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2:27 RCUD

State of New Hampshire
 DEPARTMENT OF ADMINISTRATIVE SERVICES
 25 Capitol Street - Room 120
 Concord, New Hampshire 03301

Charles M. Arlinghaus
 Commissioner
 (603) 271-3201

Joseph B. Bouchard
 Assistant Commissioner
 (603) 271-3204

Catherine A. Keane
 Deputy Commissioner
 (603) 271-2059

Division of Public Works
 Design and Construction
 Project No. 81190 - Contract A

August 23, 2021

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

REQUESTED ACTION

- 1). Authorize the Division of Public Works Design and Construction to enter into a contract with Fulcrum Associates LLC, Amherst, New Hampshire (VC#281079) for a total price not to exceed \$991,372, for the Manchester Fitness Center, Manchester, New Hampshire. This contract is effective upon Governor and Council approval through June 30, 2022, unless extended in accordance with the contract terms. **100% Federal Funds**

- 2). Further authorize the amount of \$44,000 be approved for payment to the Department of Administrative Services, Division of Public Works Design and Construction (VC# 311152), for engineering services provided, bringing the total to \$1,035,372. **100% Capital (Federal Funds)**

02-12-12-120010-22450000 ARMY GUARD FACILITIES

103-500736 - Contracts for OPS Services	\$991,372
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02-12-12-120030-71630000 BPW SERVICE FEES

217-502682 - Interagency fees	\$ 44,000
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GRAND TOTAL	\$1,035,372
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EXPLANATION

This project will renovate a portion of the basement area of the Manchester Readiness Center to transform it from a Field Maintenance Shop to a fitness center for the NH National Guard soldiers. This project will include new bathrooms, interior partitions, lighting, fire egress routes via an enclosed exit stair from the basement, and a retaining wall at a new egress point at grade.

The National Guard Readiness Center, located in Manchester, NH, needs a fitness center that will provide reliable and continuous access for soldiers. The fitness center will help to improve and maintain the soldiers' physical fitness, with specific equipment to assist and test in the new Army Combat Fitness Test (ACFT) requirement. The basement area proposed for this use is currently being underutilized due to the recent departure of the Field Maintenance Shop to the new Hooksett, NH facility. Its high ceilings and open floor plan make this space ideal for a fitness center. The Manchester Readiness Center currently lacks a fitness space that meets the needs of the soldiers.

The contractor has been pre-qualified by the Department of Transportation. The contract has been approved by the Department of Justice as to form and execution; and the Dept. of Military Affairs & Veterans Services has certified that the necessary funds are pending. Copies of the fully executed contract are on file at the Secretary of State's Office and the Department of Administrative Services, Division of Public Works Design and Construction.

Attached please find a copy of the tabulation of bids for this project along with the contract supplemental information sheet.

Respectfully submitted,



Charles M. Arlinghaus,
Commissioner

Department Estimate:	\$1,254,500
Contract Amount:	<u>\$991,372</u>
Under Estimate:	\$263,128

CONTRACT SUPPLEMENTAL INFORMATION SHEET

PROJECT: DPW Project No. 81190, Contract A – Manchester Fitness Center, Manchester, NH

DESCRIPTION: This project will renovate a portion of the basement area of the Manchester Readiness Center to transform it from a Field Maintenance Shop to a fitness center for the NH National Guard soldiers. This project will include new bathrooms, interior partitions, lighting, fire egress routes via an enclosed exit stair from the basement, and a retaining wall at a new egress point at grade.

EXPLANATION: The National Guard Readiness Center, located in Manchester, NH, needs a fitness center that will provide reliable and continuous access for soldiers. The fitness center will help to improve and maintain the soldiers' physical fitness, with specific equipment to assist and test in the new Army Combat Fitness Test (ACFT) requirement. The basement area proposed for this use is currently being underutilized due to the recent departure of the Field Maintenance Shop to the new Hooksett, NH facility. Its high ceilings and open floor plan make this space ideal for a fitness center. The Manchester Readiness Center currently lacks a fitness space that meets the needs of the soldiers.

