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## EMEC announces Dean's retirement and appoints new CEO



James Dean

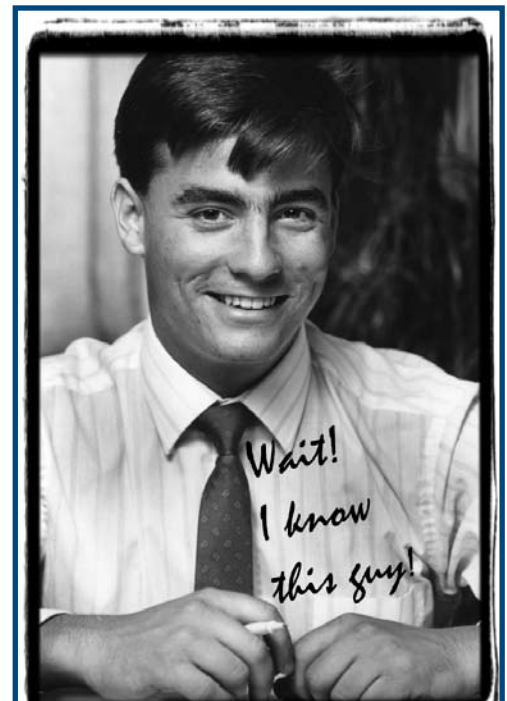
Eastern Maine Electric Cooperative (EMEC) has announced the retirement of CEO James L. Dean, III, effective June 22, 2007. The EMEC Board of Directors has selected the current Chief Financial Officer, Scott M. Hallowell, to succeed Dean as CEO.

"It's been an honor to have been able to extend the efforts of my predecessor, Bob Clark, to whom we all owe a debt of gratitude on behalf of the EMEC membership for putting together the five component companies that formed our cooperative. I've been fortunate to have had the very best group of utility employees in the state to work with, and I'm proud of what we've accomplished together," Dean said. "I'm especially grateful to have had Scott Hallowell's expertise and support over the last thirteen years. His contributions have ranged far beyond the financial affairs of the Cooperative. I leave knowing that the Co-op will continue to thrive under his leadership, despite new challenges in these days of not only rapidly rising energy costs but also increased distribution cost pressures driven primarily by slower electrical energy growth in our service area."

Dean himself is no stranger to challenges. He joined Eastern Maine Electric

in 1970 as its System Engineer, when he was tasked with integrating and rehabilitating the electrical systems of five smaller utilities combined over the years to form EMEC. In June 1983, he advanced to the CEO's position at the beginning of a stormy period for the Cooperative, when it faced a financial crisis resulting from exponential cost overruns at the Seabrook nuclear facility in New Hampshire. The financial burden from Seabrook eventually drove EMEC into an historic bankruptcy, which many believed would be the end

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*See page 5 for details*

# Executive Director's Report

## What is "just and reasonable?"



by Patrick Hyland

In early June, the American Public Power Association hosted a one-day summit meeting on wholesale power markets. The purpose of the meeting was to discuss the concerns of public power systems with respect to the conditions and prices in wholesale electric power markets (particularly in regions with Regional Transmission Organizations, such as New England), and to see if we could develop possible solutions to the market problems identified by participants.

Needless to say, this is a tall order. Different regions of the country have different experiences with their wholesale markets, and therefore bring different perspectives to these questions. While there are many opinions about the impact of RTOs and ISOs in the regions in which they operate, there seemed to be little disagreement on one fundamental issue: that is, by almost any standard of common sense and proper use of the English language, the price levels and rates of return by some companies trading in RTO markets

cannot be described as "just and reasonable," which is the standard established in the Federal Power Act of 1935. As stated by one participant, "the evidence on price levels and company rates of return are, on their face, grossly unreasonable."

