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**STATE OF NEW HAMPSHIRE**  
**DEPARTMENT OF HEALTH AND HUMAN SERVICES**  
**OFFICE OF THE COMMISSIONER**  
**FACILITIES AND MAINTENANCE UNIT**

Jeffrey A. Meyers  
 Commissioner

David Clapp  
 Director

129 PLEASANT STREET, CONCORD, NH 03301-3857  
 603-271-9334 1-800-852-3345 Ext. 9334  
 Fax: 603-271-8999 TDD Access: 1-800-735-2964 www.dhhs.nh.gov

October 14, 2019

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

**REQUESTED ACTION**

1.) Authorize the Department of Health and Human Services to enter into a renewal lease with Berlin Falls Real Estate, LLC, 244 Denmark Street, Berlin, New Hampshire 03570 (vendor # 136035) for office space in Berlin in the amount of \$3,323,316.96 effective December 1, 2019 upon approval of Governor and Executive Council through November 30, 2029. Long Range Capital Planning and Utilization Committee approved this request on November 6, 2019 (item LRCP 19-033). Source of funds: **General Funds 49% and Federal Funds 51%**.

2.) Further authorize that a contingency in an amount not to exceed \$50,000.00 be approved for unanticipated site modification expenses, if required during the term of the lease, bringing the total to \$3,373,316.96 **100% Other Funds**.

Funds are available in SFY 2020 and SFY 2021 and are anticipated to be available SFY 2022 through SFY 2030 upon the availability and continued appropriation of funds in the future operating budgets.

05-95-95-953010-5685 HEALTH AND SOCIAL SERVICES, DEPT. OF HEALTH AND HUMAN SERVICES, HHS: COMMISSIONER, OFFICE OF ADMINISTRATION, MANAGEMENT SUPPORT

Fiscal Year	Class/Object	Class Title	Amount
SFY 2020	022-500248	Rents-Leases Other than State	\$186,083.31
SFY 2021	022-500248	Rents-Leases Other than State	\$320,395.62
SFY 2022	022-500248	Rents-Leases Other than State	\$322,798.61
SFY 2023	022-500248	Rents-Leases Other than State	\$325,691.77
SFY 2024	022-500248	Rents-Leases Other than State	\$328,948.70
SFY 2025	022-500248	Rents-Leases Other than State	\$332,238.22
SFY 2026	022-500248	Rents-Leases Other than State	\$335,560.59
SFY 2027	022-500248	Rents-Leases Other than State	\$338,916.17
SFY 2028	022-500248	Rents-Leases Other than State	\$342,305.32
SFY 2029	022-500248	Rents-Leases Other than State	\$345,728.40
SFY 2030	022-500248	Rents-Leases Other than State	<u>\$144,650.25</u>
Total Ten-Year Term			\$3,323,316.96

### EXPLANATION

The Department of Health and Human Services, Division of Client Services, Division for Children Youth and Families, Division of Child Support Services, Bureau of Elderly and Adult Services and Bureau of Juvenile Justice Services have sixty (60) employees occupying the Berlin District Office.

The Department is requesting approval of the attached ten-year term renewal lease with Berlin Falls Real Estate, LLC. This renewal lease agreement will allow the Department to secure office space for its employees and clients in a secure and efficient facility.

As there have not been any previous, current or long-term plans to move the Department of Health and Human Services' Berlin District Office into any State owned facility or to another community, the Department requested a waiver of adm 610.11 Exemptions and Waivers from Public Notice Requirement, (c), 2, b; approved by the Department of Administrative Services on August 26, 2019 (see attached).

The Department had initiated numerous Request for Proposals (RFP) space searches since the Department's occupancy in 1976. The previous space searches were unable to procure improved leasehold space for the Department, primarily due to the limited available commercial real estate in the Berlin area and the State's stringent lease contract requirements that present significant obstacles for building owners. The 2008 Request for Proposal was able to provide a viable leasehold facility.

This facility provides a secure and confidential environment. In addition, in collaboration with the Department of Administrative Services, the facility incorporates the inclusion of space for the Bureau of Court Facilities, Berlin District Court and a facility for the Department of Education, Vocational Rehabilitation. The multi-tenant co-location of three State agencies afforded efficiencies in design and offers a beneficial "*single point of service*" to the citizens of the North Country. In a collaborate effort between the Department of Health and Human Services, Bureau of Court Facilities and Vocational Rehabilitation, the Department was able to work to a favorable 10-year renewal lease with the existing landlord.

The current lease is structured to be payable as a modified gross lease, inclusive of real estate taxes, insurance and common area maintenance (including snow plowing, snow removal, general repairs and maintenance, HVAC repairs and maintenance, electrical repairs and maintenance, elevator repair and maintenance, water and sewer, and landscaping). The Department is responsible for heat, electricity and janitorial services. The current lease rate including the cost for heat, electricity and janitorial services equates to \$24.58 per square foot. The renewal lease rate is structured as a full gross lease, inclusive of heat, electricity and janitorial services. The full gross renewal lease rate based on all three agencies working together is \$22.00 per square foot gross with .75% increases for years 2 and 3 and 1.00% increase for years 4 through 10.

Renewing the lease of the current facility encourages smart growth by utilizing the existing building. The square footage is approximately 14,500 square feet. The lease proposal provided by Berlin Falls Real Estate, LLC offered a ten-year lease with the lease rate structure as follows:

<u>Term</u>	<u>Per Square Foot</u>	<u>Annual Rent</u>	<u>Percent Increase</u>
Year 1	\$22.00	\$318,999.96	
Year 2	\$22.17	\$321,392.52	.75%
Year 3	\$22.33	\$323,802.96	.75%
Year 4	\$22.56	\$327,040.92	1.0%
Year 5	\$22.78	\$330,311.40	1.0%
Year 6	\$23.00	\$333,614.52	1.0%
Year 7	\$23.24	\$336,950.64	1.0%
Year 8	\$23.47	\$340,320.12	1.0%
Year 9	\$23.71	\$343,723.32	1.0%
Year 10	\$23.94	\$347,160.60	1.0%
Total ten-year term		\$3,323,316.96	

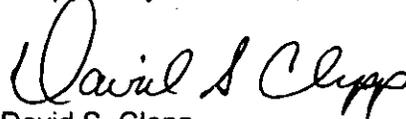
In accordance with RSA 4:39-b, waiver of the five-year term limitation will be reviewed and approved by the State of New Hampshire "Long Range Capital Planning and Utilization Committee" prior to this submittal.

Approval of this renewal lease will allow the Department of Health and Human Services to provide services to the public efficiently and effectively in a secure and confidential environment. The area served by the Berlin District Office is the majority of Coos County.

Funding for this request is General Funds 49%, Federal Funds 51% by cost allocation across benefiting programs.

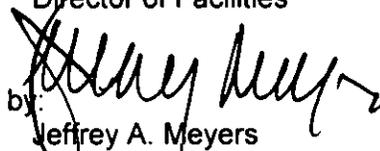
In the event that the Federal Funds become no longer available, General Funds will not be requested to support this agreement.

Respectfully submitted,



David S. Clapp  
Director of Facilities

Approved by:



Jeffrey A. Meyers  
Commissioner



LRCP 19-033

MICHAEL W. KANE, MPA  
Legislative Budget Assistant  
(603) 271-3161

CHRISTOPHER M. SHEA, MPA  
Deputy Legislative Budget Assistant  
(603) 271-3161

**State of New Hampshire**  
OFFICE OF LEGISLATIVE BUDGET ASSISTANT  
State House, Room 102  
Concord, New Hampshire 03301

STEPHEN C. SMITH, CPA  
Director, Audit Division  
(603) 271-2785

November 6, 2019

Jeffrey A. Meyers, Commissioner  
Department of Health and Human Services  
129 Pleasant Street  
Concord, New Hampshire 03301

Dear Commissioner Meyers,

The Long Range Capital Planning and Utilization Committee, pursuant to the provisions of RSA 4:39-b, on November 6, 2019, approved the request of the Department of Health and Human Services, for a ten-year term renewal lease agreement with Berlin Falls Real Estate, LLC, 244 Denmark Street, Berlin, NH 03570, for approximately 14,500 square feet of space located at 650 Main Street, Berlin, NH, effective December 1, 2019 with an end date of November 30, 2029, with a total lease cost of \$3,323,316.96, subject to the schedule of annual rent and conditions as specified in the request dated October 14, 2019.

Sincerely,

A handwritten signature in black ink, appearing to read 'Michael W. Kane'.

Michael W. Kane  
Legislative Budget Assistant

MWK/pe  
Attachment

Cc: David Clapp, Director of Facilities  
Department of Health and Human Services



Charles M. Arlinghaus  
Commissioner

*State of New Hampshire*

DEPARTMENT OF ADMINISTRATIVE SERVICES  
BUREAU OF PLANNING & MANAGEMENT

State House Annex - Room 112  
25 Capitol Street  
Concord, New Hampshire 03301  
(603) 271-0090  
Gail.Rucker@das.nh.gov

**FROM:** Gail L. Rucker, Administrator II  
Department of Administrative Services  
Bureau of Planning and Management

**DATE:** August 13, 2019

**SUBJECT:** Attached is a Request to Waive the public notice requirements per Adm. 610.16(e)(3); Approval respectfully requested

**TO:** Charles Arlinghaus, Commissioner  
Department of Administrative Service  
25 Capitol St  
Concord, NH 03301

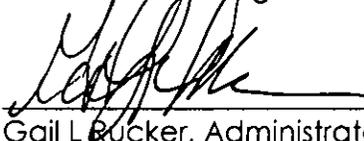
**Requesting Agency:** Department of Health and Human Services, 129 Pleasant Street, Concord, NH

**DESCRIPTION:** HHS is in a shared lease building in Berlin. They have leased and shared the building with Court and DOE Vocational Rehabilitation for the last ten (10) years. The building was renovation for these state agencies because there was nothing in that city big enough and in good enough shape for the state agency's to lease.

The lease expires November 30, 2019. In past years, attempts to find office space failed. After evaluating the city and seeing this would be a problem again, HHS spoke with the landlord and got a very good rate for a lease renewal. The landlord's offer of this rate came with the agreement that all three agencies would sign new ten (10) year lease at a fair rate of \$22.00 SF full gross lease. This proved to be a successful effort. The cost of construction and moving this agency would not save the state money nor would it benefit the other two agencies in this building if HHS were required to go through RFP. Time is also a big concern. The lease ends November 30, 2019. The RFP Process take a minimum of 6 months and the original landlord gave a fair rent rate for all the agencies. This building allows the state to have a central hub for three of the agencies serving our public.

**Recommendation:** Bureau of Planning Management recommends approval of this waiver to relieve a time sensitive burden of the RFP process in a city with no qualified commercial office spaces at a favorable price. It will keep all three agencies at this building at a \$22.00 SF full gross lease rate. This rate compares favorably to the current price of similar spaces. It will keep HHS in their current location as a renewal lease. It will also keep Courts and DOE-VR in the same building.

Approved by:  
Bureau of Planning and Management



Gail L. Rucker, Administrator II



STATE OF NEW HAMPSHIRE  
DEPARTMENT OF HEALTH AND HUMAN SERVICES  
OFFICE OF THE COMMISSIONER  
*FACILITIES MAINTENANCE & OFFICE SERVICES*

Jeffrey A. Meyers  
Commissioner

David Clapp  
Director

129 PLEASANT STREET, CONCORD, NH 03301-3857  
603-271-9334 1-800-852-3345 Ext. 9334  
Fax: 603-271-8999 TDD Access: 1-800-735-2964 www.dhhs.nh.gov

August 13, 2019

Charles M. Arlinghaus, Commissioner  
Department of Administrative Services  
25 Capital Street  
Concord, NH 03301

Dear Commissioner:

The New Hampshire Department of Health and Human Services (DHHS) along with the Bureau of Court Facilities currently leases office space in Berlin, New Hampshire from Berlin Falls Real Estate, LLC. The lease is scheduled to terminate November 30, 2019.

Due to the lack of rentable commercial space in the city of Berlin and the time factor to renew a lease, the Department is requesting to renew the existing lease for an additional 10 years. The Department is requesting a waiver per Adm 610.11 Exemptions and Waivers from Public Notice Requirement, (c),2, b; stating, It is in the best interest of the state and can obtain at a cost that compares favorably to the current price of similar space for rent, or similar space that is currently rented by the state.

As there have not been any previous, current or long-term plans to move DHHS' Berlin District Office into any State owned facility or to another community, DHHS had initiated numerous Request for Proposals (RFP) space searches since DHHS' occupancy in 1976. The previous space searches were unable to procure improved leasehold space for DHHS, primarily due to the limited available commercial real estate in the Berlin area and the State's stringent lease contract requirements that present significant obstacles for building owners. The 2008 Request for Proposal was able to provide a viable leasehold alternative to the existing facility.

In a collaborate effort between the Department of Health and Human Services, Bureau of Court Facilities and Vocational Rehabilitation, the Department was able to work to a favorable 10-year renewal lease with the existing landlord. Currently the lease is structured to be payable as a modified gross lease, inclusive of real estate taxes, insurance and common area maintenance (including snow plowing, snow removal, general repairs and maintenance, HVAC repairs and maintenance, electrical repairs and maintenance, elevator repair and maintenance, water and sewer, and landscaping). The Department is responsible for heat, electricity and janitorial services.

Charles M. Arlinghaus, Commissioner  
August 13, 2019  
Page 2

The current lease rate including the cost for heat, electricity and janitorial services equates to \$24.58 per square foot. The renewal lease rate is structured as a full gross lease, inclusive of heat, electricity and janitorial services. The full gross renewal lease rate based on all three agencies working together is \$22.00 per square foot gross with .75% increases for years 2 and 3 and 1.00% increase for years 4 through 10.

This facility provides a secure and confidential environment. In addition, in collaboration with the Department of Administrative Services, the lease incorporates the inclusion of space for the Bureau of Court Facilities, Berlin District Court and a facility for the Department of Education, Vocational Rehabilitation. The multi-tenant co-location of three State agencies afforded efficiencies in design and offers a beneficial "single point of service" to the citizens of the North Country.

The approval of the waiver will allow all three agencies to collaboratively pursue the renewal lease with the same low rate and same terms, far below the original rate set 10 years ago. Your approval of the waiver is respectfully requested.

