STATE OF NEW HAMPSHIRE

SITE EVALUATION COMMITTEE

September 25, 2017 - 1:30 p.m.         DAY 39
49 Donovan Street                   Afternoon Session ONLY
Concord, New Hampshire

{Electronically filed with SEC 10-10-17}

IN RE: SEC DOCKET NO. 2015-06
NORTHERN PASS TRANSMISSION –
EVERSOURCE; Joint Application of
Northern Pass Transmission LLC and
Public Service of New Hampshire d/b/a
Eversource Energy for a
Certificate of Site and Facility
(Hearing on the Merits)

PRESENT FOR SUBCOMMITTEE/SITE EVALUATION COMMITTEE:

Chmn. Martin Honigberg                Public Utilities Comm.
(Presiding Officer)

Dir. Craig Wright, Designee           Dept. of Environ. Serv.
Christopher Way, Designee             Dept. of Business &
                                      Economic Affairs
William Oldenburg, Designee           Dept. of
                                      Transportation
Patricia Weathersby                  Public Member

ALSO PRESENT FOR THE SEC:

Michael J. Iacopino, Esq. Counsel for SEC
(Brennan, Caron, Lenehan & Iacopino)

Pamela G. Monroe, SEC Administrator

(No Appearances Taken)

COURT REPORTER: Cynthia Foster, LCR No. 14
## INDEX

**WITNESS PANEL**

TILER EATON

JOE CASEY

Cross-Examination by Mr. Baker 5
Cross-Examination by Mr. Reimers 12
Cross-Examination by Ms. Menard 22
Redirect Examination by Mr. Raff 82

**QUESTIONS FROM SUBCOMMITTEE MEMBERS & SEC COUNSEL BY:**

Mr. Oldenburg 29
Commissioner Bailey 32
Ms. Weathersby 66
Mr. Way 73

**WITNESS**

ALAN BOUTHILLIER

Direct Examination by Mr. Dennis 84
Cross-Examination by Mr. Pappas 85
Cross-Examination by Mr. Whitley 116
Cross-Examination by Ms. Fillmore 121
Cross-Examination by Mr. Baker 123

**QUESTIONS FROM SUBCOMMITTEE MEMBERS & SEC COUNSEL BY:**

Mr. Oldenburg 129
Dir. Wright 140
Commissioner Bailey 142
Mr. Way 145
QUESTIONS FROM SUBCOMMITTEE MEMBERS & SEC COUNSEL BY: (Continued)

Ms. Weathersby 152 (Read by Mr. Iacopino)

Mr. Iacopino 155
<table>
<thead>
<tr>
<th>EXHIBIT ID</th>
<th>DESCRIPTION</th>
<th>PAGE NO.</th>
</tr>
</thead>
<tbody>
<tr>
<td>DFLD ABTR 150</td>
<td>Article, Northern Pass decision delayed until 2018, from IBEW Local 104 website</td>
<td>24</td>
</tr>
<tr>
<td>CFP 37</td>
<td>Coos County Job Creation Association Articles of Agreement</td>
<td>107</td>
</tr>
<tr>
<td>CFP 38</td>
<td>Coos County Business and Employers Group Articles of Agreement</td>
<td>85</td>
</tr>
<tr>
<td>CFP 39</td>
<td>Coos County Business and Employers Group Petition to Intervene</td>
<td>86</td>
</tr>
</tbody>
</table>
P R O C E E D I N G S  
(Hearing resumed at 1:30 p.m.)

PRESIDING OFFICER HONIGBERG:  Mr. Reimers, ready to roll and rock?

MR. REIMERS:  That's a good question. I'm having a technological problem connecting with my computer at work so Mr. Baker said that he would go first.

PRESIDING OFFICER HONIGBERG:  Mr. Baker, you want to jump the line here?

MR. BAKER:  I'm happy to do that.

PRESIDING OFFICER HONIGBERG:  Come on down.

MR. BAKER:  Thank you, Mr. Chair.

CROSS-EXAMINATION

BY MR. BAKER:

Q  Good afternoon. My name is Bob Baker. I represent four landowners in the Great North Woods who are opposed to the Project, and I just wanted to ask you a few questions about the Prefiled Testimony that you filed and the new Project Labor Agreement that was filed this summer and was filed by Eversource as part of the Massachusetts RFP.

This is an excerpt on the screen from the
Prefiled Testimony of Mr. Eaton, and as I read
the question and answer originally, I was under
the impression that it covered most of the jobs
that would be created by Northern Pass and that
we were talking about general labor in New
Hampshire being hired as a matter of priority by
Eversource. Is that what you intended, sir?

A (Eaton) Yes. I mean the New Hampshire workers
that were qualified to do this type of work.

Q Okay. And you're talking really about union
workers only, aren't you?

A (Eaton) No. We have, there's several companies
in New Hampshire that do have, they're
considered nonunion and have qualified line
workers, qualified people that do land clearing.
I mean, if they have the qualifications they
would be entitled to be, you know, first on the
list, as we should say.

Q Are you aware that the Project Labor Agreement
does not cover land clearing?

A (Eaton) Yes.

Q Are you aware that the Project Labor Agreement
does not cover logging?

A (Eaton) Yes.
Q  Are you aware that the Project Labor Agreement does not cover road construction?

A  (Eaton) Yes.

Q  It doesn't cover anybody who drives one of the vehicles that are owned by Eversource, does it?

A  (Eaton) That's correct.

Q  It doesn't cover any of the people that do the testing, geomagnetic testing, on the Project, correct?

A  (Eaton) Correct.

Q  It doesn't cover any of the buildings, pure buildings, does it?

A  (Eaton) Buildings. You're talking about buildings like if they built something at the converter station?

Q  No, I'm not talking about the electric work that would go on typically in a converter station, but I'm talking about buildings such as a temporary building to shelter equipment.

A  (Eaton) I guess so. But I've never seen a temporary building to shelter equipment on any of our projects.

Q  Okay. We can go and look at the list of exclusions here. We'll do that right now if
you'll bear with me.

What I have on the screen is a page from what has been marked by Public Counsel as Exhibit, I think it is 488, and this is the Project Labor Agreement, Section 7, and I'll get the page number in a second here. Section 7 page 7. Would you agree with me as we start to review Section 7 that this is a section excluding from the scope of the Project Labor Agreement certain types of jobs and work that would be done on the Northern Pass?

Q (Eaton) Yes.

Q Would you agree with me that all of these items on page 7 with exclusions are simply not covered by the Project Labor Agreement?

A (Eaton) Yes.

Q And you see as we go down the list a whole group of functions that would be performed on this Project that simply can come from any laborer anywhere in the country, correct?

A (Eaton) Yes. I mean they're not, again, under the PLA. So I'd say yes.

Q And if we go to environmental testing and sampling, under (m), you see that?
Yes.

That's excluded, isn't it?

Yes.

Service vendors, any service vendors that supply to the job, they're excluded, correct?

Correct.

(q), logging and clearing and tree removal operations; excluded, correct?

Correct.

On and off road access road construction; excluded, correct?

Correct.

So under the Project Labor Agreement, Eversource would be free to hire a road construction company from New York State, wouldn't it?

It would, but I believe that, again, in discussions with our contractors and with Eversource, in any other typical PLA every single thing that was listed here would come under a PLA, specifically people in the building trades.

We had said we wanted to ensure that the people of the North Country were part of this Project, and again, there was no reason for them
to join the union or join us where some of this work was, again, stuff that they do every day. Road building, log removal. That's stuff that is near and dear to the North Country, and we wanted them to be part of it. So we weren't going to say to them as a lot of the PLAs around the country would say is you must come to the union.

Q I understand what you're telling us you wanted, but it's not in the Project Labor Agreement that you've signed, is it?

A (Eaton) No.

Q Going back to your Prefiled Testimony, I'm now on page 8 of 8, lines 3 and 4, in your Prefiled Testimony, am I correct that you stated that the Project to construct the Northern Pass would take approximately 3 years?

A (Eaton) Yes. That's what I believed it to be.

Q Mr. Casey said earlier this morning two years; do you disagree with him?

A (Eaton) Well, again, I would say I don't know how long the inside electrician would be on the Project, and I don't know the exact amount of time the outside line worker would be on the
MR. RAFF: Objection. Mr. Casey did not say two years. He was asked about two years.

Q And I was going to ask him where I got that wrong. Would you care to amplify on what you said this morning?

A (Casey) Yes. Counsel asked me if approximately two years and I agreed.

Q Oh, okay. But you agreed with Counsel's suggestion it was approximately two years?

A (Casey) Yes.

Q Okay. And which is it; two years or three years? I mean, if you want to agree with Mr. Eaton, I'm sure he won't mind.

A (Casey) I certainly agree with Mr. Eaton, but, you know, it's construction project, and I've seen them projected for two years and last five. Seabrook Station was projected for five years, and it lasted 20.

Q I understand.

A (Casey) It doesn't, when he said two years I didn't feel it was necessary to correct him with an extra year of construction. But I agree with Mr. Eaton on the three years.
Q From your perspective, then, it could take two years, it could take five years based on your experience?

A (Casey) Oh, I believe by the time they start construction to the time they clean up and they're gone is going to be three years. Absolutely.

Q Okay. I have no further questions.

PRESIDING OFFICER HONIGBERG: Mr. Reimers, your technology issue resolved? It looks like it is.

MR. REIMERS: Yes.

(Discussion off the record)

PRESIDING OFFICER HONIGBERG: Mr. Reimers, are you ready to go?

MR. REIMERS: I am.

PRESIDING OFFICER HONIGBERG: You may proceed.

CROSS-EXAMINATION

BY MR. REIMERS:

Q Good afternoon. My name is Jason Reimers. I represent the Forest Society in this matter.

Earlier in the summer, IBEW and National Grid signed an MOU for IBEW to construct the
Granite State Power Link; is that correct?

A (Eaton) That's correct.

Q And Mr. Eaton, in the Union Leader article announcing the MOU, you were quoted as saying the memorandum of understanding represents an important first step towards the development of a comprehensive Project Labor Agreement. Is that correct?

A (Eaton) Correct.

Q And the Granite State Power Link is a proposal to bring up to 100 megawatts of electricity from Quebec, correct?

A (Eaton) Supposedly.

Q And 1200 megawatts is more than the Northern Pass proposes to carry, isn't it?

A (Eaton) Correct.

Q Mr. Eaton, in your testimony, you discuss an apprenticeship program; is that correct?

A (Eaton) Yes.

Q In your testimony regarding your own professional experience, you stated that from time to time you joined -- from the time you joined IBEW Local 104 in 1987, you worked all across the country; is that right?
A (Eaton) That's correct.

Q And if the Northern Pass is approved and built, students in that apprenticeship program would work on the Northern Pass?

A Yes.

Q At this point, applicants to the apprenticeship program are not promised jobs on the Northern Pass, are they?

A (Eaton) They are not.

Q And then after the Northern Pass is constructed, the workers would go on to work on other Projects throughout the country, right?

A (Eaton) That's correct.

Q And that's just the nature of the profession?

A (Eaton) Yes.

Q So when they enter the apprenticeship program, they're entering knowing that even if the Northern Pass is approved that they're going to spend their career working around the country, isn't that right?

A (Eaton) Well, I mean, they could. I mean, they could also be fortunate enough to maybe be on the Co-op property or they could be on National Grid program. So it all depends. I mean,
again, there's thousands of workers in the Local
so, but if you're fortunate to be with the
company that has the maintenance contract for,
say, National Grid in New Hampshire, they could
be there for a substantial long time.

Q For all the workers who work on the Northern
Pass and then go on to work on other sites
around the country, they would leave the
Northern Pass essentially permanently on the New
Hampshire landscape; isn't that correct?

A (Eaton) You mean once Northern Pass was built?

Q Yes.

A (Eaton) Oh, they could. Yes. They would move
on from Northern Pass, put it that way.

Q Leaving Northern Pass in its place.

A (Eaton) Yes.

Q These are some questions for either witness.

How many long-term, meaning
postconstruction, jobs for IBEW members would be
created by the Northern Pass in your opinion?

A (Casey) How many total created? That's, I mean
that's a question that, you know, it's almost
impossible to answer. All right? So our hopes
are that we will get numbers of, you know, new
people that we can bring into the apprenticeship program. Of course, it's very difficult without a project, number 1, and, number two, it's very difficult to project how many apprentices you're going to need without specifically having the numbers from the contractor. But we're hoping in the inside branch with the electric and the electric branch to create at least 50 new, bring in 50 new apprentices into our program over that three-year period to become electricians right here from the state of New Hampshire.

(Eaton) And I would say, again, Joe is talking about inside electrical work. I'm talking about the outside. I'm saying we have the potential here to bring 300 to 350 brand-new apprentices into the outside part of the electrical work.

Okay. Those numbers are number of trained, newly trained electricians, right?

(Casey) These are people, kids, or people who desire to become electricians off the street with no electrical background that we're going to give an apprenticeship training program to, and at the end of the day because of the Northern Pass, there are going to end up as
licensed electricians.

Q I should have been clearer in my question. My original question was how many long-term or permanent jobs meaning postconstruction would the Northern Pass -- strike that.

How many IBEW members do you expect to be employed long-term by the Northern Pass Project working on the Northern Pass Project after construction?

A (Casey) All of them.

A (Eaton) No. After. After. After. Listen. Again, I think a lot of people, they don't understand, I mean Joe Casey, a lot of people know him. He's at the State House a lot and stuff like that, but, again, we're talking two completely different industries is the inside electrician that would wire this place and do substation work, and the linemen that will be climbing the poles and bringing power to your house. So that's where I believe a lot of the confusion has happened.

We right now from jobs that we have done and like Eversource's transmission system have a transmission maintenance group that has been for
35-plus years, and that crew ranges anywhere from 20 and it could be up to 50 people, depending on what's going on, and those are long-term. Some of the people we have there are just retiring. They have been there the entire time of that contract. And we believe Northern Pass could do the same thing. And if they weren't IBEW 104 jobs, they would be jobs that would be covered by IBEW 1837 who covers the utility of Eversource.

Q Okay. You would agree that some businesses along the right-of-way would be adversely affected by the construction and presence of the Northern Pass, wouldn't you?

MR. RAFF: Objection. They're testifying to the jobs. That's what their Prefiled Testimony is for.

MR. REIMERS: And I want to ask them a little more broadly about jobs as their jobs relate to other jobs.

PRESIDING OFFICER HONIGBERG: Overruled.

You can answer.

BY MR. REIMERS:

Q You want me to repeat my question?
A (Casey) Are you aware of the businesses that would be adversely -- no. I'm not aware of any businesses that will be adversely subject to the Northern Pass.

Q So you're not aware of any businesses that would, that might suffer during the construction of Northern Pass?

A (Casey) No, I'm not.

Q Are you aware of the possibility of that? I'm not talking a specific business.

A (Casey) No. I'm not.

Q You just haven't looked at that at all, right?

A (Casey) No.

Q Are you aware that, of any possibility of jobs in the tourism industry being harmed by the Northern Pass?

MR. RAFF: Objection.

A (Casey) Speculation, you mean?

MR. REIMERS: I just asked if he was aware.

PRESIDING OFFICER HONIGBERG: He can answer the question, is he aware.

A (Casey) No. I'm not.