This is due, without question, to the economics of deregulation in those states which have mandated the sale or transfer of generating plants to unregulated entities. This price deregulation has allowed incumbent, formerly regulated utilities to earn rates of return that are sometimes double those of regulated utilities. Directly related is the fact that price deregulation raised the market value of generating plants. Allowing higher rates of return on higher generation asset values results in substantial new profits for generators, which are, of course, translated into higher wholesale and retail prices for those on the buying side of the equation.

While some suppliers have failed and

*Continued on page 6*

## Staff

Patrick Hyland  
executive director  
phyland@neppa.org

Kristin DiGirolamo  
administrative director  
knicolas@neppa.org

Mary Harrington  
communications director  
mharrington@neppa.org

Sheila Boone  
administrative secretary  
sboone@neppa.org

David Fabrizius  
safety director  
dfabrizius@neppa.org

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fax: 508.482.0932  
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The Northeast Public Power Association is an organization representing and serving consumer-owned electric utilities in New England.

# Obituary

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## *South Hadley commissioner Andrew J. Kozinetz*

Andrew J. Kozinetz, 84, of S.Hadley died June 2, 2007 in the Holyoke Medical Center. He was a South Hadley Electric Light Commissioner for 32 years, the longest serving commissioner in the utility's history. He was active in NEPPA and a regular attendee at NEPPA's annual conference.



"He never missed a commissioners meeting that I can recall," said utility General Manager Wayne Doerpholz.

Mr. Kozinetz was born in Chicopee, the son of the late John and Anastasia Kozinetz. He graduated from Chicopee High School and Wentworth Institute of Technology. He served in the United States Navy in the South Pacific during World War II. He moved to South Hadley in 1951.

He was the president of Riverdale Tool and Die Co. in Chicopee. He was past president of the South Hadley Lions

Club and the Lions Club Citizen of the year in 1997, a Town Meeting Member, Woodlawn School PTA President, a member of the Knights of Columbus, Veterans of Foreign Wars, South Hadley Plants and School Board member, a member of the South Hadley Personnel Board, and incorporator of Peoples Bank, a 50-year member of the Orchards, and he was past president of the Holy Name Society of St. Theresa Church. Andrew was predeceased by his wife Monica J. (Hanus) Kozinetz in 1975, a brother and two sisters. He is survived by his daughters, Andrea I. Kozinetz and her husband Norman Holtz of Newton, Mass., Karen M. Walsh and her husband John W. of Mont Vernon, N.H. and Claudia A. Kozinetz of Houston, Tex., and four grandchildren.

Memorial donations can be made to the South Hadley Lions Club, P.O. Box 81, South Hadley Mass. 01075.

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## Safety & Training

Linda Calderiso, NEPPA instructor, recently taught an all female class in Cardio Pulmonary Resuscitation (CPR) to the office staff at Pascoag (R.I.) Utility District. Participants are (from left to right) Linda LaPorte, Linda Calderiso (instructor), Sharon McDonald, Christine Cournoyer, and Raelene Hopkins. This course covers the first steps of a medical emergency and is recommended for all utility employees. For more information go to [www.neppa.org](http://www.neppa.org) and click on safety and training.



# Annual Conference program - August 19-22

## Sunday Evening

Welcoming Reception with cocktails and a light buffet

## Monday Morning

### How to Get Employees to Love Their Jobs and Their Utility

Management Psychologist **Dr. Paul Powers** will describe a new approach to employee recruitment and retention.

### Combined Business and Board Meeting

- Election of new Directors
- Review of NEPPA strategic plan and update on progress made to achieve its goals
- Update on state and regional activities
- **Kurt Adams**, Chair of Maine PUC, will discuss Maine's initiative to withdraw from ISO-New England. **Steve Kaminski**, Chair of NEPPA Regional Power Supply Committee, will discuss new public power ISO representation and reporting program. **Bill Gallagher**, Chair, APPA Climate Change Task Force, will report on task force activities and policy recommendations.

