



Victoria F. Sheehan
Commissioner

THE STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION



William Cass, P.E.
Assistant Commissioner

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

Bureau of Turnpikes
October 13, 2017

REQUESTED ACTION

Authorize the Department of Transportation, Bureau of Turnpikes to exercise a contract renewal option with Travelers Marketing LLC, (Vendor Code #227453), of Wellesley, MA, for the second of two 2-year contract extensions for the Motor Safety Patrol in an amount of \$254,490.00, for a fee to be paid to the Bureau of Turnpikes beginning November 30, 2017 to November 30, 2019. This contract amendment increases the original contract from \$518,280.00 to \$772,770.00. Revenue is to be deposited into Turnpike Revenue Accounts.

Funds for this request are included in the Fiscal Year 2018 and 2019 Budgets:

	<u>FY 2018</u>	<u>FY 2019</u>
04-96-96-961017-70270000 Central Maintenance 009-403669 Sponsorship Fee	\$41,145.00	\$41,145.00
04-96-96-961017-70320000 Blue Star Maintenance 009-403669 Sponsorship Fee	\$32,565.00	\$32,565.00
04-96-96-961017-70370000 Spaulding Maintenance 009-403669 Sponsorship Fee	\$53,535.00	\$53,535.00
Total Sponsorship Fees Budget	\$127,245.00	\$127,245.00

EXPLANATION

On November 14, 2012, Governor and Council approved the original contract with Travelers Marketing LLC, item # 164, to assist and provide service for Turnpike patrons experiencing motor vehicle problems while traveling on the Turnpikes to be effective for a 3-year period through November 30, 2015. The contract also included provisions for two 2-year extensions through November 30, 2019.

On December 4, 2013, Governor and Council approved the contract amendment #1 with Travelers Marketing LLC, item #86, for the implementation of year-round Safety Patrol on the F.E. Everett Turnpike to be effective through November 30, 2015.

On November 12, 2014, Governor and Council approved the contract amendment #2 with Travelers Marketing LLC, item #22, for the implementation of year-round Safety Patrol on the Spaulding Turnpike and an additional Safety Patrol vehicle on F.E. Everett Turnpike to be effective through November 30, 2015.

On November 18, 2015, Governor and Council approved the contract amendment #3 with Travelers Marketing LLC, item #19, extending the contract through November 30, 2017.

The Bureau of Turnpikes' (The Bureau) Motorist Safety Patrol (MSP) program was established in the spring of 2010. The MSP has been a major success with positive public feedback. The Department is very pleased with the partnership that has been forged with Travelers Marketing/State Farm to sponsor the safety patrol and is looking to extend the term of the agreement through November 30, 2019.

The Bureau operates one (1) specially equipped MSP vehicle dedicated to the Spaulding Turnpike along NH Rte. 16 and the Blue Star Turnpike along I-95 to operate for approximately five (5) hours per day on Monday – Thursday, nine and one-half (9-1/2) hours on Friday, eight (8) hours each on Saturday and Sunday over a 16-week period and approximately 728 hours during the summer season (begins weekend prior to Memorial Day and ends weekend after Labor day weekend). In the winter season, both vehicles operate approximately five (5) hours per day on Monday – Friday over a total of 36 weeks and approximately 900 hours. Over the course of the year, each vehicle will operate approximately 1,628 hours. The MSP vehicles will provide immediate service to disabled vehicles inside the patrol route.

The Bureau also operates two (2) specially equipped MSP vehicles year-round dedicated to the Central Turnpike, from the Massachusetts State line on the FEE to I93 Exit 14 in Concord, to operate for approximately six and one-half (6-1/2) hours per day on Monday – Thursday, eight and one-half (8-1/2) hours on Friday, six (6) hours on Sunday year-round (no operations on Saturday). Over the course of the year, each vehicle will operate approximately 2,444 hours. The MSP vehicles will provide immediate service to disabled vehicles inside the patrol route.

The service will be operated with current Turnpike maintenance personnel with personnel costs required to operate the service paid with overtime funds (Class 018) from the Turnpike Spaulding, Blue Star and Central Maintenance accounts.

The Bureau's MSP vehicles are similar to a Ford extended cab pick-up truck that can accommodate five (5) passengers. The service-bodied trucks contain extensive equipment to aid disabled motorists including gasoline and diesel fuel cans to replenish fuel depleted vehicles, an under-hood mounted air compressor to inflate soft tires and to power air actuated tools, vehicle lift jacks, jumper cables, water to be used for vehicle coolant, potable water for drinking purposes, rubber faced push bumper, an assortment of mechanic's tools including air actuated impact wrenches, traffic cones, roadway flares, emergency lighting, two-way mobile radio and cellular phone.

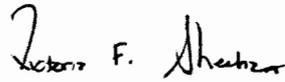
The sponsorship for this program is State Farm Insurance with Travelers Marketing managing the contract. The sponsorship includes, but is not limited to, annual revenue fee to the Bureau, the wrapping of the Bureau's MSP vehicle identifying the sponsorship, customer satisfaction feedback postcards, hats for Bureau drivers, patches to be displayed on their safety vests, and State Farm's Thankdriver.com website. The Department has installed informational highway signs identifying the NHDOT Safety Patrol sponsorship and recently added "Call #999" to the sign for access to the Department's Transportation Management Communication Center to request assistance during the hours of operations. The Bureau's website will provide content about the safety patrol and a link to the Thankdriver website.

