



The State of New Hampshire
DEPARTMENT OF ENVIRONMENTAL SERVICES

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Thomas S. Burack, Commissioner

May 12, 2016

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

REQUESTED ACTION

Authorize the Department of Environmental Services (NHDES) to enter into a **Sole Source** contract with Great Bay Marine, Inc. (VC #154266-B001), Newington, New Hampshire, in the amount of \$120,000.00 to provide dock slips, launching rights and storage space for six NHDES emergency response boats on Great Bay, effective as of July 1, 2016 through June 30, 2019 upon Governor & Council approval. 100% Oil Pollution Control Fund.

Funding is available in the account as follows with the authority to adjust encumbrances in each of the State fiscal years through the Budget Office if needed and justified. Funding for FY 2017-2019 is contingent upon the availability and continued appropriation of funds:

<u>Account Number</u>	<u>FY 2016</u>	<u>FY 2017</u>	<u>FY 2018</u>
03-44-44-444010-1400-102-500731	\$40,000	\$40,000	\$40,000
Dept. Environmental Services, Oil Pollution Control Fund, Contracts for Program Services			

EXPLANATION

The DES has a fleet of workboats, barges and oil skimmer that it needs to dock, moor, and store on trailers to immediately access the Piscataqua River and Great Bay on a year-round basis in the event of an oil spill or other environmental incident in Great Bay or the Piscataqua River. Great Bay Marine Inc. (GBM) is ideally located to provide that access to allow NHDES to respond promptly to environmental emergencies. NHDES is requesting a **Sole Source** contract with GBM for the following reasons:

1. There are only two marina facilities in the Great Bay and Little Bay area that can provide “ice free” boat docking on a year-round basis for the Department’s 20 to 36-foot response boats;
2. Of the two marinas in the Great Bay and Little Bay area, GBM is the only facility that can provide docking with access to the 20 to 36-foot response boats during all tidal cycles;

3. GBM is the only facility that can provide boat trailer access to the Bay during low tide; and
4. The Great Bay Area Oil Spill Response Strategy relies upon year-round, on-water response operations during all tidal cycles.

The threat of an oil spill is an ever-present concern due to the five active petroleum storage terminal facilities along the Piscataqua River in Newington and Portsmouth, NH. These facilities have a total storage capacity of approximately 125 million gallons. Deliveries to the facilities (approximately 750 millions gallons per year) are by tanker vessels that are required to navigate in a narrow river that has a very strong tidal current. Over the years there have been several spills of petroleum, including the most recent large spill that occurred in 1996. Oil spills from these facilities or from the tanker vessels that travel on the river require immediate response to contain the spills and reduce the environmental effects.

This contract provides for the annual rental of: 1) dock slips for six DES oil spill response and management workboats (four work boats, a skimmer and a platform barge); 2) land storage space and unlimited launching rights for NHDES's 18-foot and 19-foot spill response workboats; and 3) the rental of space for a work/office trailer. NHDES also has the option to service the vessels on-site (minor repairs and maintenance) to provide the readiness needed for emergency responses, plus a security system has been installed that NHDES can utilize. Snow removal has also been included in this contract.

The boats are used to respond to oil spills, participate in oil spill preparedness exercises, and conduct other on-water preparedness activities in the Great Bay area. Additionally, the vessels are used to assist the NHDES shellfish program with sampling tasks during inclement weather and during the winter months. The vessels must be accessible and able to be used on a 24 hour per day basis. The office/work trailer is used for equipment storage and as a small field office. Additionally, the trailer will be used as a staging area office in the event of a large oil spill.

NHDES has leased space from GBM since 1986. The current contract, covering a three year period to June 30, 2016, was approved by Governor and Council on April 17, 2013 (item #75). As noted above, NHDES entered into a sole source contract because of the spill response challenges presented by the marine conditions in the Piscataqua River and Great Bay.

This contract was approved by the Department of Justice as to form, content, and execution.

We respectfully request your approval.


Thomas S. Burack, Commissioner
Department of Environmental Services


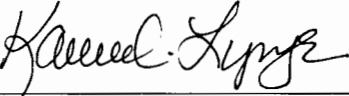

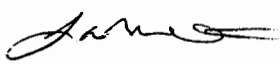
Notice: This agreement and all of its attachments shall become public upon submission to Governor and Executive Council for approval. Any information that is private, confidential or proprietary must be clearly identified to the agency and agreed to in writing prior to signing the contract.