*Dr. Powers will present a program for non-delegates during the business meeting on practical ideas to help get your work / life in balance, along with your partner.*

## Monday Afternoon

### Public Power: A Retrospective

**Alan Richardson**, APPA CEO, will relate some of his experiences during the 30 years he has spent in public power, as well as talk about the implications of APPA's Electric Market Reform Initiative.

### Concurrent Roundtable Discussions

- **Managers Roundtable** What makes a good boss? **Wyn Braun**, NEPPA Trainer, will facilitate a discussion of good and bad management and leadership traits, using feedback and comments from participants in NEPPA's Crew Leadership Program.
- **Commissioners Roundtable:** Governance issues for utilities. **Ellen Kearns**, Commissioner, Reading Municipal Light Department, will lead a discussion of what governing board members need to know and do to be effective policymakers.

*Meet your sponsors ice cream social*

## Monday Evening

Reception and Banquet

## Tuesday Morning

### California's Energy Future: Lessons for New

**England? Joe Desmond**, Chairman of the California Energy Commission, will describe the initiatives underway in California to address climate change and other environmental challenges, while meeting the energy needs of the country's most populous state.

### It's Easy Being Green

**Avram Patt**, General Manager

Washington Electric Coop

How a small consumer-owned utility is succeeding at meeting its future power supply needs from clean, renewable and local sources.

### Wind Energy in New England: Clean, Plentiful, Affordable

**Anna Giovinetto**, VP, Public Affairs, Noble Environmental Power, will provide an overview of what wind energy has to offer, and Noble's approach to developing windparks.

### Legislative and Regulatory Update

A briefing on federal legislative and regulatory issues of concern to NEPPA members, featuring Washington lobbyist **Deborah Sliz** (Morgan Meguire) and FERC attorneys **John Coyle** (Duncan & Allen) and **Scott Strauss** (Spiegel & McDiarmid).

## Tuesday Afternoon

Golf, Shopping or Sightseeing

## Tuesday Evening

Lobster Bake

## Wednesday Morning

### Get Ready for the Time of Your Life

New approaches to a retirement worth having

**Dr. Paul Powers**, Powers & Associates

*Breakfast will be served during this session*



## *Remember this guy?*



*NEPPA file photo*

For those of you who have been around public power for awhile, you might remember Joe Desmond, who began his extensive career in the energy industry as marketing and demand planning administrator for Taunton (Mass.) Municipal Lighting Plant. Previously, he attended Northeastern University and was a coop student at Braintree (Mass.) Electric Light. Desmond is now Under Secretary for Energy Affairs in the California Resources Agency and will be a speaker at NEPPA's 2007 Annual Conference in Rockport, Maine on Aug. 19-22.

Desmond was initially appointed Chairman of the California Energy Commission in May 2005 and as Chairman, he represented the Governor on the Western Interstate Energy Board (WIEB) and served as Deputy Secretary for Energy at the Resources Agency in

2004. Prior to that, he was president and chief executive officer of Infotility, Inc., an energy consulting and software development firm for four years. From 1997 to 2000, he was president and chief executive officer of Electronic Lighting, Inc., a manufacturer of controllable lighting systems, and from 1991 to 1997 he was with Parke Industries, where he served as vice president. He also served as co-chair of the Silicon Valley Manufacturing Group's Energy Committee from 2001 to 2004 and as a board member of the National Association of Energy Service Companies.

A former New Englander, he will discuss the initiatives underway in California to address climate change and other environmental challenges, while meeting the energy needs of the country's most populous state.

*2007 Annual Conference*

*August 19 - 22, 2007*

*Samoset Resort*

*Rockport, Maine*

*You must register with  
NEPPA by July 20 to get  
a discounted rate.*

*Hotel reservations must  
be made by July 6.*



## Dean

Continued from page 1



Scott Hallowell

of the cooperative. Dean's persistence is credited with the Co-op's successful emergence from bankruptcy seven years later with the Co-op's obligation financed by the National Rural Utilities Cooperative Finance Corporation (CFC), a cooperatively-owned financial institution. For the next ten years, Dean operated the utility on a razor-thin margin, balancing the need for system maintenance and improvements with the need to repay the cooperative's considerable debt. The final payment on the Seabrook-related debt was made in July of 2004. Since then, aggressive system improvements have begun, including two new substations and significant reconstruction throughout the system.

