employees
- A \$3.6 billion diversified generation, transmission and distribution utility
- Traded on the Toronto Stock Exchange



Legend



States / provinces with power generation or utilities distribution



States / provinces with acquisitions or projects in development



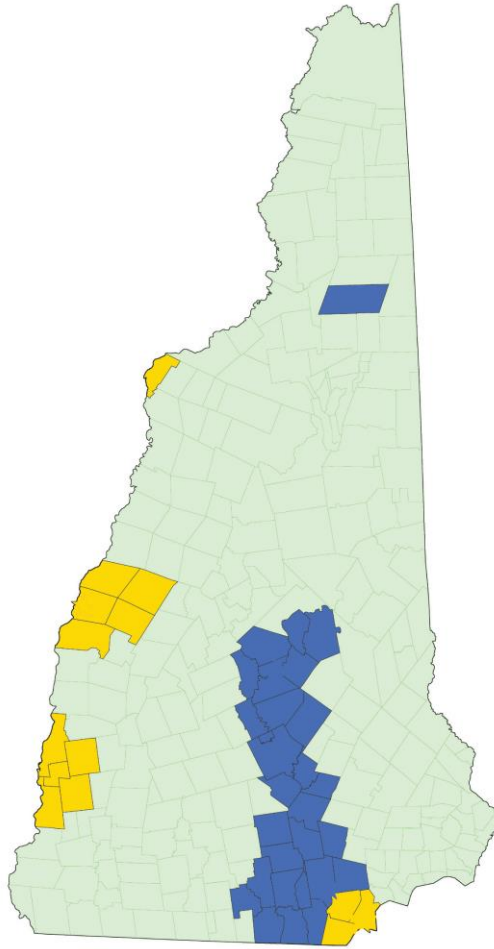
Generation facility



Electric, gas or water utility

Liberty Utilities New Hampshire

- Electric distribution company serving 21 communities, including Hanover and Lebanon
- 43,000 customers in New Hampshire, including 21,000 in the Upper Valley
- 30,000 sq/ft Operations and Customer Service facility located in Lebanon
- Approximately 30 full-time employees serving Upper Valley



- Largest gas utility in New Hampshire, serving 90,000 customers
- Serves 31 communities with Natural Gas
- Propane and Liquefied Natural Gas (LNG) facilities, located in Nashua, Manchester, Concord and Tilton
- 24/7 Emergency, Dispatch and Control Center located in Londonderry

Keene Division

- Liberty acquired NH Gas Corp. in Jan 2015. Keene Division of EnergyNorth
- Serves 1250 customers
- 30 miles of distribution pipe
- Customers served through underground distribution system from a single supply and storage plant located in Keene
- Very similar to proposal to serve Upper Valley



