

STATE OF NEW HAMPSHIRE DEPARTMENT of NATURAL and CULTURAL RESOURCES STATE COUNCIL on the ARTS

118

19 Pillsbury Street CONCORD, NEW HAMPSHIRE 03301

December 3, 2019

His Excellency, Governor Christopher T. Sununu and the Honorable Executive Council State House Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Natural and Cultural Resources, Division of the Arts to award a Public Value Partnership Grant to Opera North (VC #166554), Lebanon, NH in the amount of \$13,500 to strengthen their capacity for affordable diverse arts programs to New Hampshire residents and visitors effective upon Governor and Executive Council approval through June 30, 2020. 100% General Funds

Funding is available in account, State Arts Development, as follows:

FY 2020 \$13,500

03-035-035-353510-41040000-073-500575 - Grants Non Federal

EXPLANATION

Public Value Partnerships are awarded to nonprofit arts organizations, with a minimum of five years of continuous arts programming and professional staffing, to strengthen their capacity for offering affordable, diverse arts program to New Hampshire's residents and visitors. Grant categories and deadlines are advertised through the divisions' website, social media and electronic newsletters.

At a recent meeting, the NH State Art Councilors unanimously voted to accept the Arts Division's Public Value Partnership Review Panel's recommendations for the partnerships based on its funding priority ranking within a competitive review. The six-member peer panel, facilitated by an Arts Councilor, considered seventeen criteria to arrive at a consensus ranking for each application. Each panelist is advised, both individually and collectively, of their obligation to disclose any conflict of interest and themselves from assessment if a conflict is present. The evaluative criteria range from the administrative capacity of the organization, artistic quality, strategic planning, to community impact and accessibility.

The Attorney General's office has approved the agreement as to form, substance and execution.

Respectfully submitted,

Commissioner



NEW HAMPSHIRE STATE COUNCIL ON-THE-ARTS GRANT AGREEMENT

This agreement between the State of New Hampshire, New Hampshire State Council on the Arts (hereinafter "Council") and Opera North (hereinafter "Grantee") is to witness receipt of funds subject to the following conditions:

1. GRANT PERIOD: FY2020

Y2020 008 100A

OBLIGATIONS OF THE GRANTEE:

- The Grantee agrees to accept \$13,500.00 and apply it to the program(s) described in the grant application and approved budget for Investment in Cultural Infrastructure. In the performance of this grant agreement, the Grantee is in all respects an independent contractor and is neither an agent nor employee of the State.
- Funding credit including Council logo must appear in all programs, publicity, and promotional materials. The following wording and Council logo should be used:



Opera North is supported in part by a grant from the New Hampshire State Council on the Arts & the National Endowment for the Arts.

J viDA

New Hampshire State Council on the Arts

- The Grantee acknowledges that the NHSCA Program Coordinator may schedule a site visit to the organization and may request a site visit from the NHSCA.
- The Grantee agrees to abide by the limitations, conditions and procedure outlined herein and in the attached appendices. If appropriated funds for this grants program are reduced or terminated, all payments under this grant may cease. That determination rests within the sole discretion of the Council.
- 3. PAYMENT will be made following the receipt and execution of all required documents and approval of the Governor and Executive Council.
- 4. FINAL REPORT: The Grantee agrees to submit a final financial and narrative report on a form provided by the Council no more than 30 days after the end of the grant period. Failure to submit the final report will render the Grantee ineligible for Council funding for two years.
- 5. SOVEREIGN IMMUNITY: No provision of this contract is to be deemed a waiver of sovereign immunity by the State of New Hampshire.

AMORE APPROVAL	GRANTEE SIGNATURE Org/ Name: Opera North
Name, Title: "irg: Stanford L'. Stanford Commissioner	Address: 20 WEST Park St. S-Surves // De Co. Printed Name of Authorized Official for Grantec Authorized Official's Signature & Title Date NOTARIZATION REQURIED: STATE OF NEW HAMPSHIRE, COUNTY OF Grafic
as to form substance and execution: 12/4/2017 Office of Attorney General Date	On the

My Commission expires:

· タリ、Med 中間Y, Notary Public conncission expires July 10, 2024

State of New Hampshire Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that OPERA NORTH is a Vermont Nonprofit Corporation registered to transact business in New Hampshire on February 16, 2016. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 739443

Certificate Number: 0004504980



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 25th day of April A.D. 2019.

