



Victoria F. Sheehan  
Commissioner

THE STATE OF NEW HAMPSHIRE  
DEPARTMENT OF TRANSPORTATION



William Cass, P.E.  
Assistant Commissioner

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

Bureau of Rail & Transit  
September 11, 2018

REQUESTED ACTION

Pursuant to RSA 4:40 and 228:57 AUTHORIZE the Department of Transportation to enter into a **Retroactive** lease agreement for a 300 square foot parcel of state-owned land located on the Manchester & Lawrence Railroad corridor in the Town of Salem to Outfront Media for the greater of 30% of annual advertising income for the location per year or a minimum annual rent of \$1,400.00, for a period of 5 years, which would yield a minimum of \$7,000.00. The lease will be effective January 1, 2018 through December 31, 2022.

Rental income to be credited as follows:

04-096-096-964010-2991-403532	EACH	LAND	
	<u>FISCAL YEAR</u>	<u>LEASE</u>	<u>TOTAL</u>
Lease of Railroad Property	\$1,400.00	5 YEARS	\$7,000.00

EXPLANATION

This request is **Retroactive** because the Department was originally directed by the Long Range Capital Planning and Utilization Committee to obtain back payment for previous unlicensed use of state-owned railroad property for this location from the time of the State's acquisition of the railroad corridor through December 31, 2016 and then subsequently negotiate a one-year lease for calendar year 2017. As such, the Department worked with Outfront Media to receive back payment for previous unlicensed use and then commenced negotiations for a one-year lease; the original one-year lease covering 2017 was not approved by Governor & Council until December 20, 2017. Upon approval of the original one-year lease the Department commenced negotiations with Outfront Media for a longer term lease, which is currently before you, and was also required to seek approval of the Long Range Capital Planning and Utilization Committee. Thus, due to delays related to the initial one-year lease agreement and resultant negotiations and approvals required, this request is for a retroactive agreement.

Based on Outfront Media's request to lease this parcel the Department evaluated the location, as it is within a segment of the corridor that could be developed as a recreational trail, and determined that the use of this parcel will not impact the corridor's potential for trail use. Additionally, a provision is

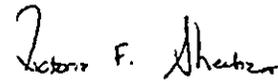
included in the proposed lease relative to the removal or modification of the facility if necessary for future restoration of railroad service.

The annual rent for this sign location is established as the greater of 30% of the tenant's annual gross advertising revenue for the sign location or \$1,400.00 per year. The minimum annual rate of \$1,400.00 was established in working with a staff appraiser in the Department's Right of Way Bureau and allows the State to receive adequate compensation for the parcel even if the tenant's revenue is down for the year. The minimum rent for the 5 year term will be \$7,000.00.

This Agreement has been reviewed and approved by the Office of the Attorney General for form and execution. Copies of the fully executed lease agreement have been provided to the Secretary of State's Office and the Department of Administrative Services. Subsequent to the Governor and Council approval, a copy of the Agreement will be on file with the Department of Transportation.

The Long Range Capital Planning and Utilization Committee approved the lease on June 6, 2018.

Sincerely,



Victoria F. Sheehan  
Commissioner

Attachments

LEASE

THIS LEASE, made and entered into between the State of New Hampshire, by and through the New Hampshire Department of Transportation, Bureau of Rail & Transit, PO Box 483, Concord, NH 03302-0483, hereinafter called the "LANDLORD", and Outfront Media LLC, 179 Lincoln Street, 5<sup>th</sup> Floor, Boston, MA 02111, hereinafter (collectively) called the "TENANT".

WHEREAS, the LANDLORD is the owner of the hereinafter described property, which is not immediately required by the LANDLORD and has been requested by the TENANT to lease the property to the TENANT on an "as is" basis.

WHEREAS, the LANDLORD is willing to comply with said request, provided that the TENANT, as a condition to the occupancy of said premises, joins in the execution of this LEASE for the purpose of accepting each and every condition herein set forth during the occupancy of said premises by the TENANT.

NOW, THEREFORE, THIS LEASE WITNESSETH THAT:

1. DEMISE OF THE PREMISES

1.01 For and in consideration of the rent and the mutual covenants hereinafter stated, and the acceptance by the TENANT of each and every term and condition herein set forth, the LANDLORD hereby lease and demises to the TENANT the premises located in the Town of Salem on the State-owned Manchester & Lawrence Branch railroad corridor and nearly opposite Engineering Station 1789+00, as shown on the attached Railroad Valuation Map V10/5 (EXHIBIT A).