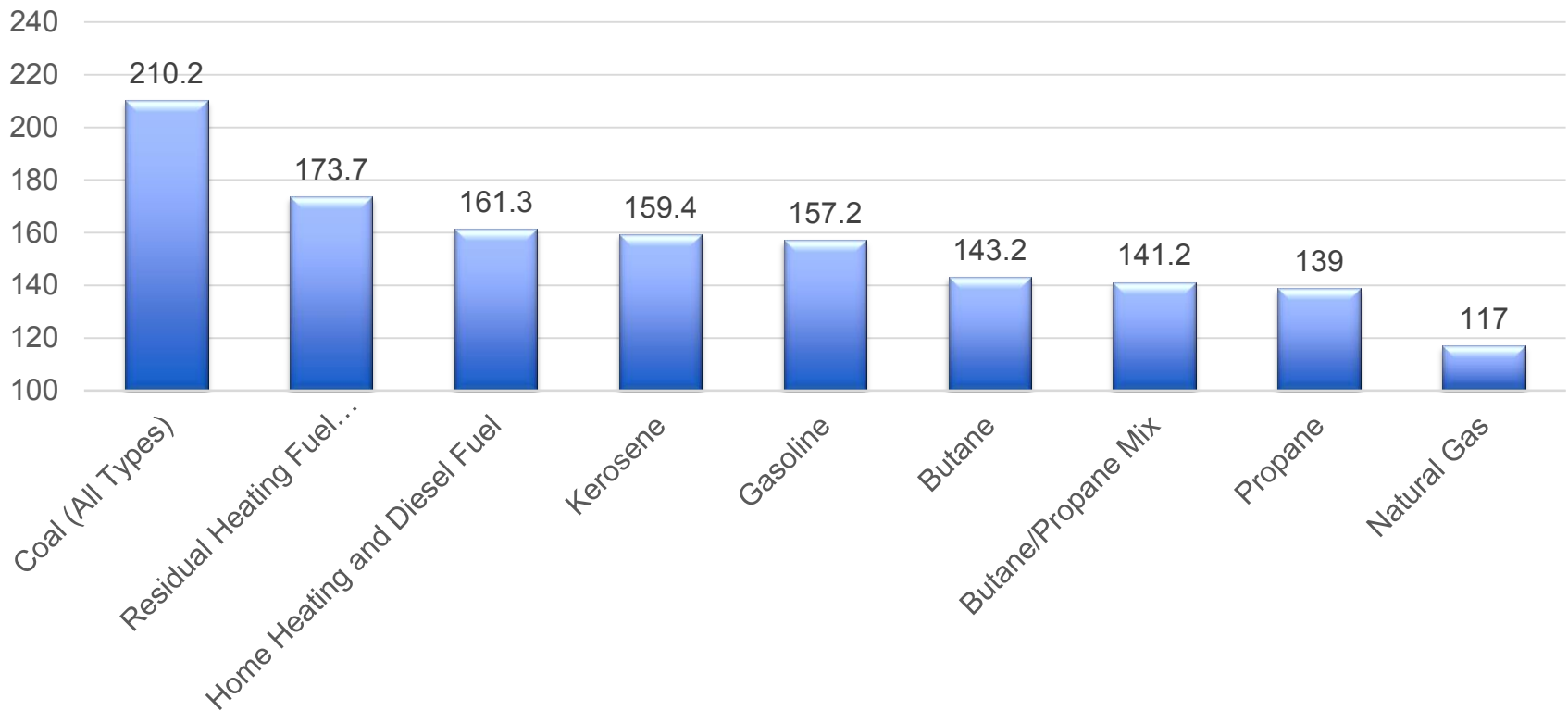
Natural Gas vs Other Fuels

- Using natural gas for heating and manufacturing processes releases less carbon dioxide than other fuels
- Displace usage of oil and propane for home and commercial heating