William M. Gardner

Secretary of State

Board Resolution

I, TIMDTHY WAGA, hereby certify that I am duly elected Clerk/Secretary of (Name) OPERA NORTH I hereby certify the following is a true copy of a vote taken at (Name of Organization) a meeting of the Board of Directors/shareholders, duly called and held on
(Name of Organization)
(Name of Organization)
a meeting of the Board of Directors/shareholders, duly called and held on
· · · · · · · · · · · · · · · · · · ·
at which a quorum of the Directors/shareholders were present and voting.
VOTED: That EVANS HAILE GENERAL DIP ECTOR (Name and Title) purson signing good
Contract on behalf of OPERA NORTH with the (Name of Organization)
_NH State Council on the Arts State of New Hampshire and further is (Name of State Agency)
Authorized to execute any documents which may in his/her judgment be
desirable or necessary to effect the purpose of this vote.
I hereby certify that said vote has not been amended or repealed and remains in full
force and effect as of the October 23, 2019. I further certify that it is understood that the
State of New Hampshire will rely on this certificate as evidence that the person listed above currently
occupies the position indicated and that they have full authority to bind the corporation to the specific
contract indicated.
DATED: 10/23/19 ATTEST: Timo Hy I wage (Name and Title) Clerk Secretary Treasurer.

MCOLEMAN

DATE (MM/DD/YYYY)

CERTIFICATE OF LIABILITY INSURANCE

ACORD

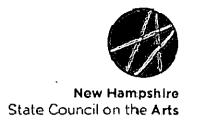
10/28/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

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Baltimore, MD 21202			_(<u>A</u> /	ONE C, No, Ext): (410) 6 All ORESS:	(A/C, No): (FAX, No): (410) 685-3071				
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UE	KIIFICATE HOLDER			<u>'</u> '	MOELLATION					
Department of Natural and Cultural Resources 19 Pillsbury Street Concord, NH 03301					SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.					
					AUTHORIZED REPRESENTATIVE					
ACORD 25 (2016/03)					© 1988-2015 ACORD CORPORATION. All rights reserved.					

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GRANTEE INFORMATION FORM for ORGANIZATIONS

Please complete the following for fulfillment of grant requirements by the State of New Hampshire's Department of Administrative Services.

Name of Organization OPERA NORTH

1. Statement of Purpose:

(Give your organization's mission statement or list your organization's objectives in the space below)

topera North Engages artists and audicules in the Experience of opera and musical theater in an intended Secting.

2. Salary of Administrator:

(List annual salary of administrator, not artist's fees, who will be involved in this grant.)

General Director \$50,000; Davdopment Director \$45,000 Attach the Following:

- DUNS Number (If not provided on application) 826607566 3.
- Resume of Administrator 4.
- 5. Financial Statement: -/
 - A one-page financial statement of your organization's most recently completed fiscal year.
- 6. Board of Directors: A list of the current directors and officers of your organization. Please do not include any personal information such as home addresses, phone numbers or emails.
- 7. List Geographic Areas Served by Organization
- 8. Certificate of Liability and Workers Comp Insurance with the Department of Natural & Cultural Resources as the certificate holder
- 9. Please include a copy of a current year Certificate of Good Standing, (if not provided with the application) Submitted with application. If you do not have a Certificate of Good Standing with the state of NH please call Secretary of State Corporate Division at 271-3244 and request an application.

