



State of New Hampshire

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

115 mlc

Charles M. Arlinghaus
Commissioner
(603) 271-3201

Joseph B. Bouchard
Assistant Commissioner
(603) 271-3204

Catherine A. Keane
Deputy Commissioner
(603) 271-2059

Division of Public Works
Design and Construction
Project No. 81093– Contract B

November 2, 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 Weatherguard Industries, North Hampton Massachusetts (VC#287587) for a total price not to exceed \$486,000, for Roof Replacements and Exterior Repairs at 19 Pillsbury Street, 101 Pleasant Street, and 64 South Street, Concord, New Hampshire. This contract is effective upon Governor and Council approval through July 29, 2022, unless extended in accordance with the contract terms. **100% Capital Funds**

2). Further authorize the amount of \$15,000 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 \$501,000. **100% Capital Funds**

034-500162 – Contractual Main – Contract	\$ 486,000
034-500162 – Contractual Main – Interagency fees	\$ 15,000
Sub-Total	\$ 501,000
GRAND TOTAL	\$ 501,000

EXPLANATION

The major components of this project occur at three buildings in Concord, NH. At 19 Pillsbury Street: asphalt shingles will be replaced in kind over the accessible entry; and damaged slate shingles will be replaced in kind in selective areas on the main roof. At 101 Pleasant Street: ballasted roofing over the cafeteria will be replaced with a new EPDM roofing membrane system. At 64 South Street: EPDM membrane roofing will be replaced in kind over the north hallway; and damaged windows in the north hallway will be replaced.

The slate roofing at 19 Pillsbury Street is 40 years old. Persistent leaks in the roof have required frequent patching and caused damage to the interior walls and ceilings. The asphalt shingle roofing over the accessible entry is over 20 years old and is failing. At 101 Pleasant Street, the existing ballasted roofing over the cafeteria is beyond its useful life, experiencing frequent leaks and in need of new flashing. At 64 South Street, the EPDM roofing over the north hallway has failed, as well as the existing windows, at this location. This project will replace all the failed roofing and windows to eliminate further leaks and water damage. The existing roofing at each location is well beyond its warranty.

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 Department of Administrative Services 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,



Charles M. Arlinghaus,
Commissioner

Department Estimate: \$ 528,000
Negotiated Amount: \$ 486,000
Under Estimate: \$ 42,000

CONTRACT SUPPLEMENTAL INFORMATION SHEET

PROJECT: DPW Project No. 81093, Contract B – Roof Replacements and Exterior Repairs

DESCRIPTION: The major components of this project involve three buildings in Concord, New Hampshire.
At 19 Pillsbury Street, new asphalt shingles will replace damaged asphalt roofing over the accessible entry. New slate shingles will replace damaged slate shingles in selective areas on the main roof.
At 101 Pleasant Street, a new EDPM roof will replace the ballasted roof over the cafeteria.
At 64 South Street, a new EPDM roof will replace the existing EPDM roof over the north hallway and new windows will replace the existing damaged windows in the north hallway.

EXPLANATION: The slate roof at 19 Pillsbury Street is 40 years old. Persistent leaks in the roof have required frequent patching and have caused damage to the interior walls and ceilings. The asphalt roof over the accessible entry is over 20 years old and is failing. The project will solve these issues and replace damaged wood fascia below the drip edge of the roof.
At 101 Pleasant Street, the existing ballasted roof over the cafeteria is beyond its useful life, with frequent leaks and in need of new flashing. This project will solve these issues by providing a new roof in this location.
At 64 South Street, the roof over the north hallway has failed as well as the existing windows at this location. This project will replace the roof and windows to eliminate water damage and leaks.

OVER ESTIMATE

EXPLANATION: The low bid was 7% over the estimate. The cost of many building materials have increased, and continue to increase, since post-pandemic construction has begun in earnest. The Department met with the Low Bidder to confirm they understood the scope of work and priced it accordingly. It was apparent that the material and labor for the scope of work involving rehabilitating and replacing doors was above the industry standard for cost. As part of the negotiations, it was agreed to eliminate this scope of work to get the project within budget.

DEPARTMENT ESTIMATE:	\$501,243
NEGOTIATED BID:	\$486,000



36 Smith Street
Northampton, MA 01060
Ph: 617-284-3536 Fax: 866-825-4567

81093B - Negotiated Letter

Date: September 7th, 2021

To: Caitlyn Stubbs, Architect
NH Dept. of Administrative Services | Division of Public Works Design & Construction
7 Hazen Drive, PO Box 483 | Concord, NH 03302-0483
P: (603) 271-6660 | F: (603) 271-3515

Re: Concord #81093B, Roof Replacement and Exterior Repairs

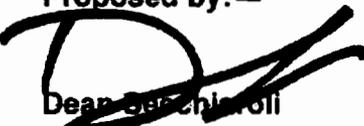
Please review our revised work scope and allowance based on conversation for the above-mentioned Project:

Original Bid Value with Allowances: \$541,000.00
Deduct door installation labor and materials from 64 South Street: -\$32,000.00
Reduce Allowance for Unforeseen Conditions: -\$23,000.00

New Item Totals:

ITEM 901 Londergan Hall (101 Pleasant Street)	\$78,000.00
ITEM 902 Work associated with 64 South Street	\$276,000.00
ITEM 903 Work associated with 19 Pillsbury Street	\$105,000.00
ITEM 904 Allowance for Unforeseen or changes	\$ 27,000.00

Adjusted Contract Value with Allowances: \$486,000.00

Proposed by: 