Natural Gas vs Other Fuels

Pounds of CO2 Per Million Btu



275

Natural Gas vs Other Fuels

- Safe
- Reliable
- Low cost
- Convenient

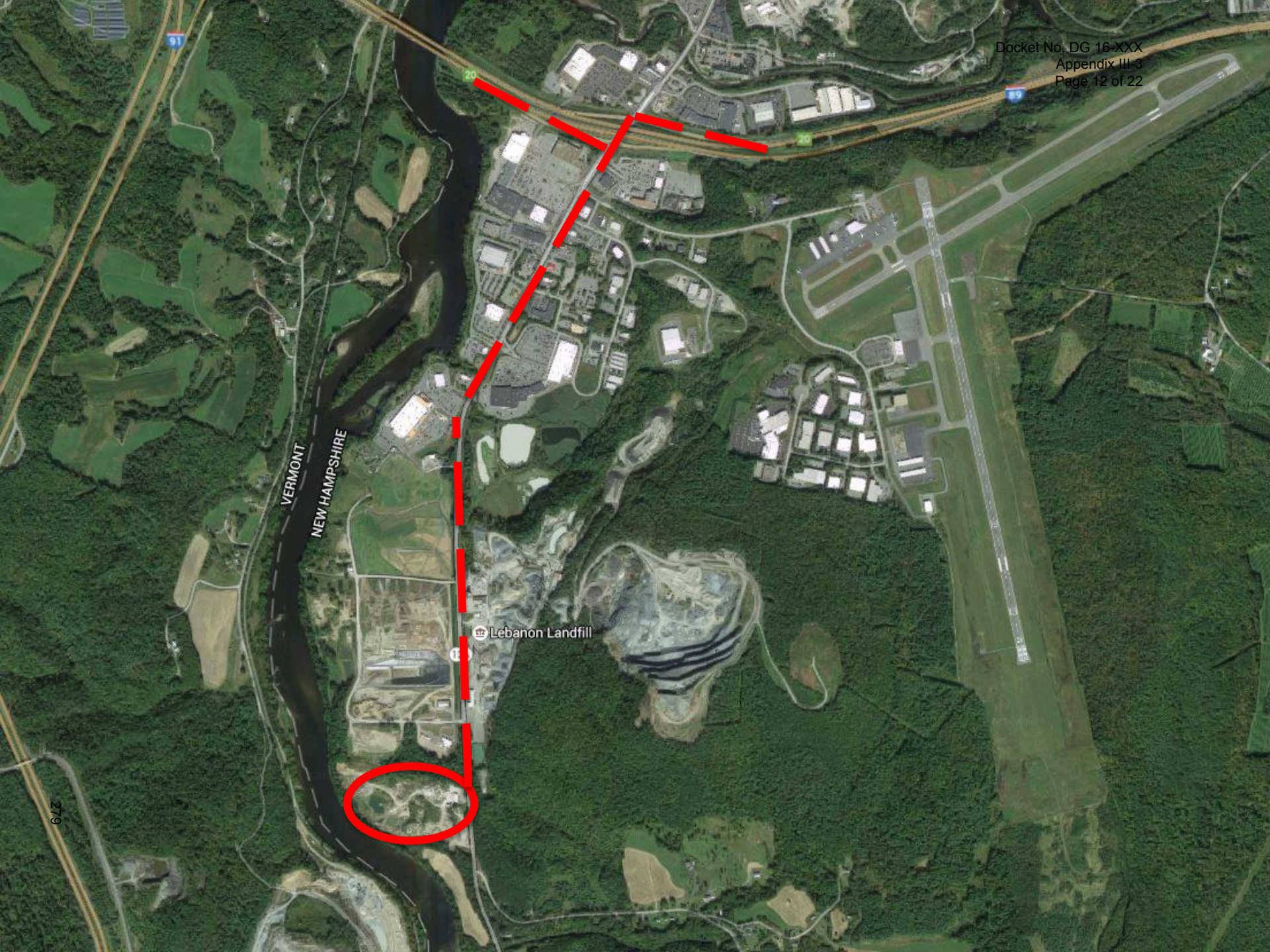
Current Heating Fuel Values - Updated September 9, 2015			
Fuel Type	Price/Unit	Heat Content Per Unit (BTU)	Price Per Million BTU
Fuel Oil (#2)	\$2.23/Gallon	138,690	\$16.05
Propane	\$2.54/Gallon	91,333	\$27.79
Kerosene	\$3.07/Gallon	135,000	\$22.75
Natural Gas 1st Tier (<20 Therms)	\$0.78/Therm	100,000	\$7.84
Natural Gas 2nd Tier (>20 Therms)	\$0.72/Therm	100,000	\$7.24
Wood (Bulk Delivered Pellets)	\$251.38/Ton	16,500,000	\$15.24
Wood (Cord)	\$325/Cord	20,000,000	\$16.25
Electricity	\$0.14/kwh	3,412	\$41.55

