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State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES

25 Capitol Street – Room 310
Concord, New Hampshire 03301
(603) 271-3201 | Office@das.nh.gov

67

Charles M. Arlinghaus
Commissioner

Catherine A. Keane
Deputy Commissioner

Sheri L. Rockburn
Assistant Commissioner

October 24, 2024

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

REQUESTED ACTION

- 1) Authorize the Department of Administrative Services (DAS), Division of Public Works Design and Construction (DPW) to enter into a contract with Ray's Electric and General Contracting, Inc. (VC#154714), Berlin, New Hampshire, for a total price not to exceed \$1,280,245.32 for Project No. 81220 for Perimeter Security and Fence Detection Systems in Berlin, NH. The contract is effective upon Governor and Council approval through August 8, 2025, unless extended in accordance with the contract terms. **100% Capital Funds**
- 2) Further authorize the amount of \$43,648 be approved for payment to the Department of Administrative Services, Division of Public Works Design and Construction (VC#311152), for engineering and project management services provided. **100% Capital Funds**

Funding is available in the following accounts:

	<u>FY 2025</u>
030-046-93000000 L21:1 III 7 Perimeter Security and Fence Det 034-500162 – Repair / Renovation Bldg.	<u>\$1,280,245.32</u>
Contract Total	\$1,280,245.32
030-046-93000000 L21:1 III 7 Perimeter Security and Fence Det 034-500162 – Repair / Renovation Bldg.	<u>\$ 43,648.00</u>
Project Total	\$1,323,893.32

EXPLANATION

Pursuant to Chapter 146:1, IV, A, Laws of 2019, and Chapter 107:16, 44, Laws of 2021, funds are available for Perimeter Security and Fence Detection Systems. This project will include work to construct perimeter security improvements to the perimeter fence detection system and install updated security software, as well as repair existing courtyard drainage system.

The perimeter fence detection system is at its end of life and needs updating. The courtyard drainage needs repairs to stabilize perimeter fence foundations. The security software is out of date and needs upgrading to enhance perimeter security.

A public bid opening was held on July 10, 2024. One bid proposal was received and the contract was awarded to the lowest qualified bidder. The initial bid was over budget and DPW entered into negotiations with the Bidder. Working with the Department of Corrections, the security engineers and the Bidder, the scope was reduced to get the project within budget. The primary scope removed was the replacement of existing perimeter cameras. After negotiations, the low bid is 5% under the Department estimate and within industry standards.

The contract has been approved by the Attorney General as to form and execution; and the DAS has certified that the necessary funds are available. Copies of the fully executed contract are on file at the Secretary of State's Office and the DPW Office.

Respectfully submitted,



Charles M. Arlinghaus,
Commissioner

DEPARTMENT ESTIMATE:	\$ 1,354,186.00
LOW BID:	\$ 1,280,245.32
Over/Under Estimate:	\$ 73,940.68



Division of Public Works

ABC Bid Data

BERLIN
81220B
NON-FEDERAL

PROJECT: Berlin
STATE PROJECT NUMBER: 01220B
FED. PROJECT NUMBER: NON-FEDERAL
DATE BIDS OPEN: July 10, 2024, 2:00 PM
SCOPE OF WORK: Perimeter Security and Fence Detection Systems
COMPLETION DATE: August 08, 2025
LOCATION: Coos

Awarded To:

Amount: \$0.00
Award Date:

Certified by: _____
Director of Project Development

Summary of Bidders

Contractor	Bid Amount	Rank
RAY'S ELECTRIC & GENERAL CONTRACTING INC PO BOX 597, BERLIN NH 03570	\$1,481,600.00	A

BID AWARD

Award To: Ray's Electric and General Contracting, Inc.
Contract Award: \$ 1,280,245.32
Negotiated: Yes/No?: YES
Alternates: Yes/No?: NO
Using Agency: NH DOC
Authorized By: [Signature]
Date: 09192024

Item 901: \$ <u>1,142,645.32</u>	Item 906: \$ _____
Item 902: \$ <u>137,600.00</u>	Item 907: \$ _____
Item 903: \$ _____	Item 908: \$ _____
Item 904: \$ _____	Item 909: \$ _____
Item 905: \$ _____	Item 910: \$ _____

