



May 14, 2019

To whom it may concern,

I have been in municipal government for 30 years in the State of Maine. While serving the Town of Kennebunkport in 2002 I learned that other states, including Massachusetts, were beginning to consider LED street lighting and converting street light ownership from the utilities to the municipalities. It was at this time that I was introduced to George Woodbury. I developed a keen interest in this subject matter and George was hired as a consultant. More importantly, he became a mentor for me.

George and I worked with the State of Maine to develop legislation that would enable communities to take ownership of street lights. After several attempts, we realized that Maine was not yet ready for this change. Several years later I became the town manager in Falmouth Maine. It was here that I reconnected with George and, with his help, formed the Municipal Street Lighting Group that included three communities. We finally succeeded with legislation and Public Utility Commission (PUC) approvals to enable municipalities to own street lights on utility owned structures. George was instrumental at the PUC meetings and negotiations with the utilities. George's expertise was unmatched by those at the negotiating table. At times, the utilities were relying on his guidance despite him being on the other side of the table.

George is an independent consultant but his approach to business is grounded in serving the public. I have never worked with any consultant, in any field of work, that has demonstrated a greater desire to serve the public. I highly recommend George Woodbury to work with any entity that is striving to have a successful project that best serves the public.

I am happy to further discuss my experience with George and can be contacted at npoore@falmouthme.org or 207-468-2384.

Best regards,

A handwritten signature in blue ink, appearing to read "NPOORE", is written over the typed name.

Nathan Poore
Town Manager