AGREEMENT

The State of New Hampshire and the Contractor hereby mutually agree as follows:

GENERAL PROVISIONS

1. IDENTIFICATION.

1.1 State Agency Name Department of Environmental Services		1.2 State Agency Address 29 Hazen Drive, P.O. Box 95, Concord, NH 03302	
1.3 Contractor Name Great Bay Marine, Inc.		1.4 Contractor Address 61 Beane Lane, Newington, NH 03801	
1.5 Contractor Phone Number 603-436-5299	1.6 Account Number 03-44-44-444010-1400-102	1.7 Completion Date June 30, 2019	1.8 Price Limitation \$120,000.00
1.9 Contracting Officer for State Agency Steven A. Croce		1.10 State Agency Telephone Number 603-271-2229	
1.11 Contractor Signature 		1.12 Name and Title of Contractor Signatory Sean McKenna General Manager	
1.13 Acknowledgement: State of <u>MAINE</u> , County of <u>YORK</u> On <u>APRIL 20, 2016</u> , before the undersigned officer, personally appeared the person identified in block 1.12, or satisfactorily proven to be the person whose name is signed in block 1.11, and acknowledged that s/he executed this document in the capacity indicated in block 1.12.			
1.13.1 Signature of Notary Public or Justice of the Peace  [Seal]			
1.13.2 Name and Title of Notary or Justice of the Peace <u>KAREN C. LYNGE NOTARY</u>			
1.14 State Agency Signature 		1.15 Name and Title of State Agency Signatory Thomas Burack, Commissioner	
1.16 Approval by the N.H. Department of Administration, Division of Personnel (if applicable) By: _____ Director, On: _____			
1.17 Approval by the Attorney General (Form, Substance and Execution) (if applicable) By:  Sr. Asst. Atty General On: <u>May 16, 2016</u>			
1.18 Approval by the Governor and Executive Council (if applicable) By: _____ On: _____			

2. EMPLOYMENT OF CONTRACTOR/SERVICES TO BE PERFORMED. The State of New Hampshire, acting through the agency identified in block 1.1 (“State”), engages contractor identified in block 1.3 (“Contractor”) to perform, and the Contractor shall perform, the work or sale of goods, or both, identified and more particularly described in the attached EXHIBIT A which is incorporated herein by reference (“Services”).

3. EFFECTIVE DATE/COMPLETION OF SERVICES.
3.1 Notwithstanding any provision of this Agreement to the contrary, and subject to the approval of the Governor and Executive Council of the State of New Hampshire, if applicable, this Agreement, and all obligations of the parties hereunder, shall become effective on the date the Governor and Executive Council approve this Agreement as indicated in block 1.18, unless no such approval is required, in which case the Agreement shall become effective on the date the Agreement is signed by the State Agency as shown in block 1.14 (“Effective Date”).

3.2 If the Contractor commences the Services prior to the Effective Date, all Services performed by the Contractor prior to the Effective Date shall be performed at the sole risk of the Contractor, and in the event that this Agreement does not become effective, the State shall have no liability to the Contractor, including without limitation, any obligation to pay the Contractor for any costs incurred or Services performed. Contractor must complete all Services by the Completion Date specified in block 1.7.

4. CONDITIONAL NATURE OF AGREEMENT.
Notwithstanding any provision of this Agreement to the contrary, all obligations of the State 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 State 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 State shall have the right to withhold payment until such funds become available, if ever, and shall have the right to terminate this Agreement immediately upon giving the Contractor notice of such termination. The State shall not be required to transfer funds from any other account to the Account identified in block 1.6 in the event funds in that Account are reduced or unavailable.

5. CONTRACT PRICE/PRICE LIMITATION/PAYMENT.
5.1 The contract price, method of payment, and terms of payment are identified and more particularly described in EXHIBIT B which is incorporated herein by reference.
5.2 The payment by the State of the contract price shall be the only and the complete reimbursement to the Contractor for all expenses, of whatever nature incurred by the Contractor in the performance hereof, and shall be the only and the complete compensation to the Contractor for the Services. The State shall have no liability to the Contractor other than the contract price.

5.3 The State reserves the right to offset from any amounts otherwise payable to the Contractor 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.
5.4 Notwithstanding any provision in this Agreement to the contrary, and notwithstanding unexpected circumstances, in no event shall the total of all payments authorized, or actually made hereunder, exceed the Price Limitation set forth in block 1.8.

6. COMPLIANCE BY CONTRACTOR WITH LAWS AND REGULATIONS/ EQUAL EMPLOYMENT OPPORTUNITY.

6.1 In connection with the performance of the Services, the Contractor shall comply with all statutes, laws, regulations, and orders of federal, state, county or municipal authorities which impose any obligation or duty upon the Contractor, including, but not limited to, civil rights and equal opportunity laws. This may include the requirement to utilize auxiliary aids and services to ensure that persons with communication disabilities, including vision, hearing and speech, can communicate with, receive information from, and convey information to the Contractor. In addition, the Contractor shall comply with all applicable copyright laws.