2. TERM

2.01 The term of this lease shall be retroactive to the 1st day of January, 2018, effective upon approval by the Governor and Executive Council, and shall end on December 31, 2022, unless terminated sooner in accordance with Condition 17.01 or 17.02.

2.01 The TENANT shall notify the LANDLORD within ninety (90) days of the ending date that the TENANT wishes to enter negotiations for a new LEASE for an additional five (5) year period. If the TENANT and the LANDLORD cannot agree upon a new LEASE, the TENANT shall surrender to the LANDLORD the premise in accordance with Condition 18.01.

3. SECURITY DEPOSIT AND RENT

3.01 The TENANT agrees to pay to the LANDLORD as a Security Deposit for demised premises the sum of n/a (\$ 0 ) dollars to secure the performance of the TENANT's obligations hereunder. The LANDLORD may at its option set off all or portions of the deposit to pay for damages caused by any breach of the TENANT's obligations hereunder. The TENANT shall not have the right to apply the security deposit in payment of any past due rent.

3.02 All real or personal property taxes assessed by the Town of Salem as a result of this LEASE are not included in the rent and will be paid by the TENANT. In accordance with RSA 72:23, I(b), "failure

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of the lessee to pay any duly assessed personal and real estate taxes when due shall be cause to terminate said lease or agreement by the lessor.”

- 3.03 Rent shall be the greater of 30 % of TENANT’S annual gross revenue for the sign erected at the subject location or one thousand and four hundred (\$1,400) dollars per year. The minimum annual rent of \$1,400 shall be paid within 1 month of final approval of the agreement and shall be submitted to the LANDLORD at the following address:

NEW HAMPSHIRE DEPARTMENT OF TRANSPORTATION  
BUREAU OF FINANCE & CONTRACTS  
J. O. MORTON BUILDING  
PO BOX 483  
CONCORD NH 03302-0483

Adjustments to rent, based on increases due to the LANDLORD resulting from 30% of the TENANT’S annual gross revenue for the sign, shall be submitted within 30 days after the year end. If the calculated rental amounts as noted above, are not paid within ten (10) days after the due date, the TENANT agrees to pay a late charge of 1% for each month rent is late.

- 3.04 As a condition precedent to the effectiveness of this Agreement the TENANT must provide a copy of the current and any future Advertising Agreement during the lease period for this location to the LANDLORD. The annual fee as described in the Advertising Agreement will be used to determine the annual rent per Section 3.03. Failure to furnish documentation to the LANDLORD (care of the Bureau of Rail & Transit) will result in termination of the lease subject to the provisions of Section 16.

4. QUIET ENJOYMENT

- 4.01 The LANDLORD covenants and agrees that so long as the TENANT is not in default of any of the covenants and agreements of this LEASE, 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 or through the LANDLORD.

5. USE OF PREMISES

- 5.01 The premises shall be used and occupied by the TENANT exclusively as the location of an advertising sign, and neither the premises nor any part thereof shall be used at any time during the term of this LEASE by the TENANT for the purpose of carrying on any other business, profession or trade of any kind. The TENANT shall comply with all laws, ordinances, rules and orders of appropriate governmental authorities affecting the cleanliness, occupancy, and preservation of the demised premises during the term of this LEASE. The TENANT shall not use the premises in any manner that will disturb a neighbor’s peaceful enjoyment of other property.

- 5.02 The TENANT agrees that it is liable for the cost of all work performed on the Property and that any such work shall be performed according to the attached Prosecution of Work dated June 7, 2018 (Exhibit B), and at a time and under conditions acceptable to State. Such liability shall include the cost of all on-site inspectors or other representatives of the State, if such individuals are necessary in the sole judgment of the State. At no time shall any work interfere with the use

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of the remaining property by the State, its lessees or assigns. The TENANT is solely responsible for the presence of its equipment on the Property or in the adjacent Railroad Corridor.

- 5.03 No TENANT or visitor or invitee of the TENANT may park any motorized vehicle on any area, which is not designated specifically for parking. No unregistered motorized vehicles shall be stored upon the premises.

## 6. MAINTENANCE OF PREMISES

- 6.01 The TENANT acknowledges that the premises are in good order and repair at the beginning of the LEASE term, unless otherwise indicated by attached written statement. The TENANT shall at their own expense maintain the premises in a clean and sanitary manner. The TENANT shall not allow brush, leaves, grass or other plant matter, ice, snow, dirt or any other material to be placed on the premises.