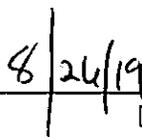
Respectfully,



David S. Clapp  
Director of Facilities



Approval Signature



Date

**STATE OF NEW HAMPSHIRE  
DEPARTMENT OF ADMINISTRATIVE SERVICES  
BUREAU OF PLANNING AND MANAGEMENT  
STANDARD LEASE AGREEMENT**

**1. Parties to the Lease:**

This indenture of Lease is made by the following parties:

**1.1 The Lessor** (who is hereinafter referred to as the "Landlord") is:

Name: Berlin Falls Real Estate, LLC

(individual or corporate name)

State of Incorporation: New Hampshire

(if applicable)

Business Address: 244 Denmark Street

Street Address (principal place of business)

<u>Berlin</u>	<u>NH</u>	<u>03570</u>	<u>603.752.7098</u>
City	State	Zip	Telephone number

**1.2 The Lessee** (who is hereinafter referred to as the "Tenant") is: THE STATE OF NEW HAMPSHIRE,  
acting by and through its Director or Commissioner of:

Department Name: Health and Human Services

Address: 129 Pleasant Street

Street Address (official location of Tenant's business office)

<u>Concord</u>	<u>NH</u>	<u>03301</u>	<u>603.271.9502</u>
City	State	Zip	Telephone number

**WITNESSETH THAT:**

**2. Demise of the Premises:**

For and in consideration of the rent and the mutual covenants and agreements herein contained, the Landlord hereby demises to the Tenant, and the Tenant hereby leases from the Landlord, the following premises (hereinafter called the "Premises") for the Term, (as defined herein) at the Rent, (as defined herein) and upon the terms and conditions hereinafter set forth:

Location of Space to be leased: 650 Main Street, second floor

(street address, building name, floor on which the space is located, and unit/suite # of space)

<u>Berlin</u>	<u>NH</u>	<u>03570</u>
City	State	Zip

The demise of the premises consists of: approximately 14,500 square feet

(provide square footage of the leased space)

The Demise of this space shall be together with the right to use in common, with others entitled thereto, the hallways, stairways and elevators necessary for access thereto, and the lavatories nearest thereto. "Demise Documentation" has been provided which includes accurate floor plans depicting the Premises showing the extent of the space for the Tenants' exclusive use and all areas to be used in common with others, together with site plan showing all entrance to the Premises and all parking areas for the Tenant's use; these documents have been reviewed, accepted, agreed-to and signed by both parties and placed on file, and shall be deemed as part of the lease document.

**3. Effective Date; Term; Delays; Extensions; and Conditions upon Commencement:**

**3.1 Effective Date: The effective dates of Agreement shall be:**

Commencing on the 1st day of December, in the year 2019, and ending on the 30th day of November, in the year 2029, unless sooner terminated in accordance with the Provisions hereof.

Landlord Initials: AM  
Date: 10/11/19

**3.2 Occupancy Term:** Occupancy of the Premises and commencement of rentals payments shall be for a term (hereinafter called the "Term") of 10 year(s) commencing on the 1st day of December, in the year 2019, unless sooner terminated in accordance with the Provisions hereof.

**3.3 Delay in Occupancy and Rental Payment Commencement:** In the event of the Effective Date of the Agreement being prior to that which is set forth for Occupancy Term in 3.2. herein, commencement of the Tenant's occupancy of the Premises and payment of rent shall be delayed until construction and/or renovation of the Premises is complete and a copy of the "Certificate of Occupancy" (if said certificate is required by the local code enforcement official having jurisdiction) for the Premises has been delivered to the Tenant; the parties hereto agree this shall be upon the date set forth in 3.2 Occupancy Term herein. Upon this date the Tenant shall commence payment of rent in conformance with the terms and conditions herein and as set forth in the Schedule of Payments included and attached hereto as "Exhibit A". Notwithstanding the foregoing, commencement of occupancy and rental payments shall be further conditioned upon all other terms and conditions set forth in the Agreement herein.

A) **"Completion" defined as "Substantial Completion":** Notwithstanding anything contained in the Agreement to the contrary, it is understood and agreed by both Parties that "complete" shall mean "substantially completed". "Substantial Completion" is defined as no leasehold improvement deficiencies that would unreasonably adversely affect the Tenant's occupancy and/or business operations, nor would the installation or repairs of such deficiencies unreasonably adversely affect the Tenant's business operation. Notwithstanding the foregoing, nothing shall relieve the Landlord from their responsibility to fully complete all agreed renovations set forth or attached hereto.

**3.4 Extension of Term:** The Tenant shall have the option to extend the Term for (*number of options*) No Additional term(s) of 0 year(s), upon the same terms and conditions as set forth herein. Notice from the Tenant exercising their option to extend the term shall be given by the Tenant delivering advance Written notice to the Landlord no later than thirty (30) days prior to the expiration of the Term, or any extensions thereof.

**3.5 Conditions on the Commencement and Extension of Term:**

Notwithstanding the foregoing provisions, it is hereby understood and agreed by the parties hereto that this lease and the commencement of any Term, and any amendment or extension thereof, is conditioned upon its' approval by the Governor and Executive Council of the State of New Hampshire and, in the event that said approval is not given until after the date for commencement of the Term, the Term shall begin on the date of said approval. In the event that said approval request is denied, then this Lease shall thereupon immediately terminate, and all obligations hereunder of the parties hereto shall cease.

**4. Rent:**

**4.1 Rent:** During the Term hereof and any extended Term, the Tenant shall pay the Landlord annual rent (hereinafter called the "Rent") payable in advance at the Landlord's address set forth in Section 1 above, in twelve equal monthly installments. The first such installment shall be due and payable on the following date:

(*insert month, date and year*) December 1, 2019

The rent due and payable for each year of the term, and any supplemental provisions affecting or escalating said rent or specifying any additional payments for any reason, shall be as set forth in a Schedule of Payments made a part hereto and attached herein as "Exhibit A".

**4.2 Taxes and other Assessments:** The Landlord shall be responsible for, and pay for, all taxes and other assessment(s) applicable to the Premises.

Landlord Initials: AM  
Date: 10 | 11 | 19

**5. Conditional Obligation of the State:**

Notwithstanding any provisions of this Lease to the contrary, it is hereby expressly understood and agreed by the Landlord that all obligations of the Tenant hereunder, including without limitation, the continuance of payments hereunder, are contingent upon the availability and continued appropriation of funds, and in no event shall the Tenant be liable for any payments hereunder in excess of such available appropriated funds. In the event of a reduction or termination of appropriated funds, the Tenant shall have the right to withhold payment until such funds become available, if ever, and shall have the right to terminate this Lease in whole or in part immediately upon giving the Landlord notice of such termination. The State shall not be required to transfer funds from any other account in the event funding for the account from which the "rent" specified for the lease herein is terminated or reduced. It is further expressly understood and agreed by the Landlord that in the event the State of New Hampshire makes available State owned facilities for the housing of the Tenant the Tenant may, at its' option, serve thirty (30) days written notice to the Landlord of its intention to cancel the Lease in whole or in part. Whenever the Tenant decides to cancel the Lease in whole or in part under this Section the Tenant shall vacate all or part of the Premises within a thirty (30) day period. The Lease to the portion of the Premises vacated shall henceforth be canceled and void, while the Lease to the portion of the Premises still occupied shall remain in effect, with a pro rata abatement of the rent made by the parties hereto.

**6. Utilities:** Select one of the following standard clauses specifying the party(s) responsible for the provision of utilities indicating the applicable clause with an "x". If neither clause provides an adequate or accurate explanation provide a detailed explanation as a "Special Provision" in "Exhibit D" herein.

The Landlord shall furnish all utilities and the Tenant shall remit reimbursement for their provision no later than thirty (30) days after receipt of Landlord's copy of the utility invoice(s). Any exceptions to the forgoing specifying certain utilities which the Landlord will provide with no reimbursement payment from the Tenant shall be listed in the space below:

Exceptions: | \_\_\_\_\_

**OR:**

The Landlord shall at their own and sole expense furnish all utilities, the Tenant shall make no reimbursement. Any exceptions to the forgoing specifying certain utilities that the Tenant shall be responsible for arranging and making direct payment to the provider thereof shall be listed in the space below:

Exceptions: | Tenant solely responsible for telephone, data and security surveillance services |  
with direct payment to provider thereof.

**6.1 General Provisions:** The Landlord agrees to furnish heat, ventilation and air-conditioning to the Premises in accordance with current industry standards as set forth by the American Industrial Hygiene Association or AIHA and the American Society of Heating, Refrigeration and Air-Conditioning Engineers, Inc. or ASHRAE during the Tenant's business hours, the indoor air temperature of the Premises shall range from 68° F to 75° F during the winter, and 69° F to 76° F in the summer; if humidity control is provided relative humidity in the Premises shall range from 30% to 60%. During the Tenant's business hours heating, ventilation and air-conditioning shall also be provided to any common hallways, stairways, elevators and lavatories which are part of the building to which the Premises are a part. The Tenant agrees that provision of heating, ventilation and air-conditioning is subject to reasonable interruptions due to the Landlord making repairs, alterations, maintenance or improvements to the system, or the infrequent occurrence of causes beyond the Landlord's control. All Heating and Ventilation Control systems and filters shall be cleaned and maintained by the Landlord in accordance with ASHRAE and AIHA standards, and in conformance with the provisions of Section 8 "Maintenance and Repair" herein, and in a manner sufficient to provide consistent compliance with the State of New Hampshire's Clean Indoor Air Standards" (RSA 10:B). If the premises are not equipped with an air handling system that provides centralized air-conditioning or humidity control the provisions set forth herein regarding these particular systems shall not apply.

**6.2 Sewer and Water Services:** The Landlord shall provide and maintain in good and proper working order all sewer and water services to the Premises. Provision of said services shall include payment of all charges, expenses or fees incurred with provision of said services. All sewer and water services shall be provided and maintained in conformance with all applicable regulatory laws and ordinances.

Landlord Initials: AM  
Date: 10/11/19

**6.3 Electrical and Lighting:** The Landlord shall furnish all electrical power distribution, outlets and lighting in compliance with the most current National Electrical Code standards. Lighting fixtures throughout the Premises shall be capable of providing illumination levels in accordance with ANSI/IES Standards for Office Lighting in effect on the date of commencement of the term herein. Lighting for exterior areas and other applications shall conform to the recommended levels in the current IES Lighting Handbook in effect on the date of commencement of the term herein.

**7. Use of Premises:**

The Tenant shall use the premises for the purpose of:

office space for its employees engaged in the delivery of health and human services

and for any other reasonable purposes that may arise in the course of the Tenant's business.

**8. Maintenance and Repair by the Landlord:**

**8.1 General Provisions:** The Landlord shall at its own expense, maintain the exterior and interior of the Premises in good repair and condition, including any "common" building spaces such as parking areas, walkways, public lobbies, and restrooms, and including all hallways, passageways, stairways, and elevators which provide access to the Premises. The Landlord agrees to make any and all repairs and perform all maintenance to the Premises or any appurtenance thereto, which may become necessary during the Term or any extension or amendment of the Term. These repairs and maintenance requirements shall be fulfilled whether they are ordered by a public authority having jurisdiction, requested by the Tenant, or are dictated by reasonable and sound judgment, and include but are not limited to: The repair, and if necessary the replacement of any existent roof, walls, floors, doors and entry ways, interior finishes, foundations, windows, sidewalks, ramps and stairs, heating, air-conditioning and ventilation systems, plumbing, sewer, and lighting systems, and all operating equipment provided by the Landlord. Maintenance shall also include timely and consistent provision of any and all pest control which may become necessary within the Premises. Maintenance to areas or equipment which provide compliance with the Federal "American's with Disabilities Act" (ADA) and/or any State or Municipal codes or ordinances specifying requirements for architectural barrier-free access shall be performed regularly and with due diligence, in order to ensure continuity of compliance with all applicable regulations. The Landlord shall meet with the Tenant upon request and as necessary to review and discuss the condition of the Premises.

**8.2 Maintenance and Repair of Broken Glass:** The Landlord shall replace any and all structurally damaged or broken glass the same day that they are notified by the Tenant, or the damage is observed. In the event that the Landlord is unable to procure and/or install the replacement glass within the same day, they shall notify the Tenant in writing prior to the close of business that day, providing an explanation as to the cause of the delay and the date the damage will be corrected. In the instance of delayed repair, the Landlord shall remove the damaged or broken glass the same day it is noticed or reported, and secure the opening and/or damaged area to the satisfaction of the Tenant.

**8.3 Recycling:** The Landlord shall cooperate with the Tenant to meet the requirements for waste reduction and recycling of materials pursuant to all Federal, State, and Municipal laws and regulations which are or may become effective or amended during the Term.

**8.4 Window Cleaning:** The Landlord shall clean both the exterior and interior surfaces of all windows in the Premises annually. Window cleaning shall be completed no later than July 1<sup>st</sup> of every year.

**8.5 Snow Plowing and Removal:** The Landlord shall make best efforts to provide for rapid and consistent ice and snow plowing and/or removal from all steps, walkways, doorways, sidewalks, driveway entrances and parking lots, including accessible parking spaces and their access aisles, providing sanding and/or salt application as needed. Plowing and/or removal shall be provided prior to Tenant's normal working hours, however, additional work shall be provided as needed during the Tenant's working hours if ice accumulates or if more than a 2" build-up of snow occurs. Best efforts shall be made to provide and maintain bare pavement at all times. In addition to the foregoing, the Landlord shall provide plowing and/or ice and snow removal service with diligence sufficient to maintain availability of the number of Tenant parking spaces designated in the Agreement herein for the Tenant's use, clearing said spaces within twelve (12) hours of snow and/or ice accumulations. The Landlord shall sweep and remove winter sand and salt deposited in the above referenced areas by no later than June 1<sup>st</sup> of each year.

Landlord Initials: AM  
Date: 10/11/19

**8.6 Parking Lot Maintenance:** Landlord shall maintain and repair all parking lot areas, walks and access ways to the parking lot; maintenance shall include paving, catch basins, curbs, and striping. Provision of parking lot maintenance shall include but not be limited to the following:

- A) Inspect pavement for cracks and heaves semi-annually. Monitor to identify source of cracking, if excessive moisture is found under pavement surfaces due to poor drainage, remove pavement, drain properly, and replace with new pavement.
- B) Re-stripe the parking lot at least once every three (3) years or as necessary to maintain clear designation of spaces, directional symbols and access aisles.
- C) Maintain all parking lot and exterior directional signage, replacing signs as necessary when substantially faded, damaged or missing.

**8.7 Site Maintenance:** Landlord shall maintain and provide as follows:

- A) The Landlord shall maintain all lawns, grass areas and shrubs, hedges or trees in a suitable, neat appearance and keep all such areas and parking areas free of refuse or litter. Any graffiti shall be promptly removed.
- B) The Landlord shall maintain and repair all exterior lighting fixtures and bulbs, providing same day maintenance and repair when possible.
- C) The Landlord shall clean and wash all exterior cleanable/washable surfaces and repaint all painted surfaces, including remarking painted lines and symbols in the parking lot and access lanes thereto, once every three years, except where surfaces are in disrepair in advance of this time frame, which case it shall be required on a more frequent basis.
- D) The Landlord shall regularly inspect and maintain the roof, including cleaning of roof drains, gutters, and scuppers on a regular basis, and timely control of snow and ice build-up. Flashings and other roof accessories shall be observed for signs of deterioration with remedy provided prior to defect. If interior leaks are detected, the cause shall be determined and a solution implemented as quickly as possible to prevent damage to interior finishes and fixtures. Landlord shall inspect roof seams annually, especially at curbs, parapets, and other places prone to leaks, investigate any ponding, etc. All work on the roof shall be conducted so as to maintain roof warranty.