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TOTAL REVENUE	\$	773,891.00	\$	61,541.00	803262	\prod		
Surplus (deficit) on year to-date	1 \$	1,368.00	\$	26,317.00	-790			



2019-2020 BOARD OF TRUSTEES

Sylvia Paxton, President
Barbara Jobst, Vice President
Timothy Wagg, Treasurer
Ruth Bleyler, Secretary

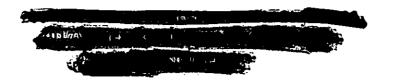
Virginia Allison
Ruth Bleyer
Deecie Denison
John McGeachie
Michael Pacht
Sally Rutter
Andrea Sodano

Ex Officio

Evans Haile, General Director

Louis Burkot, Artistic Director

EVANS HAILE



"The Arts are a solid investment and foundation for the future of any community."

With a unique background encompassing theatre, music, broadcasting and performance, Evans Haile brings a breadth of vision, knowledge and experience to the business of the Arts. The scope of Mr. Haile's career includes Producing, Fundraising and Marketing, while at the same time he has been internationally recognized as a Creative Performing Artist in his own right.

As evidenced by his successful tenures in a variety of arts entities, Mr. Haile brings to the table a clear focus and vision of how to troubleshoot and turnaround an institution encountering difficulties, be it financial or aesthetic. He strives to bring the community, business and the arts together to transform the entity into a productive institution nurturing it toward the future.

In his diverse career, he has built a star-studded talent network of "Who's Who in the Arts."

While understanding that the bottom line is paramount, it is just as important to realize that the arts define who we are as a society and a culture, telling us where we've been, showing us where we are, and leading us into the future.

EVANS HAILE

YORK THEATRE COMPANY NYC

2015-Present

Executive Director

Responsible for overseeing programming and long term planning, stabilizing company business model and staffing including hiring of new General Manager, Development Director. Planning and overseeing new theatre interior construction including negotiations with NYC Department of Cultural Affairs, Architects, and Construction managers.

Working in close partnership with Producing Artistic Director in developing new works, as well as revitalizing classic musicals.

- . Creating programming emphasizing diversity and inclusiveness in all aspects of production.
- . Creating templates for more efficient working models within the company including planning, goals and programming. Led staff and board retreats with the goal of creating a strategic long term plan including season announcements, and fundraising opportunities.
- . Create interesting Fundraising programs such as the "Adopt a Chair" campaign bringing over \$150K in the first 3 months.
- . In charge of all Union negotiations including American Federation of Musicians, Actors Equity and Society of Directors and Choreographers.

OPERA NORTH SUMMERFEST, Lebanon NH General Director

2015-Present

- Responsible with Artistic Director for overseeing all programming, creative teams, financial model and fundraising.
 - Charged with expanding the existing season and raising the national profile of the company. Created Opera North SummerFest as part of this expansion. Brought in Internationally recognized Directors, Designers and Artists from Broadway, and the world of Theatre and Opera.
 - Created Opera North Scenic Shop, building sets not only for Opera North productions, but also providing to regional theatres in the area as well as the York Theatre in NYC.
 - Partnered with National Park Service in creating a National Park for the Arts at Blow Me Down Farm, a 42 acre recent acquisition contiguous to St. Gaudens National Site in Cornish NH. Created a 5 year plan for programming, facility reconstruction, and marketing.
 - Working with ON Development Director received a \$150K grant from the Northern Borders Regional Commission to begin work on the first stages of restoration and stabilization of the historic Beaman house in creating the festival.
- Oversees and negotiates all contracts including IATSE, other Unions, seasonal Opera House negotiations. Responsible for all staff hires, casting, and creative teams. Oversees all design and production meetings.
- Created collaborations and partnerships with other Arts institutions including museums, historic
 sites, theatres, opera companies and orchestras. This has included an ongoing partnership with the
 National Park Service at St. Gaudens National Site, and the Marsh-Billings Rockefeller Museum,
 The Fells in New London, the Enfield Shaker Museum, amongst others.

Opera North Summerfest is the premiere professional Summer Festival of the Upper Valley made up of internationally recognized Artists with a special focus on rising American Artists. The festival is made up of four mainstage productions, individual concerts, Professional Resident Artist programs, and educational outreach tours serving the Upper Valley area of New England including New Hampshire, Vermont, and Massachusetts.