"It's no exaggeration to say that EMEC would not be here but for years of long hours and hard work put in by Jimmy Dean. Thanks to him, this utility is still locally-owned and operated, and it has a 93 percent approval rating from its consumers. That's an accomplishment anyone should be proud of," said Scott Skinner, President of EMEC's consumer-elected board of directors.

"The Co-op has not just overcome;

it has thrived. Still, in this ever-changing industry, new opportunities and obstacles are waiting ahead. That's why we're fortunate to have Scott Hallowell, whose innovative leadership style is well-suited for leading the cooperative out into the future."

Scott Hallowell joined Eastern Maine Electric as its Controller in 1994. Advancing quickly to Chief Financial Officer, he has participated in an intense national management internship program. Throughout his career, he has continuously assumed increasing responsibilities, including regulatory matters, system planning, rate design, human resources, energy requirements, and both local and regional generation and transmission issues.

"I am honored to have been selected by the board to succeed Jim Dean," said Hallowell. "Eastern Maine Electric, which has a proud history and an outstanding group of employees, will continue to work on behalf of our member-owners by improving system reliability and emphasizing customer service."

Eastern Maine Electric serves 3,000 square miles in Washington, Aroostook, and Penobscot Counties.

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## Reasonable?

Continued from page 2

exited the market, others have done extremely well. One study commissioned by APPA clearly shows the impact of deregulation on one company, the Exelon Corporation, the largest seller of power into the PJM ISO. As detailed in the study, a \$100 investment in the stock of the former holding company which became Exelon would have grown to \$1,180 in the 10 years since deregulation (1996), as compared with a \$100 stock purchase in the regulated portfolio, which would have grown to \$266 after the same 10 years.

Unfortunately, the Federal Energy Regulatory Commission – thus far backed up by court decisions, has taken the position that electricity prices are "just and

reasonable" so long as they are the result of buyers and sellers operating in open, competitive markets. Legal definitions aside, this is a very different concept from that which guided federal regulators for over 70 years. Unlike any other product or service sold in the United States, electricity is the only one for which the United States Congress has prescribed pricing guidelines, since it is such an essential component of all economic activity and the public welfare. However we get there, it is time to reassert the "just and reasonable" standard of the Federal Power Act, and to make sure that this standard is applied from the consumer's side of the transaction, and not merely the investors.'

# PURMA Risk Management Report

PURMA (The Public Utilities Risk Management Association) is a regional association serving the risk management and insurance needs of public power systems throughout New England. As affiliated service providers to the northeast public power community, PURMA and NEPPA collaborate on a variety of informational and educational activities.

PCs on corporate networks, as well as home PCs, can be infected if not well-protected. A full analysis of the Gozi threat is available at HTU<http://www.secureworks.com/research/threats/gozi/?threat=goziUTH>.

## SecureWorks uncovers \$2 Million Russian hacker scheme

In January 2007, the SecureWorks Security Research Group discovered a new trojan that searches for and captures social security numbers, private credentials used by Internet banking and e-commerce websites, as well as other personal information. The trojan, named Gozi, is able to forward the stolen information to an online database where it is being sold to the highest bidder.

SecureWorks uncovered a cache of stolen information containing over 10,000 account numbers and passwords from customers of utility companies, US and overseas banks, and leading online retailers. The data also contained employee login information for confidential government and law enforcement applications.

Further investigation revealed that this data was being offered for sale by Russian hackers for an amount totaling over \$2 million. SecureWorks is working with the affected organizations and federal law enforcement officials, as well as other security groups such as FIRST and CERT, to address the Gozi threat.