6.2 During the term of this Agreement, the Contractor 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.

6.3 If this Agreement is funded in any part by monies of the United States, the Contractor shall comply with all the provisions of Executive Order No. 11246 (“Equal Employment Opportunity”), as supplemented by the regulations of the United States Department of Labor (41 C.F.R. Part 60), and with any rules, regulations and guidelines as the State of New Hampshire or the United States issue to implement these regulations. The Contractor further agrees to permit the State or United States access to any of the Contractor’s books, records and accounts for the purpose of ascertaining compliance with all rules, regulations and orders, and the covenants, terms and conditions of this Agreement.

7. PERSONNEL.

7.1 The Contractor shall at its own expense provide all personnel necessary to perform the Services. The Contractor 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.

7.2 Unless otherwise authorized in writing, during the term of this Agreement, and for a period of six (6) months after the Completion Date in block 1.7, the Contractor shall not hire, and shall not permit any subcontractor or other person, firm or corporation with whom it is engaged in a combined effort to perform the Services to hire, any person who is a State employee or official, who is materially involved in the procurement, administration or performance of this

Contractor Initials SM
Date 4/20/16

Agreement. This provision shall survive termination of this Agreement.

7.3 The Contracting Officer specified in block 1.9, or his or her successor, shall be the State's representative. In the event of any dispute concerning the interpretation of this Agreement, the Contracting Officer's decision shall be final for the State.

8. EVENT OF DEFAULT/REMEDIES.

8.1 Any one or more of the following acts or omissions of the Contractor shall constitute an event of default hereunder ("Event of Default"):

8.1.1 failure to perform the Services satisfactorily or on schedule;

8.1.2 failure to submit any report required hereunder; and/or

8.1.3 failure to perform any other covenant, term or condition of this Agreement.

8.2 Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

8.2.1 give the Contractor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this Agreement, effective two (2) days after giving the Contractor notice of termination;

8.2.2 give the Contractor a written notice specifying the Event of Default and suspending all payments to be made under this Agreement and ordering that the portion of the contract price which would otherwise accrue to the Contractor during the period from the date of such notice until such time as the State determines that the Contractor has cured the Event of Default shall never be paid to the Contractor;

8.2.3 set off against any other obligations the State may owe to the Contractor any damages the State suffers by reason of any Event of Default; and/or

8.2.4 treat the Agreement as breached and pursue any of its remedies at law or in equity, or both.

9. DATA/ACCESS/CONFIDENTIALITY/PRESERVATION.

9.1 As used in this Agreement, the word "data" shall mean all information and things developed or obtained during the performance of, or acquired or developed by reason of, this Agreement, including, but not limited to, all studies, reports, files, formulae, surveys, maps, charts, sound recordings, video recordings, pictorial reproductions, drawings, analyses, graphic representations, computer programs, computer printouts, notes, letters, memoranda, papers, and documents, all whether finished or unfinished.

9.2 All data and any property which has been received from the State or purchased with funds provided for that purpose under this Agreement, shall be the property of the State, and shall be returned to the State upon demand or upon termination of this Agreement for any reason.

9.3 Confidentiality of data shall be governed by N.H. RSA chapter 91-A or other existing law. Disclosure of data requires prior written approval of the State.

10. TERMINATION. In the event of an early termination of this Agreement for any reason other than the completion of the Services, the Contractor shall deliver to the Contracting Officer, not later than fifteen (15) days after the date of termination, a report ("Termination Report") describing in detail all Services performed, and the contract price earned, to and including the date of termination. The form, subject matter, content, and number of copies of the Termination Report shall be identical to those of any Final Report described in the attached EXHIBIT A.

11. CONTRACTOR'S RELATION TO THE STATE. In the performance of this Agreement the Contractor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Contractor 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.

12. ASSIGNMENT/DELEGATION/SUBCONTRACTS. The Contractor shall not assign, or otherwise transfer any interest in this Agreement without the prior written notice and consent of the State. None of the Services shall be subcontracted by the Contractor without the prior written notice and consent of the State.

13. INDEMNIFICATION. The Contractor shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the State, its officers 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 Contractor. 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. This covenant in paragraph 13 shall survive the termination of this Agreement.