- Liquefied Natural Gas - \$15.09
- Compressed Natural Gas - \$12.25



Site Selection

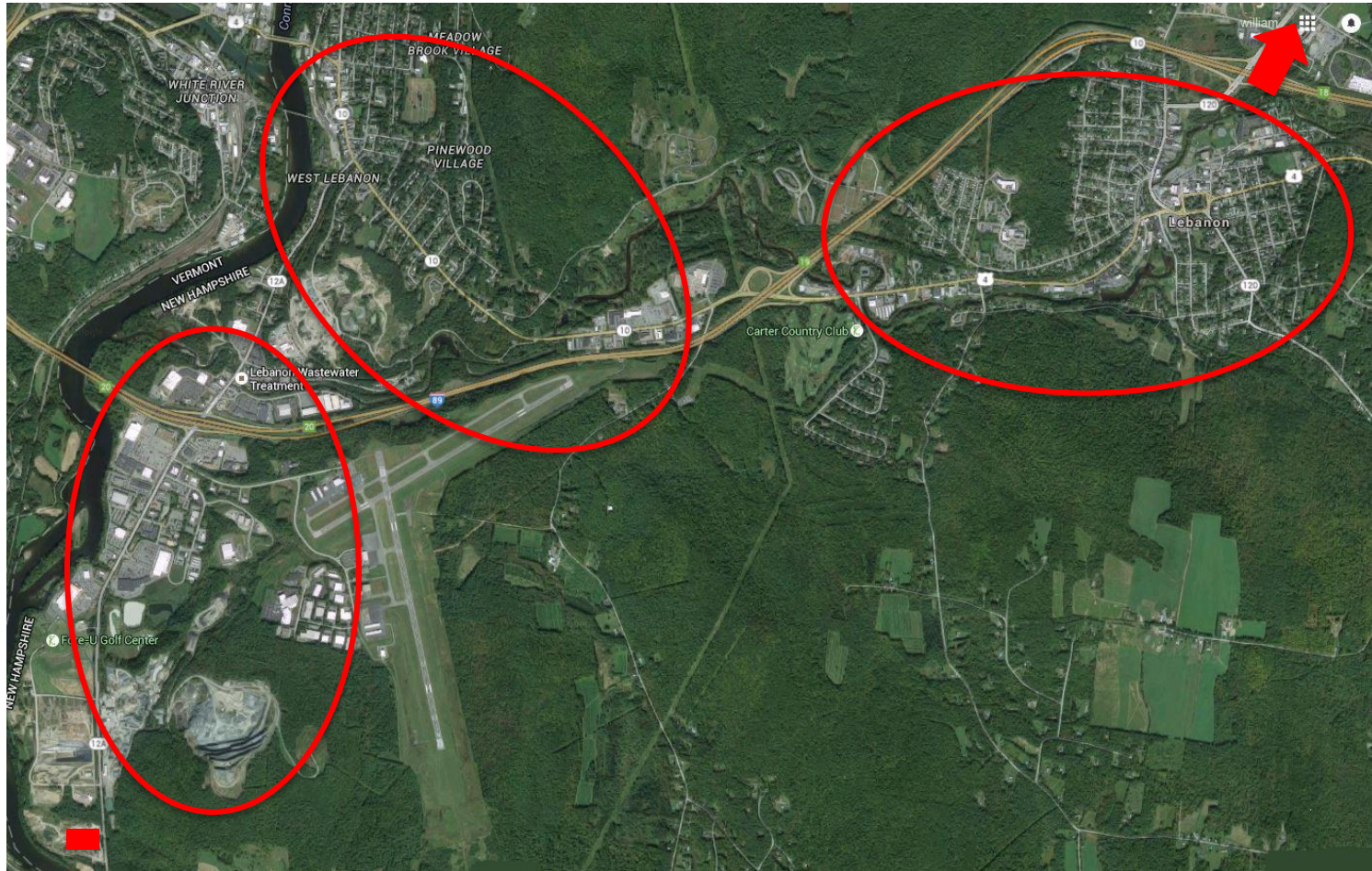
- Located at 384 & 386 Plainfield Road in West Lebanon, adjacent to the Lebanon Landfill
- Potential to utilize renewable landfill gas
- Zoned Industrial Heavy. There are no residential homes in close proximity
- Accessible from Exit 20 off Interstate 89 without traveling through any residential neighborhoods
- Route is already being utilized by heavy trucking to access the landfill, Pike Industries, Carroll Concrete and big box retailers



Lebanon Landfill

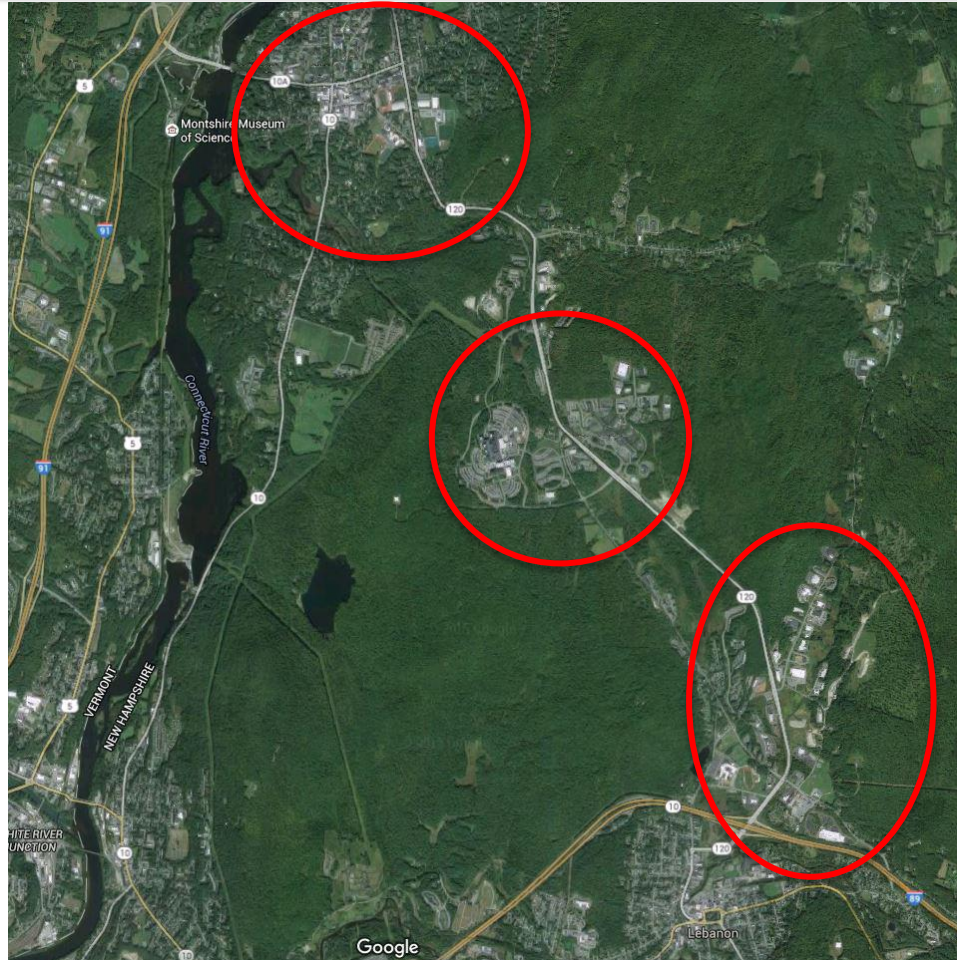
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Build Out