- 6.02 The TENANT shall be responsible for any damage caused during this tenancy. The TENANT shall return the premises to the LANDLORD in as good order and condition as when received, ordinary wear and tear excepted. The TENANT agrees to be responsible for all single job repair costs. The LANDLORD reserves the right to select the persons or company to perform any such repairs.

## 7. DAMAGE TO PREMISES

- 7.01 If the premises are damaged so as to render them untenable, then either party shall have the right to terminate this LEASE as of the date on which the damage occurs, through written notice to the other party, to be delivered within ten (10) days after the occurrence of such damage. However, should the damage or destruction occur as a result of any act or omission on the part of the TENANT or its invitees, then only the LANDLORD shall have the right to terminate this LEASE. Should the right to terminate be exercised, the rent for the current year shall be prorated between the parties as of the date the damage occurred.

## 8. ALTERATIONS AND IMPROVEMENTS

- 8.01 The TENANT shall make no alterations to the premises or construct any building or make other improvements on the premises without the prior written consent of the LANDLORD. All alterations, changes, and improvements built, constructed, or placed on the premises by the TENANT, with the exception of fixtures removable without damage to the premises and movable personal property, shall, unless otherwise provided by written agreement between the LANDLORD and the TENANT, be the property of the LANDLORD and remain on the demised premises at the expiration or sooner termination of this LEASE.

## 9. ENTRY AND INSPECTION

- 9.01 The LANDLORD retains the right to enter the premises in the case of an emergency, or to make necessary repairs, alterations, improvements, or to supply necessary or agreed services, or to exhibit the premises to prospective purchasers or tenants, workmen, contractors, or others, or when the TENANT has abandoned or surrendered the premises, or whenever necessary to determine the condition of the premises. Whenever practical the LANDLORD shall provide the TENANT with 24 hours notice prior to entry. Any indication of LEASE violations shall be grounds for immediate eviction action.

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10. ASSIGNMENT AND SUBLETTING

10.01 Without the prior written consent of the LANDLORD, the TENANT shall not assign this LEASE, or sublet or grant any concession or license to use the premises or any part thereof. A consent by the LANDLORD to one assignment, subletting, concession, or license shall not be deemed to be a consent to any subsequent assignment, subletting, concession or license. An assignment, subletting, concession, or license without the prior written consent of the LANDLORD or an assignment or subletting or operation of law, shall be void and shall, at the LANDLORD's option, terminate this LEASE.

11. UTILITIES

11.01 The TENANT shall be responsible for arranging for and paying for all utility services required on the premises.

12. DANGEROUS MATERIALS

12.01 The TENANT shall not keep or have on the premises any article or thing of a dangerous, inflammable, or explosive character that might unreasonably increase the danger of fire on the premises or that might be considered hazardous or extra hazardous.

13. INDEMNIFICATION AND INSURANCE

13.01 The TENANT acknowledges that the facility is being requested for the TENANT's advantage and does not involve the LANDLORD's performance of their duties to the public. The TENANT further acknowledges that the installation and used of the facility by the TENANT will expose the LANDLORD to additional liability to which they would not otherwise be exposed. Accordingly, the TENANT agrees that the LANDLORD shall not be liable for injury or death of the TENANT or agent of TENANT, regardless of status as guest, invitee or trespasser, or for loss or destruction of or damage to any property of the TENANT or any agent of the TENANT while upon, or about, or in the use of the facility. The TENANT and its employees, contractors and agents agree to defend, indemnify, and hold harmless the LANDLORD, its officers, agents and employees, from and against any and all losses suffered by the LANDLORD, its successors and assigns, officers, agents and employees, from any and all claims, liabilities or penalties asserted against the LANDLORD, its successors and assigns, officers, agents and employees, by or on behalf of any person on account of, based or resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the TENANT or from the use, maintenance, installation, removal or existence of this facility, regardless of any negligence on the part of the LANDLORD or their agents or employees. Without limiting the foregoing, it is agreed that this covenant of indemnification shall apply to all cases of loss, damage, injury, death, cost or expense for which any party to this agreement may or shall be liable. For the purpose of this agreement, all persons using the facility shall be deemed agents of the TENANT. This covenant shall survive the termination of this Agreement. In addition the TENANT shall pay the premiums on a policy or policies of insurance covering the following at said facility, designating the State of New Hampshire as additional named insured.