14. INSURANCE.

14.1 The Contractor shall, at its sole expense, obtain and maintain in force, and shall require any subcontractor or assignee to obtain and maintain in force, the following insurance:

14.1.1 comprehensive general liability insurance against all claims of bodily injury, death or property damage, in amounts of not less than \$1,000,000 per occurrence and \$2,000,000 aggregate ; and

14.1.2 special cause of loss coverage form covering all property subject to subparagraph 9.2 herein, in an amount not less than 80% of the whole replacement value of the property.

14.2 The policies described in subparagraph 14.1 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.

14.3 The Contractor shall furnish to the Contracting Officer identified in block 1.9, or his or her successor, a certificate(s) of insurance for all insurance required under this Agreement. Contractor shall also furnish to the Contracting Officer identified in block 1.9, or his or her successor, certificate(s) of insurance for all renewal(s) of insurance required under this Agreement no later than thirty (30) days prior to the expiration date of each of the insurance policies. The certificate(s) of insurance and any renewals thereof shall be attached and are incorporated herein by reference. Each certificate(s) of insurance shall contain a clause requiring the insurer to provide the Contracting Officer identified in block 1.9, or his or her successor, no less than thirty (30) days prior written notice of cancellation or modification of the policy.

15. WORKERS' COMPENSATION.

15.1 By signing this agreement, the Contractor agrees, certifies and warrants that the Contractor is in compliance with or exempt from, the requirements of N.H. RSA chapter 281-A ("*Workers' Compensation*").

15.2 To the extent the Contractor is subject to the requirements of N.H. RSA chapter 281-A, Contractor shall maintain, and require any subcontractor or assignee to secure and maintain, payment of Workers' Compensation in connection with activities which the person proposes to undertake pursuant to this Agreement. Contractor shall furnish the Contracting Officer identified in block 1.9, or his or her successor, 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 State shall not be responsible for payment of any Workers' Compensation premiums or for any other claim or benefit for Contractor, or any subcontractor or employee of Contractor, which might arise under applicable State of New Hampshire Workers' Compensation laws in connection with the performance of the Services under this Agreement.

16. WAIVER OF BREACH. No failure by the State to enforce any provisions hereof after any Event of Default shall be deemed a waiver of its rights with regard to that Event of Default, or any subsequent Event of Default. No express failure to enforce any Event of Default shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof upon any further or other Event of Default on the part of the Contractor.

17. 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 certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given in blocks 1.2 and 1.4, herein.

18. AMENDMENT. This Agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto and only after approval of such amendment, waiver or discharge by the Governor and Executive Council of the State of New Hampshire unless no

such approval is required under the circumstances pursuant to State law, rule or policy.

19. CONSTRUCTION OF AGREEMENT AND TERMS.

This Agreement shall be construed in accordance with the laws of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assigns. The wording used in this Agreement is the wording chosen by the parties to express their mutual intent, and no rule of construction shall be applied against or in favor of any party.

20. 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.

21. HEADINGS. The headings throughout the Agreement are for reference purposes only, and the words contained therein shall in no way be held to explain, modify, amplify or aid in the interpretation, construction or meaning of the provisions of this Agreement.

22. SPECIAL PROVISIONS. Additional provisions set forth in the attached EXHIBIT C are incorporated herein by reference.

23. SEVERABILITY. In the event any of the provisions of this Agreement are held by a court of competent jurisdiction to be contrary to any state or federal law, the remaining provisions of this Agreement will remain in full force and effect.

24. ENTIRE AGREEMENT. This Agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire Agreement and understanding between the parties, and supersedes all prior Agreements and understandings relating hereto.

EXHIBIT A

STATEMENT OF SERVICES

State of New Hampshire

NHDES Contract for Docking and Storage of Vessels

The Contractor shall provide year-round docking (via boat slips) for DES vessels at Great Bay Marine (GBM), a lot to locate and operate an office trailer, storage of response boats on trailers, and ready access for emergency response operations to the Piscataqua River via the GBM boat ramp.

Task-1. There are six DES vessels that shall be ready for immediate use and secured at dedicated boat slips in the water, meeting the following requirements:

1. The GBM floating dock shall have the capacity to secure 20 to 36-foot long work boats and a skimmer plus a platform barge. Four of the vessels will be secured at the dock-slips year-round. The other two vessels will be secured at the dock slips during winter season only as these two vessels will be moored during the spring, summer, and fall (i.e. ice-out to ice-in period). All slips will be accessible to DES staff from land and water points.
2. All vessels that are docked at GBM will have access to water and electric power.
3. All docked vessels will be protected from ice build-up during the winter and wave action during the summer period.
4. All docked and stored vessels shall have access to the river during all tidal cycles.

Task-2. The lot for the DES Office Trailer shall measure approximately 2,450 square feet and provide potable water, electricity, and vehicle parking. The office trailer currently staged at GBM, or a comparable replacement trailer, will be used for this purpose under this contract.

