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New Hampshire DOT
Department of Transportation

THE STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION

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

STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION
MOTOR SERVICE PATROL
BUREAU OF TURNPIKES
CONTRACT AMENDMENT 1

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, agrees to expand the Motor Service Patrol (MSP) Program;

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 Parties now wish to amend the Amendment as set forth in this First Amendment:

WHEREAS, the Department wishes and Travelers Marketing agrees to increase the Agreement sponsorship fee by $82,290.00 to bring the total contract sponsorship fee to $227,790.00.

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 1.6 of the General Provisions of the Agreement by replacing the account numbers with 04-096-096-961017-7027-009-403669; 04-096-096-961017-7032-009-403669; and 04-096-096-961017-7037-009-403669

   b. Amend Section 1.8 of the General Provisions of the Agreement by increasing the current Price Limitation of $145,500 by $82,290 to a new price limitation of $227,790.

2. **Introduction, is hereby amended by adding the following paragraphs after Motorist Service Patrol Introduction section:**

Expansion of the MSP Program:

The Bureau is looking to expand the Motorist Service Patrol (MSP) Program to the F.E. Everett Turnpike (FEET) beginning in Fiscal Year 2014. The Bureau will operate one fully equipped service patrol vehicle (similar to the I-95 service patrol vehicle) approximately six (6) hours per day, (Monday – Thursday) and eight (8) hours Friday, to total approximately 1794 hours per year.

Expanded MSP Patrol Route Area and Mileage Covered:

F.E. Everett Turnpike (FEET): From Exit 1 in Nashua to Exit 14 in Concord (80 lineal miles, Northbound & Southbound, along the Turnpike and co-joined Interstates I-293 and I-93)

The Bureau's MSP Program will add one (1) MSB vehicle, which is a Chevrolet Silverado C3500 extended cab pickup truck that can accommodate five (5) passengers ("Expanded MSP Program"). 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.

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

1. **Under Deliverables and Activities, Section "Official Sponsorship" is hereby amended as follows:**

   - Amend the first bullet to read: "Two (2) MSP vehicles, one on the Eastern Turnpike and one on the F.E. Everett Turnpike."

   - Add new eighth bullet to read "A minimum six (6) Signs will be posted on the FEET advising motorists of MSP sponsorship in accordance with official highway signage rules and regulations."

2. **Under Deliverables and Activities, Section "The TRAVELERS MARKETING agrees to" is hereby amended as the follows:"**

   Replace statement No. 1 to read as "TRAVELERS MARKETING shall be responsible for the creation, production, installation and maintenance of all advertising on the MSP vehicles owned by NHDOT. The Advertisement must be removable. The Bureau of Turnpikes (BOT) will work cooperatively with TRAVELERS MARKETING to reach a mutually acceptable agreement regarding all necessary markings and placement of Advertising. The Advertising shall not impair safety regulations, safety markings and emergency lighting at all times. Nothing herein shall prevent TRAVELERS MARKETING from securing additional sponsors in addition to State Farm, provided same is approved by both State Farm and NHDOT, and further provided that any and all sponsorship acknowledgement rights shall be in conformity with the provisions of the RFP and this Agreement, and such sponsorship acknowledgement rights and the amount of the sponsorship fees to be paid for such acknowledgement rights shall be approved by NHDOT in its sole discretion."

3. **Under Deliverables and Activities, Section "The NHDOT agrees to the following" is hereby amended as the follows:**

   Add the following as Statement 7a.: "As result of the MSP Program expansion, the Bureau agrees at its sole expense to add another MSP vehicle on the F.E. Everett Turnpike (FEET), to be branded with State Farm Advertising at the sole expense of the Vendor. The Department also agrees to install six (6) 4' by 6' Informational Highway signs identifying FEET Safety Patrol is sponsored by State Farm. The Bureau will fabricate and install the signage at its sole expense. These signs will be strategically located along the 39.5 mile corridor of the FEET.