UNDER
ESTIMATE

EXPLANATION: All six contractors submitted bids that were under the estimate, with the low bidder approximately 20% under. The estimate was inflated to reflect the recent, ongoing volatility of the bidding climate. The construction industry is currently encountering material supply chain challenges, as well as labor shortages in certain trades. These issues are causing significant cost increases and the estimate was adjusted accordingly. However, the particular materials and trades in short supply are not heavily represented in this project so the bids were not inflated as much as anticipated. In addition, the smaller scale of this project allows for use of more localized and readily available labor and material, further reducing the bid prices. Another consideration for lower bid prices is that this project is almost entirely interior building work, making it ideal for local contractors looking for inside work during the winter months.

DEPARTMENT

ESTIMATE: \$ 1,254,500
LOW BID: \$ 991,372



ABC Bid Data

MANCHESTER
81190A
NON-FEDERAL

PROJECT: MANCHESTER
STATE PROJECT NUMBER: 81190A
FED. PROJECT NUMBER: NON-FEDERAL
DATE BIDS OPEN: July 14, 2021, 2:00 PM
SCOPE OF WORK: MANCHESTER FITNESS CENTER
COMPLETION DATE: June 30, 2022
LOCATION: Hillsborough

Awarded To:

Amount: \$0.00
Award Date:

Certified by: _____
Director of Project Development

Summary of Bidders

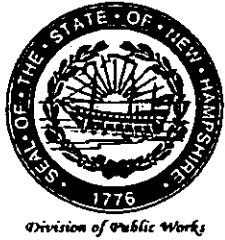
Contractor	Bid Amount	Rank
FULCRUM ASSOCIATES INC 5 TECH CIRCLE, AMHERST NH 03031	\$991,372.00	A
D.E.W CONSTRUCTION CORP 17 ELM STREET, KEENE NH 03431	\$998,000.00	B
SEAVER CONSTRUCTION INC 215 LEXINGTON STREET, WOBURN MA 01801	\$1,031,364.00	C
INTEGRATED FACILITIES CONSTRUCTION CORP 92 HIGH STREET, MEDFORD MA 02155	\$1,048,700.00	D
TURNSTONE CORPORATION 479 NASHUA STREET, MILFORD NH 03055-3705	\$1,085,000.00	E
MERIDIAN CONSTRUCTION CORP. 32 ARTISAN COURT #4, GILFORD NH 03249-6603	\$1,253,777.00	F
BROOKSTONE BUILDERS, INC. 600 Harvey Road, MANCHESTER NH 03103-3320	\$1,253,953.00	G

Item # 901: \$891,372.
Item # 902: \$100,000.

Total this Contract: \$991,372.
Monday, July 19, 2021

BUREAU OF PUBLIC WORKS

Award to Fulcrum Associates, Inc
 Hold for Negotiation
 Cancel Contract
 User Agency NOB
 Authorized by [Signature]
 Date 7/22/2021



ABC Bid Data

MANCHESTER
81190A
NON-FEDERAL

Item No.	Description	Unit	Quantity	P&E		FULCRUM ASSOCIATES INC 5 TECH CIRCLE AMHERST, NH 03031		D.E.W CONSTRUCTION CORP 17 ELM STREET KEENE, NH 03431	
				Unit Price	Total	Unit Price	Total	Unit Price	Total

Items

901	MANCHESTER FITNESS CENTER ALL WORK	U	1.00	\$1,154,500.00	\$1,154,500.00	\$891,372.00	\$891,372.00	\$898,000.00	\$898,000.00
902	ALLOWANCE FOR LATENT CONDITIONS AND ADDITIONAL OWNER SCOPE	\$	100,000.00	\$1.00	\$100,000.00	\$1.00	\$100,000.00	\$1.00	\$100,000.00
				Totals:	\$1,254,500.00	\$891,372.00	\$898,000.00	\$898,000.00	\$898,000.00
				Alt. Totals:					
				Totals:	\$1,254,500.00	\$891,372.00	\$898,000.00	\$898,000.00	\$898,000.00