Q Would you agree that many construction workers in New Hampshire make a living building and
maintaining second homes?

A  (Casey) Absolutely.

Q  And do you know whether it's possible that some new IBEW jobs building the Northern Pass could be offset by some non-IBEW jobs lost in New Hampshire due to the Northern Pass?

A  (Casey) Once again, no, I don't think so.

Q  You don't think so or you haven't thought about it?

A  (Casey) I haven't thought about it, no.

Q  Mr. Eaton, in 2014, do you recall writing a column that appeared in the Union Leader where you were responding to a column by Kathy Sullivan?

A  (Eaton) Yes. I mean --

Q  And I don't have it to show you, but tell me if this sounds like what you wrote in part. "Sullivan also ignores the direct benefits to New Hampshire including the $28,000,000 in local, county, and state taxes Northern Pass will generate each year. For many communities along the route, these funds are desperately needed."

Does that sound accurate?
A (Eaton) Yes.

Q How many of the communities along the route have intervened in favor of the Northern Pass?

A (Eaton) I'm really not sure.

Q Would it surprise you that only one has?

A (Eaton) No.

Q Are you aware that many communities along the proposed right-of-way have hired attorneys to help them oppose the Northern Pass?

A (Eaton) Yes, I am.

Q So you would agree that many communities are spending money to oppose the Northern Pass?

A (Eaton) Sure.

Q You would agree that the towns opposing the Northern Pass appear to have chosen their existing landscape over the increased tax benefits that you assert they need, wouldn't you?

MR. RAFF: Objection.

PRESIDING OFFICER HONIGBERG: Wait. Mr. Reimers? It sounds like it calls for speculation.

MR. REIMERS: I'm asking him if it appears that way.
PRESIDING OFFICER HONIGBERG: Sustained.

MR. REIMERS: No further questions. Thank you.

PRESIDING OFFICER HONIGBERG: Ms. Menard?

CROSS-EXAMINATION

BY MS. MENARD:

Q Good afternoon, gentlemen.

A (Eaton) Good afternoon.

A (Casey) Good afternoon.

Q I'm Jeanne Menard from Deerfield Abutter Group. Helicopters will be used to construct this Project, correct?

A (Eaton) In some places, maybe. A lot of it will be done by just manpower.

Q The Project Labor Agreement excludes the operation, repairs and maintenance of helicopters and other aircraft; is that correct?

A (Eaton) Yes.

Q Is there a written agreement in place to ensure that New Hampshire-based helicopter crews will be hired first for this Project?

A (Eaton) Well, if there was a New Hampshire based qualified, and, again, not someone that just flies a helicopter, has flown these structures,
has flown what we call hard line which is the rope that they put in the rollers and to pull the wire, yes. But if not, we could never, you know, request that sort of thing because, again, it would lead to something probably very bad.

Q Is there a written agreement that specifies the hiring first priority for New Hampshire qualified crews? Similar to the Project Labor Agreement which excludes helicopter use?

A (Eaton) I wouldn't know. I mean, again, things that were excluded were things that we didn't do. I mean, we weren't proficient at. But we do have, again, a company from New Hampshire that owns a couple of helicopters.

Q Yes.

A (Eaton) That possibly could be the ones that do some of the work.

Q Would the construction crew know if there's an agreement in place that outlines the New Hampshire first priority for the hiring of that crew? Do you think?

A (Eaton) I'm not sure. The company may have been in talks with Northern Pass, but I can't speak on that, but I know that there is one company
who I mentioned earlier, JCR, that is now owned
by Quanta Services that does offer helicopter,
some sort of helicopter services. I'm not sure
exactly what, but they do have the capability of
doing some stuff out of a helicopter.

A (Casey) Can I add to that a little bit?

Q Yes.

A (Casey) We have to realize that Tiler and I
represent electrical workers and the
installation, the work that's installed with
the, that has to pertain to the electrical
infrastructure. Any helicopter pilots, owners,
businesses, loggers, road builders, all of that
is out of the scope of the electrical work, and
those are different agreements that Eversource,
and we really can't speak on anything that
doesn't pertain to the actual electrical
installation.

Q Understood. Thank you.

A question for you, Mr. Eaton. In your
Prefiled Testimony, on page 8, and this is a
topic that has been raised, you state that
Northern Pass Transmission will take three years
to construct, correct?
Correct.

Okay. On the IBEW Local 104 website there is an article, and I'll put this article up on the ELMO. This is labeled as Deerfield Abutter Exhibit 150.

So this article is entitled, "Northern Pass decision delayed until 2018," and as you can see it was written September 8th, 2017. I'd like to just read the highlighted area.

"Despite the further delay, Northern Pass spokeswoman Kaitlyn Woods responded with optimism saying that Project officials remain confident in our ability to achieve a 2020 in-service date."

My question is did the Northern Pass Project officials consult with the IBEW regarding the feasibility of a two-year construction time frame?

A (Eaton) I mean, we've talked about, and, again, we understand that the 2020 in-service date, but what, when I'm saying three years, I'm talking about, again, from other projects that we've done like the MPRP Project in Maine that has been completed and it's in service, but we still
have people on the property, whether they're
doing cleanup, right-of-way restoration. I
mean, so until that last person basically is off
the project is what we kind of, that three
years, I'm saying three years you shouldn't see
a soul, I guess, doing construction on the
Northern Pass.

Q Thank you. I'd like to put Ms. Woods' optimism
aside just for a minute. Do you think that a
two-year construction projection is realistic?
A (Eaton) I would say, I mean, knowing the company
that's been chosen to do the Project, if it
happens, yes, they could definitely do it. I
mean, we've seen some of the other projects that
they've done. And again, I would go back to the
Maine Project. That's 400-plus miles that they
completed, and it was, yeah, once they get going
they really can do a lot of work.

Q Okay. So if it is two years, not three, you
would agree that the total number of original
jobs created as outlined in Ms. Frayer's
testimony would be inaccurate? Actually, are
you familiar with Ms. Frayer's economic --
A (Eaton) I would believe, I mean, if they believe
it's going to be done in two years, like Joe had mentioned earlier, this could increase the numbers. It could be, you know, a thousand more people out there working if they want the in-service date of this. I mean, it's hard to tell, again, what we do -- I shouldn't say what me and Joe -- what the local unions do is they reply, respond to the call from the contractor when they say we need 75 electricians, we need 500 linemen, and then down the order it goes, apprentices, equipment operators, truck drivers, laborers. So it all depends, I mean, that's a what's the hall does. It refers the people upon what the call for the classifications are.

Q Do you think a two-year construction schedule would impact communities that would require work being scheduled for days during the day and night and possible weekend? Does this three-year compressed schedule to two-year have an impact at that level?

MR. RAFF: Objection. Speculative.

A (Eaton) I don't know. I couldn't answer that.

PRESIDING OFFICER HONIGBERG: Hang on.

MS. MENARD: Could I understand the nature
of his objection?

PRESIDING OFFICER HONIGBERG: I think he said it's speculative.

MS. MENARD: Okay.

BY MS. MENARD:

Q You've worked on construction projects, correct?
A (Eaton) Yes.

Q I guess the essence of my question is in your educated, thoughtful manner of writing your testimony, you had projected three years. And here we have recent information that they're projecting two years so something has to give or be compressed. Can you explain the discrepancy in terms of how it may impact a community such as Deerfield or any community along the line with regards to a construction schedule?

A (Eaton) I think what I had said earlier, what I'm thinking, again, was the date of three years is saying the Project may be up and energized and working and all that within the two years, but there's still going to be a process that we have to take care of which is, like I said, cleanup, you know, the roads that they built, those people will still be out there. There's a
lot of things that happen after the Project is over to make sure that everything -- and I apologize. I wish I could have brought, and I will bring one of these times, is the video that was made after the MPRP Project was completed. It showed the entire process from start to finish, but, again, we still have a half a dozen people up there finishing up what we started, basically, and that was to make sure that the landscape, everything that was done there or changed was back to the way it was or better.

Q Thank you. I have no further questions.

PRESIDING OFFICER HONIGBERG: I have no other Intervenors Group signed up to ask questions of this Panel. Is there anyone out there that I've missed?

PRESIDING OFFICER HONIGBERG: All right. From the Committee. Mr. Oldenburg.

QUESTIONS BY MR. OLDENBURG:

Q Just a quick question on the apprenticeship program. How long does it take to train a person, an apprentice, from the time they enter to the time that you actually have them working in the field?
For the outside line portion, it's three and a half years and 7,000 hours of training.

Is that the same for inside?

To become a licensed electrician in the State of New Hampshire in Woodland Local 409 is a four-year training period, 8,000 on-the-job hours.

So if you were getting apprentices in now, and this Project say started next year, they may not actually work on that Project, but they would be trained by the time it's done. Is that --

Yes. We look at, again, from the outside portion is all the new apprentices that we would get if Northern Pass happens would have -- so we break ours down into you have to have so many hours working in transmission, so many hours working in substation, so many hours on underground and so many hours on distribution so they would be so far ahead of the curve where they'd have all their transmission underground all done on that one Project, and then they need their 2500 hours of distribution that would make them a journeyman linemen.

In our case, the best case scenario is
to have an apprentice work in all the different entities of the electrical trade, right? Residential, commercial, industrial. We try to rotate them within those industries. This being a big industrial project, some of these new entry apprentices will end up their entire, their entire time on that project until it's complete, and then they'll have to go get their commercial and residential for other contractors throughout the state.

Q Do you typically have to recruit or do you go into like the high schools or colleges?
A (Eaton) Yes. And, again, we do recruit, I mean, we have people doing it all the time. I mean, like we belong, we're with the Helmets to Hardhats group, lot of the Veterans groups, we go to a lot of the trade schools, but the thing is sometimes we go and right now what we have to offer is what you've probably heard testimony on is sometimes someone picks this career because of the career. They don't really care so much they may have to go to Vermont, Maine or somewhere else to work. That's the nature of the beast.
But if Northern Pass does happen, and we plan on that's what we want. We want New Hampshire people to be on this Project, and we've had a lot of them, again, that are following what's going on. So they come in and we tell them, you can sign up for our program and we'd love to have you, but it could be in Massachusetts, it could be in New York, I mean. So some have and some are waiting.

A (Casey) It's really interesting right now because of the difficulty that a lot of businesses are having attracting new help throughout the state. Neither Local 104 or 490 are having any issues finding recruits for our program.

Q All right. Thank you. That's all I have.

Thank you.

PRESIDING OFFICER HONIGBERG: Commissioner Bailey?

QUESTIONS BY COMMISSIONER BAILEY:

Q Good afternoon. I think, Mr. Eaton, you said you had 500 to 600 apprentices waiting to be called.

A (Eaton) Yes.
Q And are they all in New Hampshire?

A (Eaton) No. That's 104's waiting list right now, and when someone comes in for our apprenticeship so they come in, they have to take an aptitude test which is part of the Department of Labor, and then they're placed on a list. On their score that they got on the test, they have to get a minimum of, it's a 3. I think it goes 3 to 10. So three is the cutoff point. And then they come for an interview and upon their interview is when they're placed on this list. So they have to remain on the list because the Department of Labor says they do.

But a lot of times someone comes in, they're looking for work right now. So if they don't well in the interview, and they're placed, you know, hundred down on the list, they're gone to a different career, but we have to keep them on the list and we have to call to offer them a spot in what we call our boot camp. The initial to get them in.

So some, as soon as we call they say thank you, but I found a different career. But our list, I mean, it could be even more than that.
I just know that every, like the inside, they have two classes a year maybe? We interview every 30 days. So every 30 days we have 25 to 50 people that are coming in to take our aptitude test and to interview.

Q Are these 500 or 600 people who are on the list from all over the country, from New England?

A (Eaton) No. From the states that we represent. But I would say that the majority, and I'm talking over half, are from New Hampshire. We have really, when I first came, when 104, when I first got in 104 there was a handful of us from New Hampshire. Maybe 20, 22 or something like that, and, again, the numbers that we have now are astounding, and they keep growing, and I believe it was because when we did purchase the property, and we actually operated out of the state is when people actually saw who we were. I don't know if anybody's ever gone down up and down Route 4 and you see the training center. I mean, that right there itself alone has brought people that just came and saw what we were doing and interest sparked and they came over and we've got quite a few people from New Hampshire.
in the last ten years.

Q So I think earlier you testified that you represent Massachusetts, Rhode Island, Vermont, Maine and New Hampshire?

A (Eaton) Yes.

Q So are there facilities like the one in Barrington in these other states or do all of the, is it 490 --

A (Eaton) No, 104. So 104 has the property in Barrington. We have a property in Lewiston, Maine; and then we have Walpole, Massachusetts. So but the big, the boot camp that we talk of, wherever they come from in our states they come to Barrington for that six weekends, but the apprenticeship puts them in a local hotel if they live so many miles away, and then they're placed. But now the Local is growing so there will be one in Massachusetts as well.

Q To?

A (Eaton) There will be another training center in Massachusetts for the people in Rhode Island and Mass. And then Maine, New Hampshire and Vermont will still use what we call the Sugar Shack in Barrington. That's the name of the --
Q Okay. So they go through the boot camp and then they go off to the --

A (Eaton) They're placed into work after they make it through the boot camp. So, again, make a long story short, but we used to just have a list. So Joe Casey was on the list. We'd call him, and he'd come to work, and then upon being on the job maybe an hour says this is isn't what I signed up for. Well, all the time, effort and money that's spent on that, so we had decided to have a boot camp where now an applicant comes in, and he or she is told to keep your regular job because this is only on weekends, and when they come, now, I mean after the first day of climbing and stuff, some walk away but other says they want to do it. And the once they graduate, we have the contractors participate during the training. So they're there actually looking and they'll say I want, you know, A, B, C and D, and then the other contractor takes, so there's 100 percent job placement after they complete that boot camp as of right now.

Q And who would the contractors be? Do some of these individuals end up working for the
electric companies?

A (Eaton) No. I mean, these ones here are just for the contractors that perform the work on the different utilities. And I mean Eversource, National Grid, Unitil, New Hampshire Co-op, Central Maine Power. So we have hundreds of contractors that work in our area.

Q So when an electric company needs to build a distribution line, they contract with one of these companies?

A (Eaton) If they don't do it with the in-house work, yeah, they'll put it out for bids and our contractors will bid on it. So you have, like Local 1837 that I mentioned earlier, they represent the Eversource employees for the most part.

Q Do Unitil and the Co-op and Liberty have union employees?

A (Eaton) Yes. They're also 1837. But if they're doing a certain amount of projects or whatever where they may not be able to take some of the crews and puts them on that, they'll put it out for competitive bid. So then our contractors bid on the project, and if they're awarded it,
again, we've had people now at National Grid probably I think it's 17 straight years we've had a good amount of the members from all over working there because they cover quite an area.

Q What other kind of projects could these employees be working on if they're not working for utilities?

A (Eaton) They could be working on like the -- we built the high speed rail from Boston to New York. We do all the work at the MBTA in Massachusetts. All the catenary, you know, the electrified, for the trains. They could be working in, I mean, building, some of our companies have specialized now in building the golf course driving range nets, you know, with the poles and the nets and stuff like that. I mean, there's all kinds of different things that they can do.

