

tranzon[®]

NATIONAL AUCTIONS. LOCAL EXPERTISE.

Tranzon Auction Properties
Headquarters
93 Exchange Street
PO Box 4508 (04112)
Portland, ME 04101
(207) 775-4300 (p)
(207) 773-7275 (f)

With Local offices in:
Connecticut
Massachusetts
New Jersey
New York
And offices throughout the U.S.

Auction Marketing Proposal

Date: December 9, 2014

Prepared for: Town of Candia, New Hampshire
C/O David DePuy Esquire, Selectman

Prepared By: Michael Carey, Vice President
Thomas W. Saturley, President

tranzon[®]

NATIONAL AUCTIONS. LOCAL EXPERTISE.

Our Commitment to Service and Client Driven Solutions is Unmatched

SUBJECT PROPERTIES

Town Owned Properties via Tax Foreclosure

5 Properties throughout Candia

Identified as:

Tax Map 407 Lot 036

Tax Map 409 Lot 116-2

Tax Map 413 Lot 105

Tax Map 414 Lots 137 & 138



No Other Real Estate Accelerated Marketing Company Offers our Combination of National Leverage and Local Expertise

WHY TRANZON AUCTION PROPERTIES:

- New England's Only National Real Estate Auction Company
- Tranzon Leverages local knowledge with national reach
- Personalized property specific marketing campaigns
- Our auctions are handled by Tranzon professionals, not loose affiliates or rented licenses
- Experience selling billions of \$'s of real estate
- Ability to handle targeted marketing campaigns in expedited timelines

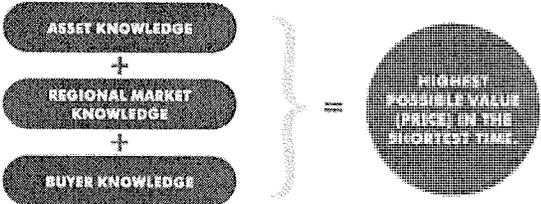
Tranzon Auction Properties has conducted 10,000's of auctions over our 30+ years in the business. Our professionals are fully qualified and hold the highest degrees and certifications in the Auction Industry. We are fully licensed Auctioneers and Real Estate Brokers in the states we do business and our staff has 100's of years of cumulative auction and real estate experience. Our 2012 and 2013 cumulative sales total over \$150 Million throughout the United States. No other team offers this kind of geographic and asset type experience.

The Nationwide Auction and Sales Solution for your Real Estate and Business Asset Disposition Needs



Tranzon, L.L.C. brings together independent, regional member companies into a national auction and accelerated marketing group. The member companies of Tranzon combine the benefits of local market knowledge and the resources of a national organization to realize the highest possible value for real estate and business assets in the shortest possible time.

The success of Tranzon is built on the core competencies of regional market knowledge, asset knowledge, and buyer knowledge. We have diligently and consistently developed our local/national matrix, which provides coverage of all markets and asset categories. This leadership gives Tranzon a distinct advantage over our competitors. We serve and have served some of the largest financial institutions and corporations in the country, as well as numerous members of the legal community, developers, and business and property owners.



Our campaigns are more cost effective and reach more prospects

SALES AND MARKETING STRATEGY

Marketing Process: Tranzon's proprietary *Market-Making Process* is designed on a per sale basis to efficiently expose your real estate to the largest buying base in the shortest amount of time with the least amount of capital expenditure. This exclusive process is available only to Tranzon clients and has been developed and refined over 30 years of real estate auction marketing. No other real estate auction firm offers our combination of market knowledge, area analysis and access to pools of liquid purchasers. Timing of our *Market-Making Process* for properties of this size is typically:

Day 1:	Receipt of executed auction listing agreement from client
Week 1 thru 2:	Property due diligence period and development of marketing and advertising campaign materials
Week 2:	Launch marketing and advertising campaign
Week 2 thru 6:	Marketing and advertising campaign in progress, scheduled property previews, regular reporting to client on process, buyer response and any feedback and issues
Week 6:	Auction
Week 10:	Closing

Overall Strategy: We believe an online auction is ideally suited for these assets. The online environment removes all geographic barriers and allows potential buyers to bid from the comfort of their homes, anywhere in the world.

We are a high touch, high impact auction firm. Tranzon buyer managers maintain close communication throughout the marketing and auction period. Our goal is to touch every interested party on multiple occasions to insure they are well informed and are prepared to bid on the properties.

Pricing/Reserves: There are three primary options when considering reserve pricing for an auction, these include:

- **No Reserve:** No reserve auctions are the most effective way to guarantee a property will sell. Buyers are assured of a sale and therefore dedicate resources and due diligence to the properties. No reserve auctions do carry the risk pricing will fall below Seller expectations.
- **Disclosed Minimum Bid:** These auctions are a compromise between No Reserve and Subject to Confirmation (see below). They bring significant benefit to Sellers in that they limit downside, but encompass the benefits of No Reserve sale by enhancing Buyer confidence the sale will happen. Minimum bids need to be set at a level enticing to buyers.
- **Subject to Confirmation/Undisclosed Reserve:** The other extreme – Undisclosed Reserve is not shared publicly and only announced when met at the auction.

Tranzon recommends we utilizing a **"No Reserve"** strategy for the following reasons:

1. Quality and Condition of the Properties: Properties acquired through tax foreclosure are typically not well maintained and therefore buyers need an incentive to chase these properties
2. Transparency Concerns: We work for municipal entities regularly and one of the major concerns is scrutiny by the general public. Using a No Reserve program opens bidding to all market participants and generates full fair market value pricing.
3. Overall Market Demand: While the real estate market is drastically improved in major MSA's, smaller markets continue to lag. Pricing needs to be set at a level that will guarantee sales and allow Seller to move on from these properties.