BASE BID TOTAL: \$ 1,280,245.32

Alternate #1: \$ _____	Alternate #6: \$ _____
Alternate #2: \$ _____	Alternate #7: \$ _____
Alternate #3: \$ _____	Alternate #8: \$ _____
Alternate #4: \$ _____	Alternate #9: \$ _____
Alternate #5: \$ _____	Alternate #10: \$ _____

GRAND TOTAL: \$ 1,280,245.32



ABC Bid Data

BERLIN
 81220B
 NON-FEDERAL

Item No.	Description	Unit	Quantity	PAGE		RAY'S ELECTRIC & GENERAL CONTRACTORS INC PO BOX 527 BERLIN, NH 03570		Unit Price	Total
				Unit Price	Total	Unit Price	Total		

Items

901	INSTALL NEW CAMERAS, PERIMETER DETECTION SOFTWARE AND SITE DRAINAGE WORK	U	1.00	\$1,218,588.00	\$1,218,588.00	\$1,344,000.00	\$1,344,000.00		
902	ALLOWANCE FOR BID ITEM 901, UNFORESEEN CONDITIONS	S	137,600.00	\$1.00	\$137,600.00	\$1.00	\$137,600.00		
Totals:					\$1,354,188.00		\$1,481,600.00		
Alt. Totals:									
Total:					\$1,354,188.00		\$1,481,600.00		



Division of Public Works

PS&E Comparison

BERLIN
81220B
NON-FEDERAL

Item No.	Description	Unit	Quantity	A-Bidder		PS&E		A-PS&E Difference
				Unit Price	Total	Unit Price	Total	
Items								
901	INSTALL NEW CAMERAS, PERIMETER DETECTION SOFTWARE AND SITE DRAINAGE WORK	U	1.00	\$1,344,000.00	\$1,344,000.00	\$1,216,586.00	\$1,216,586.00	\$127,414.00
902	ALLOWANCE FOR BID ITEM 901, UNFORESEEN CONDITIONS	\$	137,600.00	\$1.00	\$137,600.00	\$1.00	\$137,600.00	\$0.00
Total:					\$1,481,600.00	\$1,354,186.00		\$127,414.00



Division of Public Works

Bid Report

The undersigned, hereinafter referred to as principal or bidder, hereby proposes to furnish all materials and perform all labor necessary to complete the work described in the caption hereof, in accordance with the plans, current Standard Specifications, and special provisions, for the prices set for in the Total Bid. Failure to complete and submit this bid in its entirety or falsification of bid documents will result in the entire proposal being considered irregular and may be rejected by the Department of Administrative Services, Division of Public Works. Plans and specifications on this project cannot be transferred to any other firm or organization for the purpose of submitting a bid as a general contractor without the knowledge and authority of the department. Those who sign (manually and electronically) and the firm for which they are authorized to sign, do so under the penalty of perjury as specified by the laws of the United States and the State of New Hampshire.

State Contract Number: **81220B Berlin**

Contractor Profile

Firm	RAY'S ELECTRIC & GENERAL CONTRACTING INC
Contractor ID	154714
Address	PO BOX 597 BERLIN NH 03570
Phone	(603)752-1370
FAX	
E-Mail	RAYS@raysnh.com
Authorized Signature:	<i>Is/Steven Binette</i>

Bid Bond

Verified

Auth Code/Check#	SNH0612175091
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Receipt of Addenda

Sequence	Date	
1	06/05/2024	Yes
2	06/07/2024	Yes
3	06/19/2024	Yes

**Department of Administrative Services, Division
of Public Works**

Total Bid for Award Consideration

Proposal

\$1,481,600.00

Contract Number: 81220B

Bid Opening Date: 10-Jul-2024

Contract Name: Berlin

Project Funding: State

Proposal For: 154714 - RAY'S ELECTRIC & GENERAL
CONTRACTING INC

Items

Seq#	Item #	Description	Unit	Quantity	Unit Price	Extended Price
1	901	INSTALL NEW CAMERAS, PERIMETER DETECTION SOFTWARE AND SITE DRAINAGE WORK	U	1.000	\$1,344,000.00	\$1,344,000.00
2	902	ALLOWANCE FOR BID ITEM 901, UNFORESEEN CONDITIONS	\$	137,600.000	\$1.00	\$137,600.00