Q So as a broad generalization, are these people that install poles? And wires?

A (Eaton) Poles, wires, transformers, different kind of switches. I mean, there's quite a bit. I mean, we have people that specialize in like you've probably seen some of the stuff on TV or
whatever do the live-line maintenance where they actually bond into the wire. They're called bare handers. We have probably 50 of those who live in New Hampshire. Traffic lights. Traffic signals. Streetlights. So there's a lot that we cover.

Q And they build the infrastructure, and then the people in the other Union work with the electrical end of it, is that right, Mr. Casey? Like traffic lights.

A (Casey) Right. So anything that's pole related, you know, transmission, and distribution, right, so you have your high voltage which, like this Project would be, transmitted throughout the state, and then it's directed from substations to a low voltage and put into the neighborhoods and into the communities. They do the majority of that work other than we do a lot of work with them in the substation area that pertains to an inside electrician working. We do a lot of substation work for the utilities in the state of New Hampshire. But once that hits the building, right? And to do the general wiring, that's what our guys do.
Q Okay. All right. So your guys also if I need to replace the circuit breaker in my house, they could do that?

A (Eaton) I don't want a linemen doing that.

Q No, no, no. I'm not talking about you. Talking about Mr. Casey's guys. I apologize for not getting the numbers of the unions right.

A (Casey) Yeah. We'd be the guys that would do that.

Q So the inside union members do everything electrical and substations?

A (Casey) We do substation work. We do, like I said, buildings, commercial. We pick up basically once on the other side of the transformer from the high voltage.

Q Okay. Okay. So, Mr. Eaton, your employees do the high voltage work?

A (Eaton) Yes.

Q Okay. All right. Thank you. So how many, this question for both of you. How many of your members that live in New Hampshire right now are working in New Hampshire? Do you have any idea?

A (Eaton) I would say for 104, right now they, I don't know because a lot of them went down to
the hurricane, and they're on their way back. They actually left this morning. That are here today, but before they left, I want to say there was about 150 to 170 working on Eversource projects.

Q Out of 500?
A (Eaton) Yes. And, again, but those, some of them were jobs that were coming to an end, and they could be actually over, I mean, because some people were in what we call signing the book when that storm call happened so it happened be the contractor they were working for asked can we have them back, you know, because they were called to Florida so they did let them go back. So I'm not, I couldn't give a definite number until they do get back and we see, but there was a lot of work going on right now. And it also had people from Massachusetts working in like the Nashua area as well.

Q Okay.
A (Casey) So, you know, luckily for our people, and since I put my testimony in, the economy has recovered quite nicely for construction. And I would say that probably at least 80 percent of
New Hampshire's Local 490 members are working for local contractors. In the state of New Hampshire right now, as a matter of fact, we have full employment. One of our big problems, one of our big problems right now is the fact that Boston is booming so much and they pay so much more money than you can make in New Hampshire, a lot of the guys like to head on down there and basically make twice the money that they can make in New Hampshire while they can. Other than that, we have probably, you know, couple dozen guys who are working out throughout the country in other places just because they want to, but anybody that wants the opportunity to work in New Hampshire and work for one of our contractors right now is my understanding that they can.

Q What happens if that's the case two years from now and the Project gets approved and Northern Pass needs your employees?

A (Casey) The Northern Pass Project because of its longevity, because of the fact that there's going to be, there's a possibility that there's going to be considerable overtime, due to the
fact that Tiler and I negotiated a very fair and good contract with our contractors and the customer, the Northern Pass Project will be the most desired Project in New England.

Q Okay.

A (Casey) We don't have any, we don't have any concerns whatsoever that we will be able to man that Project, and the fact that a lot of the work that, when you're in the construction and you're in the union as a construction worker, and you go between contractors and contractors, you really do have a lot of, you know, you can pick and choose where you want to go. I mean, the union doesn't tell you you're going to go here. We offer you a job. A lot of work is, can be very, if you work in an old plant or a mill or something like that, I mean, it's tough, and this is desired new construction that we all look forward to. And this Project here, you know, I think I'm going to come out of retirement and work on it. This is a good one, and we won't have any problems manning this one.

Q If the Granite State Power Link gets built, will there be any difference between desirability?
A (Casey) Same.
A (Eaton) Same. Yes.
Q What about the one in Vermont? The Green?
A (Eaton) The Green Line? The Vermont Green Line?
Q Yes.
A (Eaton) Same thing. We do have people in Vermont. That one wouldn't take nearly as many people. We've had discussions with them. We don't know where they're at or, you know, but they have several Projects that they actually have in the queue in different parts of the country as well. So we're in discussions with them, too, telling them we're here to help if they need our assistance.

But going back to the thing, again, I've said this every time I've been in front of you guys or at a hearing. I mean, I was born and raised in New Hampshire. I love this state. My parents have a place up in North Strafford so I know the North Country. And throughout my career, I mean, again, I never worked in the state of New Hampshire except for the ice storm way back in '99, 2000 or whatever, and had worked, you know, for a couple weeks up in
Pittsburg, Colebrook, Berlin.

So when I became part of the local union's, as an officer, I mean, that was one of the things that I had on my mind is always remembering how we just travel. I wanted to make an inroad into New Hampshire because I knew there's a lot of good people up here that were doing different things that started out with me that just didn't like the travel. So that's why we believe Northern Pass is something that everybody is waiting desperately hoping that it will happen, and we believe it is a good Project.

But manning that, especially to get going, I think we're going to have to tell, they're only taking 50 this week, so some people will probably be upset about that, but we do believe, especially, I mean I hear, you know, Deerfield, again, a lot of our members are from Deerfield, Raymond, Epping, in this area, and then we have people from Lancaster, Littleton. So we're growing in all the right areas, and we have the people that definitely want to work there, and again, two years, five years, whatever,
hopefully there's more work that will come out of this, but we believe, too, the National Grid Project, again, we hear the inside stuff of how many of these different plants are on the verge of shutting down. So that's where we kind of look at as saying, and, again, we're not the most popular people when we say we believe in building power lines. We're going to need them.
I mean, I do this, again, I cover half of the country, and I can say this about 22, 27 Projects, between 22 and 27 that are very similar to Northern Pass, some much larger that the same thing is going on right now. Some of them are going to be built, you know, starting this January.

So it's a thing of need, I think, and, again, that's my perspective of it but it's something that's, I don't say this because I want to make a deal with the devil saying we want this work no matter what. We've turned down Projects before that we didn't think made any sense. This makes sense to us, and we believe this will be good for New Hampshire.

Q Mr. Casey, you said a minute ago that since you
wrote your testimony the economy has turned around and the construction industry is in much better shape now. Has your apprenticeship grown since then?

A (Casey) Yes. So we were typically taking in, we were taking about 15 apprentices a year, all right? And so we have to account for retirees, right? And one thing that hasn't been mentioned that you probably, that's very important, all of our training funds and everything is, these are all joint ventures with our employer. You know, this isn't just something that the union and the IBEW comes up with. Our apprenticeship is in conjunction with our employees. We actually have a Training Committee that's based from three of our employers based out of New Hampshire and three union guys, and they sit down and discuss how many apprentices the industry is going to need, we get the perspective from the employer, and we get the perspective from labor, and they come up with a number that they're going to need so we know what industry is hearing. They represent all of their employers and these three union guys
represent all of the union guys.

So they, this past, we start a class every September, from September through May, actually it's right here in Concord up on 48 Airport Road. If you haven't been there --

Q I have been there.

A (Casey) Yeah, it's a great place and great training facility. And we start in September, and they go every Saturday for, I believe, 6 hours excluding holidays and, you know, Christmas break or whatever, through May to complete one year of schooling right there at that facility, and then, of course, they get their on-the-job training at work.

Q How many people are in the program now?

A (Casey) Oh, so I just asked this number. I believe we have over 60 apprentices, right? This year's first class they took 25. We usually take 15. So we started 25 this year which is ten more. But we don't, you know, at the end of the apprenticeship the five-year schooling period that we offer, out of that 25, we can figure on losing at least five so we'll have five, 20 graduates probably.
Okay. Did I ask you how many of your members are working outside of New Hampshire right now? Mr. Casey?

You didn't.

Do you know? Oh, yes. You did. You said 12.

Well, I know there's 12 in Boston, but we have a few throughout the country as well.

Okay. All right. Do either of you know if there's a PLA in Vermont that's similar to the one that you have here?

For the Green Line?

Yes.

No. There's no PLA in place.

And you said that it would take fewer people to build that. Why is that?

Well, some of it is going to be the stuff that's in the water that they propose. I forget what the mileage is.

And your members don't do that?

There will probably be some people on there, but it doesn't take as many as if it was underground or overhead. I mean, there will be work, there's a converter station I want to say in maybe Plattsburgh, New York, and also
something in New Haven, Vermont, but we have
been in discussions with Barrett Transmission
and their people so it's just that we don't know
where they're at. I mean --

Q What do your members do for the underground
route?

A (Eaton) For the underground, and, again, I've
talked about this before, hearing this stuff,
again, we're fortunate at 104 because we have
two of the major underground transmission
companies in the United States. So we have
multiple contractors that do underground like
that would be coming to your house, but the
transmission, again, of voltages of 69,000 or
higher, we're fortunate because one of them is
UTEC out of Boston and the other is W.A.
Chester. But they do a lot of the old type
oil-filled cable. So Boston, major cities and
stuff, they still have a lot of that. Where we
do the pipe work, you know, we --

Q Tell me what you would do on Northern Pass.

A (Eaton) On Northern Pass, we believe that we
would do, we have an understanding with our
contractor, again, we would pull the cable,
install the cable and everything up to that.
But when it comes to the splicing of the
different cables, and this is anywhere now, is
there's warranty issues. So, again, it could be
one of our contractors that is trained by the
manufacturer that would go the work for them.
We don't know that as of yet.

Q  When you're building a transmission line for an
electric company, do you usually do the splice
work?

A  (Eaton) Well, we will do splicing that, like I
said, pre-existing stuff that's there now. But
at some of the newer things like there was a job
in Boston maybe ten years ago that it was done
by a Korean company of all the splicing and
stuff like that because it was under a warranty.
And, again, with the warranty, you know, they
own it, if something happens, but they had
trained people after a certain amount of time
where it made sense to them to train them
because they were coming back and forth from
wherever they're from. So we believe that
Northern Pass could be the same thing, but we're
not positive because we actually don't know what
their plan is on the splicing or maintenance of that underground line.

Q  Would your members install the conduit in the trenches and the splice boxes themselves?

A  (Eaton) Yes.

Q  Do union representatives sometimes do the work that is excluded from the PLA that Mr. Baker pointed out?

A  (Eaton) Yes. I mean --

Q  Logging and tree clearing?

A  (Eaton) Yes.

Q  So why aren't your guys doing that?

A  (Eaton) Again, I can't speak for the inside because they're part of the building trades, too, but this where 104 and all the line locals, I'll refer to them as, so we have everything from the line worker all the way down to the laborer. We have our own operators, we have our own drivers, we have our own equipment operators. So we're unique that we do from A to Z. So when this came about, you know, again, we didn't think it was right to say, and, again, the size of the Project was to say you need to come down to Barrington and join the union if
you're going to drive a truck to do logging in Pittsburg, let's say.

Q Okay.

A (Eaton) So that was the reason. And again, we've been to a lot of the hearings and we've talked to a lot of groups. And we had one company that's very interested in doing work there, and we said you didn't have to join the union, and he said, well, I think my people might want to. I mean, it's up to them. We don't force anybody to join the union. But then again, if you, some of these companies, if they get in on a Project like this, and these, I'll say PAR, but it's actually Quanta Services, there's been opportunities for those people to work across the country with them on different projects just like this. So like people that do matting, people that go out there and just run like the silk fence and haying and stuff like that, there's become very good businesses for people, and some of the people from New Hampshire that are working upstate New York, they're working in Vermont. I mean, so it kind of, I wouldn't want to call it carnival, but
when the thing moves out of town, they have the
ability to go and do that as well.

Q So based on the meetings that you've been to and
the information that you know, how do we know
that the loggers and the road builders and the
tree clearers are going to be hired from New
Hampshire first when the PLA only covers the
union members in New Hampshire?

A (Eaton) I can, again, 99.9 percent sure that all
the work in those areas that we said we would
release will be done by New Hampshire. If
they're not, we would definitely have an issue
with that. But we believe they will. I mean,
that's the reason why we said we'll back off
from those and let you do, you know, what's
right for the people in the communities.

A (Casey) That was one of the -- so in other parts
of the country, right? If you go in with a
Union Project Labor Agreement, you're going to,
that's what you're going to get. And you're
going to have to deal with, you know, all of
these things regardless if the unions have these
people or not, right?

So New Hampshire being unique, and we're in
a damned if you do, damned if you don't, right?
So we want to make sure, Tiler and I both are
New Hampshire residents, we want to make sure
that, you know, we don't work for Hydro-Quebec
or Eversource or whatever, we're making, we want
to make sure that the employees that work on
this Project are treated fairly and treated and
paid fairly for this Project, and that's what
our objective is.

When we sit down and we started going to
these hearings in the North Country and we start
hearing from these contractors that are in the
business, and there's a lot of them, for road
building and logging and what have you, and they
have no affiliations with unions. They have no
affiliations with any of us. And, you know,
that's where the owners', you know, priority is
to make sure that these people get that work.
And we're not going to go in and say, hey, we've
got to get a Project Labor Agreement for these
guys. They've got to come in. That would just
cause all kinds of problems. Certainly the
intent is here to make sure as many people can
get the work from New Hampshire as not. We're
still going to have leverage on this Project regardless, because we're going to have the majority of the people. And if we don't feel like they're playing by what the agreements that they've talked to us about, we're going to have issues to talk to them about. They certainly don't want that from us.

Q All right.

MR. WAY: Could I interject?

COMMISSIONER BAILEY: Sure. Go ahead.

BY MR. WAY:

Q Mr. Eaton, when you say you're 99.5 percent, I believe?

A (Eaton) 99.9.

Q Sure that they will honor the exclusion and give that to New Hampshire companies, it's not the Project Labor Agreement, would that be faith and hand shakes and just agreements across the table or is there anything --

A (Eaton) Not so much -- there's some trust but also we, we never, we're the ones that brought this to the table. We had said, again, and again, I've seen building trade jobs that Joe has been part of that that's part of the PLA.
Like the Berlin Biomass, all that. Anybody that was in there was in the union. Well, I don't need for a truck driver that drives for a logging company to have to be, because the truck driver that I know and the truck driver that drives the logging truck are completely different. Our truck drivers have electrical hazardous awareness and stuff like this so they know where they're driving, what could happen and all that where this stuff here doesn't call for that in a lot of it. So it wasn't, I guess, it wasn't right for them to say you know what? You want to be on Northern Pass, you've got to do this. It's not right. They live there. They do this every day. They might not be logging for Eversource or whatever, but they log for whatever companies they do. That's what they do far for a living. So do it as they do.

Q And fair enough. And it sounds like what you said to them, well, it doesn't have to come to Electrical Workers, but we would prefer that it go to New Hampshire companies.

A (Eaton) Yes. Absolutely.

Q At that point. If you see that it isn't going
to New Hampshire companies, are we then using, Mr. Casey, the leverage that you're talking about or is there, what recourse do you have?