This is simply our suggestion based on our experience in the marketplace. Pricing will be mutually determined prior to commencement of auction marketing campaign.

Bidding: To obtain the desired results for the sale of this asset, we will conduct the auction online using our proprietary Tranzon timed bidding platform. This newly designed system is extremely user friendly and allows for customization of the bidding process for each offering. Our team of highly trained professionals will design and implement the bidding procedures to insure the maximum results for you, our client.

MARKETING and ADVERTISING

Properties of this size and type demand strong **New England Print and National Digital Marketing**. Our marketing campaigns are among the most cutting edge and cost effective in the industry. Our goal is to expose the property to the greatest amount of prospective purchasers in the shortest amount of time. The components of this successful campaign are:

A significant online marketing presence including:

- Featured Listing on Tranzon.com
- Featured Listing on Commercial and Residential Property websites including; propertyauction.com, costar.com, loopnet.com, ccim.com, and others...
- Listings on Hundreds of Tranzon Partnered listing sites including: National Auction Association, Auctionzip, propertyauction.com, etc...

Extensive regional print advertising including:

- *Manchester Union Leader*
- *Portsmouth Herald*

Comprehensive Developer, Investor and Broker Marketing

- Buyer Broker Cooperating Commission
- Direct contact and face-to-face
- Direct email to Auction Buyers and Prospects

- Direct Mail to 1200 Qualified NH Prospects who have looked at or purchased property in the Candia, NH area.
- Direct Email to Tranzon Proprietary Database of over 10,000 auction participants

PROPERTY REVIEW AND DUE DILIGENCE

Tranzon Auction Properties will produce and provide to all interested parties comprehensive Property Information Packages ("PIP's"). Providing interested parties an head start on their due diligence is an integral component of a successful sale. PIP's will include:

- Municipal Tax/Assessment/Zoning Information;
- Property Description with any plans, plats, etc. (as available);
- Specimen Deed to be conveyed, w/ legal description;
- Photo Gallery of Property;
- Property's Key Aspects;
- Other Legal Documents;
- Specimen Purchase and Sale Contract, and
- Property Plans & Architectural Drawings (if available)

OTHER PROPERTY PROMOTION

Property Tours: A Tranzon Auction Properties' professional will conduct coordinated property tours highlighting the properties attributes, infrastructure and potential. Ideally we will be onsite two separate occasions for a minimum of one hour to allow interested parties access to the property. Also private showings may be conducted, as needed and permitted.

Signage: Visual indications that your property seeks a purchaser are critical. Further, signs give potential purchasers comfort that they have found the right property. Standard sign sizes range from 2'.5"x 3' to 4' x 4' depending on property, site and location. Signage will be placed on your property as promptly as possible after execution of contract. Prior to ordering signage, Tranzon will confirm local ordinances and association bylaws to ensure our signage is in conformance with restrictions/limitations.

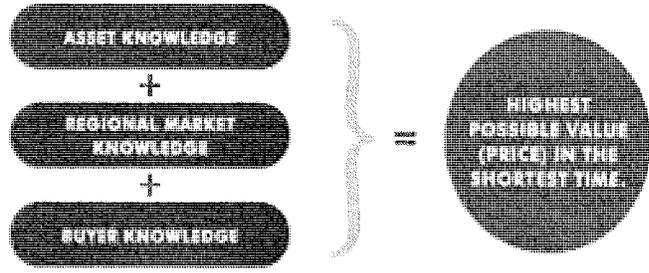
**AUCTION MARKETING PROPOSAL
EXECUTIVE SUMMARY**

PROPERTIES:

- Tax Map 407 Lot 036
- Tax Map 409 Lot 116-2
- Tax Map 413 Lot 105
- Tax Map 414 Lots 137 & 138



WHY TRANZON:



Personalized property specific marketing campaigns

High Impact, Multi-Touch Buyer Communication

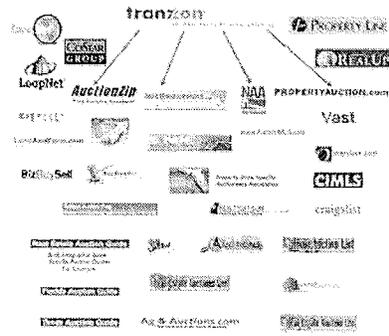
Our auctions are handled by licensed Tranzon professionals, not loose affiliates or rented licenses

TARGET MARKETING:

Strong Regional print media

Regional print direct mail and targeted online marketing to Buyers, Brokers and Investors

Nationwide E-marketing through direct email, viral mailing, and online listing sites



OFFERING STRATEGY:

Timed Online Bidding: The online environment removes all geographic and time sensitive barriers – bidders are offered the opportunity to bid at their convenience for a specified period of time (like eBay). Tranzon buyer managers maintain close communication with all interested parties to ensure that they can bid during the auction.

AUCTION FIRM COMISSION:

- **Tranzon will not charge the Town a Commission.** Tranzon's fee will be paid by the buyer in addition to their high bid. This sale will utilize a Buyer Premium of 10% of the High Bid.
- Buyer Broker Fees: Tranzon will compensate any and all Buyer Brokers from our Buyer Premium. Again, we will not charge the Town for this service.