13.01.1 Commercial General Liability:  
\$1,000,000.00 each occurrence/\$2,000,000.00 in the aggregate

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13.01.2 Comprehensive Automobile Liability:  
\$500,000.00 combined single limit

- 13.02 The TENANT shall maintain Worker's Compensation Insurance or Pooled Risk Management Coverage in the amount as required by current State Statute.
- 13.03 The TENANT further agrees to obtain and keep in force a policy or policies of insurance providing Comprehensive General Liability or Comprehensive Personal Liability with a minimum \$1,000,000.00 per occurrence limit covering bodily injury and property damage and \$2,000,000.00 in the aggregate designating the State of New Hampshire as additional named insured.
- 13.04 Procurement and delivery of a certificate indicating such insurance acceptable to the State is a condition precedent to the effectiveness of this Agreement. Nothing contained herein shall be construed as a waiver of sovereign immunity.
- 13.05 No provision of this Agreement is intended to waive any aspect of the State's sovereign immunity, and any possible counterclaims or defenses it may assert relative to any claim brought related to this Agreement or the facility.

14. HOLDOVER BY TENANT

- 14.01 No holdover by the TENANT will be permitted. The LANDLORD and TENANT must execute a new LEASE upon expiration of an existing LEASE in order for a TENANT to remain in possession of the premises.

15. DEFAULT

- 15.01 The LANDLORD shall be the sole judge of what shall constitute a violation of the provisions of the LEASE, or the failure of the TENANT to otherwise abide by any of the covenants herein contained, and may order a discontinuance of the practices, or the performance of any of the work related to such default by giving the TENANT ten (10) days notice in writing. Failure of the TENANT to comply with the notice shall automatically give the LANDLORD the right to terminate this LEASE evict the TENANT and take full and complete possession of the premises.

16. TERMINATION OF LEASE FOR CAUSE

- 16.01 In the event that the TENANT shall default in the payment of any installment of rent or other sum herein specified and such default shall continue for ten (10) days after written notice, thereof, or if the TENANT shall default in the observance or performance of any other of the TENANT's covenants, agreements, or obligations hereunder and such default shall not be corrected within ten (10) days of written notice by the LANDLORD to the TENANT specifying such default and requiring it to be remedied then, and in such an event, the LANDLORD may serve a written notice of termination of this LEASE upon the TENANT and this LEASE and the term hereunder shall terminate and upon such termination the LANDLORD may immediately or at any time thereafter, without demand or notice enter into or upon the premises and repossess the same.
- 16.02 If it becomes necessary for the LANDLORD to institute suit for eviction or damages on account of rental arrears or violation of the terms of this LEASE, the LANDLORD shall be entitled to include

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in such suit for eviction or damages, a claim for attorney's fees and court costs incident thereto, which fees the TENANT hereby covenants and agrees to pay.

17. TERMINATION FOR CONVENIENCE.

17.01 The LANDLORD may terminate the LEASE at any time by giving thirty (30) days notice thereof in writing, and may take full and complete possession of the premises hereby leased, at the end of said thirty (30) day period with no further liability of any nature whatsoever to the TENANT for so doing. Should the LANDLORD terminate this LEASE by giving the thirty (30) days notice during any period for which a full year's rent has already been paid, the LANDLORD will reimburse the TENANT for the pro-rata proportion of the remaining number of days for which rent has been paid in advance but during which the TENANT no longer occupy the premises.

17.02 The TENANT may terminate this LEASE Agreement at any time by giving at least thirty (30) days notice in writing, specifying in said notice the day (and the time of day) on which possession of the premises will be surrendered. The TENANT shall not vacate or leave the premises unattended on the day of surrender until the LANDLORD's representative shall have sufficient time to check the premises prior to taking formal possession thereof. In the event that the TENANT shall terminate this LEASE in accordance with the above provisions, payment of rent shall cease at the end of the said thirty (30) day period, or at the end of the day on which possession shall be surrendered, whichever shall last occur.

18. SURRENDER OF THE PREMISES

18.01 In the event that the term or any extension thereof shall have expired or terminated, the TENANT shall peacefully quit and surrender to the LANDLORD the premises together with all improvements, alterations, or additions made by the TENANT, which cannot be removed without damaging the premises. The TENANT shall remove all personal property and shall repair any damage caused by such removal. The TENANT's obligations to observe or perform the covenants contained herein shall survive the expiration or termination of this LEASE.