A (Casey) Certainly we're going to have issues with it. Right? And we'll have the leverage to be able to take them back to the table. You know, I fully believe that that's, first of all, you know, 99.999 percent of every RFQ that ever comes out of the state of New Hampshire I guarantee doesn't have a PLA on it and it doesn't guarantee New Hampshire employers or contractors or anything else ever. I know that because I try to do it, and it doesn't work.

So these contractors that are from New Hampshire and the North Country, they're good. These nonunion contractors, they're good contractors, and they are highly competitive and certainly in the driver's seat as far as winning this work and being able to do it than any out-of-state contractors that could come in and do it within their scope of work. That's for certain.

The owner would be crazy not to use them, number one. Number two, financially it's going
to make more sense for them. They don't have to mobilize a team, bring them up from some other place, put them up somewhere, when they have local workers and a local workforce and local contractors that could bring these entities.

A (Eaton) I would add to it, too, that there has been some open houses for people that may be interested in this type of work, you know, and we've been to them and answered questions both on people that would say yes, you would be required to hire the guys out of the union or no, that's, nonbargaining work. You're more than welcome to go ahead and bid on it if you get a chance to, and if we could help in any way we will.

Q Thank you.

QUESTIONING CONTINUED COMMISSIONER BAILEY:

Q Mr. Tiler, in response to I think it was one of the Counsel for the Public's questions, and I can't remember exactly the question, but I wrote a note down because I wanted to follow up because I didn't understand what you were talking about. You said something about purchase of the largest nonunion company.
A (Eaton) Yes.

Q What were you talking about there?

A (Eaton) So when we were doing the numbers, again, when we first had the, from Priority 1 to Priority 2. So Priority 2 is we wanted to allow the New Hampshire nonunion line worker to be on the Project. Well, since that all evolved, and it had nothing to do with Northern Pass, the Quanta Services had purchased JCR Line Construction which is the biggest nonunion company in New Hampshire. So now they're part of Quanta Services so we throw them directly into Group 1 because they're, what we have on our, what we call Book 1 status, clearly describes what a Book 1 person would be, and that's living in the jurisdiction of where you're working for the last three years, qualified, you know, blah, blah, blah. So they meet the qualifications and so we've taken them out of the thing and saying they would be the first group. I mean, as we're putting people out the door, we know that Quanta because they, that company is theirs now, too, will say we're going to use JCR and let's just say in Deerfield
and we have no issue with that.

Q So the PLA would allow Quanta to use the company that it purchased, the workers who --

A (Eaton) Yes.

Q Of the company that it purchased before it used the Massachusetts Union employees?

A (Eaton) Yes.

Q Could it do it before they used a New Hampshire Union employees?

A (Eaton) They could, yes, because they are New Hampshire employees themselves, and they're part of the group that we have so they could be the first one on the Project if the company so chooses. But we have a big presence also with one of the parent companies, PAR Electric, in New Hampshire. They might be the largest electrical contractor in the country, and they have a very good workforce here in New Hampshire that they built up over the last ten years or so.

Q That are not union?

A (Eaton) They're union, yes.

Q They are union.

A (Eaton) And JCR, their members to work on the
Project, the company knows that they'll have to be union to work on the line work portion of the job, and they have no issue with that. So I would say if Northern Pass happens, before Northern Pass actually puts a shovel in the Ground, Quanta Services, JCR, there will be a meeting at the union where they'll sign a document stating that they're working union on Northern Pass. So they will be, that's why we put them right up top to Priority 1.

Q So effectively, the New Hampshire nonunion members who used to be the second in line, will now be union, New Hampshire union members?

A (Eaton) Yes, and, again, if there's any other linemen in New Hampshire that want to work on the Project or any other Project we have, they have the ability to come to the union hall, and, again, they meet the criteria of our Book 1 status which is, again, living three years in the area, working in the trade one year out of the last three years, if they can provide proof they go right to work now.

Q As an apprentice?

A (Eaton) As a lineman. I mean, if they're a
journeyman with documentation that they've had the training.

Q Okay. Yes. Sorry I called you Mr. Tiler.

A (Eaton) That's okay. I've been called worse.

A (Casey) Yeah, and I think that, very important, so when we refer people out as electricians, right, to this Priority 1, you know, Local Union Priority 1, it's also important to realize that if, once we need electricians and we're looking to put people out, right? The local union advertises as they are right now for licensed electricians. The electricians don't have to come to our apprenticeship program. They're licensed electricians that are graduated elsewhere and they might be nonunion and might be employed by a nonunion contractor and might not be, might be working on their own, whatever. When we start advertising for these guys, they come to the halls and they go through the process, sometimes they join the union, sometimes they don't. But the union can refer them out to a contractor, and that would be Priority 1 status, and that's the steps that this Local, that Local 490 would take to put
people on the job.

   Like right now we have a solar project in Moultonborough. Needs like 40 or 50 electricians on the job. And we're short half a dozen or so because I know, I just talked to them, and they're looking for electricians. They have ads in the paper. They have ads, if you drive up to the union hall right now you'll see signs out front saying looking for qualified licensed electricians. These guys will come in and be referred out through Priority 1 status, right? And then once we've totally exhausted, trying to get everybody we possibly can, then we go to Priority 2 which is the Massachusetts agreement, and then we go back to Priority 3 which would be actually tapping into nonunion contractors and getting their guys to go out on the job through subs for them.

Q Speaking of solar, I think this is the last area I wanted to cover with you, do members from both unions work on PV installation?

A (Eaton) I mean, the outside will do the, say, the lines that are built off like there's a single-phase distribution line maybe off a solar
project that one of Joe's contractors will do to wherever it may go to, but as far as doing the solar panels themselves and stuff like that, the outside doesn't do that.

A (Casey) Right, and so same with wind, right? So solar, the actual wiring of the array, setting of the panels, all the interconnects and all that, that's done by the electrician, my guys. And then from once it's totally energized, right, there'll be a substation or some kind of transition period, and it will go back to a distribution line and Tiler's guys will pick it up from there.

Same with wind, right? So the wind tower, all the innards of the wind tower, the electrician does, but once it becomes transmittable, his guys take it over.

Q So are these kind of projects likely to sustain your members in New Hampshire as that industry grows?

A (Casey) Wind projects in New Hampshire?

Q No. Solar.

A (Casey) Well --

Q I mean, there's a wind project coming in. Site
Evaluation Committee approved that one.

A (Casey) Yes/no.

Q Yes/no?

A (Casey) So we're certainly hoping, we're certainly hoping for, you know, the type of solar installations, the incentives that they have like down in Massachusetts, right? But right now it's not sustainable for our people. I mean, I have, I have a number of contractors that specifically work on solar projects and they're doing really well at this time. But we would have to, you know, increase quite a bit to put our people to work. All of our people to work. And wind, you know, it's difficult to get wind in New Hampshire. And so a job like was approved, the Antrim project that was approved, that will probably put like 18, 20 guys to work for a couple, three months.

Q Okay.

A (Casey) That's not a very big hit.

Q Okay. All right. Thank you very much.

PRESIDING OFFICER HONIGBERG: Ms. Weathersby?

QUESTIONS BY MS. WEATHERSBY:
Good afternoon. Patricia Weathersby. I'm a public member. First I want to thank you and your members for keeping our lights on, particularly after power outages. It's always good to see the trucks coming down the street.

(Eaton) Thank you.

I think a lot of my questions were asked and answered, but there's a couple followups. Can you tell me what percentage of your members, each of you, Mr. Eaton and Mr. Casey, are presently employed?

(Eaton) Right today, I mean, I believe that, again, because of the hurricane in Florida, probably 100 percent. But as they get, the trucks get back here, we'll tell. Because I mean some just specifically the contractors went for the storm so they'll be laying them off when they get back. But that have been working steadily, I want to say 80 percent have been working, you know, quite steadily with some that, of that 20 percent that just aren't ready, as Joe talked, some people like this type of work, some time like that type of work so they're kind of just hanging out and maybe
collecting unemployment, I don't know. But it's been good for the outside linemen here recently. So I mean, but again, if I'm employed in Rhode Island, I'm employed, but I'm going to be happily employed if I'm working in New Hampshire. So again, they may be working, but it's only because they need to work to provide, but if something opens up here, they come home for it.

Q Sort of understood. How about your members, Mr. Casey?

A (Casey) I believe that a hundred percent, we have a hundred percent employment right now. I say that, but I know my brother's not working for some reason. And so that's minus him. But like I said, work is pretty good.

Q And the, we're all, I think, very aware of the natural disasters that have occurred lately and the impact to the power infrastructure, those seem like really, particularly in the Caribbean, US territories there, very long-term projects. Would some of the folks from New Hampshire, should they choose, be working on those sorts of projects as well?
A  (Eaton) Well, they could, I mean, but the thing where we have actually before I got here this morning one of our contractors was in St. Thomas this morning talking about, you know, restoration. But the thing that makes our member, either he or she, not want to go there is when they realize that the five-star resorts and all that, they're down, too. So it's more like a camp project, as they call it so that defers. But there is some people that, you know, they just want to help, they may like that type of weather or whatever, so there may be. There's opportunities, that's for sure, but they'll have that out, you know, nationwide who wants to do it.

A  (Casey) So Tiler and I are entitled to projections and whatnot through the nature of our business. You know, transmission hub reports and not Dodge reports but a little more intense. And I would have to say that the outlook for the electrical worker and the infrastructure in this country is over the next 10 or 15 years has got to be one of the most desired professions out there, and the demand is
going to be incredible because of the lack of upkeep on our infrastructure all throughout the country.

Q Which is kind of the point I was or the concern I was getting to is whether there's going to be enough electrical workers to build all these projects. We've got infrastructure repairs, we have new transmission line projects, you know, I think there was, I think you said 22 or 27 are projected to go. I would hate to have this Project approved, and then find out, oh, we don't have enough folks to build it, and it's going to take six years instead of three. So can you give me some assurances that there'll be enough workers?

A (Eaton) Yes. Again, this Project has, you know, we've been talking about it for a long time or whatever. And, again, you know, I may talk with somebody that lives in New Hampshire and they're upset at me because it hasn't started yet. You know, it is, it's still in the process. We hope for it to happen and we really do. But we believe, again, these people that are working in these different areas, and a lot of people have
taken employment opportunities with PAR Electric or M.J. and they may be working anywhere in the northeast, but their endgame is that they're working for those companies and when this happens, they're going to bring them home. So that's what we believe.

And the apprenticeship opportunities, we have seen an influx just in people calling or responding to some of our websites in that from the storm. When they say, talking about which, I'd be very happy is talking about making a lineman as a first responder because you see, you know, the coverage of the news of what's happened in an unfortunate time but just catches people's eye, that may be something that I want to do.

So we on the outside portion, there's, the electricians outnumber us ten to one probably because some people just, again, fear of heights, climbing, but there's that group that we target, too, that not, don't say daredevil but maybe the ones that ride four-wheelers and snowmobiles and like to ski or, you know, those are the people that we kind of trend to go
after, and we have, like I said, thousands of people constantly ask us at least information, and we tell them this is what you have to get into our program that's called NEAT, Northeast Apprenticeship and Training. So we tell them where to go and we give them the website. They go on there and fill it out, but, again, it's that, someone's looking for something right now and when it doesn't happen immediately for them, some of them, but, again, we at least try to call back and say we have openings now if you want to give it a shot.

A (Casey) You know, it's also, you know, we dance around a lot of things, right? But you know our guys are just like everybody else. Where the rubber meets the road is how much money they're going to make on a Project, and this is, this is a highly competitive Project up here in the northeast that will compete with any Project in the country. And, you know, we have to have it that way. Any new trainees, any people we're bringing in, we're a little bit different. People have a harder time making the decision not to come with us because of the fact that our
wages and benefit package, you can actually be working somewhere in a career and decide that, you know, you'd like to give our industry a try and you'd be able to do it. You know, our starting wages are $26 an hour in a paycheck, and, you know, full medical, full retirement benefits. So somebody can make those decisions if they want to come up and come into our industry versus an 8, 9, $10 an hour entry level job, and this is why we can man projects. It makes it very difficult for people to not want to give us a try, and then they come in and they find out this is where they want to be.

Q You mentioned earlier that the wages in the Boston market were roughly double what folks can make locally. Will Northern Pass be a Project, will they be making comparable wages to the Boston market?

A (Casey) Yes.

Q Okay. I have nothing further. Thank you very much.

PRESIDING OFFICER HONIGBERG: Mr. Way?

QUESTIONS BY MR. WAY:

Q Good afternoon, gentlemen.
A (Eaton) Good afternoon.

Q Like Ms. Weathersby, a lot of my questions have been answered, but I do have a few sort of around-the-edges questions.

In terms of the PLA, I was looking at Article 3, Section 9. I saw that there's purchasing, there's contract preferences in there for Small Disadvantaged Businesses, HUBZones.

A (Eaton) Yes.

Q And for the stenographer, those are Historically Underutilized Business Owned, HUBZones. Will you folks be selecting those? Are those your subcontractors?

A (Eaton) Yes. I believe that the contractors that are awarded the work on the Project will then reach out and find contractors. Minority owned, veteran owned, whatever it may be.

Q So if I have a veteran-owned business in terms of the priorities set by the PLA, they rise to the top of that priority list?

A (Eaton) Yes.

Q Thank you. I know this is far down the road, but in terms of decommissioning, are you
anticipating to be involved with
decommissioning? I didn't see that in the PLA.
Is that something that you would expect?
A (Casey) Decommissioning?
Q In other words, when at the end of the life you
have to take things down, if you're a lineman
that have put it up, would you be the one to
take it down?
A (Eaton) Yes. It could be. I mean it's, we've
taken other lines that have been in service for
a long time, and where they had built a new one
to replace it, might not have been the same
area, we also did take the old lines down.
Q That hasn't been a conversation to date though?
A (Eaton) No.
Q With your groups?
A (Eaton) No.
Q Mr. Casey, not with your group at all?
A (Casey) No.
Q Just interested a little bit in the interaction
with the construction, the regular construction
crews. Throughout this process we've talked
about different components of that, and one of
those components was like a Compliance Officer,
and that Compliance Officer wore many hats. And I'm wondering how your operations dovetail with that Compliance Officer. So, for example, if you have a union camp and a nonunion camp, does that Compliance Officer bridge the gap? Do your employees answer to that Compliance Officer?

A (Eaton) Yes. Like right now, even today, if we're out there working for Eversource on, say we're working in Portsmouth, and there's a union contractor and a nonunion contractor, they're both working out of Portsmouth, they get the orders from the same person, and as far as like the safety proponent, I mean, the same safety applies to both sides. So it's just like basically, I mean, what we are is we're another, I don't want to call it, because I've heard us called temporary workers so much throughout this whole thing, but temporary workforce for Eversource where they need or National Grid where they need stuff to get done, and they don't have enough people in-house so we work more on Eversource property, we could have union, nonunion, in the same facility, staging there and everything, and in some cases working
together. So it's not --

Q So there's only one managerial hierarchy onsite at any one time?

A (Eaton) Yes.

Q If anyone has complaints they go to the Compliance Officer and everybody listens?

A (Eaton) That's it. Yes.