**8.8 Heating Ventilation and Air Conditioning (HVAC):** The HVAC system in the Premises shall be maintained regularly and with due diligence in order to ensure continuous compliance with current industry standards set forth by the "American Industrial Hygiene Association" (AIHA) and the "American Society of Heating, Refrigeration and Air-Conditioning Engineers, Inc." (ASHRAE). All HVAC air filters shall be replaced on a semi-annual basis; and the air filters used in the HVAC system shall provide the greatest degree of particulate filtration feasible for use in the Premise's air handling system. All HVAC condensate pans shall be emptied and cleaned on a semi-annual basis. The Landlord shall keep a written record of the dates the required semi-annual HVAC maintenance is provided, submitting a copy of this record to the Tenant on the annual anniversary date of the agreement herein. Any moisture incursions and/or leaks into the Premises shall be repaired immediately, this shall include the repair and/or replacement of any HVAC component which caused the incursion, and the replacement of any and all interior surfaces which have become moisture laden and cannot be dried in entirety to prevent possible future growth of mold.

- A) **Maintenance of Air Quality Standards:** In the event that the referenced statutory requirements for indoor air quality are not met at any time during the term, the Landlord agrees to undertake corrective action within ten (10) days of notice of deficiency issued by the Tenant. The notice shall contain documentation of the deficiency, including objective analysis of the indoor air quality.
- B) Landlord and Tenant agree to meet as requested by either party and review concerns or complaints regarding indoor air quality issues. In the event of any issue not being resolved to the mutual satisfaction of either party within thirty (30) days of such meeting, an independent qualified and licensed professional shall be retained to prepare an objective analysis of air quality, mechanical systems and operations/maintenance procedures. Should the analysis support the complaint of the Tenant, the cost of the report and corrective actions shall be borne by the Landlord. Should the report fail to support any need for corrective action or be the result of changes in occupancy count or space uses by the Tenant from the time of initial occupancy, the cost of the independent consultant shall be borne by the Tenant.

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C) In addition to other provisions of this section, the Landlord hereby agrees to make their best effort to replace any and all malfunctioned HVAC systems or parts the same day that they are notified or observe the damage. In the event that the Landlord is unable to procure and/or install the replacement part, section or unit within said day, the Landlord must notify the Tenant in writing prior to the close of business that day to provide an explanation as to the cause for the delay and the date the deficiencies will be corrected. In this case, the Landlord shall provide temporary air circulation or heat to accommodate the Tenant until the deficiency is remedied.

**8.9 Maintenance and Repair of Lighting, Alarm Systems, Exit Signs etc:**

Maintenance within the premises shall include the Landlord's timely repair and/or replacement of all lighting fixtures, ballasts, starters, incandescent and fluorescent lamps as may be required. The Landlord shall provide and maintain all emergency lighting systems, fire alarm systems, sprinkler systems, exit signs and fire extinguishers in the Premises and/or located in the building to which the Premises are a part in conformance with requirements set forth by the State of New Hampshire Department of Safety, Fire Marshall's office and/or the requirements of the National Fire Protection Agency (NFPA). Said systems and fire extinguishers shall be tested as required and any deficiencies corrected. A report shall be maintained of all testing and corrections made, with a copy of the report furnished to the Tenant no later than thirty (30) days after each semi-annual update to the report.

**8.10 Interior finishes and surfaces:**

Any and all suspended ceiling tiles and insulation which becomes damp and/or water marked shall be replaced (tiles shall match existing in texture and color) no later than three (3) days from the date the damage or water incursion is reported by the Tenant or observed by the Landlord. The Landlord shall clean and wash all interior washable surfaces and repaint all interior painted surfaces in colors agreeable to the Tenant at least once every five years, except where surfaces are in disrepair in which case it shall be required on a more frequent basis.

**8.11 Janitorial Services:** Provision of janitorial services to the Premises shall be as described below, and as specified in a schedule of services that shall be attached as "Exhibit B" hereto.

Janitorial Services shall be provided by the Landlord, as defined and specified in the schedule of services attached as Exhibit B hereto.

**OR:**

Janitorial Services shall be provided by the Tenant, as defined and specified in the schedule of services attached as Exhibit B hereto.

**8.12 Failure to Maintain, Tenant's Remedy:** If the Landlord fails to maintain the Premises as provided herein, the Tenant shall give the Landlord written notice of such failure. If within ten (10) calendar days after such notice is given to the Landlord no steps to remedy the condition(s) specified have been initiated, the Tenant may, at their option, and in addition to other rights and remedies of Tenant provided hereunder, contract to have such condition(s) repaired, and the Landlord shall be liable for any and all expenses incurred by the Tenant resulting from the Landlord's failure. Tenant shall submit documentation of the expenses incurred to the Landlord, who shall reimburse the Tenant within thirty (30) days of receipt of said documentation of work. If the Landlord fails to reimburse the Tenant within thirty (30) days, the Tenant shall withhold the amount of the expense from the rental payment(s), reimbursing the Landlord only after the cost of any and all repair expenses have been recovered from the Landlord.

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**9. Manner of Work, Compliance with Laws and Regulations:** All new construction, renovations and/or alterations to existing buildings, hereinafter known as "work" shall conform to the following:

All work, whether undertaken as the Landlord's or Tenant's responsibility, shall be performed in a good workmanlike manner, and when completed shall be in compliance with all Federal, State, or municipal statute's building codes, rules, guidelines and zoning laws. Any permits required by any ordinance, law, or public regulation, shall be obtained by the party (Tenant or Landlord) responsible for the performance of the construction or alteration. The party responsible shall lawfully post any and all work permits required, and if a "certificate of occupancy" is required shall obtain the "certificate" from the code enforcement authority having jurisdiction prior to Tenant occupancy. No alteration shall weaken or impair the structure of the Premises, or substantially lessen its value. All new construction, alterations, additions or improvements shall be provided in accordance with the Tenant's design intent floor plans, specifications, and schedules; which together shall be called the "Tenant's Design-Build Documents". The Tenant's finalized version of the Design-Build Documents shall be reviewed, accepted, agreed-to and signed by both parties and shall be deemed as part of the lease document.

**9.1 Barrier-Free Accessibility:** No alteration shall be undertaken which decreases, or has the effect of decreasing, architecturally Barrier-free accessibility or the usability of the building or facility below the standards and codes in force and applicable to the alterations as of the date of the performance. If existing elements, (such as millwork, signage, or ramps), spaces, or common areas are altered, then each such altered element, space, or common area shall be altered in a manner compliant with the Code for Barrier-Free Design (RSA 275 C:14, ABFD 300-303) and with all applicable provisions for the Americans with Disabilities Act Standards for Accessible Design, Section 4.4.4 to 4.1.3 "Minimum Requirements" (for new construction).

**9.2 Work Clean Up:** The Landlord or Tenant, upon the occasion of performing any alteration or repair work, shall in a timely manner clean all affected space and surfaces, removing all dirt, debris, stains, soot or other accumulation caused by such work.

**9.3 State Energy Code:** New construction and/or additions that add 25% or greater to the gross floor area of the existing building to which the Premises are a part and/or that are estimated to exceed one million (\$1,000,000) in construction costs, or renovations that exceed 25% of the existing gross floor area, shall conform to all applicable requirements of the State of New Hampshire Energy Code.

**9.4 Alterations, etc.:** The Tenant may, at its own expense, make any alterations, additions or improvements to the premises; provided that the Tenant obtains prior written permission from the Landlord to perform the work. Such approval shall not be unreasonably withheld.

**9.5 Ownership, Removal of Alterations, Additions or Improvements:** All alterations, additions or improvements which can be removed without causing substantial damage to the Premises, and where paid for by the Tenant, shall be the property of the Tenant at the termination of the Lease. This property may be removed by the Tenant prior to the termination of the lease, or within ten (10) days after the date of termination. With the exception of removal of improvements, alterations or renovations which were provided under the terms of the Agreement herein, the Tenant shall leave the Premises in the same condition as it was received, ordinary wear and tear excluded, in broom clean condition, and shall repair any damages caused by the removal of their property.

**10. New construction, Additions, Renovations or Improvements to the Premises:**

The following provisions shall be applicable to the Agreement herein if new construction, improvements or renovations are provided by the Landlord: The Tenant and Landlord have agreed that prior to Tenant occupancy and the commencement of rental payments the Landlord will complete certain new construction, additions, alterations, or improvements to the Premises, (hereinafter collectively referred to as "Improvements") for the purpose of preparing the same for the Tenant's occupancy. Such improvements shall be provided in conformance with the provisions set forth in Section 9 herein and in conformance with the Tenant's Design-Build specifications and plans which shall be reviewed, accepted, agreed-to and signed by both parties and shall be deemed as part of the lease document. It shall be the Landlord's responsibility to provide any and all necessary construction drawings and/or specifications, inclusive (if required for conformance with applicable permitting process) of provision of licensed architectural or engineering stamp(s), and abiding by all review and permitting processes required by the local code enforcement official having jurisdiction. In connection with these improvements the Landlord warrants, represents, covenants and agrees as follows:

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**10.1 Provision of Work, etc.:** Unless expressly otherwise agreed by both parties, all improvements shall be made at the Landlord's sole expense, with said provision amortized into the Rent set forth herein.

A) In the event Tenant has agreed to the Landlord making certain improvements that are not included within those provided at the sole expense of Landlord or not amortized within the Rent, payment shall either be paid in total after Landlord has successfully completed all agreed improvements, or be paid in accordance with a payment schedule which shall withhold a proportion of the total payment until after Landlord has successfully completed the agreed improvements. Tenant's total additional payment and agreed payment schedule shall be set forth in the Agreement herein as a provision within Exhibit A "Schedule of Payments" herein and be listed as a separate section to the Schedule of Payments.

**10.2 Schedule for Completion:** All improvements shall be completed in accordance with the "Tenant's Design-Build Documents" which shall be reviewed, accepted, agreed-to and signed by both parties and shall be deemed as part of the lease document, and shall be completed on or before the date set forth in section 3.2 herein for commencement of the "Occupancy Term".

**10.3 Landlord's Delay in Completion; Failure to Complete, Tenant's Options:** If by reason of neglect or willful failure to perform on the part of the Landlord improvements to the Premises are not completed in accordance with the agreement herein, or the Premises are not completed within the agreed time frame, the Tenant may at its' option:

A) **Termination of Lease:** Terminate the Lease, in which event all obligations of the parties hereunder shall cease; or

B) **Occupancy of Premises "As is":** Occupy the Premises in its current condition, provided a "certificate of occupancy" has been issued for the Premises by the code enforcement official having jurisdiction, in which event the rent hereunder shall be decreased by the estimated proportionate cost of the scheduled improvements, reflecting the Landlord's failure to complete the improvements. The decreased rent shall remain in effect until such time the landlord completes the scheduled improvements; or

C) **Completion of Improvements by Tenant:** Complete the improvements at Tenant's own expense, in which case the amount of money expended by the Tenant to complete the improvements shall be offset and withheld against the rent to be paid hereunder; or

D) **Delay Occupancy:** The date for Tenant occupancy and commencement of rental payments set forth in Section 3.2 herein, shall at the Tenant's option, be postponed until possession of the Premises is given. In such instance the "Schedule of Payments" set forth in Exhibit A herein shall be amended to reflect the delayed inception date of the Tenant's rental and occupancy, with the date for termination also revised to expire the same number or years and/or months thereafter as originally set forth in the Agreement herein. Commencement of the amended Agreement shall be subject to the provisions of paragraph 3.5 herein.

11. **Quiet Enjoyment:** Landlord covenants and agrees the Tenant's quiet and peaceful enjoyment of the Premises shall not be disturbed or interfered with by the Landlord, or any person claiming by, through or under the Landlord. Routine maintenance or inspection of the Premises shall be scheduled with Tenant at least one week in advance, to occur during a mutually agreeable time frame, and to be negotiated in good faith by both parties. Notwithstanding the provisions of this section, the Tenant agrees and covenants that in the event of an emergency requiring the Landlord to gain immediate access to the Premises, access shall not be denied.

12. **Signs:** Tenant shall have the right to erect a sign or signs on the Premises identifying the Tenant, obtaining the consent of the Landlord prior to the installation of the signs; such consent shall not be unreasonably denied. All signs that have been provided by the Tenant shall be removed by them, at their own expense, at the end of the Term or any extension thereof. All damage due to such removal shall be repaired by the Tenant if such repair is requested by the Landlord.

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13. **Inspection:** Three (3) months prior to the expiration of the Term, the Landlord or Landlord's agents may enter the Premises during all reasonable working hours for the purpose of inspecting the same, or making repairs, or for showing the Premises to persons interested in renting it, providing that such entrance is scheduled at least 24 hours notice in advance with the Tenant. Six (6) months prior to the expiration of the term, the Landlord may affix to any suitable part of the Premises, or of the property to which the Premises are a part, a notice or sign for the purpose of letting or selling the Premises.
14. **Assignment and Sublease:** This lease shall not be assigned by the Landlord or Tenant without the prior written consent to the other, nor shall the Tenant sublet the Premises or any portion thereof without Landlord's written consent, such consent is not to be unreasonably withheld or denied. Notwithstanding the foregoing, the Tenant may sublet the Premises or any portion thereof to a government agency under the auspices of the Tenant without Landlord's prior consent.
15. **Insurance:** During the Term and any extension thereof, the Landlord shall at it's sole expense, obtain and maintain in force, and shall require any subcontractor or assignee to obtain and maintain in force, the following insurance with respect to the Premises and the property of which the Premises are a part: comprehensive general liability insurance against all claims of bodily injury, death or property damage occurring on, (or claimed to have occurred on) in or about the Premises. Such insurance is to provide minimum insured coverage conforming to: General Liability coverage of not less than one million (\$1,000,000) per occurrence and not less than three million (\$3,000,000) general aggregate; with coverage of Excess/Umbrella Liability of not less than one million (\$1,000,000). The policies described herein shall be on policy forms and endorsements approved for use in the State of New Hampshire by the N.H. Department of Insurance and issued by insurers licensed in the State of New Hampshire. Each certificate(s) of insurance shall contain a clause requiring the insurer to endeavor to provide the Tenant no less than ten (10) days prior written notice of cancellation or modification of the policy. The Landlord shall deposit with the Tenant certificates of insurance for all insurance required under this Agreement, (or for any Extension or Amendment thereof) which shall be attached and are incorporated herein by reference. During the Term of the Agreement the Landlord shall furnish the Tenant with certificate(s) of renewal(s) of insurance required under this Agreement no later than fifteen (15) days prior to the expiration date of each of the policies.
- 15.1 **Workers Compensation Insurance:** To the extent the Landlord is subject to the requirements of NH RSA chapter 281-A, Landlord shall maintain, and require any subcontractor or assignee to secure and maintain, payment of Workers' Compensation in connection with activities which t he person proposes to undertake pursuant to this Agreement. The Landlord shall furnish the Tenant proof of Workers' Compensation in the manner described in N.H. RSA chapter 281-A and any applicable renewal(s) thereof, which shall be attached and are incorporated herein by reference. The Tenant shall not be responsible for payment of any Workers' Compensation premiums or for any other claim or benefit for the Landlord, or any subcontractor of the Landlord, which might arise under applicable State of New Hampshire Workers' Compensation laws in connection with the performance of the Services under this Agreement.
16. **Indemnification:** Landlord will save Tenant harmless and will defend and indemnify Tenant from and against any losses suffered by the Tenant, and from and against any and all claims, liabilities or penalties asserted by, or on behalf of, any person, firm, corporation, or public authority:
- 16.1 **Acts or Omissions of Landlord:** On account of, or based upon, any injury to a person or loss or damage to property, sustained or occurring, or which is claimed to have been sustained or to have occurred on or about the Premises, on account of or based upon the act, omission, fault, negligence or misconduct of the Landlord, its agents, servants, contractors, or employees.
- 16.2 **Landlord's Failure to Perform Obligations:** On account of or resulting from, the failure of the Landlord to perform and discharge any of its covenants and obligations under this Lease and, in respect to the foregoing from and against all costs, expenses (including reasonable attorney's fees) and liabilities incurred in, or in connection with, any such claim, or any action or proceeding brought thereon; and in the case of any action or proceeding being brought against the Tenant by reason of any such claim, the Landlord, upon notice from Tenant shall at Landlord's expense resist or defend such action or proceeding.
- 16.3 **Tenant's Acts or Omissions Excepted:** Notwithstanding the foregoing, nothing contained in this section shall be construed to require the Landlord to indemnify the Tenant for any loss or damage resulting from the acts or omissions of the Tenant's servants or employees. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State.