19. INDEMNIFICATION AND RELEASE FROM LIABILITY

19.01 The TENANT further releases the LANDLORD, its agents and employees, from any and all claims or demands for damages or injuries of any nature whatsoever attributable to the taking, use and occupancy of any portion of the premises caused by the construction and maintenance by the State of New Hampshire of any transportation project or proposed project which abuts (or will abut) or may effect in any way the property herein leased.

19.01.1 The TENANT shall, at the State's request and the TENANT's expense, provide whatever protection is deemed necessary by the State, in the event the State performs any work on or within the State-owned railroad property limits, including but not limited to inspection, maintenance, cleaning, snow removal, construction, rehabilitation, and repair of such State-owned railroad property.

20. DISCRIMINATION PROHIBITED

20.01 The TENANT hereby covenants and agrees that no person on the ground of race, color, national origin or sex, shall be excluded from participation in, denied the benefits of, or be otherwise

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subjected to discrimination in the use of the premises, and that in the construction of any improvements on, over or under such premises and the furnishing of services thereon, no person on the ground of race, color, national origin or sex shall be excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination, and that the TENANT shall use the premises in compliance with all requirements imposed by or pursuant to Title 49, Code of Federal Regulations, Department of Transportation - Effectuation of Title VI of the Civil Rights Act of 1964, and as said Regulations may be amended.

21. MISCELLANEOUS

21.01 LANDLORD's Agents. All rights and obligations of the LANDLORD under this LEASE may be performed or exercised by such agents as the LANDLORD may select.

21.02 Notice. Any notice 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.

21.02.1 All notice required pursuant to this Agreement shall be forwarded by regular mail to the following:

To the LANDLORD:  
NH Department of Transportation  
Bureau of Rail & Transit  
PO Box 483, 7 Hazen Drive  
Concord, NH 03302-0483

To the TENANT:  
Outfront Media LLC  
1370 Hooksett Road  
Hooksett, NH 03106

Attention: Louis A. Barker  
Railroad Planner

Attention: Michael Cawley  
Business Development

21.03 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, 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 their respective successors and assigns, and may be canceled, modified, or amended only by a written instrument executed and approved by the LANDLORD and the TENANT.

21.04 No Waiver of 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 of action for damages as a result of such breach, or shall be construed as a waiver of any subsequent breach of the covenant, condition or obligation.

21.05 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 term shall not be affected thereby.

21.06 Entire LEASE. 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.

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21.07 No Waiver of Sovereign Immunity. No provision in this LEASE is intended to be nor shall it be interpreted by either party to be a waiver of the State's sovereign immunity.

IN WITNESS WHEREOF, the parties hereto have set their hands the date first-written above.

TENANT: Outfront Media LLC

By: [Signature] Date: 6/28/18  
Gerald T. Allen General Manager  
Print Name and Title

STATE OF MA  
COUNTY OF Suffolk

On, 6/28/18, before the undersigned officer personally appeared Gerald Allen known to me (or satisfactorily proven) to be the GM of the corporation identified in the foregoing document, and acknowledged that he executed the foregoing document.

In witness whereof I hereunto set my hand and official seal.

6/28/18  
Date

[Signature]  
Notary Public

LANDLORD: STATE OF NEW HAMPSHIRE  
Department of Transportation

By: [Signature]  
Commissioner

Approved by Attorney General this 15 day of October, 2018, as to form and execution.

By: Allison B. Greenstein  
Assistant Attorney General

Approved by Governor and Council on \_\_\_\_\_, 20\_\_, Item # \_\_\_\_.

ATTEST: \_\_\_\_\_  
Secretary of State

Approved by Long Range Capital Planning and Utilization Committee on June 6, 2018.