A (Casey) We have multiple projects with multiple contractors on it. Some may be union, some may be nonunion, but they all answer to the Management Compliance Officer.

Q Mr. Eaton, I think I heard you say right-of-way restoration?

A (Eaton) Yes.

Q Is that within your wheelhouse?

A (Eaton) Yes. I mean, and again when I'm speaking of right-of-way restoration it's so if you're like out on a right-of-way following the power lines or whatever, I mean, in all the cases where we're building, maintaining, doing work on these properties, the customer could be a landowner, we expect that the place looks exactly as it was or better than when we went out there. So if we had to drive vehicles up
through the right-of-way, we have crews, that's what they're doing. Some of them are out there now. They've got the fancy, they're haying but they're throwing it through like a wood chipper that's spraying it all over the place, and they'll let that sit for a while, and other people will come out, you know. I know a few friends of mine that actually have been doing that with a contractor that have been busy for the last 20 years. That's all that they do is go to these different Projects, and, again, restore everything as it was, if it's not better.

Q All right. Thank you. And one last question I had, and I don't have the testimony in front of me from the construction project, but, for example, when they come up with the job estimates, when the economist comes up with the job estimates, have they worked that out with you? Is there a good line of communication?

A (Eaton) Well, I'd say the communication that we specifically get and makes sense to us is from the electrical, on my case anyways, is PAR Electric, M.J. Electric and some of the other
drilling companies and stuff like that. So they're the ones that are going to have the numbers saying how many linemen we'll need, how many apprentices. I said it earlier.

But the other ones, and again, there are some jobs that we said, again, they're not on the actual project that we're doing, like there's been some building trade projects where now the guy or the company from Jersey that's delivering just about anything to the site has to be union. We don't, that has nothing to do with us. That's the customer's choice because, again, I mean, I look at it, we're talking now they'll be Porta-Johns along the right-of-way, there'll be Porta-Johns in Franklin and Deerfield and all these different things. Got to supply water and ice to the people. And all that stuff is local community people, we believe, and that's what it is on most of the jobs we do.

And then, again, though, there's some equipment that's not made in New Hampshire or even stored in New Hampshire so it will have to come from different places. You know, like
maybe some of the poles, maybe some of the insulators. I don't know where they come from, so all that kind of stuff could be, there's where those numbers start. Because I believe when they do the numbers they're looking at everything that's going to happen from A to Z. They're going to need deliveries of this, deliveries of that, you know. So there's a lot of numbers that are in there that will be New Hampshire workers, but they won't be part of 104 or 490.

A (Casey) Certainly labor, you know, labor is a major part of the overall cost of the Project, but I mean, to answer your question, no, they don't come to us for projection of the total cost of the Project. I just assume, you know, they figure out the man hours and multiply it by a labor hour.

Q And so when you, and I don't know if you've had a chance to maybe to look at some of their estimates because the direct jobs that they're going to create, which I think is mostly from construction, and then there's indirect jobs which is another bucket that we're not talking
about, but in terms of the direct jobs, from what you've been seeing or what you've been reviewing of the Project, does that seem to be in line with what you would project for a project of this size?

A (Eaton) Not so much project, but what I've seen on other projects like the one that we just recently did in Maine, I mean, that was, you know, the numbers were almost spot-on. And again, if anything, they went up. They never really went down.

A (Casey) And you can, you know, so when you compact the schedule, right? When the schedule is compacted, now you're going from three years to two years like we discussed earlier, all right? So you have a line project, and you're going to have 15 crews or that's what your projection was over the three-year period, right? So now you've just taken a year out of the project so now you're going to have 20 crews on that same line. Right? Versus ten crews that were going to do, you know, 100 miles apiece or 10 miles apiece, now you have 15 that are going to do 8 apiece. Right? So that's
all, you know, that's all extra employees and whatnot.

Q Right. Thank you.

PRESIDING OFFICER HONIGBERG: I do not have any questions for this Panel. Does the Committee have any followup they want to do?

Mr. Raff, do you have any redirect for the Panel?

MR. RAFF: Just a couple.

REDIRECT EXAMINATION

BY MR. RAFF:

Q For clarification on Commissioner Bailey's question, when you guys were talking about New Hampshire nonunion electricians coming in, wanting to work on the Project, so can you just explain that process real quickly again because I think it got kind of lost with all the other questions there. So if you're nonunion but you're New Hampshire-based, how you come to work on the job?

A (Casey) Right. I think I just touched a little bit on that. So if you're a nonunion electrician, and you want to work as an electrician on the Northern Pass Project, you
can either go to the contractor, the employer, one of the subcontractors, and he'll get with the union or you can go directly to the union, and they will refer you out to the Project as a Group 1 referred by a local 490 Priority.

Q And just, again, for clarification when we were talking about the PLA negotiation, who was it that you negotiated with that you had said?

A (Eaton) The negotiating on the part of the, again, outside, for us would be PAR Electric which is either Lance Clute or we have had meetings also with the CEO of Quanta Services, Duke Austin.

Q Thank you.

PRESIDING OFFICER HONIGBERG: All right. I think we are done with this Panel. I think we have one more witness who is here that's Mr. Bouthillier, but probably makes sense to take a short break and get set up for that. Off the record for a minute.

(Discussion off the record)

(Recess taken 3:09 - 3:24 p.m.)

ALLEN BOUTHILLIER, DULY SWORN

PRESIDING OFFICER HONIGBERG: Mr. Dennis,
your witness is in place and has been sworn in. Are you ready to proceed?

MR. DENNIS: Yes, we are.

PRESIDING OFFICER HONIGBERG: Why don't you go ahead.

DIRECT EXAMINATION

BY MR. DENNIS:

Q Allen, where do you work?
A I'm self-employed in Lancaster, New Hampshire. A.B. Excavating.

Q Are you the President of the Coos County Business and Employers Group?
A Yes.

Q Do you have a document in front of you at the moment?
A Yes.

Q What is the title of that document? In the middle of the page there?
A Prefiled Testimony of me. Allen Bouthillier.

Q Thank you. Do you have any changes you want to make to that at this moment?
A No, I do not.

Q Any additions at this time?
A No.
Q So do you affirm and adopt that testimony for our purposes here today?
A Yes, I do.
Q Thank you. Nothing further at this time.

PRESIDING OFFICER HONIGBERG: Dennis, before you release him, why don't you have him introduce himself to us?
MR. DENNIS: Sure.

BY MR. DENNIS:
Q Do you want to introduce a little bit more, give us your name, where you work?

PRESIDING OFFICER HONIGBERG: Name and employer will do.
A I'm Allen Bouthillier from A.B. Excavating in Lancaster, New Hampshire.

PRESIDING OFFICER HONIGBERG: Mr. Pappas, you ready to go?
MR. PAPPAS: I am.

PRESIDING OFFICER HONIGBERG: You may proceed.
MR. PAPPAS: Thank you, Mr. Chairman.

CROSS-EXAMINATION

BY MR. PAPPAS:
Q I'm going to apologize up front if I
mispronounce your name. Could you pronounce it for me?

A  Bouthillier.

Q  Thank you. Mr. Bouthillier, I understand you're testifying on behalf of the Coos County Business and Employers Group; is that right?

A  Yes.

Q  So let me ask you some questions about that group. And if you could, do you have something on the screen in front of you?

A  Yes. I do.

Q  So what's on the screen now is Counsel for the Public Exhibit 38 which is the first page of the Articles of Agreement of the Coos County Business and Employers Group; do you see that?

A  Yes, I do.

Q  And the group was formed on February 5, 2016, or at least that was the date it was filed with the Secretary of State if you look at the top right-hand corner, correct?

A  Yes.

Q  And was that the date the group was formed?

A  I'm unsure. I know it's the date it says on this filing here.
Q And the initial address for the group is your business address; is that correct?
A Yes.
Q And you're on the Board of Directors; is that correct?
A Yes.
Q Do you remain on the Board of Directors as of today?
A Yes, I do.
Q Okay. And was this group formed with the assistance of Eversource?
A No.
Q They didn't provide any assistance whatsoever?
A No.
Q Was this group formed to support the Northern Pass Project?
A No. Not exclusively, no.
Q Was that one of its purposes?
A Yes.
Q What's on the screen in front of you is the first page of Coos County Business and Employers Group's Petition to Intervene which is Counsel for the Public's Exhibit 39, do you see that?
A Yes, I do.
<table>
<thead>
<tr>
<th>Q</th>
<th>Are you familiar with this document?</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>Yes.</td>
</tr>
<tr>
<td>Q</td>
<td>Did you review it before it was filed?</td>
</tr>
<tr>
<td>A</td>
<td>Not every single word of it, no.</td>
</tr>
<tr>
<td>Q</td>
<td>What did you review before it was filed?</td>
</tr>
<tr>
<td>A</td>
<td>I looked at a summary of it.</td>
</tr>
<tr>
<td>Q</td>
<td>Did the Board of Directors authorize the filing of this Petition to Intervene?</td>
</tr>
<tr>
<td>A</td>
<td>Yes.</td>
</tr>
<tr>
<td>Q</td>
<td>Was that authorization pursuant to a vote?</td>
</tr>
<tr>
<td>A</td>
<td>Yes.</td>
</tr>
<tr>
<td>Q</td>
<td>Was the vote taken at a meeting?</td>
</tr>
<tr>
<td>A</td>
<td>Yes.</td>
</tr>
<tr>
<td>Q</td>
<td>Where was the meeting?</td>
</tr>
<tr>
<td>A</td>
<td>I think it was taken over by the phone.</td>
</tr>
<tr>
<td>Q</td>
<td>And do you know if the Petition was made available to the Directors before they voted?</td>
</tr>
<tr>
<td>A</td>
<td>I believe so.</td>
</tr>
<tr>
<td>Q</td>
<td>The Petition itself or a summary of it?</td>
</tr>
<tr>
<td>A</td>
<td>I can't remember.</td>
</tr>
</tbody>
</table>

PRESIDING OFFICER HONIGBERG: Just a minute, Mr. Pappas. Mr. Bouthillier, can you pull the microphone closer to you, please? Just make sure you're speaking right into the
business end of it.

BY MR. PAPPAS:

Q So if you look at the page 4 of Counsel for the Public's Exhibit 39 which is the Coos County Business and Employers Group Petition to Intervene, do you see where it was signed on February 5, 2016?

A Yes.

Q And that's the same date that the group filed its Articles of Incorporation with the Secretary of State?

A Yes.

Q Is it your memory that the board vote was taken on February 5, 2016?

A I don't remember.

Q Do you recall if the board vote was taken more than a week before the Petition to Intervene was filed?

A I don't remember.

Q Do you recall whether the board vote was taken some time before February 5, 2015?

A Yes.

Q Or 2016, I should say?

A Yes.
Q  You just don't remember how much in advance?
A  I don't remember the exact dates.
Q  Okay.  Now, prior to filing the Articles of Agreement that we saw earlier dated February 5, 2016, what did the group do to organize itself?
A  We, the purpose of the group, main purpose, I mean, I have two sons that work for me.  Okay? I want the young people in Coos County to have the same opportunities that I have, and that's part of the main reason to have jobs, to sustain jobs and to keep the young people there.
Q  Okay.  But tell me what did the group do to organize itself before it filed its Articles of Incorporation and filed a Petition to Intervene in this matter?
A  A group of us got together, employers like me, and we decided it was time to do something.  You know, this is, we need to keep young people and keep employees and stuff together, and we got together and talked about this and decided it was time to do something.
Q  Now, since filing the Articles of Incorporation in February of 2016, how often has the Board of Directors met?
A  We talk on the phone, we get together and we have an annual, we had our Annual Meeting.
Q  Okay. Do you remember when that Annual Meeting occurred?
A  I don't remember the exact date.
Q  Where did it occur?
A  It occurred in Lancaster.
Q  At your place of business?
A  No. We actually had it at the bank. They have a room at the bank, and we used that room.
Q  Okay. Is that the only meeting the board has had in person with all the board members present since the group was formed in February 2016?
A  I don't, I don't remember if all the board members were present at all the meetings. I mean, sometimes somebody would be missing, but not everybody was present at every meeting.
Q  My question is, has the board met as a board?
A  Yes.
Q  Okay. I know I paused but let me finish the question first.
   Has the board met as a board to take any action after February 2016 and before that Annual Meeting?
Yes.

So tell me how often the board met.

We got together a couple of times to talk about having a meeting to meet to recruit employees, what we could do to help employees, younger people, stay in the area. Talked about what we can do, maybe have a job fair, talk to the kids at the school, things like that.

And were there any minutes taken at any of these board meetings?

I'm not sure. I don't do that.

Do you recall ever seeing any minutes?

There was some at the Annual Meeting, yes.

Okay. And after the Annual Meeting, did the board meet additional times as a board?

Not since the annual one, no.

Okay. Now, you indicated you got together to talk about things you could do. Has the group actually done anything as a group since it was formed in February 2016 other than participate in this proceeding?

Not as a group as a whole. A few of us have individually, a couple of us have together, I spoke at the school, at the high school, talked
to kids at the high school at the CTE program, kids have toured my facility, high school kids have toured my facility for future jobs.

Q Okay. But as a group, the board hasn't undertaken any activities or initiatives since it was formed, is that correct?
A We haven't done any yet. We're talking about now putting on like a job fair type of thing.

Q That's still in the discussion stage?
A Yes.

Q Would I be correct in saying that the Coos County Business and Employers Group probably would not have been formed if the Northern Pass Project weren't announced?
A I don't know as you'd be correct. It might not have been done quite so fast.

Q Let me ask you some questions about your businesses that you testified in your Prefiled Testimony. I understand you have a logging business, is that correct?
A Yes.

Q And you have a sand and gravel business also?
A Yes.

Q And you have a business that does site work,
Q Okay. Now, all of these services would be needed to help build the Northern Pass Project, correct?

A I would hope.

Q And well, in fact, if the Northern Pass Project is built, you would expect that your businesses would be hired to do some of that work, wouldn't you?

A Well, I don't know as I would expect it. I would hope that I would be able to be competitive at bidding on some of this work. I'm local, I have good employees, we have a good safety record, we've been there a long time. I been in business for 33 years, and I think we have a good reputation.

Q And if you were hired, that would be a benefit to your workers, would it not?

A Absolutely. I have 30 families that I employ, and if this Project was to be there, it would be a very good thing for my employees and a lot of other people in the North Country.

Q And it would also be a very good thing for you
and your company as well, correct?

A Yes.

Q So let me ask you a few questions about increased jobs because that's one of the things you focused on in your Prefiled Testimony.

Now, if the Northern Pass Project were built, would you expect that the type of local businesses, the following local businesses would be the type that would be hired by the Project; for instance, logging businesses?

A Yes.

Q Would you expect excavation site work to try to be sourced locally?

A I would hope so.

Q Sand and gravel pits?

A Yes.

Q Trucking supplies?

A Yes.

Q Okay. Now, you sat in on some of the testimony this afternoon, and you've heard discussion in that testimony about whether the line will be built over two years or over three years, but using your two or three-year period for construction, and naturally that would be,
different construction is done in different seasons up in the North Country, correct?

A Yes.

Q So whether it's a two-year or three-year period, the local workers would work seasonally over those, during those periods, correct?

A Yes.

Q Now, would you agree with me that that work would provide additional work for local companies and local workers to provide them with more work, the existing workers?