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Build Out



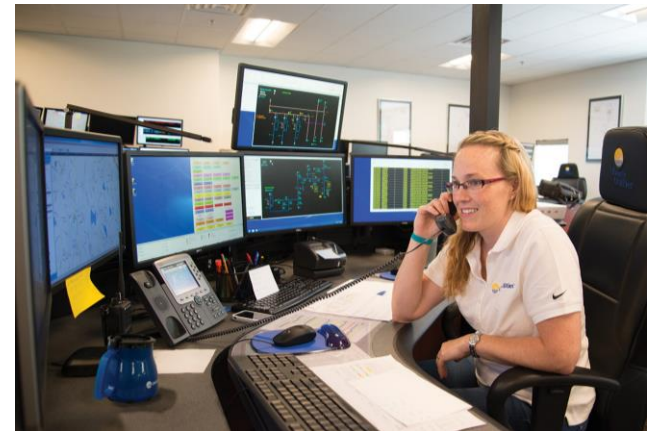
Benefits

- Unique opportunity to use renewable natural gas from the Lebanon Landfill
- Potential source of revenue for the community
- Serving the whole region
- Site zone Industrial Heavy
- Easy access from highway with limited traffic disruption
- Potential for LNG or CNG vehicle refueling facility



Safety

- Compliance with Federal & State Requirements
 - Liberty Utilities Operation and Maintenance Specifications
- Qualifications
 - Contractors & Liberty Employees
- Traffic Control & Public Safety
- Emergency Response
 - Monitoring and response 24/7
- 2012 AGA Safety Achievement Award
 - Lowest reportable motor vehicle accidents



Engineering & Operations

- Engineering Objectives
 - Building good relationships with state & local municipalities
 - Gas Operations support
- Construction Practices
 - Gas line installation requirements
 - Permitting / restoration
- Operating Specifications
 - Line pressure
 - Pipe size & material



Liberty Sales Team

- Located in Manchester
- Dedicated staff of 10 representative ready to speak with you about the benefits of converting your home or business to natural gas

New Customer Outreach

- To date we have reached out to all of the residents of Lebanon and Hanover
- Our commercial team has performed over 100 field visits, meeting with local business owners
- We have developed a customized brochure to answer common asked questions
- We will continue our outreach. One-on-one meetings, luncheons and mailings.

We Make the Process Easy

- Energy efficiency rebates will be available
 - Incentives for installing qualified energy savings products
 - Turnkey solutions to identify savings opportunities
 - Education and workforce training
 - NHSAVES.COM to review current programs available for both electric and gas customers
 - Financing programs will be available for new gas customers
 - Contractor Referral Program
-

Next Steps

- Continued Outreach
 - Meetings with potential residential, commercial and industrial customers
 - Presentations to municipal officials, town boards, chambers of commerce
- Regulatory Approval
 - Public Utilities Commission Docket [DG 15-289](#)
 - State, Local and Federal Permitting
- Work with Municipal Officials

Questions



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