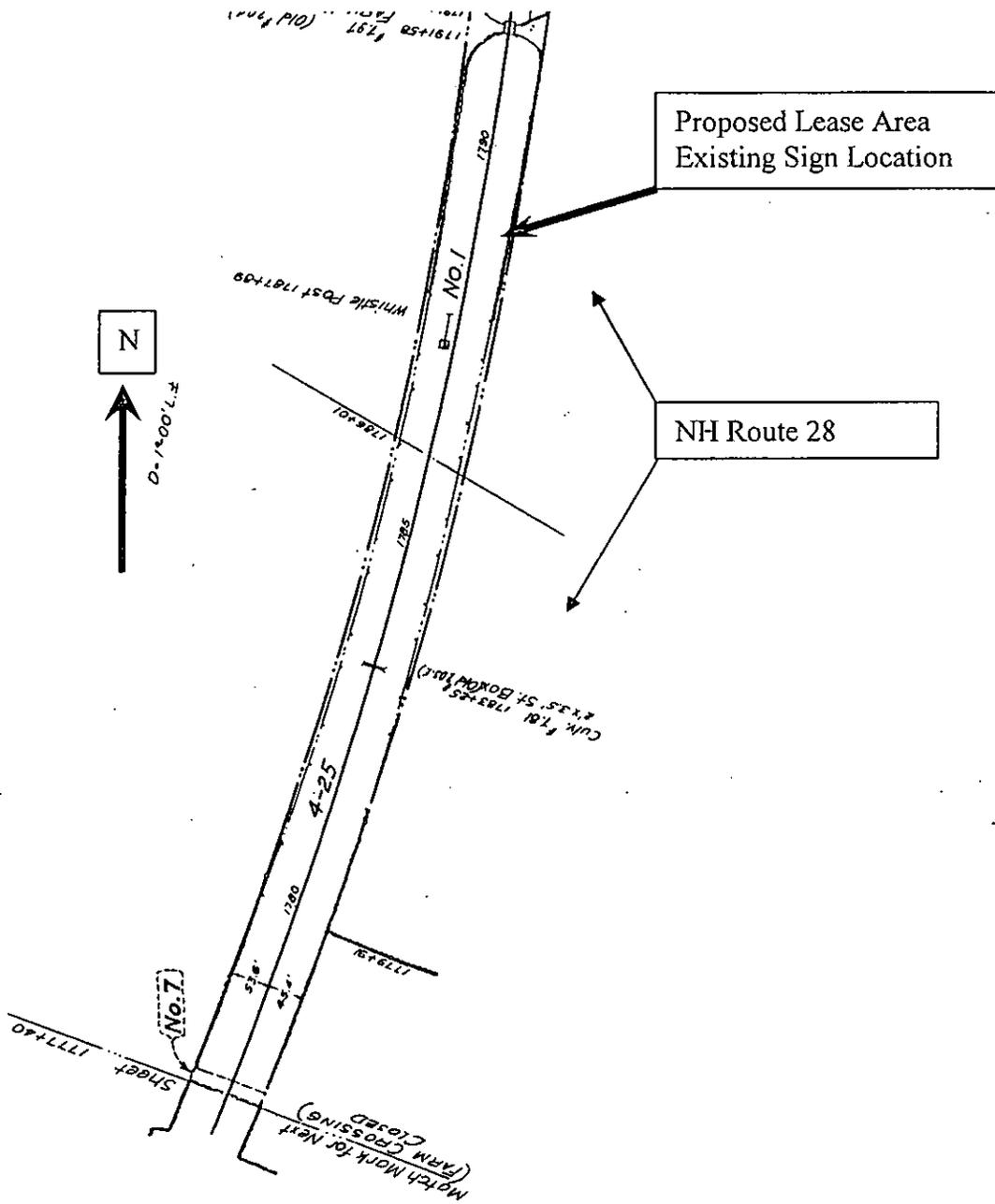
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LEASE AREA

EXHIBIT A

NEW HAMPSHIRE  
DEPARTMENT OF TRANSPORTATION  
BUREAU OF RAIL & TRANSIT

LEASED TO OUTFRONT MEDIA  
V10/5, STATION 1789+00  
450 +/- SQ. FT.



Note: NH 28 not shown. Sign location is slightly north and across from Dyer Street.

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June 7, 2018

**PROSECUTION OF WORK ON NH DOT RAILROAD PROPERTY  
THAT IS USED AS A TRAIL AND MAINTAINED BY TOWN OF SALEM**

**DESCRIPTION OF WORK**

The work on this project entails the repair of existing advertising sign on the Manchester & Lawrence rail corridor adjacent to NH Route 28 in Salem, New Hampshire. During the maintenance or repair of the facilities the Permittee or his Contractor may need to utilize the shoulder of NH 28. If access to the sign is necessary along the railroad corridor to complete the work the Permittee or his Contractor will need to erect signage and barricades around the work area to prevent trail users from getting injured during the performance of the work.