Total for Category Items \$1,481,600.00

**Total Bid for Award
Consideration**

\$1,481,600.00

Proposal

Proposal Of

RAY'S ELECTRIC & GENERAL CONTRACTING INC
PO BOX 597, BERLIN NH, 03570

to furnish and deliver all materials and to perform all work in accordance with the Contract of the State of New Hampshire, Department of Administrative Services, Division of Public Works for which proposals will be received until 2:00:00 PM, Prevailing Time on Wednesday, July 10, 2024. Said project being situated as follows:

Perimeter Security and Fence Detection Systems

Department of Administrative Services, Division of Public Works
John O. Morton Building
P. O. Box 483
Concord, NH 03302-0483

Commissioner:

In accordance with the advertisement of the Department of Administrative Services, Division of Public Works inviting proposals for the project hereinbefore named and in conformity with the Plans and Specifications on file in the office of the Department of Administrative Services, Division of Public Works, I/WE hereby certify that I AM/WE ARE the only person, or persons, interested in this proposal as principals; that this proposal is made without collusion with any person, firm or corporation; that an examination has been made of the Plans, of the Standard Specifications, of the Standard Plans Book, of the Proposal, and applicable addendums, including but not restricted to the Special Attentions, Supplemental Specifications, and Special Provisions attached thereto, and also that an examination has been made of the site of the work; and I, or we, propose to furnish all necessary machinery, equipment, tools, labor and other means of construction, and to furnish all materials specified in the manner and at the time prescribed; and understand that the quantities of work as shown herein are approximate only and are subject to increase or decrease, and further understand that all quantities of work whether increased or decreased are to be performed at the following prices:

I acknowledge, understand, and accept these terms and conditions.

Yes No

Signature /s/ Steven Binette

SIGN-STATE

It is further proposed:

To execute the Contract and begin work within 10 days from the date specified in the "Notice to Proceed" and to prosecute said work so as to complete the Project and its appurtenances on or before August 08, 2025.

To furnish a Contract Bond in the amount of 100 per cent of the Contract award, as security for the construction and completion of the Project and its appurtenances in accordance with the Plans, Specifications and Contract. The Contractor's attention is called to section 103.05 of the Standard Specifications which reads, in part, as follows: "Unless specifically waived in the Proposal, upon execution of the Contract, the successful Bidder shall furnish the Department a surety bond or bonds equal to the sum of the Contract amount. The form of the bonds(s) shall be acceptable to the Department and the bonding Company issuing the bond(s) shall be licensed to transact business in the State of New Hampshire, and ..."

To guarantee all of the work performed under this Contract to be done in accordance with the Specifications and in good and workmanlike manner, and to renew or repair any work which may be rejected, due to defective materials or workmanship, prior to final completion and acceptance of the project.

Enclosed herewith find certified check or bid bond in the amount of 5% OF THE BID TOTAL made payable to the "Treasurer, State of New Hampshire," as a proposal guarantee which it is understood will be forfeited in the event the Contract is not executed, if awarded by the Department to the undersigned.

I acknowledge, understand, and accept these terms and conditions.

Yes No

Signature Is/ Steven Binette

State of New Hampshire

Department of State

CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that RAY'S ELECTRIC AND GENERAL CONTRACTING, INC. is a New Hampshire Profit Corporation registered to transact business in New Hampshire on June 18, 1971. 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: 17837

Certificate Number: 0006738290



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 17th day of July A.D. 2024.

A handwritten signature in black ink, appearing to read "David M. Scanlan".

David M. Scanlan
Secretary of State

Corporate Resolution

I, Francine Nichols, hereby certify that I am a duly elected Clerk/Secretary/Officer of Ray's Electric and General Contracting, Inc.. I hereby certify that the following is a true copy of a vote taken at a meeting of the Board of Directors/Shareholders, duly called and held on September 23, 2024, at which a quorum of the Directors/Shareholders were present and voting.

VOTED: That: Steven Binette, President is duly authorized to enter into contracts or agreements on behalf of Ray's Electric and General Contracting, Inc.

with the State of New Hampshire and any of its agencies or departments and

further is authorized to execute any documents which may in his/her judgement be

desirable or necessary to effect the purpose of this vote.

I hereby certify that said vote has been amended or repealed and remains in full force and effect as of the date of this contract to which this certificate is attached. This authority remains valid for thirty (30) days from the date of this Corporate Resolution. I further certify that it is understood that the State of New Hampshire will rely on this certificate as evidence that the person(s) listed above currently occupy the position(s) indicated and that they have full authority to bind the corporation. To the extent that there are any limits on the authority of any listed individual to bind the corporation in contracts with the State of New Hampshire, all such limitations are expressly stated herein.