Sponsorship Fees for Fiscal Years 2018 and 2019 will be due on the anniversary date of the original launch event (November 20, 2012) or subsequent to Governor and Council approval.

The contract amendment has been approved by the Attorney General as to form and execution. Copies of the fully executed contract are on file at the Secretary of State's office and the Department of Administrative Services office, and subsequent to Governor and Council approval will be on file at the Department of Transportation.

It is respectfully requested that this resolution be approved.

Sincerely,

A handwritten signature in black ink, appearing to read "Victoria F. Sheehan". The signature is written in a cursive style with a large initial "V".

Victoria F. Sheehan
Commissioner

#104



THE STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION



CHRISTOPHER D. CLEMENT, SR.
COMMISSIONER

JEFF BRILLHART, P.E.
ASSISTANT COMMISSIONER

October 10, 2012
Bureau of Turnpikes

His Excellency, Governor John H. Lynch
and the Honorable Executive Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

1. Authorize the Department of Transportation, Bureau of Turnpikes to enter into a contract with Travelers Marketing LLC, Wellesley, MA, (Vendor Code #227453) for sponsorship of the Bureau of Turnpikes Motor Service Patrol along Interstate 95 and the Spaulding Turnpike for a fee to be paid to the Bureau of Turnpikes in the amount of \$145,500 to be effective upon Governor and Council approval through November 30, 2015, with the option to renew for two additional two-year periods subject to Governor and Council approval. Revenue is to be deposited into Turnpike Revenue Accounts.

2. Authorize the Department of Transportation, Bureau of Turnpikes to accept and expend Sponsorship Fees from Travelers Marketing LLC, in the amount of \$45,300.00 for sponsorship of the Bureau of Turnpikes Motor Service Patrol along Interstate 95 and the Spaulding Turnpike to be effective upon Governor and Council approval through June 30, 2013. Funding for Fiscal Years 2014 and 2015 will be budgeted in the Bureau of Turnpikes budget. 100% Other Funds – Sponsorship Fees.

Sponsorship Fees will be due for the first year of the contract within (5) five business days of the scheduled Launch event of the program, subsequent to Governor and Council approval, and will be due for the next two years on the anniversary date of the scheduled Launch event during Fiscal Year 2014 and 2015. Funds for this request are to be budgeted in Fiscal Year 2013 as follows. There are sufficient funds in the benefit class to cover additional benefit costs associated with the increase in the salary line.

04-096-096-961017-7032	Current Budget Fiscal Year 2013	Requested Change	Revised Budget Fiscal Year 2013
Turnpikes Blue Star Maintenance			
Expenses:			
010 500100 Personal Services – Permanent	\$479,558	\$0	\$479,558
017 500147 FT Employees Special Pay	14,853	0	14,853
018 500106 Overtime	154,777	29,400	184,177
019 500105 Holiday Pay	4,962	0	4,962
020 500200 Current Expense	793,706	0	793,706
022 500255 Rents-Leases Other than State	285,705	0	285,705
023 500291 Heat, Electricity, Water	70,900	0	70,900
024 500225 Maint Other than Bldg-Grnds	2,916	0	2,916
030 500311 Equipment	569,720	0	569,720
047 500240 Own Forces Maint	1,799	0	1,799
048 500226 Contract Maint Bldgs & Grnds	67,741	0	67,741
050 500109 Personal Services – Temp	0	0	0
060 500601 Benefits	369,134	0	369,134
068 500563 Remuneration	3,183	0	3,183
070 500704 In-State Travel	7,698	0	7,698

	Total	\$2,826,652	\$29,400	\$2,856,052
Source of Funds				
Revenue:				
	000-000017 Turnpike Fund	\$2,826,652	\$0	\$2,826,652
	009-403669 Sponsorship Fee	0	29,400	29,400
	Total	\$2,826,652	\$29,400	\$2,856,052

04-096-096-961017-7037	Current Budget Fiscal Year 2013	Requested Change	Revised Budget Fiscal Year 2013	
Turnpikes Spaulding Maintenance				
Expenses:				
010 500100 Personal Services – Permanent	\$376,968	\$0	\$376,968	
017 500147 FT Employees Special Pay	10,610	0	10,610	
018 500106 Overtime	135,833	15,900	151,733	
019 500105 Holiday Pay	7,916	0	7,916	
020 500200 Current Expense	479,107	0	479,107	
022 500255 Rents-Leases Other than State	109,250	0	109,250	
023 500291 Heat, Electricity, Water	61,100	0	61,100	
024 500225 Maint Other than Bldg-Grnds	4,877	0	4,877	
030 500311 Equipment	421,180	0	421,180	
047 500240 Own Forces Maint	1,102	0	1,102	
048 500226 Contract Maint Bldgs & Grnds	72,922	0	72,922	
050 500109 Personal Services – Temp	8,647	0	8,647	
060 500601 Benefits	238,049	0	238,049	
068 500563 Remuneration	3,183	0	3,183	
070 500704 In-State Travel	3,391	0	3,391	
	Total	\$1,934,135	\$15,900	\$1,950,035
Source of Funds				
Revenue:				
	000-000017 Turnpike Fund	\$1,934,135	\$0	\$1,934,135
	009-403669 Sponsorship Fee	0	15,900	29,400
	Total	\$1,934,135	\$15,900	\$1,950,035

EXPLANATION

The Bureau of Turnpikes' (The Bureau) Motorist Service Patrol (MSP) program was established in the spring of 2010. The purpose was and continues to be to assist and provide service for Turnpike patrons experiencing motor vehicle problems while traveling on the turnpike.