**RAILROAD OWNER**

The Railroad Corridor Owner in the subject area is:

State of New Hampshire Department of Transportation (Railroad Owner)  
Mr. Brian Lombard, PE  
Bureau of Rail & Transit  
PO Box 483  
Concord, New Hampshire 03302-0483  
Tel. (603) 271-2468

The Railroad Corridor in the subject area is maintained by:

Town of Salem  
Mr. Keith R. Hickey  
33 Geremonty Drive  
Salem, New Hampshire 03079  
Tel. (603) 890-2120

**TRAIL COORDINATION**

This Project is located on an inactive railroad line that has no rail traffic. The railroad corridor in this area is currently used and maintained as a recreational trail by the Town of Salem, Department of Parks and Recreation for trail use. The Contractor must contact the Town (890-2120) prior to beginning any work on the railroad corridor to provide the Town with the work schedule on the trail and to establish the signage locations.

## EXHIBIT B

### RIGHT-OF-WAY AND PROTECTION OF PROPERTY

The Contractor shall not modify, excavate, bury materials or alter the Railroad property in any way without the written permission of the State of New Hampshire Bureau of Rail & Transit.

### CONSTRUCTION REQUIREMENTS

The Contractor shall comply with the following requirements to enter onto the NH DOT Railroad Corridor to perform their work.

1. Signage stating "Construction Ahead – Shoulder Closed" or similar wording acceptable to the Town shall be erected along NH Route 28, Broadway, on both sides of the construction area. The Contractor shall install orange construction fencing and reflective markers on the trail around the construction area to prevent pedestrian access.
2. The Contractor should contact Dig Safe (1-888-344-7233) prior to starting any excavation work on the project.
3. All construction debris, excess material and tree removal debris shall be removed from the railroad property and shall not be buried or left on site.
4. The Contractor shall regrade and restore the trail surface, and seed and return all disturbed areas of the railroad property to their original condition prior to construction, including the portions of the corridor used to access the work area. The Trail shall be crowned to allow for water runoff into ditches along the sides of the trail. The Contractor may need to furnish additional crushed gravel material to reestablish the trail surface in the disturbed areas to a condition that is acceptable to the Railroad Owner and the Town.
5. The Contractor shall be responsible for all costs to repair damage to the railroad corridor, Route 28, pavement and/or guard rail caused by their work.

# 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 OUTFRONT MEDIA LLC is a Delaware Limited Liability Company registered to transact business in New Hampshire on March 15, 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: 573994

Certificate Number: 0004179579



IN TESTIMONY WHEREOF,  
I hereto set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 4th day of September A.D. 2018.

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

William M. Gardner  
Secretary of State

# OUTFRONT MEDIA LLC

## CERTIFICATE OF VOTE

I, Lisa M. Tanzi, hereby certify that I am the duly elected Vice President, Secretary of Outfront Media LLC, a Delaware Limited Liability company (the "Company").

I hereby certify that on June 28, 2018 Gerald T. Allen was authorized to enter into specific Lease Agreements with the State of New Hampshire, through the Department of Transportation, Bureau of Rail & Transit on the Manchester & Lawrence Railroad Corridor in Salem.

I hereby certify that the above has not been amended or repealed and is in full force and effect, and that Gerald T. Allen is the duly appointed General Manager of Outfront Media LLC.

DATED: 9/12/2018

ATTEST:

Lisa M. Tanzi

Lisa M. Tanzi

Vice President, Secretary of Outfront Media LLC

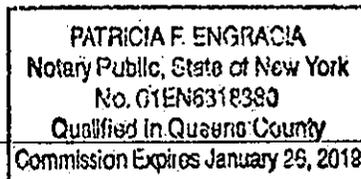
STATE OF NEW HAMPSHIRE  
COUNTY OF

On, 9/12/18, before the undersigned officer personally appeared Lisa M. Tanzi known to me (or satisfactorily proven) to be the Secretary of the limited liability company identified in the foregoing certificate, and acknowledged that she executed the foregoing certificate.

In witness whereof I hereunto set my hand and official seal.