SELLER MARKETING EXPENSES:

- \$1,034.00 Per Property (\$5,170.00)

SUGGESTED TERMS:

- **Deposits:** High bidder will be required to make a non-refundable deposit equal to 10% of the total purchase price within 48 hours of acceptance of their bid by Seller.
- **Closing:** Buyers shall be required to close within 30 calendar days of Executed Auction Purchase & Sale Agreement.
- Property sold "as-is" subject to Seller ability to transfer title free and clear of liens and encumbrances

SUGGESTED AUCTION DATE:

- January 2014 – Date TBD Upon Full Engagement of Auction Firm

I appreciate the opportunity to provide you with this short description of our services.

Please call or email with any questions, comments or further information.

Sincerely,



Mike Carey, VP
mcarey@tranzon.com

tranzon[®]
NATIONAL AUCTIONS. LOCAL EXPERTISE.



Town of Warren

167 Western Rd
Warren ME 04864
Tel. (207) 273-2421
Fax (207) 273-3107

April 11, 2014

Thomas Saturley, President
Tranzon Auction Properties
93 Exchange Street
Portland, ME 04101

Re: Auction Campaign - 44 School Street, Warren, Maine

Dear Tom, Jill and the Tranzon Team:

I want to thank all of your team for a well orchestrated auction campaign which you recently completed for the Town of Warren. It was important to select a sales process that was open to the public, was transparent and could accommodate quick ownership transfer without burdensome contingencies. The auction process allowed anyone to participate; Tranzon guided us appropriately and effectively through that process giving us great confidence from the onset and through closing.

I had several opportunities to speak with members of your team and during those times realized that I was dealing with professionals who understood their business and effectively applied their knowledge and expertise to accomplish and complete a successful auction. I had comfort knowing I was associated with experienced real estate brokers and auctioneers who would give me straight advice and counsel. Tranzon staff members were always accessible and returned communications promptly.

The auction day proved very successful with several qualified bidders; it was evident that Tranzon took our auction assignment very seriously and worked effectively and diligently to bring all interested parties to the auction event. The auction methodology brought efficiency to our guidelines and the prompt movement of an asset.

Should another opportunity exist, I would not hesitate to recommend working with Tranzon Auction Properties.

Sincerely,

A handwritten signature in cursive script, appearing to read "Elaine Clark".

Elaine Clark, Town Manager



PROPOSAL FOR AUCTIONEER SERVICES



Auction Sale of (5) Town Owned Properties

Prepared For:
Town of Candia, NH
Dave DePuy, Town Selectman

Prepared By:
Paul McInnis, Inc.
Paul McInnis & Justin Conway

December 1, 2014



Paul McInnis, CAI, AARE
President

December 1, 2014

Town of Candia, NH
Attn: Dave DePuy, Town Selectman
74 High Street
Candia, NH 03034

RE: PROPOSAL-REAL ESTATE AUCTIONEER SERVICES TO SELL (5) TOWN OWNED PROPERTIES AT AUCTION

Dear Mr. DePuy:

Thank you for allowing Paul McInnis, Inc. to submit this proposal for real estate auction services to the Town of Candia.

This proposal will outline our firm's qualifications and experience in selling real estate assets for private as well as municipal entities since 1978.

Should you have any questions regarding our proposal, please do not hesitate to contact me at (603) 964-1301 or by email at justin@paulmcinnis.com. We appreciate your consideration of our services and look forward to the opportunity to assist in the disposition of these five properties on behalf of the Town of Candia.

Sincerely,

A handwritten signature in black ink, appearing to read "Justin Conway", with a horizontal line drawn through the bottom of the signature.

Justin F. Conway

Real Estate Brokers, Certified Auctioneers Institute & Accredited Auctioneer of Real Estate
One Juniper Road, North Hampton, NH 03862
Phone: (603) 964-1301 Fax: (603) 964-1302 Toll Free: (800) 242-8354
Web Site: www.paulmcinnis.com E-mail: info@paulmcinnis.com



Paul McInnis, CAI, AARE
President

Qualifications and Experience of Key Personnel

(Profiles to follow on next two pages.)

Real Estate Brokers, Certified Auctioneers Institute & Accredited Auctioneer of Real Estate
One Juniper Road, North Hampton, NH 03862
Phone: (603) 964-1301 Fax: (603) 964-1302 Toll Free: (800) 242-8354
Web Site: www.paulmcinnis.com E-mail: info@paulmcinnis.com

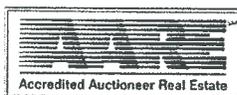
PAUL G. MCINNIS



Paul G. McInnis
CAI, AARE, President

Paul McInnis became a licensed auctioneer in the State of New Hampshire in 1976 and incorporated in 1978. He is a graduate of the Certified Auctioneers Institute, now known as the Auction Marketing Institute. Paul has conducted thousands of real estate auctions throughout the northeast United States and beyond. He has also served as one of only four Senior Auction Advisors for Sperry Van Ness Commercial Real Estate Advisors, a company with over 960 brokers nationwide.