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**17. Fire, Damage and Eminent Domain:** The Tenant and Landlord agree that in the event of fire or other damage to the Premises, the party first discovering the damage shall give immediate notice to the other party. Should all or a portion of the Premises, or the property to which they are a part, be substantially damaged by fire or other peril, or be taken by eminent domain, the Landlord or the Tenant may elect to terminate this Lease. When such fire, damage or taking renders the Premises substantially unsuitable for their intended use, a just and proportionate abatement of the rent shall be made as of the date of such fire, damage, or taking, remaining in effect until such time as the Tenant's occupancy and use has been restored in entirety.

**17.1 Landlord's Repair:** In the event of damage to the Premises that can be repaired within ninety (90) days:

- A) No later than five (5) days after the date of damage to the Premises, the Landlord shall provide the Tenant with written notice of their intention to repair the Premises and restore its previous condition; and,
- B) The Landlord shall thereupon expeditiously, at their sole expense and in good and workmanlike manner, undertake and complete such repairs that are necessary to restore the Premises to its previous condition.
- C) The Landlord may provide alternate temporary space for the Tenant until such time that the Premises are restored to a condition that is substantially suitable for the Tenant's intended use. Alternate temporary space is subject to the acceptance of the Tenant. Should said temporary space provide less square footage and/or limited services for the Tenant's use, a proportionate abatement of the rent shall be made.

**17.2 Tenant's Remedies:** In the event the Premises cannot be repaired within ninety (90) days of said fire or other cause of damage, or the Tenant is unwilling or unable to wait for completion of said repair, the Tenant may, at its sole discretion, terminate the agreement herein effective as of the date of such fire or damage, without liability to the Landlord and without further obligation to make rental payments.

**17.3 Landlord's Right To Damages:** The Landlord reserves, and the Tenant grants to the Landlord, all rights which the Landlord may have for damages or injury to the Premises, or for any taking by eminent domain, except for damage to the Tenant's fixtures, property, or equipment, or any award for the Tenant's moving expenses.

**18. Event of Default; Termination by the Landlord and the Tenant:**

**18.1 Event of Default; Landlord's Termination:** In the event that:

- A) **Tenant's Failure to Pay Rent:** The Tenant shall default in the payment of any installment of the rent, or any other sum herein specified, and such default shall continue for thirty (30) days after written notice thereof; or
- B) **Tenant's Breach of Covenants, etc.:** The Tenant shall default in the observation of or performance of, any other of the Tenant's covenants, agreements, or obligations hereunder and such default is not corrected within thirty (30) days of written notice by the Landlord to the Tenant specifying such default and requiring it to be remedied then: The Landlord may serve ten (10) days written notice of cancellation of this Lease upon the Tenant, and upon the expiration of such ten days, this Lease and the Term hereunder shall terminate. Upon such termination the Landlord may immediately or any time thereafter, without demand or notice, enter into or upon the Premises (or any part thereon) and repossess the same.

**18.2 Landlord's Default: Tenant's Remedies:** In the event that the Landlord defaults in the observance of any of the Landlord's covenants, agreements and obligations hereunder, and such default shall materially impair the habitability and use of the Premises by the Tenant, and is not corrected within thirty (30) days of written notice by the Tenant to the Landlord specifying such default and requiring it to be remedied, then the Tenant at its option, may withhold a proportionate amount of the rent until such default is cured, or it may serve a written five (5) day notice of cancellation of this Lease upon the Landlord, and upon the expiration of such a five day period the Lease shall terminate. If any such default of the Landlord does not materially impair the habitability and use of the Premises by the Tenant, the Landlord shall cure such default within thirty (30) days of written notice or within a reasonable alternative amount of time agreed upon in writing by Tenant, failing which, Tenant may terminate this Lease upon ten (10) days written notice to Landlord.

**18.3 Rights Hereunder:** The rights granted under this Section are in addition to, and not in substitution for, any rights or remedies granted herein to the parties, or any rights or remedies at law, or in equity.

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19. **Surrender of the Premises:** In the event that the Term, or any extension thereof, shall have expired or terminated, the Tenant shall peacefully quit and deliver up the Premises to the Landlord in as good order and condition, reasonable wear, tear, and obsolescence and unavoidable casualties excepted, as they are in at the beginning of the term of this lease, and shall surrender all improvements, alterations, or additions made by the Tenant which cannot be removed without causing damage to the Premises. The Tenant shall remove all of its' personal property surrendering the Premises to the Landlord in broom clean condition.

20. **Hazardous Substances:**

20.1 **Disclosure:** The Landlord warrants that to their knowledge and belief, the Premises are free of present or potential contamination which may impact the health or safety of the occupants; examples include but are not limited to: hazardous substances such as asbestos, lead and/or mold.

20.2 **Maintenance/Activity Compliance:** In the event hazardous materials are present, the Landlord further warrants that all custodial, maintenance or other activities on the Premises will be conducted in compliance with applicable statutes, regulations and/or accepted protocols regarding the handling of said materials.

20.3 **Action to Remove/Remediate:** The Landlord shall promptly take all actions that may be necessary to assess, remove, and/or remediate Hazardous Substances that are on, or in the Premises or the building to which the Premises is a part. Said action shall be to the full extent required by laws, rules, accepted industry standard protocols and/or other restrictions or requirements of governmental authorities relating to the environment, indoor air quality, or any Hazardous Substance. Notwithstanding the foregoing, the provisions of 20.5 herein regarding Asbestos shall prevail.

20.4 **Non-Permitted Use, Generation, Storage or Disposal:** The Tenant shall not cause or permit Hazardous Substances to be used, generated, stored or disposed of in the Premises or the building to which it is a part. The Tenant may, however, use minimal quantities of cleaning fluid and office or household supplies that may constitute Hazardous Substances, but that are customarily present in and about premises used for the Permitted Use.

20.5 **Asbestos:**

A) No later than thirty (30) days after the inception of the term herein, the Landlord shall provide the Tenant with the results of an asbestos inspection survey of the Premises and any common areas of the building which may affect the Tenant occupants or its clients. The inspection shall identify all accessible asbestos in these areas of the building and shall be performed by a person certified in accordance with State law and satisfactory to the Tenant. The results of the inspection shall be made a part of the Agreement herein.

B) In the event that asbestos containing material are identified which are in the status of "significantly damaged" or "damaged" (as described in "40 CFR 763") these materials shall be abated in a manner satisfactory to the Tenant, including provision of acceptable air monitoring using Phase Contrast Microscopy.

C) In the event that asbestos containing materials are identified, but which are not damaged, the Landlord shall install an operations and maintenance program satisfactory to the Tenant which is designed to periodically re-inspect asbestos containing materials and to take corrective action as specified in 20.5 (b) above when appropriate. Results of such re-inspections and all air quality monitoring shall be provided to the Tenant within 14 (fourteen) days of completion.

20.6 **Material Safety Data Sheets (MSDS)**

A) The Landlord shall submit MSDS for any and all materials, including cleaning products, introduced to the Premises to the Tenant prior to use. This will enable the Tenant to review submittals for possible adverse health risks associated with the products.

B) At time of occupancy by the Tenant, the Landlord shall provide the Tenant with MSDS for all products incorporated into the Work. This submittal shall be provided in duplicate form presented in three ring binders, categorized in Construction Standards Institute (CSI) format.

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**21. Broker's Fees and Indemnification:** The Landlord agrees and warrants that the Tenant owes no commissions, fees or claims with any broker or finder with respect to the leasing of the Premises. All claims, fees or commissions with any broker or finder are the exclusive responsibility of the Landlord, who hereby agrees to exonerate and indemnify the Tenant against any such claims.

**22. Notice:** Any notice sent by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by registered or certified mail, postage prepaid, in a United States Post Office, addressed to the parties at the addresses provided in Section 1 herein.

**23. Required Property Management and Contact Persons:** During the Term both parties shall be responsible for issuing written notification to the other if their contact person(s) changes, providing updated contact information at the time of said notice.

**23.1 Property Management:** Notwithstanding the provisions of Section "22 Notice", the Landlord shall employ and/or identify a full time property manager or management team for the Premises who shall be responsible for addressing maintenance and security concerns for the Premises and issuing all reports, testing results and general maintenance correspondence due and required during the Term. The Landlord shall provide the Tenant with the information listed below for the designated management contact person for use during regular business hours and for 24-hour emergency response use.

LANDLORD'S PROPERTY MANAGEMENT CONTACT:

Name: Alan McLain  
Title: Manager LLC  
Address: 244 Denmark Street, Berlin, NH 03570 Phone: 603.752.7098  
Email Address: amclain@ne.rr.com

**23.2 Tenant's Contact Person:** Notwithstanding the provisions of Section "22 Notice", the Tenant shall employ and/or identify a designated contact person who shall be responsible for conveying all facility concerns regarding the Premises and/or receiving all maintenance reports, testing results and general correspondence during the term. The Tenant shall provide the Landlord with the information listed below for the designated contact person.

TENANT'S CONTACT PERSON:

Name: Leon Smith  
Title: Assistant Administrator  
Address: 129 Pleasant Street, Concord, NH 03301 Phone: 603.271.9502  
Email Address: leon.smithjr@dhhs.nh.gov

**24. Landlord's Relation to the State of New Hampshire:** In the performance of this Agreement the Landlord is in all respects an independent contractor, and is neither an agent nor an employee of the State of New Hampshire (the "State"). Neither the Landlord nor any of its officers, employees, agents or members shall have authority to bind the State or receive any benefits, workers' compensation or other emoluments provided by the State to its employees.

**25. Compliance by Landlord with Laws and Regulations/Equal Employment Opportunity:**

**25.1 Compliance with Laws, etc:** In connection with the performance of the Services set forth herein, the Landlord shall comply with all statutes, laws, regulations and orders of federal, state, county or municipal authorities which impose any obligations or duty upon the Landlord, including, but not limited to, civil rights and equal opportunity laws. In addition, the Landlord shall comply with all applicable copyright laws.

A) The Tenant reserves the right to offset from any amounts otherwise payable to the Landlord under this Agreement those liquidated amounts required or permitted by N.H. RSA 80:7 through RSA 80:7-c or any other provision of law.

**25.2 Discrimination:** During the term of this Agreement, the Landlord shall not discriminate against employees or applicants for employment because of race, color, religion, creed, age, sex, handicap, sexual orientation, or national origin and will take affirmative action to prevent such discrimination.

**25.3 Funding Source:** If this Agreement is funded in any part by monies of the United States, the Landlord shall comply with all the provisions of Executive Order No. 11246 ("Equal Employment Opportunity"), as supplemented by the regulation of the United States Department of Labor (41 C.F.R. Part 60), and with any rules, regulations and guidelines of the State of New Hampshire or the United States issued to implement these regulations. The Landlord further agrees to permit the State or United States access to any of the Landlord's books, records and accounts for

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the purpose of ascertaining compliance with all rules, regulations and orders, and the covenants, terms and conditions of this Agreement.

**26. Personnel:**

The Landlord shall at its' own expense provide all personnel necessary to perform any and/or all services which they have agreed to provide. The Landlord warrants that all personnel engaged in the services shall be qualified to perform the services, and shall be properly licensed and otherwise authorized to do so under all applicable laws.

**27. Bankruptcy and Insolvency:** If the Landlord's leasehold estate shall be taken in execution, or by other process of law, or if any receiver or trustee shall be appointed for the business and property of the Landlord, and if such execution or other process, receivership or trusteeship shall not be discharged or ordered removed within sixty (60) days after the Landlord shall receive actual notice thereof, or if Landlord shall be adjudicated a bankrupt, or if Landlord shall make a general assignment of its leasehold estate for the benefit of creditors, then in any such event, the Tenant may terminate this lease by giving written notice thereof to the Landlord.

**28. Miscellaneous:**

**28.1 Extent of Instrument, Choice of Laws, Amendment, etc.:** This Lease, which may be executed in a number of counterparts, each of which shall have been deemed an original but which shall constitute one and the same instrument, is to be construed according to the laws of the State of New Hampshire. It is to take effect as a sealed instrument, is binding upon, inures to the benefit of, and shall be enforceable by the parties hereto, and to their respective successors and assignees, and may be canceled, modified, or amended only by a written instrument executed and approved by the Landlord and the Tenant.

**28.2 No Waiver or Breach:** No assent by either party, whether express or implied, to a breach of covenant, condition or obligation by the other party, shall act as a waiver of a right for action for damages as a result of such breach, nor shall it be construed as a waiver of any subsequent breach of the covenant, condition, or obligation.

**28.3 Unenforceable Terms:** If any terms of this Lease, or any application thereof, shall be invalid or unenforceable, the remainder of this Lease and any application of such terms shall not be affected thereby.

**28.4 Meaning of "Landlord" and "Tenant":** Where the context so allows, the meaning of the term "Landlord" shall include the employees, agents, contractors, servants, and licensees of the Landlord, and the term "Tenant" shall include the employees, agents, contractors, servants, and licensees of the Tenant.

**28.5 Headings:** The headings of this Lease are for purposes of reference only, and shall not limit or define the meaning hereof.

**28.6 Entire Agreement:** This Lease embodies the entire agreement and understanding between the parties hereto, and supersedes all prior agreements and understandings relating to the subject matter hereof.

**28.7 No Waiver of Sovereign Immunity:** No provision of this Lease is intended to be, nor shall it be, interpreted by either party to be a waiver of sovereign immunity.

**28.8 Third Parties:** The parties hereto do not intend to benefit any third parties, and this agreement shall not be construed to confer any such benefit.

**28.9 Special Provisions:** The parties' agreement (if any) concerning modifications to the foregoing standard provisions of this lease and/or additional provisions are set forth in Exhibit D attached and incorporated herein by reference.

**28.10 Incompatible Use:** The Landlord will not rent, lease or otherwise furnish or permit the use of space in this building or adjacent buildings, or on land owned by or within the control of the Landlord, to any enterprise or activity whereby the efficient daily operation of the Tenant would be substantively adversely affected by the subsequent increase in noise, odors, or any other objectionable condition or activity.

Landlord Initials: AM  
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IN WITNESS WHEREOF; the parties hereto have set their hands as of the day and year first written above.