ABC Bid Data

MANCHESTER
81190A
NON-FEDERAL

Item No.	Description	Unit	Quantity	P&E		SEAYER CONSTRUCTION INC 215 LEXINGTON STREET WOBURN, MA 01801		INTEGRATED FACILITIES CONSTRUCTION CORP 92 HIGH STREET MEDFORD, MA 02155	
				Unit Price	Total	Unit Price	Total	Unit Price	Total
901	MANCHESTER FITNESS CENTER ALL WORK	U	1.00	\$1,154,500.00	\$1,154,500.00	\$931,364.00	\$931,364.00	\$948,700.00	\$948,700.00
902	ALLOWANCE FOR LATENT CONDITIONS AND ADDITIONAL OWNER SCOPE	\$	100,000.00	\$1.00	\$100,000.00	\$1.00	\$100,000.00	\$1.00	\$100,000.00
Totals:					\$1,254,500.00		\$1,031,364.00		\$1,048,700.00
All Totals:									
Totals:					\$1,254,500.00		\$1,031,364.00		\$1,048,700.00



ABC Bid Data

MANCHESTER
81190A
NON-FEDERAL

Item No.	Description	Unit	Quantity	P&E		TURNSTONE CORPORATION 479 NASHUA STREET MILFORD, NH 03054-1705		MERIDIAN CONSTRUCTION CORP. 32 ARTISAN COURT #4 OILFORD, NH 03209-4003	
				Unit Price	Total	Unit Price	Total	Unit Price	Total
Items									
901	MANCHESTER FITNESS CENTER ALL WORK	U	1.00	\$1,154,500.00	\$1,154,500.00	\$985,000.00	\$985,000.00	\$1,153,777.00	\$1,153,777.00
902	ALLOWANCE FOR LATENT CONDITIONS AND ADDITIONAL OWNER SCOPE	\$	100,000.00	\$1.00	\$100,000.00	\$1.00	\$100,000.00	\$1.00	\$100,000.00
Totals:					\$1,254,500.00		\$1,085,000.00		\$1,253,777.00
ALL Totals:									
Totals:					\$1,254,500.00		\$1,085,000.00		\$1,253,777.00



ABC Bid Data

MANCHESTER
81190A
NON-FEDERAL

Item No.	Description	Unit	Quantity	P&E		BROOKSTONE BUILDERS, INC. 800 Harvey Road Manchester, NH 03103-3329		Unit Price	Total
				Unit Price	Total	Unit Price	Total		

Items

901	MANCHESTER FITNESS CENTER ALL WORK	U	1.00	\$1,154,500.00	\$1,154,500.00	\$1,153,953.00	\$1,153,953.00		
902	ALLOWANCE FOR LATENT CONDITIONS AND ADDITIONAL OWNER SCOPE	\$	100,000.00	\$1.00	\$100,000.00	\$1.00	\$100,000.00		
				Totals:	\$1,254,500.00	\$1,253,953.00			
				ALL Totals:					
				Totals:	\$1,254,500.00	\$1,253,953.00			

State of New Hampshire

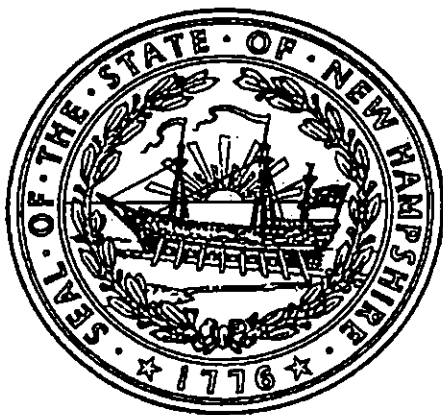
Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that FULCRUM ASSOCIATES, LLC is a New Hampshire Limited Liability Company registered to transact business in New Hampshire on November 09, 1989. 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: 147168

Certificate Number: 0005427462



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 27th day of August A.D. 2021.

A handwritten signature in black ink, appearing to read "William M. Gardner".

William M. Gardner
Secretary of State



KSHAUGH

CERTIFICATE OF PROPERTY INSURANCE

DATE (MM/DD/YYYY)
08/27/2021

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.