- Member of National Auctioneers Association
- Certified Auctioneer Institute Designation (CAI)
- Accredited Auctioneer of Real Estate by the Auction Marketing Institute (AARE)
- Licensed Auctioneer in the States of New Hampshire, Massachusetts, Maine, Vermont, and Florida
- Licensed Real Estate Broker in the States of New Hampshire, Massachusetts and Maine
- Seminar Instructor at National and State Conventions across the country
- Member of Rotary International since 1977



THE ASSET MARKETING PROFESSIONALS

One Juniper Road | North Hampton, NH 03862 | t: 603.964.1301 f: 603.964.1302

www.paulmcinnis.com

JUSTIN F. CONWAY



Justin F. Conway *Auction Manager*

Justin began his professional career with CB Richard Ellis Real Estate as a licensed Commercial Real Estate Agent prior to joining Paul McInnis, Inc in 2008. Justin attended The Governor's Academy in Byfield, MA, graduating in 2001, before completing his post-secondary education at the University of New Hampshire in 2005, acquiring a BA in Political Science. Justin is a Graduate of the World Wide College of Auctioneering and is now our company's Auction Manager.

- Licensed Auctioneer in the State of New Hampshire
- Licensed Real Estate Broker in the State of New Hampshire
- Licensed Auctioneer in the State of Maine
- Licensed Real Estate Broker in the State of Maine
- Treasurer of New Hampshire Auctioneers Association
- Member of New Hampshire Auctioneers Association
- Member of National Association of Realtors®
- Member of the Seacoast Board of Realtors®
- Member of the National Auctioneers Association
- Graduate of The Governor's Academy
- University of New Hampshire, Bachelor of Arts



THE ASSET MARKETING PROFESSIONALS

One Juniper Road | North Hampton, NH 03862 | t: 603.964.1301 f: 603.964.1302

www.paulmcinnis.com



Paul McInnis, CAI, AARE
President

Description of firm and staff to be assigned to the Town of Candia:

Paul McInnis, Inc. is skilled in several styles of real estate auctions that include the live, open out-cry auction that the public is familiar with to the more recent but equally effective online-only auction.

Once the team at Paul McInnis, Inc. has been hired to represent the seller they go to work preparing a sales strategy that goes far beyond a sign and a listing on the multiple listing services. We prefer a shotgun approach to marketing which can include print media, electronic media, the Internet and a direct mail campaign if appropriate. We can perform a media blitz that will reach a wide audience of prospective buyers.

Paul McInnis, Inc. has a full time office staff that is involved in each and every real estate transaction that this office is employed. As you will see in our "Past experience and Success", we demonstrate capability, experience, and success through a team approach.

Paul McInnis Inc.'s field of Expertise and Experience:

Paul McInnis, Inc. is a unique realty/auction company for the fact that it handles every type of real estate including commercial, industrial, residential, land properties and bulk sales. Paul McInnis, Inc. is one of the only companies in New England that sells foreclosure auctions as well as owner auctions and further more is supremely knowledgeable in the art of the multi-property auction. This means traveling New England providing auction services not only to large financial institutions and municipalities but to private sellers as well. These entities are typically looking for a unique sales strategy in order to maximize visibility and selling potential of their assets.

Real Estate Brokers, Certified Auctioneers Institute & Accredited Auctioneer of Real Estate
One Juniper Road, North Hampton, NH 03862
Phone: (603) 964-1301 Fax: (603) 964-1302 Toll Free: (800) 242-8354
Web Site: www.paulmcinnis.com E-mail: info@paulmcinnis.com



Paul McInnis, CAI, AARE
President

Some past experience and success selling for similar size entities:

Property Location	Style of Sale	Sale Price	Type of Property	Seller
9 Allen Street, Hanover, NH	Live Auction	\$385,000	Commercial Development Site	Woodsville Guaranty Savings Bank
33 Nute Road, Madbury, NH	Live Auction	\$260,000	Residential	Service Credit Union
24 Kelly Road, Cambridge, MA	Online-Only Auction	\$1,017,500	Residential	Trustee Sale
503 Beech Street, Manchester, NH	Live Auction	\$153,000	Multi-family	Digital Federal Credit Union
511 Wallis Road, Rye, NH	Call for Offers	\$1,125,000	Large Land Tract Rand Lumber	Rand Family
1 Lilac Lane, Dover, NH	Live Auction	\$735,350	(14) Condominiums	Private Seller
143 Daniel Street, Portsmouth, NH (Connie Bean)	Sealed Bid and Live Auction	\$1,500,000	City Liquidation- Development	City of Portsmouth
557&580 Mountain Road, Jaffrey, NH	Live Auction	\$600,000	Hotel	Digital Federal Credit Union
Hobbs Farm, North Hampton, NH	Live Auction	\$909,500	Mixed Use Development- Multi Parcel	Trustee Sale
2468 Lafayette Road, Portsmouth, NH	Call for Offers	\$855,000	Carwash	Trustee Sale
40 Elk Drive, Bedford, NH	Live Auction	\$161,000	Residential	USDA
4 Properties Gorham, NH	Multi Parcel Live Auction	\$330,550	1-Residential, 1- Commercial, 2- Land Lots	The Town of Gorham
Gillingham Drive, Bradford & Newbury, NH	Multi Parcel Online-Only Auction	\$62,975	(3) Land Lots	Private Seller

Real Estate Brokers, Certified Auctioneers Institute & Accredited Auctioneer of Real Estate
One Juniper Road, North Hampton, NH 03862
Phone: (603) 964-1301 Fax: (603) 964-1302 Toll Free: (800) 242-8354
Web Site: www.paulmcinnis.com E-mail: info@paulmcinnis.com



Paul McInnis, CAI, AARE
President

References:

Paul McInnis, Inc. is the exclusive agent for the USDA (United States Department of Agriculture) in the state of New Hampshire for properties needing to be sold in the default of the loan given by the USDA to residential and commercial customers. If the Candia Board of Selectman would like to contact the USDA for their opinion of our services, we would offer the following contact information:

Brian Ritchie
USDA Rural Development
Concord, NH
(603) 223-6059

Paul McInnis, Inc. recently sold (4) properties for the Town of Gorham, NH. The town selected PMI as the auction firm to represent them due to our knowledge of the area and other successful sales we conducted in Coos County. PMI offered and successfully sold all four properties on an Absolute basis achieving maximum competition and achieving the town's primary goal of getting the tax deeded properties back on the tax roll.