Task- 3. Storage spaces shall be provided adjacent to both sides of the office trailer to store two DES boats on trailers: one 19-foot work boat and one 18-foot work boat. These spaces shall be accessible 24 hours per day, shall be snow-plowed in the winter and free from build-up of debris year-round. Also, storage space for the boat trailer to the 27 foot skimmer (DES #41) shall be provided nearby.

Task-4. The seasonal boat ramp access shall provide unlimited launching of trailered DES vessels and DES subcontractor vessels if a spill emergency occurs.

Task-5. GBM shall provide minor repairs and maintenance for DES vessels in accordance with their Winter Storage & Boat Maintenance Schedule of prices in Exhibit B-2.

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4/20/16

EXHIBIT A

STATEMENT OF SERVICES

(Continued)

Task- 6. GBM shall provide snow removal from the docks for access to the six DES vessels that are in slips during the winter period.

Task- 7. GBM shall provide DES with access to their security cameras via an I-Phone App.

[NOTE: GBM shall provide all docks, rental lot spaces, power, work staff, equipment, and materials for completing each task outlined in the Statement of Work]

SM
4/20/14

EXHIBIT B

CONTRACT PRICE AND PAYMENT PROCESS

State of New Hampshire

NHDES Contract for Docking and Storage of Vessels

The Contract Price is \$120,000 covering a three year period with \$40,000 encumbered each of the three years for this DES contract.

Item 1. DES agrees to pay Great Bay Marine (GBM) for the special package of services and rentals as specified in the GBM Cost Proposal, dated March 1, 2016 attached as Exhibit B-1. Also, DES has provided sufficient funds to utilize GBM for minor repairs and maintenance to the DES vessels with prices established annually by GBM in accordance with Exhibit B-2.

Item 2. DES will accept GBM invoices for services completed on a monthly basis or at task completion, review the invoices for details and prices approved in the Cost Proposal, and process for payment within 45 days from DES approval by the DES Contract Manager.

Item 3. DES agrees to pay an annual rental invoice from GBM within 90 days from the beginning of each State Fiscal Year starting on July 1 of each of the contract years. The rental services shall include: slip rentals, storage space rentals, office lot rental, and snow removal. These annual prices are as specified in the GBM Cost Proposal, dated March 1, 2016.

Item 4. The total amount of payments to GBM authorized by DES shall not exceed the annual amounts set forth in this contract unless the terms of this contract are revised or a contract amendment has been approved by Governor and Executive Council to exceed the original contract award amount stated above.

Submission of Invoices by Great Bay Marine (GBM):

A. Invoices shall be submitted for the annual rental payment and for each repair/maintenance assignment and shall contain at minimum the following standard information:

1. Vendor name and vendor code.
2. Invoice date and invoice number.
3. Vessel/Trailer name and number (originated by DES).
4. Period of work being invoiced (start and end dates).
5. Work scope and price or price based on unit costs approved by DES.
6. Work tasks/activity with breakouts for labor, equipment, materials or billed price.

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4/20/16

EXHIBIT B

CONTRACT PRICE AND PAYMENT PROCESS

(Continued)

7. A brief explanation of the tasks performed/completed during the billing period.
8. Copies of invoices and bills from all subcontractors and services.

Payments to Great Bay Marine (GBM)

- A. Invoices will be reviewed for completeness and compliance with the contract and the assignment by the DES coordinator and may be returned to GBM if incomplete or in error. An invoice approval cover sheet will be completed by the DES Contract Manager. Once appropriate signatures have been obtained, the cover sheet and invoice will be forwarded to the DES Accounting Office for processing and payment.
- B. DES will pay GBM the approved invoice amount for each assignment within 45 days of the Contract Manager's approval. Full payment of the approved amount shall be paid. However, DES reserves the right to make partial or incremental payments of an approved invoice if encumbered state funds become unavailable.
- C. DES may make partial payment where invoiced costs are not in accordance with the contract unit rates, terms and conditions, or where the approved assignment budget/quote has been exceeded without DES's written or verbal approval. The DES Contract Manager shall e-mail short-pay information and may send copies of marked up invoices, as needed, to GBM for resolution or re-submission to DES.