PRODUCER The Davis Agency, LLC 28 Commercial Street Suite 5 Concord, NH 03301	CONTACT NAME: Kathleen Pettit PHONE (A.C. No. Ext): (603) 856-7176 FA# No: (603) 715-1911 E-MAIL ADDRESS: kathy@thedavisagency.com PRODUCER CUSTOMER ID: FULCASS-01	
	INSURER(S) AFFORDING COVERAGE	
INSURED Fulcrum Associates, LLC 5 Tech Circle Amherst, NH 03031	INSURER A: Acadia Insurance Company NAIC # 31325	
	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	


COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

LOCATION OF PREMISES / DESCRIPTION OF PROPERTY (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
RE: Project 81190 - Contract A - Manchester Fitness Center, 1059 Canal Street, Manchester, NH. Waiver of subrogation included.

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YYYY)	POLICY EXPIRATION DATE (MM/DD/YYYY)	COVERED PROPERTY	LIMITS
	<input type="checkbox"/> PROPERTY <input type="checkbox"/> CAUSES OF LOSS <input type="checkbox"/> DEDUCTIBLES <input type="checkbox"/> BASIC BUILDING <input type="checkbox"/> BROAD CONTENTS <input type="checkbox"/> SPECIAL <input type="checkbox"/> EARTHQUAKE <input type="checkbox"/> WIND <input type="checkbox"/> FLOOD				<input type="checkbox"/> BUILDING <input type="checkbox"/> PERSONAL PROPERTY <input type="checkbox"/> BUSINESS INCOME <input type="checkbox"/> EXTRA EXPENSE <input type="checkbox"/> RENTAL VALUE <input type="checkbox"/> BLANKET BUILDING <input type="checkbox"/> BLANKET PERS PROP <input type="checkbox"/> BLANKET BLDG & PP	
A	<input checked="" type="checkbox"/> INLAND MARINE <input type="checkbox"/> CAUSES OF LOSS <input type="checkbox"/> NAMED PERILS	TYPE OF POLICY Builders Risk POLICY NUMBER CIM5492142-10	08/18/2021	08/18/2022	<input checked="" type="checkbox"/> Completed Value <input checked="" type="checkbox"/> Deductible	\$ 991,372 \$ 1,000
	<input type="checkbox"/> CRIME <input type="checkbox"/> TYPE OF POLICY					
	<input type="checkbox"/> BOILER & MACHINERY / EQUIPMENT BREAKDOWN					

SPECIAL CONDITIONS / OTHER COVERAGES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
The Builders Risk has been written in the names of the State Department of Administrative Services and Fulcrum Associates, LLC and provides for the inclusion of the names of all other Contractors, Subcontractors and others employed on the premises as insureds. The policies stipulate that the insurance companies have no right of subrogation against any Contractors, Subcontractors or other parties employed on the premises.

CERTIFICATE HOLDER State of New Hampshire c/o Department of Administrative Services 7 Hazen Drive, Room 250 Concord, NH 03302	CANCELLATION 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 
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FULCASS-01

KPETTIT

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
8/24/2021

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).

PRODUCER The Davis Agency, LLC 28 Commercial Street Suite 5 Concord, NH 03301	CONTACT NAME: Kathloon Pettit	
	PHONE (A/C, No, Ext): (603) 856-7176	FAX (A/C, No): (603) 715-1911
E-MAIL ADDRESS: kathy@thedavisagency.com		
INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A: Acadia Insurance Company		31325
INSURER B:		
INSURER C:		
INSURER D:		
INSURER E:		
INSURER F:		

INSURED
 State of New Hampshire
 c/o Department of Administrative Services
 7 Hazen Drive, Room 250
 Concord, NH 03302

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**


THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT, WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDITIONAL INSURED	SUBR	WYD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Owners & Contractors <input checked="" type="checkbox"/> Prot. Liability GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:				OCP5492110-10	8/18/2021	12/30/2022	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (EA occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADY INJURY \$ GENERAL AGGREGATE \$ 3,000,000 PRODUCTS - COMP/OP AGG \$ \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY							COMBINED SINGLE LIMIT (EA accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> RETENTION \$							<input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/OWNER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N		N/A				<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 RE: Project 81190 - Contract A - Manchester Fitness Center, 1059 Canal Street, Manchester, NH.

CERTIFICATE HOLDER

CANCELLATION

State of New Hampshire c/o Department of Administrative Services 7 Hazen Drive, Room 250 Concord, NH 03302	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 
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