Where as from May 2010 to present, the program has operated utilizing Turnpike funds, the Department now proposes to operate the program utilizing revenue from a private vendor in return for advertising a sponsor's name on the MSP vehicle, as well as other marketing elements as indicated below.

The Bureau operates the specially equipped MSP vehicle on the I-95 approximately five (5) hours per day, Mon – Thurs and ten (10) hours Friday, Saturday & Sunday from the weekend prior to Memorial Day Weekend to the weekend after Labor Day Weekend for a total of 18 weeks and approximately 900 hours. The MSP also operates on I-95 and Spaulding Turnpike (NH 16) Monday – Friday five (5) hours a day from mid-September to mid-May, approximately 850 hours. The MSP vehicle provides immediate service to disabled vehicles inside the patrol route. Presently, personnel costs required to operate the service patrol are paid with overtime funds (class 18) from the Turnpike Blue Star and Spaulding Maintenance Accounts. Expansion of the program was not budgeted in Fiscal Year 2013 in those accounts.

The Bureau's MSP Program consists of one (1) MSP vehicle, which is a Ford F-250 pick-up truck with full crew cab that can accommodate five (5) passengers and Omaha utility beds. The vehicle is equipped with a fuel cell to replenish fuel-depleted vehicles, an impact wrench to remove lug nuts, a compressor to inflate soft tires, a floor jack, jumper cables, lock-out tools, water, push bumper, flares, state-of-the-art emergency lighting, State radio and cellular phone.

The sponsorship for this program is State Farm Insurance with Travelers Marketing managing the contract. The sponsorship will include, but is not limited to, annual revenue fee to the Bureau, the wrapping of the Bureau's MSP vehicle identifying the sponsorship, customer satisfaction feedback postcards, hats for Bureau drivers, patches to be displayed on their safety vests, and State Farm's Thankadriver.com website. The Department will be installing informational highway signs identifying the NHDOT Safety Patrol and the sponsorship. The Bureau's website will provide content about the safety patrol and a link to the Thankadriver website.

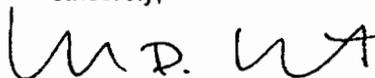
The contract also reserves the right for the Department to expand the MSP to fully cover the Spaulding Turnpike and/or patrol the FE Everett Turnpike. Travelers Marketing reserves the right of first refusal of the sponsorship benefits for a prorated annual sponsorship amount based on the number of additional vehicles and anticipated annual hours of operation.

The Department advertised for proposals for sponsorship of the MSP program in the Manchester Union Leader and the Portsmouth Herald on April 25 through April 28, 2012. Invitations to bid were also sent to twenty-six insurance companies who do business in New Hampshire. One sealed bid was received and publicly opened on May 24, 2012. Travelers Marketing, LLC was the sole bidder to provide sponsorship of the program as required in our proposal. The contract will begin subsequent to approval by the Governor and Council, no earlier than November 1, 2012 and end November 30, 2015. The contract is for a total of \$145,500.00. The sponsorship provides \$45,300.00 to the Department through FY2013, and \$50,100.00 for FY2014, and \$50,100.00 for FY2015.

The contract has been approved by the Attorney General as to form and execution. Copies of the fully executed contract are on file at the Secretary of State's office and the Department of Administrative Services office, and subsequent to Governor and Council approval will be on file at the Department of Transportation.

It is respectfully requested that this resolution be approved.

Sincerely,

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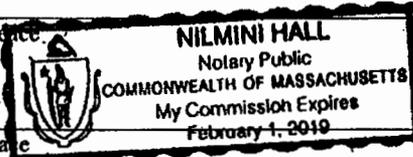
Christopher D. Clement, Sr.
Commissioner

Attachments

**STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION
MOTOR SERVICE PATROL
BUREAU OF TURNPIKES
CONTRACT AGREEMENT - PART 1**

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

GENERAL PROVISIONS

1.1 State Agency Name Department Of Transportation		1.2 State Agency Address P.O. Box 483, Concord NH 03302-0483	
Contractor Name Travelers Marketing LLC <i>MAS 10/5/12 DSS 10/9/12</i>		1.4 Contractor Address 47 Church St. Suite 301 Wellesley, MA 02482	
1.5 Contractor Phone Number 617-332-5363 (4) 781 416 3237 (6) <i>MAS 10/5/12 DSS 10/9/12</i>	1.6 Account Number 04-96-961017-7032-018-500106 04-96-961017-7037-018-500106	1.7 Completion Date November 30, 2015	1.8 Price Limitation \$150,100 \$145,500.00 <i>MAS 10/5/12 DSS 10/9/12</i>
1.9 Contracting Officer for State Agency David J. Brillhart, P.E. Assistant Commissioner		1.10 State Agency Telephone Number 603-271-1486	
1.11 Contractor Signature <i>David E. Stein</i>		1.12 Name and Title of Contractor Signatory DAVID E. STEIN, CEO	
1.13 Acknowledgement: State of Massachusetts County of Norfolk On <u>10-2-2012</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 <i>Nilmini Hall</i> [Seal]			
			
1.13.2 Name and Title of Notary or Justice of the Peace			
1.14 State Agency Signature <i>David J. Brillhart</i>		1.15 Name and Title of State Agency Signatory David J. Brillhart, Asst. 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) By: <i>David M. Hall</i> On: <u>10/25/12</u>			
1.18 Approval by the Governor and Executive Council By: <i>[Signature]</i> DEPUTY SECRETARY OF STATE NOV 14 2012			



