



# State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES  
25 Capitol Street - Room 120  
Concord, New Hampshire 03301

Charles M. Arlinghaus  
Commissioner  
(603) 271-3201

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Assistant Commissioner  
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Deputy Commissioner  
(603) 271-2059

Division of Public Works  
Design and Construction  
Project No. 81100 - Contract C

October 29, 2021

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

## REQUESTED ACTION

- 1). Authorize the Division of Public Works Design and Construction to enter into a contract with Alliance Group, Inc., Essex Junction, Vermont (VC#377837) for a total price not to exceed \$71,800, for the Fire Academy HVAC Upgrades - Phase 2, Concord, New Hampshire. This contract is effective upon Governor and Council approval through June 1, 2022, unless extended in accordance with the contract terms. **100% Capital - General Funds**
- 2). Further authorize that a contingency in the amount of \$10,000 be approved for unanticipated modifications, for the Fire Academy HVAC Upgrades - Phase 2, Concord, New Hampshire bringing the total to \$81,800. **100% Capital- General Funds**
- 2). Further authorize the amount of \$10,000 be approved for payment to the Department of Administrative Services, Division of Public Works Design and Construction (VC# 311152), for engineering services provided, bringing the total to \$91,800. **100% Capital-General Funds**

034-500161 – Fire Academy HVAC – Contract	\$71,800
034-500161 – Fire Academy HVAC – Contingency	\$10,000
034-500161 – Fire Academy HVAC – Interagency fees	\$10,000
Sub-Total	\$91,800
<b>GRAND TOTAL</b>	<b>\$91,800</b>

**EXPLANATION**

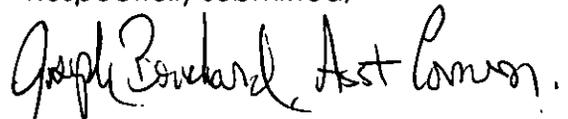
This project will replace the existing, outdated HVAC control systems in the Dormitory, Fire House and Aircraft Rescue and Fire Fighting (ARFF) buildings at the Department of Safety campus on Smokey Bear Boulevard. The work will replace some existing controllers, incorporate existing control devices into the new control system and add a small number of new control devices. The new facility management and control system (FMCS) will be fully integrated into the existing FMCS of the Administration Building, located on the same campus.

The current building management system is outdated and provides little ability to communicate with all campus HVAC systems and components from a single location. This project will upgrade the individual building management systems and enable them to connect to the FMCS in the Administration Building. Single point access to all campus HVAC systems will improve efficiencies and provide more consistency in operations and maintenance.

The contractor has been pre-qualified by the Department of Transportation. The contract has been approved by the Department of Justice as to form and execution; and the Dept. of Safety has certified that the necessary funds are pending. Copies of the fully executed contract are on file at the Secretary of State's Office and the Department of Administrative Services, Division of Public Works Design and Construction.

Attached please find a copy of the tabulation of bids for this project along with the contract supplemental information sheet.

Respectfully submitted,



for Charles M. Arlinghaus,  
Commissioner

Department Estimate:	\$ 200,000
Contract Amount:	<u>\$ 71,800</u>
Under Estimate:	\$ 128,200

CONTRACT SUPPLEMENTAL INFORMATION SHEET

PROJECT: DPW Project No. 81100, Contract C, Fire Academy HVAC Upgrades – Phase 2, Concord NH

DESCRIPTION: This project will replace the existing, outdated HVAC control systems in the Dormitory, Fire House and Aircraft Rescue and Fire Fighting (ARFF) buildings at the Department of Safety campus on Smokey Bear Boulevard. The work will replace some existing controllers, incorporate existing control devices into the new control system and add a small number of new control devices. The new facility management and control system (FMCS) will be fully integrated into the existing FMCS of the Administration Building, located on the same campus.

EXPLANATION: The current building management system is outdated and provides little ability to communicate with all campus HVAC systems and components from a single location. This project will upgrade the individual building management systems and enable them to connect to the FMCS in the Administration Building. Single point access to all campus HVAC systems will improve efficiencies and provide more consistency in operations and maintenance.

UNDER ESTIMATE

EXPLANATION: Estimate had attempted to account for bid volatility due to Covid uncertainties and increased contractor workload that had resulted in considerably higher bid in the past year.

DEPARTMENT

ESTIMATE: \$200,000.00

LOW BID: \$ 71,800.00



Division of Public Works

# ABC Bid Data

CONCORD  
81100C  
NON-FEDERAL

PROJECT: CONCORD  
STATE PROJECT NUMBER: 81100C  
FED. PROJECT NUMBER: NON-FEDERAL  
DATE BIDS OPEN: August 18, 2021, 2:00  
SCOPE OF WORK: FIRE ACADEMY HVAC UPGRADES-PHASE 2  
COMPLETION DATE: June 01, 2022  
LOCATION: Merrimack

Awarded To:

Amount: \$0.00

Award Date:

Certified by: \_\_\_\_\_  
Director of Project Development

## Summary of Bidders

Contractor	Bid Amount	Rank
ALLIANCE GROUP INC 6 DAVID DRIVE, ESSEX JUNCTION VT 05452	\$71,800.00	A
ENE SYSTEMS OF NEW HAMPSHIRE INC 155 River Road, BOW NH 03304	\$74,600.00	B

Item 901: \$ 32,900.<sup>12</sup>  
 902: \$ 15,920.  
 903: \$ 12,980.  
 904: \$ 10,000.  
 -----  
 = \$ 71,800.

