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STATE OF NEW HAMPSHIRE
DEPARTMENT of RESOURCES and ECONOMIC DEVELOPMENT
DIVISION of TRAVEL and TOURISM DEVELOPMENT
172 Pembroke Road, Concord, New Hampshire 03301

Jeffrey J. Rose
Commissioner

Victoria Cimino
Director

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January 6, 2016

Her Excellency, Governor Margaret Wood Hassan
and the Honorable Executive Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Resources and Economic Development, Division of Travel and Tourism Development to make a **RETROACTIVE** payment to Granite State Hospitality, LLC (VC #249523), Ashland, NH, in the amount of \$68,715 for fit up costs at the Hooksett Northbound and Southbound Welcome Centers per invoice dated September 28, 2015. 100% Revolving Funds

Funds are available as follows:

	<u>FY2016</u>
03-35-35-352010-36250000	
Travel/Tourism Revolving Fund	
048-500226 Contractual Main. Build-Grn	\$68,715

EXPLANATION

The Department is requesting approval to process a retroactive payment to Granite State Hospitality, LLC, for Hooksett Northbound and Southbound Welcome and Information Center (WIC) fit-up costs. The requested payment to Granite State Hospitality relates to the Hooksett WICs and the construction of the two new centers that started in November of 2013 and was completed in May of 2015. The fit-up costs were part of that construction and were handled by Granite State Hospitality. DRED and Granite State Hospitality agreed to 50/50 cost share the one of a kind space, and worked together from concept to construction, creating a visitor information area that compliments the features of the facility, and showcases New Hampshire to visitors and the traveling public. The costs were invoiced after the construction was complete.



In coordination with the Division of Travel and Tourism Development's Bureau of Visitor Services, Granite State Hospitality, LLC, created an artfully constructed informational area that complements the Welcome Center's overall design. The visitor information areas include a customer service desk, custom-built brochure racks, and framing for a historic plaster relief map.

Installed by New Hampshire craftsmen, the one-of-a-kind desks feature locally sourced materials, while illuminated brochure racks showcase New Hampshire's tourism activities (Northbound) and economic advantages (Southbound). A historic plaster relief map of the state (circa 1938), which was donated by the Division of Parks and Recreation, was framed, and displayed at the Northbound center.

Prior to construction, approximately two million visitors traveled through the Northbound and Southbound facilities. Through this innovative public-private partnership, DRED and Granite State Hospitality are pleased to see that the number of visitors is expected to more than double in FY16.

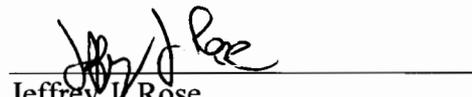
Costs for design, fabrication and installation of the desks, racks and map are included in this request. The Department is requesting retroactive approval to make payment to this vendor.

Respectfully submitted,

Concurred,



Victoria Cimino
Director



Jeffrey J. Rose
Commissioner

Granite State Hospitality, LLC

PO Box 581
Ashland, NH 03217
Tel. (603) 968-9330
Fax. (603) 968-2123

INVOICE

Invoice number : **INV001546**

Date : 9/28/2015

Customer code : DRED01

Dept of Resources of Economic Dev
172 Pembroke Road
Concord, NH 03302

Description	Amount
Welcome Center Fit up - NB	34 357.50
Welcome Center Fit up - SB	34 357.50

NET PAYABLE	68 715.00	USD
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We accept and encourage ACH payments.
To find out more information contact
ap@nhrestareas.com.
Would you like to pay your invoice with a credit
card? Have a question about your bill?
Please call (603) 968-9330 and ask
for Ida Gould.

Please Make Check Payable to:
Granite State Hospitality, LLC
Remit to:
Granite State Hospitality, LLC
PO Box 581
Ashland, NH 03217

Please Remit This Amount

Project Name: Hooksett Service Area Redevelopment

Hooksett Welcome Center Visitor Services Fit Up

Description of Work	Scheduled Value		Total
	Northbound	Southbound	
Concept, Design & Architectural			
Layout, desk, brochure racks	\$8,000.00	\$8,000.00	\$16,000.00
Furnishings			
Lumisheet, shop drawings, materials	\$20,000.00	\$20,000.00	
Fabricate/Install Visitor Desk & Tourism Literature Rack	\$33,122.00	\$35,238.00	
1938 Plaster Relief Map Base, Backing, Install	\$5,300.00	\$0.00	
Total	\$58,422.00	\$55,238.00	\$113,660.00
Electrical			
Telephone, data, lumisheet wiring, heaters	\$4,200.00	\$3,570.00	\$7,770.00
Grand Total			\$137,430.00
DRED 50% share			\$68,715.00