**TENANT:** The State of New Hampshire, acting through its' Department of Health and Human Services

Authorized by: (full name and title) David S. Clapp, Director of Facilities

*David S. Clapp*

**LANDLORD:** (full name of corporation, LLC or individual) Berlin Falls Real Estate, LLC

Authorized by: (full name and title) Alan McLain manager

Signature

Print: Alan McLain, Manager, Berlin Falls Real Estate, LLC  
Name & Title

**NOTARY STATEMENT:** As Notary Public and/or Justice of the Peace, REGISTERED IN THE STATE

OF: New Hampshire COUNTY OF: Coos

UPON THIS DATE (insert full date) October 11, 2019, appeared before

me (print full name of notary) Jill Young the undersigned officer personally

appeared (insert Landlord's signature) Alan McLain

who acknowledged him/herself to be (print officer's title, and the name of the corporation) Manager

and that as such

Officer, they are authorized to do so, executed the foregoing instrument for the purposes therein contained, by signing him/herself in the name of the corporation.

In witness whereof I hereunto set my hand and official seal. (provide notary signature and seal)

*Jill Young*

JILL E. YOUNG, Notary Public  
My Commission Expires April 5, 2022

**APPROVALS:**

Recommendation(s) regarding the approval of the Agreement herein issued by the "Architectural Barrier-Free Design Committee" of the "Governors' Commission on Disability" have been set forth in a "Letter of Recommendation" which has been attached hereto and made part of the Agreement herein by reference.

**Approved by the Department of Justice as to form, substance and execution:**

Approval date: ~~October 22, 2019~~ October 22, 2019

Approving Attorney: ~~Talukhera Talukhera~~ Talukhera Talukhera

**Approved by the Governor and Executive Council:**

Approval date: \_\_\_\_\_

Signature of the Deputy Secretary of State: \_\_\_\_\_

Landlord Initials: AM  
Date: 10/11/19

The following Exhibits shall be included as part of this lease:

**EXHIBIT A  
SCHEDULE OF PAYMENTS**

**Part I: Rental Schedule:**

The Premises are comprised of approximately 14,500 square feet of space (as set forth in "Section 2" herein). These figures have been used to calculate the rental costs of the Premises set forth in the "Rental Schedule" below. The Tenant shall pay the monthly and annual costs set forth in the "Rental Schedule".

After the Effective Date of the Agreement forth in Section 3.1 herein the Landlord shall have until the date set forth for commencement of the "Occupancy Term" in Section 3.2 herein to complete construction of the Premises. Rental payments for the Premises shall commence upon the "Occupancy Term" and be in accordance with the "Rental Schedule" herein.

TEN (10) YEAR RENTAL SCHEDULE

<u>Term</u>	<u>Dates</u>	<u>Approximate Cost Per Square Foot</u>	<u>Monthly Rent</u>	<u>Annual Rent</u>	<u>Approximate % Increase Over Previous Year</u>
Year 1	12/1/2019 - 11/30/2020	\$22.00	\$26,583.33	\$318,999.96	
Year 2	12/1/2020 - 11/30/2021	\$22.17	\$26,782.71	\$321,392.52	.75%
Year 3	12/1/2021 - 11/30/2022	\$22.33	\$26,983.58	\$323,802.96	.75%
Year 4	12/1/2022 - 11/30/2023	\$22.56	\$27,253.41	\$327,040.92	1.0%
Year 5	12/1/2023 - 11/30/2024	\$22.78	\$27,525.95	\$330,311.40	1.0%
Year 6	12/1/2024 - 11/30/2025	\$23.00	\$27,801.21	\$333,614.52	1.0%
Year 7	12/1/2025 - 11/30/2026	\$23.24	\$28,079.22	\$336,950.64	1.0%
Year 8	12/1/2026 - 11/30/2027	\$23.47	\$28,360.01	\$340,320.12	1.0%
Year 9	12/1/2027 - 11/30/2028	\$23.71	\$28,643.61	\$343,723.32	1.0%
Year 10	12/1/2028 - 11/30/2029	\$23.94	\$28,930.05	\$347,160.60	1.0%

Total ten-year term    \$3,323,316.96

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**Part II: Additional Costs:**

Additional Payments: Additional payments may be made to the Landlord by the Tenant as unencumbered contingency payments under this agreement for alterations, renovations and modifications to the subject premises, up to \$1,000.00 per event, not to exceed a maximum of \$5,000.00 per year, subject to the mutual written agreement of both the Landlord and the Tenant and without further approval of the Governor and Council for the duration of this lease agreement as indicated in Section 3.1 of the General Provisions.

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**ATTACHMENT TO EXHIBIT A  
TENANT'S FISCAL YEAR SCHEDULE OF RENTAL PAYMENTS**

<i>State Fiscal Year</i>	<i>Month</i>	<i>Square Foot Rate</i>	<i>Monthly Payment</i>	<i>Yearly Total</i>	<i>Fiscal Year Total</i>
2020	12/1/2019	\$ 22.00	\$ 26,583.33		
	1/1/2020	\$ 22.00	\$ 26,583.33		
	2/1/2020	\$ 22.00	\$ 26,583.33		
	3/1/2020	\$ 22.00	\$ 26,583.33		
	4/1/2020	\$ 22.00	\$ 26,583.33		
	5/1/2020	\$ 22.00	\$ 26,583.33		
	6/1/2020	\$ 22.00	\$ 26,583.33		\$ 186,083.31
2021	7/1/2020	\$ 22.00	\$ 26,583.33		
	8/1/2020	\$ 22.00	\$ 26,583.33		
	9/1/2020	\$ 22.00	\$ 26,583.33		
	10/1/2020	\$ 22.00	\$ 26,583.33		
	11/1/2020	\$ 22.00	\$ 26,583.33	\$ 318,999.96	
	12/1/2020	\$ 22.17	\$ 26,782.71		
	1/1/2021	\$ 22.17	\$ 26,782.71		
	2/1/2021	\$ 22.17	\$ 26,782.71		
	3/1/2021	\$ 22.17	\$ 26,782.71		
	4/1/2021	\$ 22.17	\$ 26,782.71		
	5/1/2021	\$ 22.17	\$ 26,782.71		
	6/1/2021	\$ 22.17	\$ 26,782.71		\$ 320,395.62
2022	7/1/2021	\$ 22.17	\$ 26,782.71		
	8/1/2021	\$ 22.17	\$ 26,782.71		
	9/1/2021	\$ 22.17	\$ 26,782.71		
	10/1/2021	\$ 22.17	\$ 26,782.71		
	11/1/2021	\$ 22.17	\$ 26,782.71	\$ 321,392.52	
	12/1/2021	\$ 22.33	\$ 26,983.58		
	1/1/2022	\$ 22.33	\$ 26,983.58		
	2/1/2022	\$ 22.33	\$ 26,983.58		
	3/1/2022	\$ 22.33	\$ 26,983.58		
	4/1/2022	\$ 22.33	\$ 26,983.58		
	5/1/2022	\$ 22.33	\$ 26,983.58		
	6/1/2022	\$ 22.33	\$ 26,983.58		\$ 322,798.61
2023	7/1/2022	\$ 22.33	\$ 26,983.58		
	8/1/2022	\$ 22.33	\$ 26,983.58		
	9/1/2022	\$ 22.33	\$ 26,983.58		
	10/1/2022	\$ 22.33	\$ 26,983.58		
	11/1/2022	\$ 22.33	\$ 26,983.58	\$ 323,802.96	
	12/1/2022	\$ 22.56	\$ 27,253.41		
	1/1/2023	\$ 22.56	\$ 27,253.41		
	2/1/2023	\$ 22.56	\$ 27,253.41		
	3/1/2023	\$ 22.56	\$ 27,253.41		
	4/1/2023	\$ 22.56	\$ 27,253.41		
	5/1/2023	\$ 22.56	\$ 27,253.41		
	6/1/2023	\$ 22.56	\$ 27,253.41		\$ 325,691.77

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2024	7/1/2023	\$ 22.56	\$ 27,253.41		
	8/1/2023	\$ 22.56	\$ 27,253.41		
	9/1/2023	\$ 22.56	\$ 27,253.41		
	10/1/2023	\$ 22.56	\$ 27,253.41		
	11/1/2023	\$ 22.56	\$ 27,253.41	\$ 327,040.92	
	12/1/2023	\$ 22.78	\$ 27,525.95		
	1/1/2024	\$ 22.78	\$ 27,525.95		
	2/1/2024	\$ 22.78	\$ 27,525.95		
	3/1/2024	\$ 22.78	\$ 27,525.95		
	4/1/2024	\$ 22.78	\$ 27,525.95		
	5/1/2024	\$ 22.78	\$ 27,525.95		
	6/1/2024	\$ 22.78	\$ 27,525.95		\$ 328,948.70
2025	7/1/2024	\$ 22.78	\$ 27,525.95		
	8/1/2024	\$ 22.78	\$ 27,525.95		
	9/1/2024	\$ 22.78	\$ 27,525.95		
	10/1/2024	\$ 22.78	\$ 27,525.95		
	11/1/2024	\$ 22.78	\$ 27,525.95	\$ 330,311.40	
	12/1/2024	\$ 23.00	\$ 27,801.21		
	1/1/2025	\$ 23.00	\$ 27,801.21		
	2/1/2025	\$ 23.00	\$ 27,801.21		
	3/1/2025	\$ 23.00	\$ 27,801.21		
	4/1/2025	\$ 23.00	\$ 27,801.21		
	5/1/2025	\$ 23.00	\$ 27,801.21		
	6/1/2025	\$ 23.00	\$ 27,801.21		\$ 332,238.22
2026	7/1/2025	\$ 23.00	\$ 27,801.21		
	8/1/2025	\$ 23.00	\$ 27,801.21		
	9/1/2025	\$ 23.00	\$ 27,801.21		
	10/1/2025	\$ 23.00	\$ 27,801.21		
	11/1/2025	\$ 23.00	\$ 27,801.21	\$ 333,614.52	
	12/1/2025	\$ 23.24	\$ 28,079.22		
	1/1/2026	\$ 23.24	\$ 28,079.22		
	2/1/2026	\$ 23.24	\$ 28,079.22		
	3/1/2026	\$ 23.24	\$ 28,079.22		
	4/1/2026	\$ 23.24	\$ 28,079.22		
	5/1/2026	\$ 23.24	\$ 28,079.22		
	6/1/2026	\$ 23.24	\$ 28,079.22		\$ 335,560.59
2027	7/1/2026	\$ 23.24	\$ 28,079.22		
	8/1/2026	\$ 23.24	\$ 28,079.22		
	9/1/2026	\$ 23.24	\$ 28,079.22		
	10/1/2026	\$ 23.24	\$ 28,079.22		
	11/1/2026	\$ 23.24	\$ 28,079.22	\$ 336,950.64	
	12/1/2026	\$ 23.47	\$ 28,360.01		
	1/1/2027	\$ 23.47	\$ 28,360.01		
	2/1/2027	\$ 23.47	\$ 28,360.01		
	3/1/2027	\$ 23.47	\$ 28,360.01		
	4/1/2027	\$ 23.47	\$ 28,360.01		
	5/1/2027	\$ 23.47	\$ 28,360.01		
	6/1/2027	\$ 23.47	\$ 28,360.01		\$ 338,916.17
2028	7/1/2027	\$ 23.47	\$ 28,360.01		
	8/1/2027	\$ 23.47	\$ 28,360.01		
	9/1/2027	\$ 23.47	\$ 28,360.01		
	10/1/2027	\$ 23.47	\$ 28,360.01		

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	11/1/2027	\$ 23.47	\$ 28,360.01	\$ 340,320.12	
	12/1/2027	\$ 23.71	\$ 28,643.61		
	1/1/2028	\$ 23.71	\$ 28,643.61		
	2/1/2028	\$ 23.71	\$ 28,643.61		
	3/1/2028	\$ 23.71	\$ 28,643.61		
	4/1/2028	\$ 23.71	\$ 28,643.61		
	5/1/2028	\$ 23.71	\$ 28,643.61		
	6/1/2028	\$ 23.71	\$ 28,643.61		\$ 342,305.32
2029	7/1/2028	\$ 23.71	\$ 28,643.61		
	8/1/2028	\$ 23.71	\$ 28,643.61		
	9/1/2028	\$ 23.71	\$ 28,643.61		
	10/1/2028	\$ 23.71	\$ 28,643.61		
	11/1/2028	\$ 23.71	\$ 28,643.61	\$ 343,723.32	
	12/1/2028	\$ 23.94	\$ 28,930.05		
	1/1/2029	\$ 23.94	\$ 28,930.05		
	2/1/2029	\$ 23.94	\$ 28,930.05		
	3/1/2029	\$ 23.94	\$ 28,930.05		
	4/1/2029	\$ 23.94	\$ 28,930.05		
	5/1/2029	\$ 23.94	\$ 28,930.05		
2030	6/1/2029	\$ 23.94	\$ 28,930.05		\$ 345,728.40
	7/1/2029	\$ 23.94	\$ 28,930.05		
	8/1/2029	\$ 23.94	\$ 28,930.05		
	9/1/2029	\$ 23.94	\$ 28,930.05		
	10/1/2029	\$ 23.94	\$ 28,930.05		
	11/1/2029	\$ 23.94	\$ 28,930.05	\$ 347,160.60	\$ 144,650.25
Total Rent				\$ 3,323,316.96	\$ 3,323,316.96

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**EXHIBIT B**

**JANITORIAL SERVICES:**

Janitorial services to be provided by Landlord as described in the "Statement of Work for Janitorial Services" and "Frequencies of Janitorial Services" descriptions provided within this Section. All janitorial services shall be provided by the Landlord as described at no additional cost to the Tenant, the cost shall be included in the "rent" set forth in "Exhibit A" herein.

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## EXHIBIT B

### STATEMENT OF WORK FOR JANITORIAL SERVICES

- 1-01. SCOPE: These specifications provide for accomplishing custodial services in a professional and workmanlike manner, in strict and complete compliance with these specifications and subject to the terms and conditions of this contract.
- 1-02. DESCRIPTION OF WORK: The work to be accomplished under this specification consists of performing all custodial services as hereinafter specified in the attachments hereto.
- 1-03. HOURS OF SERVICE: All janitorial work is to be performed outside of Tenant's regular business hours.
- 1-04. DEFINITIONS OF SERVICES:
- A. Sweeping - Includes brush or mop sweeping compound if required, or mechanical brush-vacuum sweeping, without damage or disfigurement of furniture, doors or base trim.
  - B. Damp-Mopping - Cleaning of floor surfaces using cotton or sponge yarn mops, appropriate stain removal agents, heated water and detergent, if required, using as small amount of water as possible.
  - C. Buffing - Includes buffing with tampico brush and periodic buffing with cylindrical floor machine using fine steel wool cylinder to remove traffic marks, heavy soil, etc.
  - D. Floor Scrubbing - Cleaning of floors by use of deck brush, cylindrical or disc type machine, or automatic machine scrubber and detergent solution using as small amount of water as possible, followed by plain water rinse and pick-up. This scrubbing will be followed by the application of one coat of wax or finish and buffing.
  - E. Floor-Dry-Cleaning - Cleaning to remove marks, imbedded dirt and debris by buffing with steel wool disc or drum on machine having vacuum soil pick-up.
  - F. Floor Stripping - Removal or stripping of all wax or floor finish down to the flooring material, using compound especially prepared for this purpose, with brush or steel wool agitation as required, followed by rinsing with plain water to remove all wax or finish, solution, dirt and film.
  - G. Primary Floor Finishing - Application of two coats of water-emulsion wax or floor finish with clean applicator over entire floor after stripping as above, with thorough buffing after each coat. Wax and floor finish may not be used one after the other unless floor stripping (see para F. above) is first accomplished.
  - H. Touch-Up of Floor Surfaces - Application of wax or finish in heavy traffic areas between primary floor finishing. This includes thorough damp-mop cleaning of entire area prior to application of wax or floor finish, and buffing entire area after application of wax or finish.
  - I. High Dusting - Removal of dust from walls, ceilings, and other structural components; equipment and fixtures above six-foot reach from floor, with hand dusters or vacuum cleaner.
  - J. Resilient Floor Coverings - Includes linoleum - plastic asphalt, rubber and cork.