THE STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION



86

CHRISTOPHER D. CLEMENT, SR.
COMMISSIONER

JEFF BRILLHART, P.E.
ASSISTANT COMMISSIONER

November 7, 2013
 Bureau of Turnpikes

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

REQUESTED ACTION

1. Authorize the Department of Transportation, Bureau of Turnpikes to exercise the motor service patrol expansion option allowed in the original contract with Travelers Marketing LLC, Wellesley, MA, (Vendor Code #227453) by increasing the contract amount by \$82,290.00 (from \$145,500.00 to \$227,790.00) for expanding sponsorship of the Bureau of Turnpikes Motor Service Patrol along the F.E. Everett Turnpike for a fee to be paid to the Bureau of Turnpikes to be effective upon Governor and Council approval through June 30, 2015. Revenue is to be deposited into Turnpike Revenue Accounts. (The original contract was approved by Governor and Council on November 14, 2012, Item # 164.)

2. Authorize the Department of Transportation, Bureau of Turnpikes to accept and expend Sponsorship Fees from Travelers Marketing LLC, in the amount of \$82,290.00 for sponsorship of the Bureau of Turnpikes Expanded Motor Service Patrol along the F.E. Everett Turnpike to be effective upon Governor and Council approval through June 30, 2015. 100% Other Funds – Sponsorship Fees.

Funds for this request are to be budgeted in Fiscal Year 2014 and 2015 as follows:

04-096-096-961017-7027	Current Modified Budget FY 2014	Requested Change	Revised Budget FY 2014
Turnpikes Central Maintenance			
Expenses:			
010 500100 Personal Services – Perm	\$940,011	\$0	\$940,011
017 500147 FT Employees Special Pay	29,400	0	29,400
018 500106 Overtime	340,000	41,145	381,145
019 500105 Holiday Pay	8,000	0	8,000
020 500200 Current Expense	1,089,730	0	1,089,730
022 500255 Rents-Leases Other than State	660,576	0	660,576
023 500291 Heat, Electricity, Water	283,497	0	283,497
024 500225 Maint Other than Bldg-Grnds	8,209	0	8,209
030 500311 Equipment	934,573	0	934,573
039 500188 Telecommunications	14,793	0	14,793
047 500240 Own Forces Maint	100,000	0	100,000
048 500226 Contract Maint Bldgs & Grnds	58,566	0	58,566
050 500109 Personal Services – Temp	86,000	0	86,000
060 500601 Benefits	759,480	0	759,480
068 500563 Remuneration	3,000	0	3,000
070 500704 In-State Travel	7,500	0	7,500
103 500741 Contracts for Operational Svc	70,335	0	70,335
400 500871 Construction Repair Material	50,000	0	50,000
Total	\$5,443,670	\$41,145	\$5,484,815

Source of Funds			
Revenue:			
000-000017 Turnpike Fund	\$5,443,670	\$0	\$5,443,670
009-403669 Sponsorship Fee	0	41,145	41,145
Total	\$5,443,670	\$41,145	\$5,484,815

04-096-096-961017-7027	Approved Budget FY 2015	Requested Change	Revised Budget FY 2015
Turnpikes Central Maintenance			
Expenses:			
010 500100 Personal Services – Perm	\$957,417	\$0	\$957,417
017 500147 FT Employees Special Pay	29,400	0	29,400
018 500106 Overtime	350,000	41,145	391,145
019 500105 Holiday Pay	8,500	0	8,500
020 500200 Current Expense	1,171,183	0	1,171,183
022 500255 Rents-Leases Other than State	680,000	0	680,000
023 500291 Heat, Electricity, Water	292,003	0	292,003
024 500225 Maint Other than Bldg-Grnds	7,160	0	7,160
030 500311 Equipment	505,224	0	505,224
039 500188 Telecommunications	15,236	0	15,236
047 500240 Own Forces Maint	75,000	0	75,000
048 500226 Contract Maint Bldgs & Grnds	141,000	0	141,000
050 500109 Personal Services – Temp	87,000	0	87,000
060 500601 Benefits	803,713	0	803,713
068 500563 Remuneration	3,000	0	3,000
070 500704 In-State Travel	7,800	0	7,800
103 500741 Contracts for Operational Svc	72,446	0	72,446
Total	\$5,206,082	\$41,145	\$5,247,227
Source of Funds			
Revenue:			
000-000017 Turnpike Fund	\$5,206,082	\$0	\$5,206,082
009-403669 Sponsorship Fee	0	41,145	41,145
Total	\$5,206,082	\$41,145	\$5,247,227

EXPLANATION

The Bureau of Turnpikes' (The Bureau) Motorist Service Patrol (MSP) program was established in the spring of 2010. The purpose was and continues to be to assist and provide service for Turnpike patrons experiencing motor vehicle problems while traveling on the turnpike.

The MSP has been a major success with positive public feedback. The Department is very pleased with the partnership that has been forged with Travelers Marketing/State Farm to sponsor the I-95 service patrol and is looking to expand the service to the F.E. Everett Turnpike (FEET).