Robin L. Frost
Town Manager
Town of Gorham
20 Park Street
Gorham, NH 03581
(603) 466-3322

Paul McInnis Inc. has exclusive relationships with many local New Hampshire banks and lending institutions. Our company is often called upon to sell real estate for these firms that range in value from \$10,000. to \$10,000,000. One such institution is the Bank of New Hampshire.

Tania L. Baert
Vice President - Commercial Banker
Bank of New Hampshire
62 Pleasant Street
Laconia, NH
(603)527-3243

Real Estate Brokers, Certified Auctioneers Institute & Accredited Auctioneer of Real Estate
One Juniper Road, North Hampton, NH 03862
Phone: (603) 964-1301 Fax: (603) 964-1302 Toll Free: (800) 242-8354
Web Site: www.paulmcinnis.com E-mail: info@paulmcinnis.com



Paul McInnis, CAI, AARE
President

Proposed Auction Strategy:

Paul McInnis, Inc. has the capability and experience to conduct a multi property/online-only auction for the 5 tax deeded parcels owned by the Town of Candia. We suggest the implementation of an Online-Only bidding platform rather than an Onsite Open Outcry auction for the benefit of reduced upfront cost to the seller and the extended timeframe with which bidders have to bid. The online bidding system allows for anyone who abides by the terms to register to bid and compete until all bids are exhausted. The bidding would be open for several days with a stated ending time. As the ending time approaches with five minutes or less remaining and someone bids, the system will automatically extend the bidding for an additional 15 minutes and continue in this manner until all bids are in.

Since the properties range in value and desirability the lower value/less desirable properties will receive more attention due to their inclusion in a multi-property auction with the others. In order to increase competition even further for all 5 properties we recommend offering all 5 properties on an Absolute basis. To sell Absolute, we advertise that the property will be sold with NO MINIMUMS and NO RESERVES. This method historically produces the maximum competition for any asset and the maximum value for that asset at the point in time that you are selling.

Proposed timeline, Fees, and Duties

Date & Time: 4-5 Weeks from signing of Auction Contract

Location: Online-Only

Auctioneer's Commission & Fees:

Suggested Marketing Budget:

PMI will pay for all out of pocket marketing expenses associated with the sale of the 5 parcels at auction. PMI will pay for all production and placement of all advertisements in newspapers, online ads, and signage. In addition PMI will absorb all costs for creation of a comprehensive property information package and inclusion on the PMI website.

Real Estate Brokers, Certified Auctioneers Institute & Accredited Auctioneer of Real Estate
One Juniper Road, North Hampton, NH 03862
Phone: (603) 964-1301 Fax: (603) 964-1302 Toll Free: (800) 242-8354
Web Site: www.paulmcinnis.com E-mail: info@paulmcinnis.com



Paul McInnis, CAI, AARE
President

**This proposal is based on conducting an Absolute auction for all 5 properties listed on Exhibit A. If the town decides not to sell all 5 parcels Absolute, we reserve the right to re-submit a quote for services.

Auctioneer's Commission:

Auctioneer will be paid through the Buyer's Premium added to the High Bid Price at the Auction. PMI uses a 10% Buyer's Premium. The Buyer will be charged this Premium over and above their high bid price and PMI will retain as their commission for the sale. The Seller will not be charged a commission. PMI will also offer a Broker Participation fee to *enable* the brokerage community to work on the Seller's behalf and PMI will pay any Broker registering a successful buyer a commission for their representation.

Suggested Real Estate Terms:

Online-Only

A \$2,500 hold will be placed on a major credit card in order to bid online. The successful bidder will need to sign the Real Estate Purchase & Sale Agreement and deliver the required Earnest Money Deposit totaling 10% of the total purchase price by way of certified funds - both within 24 hours of the auctions conclusion). At that time the hold will be removed from the credit card. A 10% buyer's premium will be added to the high bid price to become the total purchase price. The balance is due and payable within 45 days from the date of the auction. Property to be sold "AS IS" with no contingencies of sale.

Real Estate Brokers, Certified Auctioneers Institute & Accredited Auctioneer of Real Estate
One Juniper Road, North Hampton, NH 03862
Phone: (603) 964-1301 Fax: (603) 964-1302 Toll Free: (800) 242-8354
Web Site: www.paulmcinnis.com E-mail: info@paulmcinnis.com



Paul McInnis, CAI, AARE
President

Auctioneer's Duties:

- View real property
- Prepare marketing plan
- Assemble auction terms
- Work with Seller to properly identify and gain access to each property for Bidder inspection
- Photograph real property if appropriate
- Post Signage where appropriate
- Assemble and distribute Property Information Packages
- Prepare and place newspaper publications
- Internet marketing
- Post Property Information Package to PMI site
- Arrange and Conduct Online-Only Auction
- Supervise execution of Purchase & Sale Agreements and obtain additional deposits
- Provide final auction settlement statements and track closings

Seller's Duties:

- If this proposal is acceptable an Auction Contract will be sent along for additional review and signature.
- Work with Auctioneer to prepare properties for Bidder inspection
- Provide Auctioneer with all due diligence documentation that will be helpful to the success of each property at the auction
- Pay for proposed deeds

If the board should require a question and answer session to further evaluate this proposal we would be happy to attend a scheduled meeting to present our auctioneer services and strategy for this sale.