THE CAPE PLAYHOUSE, Dennis, MA

1999-2014

Producing Artistic Director (America's Oldest Professional Summer Theatre)

- Working with a \$2.5 Million Dollar annual budget (approximately 80% of operating costs covered by ticket sales while maintaining a 40% subscription), Mr. Haile committed to raising the profile of the Playhouse as a nationally-recognized Arts institution.
- During his tenure, he shepherded the 600-seat Equity Theatre from a "For-Profit" theatre to the "Not-For-Profit" Cape Cod Center for the Arts.
- Negotiated all Union contracts including Equity, SDC, and Musician agreements. Oversaw all design and production meetings.
- Responsibilities included: personally overseeing and choosing the six seasonal productions casting Artists, Staff, and Creative Teams, including Equity Artists from Broadway, Television and Film; The season included regional premieres, collaborations with other theatres and the reimagining of classic plays.
- Under Mr. Haile's tenure:
 - "...Consistent Broadway caliber productions" Boston Globe
 - "Where the best actors from the American Stage spend their summer" New York Times
 - "Premier Destination to see theatre in New England." New York Magazine

NORTH SHORE MUSIC THEATRE, Beverly, MA

2009-2011

Interim Producing Director

- Responsibilities included: All programming and casting, reorganizing as well as reopening and creating the working infrastructure of the recently shuttered North Shore Music Theatre. The fifth largest theatre in America had been closed due to an estimated \$10 Million Dollar debt.
- Created and negotiated all Union contracts (Equity, SDC and musicians), set the initial five show season, including: Economic, Artistic, Backstage, and Technical staff and formats and personally overseeing all details for each production.
- The North Shore Music Theatre is an Equity COST, 1500-seat theatre in the round, operating within a \$5 Million Dollar Budget.

SANTA FE COLLEGE, Gainesville, FL

2014-2015

Master Artist in Residence

- Produced and facilitated the first major musical at the school ("West Side Story") bringing together Broadway artists and director, students, faculty and the Gainesville Orchestra in a sold out series of performances utilizing every aspect of the Department of Fine Arts
- Created and implemented master classes and programs for students on the "Business of the Arts." This program included audition classes with music, dance, and theatre students, lectures to arts, and general education students on how the arts and culture impact our lives both economically and aesthetically on a daily basis.
- Put together and facilitated a five-day, cultural tour of New York City for 25 students and faculty encompassing both financial and entertainment aspects of the business of the arts. The tour included backstage interactive experiences with the creative teams, casts and technical crew of two major Broadway shows, two major museums, and a private tour of the Tenement Museum and the 9/11 Memorial site.
- Taught six sections of GELO classes in Arts history and appreciation.

NATIONAL PUBLIC RADIO

1995-2002

Producer / Host WFMT Fine Arts Network — "TOAST OF THE TOWN"

- Ongoing radio series committed to broadcasting all aspects of the performing arts, via live performance, while reaching a wide cross-section of the listening audience.
- "Toast of the Town" proved itself a successful partnership for corporate sponsorship.
- Reaching a National carriage of over 200 stations, Guests Artists included: Comedian Eddie Izzard, five-time Tony Award Winner Audra McDonald, Playwright and Actor Charles Busch, Emmy Winner Fyvush Finkel, Metropolitan Opera Star Dawn Upshaw, Broadway Legend Robert Goulet, Political Pundit Mark Shields, Author and Storyteller Malachy McCourt, Political Satirist Jimmy Tingle, Jazz Artist Ann Hampton Callaway, and Show Business Legend Kitty Carlisle Hart, just to name a few.