The Bureau plans to operate one (1) specially equipped MSP vehicle on the FEET approximately six and one-half (6-1/2) hours per day, Mon – Thurs and eight and one-half (8-1/2) hours on Friday for a total of 52 weeks and approximately 1,794 hours. The MSP vehicle will provide immediate service to disabled vehicles inside the patrol route. The service will be operated with current Turnpike maintenance personnel with personnel costs required to operate the service paid with overtime funds (Class 018) from the Turnpike Central Maintenance account. Expansion of the program was not budgeted in Fiscal Years 2014 and 2015. Due to ongoing vacancies, there are sufficient funds in the benefit class to cover additional benefit costs associated with the increase in the overtime class line.

The Bureau's expanded MSP Program consists of one (1) MSP vehicle, which is a Chevrolet Silverado C3700 extended cab pick-up truck that can accommodate five (5) passengers. The service-bodied truck contains extensive equipment to aid disabled motorists including gasoline and diesel fuel cans to replenish fuel depleted vehicles, an under-hood mounted air compressor to inflate soft tires and to power air actuated tools, vehicle lift jacks, jumper cables, water to be used for vehicle coolant, potable water for drinking purposes, rubber faced push bumper, an assortment of mechanic's tools including air actuated impact wrenches, traffic cones, roadway flares, emergency lighting, two-way mobile radio and cellular phone.

The sponsorship for this program is State Farm Insurance with Travelers Marketing managing the contract. The sponsorship will include, but is not limited to, annual revenue fee to the Bureau, the wrapping of the Bureau's MSP vehicle identifying the sponsorship, customer satisfaction feedback postcards, hats for Bureau drivers, patches to be displayed on their safety vests, and State Farm's Thankadriver.com website. The Department will be installing informational highway signs identifying the NHDOT Safety Patrol and the sponsorship. The Bureau's website will provide content about the safety patrol and a link to the Thankadriver website.

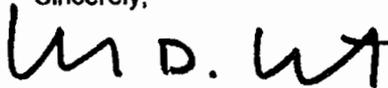
Sponsorship Fees for Fiscal Years 2014 and 2015 will be due on or before the anniversary date of the original launch event subsequent to Governor and Council approval and subsequent to the installation of informational highway signs. The original launch event was held on November 20, 2012.

Increases in Budget Classes 40 – Indirect Costs, 41 – Audit Fund Set Aside, and 42 – Additional Fringe Benefits were not requested as the Sponsorship Fees are not Federal Funds and the Bureau budgets for Retirees Health Insurance in a separate line item (017-096-8117-064 Retirees Pension Benefit Health Insurance).

The contract amendment has been approved by the Attorney General as to form and execution. Copies of the fully executed contract are on file at the Secretary of State's office and the Department of Administrative Services office, and subsequent to Governor and Council approval will be on file at the Department of Transportation.

It is respectfully requested that this resolution be approved.

Sincerely,



Christopher D. Clement, Sr.
Commissioner

Attachment



THE STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION



22

CHRISTOPHER D. CLEMENT, SR.
COMMISSIONER

JEFF BRILLHART, P.E.
ASSISTANT COMMISSIONER

October 7, 2014
Bureau of Turnpikes

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

REQUESTED ACTION

1. Authorize the Department of Transportation, Bureau of Turnpikes to exercise the motor service patrol expansion option allowed in the original contract with Travelers Marketing LLC, Wellesley, MA, (Vendor Code #227453) by increasing the contract amount by \$36,000.00 (from \$227,790.00 to \$263,790.00) for expanding sponsorship of the Bureau of Turnpikes Motor Service Patrol along the F.E. Everett Turnpike for a fee to be paid to the Bureau of Turnpikes to be effective upon Governor and Council approval through November 30, 2015. Revenue is to be deposited into Turnpike Revenue Accounts. (The original contract was approved by Governor and Council on November 14, 2012, item # 164 and the first amendment was approved by Governor and Council on December 4, 2013, item #86.)

2. Authorize the Department of Transportation, Bureau of Turnpikes to accept and expend Sponsorship Fees from Travelers Marketing LLC, in the amount of \$36,000.00 for sponsorship of the Bureau of Turnpikes Expanded Motor Service Patrol along the F.E. Everett Turnpike to be effective upon Governor and Council approval through June 30, 2015. 100% Other Funds - Sponsorship Fees.

Funds for this request are to be budgeted in Fiscal Year 2015 as follows:

Table with 4 columns: Item Description, Approved Budget FY 2015, Requested Change, Revised Budget FY 2015. Rows include Turnpikes Spaulding Maintenance Expenses and various sub-items like Personal Services, Overtime, and Equipment.

400 500871 Construction Repair Material	42,375	0	42,375
Total	\$3,234,207	\$36,000	\$3,270,207
Source of Funds			
Revenue:			
000-000017 Turnpike Fund	\$3,234,207	\$0	\$3,234,207
009-403669 Sponsorship Fee	0	36,000	36,000
Total	\$3,234,207	\$36,000	\$3,270,207

EXPLANATION

The Bureau of Turnpikes' (The Bureau) Motorist Service Patrol (MSP) program was established in the spring of 2010. The purpose was and continues to be to assist and provide service for Turnpike patrons experiencing motor vehicle problems while traveling on the turnpike.

The MSP has been a major success with positive public feedback. The Department is very pleased with the partnership that has been forged with Travelers Marketing/State Farm to sponsor the service patrol and is looking to expand the service year-round on the Spaulding Turnpike beginning November 20, 2014 and to add a second vehicle on the F.E. Everett Turnpike (FEET) Service Patrol route in Spring of 2015.