A Yes, it would provide more work. And the other thing it would do is, and this is one thing I want to point out. You take a local restaurant, okay? Talking about these off-season and these time, you know, the slow times, if and when this Project is built you take a local restaurant owner, for instance, okay? He has that time of year when there's no tourism on the slow times, he can barely get by.

But I'm going to tell you something. When this Project goes through, if it goes through, he's going to be maxed out for two or three years. Full bore, a hundred percent capacity.
That money that he's going to make by feeding all the people that are going to be making there may make the different of whether or not he survives because he can take that extra money and pay down his mortgage. It's all of that, things like that that are going to make a huge impact on the local people in the North Country. Major.

Q Now, you wouldn't expect your workers, that they're going to spend that much more money on restaurant or local businesses, correct? They already live in the area, they already shop or do business in the area that they typically do?

A I would not say that. If they're working more hours and they're not -- if I'm working at maximum capacity, and they are, and I can offer them more overtime and stuff, and they're making more money, they're going to contribute more to the local economy, absolutely.

Q Now, you wouldn't expect the Project to result in new logging companies being formed, would you?

A No. Not in the logging business. I'm going to tell you why. Because the logging business is a
suffering industry in the North Country. It wouldn't, no.

Q And you probably wouldn't expect for a single project new sand and gravel pits to go into business, would you?

A No.

Q And you wouldn't expect for a single project new excavation companies to be formed, would you?

A Maybe. Because one thing that when this Project is going, a lot of the people that are working on that Project, it's going to make the opportunity for other people to maybe get started, the opportunity for them to do other private work, to maybe do some of, if I was a lucky contractor or other contractors like me to work on this Project would open the door for some of these other people to maybe go out on their own and do some private work, put in septic seasons, dig cellar holes, do other private work.

Q That would require some capital to buy some equipment, wouldn't it?

A Not necessarily. I mean, you could lease it.

If there's a will, there's a way.
Q And those new companies then would turn around and compete with you after this Project is done, correct?
A Perhaps. That's the way I got started.
Q And do you think after this Project comes and goes that there would still be enough work for you and these new companies to all survive?
A Absolutely.
Q Even though there's no Northern Pass Project anymore?
A No, there's no Northern Pass Project, but the thing is there's going to be other things, and I think the extra money it puts into the economy, the other businesses, the trickle-down effect, there's going to be cleanup, there's going to be maintenance work, there's going to be, you know, a lot of other things.
Q And there will be a fair amount of people competing for that, both local businesses as well as union work, correct?
A That's correct.
Q Okay. And they're already established in place, ready to go?
A Yes. Some of us are.
Okay. Now, you had mentioned a moment ago potential impact or benefit to things like local restaurants during construction. You haven't looked at the impact construction may have, negative impact construction may have on businesses, have you?

I considered it. It's no different than when I, when a road is being built or when somebody comes in and does a development like at the Mount Wash or maybe the Balsams or a local town or anywhere like at Loon Mountain or whatever. I mean, there is a short-term impact, but when the construction, I mean, you're in the construction business, you never see a construction project start and never end. It always ends. And you're in the construction business, you go on to the next one.

You haven't looked at, for instance, how many places that once construction take place how long in each place it will take place, whether there will be road closures or lane closures or that type of thing, have you?

Myself personally, no.

Okay. Let me ask you a couple of questions
about wind turbines that you mentioned in your testimony.

In your Prefiled Testimony, you state that you leased some land for existing wind turbines, do you recall that?

A Yes.

Q Where are those located?

A Berlin, New Hampshire.

Q What's the name of the Project or the wind farm?

A It's Jericho Mountain Wind.

Q Now, if the Northern Pass Project is built, is it your understanding that certain upgrades will be done to the Coos Loop?

A Yes. I would hope so.

Q And do you anticipate leasing additional land for more wind turbines? I think you mentioned that in your testimony.

A I would hope not only a lot of landowners would be able to, that's another benefit of this Project. That private landowners, individual people, other landowners, with the timber industry on the way out, it would be another way for people to be able to keep land privately, be able to pay for it and hold it, and to let
people recreate on it, hunt on it, hike on it, snow machine, ATVs, and that would be another source of renewable plus it's a renewable energy.

Q Sticking with the wind farms, have you had any groups or potential developers about leasing any of your property for potential wind farms?

A Absolutely not.

Q And you indicated that you had hoped to lease some additional land. Where is that land located that you had hoped to lease additional land?

A Lease additional land for?

Q For wind turbines.

A Oh, I have 4000 acres of all over the Northeast Kingdom.

Q Okay. Another thing you testified about in your Prefiled Testimony was you felt that one of the long-term benefits if the Northern Pass Project is built would be upgraded roads. Do you recall that?

A Yes.

Q Do you have any specific road locations that you have in mind that you think would be upgraded
from the Northern Pass Project?

A  Well, just by what's put out in the public and
    showing some of the route and some of the roads
    that they would utilize, for instance, up in the
    North Country, some of those roads, they would
    put some burial on, that would be, when they go
    through there and do that and rebuild it, it's
    going to be far better when they're done than
    when they started.

Q  Do you have any specific roads in mind that
    you're aware?

A  I would say there's a County Road up there.
    Maybe Bear Rock Road. There's a lot of roads up
    there that are basically in disrepair that the
    state doesn't have the funds to have the kind of
    quality roads they have down here. Up there we
    have to suffer with what we've got. So if this
    came through, I'm sure that this Project would
    fix them up.

Q  Do you know what would be planned for restoring
    County Road? Old County Road?

A  No, not specifically, but --

Q  Are you familiar with what the construction
    would be on Old County Road?
Well, I would think, knowing the construction industry, what little bit I do know about it, in order to go through there with what needs to be done, it would definitely be better than what it is now.

But my question is do you know what the construction activity is planned for Old County Road?

With what's shown on the website and so forth, it shows that it's going to be buried through there.

Do you know the construction method and where they plan to do it?

No.

Okay. How about Bear Rock Road? You mentioned that. That's part state-maintained and part town-maintained, correct?

I don't know about that.

You don't know about that. Okay.

And same question. Have you looked at any of the specific construction activity for Bear Rock Road?

No. Just what's showed on the plans.

Have you had any discussions with any municipal
officials about what they expect the road
restoration to be in, for instance, Old County
Road or North Hill Road or Bear Rock Road?
A No.
Q Have you had any discussions with anybody from
Northern Pass Transmission or Eversource about
what their plans are to reconstruct roads they
work in?
A No.
Q So it would be fair to say that your view about
whether or not upgrading the roads is based on
your looking at the website and assuming that
after the Project were built it would repair the
roads, either the same or better condition?
A Yes.
Q Let me ask you some questions about recreational
benefits that you testify about in your Prefiled
Testimony.
You indicated that snowmobiling and ATV
riding is a popular recreational activity, correct?
A Yes.
Q Did you participate in last weekend’s Jericho
Ride?
A: Camp Razor, no, but my kids did.

Q: Now, you state that the Project's right-of-way could create new riding areas; do you recall that?

A: Yes.

Q: Now, much of the Overhead Portion of the Northern Pass Project is in an existing right-of-way, correct?

A: Yes.

Q: So would you agree with me to the extent that these right-of-ways can be currently used for snowmobiles or ATVs, that already exists?

A: In some places, I assume it does. I don't know, the way it is now I don't know if they do or not.

Q: Do you yourself use any of the right-of-ways to either snowmobile or ride an ATV?

A: I don't, no.

Q: Do you know whether or not any of the new right-of-ways would allow snowmobiling or ATV riding in them?

A: I personally don't know that.

Q: So would it be fair to say that your testimony that Northern Pass Project could open up new
snowmobile routes or ATV routes is based on your assumption that a new line could create some new right-of-ways, and there could be, therefore, the possibility of new trails, but you don't have any personal knowledge as to whether or not there could or could not be new trails?

A My only knowledge of this is from living there all my life and knowing the DC line that's on the Vermont side is the main snowmachine thoroughfare north to south from the Canadian border all the way to Monroe that's used as a snowmachine trail. It's also used as an equestrian riding trail, and the state of Vermont has put out contracts to us that we bid on to build parking areas for them to park the horse trailers, to put in waterers and all sorts of things, and I would just assume that if you're looking at multiple use that that would be another thing that could possibly be done on the New Hampshire side on that same project.

Q And that's on the Vermont side you're familiar with?

A Correct.

Q Okay. Let me ask you some questions about the
Job Creation Association that you're a member of. What's on the screen in front of you now is Counsel for the Public's Exhibit 37 which is the Articles of Agreement of the Coos County Job Creation Association; do you see that?

A Yes.

Q And if you look up in the right-hand corner, it was filed in January of 2014; do you see that as well?

A Yes.

Q Now, the initial address for this association was also your business address, correct?

A Yes.

Q And you're on this Board of Directors as well?

A Yes.

Q And David Atkinson, Mr. Atkinson works for you, does he?

A No, he does not.

Q Did he used to work for you?

A He used to, yes.

Q At the time this group was formed in January of 2014, did Mr. Atkinson work for you?

A Yes.

Q And he was on the board as well, correct?
Q And am I correct in saying that Eversource helped create this Coos County Job Creation Association?
A Yes.
Q And I understand that Eversource also provided the association with $200,000 of seed money, correct?
A Yes.
Q Now, in 2015, the Job Creation Association made some grants; do you recall that?
A Yes.
Q Was there a specific selection process for that?
A Well, I don't know about a specific selection process. People sent in applications, requests or whatever, and we kind of wanted to make sure that the money went to people that were either going to create jobs in the North Country or educate people or create the ability for people to sustain jobs in the North Country.
Q So would it be fair to say that after the association was created, you received some applications for grant money, the board reviewed them, selected some, didn't select others and
then awarded the grants to those that it selected?

A  Can you repeat that, please?

Q  Sure. Let me break it down for you.

After the Job Association was created, you indicated that you received some applications seeking money?

A  Yes.

Q  And did the association go out and solicit applications or did it receive them from people?

A  We received them from people.

Q  And after the association received the applications, did the Board of Directors review all of them?

A  Yes, we did.

Q  And did the Board of Directors decide to grant some applications and not grant some other applications?

A  Yes. We did.

Q  Now, did anybody assist the board in deciding which applications to accept and award money to?

A  No.

Q  It was the Board of Directors itself that sat down and decided that?
Q Did you do it at one meeting face to face?
A I think there was more than one meeting.
Q Do you recall how many meetings?
A No, it's been a while.
Q Okay. Did you meet at your business?
A No.
Q Did you meet at the bank?
A I think we might have. I'm not sure if we met at the bank or the Town Office or where we met. I'm not sure.
Q Okay. Now, has the Job Creation Association met after it awarded the $200,000? In other words, have you met again since you awarded the grant money?
A Yeah, I think we met a couple of times.
Q Do you recall when that was?
A It was shortly thereafter, within the year after.
Q Do you recall what you did when you met?
A We talked about the process and the success of it and things we could do different if the Project goes forward and --
Q Did the board seek any assistance of any
There was a lot of different diverse people on the board. Dave Atkinson, for one, was the manager of a mill with over 300 people. We had, there were, I think there was realtors on the board.

Q I'll tell you what. I won't stretch your memory. Why don't we go to -- on the screen in front of you now is the page from the Articles of Association where it lists the initial Directors of the corporation. Do you see that?

A Yes.

Q And it lists Mr. Atkinson, yourself, Mr. Burns, Mr. Diego and Mr. Gallus; do you see that?

A Yes.

Q Was that the board that met to decide how to allocate funds?

A Yes.

Q And re already know that Mr. Atkinson at the time worked for you; is that right?

A Yes.

Q And what did Mr. Burns, it's listed as Grand Old
Lodge in Burns' Truck Stop. Do you see that?
A Yes.
Q Is that his business?
A Yes. And he's also the, I think he's President of the North Stratford ATV and Snowmachine Club.
Q And we know Mr. Diego runs the hotel?
A Yes.
Q And do you know what Mr. Gallus does for business?
A He's an ex-Senator and he's also a realtor.
Q Okay. So the five of you, yourselves, got together and reviewed the applications and decided how to allocate the funds?
A Yes.
Q Okay. Did the five of you or any one of you, to your knowledge, go to any of the places that received money either a year after or more than a year after to find out how the funds had worked in creating jobs?
A Yes.
Q So tell me where you went.
A The Black Bear Bistro, we --
Q Is that a local restaurant?
A In Colebrook. Yes. We had granted to give them
grant money for siding for their business and to help finish of it off, and he had told all of us that it was, the amount percentages, and I can't remember because of this building instead of having Typar wrapping all over it being finished and a sign put up that tourists going by see it, and that it increased his business significantly. He had to hire an extra cook and more help.

And the other one there was a day care center that employed, that was a startup that employed three or four people. I'm trying to think.

Tillotson Center, Rick Tillotson, he got a couple of them, and I think he does some medical devices and stuff, and he was a startup or expanded his business in Colebrook. All of these. Every one of them.

Q So have you gone back since then to check again to see how they're doing?
A Yes.
Q And in the last year, have any of them hired more employees, do you know?
A I do know that the Black Bear Bistro has.
Q Anybody else that you know of?
A Not to my knowledge.
Q Okay. So let me ask you finally some questions about the Forward NH Fund that you also testified about in your Prefiled Testimony, and you had, in your testimony you state that the Forward NH Fund will provide long-term economic opportunities for North Country businesses so I want to ask you some questions about that.

Do you know what type of business would qualify for funding under the Forward NH Fund?
A Not all of them, no. Not specifically.
Q Are you aware of any specific process to apply for money under the fund?
A Just what's in the public, everybody else knows.
Q Do you know who's going to decide what money gets allocated?
A No.
Q Do you know of any specific activities that the fund is going to target?
A Job creation, I do know that.
Q Let me ask it this way. Other than what you've read in the public domain, if you will, either on the website or press releases, is that all
you really know about the Forward NH Fund?
A Yes.
Q Thank you very much, Mr. Bouthillier. I appreciate your time.

PRESIDING OFFICER HONIGBERG: Who has questions? Mr. Whitley, are you coming down?
MR. WHITLEY: Yes. I am.

CROSS-EXAMINATION

BY MR. WHITLEY:

Q Afternoon.
A Good afternoon.
Q My name is Steven Whitley, and I'm counsel to several host communities along the route: Deerfield, Pembroke, New Hampton, Littleton, and the Water and Sewer Department of the town of Ashland, and I want to ask you a couple of questions. And I'm going to turn you to your Prefiled Testimony. So is that coming up on your screen, sir?
A Yes.
Q Okay. And you see the highlighted portion there?
A Yes.
Q Okay. I'm not going to go over it or have you
read it because it's right there, but I'll just paraphrase it. You identify construction jobs and the positive impact from those jobs as the primary short-term benefit of the Project. Is that a fair statement?

A Yes.

Q Okay. And you reference an estimate of 2600 new jobs in New Hampshire, correct?

A Yes.

Q And how many of those 2600 are going to be in Coos County?

A I'm not sure. I would, I'm not sure.

Q Okay. Do you even have a range or a percentage?

A No.

Q Okay. And where did you get that number from? Was that provided to you from by Northern Pass?

A Not by Northern Pass. No.