AM
4/28/16

EXHIBITS B-1 and B-2

Great Bay Marine Quotes for Services



voice – 603.436.5299

fax – 603.436.9834

March 1 2016

NH DEPT. OF ENVIRONMENTAL SERVICE CONTRACT

36' EASTERN (DES 01)	\$7,322 SLIP/POWER
31' EASTERN (DES 37)	\$1,873 WINTER ONLY /POWER
30' PLATFORM (DES 04)	\$5,845 SLIP/POWER
30' WINNINGHOF (DES 38)	\$6,230 SLIP/POWER
23' CAROLINA SKIFF (DES 36)	\$4,571 SLIP/POWER
27' SKIMMER (DES 41)	\$1,681 WINTER ONLY /POWER
19' POINTER YEAR ROUND/RAMP	\$1,633
18' MCKEE YEAR ROUND/RAMP	\$1,633
LAND BASED TRAILER	\$2,390
BOAT TRAILER FOR (DES 41)	\$150
	\$33,328 WINTER SLIPS ARE Nov 1-May 1
SNOW REMOVAL FOR DOCKS AND 6 DES BOATS THAT ARE IN SLIPS.*	\$2,500
	\$35,828

*WEEKEND STORMS WILL BE CLEANED UP ON MONDAYS.

*GBM IS CLOSED FROM CHRISTMAS EVE UNTIL NEW YEARS DAY, ANY STORMS IN THAT TIME PERIOD WILL BE CLEANED UP WHEN WE RETURN.

GBM WILL INSTALL BUBBLERS BY THE SLIPS IF NEEDED TO KEEP THE BOATS FROM GETTING ICED IN. WE CAN SET YOU UP WITH THE APP FOR THE CAMERAS.

Sean McKenna

General Manager, Great Bay Marine

61 Beane Lane / Newington, New Hampshire 03801

cs@greatbaymarine.com

WINTER STORAGE

2015-2016 Season, Sept. 1 – June 30

Rates are calculated on length over all

All boats will be measured

All payments due upon arrival of boat

Call for rates on multi-hulled boats

TRAILERED BOAT STORAGE

- Outside on customer's trailer.....\$27.00/ft
- *Outside on customer's trailer.....\$36.00/ft
- Inside on customer's trailer.....\$59.00/ft
- *Inside on customer's trailer.....\$73.00/ft

*Includes haul, bottom wash and spring launch

JACK STAND STORAGE

All boat storage on GBM jack stands includes haul, bottom wash and spring launch

- Outside up to 34'.....\$36.00/ft
- Outside 35' and over.....\$39.00 /ft
- ** Inside up to 38'..... \$77.00 /ft
- **Inside 39' and over..... \$6.00/square ft

**All work performed only by GBM techs
Storage locations are assigned at GBM's discretion

Over height boat charge to remove items hindering inside storage.....time & materials

Cover boat with thin plastic....\$60.00/hr

Access to boats is limited to hours of operation

SHRINK WRAPPING

(Includes all material and labor)

Does NOT include removal

Vessel Size (L.O.A.)

- Up to 25' \$18.00 /ft
- 26' thru 33'\$21.00 /ft
- 34' thru 45'.....\$26.00 /ft
- 46' and over and boats with fly bridge or mast up.....time & materials
- Door in shrink wrap.....\$65.00 each
- Shrink wrap Disposal Fee.....\$30.00

RATES SUBJECT TO CHANGE WITHOUT NOTICE TERMS:
Owner/owners are responsible for payment of Insurance or Warranty work. 2.0% per month interest charge on accounts over 30 days (24% per annum). A signed work order is necessary to initiate repair. All charges must be paid by cash, bankcard or approved check before boat leaves Great Bay Marine premises. Customer is responsible for all balances due on labor, materials and/or equipment fees that are unknown at time of departure. A credit card is required to be on file at GBM and will be used for all unpaid balances after 15 days.

WINTER DECOMMISSIONING RATE

INBOARD ENGINES

Rates for winterizing inboard engines include oil change and filter, change fuel filters, fog engines(when called for), test alternator output, inspect fluid levels and belts, check raw water pump function, spray engine with corrosion guard, run non-toxic anti-freeze through engine, and visual inspection of engine.

- Gas and diesel enginestime & materials
- Waste oil disposal. \$3.00/gal
- Engine Filter Disposal.....\$2.00 each

WATER SYSTEMS

Rates for winterizing water systems include labor and materials

- Flush fresh water-cooling system (p/engine) time & materials
- Aux. Generatortime & materials
- Winterize heads (p/head)\$40.00
- * Lectrasan Systems.....time &materials
- Winterize holding tank (must be empty).\$40.00
- Winterize livewell\$50.00
- Winterize baitwell.....\$50.00
- Winterize pressure water system\$95.00
(Includes 2 sinks, 1 shower)
- Each additional sink or shower\$40.00
- Winterize air conditioner (each). \$40.00
- Winterize washing machine time & materials
- Winterize bilge pump\$40.00
- Ice Makerstime & materials

STERN DRIVES

Winterizing stern drives include changing oil and filter, changing fuel filters, fogging gas engines, testing alternator output, inspecting fluid levels and belts, checking raw water pump function, spraying engine electrics with corrosion guard, running non-toxic anti-freeze through engine, and visual inspection of engine. PLUS inspecting bellows, changing lower unit lubricant

- Engine and lower unittime & materials

WINTERIZING OUTBOARD ENGINES

Rates on winterizing outboards include changing lower gear lubricant, changing fuel filter, fogging engine (when called for), greasing prop shaft, greasing engine, greasing steering cable, spraying engine with corrosion guard, and visual inspection of engine.