The Bureau plans to add one (1) specially equipped MSP vehicle dedicated to the Spaulding Turnpike to operate for approximately five (5) hours per day on Monday – Thursday, nine and one-half (9-1/2) hours on Friday, eight hours each on Saturday and Sunday over a 16-week period and approximately 728 hours during the summer season (begins weekend prior to Memorial Day and ends weekend after Labor day weekend). In the winter season, the vehicle will operate approximately five (5) hours per day on Monday – Friday over a total of 36 weeks and approximately 900 hours. Over the course of the year, the vehicle will operate approximately 1,628 hours. The MSP vehicle will provide immediate service to disabled vehicles inside the patrol route. The service will be operated with current Turnpike maintenance personnel with personnel costs required to operate the service paid with overtime funds (Class 018) from the Turnpike Spaulding Maintenance account. Expansion of the program was not budgeted in Fiscal Year 2015. Due to ongoing vacancies, there are sufficient funds in the benefit class to cover additional benefit costs associated with the increase in the overtime class line.

The Bureau's expanded MSP Program on the Spaulding Turnpike consists of one (1) MSP vehicle, which is a Ford extended cab pick-up truck that can accommodate five (5) passengers. The service-bodied truck contains extensive equipment to aid disabled motorists including gasoline and diesel fuel cans to replenish fuel depleted vehicles, an under-hood mounted air compressor to inflate soft tires and to power air actuated tools, vehicle lift jacks, jumper cables, water to be used for vehicle coolant, potable water for drinking purposes, rubber faced push bumper, an assortment of mechanic's tools including air actuated impact wrenches, traffic cones, roadway flares, emergency lighting, two-way mobile radio and cellular phone.

The sponsorship for this program is State Farm Insurance with Travelers Marketing managing the contract. The sponsorship will include, but is not limited to, annual revenue fee to the Bureau, the wrapping of the Bureau's MSP vehicle identifying the sponsorship, customer satisfaction feedback postcards, hats for Bureau drivers, patches to be displayed on their safety vests, and State Farm's Thankadriver.com website. The Department will be installing informational highway signs identifying the NHDOT Safety Patrol and the sponsorship. The Bureau's website will provide content about the safety patrol and a link to the Thankadriver website.

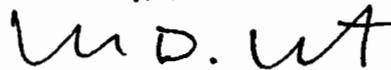
Sponsorship Fees for Fiscal Year 2015 will be due on or before the anniversary date of the original launch event subsequent to Governor and Council approval and subsequent to the installation of informational highway signs. The original launch event was held on November 20, 2012.

Increases in Budget Classes 40 – Indirect Costs, 41 – Audit Fund Set Aside, and 42 – Additional Fringe Benefits were not requested as the Sponsorship Fees are not Federal Funds and the Bureau budgets for Retirees Health Insurance in a separate line item (017-096-8117-064 Retirees Pension Benefit Health Insurance).

The contract amendment has been approved by the Attorney General as to form and execution. Copies of the fully executed contract are on file at the Secretary of State's office and the Department of Administrative Services office, and subsequent to Governor and Council approval will be on file at the Department of Transportation.

It is respectfully requested that this resolution be approved.

Sincerely,

Handwritten signature of Christopher D. Clement, Sr. in black ink, appearing as 'C.D. WT'.

Christopher D. Clement, Sr.
Commissioner

Attachment



THE STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION



19

Victoria F. Sheehan
Commissioner

William Cass, P.E.
Assistant Commissioner

October 23, 2015
Bureau of Turnpikes

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

REQUESTED ACTION

Authorize the Department of Transportation, Bureau of Turnpikes to exercise a contract renewal option with Travelers Marketing LLC, (Vendor Code #227453), of Wellesley, MA, for the first of two 2-year contract extensions for the Motor Safety Patrol in an amount of \$254,490.00, for a fee to be paid to the Bureau of Turnpikes beginning November 30, 2015 to November 30, 2017. This contract amendment increases the original contract from \$263,790.00 to \$518,280.00. The original contract was approved by Governor & Council on November 14, 2012, item #164, the first amendment on December 4, 2013, item #86 and the second amendment on November 12, 2014, item #22. Revenue is to be deposited into Turnpike Revenue Accounts.

Funds for this request are included in the Fiscal Year 2016 and 2017 Budgets:

Table with 3 columns: Description, FY 2016, FY2017. Rows include Central Maintenance, Blue Star Maintenance, Spaulding Maintenance, and Total Sponsorship Fees Budget.

EXPLANATION

On November 14, 2012, Governor and Council approved the original contract with Travelers Marketing LLC, item # 164, to assist and provide service for Turnpike patrons experiencing motor vehicle problems while travelling on the Turnpikes to be effective for a 3-year period through November 30, 2015. The contract also included provisions for two 2-year extensions through November 30, 2019.

On December 4, 2013, Governor and Council approved the contract amendment #1 with Travelers Marketing LLC, item #86, for the implementation of year-round Safety Patrol on the F.E. Everett Turnpike to be effective through November 30, 2015.

On November 12, 2014, Governor and Council approved the contract amendment #2 with Travelers Marketing LLC, item #22, for the implementation of year-round Safety Patrol on the Spaulding Turnpike and an additional Safety Patrol vehicle on F.E. Everett Turnpike to be effective through November 30, 2015.