GAINESVILLE ORCHESTRA, Gainesville, FL Artistic Director / Music Director

2000-Present

- Reorganized the Artistic and Economic Mission of the Gainesville Orchestra. Under his direction,
- the Orchestra has doubled its budget, plays to Sold Out houses and is recognized as one of the top three arts institutions in North Central Florida. Mr. Haile was responsible for the "adoption of the Orchestra" by Santa Fe College, where a new Performing Arts Center was built to act as its home.
- The Orchestra was invited to perform at the Kennedy Center. Special Guest Artists have included: Kennedy Center honoree and legendary pianist Leon Fleisher, Iconic Circus family "The Flying Wallendas," Noted American Singer Liz Callaway, amongst others. Produced two commercial CDs, and it is the only Florida Orchestra to be broadcast on Public Radio throughout the region.
- Seasons include: a full orchestral series, a chamber music series, and a school program funded by the State of Florida.

LINCOLN CENTER FOR THE PERFORMING ARTS, New York City Independent Producer

1987-1996

- "Magdalena" Heitor Villa-Lobos Mr. Haile researched/reconstructed and produced and conducted the new performing edition of Brazilian composer Heitor Villa-Lobos' Folk Opera "Magdalena" for Lincoln Center (World Premiere recording for CBS/SONY Masterworks), with subsequent productions in Paris, Melbourne, San Francisco, and Rio to name a few.
- "Babes in Arms" Collaborated with the Rodgers and Hammerstein office on restoring Rodgers and Hart's classic "Babes in Arms" (recorded for New World Records), which he produced in concert at Avery Fisher Hall.

"FIFTY MILLION FRENCHMEN" by Cole Porter

Restored and created the performing edition of Cole Porter's "Fifty Million Frenchmen." Mr. Haile produced and conducted the centennial presentation of this award-winning show, named "Best Recording of the Year" by USA Today. Optioned for Broadway, subsequent productions were given at the Pittsburgh Public Theatre, as well as productions in London, San Francisco, and Paris.

CULTURAL COMMENTATOR

"Haile to. America" — Mr. Haile toured the country as host, and pianist in "Haile to America," an irreverent evening of storytelling, historic tidbits and music on American popular culture. Successfully sold out over 55 cities nationwide, and was broadcast over National Public Radio.

- Broadcasting Commentary NPR's Fresh Air, Weekend Edition, AIR AMERICA, been featured on CBS' "Sunday Morning," WGBH's "Greater Boston," to name a few, and produced and hosted "Cape Cod Center for the Arts," a weekly television show focusing on Arts and Entertainment on the Cape and Islands.
- "Salon Soiree" A Musical Party hosted by Evans Haile, connecting stories of time, connections, classical music, composers, humor, and fun and how it relates to us all. "If Liberace were witty and sophisticated, rather than campy and silly, you might end up with Haile, a performer never afraid of showmanship, but with enough style to keep excess in check." The Huffington Post

FLORIDA GRAND OPERA

Dramaturge / Artistic Advisor

Created the "Composer in Residence" program, overseeing the premieres of new works. This included "music in school" initiatives, opera touring programs, and focusing on facilitating American Opera performance. As part of this initiative, he was part of the revitalization of downtown Miami in re-opening the Gussman Center Theatre.

NEW AMSTERDAM THEATRE COMPANY, Town Hall, New York City Co-Founder / Artistic Director

While finishing his Masters Degree, Mr. Haile began his producing career by co-founding the Award-Winning New Amsterdam Theatre Company at New York's Historic Town Hall. Ten Years before the "Encores" series at New York's City Center, the New Amsterdam Theatre was the first company to produce full scale Concert Versions of Great American Musical Works.

MUSICALLY SPEAKING... 1982-Present Conductor

- Trained as a Conductor and Pianist, from the age of 18 Mr. Haile has had the opportunity of living and working internationally with major musical organizations, giving him a unique perspective on the Arts and how they resonate in people's lives.
- Regular Guest Conductor: Boston POPS Orchestra, Orchestra of the Deutsche Oper Am Rhein, Moscow Philharmonic, Melbourne Symphony of Australia. American orchestras include: Milwaukee Symphony, Baltimore Symphony, Toronto Symphony, Seattle Symphony, Florida Orchestra, Pacific Symphony, Grant Park Symphony, New Jersey Symphony, Tulsa Philharmonic, and many others.
- Opera companies include" Seattle Opera, Portland Opera, Tulsa Opera, Washington Opera, Santa Fe Opera, Boston Opera, Canadian Opera. Mr. Haile assisted legendary French Conductor Manuel Rosenthal on Wagner's "Ring Cycle" for the Scattle Opera, worked closely with Sara Caldwell and the Boston Opera, including joining Ms. Caldwell on three tours of Russia, and was Artistic Advisor and Dramaturge at the Florida Grand Opera in Miami.