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

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

   - **Replace** Statement No. 2 to read "The Vendor shall be responsible for paying the the Department an additional annual sponsorship fee for the expanded services on the FEET subsequent to wrapping the vehicle and installation of six signs, but no later than the anniversary date of the original launch event held on November 20, 2012.

a. The Sponsorship Fee for the Expanded MSP Program shall be an additional $41,145 annually, payable on or before the anniversary date of the original Launch provided that the six (6) 4' by 6' Informational Highway signs identifying FEET Safety Patrol is sponsored by State Farm are installed and the one fully equipped service patrol vehicle is wrapped with the sponsor branding and operational.

b. Total expanded FEET Service Sponsorship Fee increase is $82,290."

- **Replace** Statement No. 3 to "The total contract fee shall not exceed Two Hundred Twenty-Seven Thousand, Seven Hundred Ninety Dollars and No Cents ($227,790.00)."

- **Add** new Statement No. 4 "The Department will accept payments in the following accounts:

04-096-096-961017-7027-009-403669 - Turnpikes Central Maintenance Sponsorship Fee $82,290.00

04-096-096-961017-7032-009-403669 Turnpikes Blue Star Maintenance Sponsorship Fee $94,600.00

04-096-096-961017-7037-009-403669 Turnpikes Spaulding Maintenance Sponsorship Fee $50,900.00"

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.

STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION
MOTOR SERVICE PATROL
BUREAU OF TURNPIKES
CONTRACT AMENDMENT 1

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

David E. Stein, Managing Partner
Travelers Marketing, LLC

Date: 10/9/13

Corporate Signature Notarized:
STATE OF Massachusetts

COUNTY OF Norfolk

On this the 9 day of October, 2013, before me, DAVID E STEIN, the undersigned Officer _____, personally appeared and acknowledged her/himself to be the MANAGING PARTNER, of TRAVELERS MARKETING, an LLC ~~corporation~~, and that she/he, as such _____ 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 _____.

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

Notary Public/Justice of the Peace

My Commission Expires: 10/26/18

(SEAL)

Christopher D. Clement Sr., Commissioner
State of New Hampshire
Department of Transportation

Date: 10/28/13

Date: 11/1/13

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

Date: _____

Approval by the Governor and Council

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, a(n) Massachusetts limited liability company registered to do business in New Hampshire on June 14, 2012. I further certify that it is in good standing as far as this office is concerned, having filed the annual report(s) and paid the fees required by law.

In TESTIMONY WHEREOF, I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 16th day of October, A.D. 2013

William M. Gardner
Secretary of State

Marketing

TRAVELERS MARKETING LLC

CERTIFICATE OF VOTE OF AUTHORIZATION

October 9, 2013

I hereby certify that a meeting of the Board of Directors of Travelers Marketing LLC (the "LLC") duly called and held at Wellesley, Massachusetts on the 1st day of October, 2013 at which a quorum was present. It was voted that David E. Stein, Managing Partner of the LLC, be and hereby is authorized to execute and deliver for and on behalf of the LLC a Contract Amendment with the New Hampshire Department of Transportation, Bureau of Turnpikes, related to the sponsorship of its Motor Service Patrol.

I further certify that David E. Stein is duly qualified and acting on behalf of the LLC and that said vote has not been repeated, rescinded or amended.

A true copy of the record,

Attest: Stephen J. Cummings

47 Church Street, Suite 1[illegible], Wellesley, MA 02482 – 6407
P: (781) – 16-5000 | F: (781) 237-3111
www.travelersmarketing.com

RECEIVED
OCT 15 2013
By

ACORD®

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 10/23/2013

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 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).

PRODUCER
Eastern Insurance Group LLC - Main
233 West Central Street
Natick MA 01760

CONTACT NAME:
PHONE (A/C, No, Ext): 508-651-7700 FAX (A/C, No): 508-653-8089
E-MAIL ADDRESS: CSR24CL@easterninsurance.com

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : Hartford Fire Insurance Co.	19682
INSURER B :	
INSURER C :	
INSURER D :	
INSURER E :	
INSURER F :	