Thank you for the opportunity to present our proposal. If the above terms are satisfactory, an Auction Contract will be prepared for review and signature.

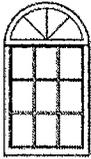
Real Estate Brokers, Certified Auctioneers Institute & Accredited Auctioneer of Real Estate
One Juniper Road, North Hampton, NH 03862
Phone: (603) 964-1301 Fax: (603) 964-1302 Toll Free: (800) 242-8354
Web Site: www.paulmcinnis.com E-mail: info@paulmcinnis.com

Exhibit A

(5) Town Owned/Tax Deeded Properties
Candia, NH

<u>Address</u>	<u>Map/Lot</u>	<u>Improvements</u>	<u>Acres</u>	<u>Zone</u>	<u>Assessed Value</u>
Critchett Road	407/036	none-Land Locked	1.2	R	\$4,000
308 Raymond Road	409/116/2	3-Bedroom Ranch	12.43	C	\$186,544
Old Candia Road	413/105	unknown	1.3	Unknown	\$80,600
Depot Road	414/137	none-abuts Rte.101	3.8	R	\$86,400
256 Depot Road	414/138	2-Bedroom Cape	0.53	R	\$105,800
Total					\$463,344

Proposal



David Bowers
Olde Window Restorers

Restoration & Repair of Period and
Historic Wood Windows

PO Box 542
Weare, NH 03281
Phone: 529-0261
Fax: 369-4651
Email: oldewindows@gsinet.net

Smyth Library
Candia, NH 03034

OWR hereby submits specifications and estimates for: Period window restoration the Frederick Smyth Library

Full restoration of windows. See attached for restoration process description.

Stated pricing includes weatherization, replacement of sash ropes with brass sash chain.

Windows will be painted two finish coats interior and exterior.

All work is done consistent with standards for historic restoration utilizing traditional methods.

See Restoration description for more details.

Description	Qty.	Each	Subtot
Restoration of period windows Size 2'9" x 6'2" Six over Nine lites	5	1,275	6,375
Traditional storm windows with removable screen and glass inserts	5	415	2,075
		Total	8,450
Additional/*optional items			
Glass replacement if needed @ \$4 per sq foot.			

Olde Window Restorers proposes to furnish labor and materials in complete accordance with above specifications as priced plus additional items as required.

Payment Schedule: For work done on site payment is due on completion.

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to accepted practices. Any alteration or deviation from above specifications will be executed only on written agreement, and may become an extra charge above the above quote. Homeowner to carry fire, hazard and other necessary insurance. Olde Window Restorers carries insurance covering its workers and customer property. Proof of insurance supplied on request.

Deposit Due of \$1,000

OWR signature: *[Signature]*

Date of proposal: 8/24/14

Acceptance of Proposal – The above prices, specifications and conditions are hereby accepted. You are authorized to due the work as specified. Payment will be made as outlined above.

Authorized Customer Signature:

[Signature]

Smyth
Memorial
Building

Date of Acceptance: 8/26/14

DAVID BOWERS

ARTICLE 3.

To see if the Town will vote to raise and appropriate the sum of Six Thousand Eight Hundred and Seven Dollars (**\$6,807**) in support of the **Rockingham County Community Action**.

ARTICLE 4.

To see if the Town will vote to raise and appropriate the sum of Four Thousand Dollars (**\$4,000**) in continuation of its support of the **Visiting Nurse Association of Manchester and Southern New Hampshire**.

ARTICLE 5.

To see if the Town will vote to raise and appropriate the sum of Three Thousand Two Hundred and Fifty Dollars (**\$3,250**) in continuation of its support of the **American Red Cross**.

ARTICLE 6.

To see if the Town will vote to raise and appropriate the sum of One Thousand Eight Hundred and Fifty-Four Dollars (**\$1,854**) in continuation of its support of the **Lamprey Health Care**.

ARTICLE 7.

To see if the Town will vote to raise and appropriate the sum of One Thousand Two Hundred and Fifty Dollars (**\$1,250**) in continuation of its support of the **Child Advocacy Center**.

ARTICLE 8.

To see if the Town will vote to raise and appropriate the sum of One Thousand Dollars (**\$1,000**) in continuation of its support of **Big Brother/Big Sister**. *****HAVE NOT RECEIVED REQUEST AS OF 12/22/14*****

ARTICLE 9.

To see if the Town will vote to raise and appropriate the sum of One Thousand Dollars (**\$1,000**) in continuation of its support of the **Child and Family Services**.

ARTICLE 10.

To see if the Town will vote to raise and appropriate the sum of Seven Hundred and Two Dollars (**\$926**) in continuation of its support of the **Rockingham County Nutrition and Meals on Wheels Program**.

ARTICLE 11.

To see if the Town will vote to raise and appropriate the sum of Seven Hundred Dollars (**\$700**) in continuation of its support of the **Aids Response Seacoast**.

ARTICLE 12.

To see if the Town will vote to raise and appropriate the sum of Five Hundred Dollars (**\$500**) in continuation of its support of the **CASA** (Court Appointed Special Advocates for Children).

ARTICLE 13.

To see if the Town will vote to raise and appropriate the sum of Two Hundred Twenty-Five Dollars (**\$225**) in continuation of its support of the **Retired and Senior Volunteer Program**.