Gozi is a state-of-the-art, modularized trojan spread through Internet Explorer browser exploits. It went undetected for weeks by many of the anti-virus vendors. Most of Gozi's victims were infected via their home PC. Users were infected while visiting popular community forums for

hobbies, online games, etc. Gozi then retrieved the users' credentials and other personal information when they later logged into their utility, banking, retail, or employers' applications. These credentials were forwarded to an online storefront where they were offered for sale.

The trojan was designed to capture any data entered into websites relying on SSL (Secure Sockets Layer) to protect confidential information. Most online payment applications, Internet banking and corporate intranets utilize SSL to encrypt communications from their customers. Components of Gozi were purposely designed to circumvent the multi-factor authentication protections of specific large financial institutions.

### How to Protect Against Gozi:

Enable heuristic detection as part of your anti-virus systems.

Make sure your IPS is configured to detect and block Gozi and similar threats.

Ensure that your anti-virus vendor has a signature for the Gozi trojan and that all your computing systems are patched and current with the latest anti-virus protections.

If you use a managed security services partner, make sure that they have implemented countermeasures specific to Gozi and its variants.



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Diane Belanger  
Director of Risk Management  
Andrea Friberg  
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Joan Mirabile  
Risk Management Coordinator  
352 Turnpike Road, Suite 302  
Southborough, MA 01772  
Tel: (508) 624-6700

NEPPA News Line 7

# NEPPA offers a two-day conference on service to community

## Customer Service

## Public Communications

## Electronic Media

## Green Power

NEPPA invites all public power professionals who have or share responsibility for any aspect of customer service, public communications or renewable energy programs to attend "*Serving up Five-Star Community Relations*" scheduled for October 18-19, 2007.

The NEPPA Customer Service and Public Communications Committees have combined forces to plan this event and have brought together experienced practitioners in the fields of community and public relations, customer service and renewable energy to speak, lead workshops, and facilitate discussions.

The conference will provide a venue for the sharing of information, ideas and inspiration among public power professionals who are responsible for serving and communicating with their customers and their communities. In addition, outstanding customer service professionals will be recognized during the Friday luncheon with the presentation of NEPPA's Carol Tracy Customer Service Awards.

The keynote speaker will be Michael Savoie, owner, Grainbelt Grillhouse, Gilbert, AZ who will speak on how to inspire and motivate your internal and external audiences. He will also lead a roundtable discussion on customer service lessons from the perspective of a restaurant owner.

Jessica D.H. Barnett, Adjunct Lecturer, Salem State College, will lead an afternoon workshop that will cover the major concepts of community and public relations, and will include:

- Defining public and community relations
- Understanding the importance of community ambassadors
- Using the public relations process to build a community relations program
- Best practices in community relations
- Break out problem solving scenarios

Other topics addressed will be the use of utility web sites and social media to get one's message out and how to communicate rate increases to customers. There will also be a panel discussion of renewable energy programs for public power utilities.

This conference is not limited to front-line employees. Utility managers, commissioners and other utility staff who want to learn "best practices" in these areas are also encouraged to attend. And we invite municipal officials who wish to gain a better understanding of utility programs and services which benefit their communities.

Information on this conference will be mailed in early July. Save the dates and watch your mail for details.

October 18-19  
Sheraton Portsmouth  
Portsmouth, NH





## *Peabody Light awards grants and honors fifth graders*

*These kids are  
amazing...our  
future is in good  
hands!*

Lighting Commission  
Chairman, Robert  
Wheatley

The Peabody Municipal Lighting Commission presented grant checks totaling \$12,506.35 to six local schools and honored 172 elementary school students who demonstrated outstanding achievement in energy conservation, energy awareness or energy innovation at science and energy fairs held at their respective schools. The 23rd annual awards ceremony, which included a presentation of grant checks for the first time, was held at Peabody Veteran's Memorial High School with over 800 people in attendance.