INSURED 2375
Travelers Marketing LLC
47 Church St, Suite 301
Wellesley MA 02482

COVERAGES CERTIFICATE NUMBER: 55061120 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 INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	GENERAL LIABILITY	Y		08SBALR7314	4/15/2013	4/15/2014	EACH OCCURRENCE	$2,000,000
	X COMMERCIAL GENERAL LIABILITY						DAMAGE TO RENTED PREMISES (Ea occurrence)	$300,000
	CLAIMS-MADE X OCCUR						MED EXP (Any one person)	$10,000
							PERSONAL & ADV INJURY	$2,000,000
							GENERAL AGGREGATE	$4,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						PRODUCTS - COMP/OP AGG	$4,000,000
	X POLICY PRO-JECT LOC							$
A	AUTOMOBILE LIABILITY			08SBALR7314	4/15/2013	4/15/2014	COMBINED SINGLE LIMIT (Ea accident)	$2,000,000
	ANY AUTO						BODILY INJURY (Per person)	$
	ALL OWNED AUTOS / SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	X HIRED AUTOS / X NON-OWNED AUTOS						PROPERTY DAMAGE (Per accident)	$
								$
A	X UMBRELLA LIAB X OCCUR			08SBALR7314	4/15/2013	4/15/2014	EACH OCCURRENCE	$3000000
	EXCESS LIAB CLAIMS-MADE						AGGREGATE	$3000000
	DED X RETENTION $ 10000							$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N						WC STATU-TORY LIMITS / OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	N/A					E.L. EACH ACCIDENT	$
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	$
							E.L. DISEASE - POLICY LIMIT	$
A	Business Personal Property			08SBALR7314	4/15/2013	4/15/2014	Business Personal Pro Deductible	13,300 500.00

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
Evidence of insurance

CERTIFICATE HOLDER

State of New Hampshire
Department of Transportation
PO Box 2950
Concord NH 03302-2950

CANCELLATION

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
Jasmine Ballard

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TRAVE-1 OP ID: LW

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 10/22/2013

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 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).

PRODUCER
Hoffman Insurance Services,Inc
141 Linden St.
PO Box 9002
Wellesley, MA 02482-9002
Robert S. Hoffman III

Phone: 781-235-0087
Fax: 781-235-6665

CONTACT NAME:
PHONE (A/C, No, Ext):
FAX (A/C, No):
E-MAIL ADDRESS:

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : Hartford Service Center	
INSURER B :	
INSURER C :	
INSURER D :	
INSURER E :	
INSURER F :	

INSURED
Travelers Marketing LLC
47 Church St Ste 301
Wellesley, MA 02482

COVERAGES CERTIFICATE NUMBER: 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 INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	GENERAL LIABILITY						EACH OCCURRENCE	$
	COMMERCIAL GENERAL LIABILITY						DAMAGE TO RENTED PREMISES (Ea occurrence)	$
	CLAIMS-MADE / OCCUR						MED EXP (Any one person)	$
							PERSONAL & ADV INJURY	$
							GENERAL AGGREGATE	$
	GEN'L AGGREGATE LIMIT APPLIES PER: POLICY / PRO-JECT / LOC						PRODUCTS - COMP/OP AGG	$
								$
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident)	$
	ANY AUTO						BODILY INJURY (Per person)	$
	ALL OWNED AUTOS / SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	HIRED AUTOS / NON-OWNED AUTOS						PROPERTY DAMAGE (Per accident)	$
								$
	UMBRELLA LIAB / OCCUR						EACH OCCURRENCE	$
	EXCESS LIAB / CLAIMS-MADE						AGGREGATE	$
	DED / RETENTION $							$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y/N: N If yes, describe under DESCRIPTION OF OPERATIONS below	N/A		08WECCG2628	08/14/2013	08/14/2014	X WC STATU-TORY LIMITS / OTH-ER	
							E.L. EACH ACCIDENT	$ 1,000,000
							E.L. DISEASE - EA EMPLOYEE	$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

CERTIFICATE HOLDER

NHDOT--

State of New Hampshire
Department of Transportation
PO Box 2950
Concord, NH 03302-2950

CANCELLATION

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

Robert S Hoffman III

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11/14/12

#104

New Hampshire DOT
Department of Transportation

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	7,696	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,

Christopher D. Clement, Sr.
Commissioner

Attachments