EDUCATION

- · Masters Degree, Juilliard School
- · Bachelor Degree, Juilliard School

OPERA NORTH NH/VT COMMUNITIES

City/Town	State	Madison	NH	City/Town	State	Randolph	VT
Antrim	NH	Manchester	NH	Ascutney	VT	Randolph Center	VT
Bedford	NH	Mason	NH	Barnard	VT	Reading	VT
Berlin	NH	Meriden	NH	Barre	VT	Rochester	VT
Bow	NH	Milford	NH	Bethel	VT.	Rutland	VT
Bradford	NH	Nashua	NH	Bradford	VT	Saint Johnsbury	VT
Campton	NH	Nelson	NH	Braintree	VT	Shrewsbury	VT
Canaan	NH	New Boston	NH	Brandon	VT	South Pomfret	VT
Charlestown	NH	New London	NH	Brattleboro	VT	South Reading	VT
Claremont	NH	Newbury	NH	Bridgewater	VT	South Royalton	VT
Concord	NH	Newmarket	NH	Brownsville	VT	South Strafford	VT
Contoocook	NH	Newport	NH		VT		VT
Cornish	NH	North Sutton	NH	Cavendish	VT	Springfield	VT
Cornish Flat	NH	Northwood	NH	Chester	VT	Strafford	VT
Croydon	NH	Orange	NH	Comwall	VT	Taftsville	VT
Danbury '	NH	Orford	NH 1	Craftsbury Common		Thetford	VT
Deering	NH	Peterborough	NH	Danville	VT	Thetford Center	VT
Dover	NH	Piermont	NH	East Corinth	VT	Tunbridge	VT
Dublin	NH	Plainfield	NH	East Dorset	VT	Underhill Center	VT
Dunbarton	NH	Plymouth	NH	East Dummerston	VT	Vershire	VT
Durham	NH	Portsmouth	NH	East Montpelier	VT	Waitsfield	VT
Elkins	NH	Rochester	NH	East Orange	VT	Warren	VT
Enfield	NH	South Sutton	NH	East Thetford	VT	West Hartford	VT
Etna	NH	Springfield	NH	Elmore	VT	West Newbury	VT
Exeter	NH	Sunapee	NH	Fairlee	VT	West Windsor	VT
Fitzwilliam	NH	Swanzey	NH	Guilford	VT	Weston	VT
Goffstown	NH	W. Lebanon	NH	Hartford	VT	White River Junctic	
Goshen	NH	Walpole	NH	Hartland	VT	Wilder	VT
Grantham	NH	Warner	NH	Hartland Four Come		Windsor	VT
Greenfield	NH	Waterville Valley		Londonderry	VT	Woodstock	VT
Hampstead	NH	West Lebanon	NH	Lyndonville	VT		VT
Hampton	NH	Wilmot	NH	Middlebury	VT		
Hanover	NH	Windham	NH	Middletown Springs			
Henniker	NH	Woodsville	NH	Montpelier	VT		
Hillsboro	NH	***************************************	,,,,	Newfane	VT		
Holderness	NH			Newport	VT		
Hooksett	NH		v	North Ferrisburgh	VT	•	
Hopkinton	NH			North Pomfret	VT		
Hudson	NH			North Springfield	VT		
Jaffrey	NH			Norwich	VT		
Keene	NH			Orleans	VT		
Laconia	NH			Perkinsville	VT		
Lebanon	NH			Post Mills	VT		
Lisbon	NH			Proctorsville	VT		
Lyme	NH			Putney	VT		
Lyme Center	NH			Quechee	VT		
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