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# State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES  
25 Capitol Street  
Concord, New Hampshire 03301  
(603) 271-3201 | [Office@das.nh.gov](mailto:Office@das.nh.gov)

Charles M. Arlinghaus  
Commissioner

Catherine A. Keane  
Deputy Commissioner

Sheri L. Rockburn  
Assistant Commissioner

March 5, 2025

Her Excellency, Governor Kelly A. Ayotte  
and the Honorable Council  
State House  
Concord, New Hampshire 03301

## REQUESTED ACTION

- 1) Authorize the Department of Administrative Services, Division of Public Works Design and Construction to enter into a contract with Ray's Electric & General Contracting, Inc. (VC#154714), Berlin, New Hampshire, for a total price not to exceed \$462,252 for Project No. 81240R, Contract B, for Lancaster 701 Storage Building Replacement located in Lancaster, NH. The contract is effective upon Governor and Council approval through November 21, 2025, unless extended in accordance with the contract terms. **100% Capital Funds.**
- 2) Further authorize that a contingency in the amount of \$2,433.39 be approved for unanticipated site expenses. **100% Capital Funds.**
- 3) Further authorize the amount of \$13,200 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>
04-96-96-960030-93490000 L21:2I2-Lancaster 701 Bldg Replacement	
034-500161 – New Construction	\$462,252.00
034-500161 – New Construction – Contingency	\$ 2,433.39
034-500161 – New Construction – DPW Fees	<u>\$ 13,200.00</u>
Project Total	\$477,885.39

## EXPLANATION

This project includes the demolishing an existing wood framed storage building. The site work and foundation will be completed by the NH Department of Transportation (NH DOT). After NH DOT has completed its work, the contractor will erect a new metal frame building on the foundation.

The existing wood framed storage building is old and does not meet the needs of the NH DOT for vehicle and equipment storage. The existing building is deteriorating and in need of extensive repairs. The concrete floor has broken sections and sections of it are heaving. The new metal frame building will provide more efficient and secure storage.

Pursuant to Chapter 107:2, I, 1, Laws of 2021, funds are available for the Lancaster 701 Storage Building Replacement in Lancaster.

A public bid opening was held on January 8, 2025. Three (3) bid proposals were received and the contract was awarded to the lowest qualified bidder. The low bid is 7.5% under the Department estimate. The low bidder is based out of the same region as the project site. This reduced their overhead for the project.

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

Respectfully submitted,



Charles M. Arlinghaus,  
Commissioner

Department Estimate:	\$	500,000
Low Base Bid (without Alternates):	\$	<u>462,252</u>
Under Estimate:	\$	37,748



Division of Public Works

# ABC Bid Data

LANCASTER  
81240RB  
NON-FEDERAL

PROJECT: Lancaster  
STATE PROJECT NUMBER: 81240RB  
FED. PROJECT NUMBER: NON-FEDERAL  
DATE BIDS OPEN: January 08, 2025, 2:00  
SCOPE OF WORK: Lancaster 701 Storage Building Replacement  
COMPLETION DATE: November 21, 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	\$462,252.00	A
TRIPLE CONSTRUCTION LLC 237 DANIEL WEBSTER HIGHWAY, MERRIMACK NH 03054	\$514,769.00	B
INTEGRATED FACILITIES CONSTRUCTION CORP 92 HIGH STREET, MEDFORD MA 02155	\$747,700.00	C

Award To: Ray's Electric & General Contracting, Inc.  
Contract Award: \$ 462,252.00  
Negotiated: Yes/No?: NO  
Alternates: Yes/No?: NO  
Using Agency: NH DOT  
Authorized By: [Signature]  
Date: 01212025

Item 901: \$ 412,252.00      Item 906: \$ \_\_\_\_\_  
Item 902: \$ 50,000.00      Item 907: \$ \_\_\_\_\_  
Item 903: \$ \_\_\_\_\_      Item 908: \$ \_\_\_\_\_  
Item 904: \$ \_\_\_\_\_      Item 909: \$ \_\_\_\_\_  
Item 905: \$ \_\_\_\_\_      Item 910: \$ \_\_\_\_\_