The program began with the presentation of colors and the Pledge of Allegiance led by the Peabody Veteran's Memorial High School Air Force Jr. R.O.T.C. followed by the National Anthem, sung by Rebecca Sacca, a fifth grade student at the Capt. Samuel Brown School.

Commissioners Tom Zellen and Frank Peters, members of the Science, Energy and Technology Grant subcommittee, presented checks to the John E. Burke School for a Computer and Smartboard Project; Thomas Carroll School, Discovery Education Video Project; West Memorial School, Museum of Science Resource Project; Higgins Middle School, Light Cover Project; Our Lady of the Assumption School, Laptop Computers and St. John the Baptist School for Smartboards.

The matching grant program began in 1999 as a way for the light plant to partner with state certified elementary and secondary schools located within their service territory. It affords the schools an opportunity to enhance their curriculum or improve the quality of

life in their school buildings with regard to energy conservation, electricity, science or technology. Since the inception of the program over \$88,000 has been awarded to local schools.

Lighting Commission Chairman Robert Wheatley, assisted by Commissioners Tom Paras and Frank Peters, presented award packages containing an engraved plaque from PMLP, congratulatory letter from U.S. Congressman John Tierney, a joint citation from State Senator Fred Berry, State Representatives Joyce Spiliotis and Ted Speliotis and a certificate from Peabody Mayor Michael J. Bonfanti to all students. First, second and third place winners also received a U.S. Savings Bond from the light plant. Chairman Wheatley, after viewing the projects of first place winners on display, exclaimed, "These kids are amazing...our future is in good hands!"

Light refreshments prepared by Peabody High School culinary arts department students were served following the ceremony which was attended by Mayor Bonfanti, Representative Joyce Spiliotis, City Councillors Fred Murtagh and Mike Zellen, Superintendent of Schools, Dr. C. Milton Burnett and School Committeewoman Beverley Griffin Dunne.



# NEPPA task forces present recommendations to Board

*Strategic planning groups propose changes in training, governance and finance*

At their June meeting, the NEPPA Board of Directors received detailed reports from each of the three Strategic Planning Task Forces established early in 2007. The Task Forces (on Training, Governance and Finance) were established by the Board to continue the work of the Strategic Planning Committee, which reviewed association programs and services in 2006, and whose recommendations were approved by the Board last fall.

The three Task Forces are comprised of managers and employees of NEPPA member systems (and one non-member system) and have been meeting since early

in the year to review their assigned areas of association programs and structures. The June meeting was the first time the three groups have formally reported to the Board on their progress. Each group outlined a number of preliminary recommendations, based on their meetings and research, and asked for Board feedback as they continue their discussions. They will also present their preliminary recommendations to NEPPA members at the August Annual Conference, before finalizing their reports for the fall Board meeting in October. A summary of each group's preliminary recommendations follows:

## TRAINING *Task Force*

- Hire or contract for the services of a skilled training manager to plan, develop, market, administer, evaluate and revise NEPPA training programs;
- Create a new Education and Training Committee to serve as a professional advisory body for all areas of association training;
- Develop a multi-level evaluation process for each NEPPA training program, to include pre and post program surveys, basic review tests, and certificates of completion;
- Develop specific quality control initiatives to measure and evaluate the effectiveness of all NEPPA training programs;
- Develop a Memorandum of Understanding on the mutual responsibilities of NEPPA and member systems with respect to the apprentice lineworker training program;
- Develop a database to document and track all member participation in NEPPA training and educational programs;
- Strengthen the marketing of NEPPA training programs through annual meetings with all member systems to review specific training needs and interests;
- Provide incentives to NEPPA members to make advance commitments to participate in training programs.