ARTICLE --.

To see if the Town will vote to raise and appropriate the sum of Twenty Thousand Dollars (**\$20,000**) to be placed in the existing **Revaluation Capital Reserve** fund for the Future Revaluation of the municipality. Said funds to be expended under the direction of the Board of Selectmen.

ARTICLE --.

To see if the Town will vote to raise and appropriate the sum of ----- dollars (\$) for the first phase of updating the **Candia Master Plan** per RSA 674:3. (Submitted by the Selectmen)

ARTICLE --.

To see if the Town will vote to raise and appropriate the sum of **\$17,500.00** to the **Candia Youth Athletic Association** for the specific expenses of providing youth recreation programs to the children of Candia. Said expenses to be expended under the direction of the Candia Youth Athletic Association Board of Directors in accordance with the approved budgets. Submitted by petition.

ARTICLE --.

To see if the Town will vote to raise and appropriate the sum of Four Thousand Dollars (**\$4,000**) for the operation and maintenance of the **Fitts Museum**. Said funds to be expended under the direction of the Trustees of the Fitts Museum. (By request of the Trustees of the Fitts Museum)

ARTICLE --.

To see if the Town will vote to raise and appropriate the sum of One Hundred Fifty Thousand Dollars (**\$150,000.00**) for the **first phase of Chester Turnpike reconstruction**, starting at the Hooksett town line and working southerly towards Tower Hill Road. Said funds to be expended under the direction of the Board of Selectmen. (Submitted by the Road agent)

ARTICLE --.

To see if the Town will vote to raise and appropriate the sum of Seventy Five Thousand Dollars (**\$75,000.00**) for excess **winter road maintenance**, these funds will not be used unless the operating winter maintenance funds are exhausted. This will be non-transferable appropriation. Said funds to be expended under the direction of the Board of Selectmen.

4

WARRANT ARTICLE: To see if the Town will vote to raise and appropriate the sum of Thirty Seven Thousand Dollars (\$37,000) for the implementation of a mosquito control program designed to reduce the risk of exposure to mosquito-borne diseases such as EEE and West Nile Virus.

WARRANT ARTICLE: To see if the Town will vote to authorize the Selectmen to transfer the management and responsibility for the following town-owned properties to the Candia Conservation Commission, to be held forever in trust for the benefit and enjoyment of the citizens:

1. High Street (Map 404, Lot 118) - acres off Donovan Road.
2. High Street (Map 405, Lot 042-2) - acres off Donovan Road.
3. High Street (Map 411, Lot 038) - acres off Donovan Road

Further, to designate these properties, in accordance with RSA 31:110 as a part of the Candia Town Forest System.

WARRANT ARTICLE: To see if the Town will vote to rescind the Playground Maintenance trust fund established at the 1999 Town Meeting pursuant to RSA 31:19-a, with any outstanding sums in the Fund to be transferred to the General Fund.

WARRANT ARTICLE: To see if the Town will vote to rescind the Incinerator Site Decommissioning trust fund established at the 1991 Town Meeting and repurposed at the 2008 Town Meeting pursuant to RSA 31:19-a, with any outstanding sums in the Fund to be transferred to the General Fund.

MEMO

To: All employees
From: Board of Selectmen
Date: December 23, 2015
Re: 2015 Holiday Schedule

The Board of Selectmen has approved the following list of 2015 holidays to be observed:

Office Employees/Police officers

Thursday, January 1	New Year's Day
Monday, January 19	Martin Luther King Day
Monday, February 16	President's Day
Monday, May 25	Memorial Day
Friday, July 3	Independence Day
Monday, September 7	Labor Day
Wednesday, November 11	Veteran's Day
Thursday, November 26	Thanksgiving Day
Friday, November 27	Day after Thanksgiving
Friday, December 25	Christmas Day

In addition, there are two floating holidays per year.

Recycling Center Employees

Thursday, January 1	New Year's Day
* Monday, February 16	President's Day
Sunday, April 5	Easter Sunday
* Monday, May 25	Memorial Day
Saturday, July 4	Independence Day
* Monday, September 7	Labor Day
Wednesday, November 11	Veteran's Day
Thursday, November 26	Thanksgiving Day
Friday, November 27	Day after Thanksgiving
Friday, December 25	Christmas Day

* Holidays that fall on a day that is the employee's regular day off (Monday or Tuesday), will be moved to a floating holiday

In addition, there are two floating holidays per year.

RECEIVED
DEC 18 2014

BY: _____

PLEASE REAL
C.R.
[Handwritten signatures and initials]

10 December 2014

Attn: Andria Hansen
Town of Candia
Board of Selectmen
74 High Street
Candia, NH 03034

Re: Map/Parcel 406-018-001
Candia, NH 03034

Dear Andria

Thank you for taking the time to speak with me today.

I have updated the language of this letter to reflect the intent of the owner of the above referenced property (whom I represent).

Owner is interested in donating the property to the Town of Candia for the amount of the legal fees, deed registration and/or tax stamp fees generated by the transfer. The owner owns the property in full and there are no liens against the parcel.

I have enclosed the Real Estate Tax Bill for the property we discussed. The owner would like to have the land connected to the area, developed a few years ago by the Candia Heritage Commission (pond/skating area), located across High Street from the Candia Town Hall, if possible.

Would you please forward this information to town legal representative for review, as discussed.

If you have questions or need additional information, please contact me at (603) 867-7968 or by email at: jhsn44@gmail.com

Thank you.