Q Okay. Where did you get that number from?

A The 2600 new jobs?

Q Correct.

A Was a number that was published.

Q Okay. So you read it some place?

A Yes.

Q Or just in the public domain?
A  Yes.
Q  But you didn't do anything yourself or your
group didn't do anything to verify that number
in any way?
A  No.
Q  Okay. And I understand, sir, that your
expectation is that the Project is going to hire
New Hampshire workers for the jobs that are
required in Coos County, correct?
A  Well, as everything that's stated and everything
that's out there is that New Hampshire workers
first. I mean, everybody's heard that. That's
been published. It's out there everywhere.
Q  Can you speak into the microphone? It's just a
little hard to hear a little bit.
A  I said I'm saying that's what we've heard
everywhere, and that's what published is New
Hampshire workers first.
Q  Okay. Thank you. And I know that you were here
erlier today and you heard some of the
testimony and some of the questions that were
directed at the IBEW Panel, correct? You were
here for some of that?
A  Yes.
And you heard some testimony perhaps about the
Project Labor Agreement and a commitment to hire
New Hampshire union workers? Do you hear any of
that?

Yes. I heard some of it.

Okay. But your group doesn't have any
comparable written contract or agreement with
Northern Pass that they're obligating themselves
to hire Coos County locals for the work
necessary, correct?

We have no agreements.

Okay. So as you sit here today, you really
don't know for certain how many local jobs are
going to be created as a result of the
construction of the Project; is that a fair
statement?

Nothing is guaranteed. I just, it's a matter of
trust and it's a matter, to me a common sense
thing. If we're a local contractor that meets
all the criteria and you're reputable and you're
safe, I can't see how we can't have a
competitive advantage over somebody coming from
out of state. I just don't understand how that
would be possible.
Q Okay. When I read your group's testimony, it struck me that your support for the Project was partly contingent upon the use of Coos County locals for some of these jobs. Is that a fair statement of your group's position?

A Could you repeat that?

Q Yeah, sure. So is it true that your group's support for the Project is contingent on Northern Pass hiring Coos County locals to do the work that's going to be needed?

A I wouldn't say it's contingent on it. It's an assumption.

Q But if that assumption doesn't end up to be true, does your group still support the Project?

A You mean if we don't get the work?

Q Correct.

A Yeah, because -- yes, we do. And because when there's people working there, it's going to create other work opportunities for us, but I still believe that there's work there for us.

Q Okay. I think you testified earlier that your companies have done a lot of the work that's probably going to be necessary when the Project is constructed in Coos County. Think you had
that exchange with Attorney Pappas, do you remember that?

A  That we've done a lot of the work?

Q  The same type of work?

A  Oh, yes.  Yes.  We do that type of work.

Q  Okay.  So just to clarify, I mean excavation, trucking, site work, that sort of thing?

A  Yes.

Q  Okay.  Okay.  Has your company ever, any of your companies ever worked with Eversource or PSNH in the past?

A  No.

Q  That's all I have.  Thank you, sir.

A  Yes.

PRESIDING OFFICER HONIGBERG: Anyone else from that group? It looks like Ms. Fillmore is grabbing a microphone.

MS. FILLMORE: Yes.  Thank you, Mr. Chairman.  Over here.

CROSS-EXAMINATION

BY MS. FILLMORE:

Q  Hi, Mr. Bouthillier.

A  Hi.

Q  My name is Christine Fillmore.  I am an attorney
representing several municipalities in this matter.

I just have one question, and it is about the Coos County Job Creation Association. When you were getting ready to look at the applications for the round of grants that the association gave out, did you consult at all with the Coos Economic Development Corporation?

A I'm not sure if John Gallus is on that or not.

Q Are you familiar with that organization?

A Coos Economic Development Commission? I'm unsure.

Q If I represented to you that it's an Economic Development Corporation that does loans and grants to various businesses in Coos County, would that sound familiar?

A Yes.

Q Okay. And so my question is do you know if you or anyone on the board consulted with the staff or board members of that organization?

A Someone could have. They may have.

Q Thank you, sir. That's all I have.

PRESIDING OFFICER HONIGBERG: Who else has questions? Mr. Reimers? Do you have questions?
CROSS-EXAMINATION

BY MR. BAKER:

Q  Good afternoon, Mr. Bouthillier. We do know each other so --

A  Yes.

Q  -- we do have that advantage.

You said in your testimony when Public Counsel was asking questions and I think again when a later questioner asked you that there been no job promises that you're aware of that Northern Pass has made for jobs in Coos County?

A  To our group. There is no contracts.

Q  Let me ask a broader question if I might.

Are you aware of any contracts that have been given by Northern Pass to local employers in Coos County?

A  No, I'm not.

Q  Okay. Now, I think you mentioned that there were some private job fairs that were held by Northern Pass?

A  No. I didn't mention that.

Q  Were you aware that Northern Pass had met with local contractors at, I think it was over in
Millsfield or the Log Haven; does that ring any bells?

A Early on, there was some, I don't know if they were job fairs. There was contractor/supplier meetings early on. More than a year ago.

Q And they were hosted by Northern Pass, correct?

A Yes.

Q Did you attend any of those?

A Not the one in Millsfield, no.

Q Did you attend any others? I think there was also one in Lancaster?

A Maybe, and there might have been one at the Mountain View.

Q Did you attend that?

A Yes.

Q I'm going to ask you just a couple of questions about that meeting. Did Northern Pass tell the participants, well, first of all, who were the participants? Who were the people that were invited to that meeting?

A There was a lot of people there. There was loggers, contractors, restaurant owners. There was a lot of different people there.

Q And these were people that were looking for some
work benefit from the Project, and they were attending to hear what the plans were, correct?

A Yes. They were, I think there were more informational meetings. I mean, they had drawings put up and pictures, drawings. I think they were more informal meetings, I think.

Q Right, and they were told that the Project would start at a certain point in time which is now passed, behind us, correct?

A Well, yeah. There was, we were all hoping it was going to start sooner than this.

Q Did they explain to the participants in those meetings what kind of requirements they would have for doing contracts with them if they were chosen to work on the job?

A Yes. I mean, it's no different for them than if you work for VELCO, I mean, I contract to do work at Vermont Electric Co-op, safety and the environment, you know, if you do federal work like I do, it's the same type of thing.

Q Right. Did they explain the insurance requirements that they would have for workers' compensation, for general liability on the job, those sorts of things?
Q Okay. I'm going to change the subject just a bit. Concrete. Concrete is going to be needed on the job?

A I assume so.

Q If it's built. Are there -- now, you don't make concrete, right?

A No. We do not.

Q Where is the closest concrete plant to Pittsburg?

A There's one in Couillard in Coaticook. There's one in Columbia. There's one in Gorham. There's quite a few around.

Q Right. And the one in Coaticook is a Canadian company, isn't it?

A I would assume.

Q And are the Canadian loggers close to Pittsburg and Stewartstown?

A Excuse me?

Q Canadian logging companies close to Stewartstown, Pittsburg area?

A There may be.

Q How about road builders?
A No. Not that I'm aware of.
Q How do they build their roads in the eastern townships?
A Well, they may be up there, but there's none that work down here.
Q Well, I understand they don't work here now, but they are close enough to come to do a big job, aren't they?
A Maybe.
Q And same questions with respect to concrete, logging, road building, that sort of thing, those companies all exist in Maine, don't they?
A Yes.
Q And they've all been working on, we've heard a little bit about a Maine Power Project that just finished.
A Yes.
Q All right. Very quick shift in subjects. Your Coos County Job Creation Fund, you were asked a few questions about that. When the awards were made for the initial grants back in 2015, did that exhaust all the money that you had to give out?
A I don't remember. I'm not sure.
Q  Was the money that you were given by Northern Pass at the Coos County Jobs Creation Fund all used for grants?
A  As far as I know.
Q  Were there any local expenses that were paid with that money?
A  I don't know.
Q  When the grants were given, were any conditions posed or given to the recipients?
A  None that I'm aware of.
Q  They weren't required to write letters of support for Northern Pass?
A  Not that I'm aware of.
Q  Finally, your meetings, they're not open to the public, are they? The meetings of the Board of the Coos County Job Creation Fund?
A  I don't know if they were or not.
Q  Were minutes taken of these board meetings?
A  I'm unsure.
Q  I have no further questions.

PRESIDING OFFICER HONIGBERG: Any other Intervenor Groups have questions for Mr. Bouthillier? All right. Members of the Committee have questions? Mr. Oldenburg?
QUESTIONS BY MR. OLDENBURG:

Q  Thank you. Good afternoon.
A  Good afternoon.
Q  Just for point of reference, my name is Bill Oldenberg. I work for the Department of Transportation. Some of the questions I have are sort of clarifying questions that from a business standpoint from what you do as being involved in trucking and an aggregate and gravel and everything else, and the whole idea of actually you and companies like yours wanting to work on the Project.

One of the things that the Construction Panel testified on was that they would need hundreds of trucks to do the work. Obviously to haul material in and out. And if that were the case, is there the capacity in the companies up north to be able to do the work? So if they needed, say, a hundred trucks a day to work on the job for two years, are there enough trucks to do that, enough drivers, and things like that for local companies to supply?

A  Just in one area at a specific time?
Q  Yes. Because I'll get to the area issue that I
have in a little bit.

Well, I mean, I don't know about a hundred trucks, but I know like with me and as you're probably aware I'm a DOT contractor. I work for DOT. If we need trucks, I mean I don't own a hundred trucks. I mean, I have five of my own, but we always hire subs. I hire other local contractors in the area. I mean, we may have 20 trucks in one day and work a week or two on a certain project, and then they'll move on to the next one. I mean, they come from all around and they come from Errol, Colebrook, Milan, Berlin, I mean, they're out there. They don't just come from one little area.

Right. Right. So I guess, I guess some of the issues or some of the concerns or some of the questions and comments that we've heard is there's going to be two types of -- goes to the 2600 jobs. There's going to be two types of workers. Going to be specialty workers like the linesmen, the HDD drilling, the crews putting the lattice structures together, the crane operators, and things like that that may not be local. So they're going to be the folks that
come in that aren't local.

A Specialized.

Q Specialized contractors. Then there's going to be the local guys. I don't see people bringing in dump truck drivers from Texas to work on this job, right?

A Correct.

Q And they're not going to haul in gravel and aggregate from Montana to work on this job. They're going to go to you?

A All sourced local.

Q So is there a capacity to, from what you've heard about what the construction is, to be able to do this work in the North Country?

A Yes. I think there is. And that gets back to my point is what I said before is that what a lot of people are missing here is that there's going to people working on this Project plus there's also going to be a demand for the regular work that's going on. So it's going to create opportunities for other people. There may be, you know, I hope not, but there might be couple of employees of mine that have said you know what? I think it's time I go out on my
own. It might give that opportunity for them to jump out and buy a piece of equipment and have at it, and that's the American way. I mean, that's, I don't want to see that happen for my own greedy self, but I mean, that's what the American dream is for somebody, and that's a great thing.

Q So one of the other comments that was made by the Construction Panel is they looked at the need for concrete. So they want to put this fluidized thermal backfill in the trench in the underground section, and that's a concrete so it's made at a batch plant. Plus they also, they want to put this concrete cap over it to protect the work. And their concern was there might not be enough concrete production available so they wanted to prefabricate the caps and everything else. So if they do something like, a batch plant, would you typically think that would be supplied locally, a batch plant, and run locally?

A Oh, absolutely. I mean, I've already heard, the rumor is that a local, local to New Hampshire, concrete contractor has already, the rumor is,
talked about putting a portable batch plant up in Coos County, and then that would be, the sands and the aggregates would be sourced locally. So that would be less transportation of concrete trucks. They'd be able to set up in a strategic place and truck the aggregate there and the powdered cement and batch it right there and then get it to the sources quicker. I mean, that's a typical thing you see in a lot of places. I mean, like when you see highways done in a lot of rural areas. They do that.

Q And that would be specifically set up for the Northern Pass Project. It wouldn't be, if you wanted a foundation you wouldn't go to this batch plant and get concrete for a foundation for your house or some like that. It would just be strictly for Northern Pass.

A Yeah. I mean, I would think maybe if somebody, while they're there operating in that two or three years if somebody possibly could, but you're right, yes.

Q Because one of the thoughts, one of the thoughts that I had was that they, if you run a concrete plant and you're making concrete, regular
concrete that could be used for a bridge or for a foundation or anything else, and then you had to switch over and make this fluidized thermal backfill which is a special mix, you basically shut the plant down at the end of the day to make an hour's worth of this special material and you're not selling concrete to anybody else so you have to sort of figure all that arrangement out, correct?

A Yes. I would think that when they got ready to do, if they do that thermal fluidized backfill, that plant would be set up and they would have already strategically stockpiled all the aggregate or whatever they would use to do that thermal backfill, and they would have that set up and they would run that like crazy when they were doing that Project, that part of the Project.

Q So everybody, well, one of the things that the folks in the IBEW just mentioned was paying, that to get the workforce up here they'd probably be paying hire rates of premium to get all the work. So I would tend to believe that they would, to get trucking companies like yours
or your competitors or whoever to band together that they would probably pay a premium to get all this work guaranteed for two years, all this equipment, all these workers. But they'd probably be paying a, probably more than the going rate, I should just say, so they could guarantee the workforce. Is that a good assumption?

A Yes. One thing that, you know, you hear a lot about of the Project Labor Agreement and the union wages, and I, one thing I think people need to understand is that it's going to be, it's going to bring the wage rates for everybody, whether you're Union or not up and whether you're working on that Project or not. Everybody's wages are going to increase.

And I've told a lot of my help, if this happens, it's a chance for people to sock some money away for the future, and some people, it's like I've got friends that go out to Ohio and work on pipeline jobs and stuff, and they come back with a pocket full of money and they buy all kinds of toys.

And I tell the guys, I said, if this
happens, there's a chance for you to sock money away for your retirement, pay your house off, do whatever. Plan for the future. That's the way I look at it. I mean, I'm sure not everybody does, but an opportunity like this doesn't come along every day. So I'm hoping that the people that have a chance to make some money here really do.

Q So what about if you're trying to do a Project that isn't part of Northern Pass. So you, a town has a bridge they want to rebuild or a Dollar General wants to go in somewhere or something like that. You know, You have a development. Are they going to be able to get the concrete? Are they going to be able to hire that excavating company, that sand and gravel, without paying that premium? So everybody is working on Northern Pass, and to get them to work on your Project, are you going to have, is everybody else going to have to start paying that premium to get that contractor or that materials?

A Well, to use Dollar General, for example, when you talk about people --
Q I just mentioned that because they're going up everywhere.

A Well, they do and you know what? 99 percent of the time none of it is local, unfortunately, and I've bid on a few of them, and you can't compete because those people that do those are specialized, they come in, they're done as you see them. They're in and out and done and they go from one to the other to the other to the other. So, I mean, I don't think that will -- but, yes. As far as bridge crews, bridge crews are specialty contractors that do that. I mean, but yeah. I think that, yeah, perhaps for that amount of time that some people, the employees are going to make some money and yeah, it might cost a little bit more to do business for a while.

Q One of the other things that had been brought up was sort of the range of some of these folks. So the example I've used in the past is the Porta-Potty guy from Colebrook isn't going to supply Porta-Potties in Deerfield.