- 2 stroke.....time & materials
- 4 stroke..... time & materials

OUTBOARD STORAGE

- Motor removal/installationtime & materials
- Out drive storage\$75.00 plus labor
- Store outboard\$75.00 plus labor

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WINTER STORAGE
&
BOAT MAINTENANCE

2015-2016 RATE SCHEDULE



MASTS

Step/unstep.....\$85.00 crane charge
 plus labor and materials
 Mast storage inside\$5.00/ft of mast plus
 labor to disassemble for storage
 Mast storage outside.....\$3.00/ft of mast plus
 labor to disassemble for storage
 Furler Storage.....\$50.00 each plus labor

*Winter storage for a boat storing the mast on deck will be charged for the length of the mast. GBM is not responsible for any weather damage to the mast or any missing parts. **Masts cannot be stored under the boat.**

BATTERIES

Battery removal and installationtime & materials
 Battery Storage.....\$40.00 each plus labor

DINGHIES

Dinghy Storage.\$200.00 each
 plus handling labor
All dinghies must be marked. Dinghy cleaning additional

REFINISHING

PREP & PAINT BOTTOM 1-COAT

(Rates include all materials and labor)

Vessel Size (L.O.A.)
 Boats up to 35'.....\$19.00 /ft
 36' to 40'.....\$22.00 /ft
 Over 40'.....time & materials

Trailered boats – An additional \$7.00 /ft handling charge to unload and load boat from trailer

Hull Prep and Paint: paint is applied with a roller; waterline is taped off with 1-inch masking tape. Hulls with excessive amounts of growth, i.e. barnacles and tubeworms, will be billed on a time and material basis. Hulls that haven't been bottom painted before will be charged time and materials.

Pettit Hydrocoat is our standard paint.

Specialty paints are extra.

BUFF AND WAX HULL

(Includes all material and labor)

Vessel Size (L.O.A.)
 Up to 30'..... \$17.50 /ft
 31' to 35'..... \$19.00 /ft
 36' to 40'..... \$20.00 /ft
 Vessels over 40'..... time & materials
 Compound & wax from gunwales uptime & materials

Vessels with excessive oxidation are billed on a time and materials basis. You will be notified of any deep scratches or dings found in the gel coat surface.

EQUIPMENT RATES

35-ton travel lift (minimum 1 hour plus labor).. \$110.00 /hr
 Haul or launch (each way).\$7.00 /ft
 Load/Unload Commercial transport trailer..... \$10.00 /ft
 Short haul (boat remains in straps/no blocking, max 1 hour)..... \$8.00 /ft
 Bottom pressure wash\$4.50 /ft
 Modify or adjust trailers.time & materials
 Forklift. \$85.00 /hr. + labor
 Crane.\$85.00/hr + labor

(Minimum charge \$85.00)

Tugboat (includes operator and deck hand)\$175.00 /hr
 McKee. \$40.00 / hr + labor

(Minimum charge 1 hour)

Pickup truck 50¢ /mile + \$60.00 /hr labor
 Move boat.....\$5.00/ft

MISCELLANEOUS

24 hour cancellation fee for haulout.....\$50.00
 Estimates (Credited toward repair if GBM performs work)\$85.00
 Sails servicedCall for pricing
 Boat Cleaning.\$45.00 /hr
 General labor.....\$60.00 /hr
 Labor - Skilled.....\$90.00 /hr
 Overtime – after 4:30 PM\$130.00 /hr
 Temporary dry storage (30-day maximum)\$1.00 /ft /day
 Summer storage (7/1 – 8/30)\$16.50 /ft
 Summer trailer storage\$175.00each
 Store Outriggers.\$50.00 each plus labor
 Disposal of waste gas & antifreeze\$10.00 /gal*
 Disposal of waste oil.....\$3.00 /gal
 Disposal of oil and gas filters.....\$2.00 each
 Sub-contractor fee..... \$100.00/day