The Bureau of Turnpikes' (The Bureau) Motorist Safety Patrol (MSP) program was established in the spring of 2010. The MSP has been a major success with positive public feedback. The Department is very pleased with the partnership that has been forged with Travelers Marketing/State Farm to sponsor the safety patrol and is looking to extend the term of the agreement through November 30, 2017.

The Bureau operates one (1) specially equipped MSP vehicle dedicated to the Spaulding Turnpike and one (1) specially equipped MSP vehicle dedicated to the Blue Star Turnpike along I-95 to operate for approximately five (5) hours per day on Monday – Thursday, nine and one-half (9-1/2) hours on Friday, eight (8) hours each on Saturday and Sunday over a 16-week period and approximately 728 hours during the summer season (begins weekend prior to Memorial Day and ends weekend after Labor day weekend). In the winter season, both vehicles operate approximately five (5) hours per day on Monday – Friday over a total of 36 weeks and approximately 900 hours. Over the course of the year, each vehicle will operate approximately 1,628 hours. The MSP vehicles will provide immediate service to disabled vehicles inside the patrol route.

The Bureau also operates two (2) specially equipped MSP vehicles year-round dedicated to the Central Turnpike, from the Massachusetts State line on the FEE to I93 Exit 14 in Concord, to operate for approximately six and one-half (6-1/2) hours per day on Monday – Thursday, eight and one-half (8-1/2) hours on Friday, six (6) hours on Sunday year-round (no operations on Saturday). Over the course of the year, each vehicle will operate approximately 2,444 hours. The MSP vehicles will provide immediate service to disabled vehicles inside the patrol route.

The service will be operated with current Turnpike maintenance personnel with personnel costs required to operate the service paid with overtime funds (Class 018) from the Turnpike Spaulding, Blue Star and Central Maintenance accounts.

The Bureau's MSP vehicles are similar to a Ford extended cab pick-up truck that can accommodate five (5) passengers. The service-bodied trucks contain extensive equipment to aid disabled motorists including gasoline and diesel fuel cans to replenish fuel depleted vehicles, an under-hood mounted air compressor to inflate soft tires and to power air actuated tools, vehicle lift jacks, jumper cables, water to be used for vehicle coolant, potable water for drinking purposes, rubber faced push bumper, an assortment of mechanic's tools including air actuated impact wrenches, traffic cones, roadway flares, emergency lighting, two-way mobile radio and cellular phone.

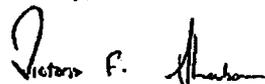
The sponsorship for this program is State Farm Insurance with Travelers Marketing managing the contract. The sponsorship includes, but is not limited to, annual revenue fee to the Bureau, the wrapping of the Bureau's MSP vehicle identifying the sponsorship, customer satisfaction feedback postcards, hats for Bureau drivers, patches to be displayed on their safety vests, and State Farm's Thankadriver.com website. The Department has installed informational highway signs identifying the NHDOT Safety Patrol sponsorship and recently added "Call #999" to the sign for access to the Department's Transportation Management Communication Center to request assistance during the hours of operations. The Bureau's website will provide content about the safety patrol and a link to the Thankadriver website.

Sponsorship Fees for Fiscal Years 2016 and 2017 will be due on the anniversary date of the original launch event (November 20, 2012) or subsequent to Governor and Council approval.

The contract amendment has been approved by the Attorney General as to form and execution. Copies of the fully executed contract are on file at the Secretary of State's office and the Department of Administrative Services office, and subsequent to Governor and Council approval will be on file at the Department of Transportation.

It is respectfully requested that this resolution be approved.

Sincerely,



Victoria F. Sheehan
Commlssloner

cc: J. Corcoran, M. Blacker

**STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION
MOTOR SERVICE PATROL
BUREAU OF TURNPIKES
CONTRACT AMENDMENT 4**

WHEREAS, pursuant to an Agreement approved by Governor and Council, as a result of Motor Service Patrol Request for Proposal, on November 14, 2012, Item #164 (herein after referred to as the "Agreement"), Travelers Marketing, LLC (VC #227453) (hereinafter referred to as "Vendor" or "Travelers Marketing") agreed to supply certain services and sponsorship fees upon the terms and conditions specified in the Agreement and the Department of Transportation (hereinafter referred to as the "Department") acting for the benefit of the Agency, certain sums as specified therein;

WHEREAS, pursuant to the Agreement Section 20 Amendment, the Agreement may be modified or amended only by a written instrument executed by the parties thereto and approved by the Governor and Executive Council;

WHEREAS, the Governor and Council approved an amendment to the Agreement between the State of New Hampshire Department of Transportation and Travelers Marketing, LLC (VC #227453) on December 4, 2013, Item #86, to be effective through November 30, 2015;

WHEREAS, the Governor and Council approved an amendment to the Agreement between the State of New Hampshire Department of Transportation and Travelers Marketing, LLC (VC #227453) on December 12, 2014, Item #22, to be effective through November 30, 2015;

WHEREAS, the Governor and Council approved an amendment to the Agreement between the State of New Hampshire Department of Transportation and Travelers Marketing, LLC (VC #227453) on November 18, 2015, Item #19, to be effective through November 30, 2017;

WHEREAS, the Parties now wish to amend the Agreement further as set forth in this Fourth Amendment;

WHEREAS, Travelers Marketing and the Department have agreed to amend the Agreement in certain respects:

NOW THEREFORE, in consideration of the foregoing, and the covenants and conditions contained in the Agreement and set forth herein, the parties hereto do agree as follows:

I. Contract Agreement Part 1 is hereby amended as follows:

1. General Provisions of the Agreement are hereby amended as follows:

- a. Amend Section 1.7 of the General Provisions of the Agreement by deleting the current Completion Date of 11/30/2017 and adding a new completion date of 11/30/2019.
- b. Amend Section 1.8 of the General Provisions of the Agreement by increasing the current Price Limitation of \$518,280.00 by \$254,490.00 to a new Price Limitation of \$772,770.00.