DATED: September 23, 2024

ATTEST:

Francine Nichols
Francine Nichols, Secretary



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

11/12/2024

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 THE ROWLEY AGENCY 45 Constitution Avenue P.O. Box 511 Concord NH 03302-0511	CONTACT NAME: Rachel Giunta PHONE (A/C No. Ext): (603) 224-2562 FAX (A/C No.): (603) 224-8012 E-MAIL ADDRESS: rgiunta@rowleyagency.com													
	<table border="1"> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> <tr> <td>INSURER A: Cincinnati Ins</td> <td></td> </tr> <tr> <td>INSURER B: Ohio Security Company</td> <td></td> </tr> <tr> <td>INSURER C: Eastern Alliance Insurance Group</td> <td></td> </tr> <tr> <td>INSURER D:</td> <td></td> </tr> <tr> <td>INSURER E:</td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> </tr> </table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A: Cincinnati Ins		INSURER B: Ohio Security Company		INSURER C: Eastern Alliance Insurance Group		INSURER D:		INSURER E:		INSURER F:
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INSURER C: Eastern Alliance Insurance Group														
INSURER D:														
INSURER E:														
INSURER F:														
INSURED Ray's Electric and General Contracting, Inc. P.O. Box 597 Berlin NH 03570-0597														

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
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Contractual Liability <input checked="" type="checkbox"/> X, C, U Hazards GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:			EPP0193760	5/14/2024	5/14/2025	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 Employee Benefits Liability \$ 1,000,000
B	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS			MAS(24)58824876	5/14/2024	5/14/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Underinsured motorist combined sir \$ 1,000,000
A	<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 \$ 0			EPP0193760	5/14/2024	5/14/2025	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 Products/Completed Ops \$ 5,000,000
C	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/A	3A States: NH & ME 01-0000116962-05	5/14/2024	5/14/2025	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> 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
A	Motor Truck Cargo			EPP0193760	5/14/2024	5/14/2025	Single Conveyance/\$1,000 Ded \$10,000
A	Leased/Rented Equipment			EPP0193760	5/14/2024	5/14/2025	Leased/Rented Equipment \$100,000

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

Berlin 81220B, NH State Prison Security & Perimeter Upgrades The state of New Hampshire, its agencies, and its agents and employees shall be named as additional insureds as respects general liability when required by written contract.

CERTIFICATE HOLDER NH Department of Administrative Services Contract Office Room 130 7 Hazen Drive Concord, NH 03302-0483	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 Rachel Giunta/RG <i>Rachel A Giunta</i>

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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
9/25/2024

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.

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	INSURER(S) AFFORDING COVERAGE	
INSURED State of NH Dept of Administrative Services c/o Ray's Electric & General Contracting Inc. P.O. Box 597 Berlin NH 03570-0597	INSURER A: Cincinnati Indemnity	
	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

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INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	COMMERCIAL GENERAL LIABILITY			ENP0727293	9/23/2024	9/23/2025	EACH OCCURRENCE \$ 2,000,000
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence) \$
	<input checked="" type="checkbox"/> Owners & Contractors Protec						MED EXP (Any one person) \$
	GENL AGGREGATE LIMIT APPLIES PER:						
	<input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC					GENERAL AGGREGATE \$ 3,000,000	
	OTHER:					PRODUCTS - COMP/OP AGG \$	
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident) \$
	<input type="checkbox"/> ANY AUTO						BODILY INJURY (Per person) \$
	<input type="checkbox"/> ALL OWNED AUTOS	<input type="checkbox"/> SCHEDULED AUTOS					BODILY INJURY (Per accident) \$
	<input type="checkbox"/> HIRED AUTOS	<input type="checkbox"/> NON-OWNED AUTOS					PROPERTY DAMAGE (Per accident) \$
							\$
	UMBRELLA LIAB	<input type="checkbox"/> OCCUR					EACH OCCURRENCE \$
	EXCESS LIAB	<input type="checkbox"/> CLAIMS-MADE					AGGREGATE \$
	DED	RETENTION \$					\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY						<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	<input type="checkbox"/> Y/N	N/A				E.L. EACH ACCIDENT \$
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE \$
							E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Berlin 81220B, NH State Prison Security & Perimeter Upgrades

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