Total:  
this  
Contract

### BUREAU OF PUBLIC WORKS

Award to Alliance Group, Inc  
 Hold for Negotiation  
 Cancel Contract  
 User Agency Safety  
 Authorized by [Signature]  
 Date 7/08/25/2021



Division of Public Works

# ABC Bid Data

CONCORD  
81100C  
NON-FEDERAL

Item No.	Description	Unit	Quantity	P&A		ALLIANCE GROUP INC 6 DAVID DRIVE ESSEX JUNCTION, VT 05452		ENE SYSTEMS OF NEW HAMPSHIRE INC 155 River Road Bow, NH 03304	
				Unit Price	Total	Unit Price	Total	Unit Price	Total

**Items**

901	DORMITORY: REMOVE AND REPLACE CONTROL SYSTEM WITH NEW CONTROL SYSTEM	U	1.00	\$120,000.00	\$120,000.00	\$32,900.00	\$32,900.00	\$27,600.00	\$27,600.00
902	FIREHOUSE: REMOVE AND REPLACE CONTROL SYSTEM WITH NEW CONTROL SYSTEM	U	1.00	\$50,000.00	\$50,000.00	\$15,920.00	\$15,920.00	\$22,800.00	\$22,800.00
903	ARFF: REMOVE AND REPLACE CONTROL SYSTEM WITH NEW CONTROL SYSTEM	U	1.00	\$20,000.00	\$20,000.00	\$12,980.00	\$12,980.00	\$14,000.00	\$14,000.00
904	ALLOWANCE FOR OWNER'S CHANGES FOR UNKNOWN, LATENT, OR DIFFERING EXISTING CONDITIONS	\$	10,000.00	\$1.00	\$10,000.00	\$1.00	\$10,000.00	\$1.00	\$10,000.00

<b>Totals:</b>				<b>\$200,000.00</b>	<b>\$200,000.00</b>	<b>\$71,800.00</b>	<b>\$71,800.00</b>	<b>\$74,600.00</b>	<b>\$74,600.00</b>
<b>Alt. Totals:</b>									
<b>Totals:</b>				<b>\$200,000.00</b>	<b>\$200,000.00</b>	<b>\$71,800.00</b>	<b>\$71,800.00</b>	<b>\$74,600.00</b>	<b>\$74,600.00</b>

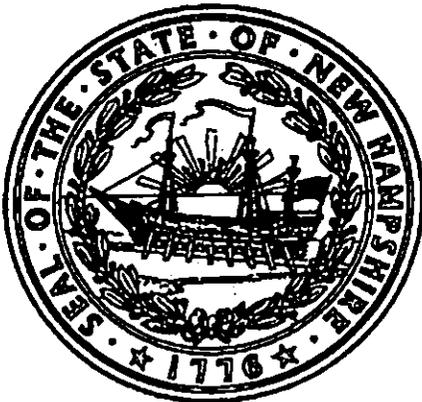
**State of New Hampshire**  
**Department of State**

**CERTIFICATE**

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that ALLIANCE GROUP INC. is a Vermont Profit Corporation registered to transact business in New Hampshire on June 22, 2015. 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: 728145

Certificate Number: 0005335423



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 1st day of April A.D. 2021.

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

William M. Gardner  
Secretary of State





**ADDITIONAL REMARKS SCHEDULE**

<b>AGENCY</b> Hickok & Boardman Insurance Group		<b>NAMED INSURED</b> Alliance Group, Inc. dba Alliance Mechanical P.O. Box 666 Essex Junction, VT 05453	
<b>POLICY NUMBER</b> SEE PAGE 1			
<b>CARRIER</b> SEE PAGE 1	<b>NAIC CODE</b> SEE P 1	<b>EFFECTIVE DATE:</b> SEE PAGE 1	

**ADDITIONAL REMARKS**

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,  
 FORM NUMBER: ACORD 25 FORM TITLE: Certificate of Liability Insurance

**Description of Operations/Locations/Vehicles:**  
 98 Smokey Bear Boulevard  
 Concord, NH 03302

Additional Insured status applies the The State of New Hampshire, its agencies, and its agents and employees under the General Liability per terms and conditions of attached form CG 81 86 03 19. 30 days notice of cancellation provided per terms and conditions of attached form IL-7185 (9-10).



ALLIGRO-01

MKAVANAGH

# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
9/9/2021

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

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

<b>PRODUCER</b> Hickok & Boardman Insurance Group 346 Shelburne Rd Burlington, VT 05401	<b>CONTACT NAME:</b> Melissa Kavanagh	
	<b>PHONE (A/C, No, Ext):</b> (802) 383-1621	<b>FAX (A/C, No):</b> (802) 658-0541
<b>E-MAIL ADDRESS:</b> mkavanagh@hbinsurance.com		
<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>
<b>INSURER A:</b> Acadia Insurance Company		<b>31325</b>
<b>INSURER B:</b>		
<b>INSURER C:</b>		
<b>INSURER D:</b>		
<b>INSURER E:</b>		
<b>INSURER F:</b>		

**INSURED**

Alliance Group, Inc.  
 P.O. Box 666  
 Essex Junction, VT 05453

**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 INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	<b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/ MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y/N If yes, describe under DESCRIPTION OF OPERATIONS below		N/A				<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	<b>Builders Risk</b>		X	CIM 5493642	9/1/2021	3/19/2022	RC, \$1,000 Ded.                      71,800

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
The State of New Hampshire Department of Administrative Services, subs and sub-subs are included as additional named insureds on the above referenced Builders Risk policy. Waiver of Subrogation provided for the State of New Hampshire Department of Administrative Services on the Builders Risk policy.

<b>CERTIFICATE HOLDER</b>  State of New Hampshire Department of Administrative Services 7 Hazen Drive, Rm. 250 Concord, NH 03302-0483	<b>CANCELLATION</b>  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 