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K. Vacuum Carpets (spot clean) – Vacuum all carpeted common areas, heavy traffic areas and entranceways.

L. Vacuum Carpets – Vacuum all carpeted surfaces, inclusive of all offices and workstations.

M. Carpet Shampooing and Cleaning – Three acceptable methods:

a. Hot Water Extraction: A truck-mounted hot water, approximately 180° at the wand, (or steam) extraction system to be used. Prior to carpet shampooing, general vacuuming will be provided to remove all particulates. In heavily soiled areas, a pre-treatment of an aggressive alkaline-based solution will be used to assist to break the bond between ground-in particulate and contaminants from the carpet fiber. In extremely soiled areas, a pile lifter will also be required. Rinsing/extracting will be accomplished with a very mild acidic solution or Ph neutral water rinse cleaner, to remove soil and the detergent residue from past cleanings. A high production unit, consisting of a cleaning wand with a motorized power brush, will be used.

The process utilized to be according to recommendations by the carpet manufacturer and the Institute of Inspection Cleaning Restoration Certification (IICRC), a trade organization.

b. Bonnet Cleaning: Thoroughly vacuum all carpeted areas to remove all surface particles prior to performance of cleaning. Mist/spray cleaning product onto carpet, utilize bonnet (rotary buffer with absorbent pads) carpet cleaner machine to remove soil particles and change cleaning pads once they become dirty.

c. Thoroughly vacuum to remove surface particles, pretreat with suitable stain remover as needed. Shampoo with "Rug Doctor" or equivalent rotary broom and solution type machine.

1-05. SUPPLIES AND EQUIPMENT: The LANDLORD will furnish all supplies and equipment for accomplishment of all work. LANDLORD's equipment shall be of the size and type suitable for accomplishing the various phases of work described herein, shall operate from existing sources of electrical power and shall have low noise level of operations. Equipment considered to be improper or inadequate for the purpose shall be removed from the job and replaced with satisfactory equipment. All equipment shall be stored on site.

A. Major Items of Supplies:

Detergent, General Purpose

Soap, toilet (Floating White)

Soap, toilet, powder - Plain and with Borax

Sweeping Compound

Polish - Metal

Wax, Floor, Water Emulsion - or TENANT approved substitute

Liquid floor finish - an acrylic resin floor finish acceptable as an alternate to water.

Waste Container Liners (plastic)

Remover, Water Emulsion Type Floor Wax

B. Material and Supplies - The LANDLORD shall furnish all materials and supplies required.

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C. Supplies Used - Unless otherwise specified, supplies shall be of the highest quality and most suitable type or grade for the respective work under contract. Any item with potentially flammable or otherwise harmful qualities shall not be used.

D. Personal Protection Equipment (PPE) - LANDLORD shall be responsible to provide, instruct and replace/upgrade as necessary, any and all PPE, as required or recommended by OSHA 1910.132 or other such regulation, for all of their employees.

1-06. STORAGE - The Tenant will not be responsible in any way for damage to the LANDLORD's stored supplies, materials or equipment kept throughout the buildings in janitor's closets; or the LANDLORD's employees' personal belongings brought into the building; occasioned by fire, theft, accident or otherwise.

1-07. LANDLORD QUALIFICATIONS:

A. Employees: The LANDLORD shall employ only personnel skilled in janitorial work. Because of possible contact with classified equipment or papers, no person shall be employed whose loyalty to the United States is questionable. The LANDLORD assumes total responsibility of their employees, subcontractors, agents and invitees.

1-08. SUPERINTENDENCE BY LANDLORD: The LANDLORD shall at all times during hours specified for service, provide an on-site working janitorial supervisor who can efficiently and effectively communicate, in written and verbal forms, with both the Tenant and to their subordinate janitorial staff. Supervisor to provide adequate supervision of his employees to ensure complete and satisfactory performance of all work in accordance with information as to how and where he/she or his/her representative can be contacted during the regular business hours (8:00 a.m. to 5:00 p.m.). Once a month the LANDLORD's agent will contact the Department's Manager of Administration to go over any problems and/or suggestions.

1-09. INSPECTION:

D Daily inspection of all the LANDLORD's work will be made by the Department's Manager of Administration or his/her representative. The representative has authority to point out to the LANDLORD, incomplete or defective work and necessary corrective measures, but does not have authority to alter the terms or conditions of the contract. In addition, the on-site facility contact shall maintain a "Jani Log" to note any deficiencies and/or special needs. LANDLORD is responsible to check this log daily, attend to requests and initial when complete.

1-10. STANDARDS: The following standards shall be used in evaluation of custodial services:

A. Dusting - A properly dusted surface is free of all dirt and dust, dust streaks, lint and cobwebs.

B. Plumbing Fixtures and Dispenser Cleaning - Plumbing fixtures and dispensers are clean when free of all deposits and stains so that item is left without streaks, dust, film, odor or stains.

C. Sweeping - A properly swept floor is free of all dirt, dust, grit, lint and debris except imbedded dirt and grit.

D. Spot Cleaning - A surface adequately spot cleaned is free of all stains, deposits and is substantially free of cleaning marks.

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E. Damp Mopping - A satisfactorily damp-mopped floor is without dirt, dust, marks, film, streaks, debris or standing water.

F. Metal Cleaning - All cleaned metal surfaces are without deposits or tarnish and with a uniformly bright appearance. Cleaner is removed from adjacent surfaces.

G. Glass Cleaning - Glass is clean when all accessible glass surfaces are without streaks, film, deposits, and stains, and has a uniformly bright appearance and adjacent surfaces have been wiped clean.

H. Scrubbing - Scrubbing is satisfactorily performed when all surfaces are without imbedded dirt, cleaning solution, film, debris, stains and marks and standing water in all areas and floor has a uniformly clean appearance. A plain water rinse must follow the scrubbing process immediately.

I. Light-Fixture Cleaning - Light fixtures are clean when all components, including bulbs, tubes, lenses and diffusers are without insects, dirt, lint, film and streaks. All articles removed must be replaced immediately.

J. Wall Cleaning - After cleaning, the surfaces of all walls, ceilings, exposed pipes and equipment will have a uniformly clean appearance, free from dirt, stains, streaks, lint and cleaning marks, painted surfaces must not be unduly damaged. Hard finish wainscot or glazed ceramic tile surfaces must be bright, free of film, streaks and deposits.

K. Buffing of Floor Surfaces - All waxed and/or acrylic finished areas will be buffed sufficiently for maximum gloss, as to provide the removal of surface dirt and yield a uniform appearance.

1-11. SERVICES: The following services shall be performed to comply with the aforementioned specified standards:

A. Cleaning Rest Rooms - This work includes cleaning all plumbing fixtures; lavatories, toilet bowls, group wash fountains, dispensers, baby changing stations; spot cleaning wainscot, doors, stall partitions and all laminate counters as required; and filling all paper, soap and feminine napkin dispensers as needed. Scouring powder may be used on plumbing fixtures or ceramic tile to remove stubborn stains or deposits. A toilet bowl cleaner may be used for water closets and urinals if required. All stains or spots shall be removed from ceramic tile, wainscot and stall partitions using a damp cloth, with detergent and chlorine bleach. Floors shall be dry swept and damp mopped. Shower walls shall be wiped dry and the floor cleaned.

B. Cleaning Sinks and Drinking Fountains - All items will be cleaned using detergent or scouring powder if required. Cabinets of water chillers shall be wiped clean with a damp cloth. Any spillage on floors or walls adjacent to fixture shall be wiped clean with a damp cloth.

C. Sweeping - All tile, wood or concrete floors, stairways, landings and stoops shall be swept, using an approved sweeping compound and dust and debris removed to receptacles provided for this purpose outside the building.

D. Damp Mopping Floors - Damp mop all resilient floors, quarry tile and concrete floors. All resilient floors shall be buffed. Note: Resilient floors may be dry cleaned provided satisfactory

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results are demonstrated by the LANDLORD. Damp mopped resilient floors shall be buffed with appropriate brushes.

E. Scrubbing - Scrub all resilient floors, ceramic tile and smooth concrete floors. Resilient floors that have been scrubbed shall be waxed and buffed as specified.

F. Prime Waxing - Primary wax resilient flooring wax shall be applied as recommended by the manufacturer of the product furnished. Primary waxing shall follow immediately the operation of wax removal or stripping and scrubbing.

G. Stripping and Wax Removal - Wax removal shall be accomplished on all resilient floors. All dirt, stain, old wax and debris shall be completely removed down to the original flooring material. When floors are completely clean and dry, apply two coats of wax and buff each coat.

H. Buffing - Touch up wax and/or finish and buff after damp mopping all resilient flooring in entrances, lobbies and corridors.

I. Glass Cleaning - Clean all mirrors, glass cases, windows and glass at building entrances, using plain water or cleaning solution prepared for this purpose. Adjacent rim shall be wiped clean with a damp cloth. Scouring powder or ammonia shall not be used. Doors and windows shall be washed on both sides.

J. Cleaning Interior Walls and Ceilings - When not otherwise washed, clean all interior painted walls, partitions and ceiling surfaces and window trim, except acoustical material. Beginning at the highest point, dust shall be first removed from all surfaces, exposed overhead pipes and equipment with untreated dusters or by vacuuming. Cobwebs shall be removed with an upward stroke to avoid streaking.

K. Cleaning Wainscot and Laminate Counter Tops - Clean all tile or impervious finish wainscot, laminate counter tops, toilet stall partitions and doors. Cleaning shall be accomplished with detergent solution and sponge followed by plain water rinse and drying with a clean cloth. Abrasive cleaners will not be used on painted or resilient surfaces. All spillage or marking of adjacent surfaces shall be wiped clean with a damp cloth.

L. Cleaning Doors and Trim: Clean doors and adjacent trim not otherwise cleaned.

M. Dusting Horizontal Surfaces Other Than Furniture, Fixtures and Equipment - Dust with treated dust cloth or vacuum all horizontal surfaces of windows, radiators, baseboards and other horizontal surfaces in reach from the floor.

N. Empty Waste Receptacles - Empty all waste receptacles, inclusive of all exterior cigarette receptacles, and remove trash and paper from building and deposit in collection facilities provided for this purpose by Landlord.

O. Washing Waste Receptacles - Wash specified waste receptacles to keep in sanitary condition. Washing shall be accomplished with brush and detergent solution. Use of steam or cleaning agents harmful to paint or receptacle material will not be permitted. Receptacles will be left free of deposits, stains, dirt streaks and odor.

P. Clean Light Fixtures - Dust all accessible components of incandescent and fluorescent light fixtures including bulbs, tubes, lenses and diffusers with a cloth or yarn duster. Clean fixtures with a damp cloth at frequencies indicated.

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- Q. Mat Cleaning - Clean all dirt, removing mats at entrance and remove all dirt and dust deposits underneath.
- R. Metal Cleaning and Polishing - All door and rest room hardware shall be polished using approved polishing compound.
- S. Dust and Wash Vertical/Horizontal - Vertical/Horizontal blinds shall be dusted with soft cloths, dusters, brushes manufactured for this purpose, or vacuumed. Blinds to be washed shall be removed from the windows and thoroughly washed, rinsed and dried before reinstalling at proper windows.
- T. Turning off Lights - Janitorial staff shall be responsible to turn off interior lights after the conclusion of their nightly operations.
- 1-12. CLEAN UP: All supplies, equipment and machines shall be kept free of traffic lanes or other areas where they might be hazardous and shall be secured at the end of each work period in areas provided for this purpose. Cloths, mops, or brushes, containing residue of wax or other combustible material subject to spontaneous ignition, shall not be disposed of or stored within the building or dumped in the on site disposal facility. LANDLORD shall be responsible to legally dispose of any and all hazardous or flammable materials as required by law. All dirt and debris resulting from work under this contract shall be disposed of each day at the completion of work. Only biodegradable cleaning solutions shall be disposed of in plumbing fixtures provided for this purpose.
- 1-13. LOST, FOUND OR MISSING ARTICLES: All unclaimed articles found in or about the work areas by the LANDLORD will be turned in immediately to the Tenant's District Office Manager of Operations located at this facility.
- 1-14. SNOW AND ICE REMOVAL: To be provided in conformance with Section 8.5 of the Agreement herein.
- 1-15. SUPPLIES: The LANDLORD will furnish supplies to fill all dispensers in the rest rooms and lounge. This is to include toilet paper, paper towels, sanitary toilet seat covers, baby changing station bed liners, anti-bacterial soap and sanitary napkins.
- 1-16. RECYCLING: The Landlord shall provide recycling collection, documentation, and repository services in accordance with the provisions of Exhibit C Part IV "Recycling" of the Agreement herein.

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**Exhibit B Continued:  
FREQUENCIES OF JANITORIAL SERVICES**

SERVICE	DAILY	WEEKLY	MONTHLY	QUARTERLY	SEMIANNUALLY	ANNUALLY
<b>Floors (Resilient)</b>						
Sweep/Dust Mop	X					
Damp Mop	X					
Damp Mop Entrances	X					
Buff			X			
Strip and re wax main corridors and public areas				X		
Scrub and apply one coat of wax			X			
<b>Walls</b>						
Clean						X
Spot clean (as required)						
Dust (include piping ducts, etc.)				X		
<b>Woodwork and Doors</b>						
Clean						X
Spot clean walls, doors, trim, folding doors, etc. as required						
Dust		X				
<b>Light Fixtures</b>						
Dust			X			
Damp Wipe				X		
<b>Diffusers: Damp Clean</b>					X	
<b>Drinking Fountains</b>						
Clean	X					
Dust horizontal surfaces of all fixtures, ledges, woodwork, doors, etc.			X			
<b>Waste Receptacles</b>						
Empty waste Receptacles	X					
Wash waste Receptacles			X			
<b>Mat Cleaning</b>	X					
<b>Exterior Doors</b>						
Class Cleaning, Other		X				
<b>Metal Cleaning and Polishing (as required)</b>						
<b>High Dusting</b>				X		
<b>Toilets</b>						
Clean Water Closets	X					
Clean Urinals	X					
Clean Wash Basins	X					
Dispensers, fill and clean	X					
Mirrors	X					
Mop floors with disinfectant	X					
Vacuum Carpets (spot clean)	X					
<b>Vacuum Carpets</b>		X				
<b>Window Cleaning – Interior and Exterior</b>						X
Removal and replacement of window screens as necessary						
<b>Skylight clean (if applicable)</b>				X		
<b>Window covering</b>						
Clean and re-hang					X	
<b>Carpet Cleaning</b>				X		
*Hot Water Extraction Method						X
Bonnet Cleaning Method				X		
<b>Recycling</b>		X				

\* Hot Water Extraction at 12 months replaces quarterly Bonnet Cleaning

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**EXHIBIT C**

**Provisions for Architecturally Barrier – Free Accessibility, "Clean Air" compliance, Improvements, Recycling, and Energy Conservation follow:**

**Part I Architecturally Barrier-Free access to the Premises conforming with all applicable codes and regulations which are in effect as of the date of inception of the Term shall be provided unless otherwise agreed by the parties hereto and agreed by the "Architectural Barrier-Free Design Committee". If Barrier-Free access is deficient it shall be provided after the inception of the Term herein by making certain renovations and/or alterations to the Premises which shall include all recommendations set forth by the State of New Hampshire's "Architectural Barrier-Free Design Committee" (AB Committee) in their "Letter of Recommendation" which has been attached hereto and made part of the Agreement herein by reference.**

1. As set forth in the agreement herein all work provided to the Premises during renovations described in Part III herein shall conform to all applicable codes including but not limited to those pertaining to architecturally barrier-free accessibility. Such renovations shall also include any improvements specifically requested by the State of New Hampshire's Architectural Barrier-Free Design (AB) Committee in their "letter of opinion" which shall be attached herein.
2. Landlord to install "No Parking" signs at the head of all access aisles in conformance with section 303 of the Architectural Barrier Free Design Code.
3. Landlord will ensure that a code-conforming, tactile warning is provided at the public drinking fountain.
4. Landlord will ensure that all toilet stall doors will self-close.
5. Landlord will ensure that code-conforming door pulls are added to all toilet stall doors.
6. Landlord will ensure that pipe insulation or other contact protection is installed under all sinks with exposed pipes or sharp or abrasive surfaces.