9/12/18  
Date

Patricia Engracia  
Notary Public





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
10/10/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Arthur J. Gallagher & Co. Insurance Brokers of CA, Inc. LIC #0726293 505 N. Brand Boulevard, Suite 600 Glendale CA 91203-3944	<b>CONTACT NAME:</b> OUTFRONT Media Certificate Processing <b>PHONE (A/C, No, Ext):</b> 818-539-2300 <b>FAX (A/C, No):</b> 818-539-1801 <b>E-MAIL ADDRESS:</b> Certrequests@ajg.com	
	<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> Greenwich Insurance Company <b>INSURER B:</b> XL Specialty Insurance Company <b>INSURER C:</b> ACE Property & Casualty Insurance Co <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>	<b>NAIC #</b> 22322 37885 20699
<b>INSURED</b> CBSOUTD-02 OUTFRONT Media Inc. dba Outfront Media LLC 405 Lexington Ave., 17th Floor New York NY 10174		

**COVERAGES**      **CERTIFICATE NUMBER:** 200261272      **REVISION NUMBER:**

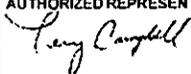
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE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

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A B	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			RGD300113402 CA00004371LI18A	6/1/2018 6/1/2018	6/1/2019 6/1/2019	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 2,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMP/OP AGG \$ 4,000,000 \$
	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			RAD943779502 CA00004372AU18A	6/1/2018 6/1/2018	6/1/2019 6/1/2019	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Comp/Coll. Ded \$ 500,000
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			XOOG28122810003	6/1/2018	6/1/2019	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$
B B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	RWD300113502 RWR300113602	6/1/2018 6/1/2018	6/1/2019 6/1/2019	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 2,000,000 E.L. DISEASE - EA EMPLOYEE \$ 2,000,000 E.L. DISEASE - POLICY LIMIT \$ 2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
RE: Lease#: 03321.916398 and 03321.916401 | Salem, N.H., Job Description: Engineering Station 1789+00+/-, Valuation Section 10, Sheet 5.  
Certificate Holder is deemed Additional Insured as required by written contract. Please refer to attached General Liability endorsement for scope of Additional Insured status.

## CERTIFICATE HOLDER

## CANCELLATION

State of New Hampshire Attn: Bureau of Rail and Transit John O Morton Bldg, 7 Hazen Drive, PO Box 483 Concord NH 03302-0483	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
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THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

## ADDITIONAL INSURED – DESIGNATED PERSON OR ORGANIZATION

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART

SCHEDULE

**Name Of Additional Insured Person(s) Or Organization(s):**

Any person or organization where required by written contract provided that such contract was executed prior to the date of loss.

Information required to complete this Schedule, if not shown above, will be shown in the Declarations.

A. Section II – Who Is An Insured is amended to include as an additional insured the person(s) or organization(s) shown in the Schedule, but only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part, by your acts or omissions or the acts or omissions of those acting on your behalf:

1. In the performance of your ongoing operations; or
2. In connection with your premises owned by or rented to you.

However:

1. The insurance afforded to such additional insured only applies to the extent permitted by law; and
2. If coverage provided to the additional insured is required by a contract or agreement, the insurance afforded to such additional insured will not be broader than that which you are required by the contract or agreement to provide for such additional insured.

B. With respect to the insurance afforded to these additional insureds, the following is added to Section III – Limits Of Insurance:

If coverage provided to the additional insured is required by a contract or agreement, the most we will pay on behalf of the additional insured is the amount of insurance:

1. Required by the contract or agreement; or
2. Available under the applicable Limits of Insurance shown in the Declarations;

whichever is less.

This endorsement shall not increase the applicable Limits of Insurance shown in the Declarations.

RECEIVED  
JUN 07 2018  
RAIL & TRANSIT



LRCP 18-016

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

June 6, 2018

Shelley Winters, Administrator  
Department of Transportation  
Bureau of Rail and Transit  
John O. Morton Building  
Concord, New Hampshire 03301

Dear Ms. Winters,

The Long Range Capital Planning and Utilization Committee, pursuant to the provisions of RSA 4:40, on June 6, 2018, approved the request of the Department of Transportation, Bureau of Rail and Transit, to enter into a lease, retroactive to January 1, 2018, for approximately 300 +/- square feet on the State-owned Manchester and Lawrence Railroad corridor in the Town of Salem, located on the West side of Route 28 (across from Dyer Ave), under a Participating Lease to Outfront Media at a rate of 30% of the annual advertising income, with a minimum base rent of \$1,400 per year for a period of five (5) years through December 31, 2022, with a five-year renewal provision, and waive the \$1,100 Administrative Fee, subject to the conditions as specified in the request dated April 4, 2018.

This request (LRCP 16-034) was originally approved by the Long Range Capital Planning and Utilization Committee on November 30, 2016.

Sincerely,

Michael W. Kane  
Legislative Budget Assistant

MWK/pe.  
Attachment

Cc: Louis Barker, Rail and Transit, Dept. of Transportation ✓