Karen A. Johnson

Encl. (1)

Cc: Heirs of Walter & Mary Davis

TOWN OF CANDIA, NH
TAX COLLECTOR
74 HIGH STREET
CANDIA, NH 03034
REAL ESTATE TAX BILL

HOURS
 Monday Closed,
 Tuesday 5:00 pm to 8:00 pm
 Wednesday & Friday 9:00 am to 12:00 noon

First Bill

TAX YEAR	BILL NUMBER	BILLING DATE	INTEREST RATE	DUE DATE
2014	002612-000571	5/28/2014	12% if paid after	7/1/2014
MAP/PARCEL	LOCATION OF PROPERTY			AREA
406-018-001	L/O HIGH STREET			0.55

OWNER OF RECORD		TAX CALCULATION	
DAVIS, HEIRS OF WALTER & MARY, 195 BIBLE HILL RD CLAREMONT NH 03743-5828		1/2 Tax At 2013 Tax Rate	
		Municipal Tax Amount	31.19
		School Tax Amount	92.37
		Education Tax Amount	18.77
		County Tax Amount	7.84
		Total Tax	150.17
TAX CALCULATION	ASSESSED VALUATION	Estimated Tax Amt	
2013 Tax Rate	Land Value	7,700	75.09
Municipal 4.05			
School 12.00			
Education 2.44			
County 1.02			
TOTAL 19.50	NET VALUE 7,700	PAY THIS AMOUNT	75.09

INFORMATION TO TAXPAYERS

THE TAXPAYER MAY, BY MARCH 1 FOLLOWING THE DATE OF NOTICE OF THE TAX AND NOT AFTERWARDS, APPLY IN WRITING TO THE BOARD OF ASSESSORS FOR A TAX EXEMPTION, CREDIT, ABATEMENT OR DEFERRAL.

IF YOU ARE ELDERLY, DISABLED, BLIND, A VETERAN OR VETERAN'S SPOUSE, OR ARE UNABLE TO PAY TAXES DUE TO POVERTY OR OTHER GOOD CAUSE, YOU MAY BE ELIGIBLE FOR A TAX EXEMPTION, CREDIT, ABATEMENT OR DEFERRAL FOR DETAILS AND APPLICATION INFORMATION, CONTACT THE BOARD OF ASSESSORS.

REAL ESTATE TAX PAYMENTS WILL BE APPLIED FIRST TO THE OLDEST DELINQUENT REAL ESTATE TAXES (IF ANY) FOR THE INDICATED PROPERTY.

TAXPAYERS DESIRING ANY INFORMATION IN REGARD TO TAXATION, ASSESSMENTS, EXEMPTIONS, OR CHANGE OF ADDRESS MUST REFER ALL INQUIRIES TO THE BOARD OF SELECTMEN (TEL. (603) 483-8101), NOT TO TAX COLLECTOR.

ALL TAXES ARE ASSESSED ON APRIL 1ST OF EACH YEAR. TAX BILLS ARE MAILED TO THE LAST KNOWN ADDRESS.

PAYMENT POLICIES

- PLEASE MAKE CHECK PAYABLE TO TOWN OF CANDIA. IF A RECEIPT IS REQUESTED PLEASE INCLUDE A SELF-ADDRESSED, STAMPED ENVELOPE - THIS HELPS KEEP COSTS DOWN.
- A \$25.00 FEE PLUS ALL ADDITIONAL DELINQUENCY PENALTIES AND COLLECTION COSTS WILL BE CHARGED FOR ANY CHECK RETURNED BY THE BANK FOR ANY REASON.
- PAYMENT OF THIS BILL DOES NOT PREVENT THE COLLECTION OF PREVIOUS UNPAID TAXES, NOR DOES AN ERROR IN THE NAME OF THE PERSON(S) TAXED PREVENT COLLECTION.
- IF YOU ARE NOT THE PRESENT OWNER OF THIS PROPERTY, PLEASE FORWARD TO THE PROPER OWNER OR RETURN THE BILL TO THE TOWN. THE TAX COLLECTOR IS NOT RESPONSIBLE FOR PAYMENT ON THE WRONG TAX BILL.
- IF THIS BILL IS PAID BY CHECK OR MONEY ORDER, IT IS NOT CONSIDERED PAID UNTIL THE CHECK OR MONEY ORDER IS CLEARED BY THE BANK.
- POST-DATED CHECKS CANNOT BE ACCEPTED AND WILL BE RETURNED TO THE TAXPAYER.
- WHEN PAYING IN PERSON PLEASE BRING THE ENTIRE BILL FOR A RECEIPT.
- PLEASE FORWARD A COPY OF THIS BILL TO YOUR MORTGAGE COMPANY (IF APPLICABLE) THE TOWN OF CANDIA DOES NOT MAIL DUPLICATE BILLS.

↑DETACH HERE↑ TO ENSURE PROPER CREDIT, PLEASE RETURN ENTIRE BOTTOM PORTION OF BILL ↑DETACH HERE↑

TOWN OF CANDIA, NH
REAL ESTATE TAX BILL

MAP/PARCEL	LOCATION OF PROPERTY	TAX YEAR	BILL NUMBER	DUE DATE
406-018-001	L/O HIGH STREET	2014	002612-000571	7/1/2014

12% APR Interest Charged After
 07/01/2014 On This Bill

1449
 DAVIS, HEIRS OF WALTER & MARY,
 195 BIBLE HILL RD
 CLAREMONT NH 03743-5828

PAY THIS AMOUNT 75.09