***Note: Any removal of fuel from boats is billed at labor rate plus disposal fee.**

Minimum half hour labor charge



service@greatbaymarine.com

4/26/16 AM
 3:28:16 MJ

GENERAL YARD POLICIES

Payment is due upon receipt of invoice and before vessel is launched or leaves yard. Any questions or problems with billing or work performed must be reported to Great Bay Marine within 15 days of receipt. A service charge will be added to all accounts 30 days past due, and all work will be halted until the account is current. The cost of collection of any monies due, including, but not limited to attorneys and Marshall Fees and boat auction fees, will be added. Great Bay Marine reserves the right to haul the boat out of the water upon completion of the work or anytime thereafter and detain the boat in the yard until the account is paid in full. Work performed dockside requires pre-payment based on an estimate of work. Any remaining balances are due upon receipt of invoice. Work over \$500.00 needing a major material purchase requires a deposit. GBM labor rates are \$45.00 /hr. for boat cleaning, \$60.00 /hr. for general labor (compounding, waxing, detailing bottom painting and general help) and \$90.00 /hr. for skilled labor (carpentry, mechanical, and fiberglass work). A labor surcharge of \$10.00 /hr. will be charged to install owner-supplied equipment or materials.

No outside laborer or independent contractors' work allowed in the yard unless permission is obtained by GBM. All outside laborers and independent contractors must sign in at the GBM Service Office and submit proper insurance documents. The subcontractor /independent contractor is responsible for maintaining insurance on employees and their work; a copy of the certificate of insurance must be on file with GBM prior to any work being started.
GBM charges a daily fee of \$100.00 for all sub-contractors working in the yard.

No open flames are allowed in any area of the yard. Shoring and jack stands must not be moved or adjusted by anyone other than GBM personnel. Tying tarps or ladders to jack stands is prohibited. It is mandatory that all bottom sanding be done with a vacuum sander. All scraping and grinding must be tented, and a drop cloth must be placed under the boat. Paint spraying, sandblasting, welding, power washing, or shrink-wrapping is prohibited by anyone other than a GBM employee or agent. Unused bait and fish remains must not be left in the garbage containers provided by GBM.

It is the boat owner's responsibility to **check all seacocks**. Owner must inform travel lift crew of any underwater mechanisms or obstructions before setting of straps or assume responsibility for damage of the same. Wooden boats are subject to an additional charge, should more than ½ hour sling time be needed at launch. Extra hauls and launches are billed at the normal rate. Rates for hauling and loading onto trailer or truck allow a maximum of 1-hour sling time. If additional sling time is required, the rate is \$115.00 /hr., with a ½ hour minimum charge.

Warranty work: Great Bay Marine guarantees its work to be correct to accepted standards, and will remedy defects upon approval from management. Boats must be delivered to GBM at owner's expense for warranty work. Should yard personnel need to travel to a boat to perform warranty work, owner agrees to pay \$40.00 /hour travel time plus 50¢ per mile round trip.

All boats must be insured – Certificate of Insurance Required

61 Beane Lane
Newington, NH 03801
Telephone: (603) 436-5299
FAX: (603) 436-9834
www.greatbaymarine.com
Service Department Hours: 8:00am - 4:30 pm
Monday through Friday

EXHIBIT C

Special Provisions

None Requested

4/20/10
AM



voice – 603.436.5299

fax – 603.436.9834

CORPORATE RESOLUTION

I, Ellen Saas, **herby certify** that I am duly elected President of Great Bay Marine, Inc. I hereby certify the following is a true copy of a vote taken at a meeting of the Board of Directors, duly called and held on Wednesday April 20, 2016 at which a quorum of the Directors were present and voting.

VOTED: That Sean McKenna General Manager is duly authorized to enter a contract on behalf of Great Bay Marine, Inc. with the Department of Environmental Services, State of New Hampshire and further is authorized to execute any documents which may in his judgement be desirable or necessary to effect the purpose of this vote.

I hereby certify that said vote has not been amended or repealed and remains in full force and effect as of the 20th day of April, 2016. I further certify that it is understood that the State of New Hampshire will rely on this certificate as evidence that the person listed above currently occupies the position indicated and that they have full authority to bind the corporation to the specific contract indicated.

DATED: 4-20-16

ATTEST: Ellen Saas

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 GREAT BAY MARINE, INC. is a New Hampshire corporation duly incorporated under the laws of the State of New Hampshire on November 14, 1957. I further certify that all fees and annual reports required by the Secretary of State's office have been received and that articles of dissolution have not been filed.



In TESTIMONY WHEREOF, I hereto
set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 9th day of May, A.D. 2016

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

William M. Gardner
Secretary of State