**Part II Air Testing Requirements – No later than thirty (30) days after the commencement of the Term herein the air quality of the Premises shall be tested in accordance with the requirements of the Agreement herein.**

1. Definitions:
  - a) "Initial lease" means the lease of space within a building, executed on behalf of a state agency when no prior lease for the rental of that particular space by the agency exists.
  - b) "Office space" means an area within a building occupied for 4 or more hours each workday by one or more state employees whose primary functions include supervision, administration, clerical support, retail sales, or instruction. "Office space" does not include laboratories, vehicle repair facilities, machine shops, or medical treatment areas, and does not include any other areas where the department determines that the air quality contaminants created by the activity in the area are appropriately regulated by other state or federal authorities.
  - c) "Owner or operator" means the builder, seller, lessor, donor, or the donor's executor of a building, or portion of a building, which is leased, rented, sold or bequeathed to, or which will be or has been built for, the state for use as office space.
  - d) "Previously certified space" means an office space that was demonstrated to have passed the air quality tests subsequently described in this section when it was leased by the state for the first time.

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- e) "Renewal lease" means the agency's previous lease has expired and a new lease agreement for the same space has been agreed upon.
  - f) "Short-term lease" means a lease for any building area less than or equal to one year in duration.
  - g) "Small space" means any leased building area whose total net usable square footage is equal to or less than 1,000 square feet.
2. An owner or operator who is leasing office space to the state shall demonstrate compliance with the following clean air industry standards if the space is:
- a) A space not previously occupied by the State requiring complete testing as specified; or
  - b) A previously certified space subject to a renewal lease requiring modified testing; or
  - c) A small space or area within a building whose total net usable square footage is equal to or less than 1,000 square feet, occupied for less than four (4) hours each workday by one or more state employees, shall be exempt from clean air testing standards.
3. Required tests and indoor air standards:
- a) Sampling and Analysis – General:
    - i. Samples shall be collected by or under the direction of a certified industrial hygienist or an individual who is accredited by the American Board of Industrial Hygiene.
    - ii. Samples to be tested for asbestos and formaldehyde shall be analyzed by laboratories accredited by the American Industrial Hygiene Association.
  - b) Ventilation:
    - i. **Standard:** The ventilation requirement shall be a minimum of 20 cubic feet per minute (cfm) of fresh air per person occupying the space.
  - c) Noise Testing:
    - i. All state tenant noise sources turned off; such as printers and copiers; and
    - ii. Air handling systems in operation.
    - iii. **Standard:** Noise levels shall not exceed:

Frequency (Hz)	Noise Level (dBA)
63	67
125	60
250	54
500	49
1000	46
2000	44
4000	43
8000	42

- d) Radon Testing:
  - i. **Standard:** The maximum allowable concentration of radon shall be 4.0 picocuries of radon per liter of air.
  - ii. Radon testing shall be done on the lowest level that will be occupied as office space.
  - iii. If a passive radon monitoring device is used, duplicate samples shall be collected for every 2,000 square feet of office space.
  - iv. Radon testing devices shall be approved by the National Radon Safety Board (NRSB) or the national Environmental Health Association (NEHA) and analyzed by a laboratory accredited by the NRSB or certified by the NEHA.
  - v. Radon shall be measured in accordance with the NRSB or NEHA radon measurement protocol.
- e) Formaldehyde Testing:
  - i. **Standard:** The maximum allowable concentration of formaldehyde shall be 0.1 parts of formaldehyde per million parts of air.
- f) Asbestos Testing:
  - i. **Standard:** The maximum allowable concentration of asbestos shall be 0.1 fibers per cubic centimeter of air as determined by phase contrast optical microscopy, performed as described in

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“Asbestos and Other Fibers by PCM: Method 7400, Issue2” NIOSH Manual of Analytical Methods (NMAM) Fourth Edition, 8/15/94.

- ii. Office space that will be subject to a renewal lease shall be retested for asbestos except when the owner or operator can document that either:
  - The building or space has been previously certified as asbestos-free by the building contractor; or
  - The building or space has been inspected by an accredited asbestos inspector and determined to be asbestos-free.
- g) Carbon Dioxide Testing:
  - i. **Standard:** The maximum allowable concentration of carbon dioxide shall be:
    - 800 parts of carbon dioxide per million parts of air in unoccupied office spaces; or
    - 1,000 parts of carbon dioxide per million parts of air in occupied office spaces.
- h) Carbon Monoxide Testing:
  - i. **Standard:** The maximum allowable concentration of carbon monoxide shall be 5 parts of carbon monoxide per million parts of air.
  - ii. Carbon monoxide testing shall be conducted with the heating, ventilating, and air conditioning system on.
4. Modified tests and indoor air standards:
  - a) A previously certified space shall demonstrate compliance with clean air standards for 3f Asbestos, 3g Carbon Dioxide, and 3h Carbon Monoxide testing only.
5. Certification of Clean Air Standards
  - a) The owner or operator shall certify the quality of the indoor air present in a building, or portion(s) of a building to be used as office space.
  - b) Certification by the owner or operator shall be deemed complete upon written receipt by the department of one of the following two statements:
    - i. “I hereby affirm that sampling and analyses conducted were performed in accordance with the best professional practice and that all tests were within normal limits”; or
    - ii. “I hereby affirm that sampling and analysis conducted were performed in accordance with best professional practice and that all tests were not within normal limits.”
  - c) The owner or operator shall attach a copy of all test results as described above to the written statement completed in 8.8.3.2 above.
6. Waiver Procedure:
  - a) An owner or operator has an option to request a waiver by providing an explanation of why they can’t meet the air testing standards as described in Part II, 3 above.
  - b) The State of New Hampshire reserves the right to grant/not grant an exemption.

*The Landlord shall schedule and pay for the required testing. In the event of testing results demonstrating the Premises do not conform with all or part of the above mentioned requirements, Landlord will be responsible for providing and paying for the alterations and repairs necessary to remedy the non-conformity, the time frame to be allowed for providing remedy, and Landlord shall bear the cost of re-testing and repair required. | |*

**Part III Improvements, Renovations or New Construction (“work”):** In the event that the Agreement herein includes provisions for such “work” to be provided, the Tenant’s finalized version of Design-Build floor plans, specifications and any supplemental defining documents depicting all “work” shall be reviewed, accepted, agreed-to and signed by both parties and shall be deemed as part of the lease document. The Tenant and the Landlord shall both retain copies of these documents. Tenant shall provide complete copies to the State of New Hampshire, Department of Administrative Services, Bureau of Planning and Management. | |

**Push Plate Activated Automated Doors:** Provide and install automated ADA conforming public entrance door at Tenant’s Public Lobby Entrance from second floor elevator lobby. Complete installation to include the following:

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**Door:** Fully glazed storefront type aluminum entrance door with tempered glazing. Verify requirements for fire rating (if any) with applicable building authority.

**Door Opener:** Provide and install ANSI/BHMA A156.19 and code compliant swing door operator activated by pushbutton switches at second floor Elevator Lobby and DHHS Public Lobby. Switches are required for both the ingress and egress operations.

Opener to provide slow opening, low-powered, automatic door. Door shall not open to back check faster than 3 seconds and shall require no more than 15 lbs. to stop door movement.

**Interior pushbutton switches:** for accessible doors shall be mounted no higher than 48 inches above the finished floor.

**Sweep period:** shall be adjusted so that from an open position of 70 degrees the door will take at least 3 seconds to move to a point 3 inches from the latch, measured to the leading edge of the door.

**Installation:** Provide and install all required electrical conduit and connectivity necessary for fully operational doors.

**Access Control Coordination:** Coordinate opener with relay(s) as required for interconnection with the Tenant's access control system.

**Signage:** Provide signage as required by Section 6 of BHMA A 156.19

#### **Additional Parking Spaces**

Provide painted parking striping at the center un-painted area of the front parking lot for 16 additional standard sized automobile spaces, resulting in a total of 142 spaces for the entire lot. Match paint color and striping pattern of existing parking spaces. Comply with dimensional criteria of applicable authorities.

**Part IV Recycling:** *The manner in which recycling at the Premises will be implemented and sustained is either documented below or as specified in the attachment hereto titled "Recycling" which shall be made part of the Agreement by reference.*

1. The Landlord, or the Landlord's Janitorial provider (Provider), shall recycle all waste products for which markets are available. The following products may be included: mixed paper, including boxboard, corrugated cardboard, shredded paper and containers (plastic, tin, cans, bottles and glass). Items to be recycled shall be determined by what is accepted as recyclable materials at the Town of Conway Transfer station.
2. The Tenant shall place all items intended for recycling in collection bins, which shall be provided and properly labeled by Tenant. These bins shall be provided in no less than four (4) locations throughout the Premises. The Provider shall remove the items intended for recycling from the Tenant's collection bins and bags and deposit at the Town of Conway Transfer station. Tenant shall ensure all recyclable liquid containers shall be empty and rinsed before placing in the bins.

**Part V Energy Conservation:** *The extent to which a landlord can share information on the facility's energy consumption shall be documented below. When possible, the landlord shall share information such as energy audit results, energy scores, and monthly energy invoices.*

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**EXHIBIT D  
SPECIAL PROVISIONS**

The parties' agreements concerning modifications or additions to the foregoing standard provisions of this lease shall be as set forth below or attached hereto and incorporated by reference.

**SPECIAL PROVISIONS OF THE LEASE:**

- A. Federal Debarment, Suspension and Other Responsibility Matters – Primary Covered Transactions: The "List of Parties Excluded From Federal Procurement or Non-procurement Programs" was reviewed and the Landlord was not on the list (see the attached search results). Should Landlord, during the term of this lease agreement, be disbarred, suspended or proposed for debarment, Tenant may continue the lease in existence at the time the Landlord was debarred, suspended, or proposed for debarment unless the Tenant directs otherwise. Should Landlord be debarred, suspended, or proposed for debarment, unless the Tenant makes a written determination of the compelling reasons for doing so, Tenant shall not exercise options, or otherwise extend the duration of the current lease agreement.
- B. Public Disclosure: RSA 91-A obligates disclosure of contracts (which includes operating leases) resulting from responses to RFPs. As such, the Secretary of State provides to the public any document submitted to G&C for approval, and posts those documents, including the contract, on its website. Further, RSA 9-F:1 requires that contracts stemming from RFPs be posted online. By submitting a proposal and entering into the Agreement herein the Landlord acknowledges and agrees that, in accordance with the above mentioned statutes and policies, (and regardless of whether any specific request is made to view any document relating to this RFP), the lease agreement herein will be made accessible to the public online via the State's website without any redaction whatsoever.

**MODIFICATION OF STANDARD PROVISIONS OF THE LEASE:**

**ADDITIONS TO THE STANDARD PROVISIONS OF THE LEASE:**

- A. Parking. Provide a minimum of seventy-four (74) paved and striped parking spaces for the Tenant's staff, security personnel and visitors. Provision of parking shall be without additional charge, included in the annual rent. The total number of paved parking spaces shall also meet or exceed the required numbers as required by the local building code. Full compliance with all barrier-free accessibility requirements set forth in the codes cited herein is the responsibility of the Landlord, and shall include but is not limited to: the provision of curb cut ramps with detectable warnings, access aisles and compliant signage at each accessible parking space, an accessible route from the accessible parking spaces to the accessible entrances, lighting, signage, and designation of all spaces with painted lines and/or symbols on the asphalt.
- i. Visitor and accessible parking spaces: provide twelve (12) on-site parking spaces providing visitor and accessible (ADA compliant) parking. These spaces shall be located directly adjacent to the Court entrance designated for "Public" use.
1. Accessible parking spaces: include in the required number of parking spaces the number of accessible parking spaces, which provides conformance with the current New Hampshire Building Code and the 2010 ADA Standards for Accessible Design. Typically, (with the exception of van spaces) all accessible parking spaces must be

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adjacent to a five-foot (5') wide access aisle thereby providing proper configuration and designation with the above referenced codes and guidelines.

2. One in every six (but not no less than one) required accessible spaces shall be configured for and designated as "Van Accessible" space. A minimum of one van accessible space shall be provided in all cases. For the van accessible spaces provide an adjacent eight-foot (8') wide access aisle located on the passenger side of the parking space. Each space shall conform to the dimensional requirements of the New Hampshire Building Code.
  3. The Landlord shall provide proper permanent designation signage at each accessible parking space. Each sign shall be supplied and installed on a metal post, mounted with the lower edge of the sign at 60" above the ground. Each sign shall be bright blue with the white universal symbol of accessibility (wheelchair).
    - a. Van accessible parking space signs shall bear the additional designation of "van" accessible.
  4. Each access aisle shall be clearly reserved with a sign reading "no parking" and the asphalt paving within these aisles shall be painted with yellow diagonal lines.
- ii. Staff Parking: Provide a minimum of sixty-two (62) designated staff parking spaces. The spaces shall be adjacent to the DHHS' designated staff entrance. Provide a sign to the entrance to this section of the parking lot stating "Reserved Authorized Personnel Only."