# Task forces

(continued from previous page)

## FINANCE Task Force



- Develop an "Emergency Savings Plan" which identifies expenditure reductions which can be implemented quickly to deal with sudden revenue shortfalls;
- Establish a formal policy with respect to the size and utilization of association reserve funds;
- Revise the current dues structure to provide for annual growth in dues income to support annual increases in association operating expenses;
- Establish a new Budget and Audit Committee to assist the Board of Directors in carrying out its financial planning and fiduciary responsibilities.
- Revise the current budget development and approval process to enable more meaningful member review and Board approval by no later than October of each calendar year.

## GOVERNANCE Task Force



*The task force preliminary recommendations will be discussed in more detail at NEPPA's Annual Conference August 19-22 in Rockport, Maine.*

- Change the NEPPA Board of Directors from a representational body to a leadership body (through reduced Board size, the addition of "outside Directors", and term limitations)
  - Change Board responsibilities and operations (through more frequent meetings, the elimination of the Executive Committee, and more formal assigned responsibilities to the Board of Directors)
  - Restructure NEPPA's Standing Committees (through the creation of several new committees with broad responsibilities for program planning, marketing, membership retention, and financial oversight)
  - Expand non-utility participation in the Association (by allowing associate members to participate on NEPPA committees and the addition of two associate members to the NEPPA Board)

# Employment

For complete descriptions of the employment opportunities listed at right, go to [www.neppa.org](http://www.neppa.org) and click on Employment on the top navigation bar.

Deadline for listing employment opportunities in the August News Line is July 19.

*Peabody Municipal Light Plant*  
**Electric Distribution Division  
Manager  
First Class Lineworker  
(Troubleman)  
Senior Electrical Engineer**

*Swan's Island, Maine*  
**Line Superintendent**

*Hudson Light and Power*  
**Electrical Engineer**

*Middleborough Gas & Electric*  
**First Class Lineman**

*Town of Belmont Municipal Light*  
**First Class Line Workers**

*Municipal Electric Utilities  
Association of New York*  
**Executive Director**

*Eastern Maine Electric Cooperative*  
**Chief Financial Officer**

*Vermont Electric Cooperative*  
**Planning Engineer**

*The Town of Hull  
Municipal Light Department*  
**Operations Manager**



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*MMWEC is the Massachusetts joint action agency for electric public power utilities. As a well-respected power supply agency, we have exciting opportunities for the individual with a high degree of personal integrity and professionalism.*



## ***Benevolent Fund Golf Tournament***

Save the date and plan to join us for a 9 a.m. shotgun start on Tuesday, Sept. 11 at the Heritage Country Club in Charlton, Mass.

Proceeds from this annual tournament are donated to the New England Public Power benevolent fund, established to aid public power employees or their families who are facing financial difficulties due to

disabling accidents, extended illness, or loss of life.

The New England public power community has a long tradition of rallying to provide support to its family members when tragedy strikes, and these funds will help to continue that tradition.

Watch your mail for details or register at [www.NEPPA.org](http://www.NEPPA.org).



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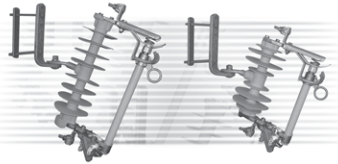


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# Committee Meetings

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August 10

Executive  
NEPPA Office  
Milford, Mass.  
10:00

August 20

Board of Directors  
Crystal Lake Golf Club  
Harrisville, R.I.  
1:00 pm

# Upcoming Events

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August 19 - 22, 2007

Annual Conference  
Samoset Resort  
Rockport, Maine

December 7

Annual Membership Meeting  
Devens Commons Center  
Devens, Mass.

September 11

Benevolent Fund Golf  
Tournament  
Heritage Golf Club  
Charlton, Mass.

October 16-18

Crew Leadership  
Location TBA

October 18-19

Community Relations Conference  
Sheraton Portsmouth Hotel  
Portsmouth, NH

October 24 - 26

Public Utility Management  
Program  
Fall Session  
New England Center  
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