A Correct.

Q So they'll get the business, whatever their
range is. So you have a range that you know of, and I won't ask what it is, but you have a range that you're comfortable traveling in that you can get there and not pay a lot of overtime and you can supply. You know, I think we see that in the paving industry. Continental Paving does a lot of work in the south because they're in the south. Pike does a lot of work in the north because they're in the north, and there's a line in there where, generally, Continental doesn't get the work in the north because they can't compete. Travel time and everything else. So you have that same type of range.

With creating jobs, you know, the question is how far, you know, if the work is going to be in, say, Colebrook, for two months, three months, is the Porta-Potty guy going to hire more people to create that job for that two or three months or is he just going to work his existing staff a little bit harder and make a little bit of overtime? Granted, he'll get the contract, and he'll make the money, but is it going to create jobs, do you think?

A Well --
Q The thing that you're looking for is the job creation. At least part of it. Are we going to see that in some of the services that are provided?

A I think you will because I don't think, you know, in the time frame that they're saying and looking at, for instance, I know when they did the DC line in Vermont, the logging crew came in, and they started clearing. From the time they started cutting the trees to the time that the final reclamation, seeding and stuff was done, you're looking at three years, and there's always somebody working doing something. There's different phases of it, but there's always somebody working there.

So that Porta-Potty guy that's from Colebrook is going to have his Porta-Potties up there because people, no what type of work they're doing, they're still going to be using the Porta-Johns during that whole time frame. And the same, people are going to be eating at the local restaurants, people are going to be buying supplies at the parts stores.

The housing, I mean, the motels that have
that time and the cabins that have that time of year where they have nobody and they shut down or they're down to an idle, they're not going to have that idle. That lull time is gone for them for three years. They're going to be maxed out, full capacity. I mean, they have a chance to really makes some money.

Q   That's all I have. Thank you.

PRESIDING OFFICER HONIGBERG:  Mr. Wright?

QUESTIONS BY MR. WRIGHT:

Q   Good afternoon, Mr. Bouthillier.
A   Good afternoon.

Q   Craig Wright with the Department of Environmental Services. Mr. Oldenburg has just really covered a couple of the areas I was going to so I'm going to much shorter than I anticipated.

   But I want to follow up to a question that Counsel for the Public, Mr. Pappas, asked you and that was about the use of the new right-of-way up in the Coos County for ATV use, and I think you were kind of, you said you were kind of speculating that that may be an opportunity that comes out of this. Is that a
fair summary of what you said?

A Yeah. I mean I, looking at what happened this weekend with Camp Razor, for example, and then when Jericho has their ATV thing. I'm just assuming and hoping, I mean, because as you all know, we have less snowmachine business than we used to because we have a longer dry time of year whether there's less frozen ground. I was hoping and assuming that DRED and whoever groups could get together and maybe make a trail that could connect from Point A to Point B like they do in Vermont, and they could utilize it and promote tourism more, and in Vermont they use that DV line over there which is massive, even bigger than the Northern Pass Project, for horse riding. They use it for snowmachines. So I would think with the ATV business when New Hampshire has an opportunity to capitalize on this, this could be a huge thing for tourism.

Q I was just curious. I'll ask this question. I think I know what you're going to say. I was wondering if you were aware that the Applicant made a commitment, and it is contained in the DES recommended conditions, that in the new
right-of-way in Coos County that there be no
motorized vehicles allowed, including ATVs?
A I didn't know that.
Q Okay. I figured that was the case so that's all
I had.

PRESIDING OFFICER HONIGBERG: Commissioner
Bailey?

COMMISSIONER BAILEY: Thank you.

QUESTIONS BY COMMISSIONER BAILEY:
Q Good afternoon. I'm Kate Bailey from the Public
Utilities Commission.
A Good afternoon.
Q Our job here is to balance, I think, the goods
and the bads and consider all of those things.
I think your testimony is that this is going to
improve job opportunities in the North Country.
A Yes.
Q And we've heard suggestions, we haven't had
Direct Testimony on this point yet, that some
businesses are going to suffer a lot of harm
during the construction like Polly's Pancake
House. Have you ever heard of that? Do you
know where it is?
A In Franconia, yes.
Q And some businesses in Plymouth. So how would you recommend that we balance those concerns with the opportunities that you hope the Project will bring?

A As far as Polly's Pancake Parlor, I would hope that they would be willing to serve workers there breakfast and lunch like they do tourists.

Q I think the testimony is that people won't be able to get there because the road will be too blocked or closed.

A I do not believe, and I would think Mr. Oldenburg could speak to this, but I do not believe, and I know probably for a fact working on DOT Projects I've worked on in the past that you cannot block off that road. It's not lawful. I don't think it would ever be blocked off. I know we can't, in Coos County you cannot block off a State road. You have to keep it at least passable by one lane at all times.

Q Well, assume for just purposes of this question that that were true. That Polly's Pancake House, for one example, was going to suffer significant loss because of the Project for whatever reason. Then what would your advice to
us be?

A I would make sure that that road was not closed permanently. Make sure that they have access. It would be no different than this happening than if DOT was going to completely rebuild that road up there. If they were going to rebuild 117, I think it is, or whatever the road is up through there, it's a temporary, it's a construction job. It's temporary. It's no different than when right now you're going down and you've got Audley and you've got Coleman and we've got Weaver Brothers down there on the interstate. And they blast, and they block the road off, but you're only allowed a certain amount of time where you have to open traffic back up. It's a temporary inconvenience.

And I would think that the little -- I don't know. I can't predict what their loss of business from tourism would be, but I would think if you've got 2 or 300 workers there at a time, those workers are going to eat.

Q Okay.

A And I would think they could, I mean --

Q And your assumption is that those workers are
going to be eating 12 months a year? They're going to be there year-round?

A  Once this Project starts, it's not going to shut down.

Q  What do you base that on?

A  On seeing other projects like it working.

Q  Okay. Has anybody from, have you had a conversation with anybody from Eversource about your testimony?

A  No.

Q  Okay. Thank you.

PRESIDING OFFICER HONIGBERG: Mr. Way?

QUESTIONS BY MR. WAY:

Q  Good afternoon.

A  Good afternoon.

Q  So in terms of the grant program that you did, you got how much money, how much seed money to kick it off?

A  It was 200,000.

Q  200,000. And the next installment is expected to be, is it one million, as I recall?

A  I don't remember how much, I don't.

Q  I just, I seem to remember that's what it was, but do you have any idea what the next
installment will be?

A  I can't remember. It's been quite a while. I can't remember. I know it's a significant amount of money. It's a lot of money.

Q  Significant amount of money?

A  Lot more than the 200,000 we had.

Q  So you're thinking maybe more than 500,000?

A  Oh, yeah. I think it's more than that.

Q  So let's assume for the moment that it's, maybe it's a million dollars. Something like that. That seems to be quite a leap in terms of from 200,000 to a million. I would expect or I would imagine you're probably thinking about how that program might have to change or would it be the same as you did it before or --

A  We had talked about that after. When they had asked about whether we had meetings after, we had one. I can't remember if it was one or two after, but, yeah, we had thought about it, if we did get, if this happened and we got a lot of money like that, we would have to have a better, more official process, so to speak, and a better way to implement it and do it and maybe have more people on the board. You know. Just
better ways.

Q And how much was the average grant that you gave out or was it all the same or --

A I don't remember. I think it was all over the place, depending on what different people applied for different amounts.

Q So 200,000, do you remember how many actually got the grants?

A I don't remember how many there was. There was a fair amount of them.

Q Okay. And then you mentioned that, I thought I heard you say that there was some that didn't receive the grant.

A There was.

Q And without saying their names, I don't know if you can give any more information of why they didn't.

A Because there wasn't -- nothing to do with creating jobs at all. It was just irrelevant. It was like maybe to -- I don't remember right off my head, but it was nothing to do with job creation at all. It mean it was like a personal thing or some thing. It wasn't business-related whatsoever.
Q All right. And so you haven't had discussions yet about how your process might change from this point to the next point when you get a good-sized infusion of cash that you then have to disperse?
A No, we haven't.
Q And you haven't had any discussions with Eversource about the applicants that came to you? No conversations or --
A We haven't had any talk with Eversource about this.
Q So they were all confidential when they came into the association?
A Yes.
Q One thing that struck me, and I think this was, Ms. Fillmore asked about it. Coos Economic Development Corporation? There's not really a relationship?
A Not that I'm aware of.
Q Because I mean it struck me odd because their address is right in Lancaster. As a matter of fact, I think, aren't they at the Lancaster Bank or something like that?
A Yes. They're at the old Lancaster Bank, and
when we had our meeting we met at the Passumpsic
Bank just because I, there's a nice little room
there that they let you use free.

Q I know it. Yes. I know it well. So but you
had the CEDC, we'll abbreviate it at that, that
one of their functions is actually to do grants.
And so I'm just wondering why there isn't, can
you give me any inside baseball? I mean, why
isn't there that relationship there? As a
matter of fact, has any of your members been on
the CEDC Board that you know of or --

A I'm unsure. I don't know, and maybe somebody
did talk with them. Or I don't know. Maybe
that's something that we should look into in the
future. I mean, something to think about. I
don't, you know.

Q All right.

A This is new to me.

Q Fair enough. In terms of the job creation that
will occur, I think like Ms. Bailey said, I
think as we go along there's more of this full
cost accounting. You've got, here's all the
jobs that are created, but we also have to take
a look at the jobs that could possibly be lost,
and how does this all balance out.

In terms of your own organization, if this should prove to be a benefit for your organization, do you anticipate doing a direct or indirect, well, a direct job in your company? I mean, do you expect to do any hiring?

A  If this Project goes through?

Q  Right.

A  If this Project goes through, if we get some of the work, yeah, I would have to hire more employees.

One thing that I want to point out here is that I think is very important for you folks to know is that I started out from nothing. My parents worked at Ethan Allen Factory. I've got two sons that are in my business. Well, one isn't anymore. He moved to Boston to work.

I would like the young people to have the same opportunity that I did. There's no more young people staying in Coos County. They're leaving. They're going down here where there's opportunity, job opportunities, lots of them, and everything else.

And one of my main reasons for doing a lot
of this stuff is I want all those kids to have the same opportunity that I did when I got out of high school. That's very important to me.

Q I appreciate that. But you think for your own company there may be opportunities for hiring?

A Absolutely. You know, the point you made about the impact of jobs lost, there would be no jobs lost that would be permanent. None whatsoever. If you really think about this.

Q You're saying that they'll be no jobs lost?

A Permanent jobs lost because of this Project.

Q So you say there's no potential for anyone going out of business during the construction period in the two to three years, well, the two years of time?

A Strictly because of this Project? Absolutely not. They may use it as an excuse but absolutely not. Because if you drive down that interstate, and you head over to Route 4, I want you to take a good hard look. If you leave Coos County and you drive down that interstate and you drive over Route 4 as I did for four years as my kids went to UNH, I took in all that beauty that everybody else did. And everybody
else takes that same ride every weekend. If you
look really close, there's one anything you're
going to notice the whole time you're taking
that ride. If you really want to look for it,
there's power lines everywhere, and it didn't
ruin anybody's ride, and it sure didn't ruin
mine.

Q  All right. Thank you.

PRESIDING OFFICER HONIGBERG: Mr. Iacopino,
I understand you have some questions that Ms.
Weathersby left?

MR. IACOPINO: Yes, I do, and I'm going to
read these questions to you, sir.

QUESTIONS BY MS. WEATHERSBY READ BY MR. IACOPINO:

Q  My name is Mike Iacopino. I'm the counsel to
the Committee.

First question that Ms. Weathersby had was,
most of her questions deal with your
organization and how it's set up. So the first
question is how many members are in the Coos
County Business and Employers Group?

A  I think there's four of us.

Q  Four?

A  Four or five.
Q: What businesses are represented?
A: There is construction, logging, a gravel business, a trucking company, a tractor sales business. I think that's it.

Q: Okay. Her next question was it involves your discussion with other potential employers and businesses. I think this stems from your earlier testimony where you said you've had these discussions with other business owners. Can you tell us more about those? What other potential employers other than those represented in your group have you had these discussions with about hiring more people as a result of the Project?
A: I have friends that own a business in Pittsburg that are in the tourism business. They have restaurants, and they have cabins. They're scared to death to speak up because they will be boycotted. But they, if this goes through, they will be completely full. They know it. Full-time. For the whole term of this Project. And they have vacancies a good part of the year now.

Q: Do you believe that they would hire more
employees?

A  They said they would.

Q  Any other companies or businesses or types of businesses that you think would fit in that category?

A  Restaurants. Lots of restaurants. All the people that house people because you've got a huge influx of people that are going to have to have places to stay, they're going to have to eat. Parts stores, I mean, I don't know as they'll all put on extra people, but I do know that all the restaurants and the people that house people will have to because they won't be able to -- I mean, if you're used to having 30 percent capacity in your motel or hotel business, and you're all of a sudden at 100 percent for two years, you've got to hire people. I mean, it's just a common sense thing.

Q  And then her next question is similar to one that's been asked to you a couple of times, but she's interested in what discussions your group has had with a number of different types of official government type agencies. So let me just go through them one by one, and you let me
know if you're aware of any discussions with them.

First, are you aware of your group having any discussions with any state agencies or state officials about the Project and the jobs that it would bring?
A  Not that I'm aware of.
Q  How about with any county level agencies?
A  I don't think so.
Q  Any regional economic or planning agencies? You know like North Country Council, places like that?
A  No. Not that I know of.

QUESTIONS BY MR. IACOPINO:
Q  And then I have one question for you. This is not from Ms. Weathersby. There is just a question I had in my mind having heard you testify. And we heard testimony earlier this afternoon about the Project Labor Agreements, and you, I think, indicated that it was your hope that folks from New Hampshire would be hired to fill the jobs. And I guess my question is if the Committee was inclined to grant this Certificate, would you want to see that as a
condition of the Certificate, requiring the Applicant to hire New Hampshire labor first?

A It wouldn't hurt my feelings any. That's for sure.

Q Thank you.

PRESIDING OFFICER HONIGBERG: My questions have been answered. Mr. Dennis, do you have any further questions for your witness?

MR. DENNIS: No. I do not.

PRESIDING OFFICER HONIGBERG: All right. I think that brings us to the end of what we can accomplish today. Off the record.

(Discussion off the record)

PRESIDING OFFICER HONIGBERG: We'll adjourn for the day and return at 9 tomorrow where we'll pick up with Mr. Varney.

(Hearing recessed at 4:51 p.m.)
CERTIFICATE

I, Cynthia Foster, Registered Professional Reporter and Licensed Court Reporter, duly authorized to practice Shorthand Court Reporting in the State of New Hampshire, hereby certify that the foregoing pages are a true and accurate transcription of my stenographic notes of the hearing for use in the matter indicated on the title sheet, as to which a transcript was duly ordered;

I further certify that I am neither attorney nor counsel for, nor related to or employed by any of the parties to the action in which this transcript was produced, and further that I am not a relative or employee of any attorney or counsel employed in this case, nor am I financially interested in this action.

Dated at West Lebanon, New Hampshire, this 30th day of September, 2017.

__________________________________________
Cynthia Foster, LCR