Dean Gerchikoff
WeatherGuard Industries
36 Smith Street Northampton MA 01060



Division of Public Works

ABC Bid Data

CONCORD
81093B
NON-FEDERAL

PROJECT: CONCORD
STATE PROJECT NUMBER: 81093B
FED. PROJECT NUMBER: NON-FEDERAL
DATE BIDS OPEN: July 21, 2021, 2:00 PM
SCOPE OF WORK: ROOF REPLACEMENTS AND EXTERIOR REPAIRS
COMPLETION DATE: July 29, 2022
LOCATION: Merrimack

Awarded To:

Amount: \$0.00

Award Date:

Certified by: _____
Director of Project Development

Summary of Bidders

Contractor	Bid Amount	Rank
WEATHERGUARD INDUSTRIES/SMJ METALS, LLC 36 SMITH STREET, NORTHHAMPTON MA 01060	\$541,000.00	A

ORIGINAL BID

Item # 901: \$ 78,000.
 902: \$ 308,000.
 903: \$ 105,000.
 904: \$ 50,000.

Total this Contract = ~~\$ 541,000.~~

Negotiated Bid

\$ 78,000.
 \$ 276,000.
 \$ 105,000.
 \$ 27,000.

\$ 486,000.

BUREAU OF PUBLIC WORKS

Award to Weatherguard Industries/SMJ Metals, LLC
 Hold for Negotiation
 Cancel Contract

User Agency NH DAS
 Authorized by [Signature]
 Date 09/16/2021



Division of Public Works

ABC Bid Data

CONCORD
81093B
NON-FEDERAL

Item No.	Description	Unit	Quantity	PS&E		WEATHERGUARD INDUSTRIES/SMJ METALS, LLC 36 SMITH STREET NORTHAMPTON, MA 01060		Unit Price	Total
				Unit Price	Total	Unit Price	Total		

Items

901	WORK ASSOCIATED WITH LONGERGAN HALL (101 PLEASANT STREET)	U	1.00	\$125,000.00	\$125,000.00	\$78,000.00	\$78,000.00		
902	WORK ASSOCIATED WITH 64 SOUTH STREET	U	1.00	\$132,000.00	\$132,000.00	\$308,000.00	\$308,000.00		
903	WORK ASSOCIATED WITH 19 PILLSBURY STREET	U	1.00	\$221,000.00	\$221,000.00	\$105,000.00	\$105,000.00		
904	ALLOWANCE FOR UNFORSEEN OR LATENT CONDITIONS AND OWNER INITIATED CHANGES	\$	50,000.00	\$1.00	\$50,000.00	\$1.00	\$50,000.00		
Totals:					\$528,000.00		\$541,000.00		
Alt. Totals:									
Totals:					\$528,000.00		\$541,000.00		

State of New Hampshire

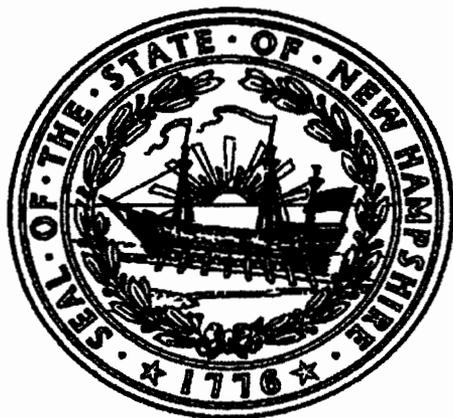
Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that WEATHERGUARD INDUSTRIES/SMJ METALS, LLC is a Florida Limited Liability Company registered to transact business in New Hampshire on June 12, 2018. 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: 796885

Certificate Number: 0005451784



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 5th day of October A.D. 2021.

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

William M. Gardner
Secretary of State



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

11/30/2021

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 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 Frank H. Furman, Inc. 1314 East Atlantic Blvd. P. O. Box 1927 Pompano Beach FL 33061		CONTACT NAME: PHONE (A/C, No, Ext): (954) 943-5050 FAX (A/C, No): (954) 942-6310 E-MAIL ADDRESS: Jhaase@furmaninsurance.com	
INSURED Weather Guard Industries/ SMJ Metals. LLC 5051 NW 13th Ave., Suite H Pompano Beach FL 33064		INSURER(S) AFFORDING COVERAGE	
		INSURER A: Continental Casualty Co	NAIC # 20443
		INSURER B: Continental Insurance Co	35289
		INSURER C: Valley Forge Ins	20508
		INSURER D:	
		INSURER E:	
		INSURER F:	

COVERAGES

CERTIFICATE NUMBER: 2021 Master MA

REVISION NUMBER:

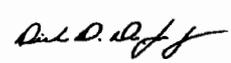
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE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

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER	X		6056967626	12/1/2021	12/1/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 15,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS			6056967612	12/1/2021	12/1/2022	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			6056967576	12/1/2021	12/1/2022	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
C	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	6056967593	12/1/2021	12/1/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
B	Installation Floater			6080081008	12/1/2021	12/1/2022	Limit \$750,000 Deductible \$2,500

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101. Additional Remarks Schedule, may be attached if more space is required)

The State of New Hampshire, its agencies and its agents and employees shall be named as Additional Insureds as it pertains to General Liability where required by written contract.

CERTIFICATE HOLDER**CANCELLATION**

State of New Hampshire c/o Department of Administrative Services 7 Hazen Drive Room 250 Concord, NH 03302	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 Dirk DeJong/LWC 
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ACORD 25 (2014/01)

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INS025 (201401)