II. Exhibit B Contract Deliverables Part 2 is hereby amended as follows:

1. Under Deliverable Payment Schedule is hereby amended as follows:

- **Replace** Statement No. 4 to read "The total contract fee shall not exceed Seven Hundred Seventy-Two Thousand, Seven Hundred Seventy Dollars and No Cents (\$772,770.00)."

Initial and Date All Pages:

TRAVELERS MARKETING's Initials TMS Date 10/13/12

Contract Amendment 4
Page 1 of 3

**STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION
MOTOR SERVICE PATROL
BUREAU OF TURNPIKES
CONTRACT AMENDMENT 4**

- **Replace** Statement No. 5 to read "The Department will accept payments in the following accounts:

04-096-096-961017-7027-009-403669 - Turnpikes Central Maintenance Sponsorship Fee \$246,870.00

04-096-096-961017-7032-009-403669 Turnpikes Blue Star Maintenance Sponsorship Fee \$224,860.00

04-096-096-961017-7037-009-403669 Turnpikes Spaulding Maintenance Sponsorship Fee \$301,040.00"

- **Add** Table 1 Summary of Contract Amendment:

CONTRACT AND AMENDMENT NUMBER	END DATE	CONTRACT AMOUNT AND INCREASES
Original Contract	November 14, 2012 - November 30, 2015	\$145,500.00
Amendment # 1	November 14, 2012 - November 30, 2015	\$82,290.00
Amendment # 2	November 14, 2012 - November 30, 2015	\$36,000.00
Amendment # 3	December 1, 2015 - November 30, 2017	\$254,490.00
Amendment # 4	December 1, 2017 - November 30, 2019	\$254,490.00
Contract Total		\$772,770.00

Initial and Date All Pages:

TRAVELERS MARKETING's

Initials

DS

Date

10/12/17

Contract Amendment 4

Page 2 of 3

STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION
MOTOR SERVICE PATROL
BUREAU OF TURNPIKES
CONTRACT AMENDMENT 4

Except as provided herein, all provisions of the Agreement shall remain in full force and effect. This modification shall take effect upon the approval date from the Governor and the Executive Council.

IN WITNESS WHEREOF, the parties have hereunto set their hands as of the day and year first above written.

David E. Stein

Date: 10/13/17

David E. Stein, Managing Partner
Travelers Marketing, LLC

Corporate Signature Notarized:

STATE OF MASSACHUSETTS

COUNTY OF SUFFOLK

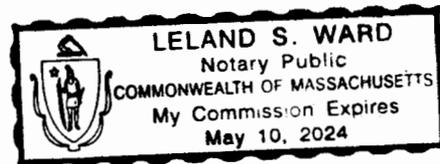
On this the 13 day of OCTOBER, 2017, before me, David Stein, the undersigned Officer of Travelers Marketing personally appeared and acknowledged her/himself to be the MANAGING PARTNER, of TRAVELERS MARKETING, a corporation, and that she/he, as such MANAGING PARTNER being authorized to do so, executed the foregoing instrument for the purposes therein contained, by signing the name of the corporation by her/himself as TRAVELERS MARKETING.

IN WITNESS WHEREOF, I hereunto set my hand and official seal.

Leland S. Ward
Notary Public/Justice of the Peace

My Commission Expires: MAY 10th, 2024

(SEAL)



William Cass

Date: 10/20/17

William Cass, PE
Assistant Commissioner
State of New Hampshire Department of Transportation

Allin B Greenstein

Date: 11/9/17

Approval by Attorney General Office (Form, Substance and Execution)

Date: _____

Approval by the Governor and Council

Initial and Date All Pages:

TRAVELERS MARKETING's Initials DJS Date 10/13/17

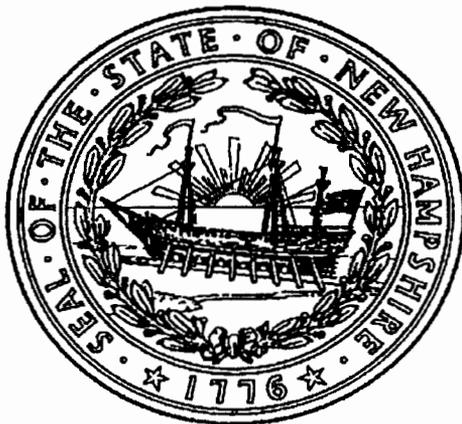
State of New Hampshire

Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that TRAVELERS MARKETING LLC is a Massachusetts Limited Liability Company registered to transact business in New Hampshire on June 14, 2012. 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: 672798



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 13th day of October A.D. 2017.

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

William M. Gardner
Secretary of State

To Whom It Does Concern:

I, hereby, certify that at a meeting of the partners of Travelers Marketing, LLC held on October 13, 2017 the partners authorized David E. Stein, the Managing Partner, to execute the State of New Hampshire Department of Transportation Motor Service Patrol Bureau of Turnpike Contract Amendment 4, attached hereto.



Stephen Cummings

Partner and Secretary

10/13/17

Date