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## New Hampshire Governor's Commission on Disability

Christopher T. Sununu, Governor  
Paul Van Blarigan, Chair  
Charles J. Saia, Executive Director

**To:** Department of Health and Human Services  
**From:** Architectural Barrier Free Design Committee  
**Date:** September 17, 2019  
**Re:** LETTER OF OPINION  
Pursuant to the New Hampshire Code of Administrative Rules, ADM 610.16  
(e) (3)

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**Location:** Department of Health and Human Services  
650 Main Street, #200, Berlin NH 03570; and as more particularly described in  
the proposed lease.  
**Term:** 10 Years; December 1, 2019 through November 30, 2029  
**Lessee:** Department of Health and Human Services  
**Lessor:** Berlin Falls Real Estate, LLC, 244 Denmark Street, Berlin NH 03570

In accordance with the New Hampshire Code of Administrative Rules, codified in Adm. 610.16 (e) (3), the Governor's Commission on Disability's (GCD) Architectural Barrier Free-Design Committee (ABFDC) has opined that the location referenced above and referred to herein, meets or will meet barrier free requirements, subject to the completion of the conditions listed below. The subject lease was reviewed during the ABFDC's **September 17, 2019** meeting.

This Letter of Opinion, pursuant to ADM 610.16 (e) (3); The Administrative Rules of the Department of Administrative Services; is issued with the following conditions, if any, as referenced in EXHIBIT A and EXHIBIT B, and is subject to the limitations stated herein.

Upon completion, all renovations specified in the Lease agreement any supportive Design-Build Specifications and drawings or sketches; including but not limited to EXHIBIT B, and parking schematics; demonstrated at the ABFDC meeting on **September 17, 2019**, must comply with the provisions set forth in this letter and with the applicable New Hampshire Code for Barrier-Free Design. Although no comment or opinion is expressed regarding the New Hampshire State Building Code and the New Hampshire State Fire Code, and/or any other code; it is highly recommended, when applicable, relevant documentation be submitted to the local or State authority having jurisdiction, for any necessary approvals.

The Governor's Commission on Disability and/or the Architectural Barrier Free Design Committee cannot survey all state leased properties for compliance with the New Hampshire Code for Barrier Free Design or for compliance with the conditions stated in this Letter of

Opinion. However, as a safeguard for the State of New Hampshire, for the citizens of New Hampshire, and to ensure access for persons with disabilities; random site visits may be performed on an as needed basis for compliance regarding accessibility.

A representative for the Lessee or a designee of the Lessee must provide to the Governor's Commission on Disability proof of completion via photographs, invoices, or as outlined above, or as outlined in the exhibits, for the items listed therein, and shall certify to the Governor's Commission on Disability that the conditions outlined herein and as set forth in the Lease Agreement and related attachments have been satisfied. Should the Lessee not comply with the provisions of the Code for Barrier Free Design or the accessibility standards, or default on the completion of conditions; the Lessee, will rectify immediately after due notification by the Governor's Commission on Disability or the Architectural Barrier Free Design Committee.

The Lessee, a representative for the Lessee, or a designee for the Lessee agrees that should the term of the proposed lease be extended, the Lessee will contact and state to the Governor's Commission on Disability that there have been no material changes to the property, and that all conditions issued by the Architectural Barrier Free Design Committee, have been complied with. If the Lessee is not able to render such a statement or if any of the previously issued conditions have not been met, then the extension to the lease may need to be presented to the Governor's Commission on Disability for review and recommendation.

This Letter of Opinion is based upon a review of all provided documentation regarding the premises, and this Letter of Opinion is based on the assurances of the Lessee for compliance therein. Future review of existing and new documentation, as well as, future physical site visits may be conducted at the discretion of the Governor's Commission on Disability and/or the Architectural Barrier Free Design Committee.

Respectfully submitted by the **Architectural Barrier-Free Design Committee** on this day of **Tuesday, September 17, 2019**.

*Eric Brand*  


Eric Brand, Chair  
Architectural Barrier Free Design Committee

Cc: Charles J. Saia, Executive Director

**EXHIBIT A - CONDITIONS:**

1. Lessee will ensure that "No Parking" signs are installed at the head of all access aisles in conformance with section 303 of the Architectural Barrier Free Design Code. Lessee will provide proof of completion with photos and measurements to the Governor's Commission on Disability by January 1, 2020.
2. Lessee will ensure that exterior entrance walk-off mats are secured or removed to conform with section 302.2 of the 2010 ADA Standards for Accessible Design. Lessee will provide proof of completion with photos to the Governor's Commission on Disability by January 1, 2020.
3. Lessee will ensure that a code-conforming, tactile warning is provided at the public drinking fountain. Lessee will provide proof of completion with photos and measurements to the Governor's Commission on Disability by January 1, 2020.
4. Lessee will ensure that all toilet stall doors will self-close. Lessee will provide proof of completion with a copy of an invoice or written statement to the Governor's Commission on Disability by January 1, 2020.
5. Lessee will ensure that code-conforming door pulls are added to all toilet stall doors. Lessee will provide proof of completion with photos and measurements to the Governor's Commission on Disability by January 1, 2020.
6. Lessee will provide a code-conforming assistive listening system in all required rooms including, but not limited to, the fair hearing room. Lessee will provide proof of completion with copies of invoices and a written statement to the Governor's Commission on Disability by January 1, 2020.
7. Lessee will install a code-conforming sign, which notifies patrons of the availability of an assistive listening system in all rooms with an assistive listening system, including, but not limited to, the fair hearing room. Lessee will provide proof of completion with pictures and measurements to the Governor's Commission on Disability by January 1, 2020.
8. Lessee will ensure that pipe insulation or other contact protection is installed under all sinks with exposed pipes or sharp or abrasive surfaces. Lessee will provide proof of completion with pictures to the Governor's Commission on Disability by January 1, 2020.

9. Lessee will ensure that all self-serve kiosks meet all applicable accessibility code requirements including, but not limited to, reach requirements and protrusion requirements as noted in the 2010 ADA Standards for Accessible Design. Lessee will submit proof of completion with photos and measurements to the Governor's Commission on Disability by June 1, 2020.
10. Lessee will fully complete and submit a current and GCD approved ADA Checklist for Existing Facilities with photographs and applicable documentation every (10) ten years, or sooner if lease is renewed, extended, amended, newly executed, or if construction or renovations are undertaken in any manner. On a case-by-case basis, and at the discretion of the GCD, Lessee may postpone completion of the ADA Checklist for Existing Facilities.
11. The Lessee agrees that should the term of this lease be extended, the Lessee will contact and state to the Governor's Commission on Disability that there have been no material changes to the property, and that all conditions issued by the Architectural Barrier Free Design Committee have been satisfied. If the Lessee is not able to render such a statement or if any of the previously issued conditions have not been satisfied, then the extension to the lease may need to be presented to the Architectural Barrier Free Design Committee for their review.
12. A site visit will be performed to review for accessibility and report as needed to the Architectural Barrier Free Design Committee. Site visit will be scheduled with the Lessee within 30 days and be performed at a mutually agreed upon date and time, no later than January 1, 2020. Lessee agrees that a representative of the Department of Health and Human Services will be present for the site visit. Upon completion of the site visit, if any non-code compliant elements exist, and a plan for correction cannot be agreed upon, the Lessee will appear before the Architectural Barrier-Free Design Committee for a final decision for correction.

**EXHIBIT B**

*NONE*

# State of New Hampshire

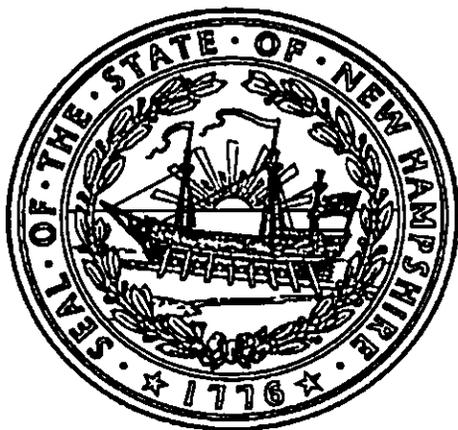
## Department of State

### CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that BERLIN FALLS REAL ESTATE LLC is a New Hampshire Limited Liability Company registered to transact business in New Hampshire on October 18, 2007. 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: 586071

Certificate Number: 0004603534



IN TESTIMONY WHEREOF,  
I hereto set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 10th day of October A.D. 2019.

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

William M. Gardner  
Secretary of State

**Berlin Falls Real Estate, LLC  
224 Denmark St.  
Berlin, NH 03570**

Certificate of Authority

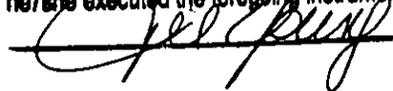
That Alan McLain, on behalf of Berlin Falls Real Estate, is authorized to enter into a specific contract, lease or other agreement and further authorizes said individual to execute any documents which may in their judgment be desirable or necessary to affect the purpose of this vote.

I hereby certify that said authorization has not been amended or repealed and remains in full force and effective as of October 11, 2019.

Date: 10-29-19

  
\_\_\_\_\_

County of Coos, ss.  
State of New Hampshire  
On this 29<sup>th</sup> day of October, 2019  
Daniel Hebert Jr  
known to me or proven to be the instrument subscriber,  
personally appeared before me and acknowledged that  
he/she executed the foregoing instrument.

  
\_\_\_\_\_  
Notary Public

JILL E. YOUNG, Notary Public  
My Commission Expires April 5, 2022

EXHIBIT C

STATE OF NEW HAMPSHIRE PROPOSAL AFFIDAVIT FORM

Date: 10/11/19

Company Name: Berlin Falls Real Estate LLC  
Address: 241 Denmark St.  
Berlin NH 03570

In accordance with RSA 21-I:11-c, the undersigned person certifies that neither the party offering the proposal nor any of its subsidiaries, affiliates or principal officers (principal officers refers to individuals with management responsibility for the entity or association):

- (1) Has, within the past 2 years, been convicted of, or pleaded guilty to, a violation of RSA 356:2, RSA 356:4, or any state or federal law or county or municipal ordinance prohibiting specified bidding practices, or involving antitrust violations, which has not been annulled;
- (2) Has been prohibited, either permanently or temporarily, from participating in any public works project pursuant to RSA 638:20;
- (3) Has previously provided false, deceptive, or fraudulent information on a vendor code number application form, or any other document submitted to the state of New Hampshire, which information was not corrected as of the time of the filing a bid, proposal, or quotation;
- (4) Is currently debarred from performing work on any project of the federal government or the government of any state;
- (5) Has, within the past 2 years, failed to cure a default on any contract with the federal government or the government of any state;
- (6) Is presently subject to any order of the department of labor, the department of employment security, or any other state department, agency, board, or commission, finding that the applicant is not in compliance with the requirements of the laws or rules that the department, agency, board, or commission is charged with implementing;
- (7) Is presently subject to any sanction or penalty finally issued by the department of labor, the department of employment security, or any other state department, agency, board, or commission, which sanction or penalty has not been fully discharged or fulfilled;
- (8) Is currently serving a sentence or is subject to a continuing or unfulfilled penalty for any crime or violation noted in this section;
- (9) Has failed or neglected to advise the division of any conviction, plea of guilty, or finding relative to any crime or violation noted in this section, or of any debarment, within 30 days of such conviction, plea, finding, or debarment; or
- (10) Has been placed on the debarred parties list described in RSA 21-I:11-c within the past year.

Person offering the proposal has read and fully understands this form.

Authorized Signor's Name Printed ALAN McLain

Authorized Signor's Signature Alan McLain

Authorized Signor's Title Manager

NOTARY PUBLIC/JUSTICE OF THE PEACE

COUNTY: Coos STATE: NH ZIP: 03576

On the 11<sup>th</sup> day of October, 2019, personally appeared before me, the above named Alan McLain, in his/her capacity as authorized representative of Berlin Falls RE known to me or satisfactorily proven, and took oath that the foregoing is true and accurate to the best of his/her knowledge and belief.

In witness thereof, I hereunto set my hand and official seal.

[Signature]  
(Notary Public/Justice of the Peace)

My commission expires: April 5, 2022 (Date)

Berlin Falls Real Estate, LLC  
244 Denmark Street  
Berlin, NH 03570

**Workers Compensation**

Berlin Falls Real Estate does not have any employees so is not required to provide Workers Compensation Insurance.

*Alan McLain*

**DEPARTMENT OF ADMINISTRATIVE SERVICES  
SYNOPSIS OF ENCLOSED LEASE CONTRACT**

**FROM:** Gail L. Rucker, Administrator II  
Department of Administrative Services  
Bureau of Planning and Management

**DATE:** Oct 15, 2019

**SUBJECT:** Attached Renewal Lease;  
Approval respectfully requested.

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

**LESSEE:** Department of Health and Human Services, 129 Pleasant Street, Concord, NH 03301

**LESSOR:** Berlin Falls Real Estate, LLC, 244 Denmark Street, Berlin, NH 03570

**DESCRIPTION:** Renewal Lease: Approval of the enclosed will authorize the renewal of a ten year lease for Department of Health and Human Services, under the terms of this agreement the first year is \$22.00SF, year two and three will each increase .75%, years four through ten will increase 1% each year. The rental space is located on the main level, approximately 14,500 SF of 650 Main Street, Berlin, NH 03570.

**TERM:** Ten(10) years, commencing December 1, 2019; ending November 30, 2029

**ANNUAL RENT:** Year 1- 14,500 SF @ \$22.00 SF; \$318,999.96 annual, \$26,583.33 monthly  
Year 2- 14,500 SF @ \$22.17 SF; \$321,392.52 annual, \$26,782.71 monthly  
Year 3- 14,500 SF @ \$22.33 SF; \$323,802.96 annual, \$26,983.58 monthly  
Year 4- 14,500 SF @ \$22.56 SF; \$327,040.92 annual, \$27,253.41 monthly  
Year 5- 14,500 SF @ \$22.78 SF; \$330,311.40 annual, \$27,525.95 monthly  
Year 6- 14,500 SF @ \$23.00 SF; \$333,614.52 annual, \$27,801.21 monthly  
Year 7- 14,500 SF @ \$23.24 SF; \$336,950.64 annual, \$28,079.22 monthly  
Year 8- 14,500 SF @ \$23.47 SF; \$340,320.12 annual, \$28,360.01 monthly  
Year 9- 14,500 SF @ \$23.71 SF; \$343,723.32 annual, \$28,643.61 monthly  
Year 10- 14,500 SF @ \$23.94 SF; \$347,160.60 annual, \$28,930.05 monthly  
**GRAND TOTAL \$3,323,316.96**

**JANITORIAL:** Included in annual rent

**UTILITIES:** Included in annual rent

**TOTAL COST:** Ten year Cost: **\$3,323,316.96**

**PUBLIC NOTICE:** Wavier of RFP based on Sole Source was submitted because the building is leased to DCF-VR and BCF also. The Landlord's rent rate was a standard value for the area and would only rent to all three Agencies again for a Ten year lease.

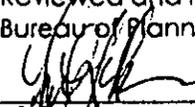
**CLEAN AIR PROVISIONS:** New requirements for an existing already occupied space

**BARRIER-FREE DESIGN COMMITTEE:** Review and comment by Committee letter is attached.

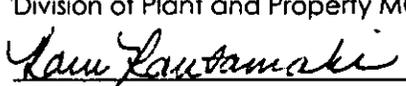
**OTHER:** Approval of the enclosed is recommended

The enclosed contract complies with the State of NH Division of Plant and Property Rules, and has been reviewed & approved by the Department of Justice.

Reviewed and recommended by:  
Bureau of Planning and Management

  
Gail L. Rucker, Administrator II

Approved by:  
Division of Plant and Property MGMT

  
Karen Rantamaki, Director