BASE BID TOTAL: \$ 462,252.00

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

GRAND TOTAL: \$ 462,252.00



Division of Public Works

# ABC Bid Data

LANCASTER  
81240RB  
NON-FEDERAL

Item No.	Description	Unit	Quantity	PS&E		RAY'S ELECTRIC & GENERAL CONTRACTING INC PO BOX 597 BERLIN, NH 03570		TRIPLE CONSTRUCTION LLC 237 DANIEL WEBSTER HIGHWAY MERRIMACK, NH 03054	
				Unit Price	Total	Unit Price	Total	Unit Price	Total

**Items**

901	DEMOLITION OF EXISTING STORAGE BUILDING AND CONSTRUCTION OF NEW METAL STORAGE BUILDING	U	1.00	\$450,000.00	\$450,000.00	\$412,252.00	\$412,252.00	\$464,769.00	\$464,769.00
902	ALLOWANCE #1 FOR MODIFICATIONS AND OWNER INITIATED CHANGES	\$	50,000.00	\$1.00	\$50,000.00	\$1.00	\$50,000.00	\$1.00	\$50,000.00
<b>Totals:</b>					\$500,000.00		\$482,252.00		\$514,769.00
<b>Alt. Totals:</b>									
<b>Totals:</b>					\$500,000.00		\$482,252.00		\$514,769.00



Division of Public Works

# ABC Bid Data

LANCASTER  
81240RB  
NON-FEDERAL

Item No.	Description	Unit	Quantity	PS&E		INTEGRATED FACILITIES CONSTRUCTION CORP 92 HIGH STREET MEDFORD, MA 02155		Unit Price	Total
				Unit Price	Total	Unit Price	Total		

**Items**

901	DEMOLITION OF EXISTING STORAGE BUILDING AND CONSTRUCTION OF NEW METAL STORAGE BUILDING	U	1.00	\$450,000.00	\$450,000.00	\$697,700.00	\$697,700.00		
902	ALLOWANCE #1 FOR MODIFICATIONS AND OWNER INITIATED CHANGES	\$	50,000.00	\$1.00	\$50,000.00	\$1.00	\$50,000.00		
<b>Totals:</b>					\$500,000.00		\$747,700.00		
<b>Alt. Totals:</b>									
<b>Totals:</b>					\$500,000.00		\$747,700.00		



Division of Public Works

# PS&E Comparison

LANCASTER  
81240RB  
NON-FEDERAL

Item No.	Description	Unit	Quantity	A-Bidder		PS&E		A-PS&E Difference
				Unit Price	Total	Unit Price	Total	
<b>Items</b>								
901	DEMOLITION OF EXISTING STORAGE BUILDING AND CONSTRUCTION OF NEW METAL STORAGE BUILDING	U	1.00	\$412,252.00	\$412,252.00	\$450,000.00	\$450,000.00	(\$37,748.00)
902	ALLOWANCE #1 FOR MODIFICATIONS AND OWNER INITIATED CHANGES	\$	50,000.00	\$1.00	\$50,000.00	\$1.00	\$50,000.00	\$0.00
<b>Total:</b>					\$462,252.00	\$500,000.00		(\$37,748.00)



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: **81240RB** Lancaster

## Contractor Profile

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

## Bid Bond

Verified

Auth Code/Check#	<b>SNH1220856078</b>
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## Receipt of Addenda

Sequence	Date	
1	01/03/2025	Yes

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

Total Bid for Award Consideration

Proposal

**\$462,252.00**

**Contract Number:** 81240RB

**Bid Opening Date:** 08-Jan-2025

**Contract Name:** Lancaster

**Project Funding:** State

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

**Items**

Seq#	Item #	Description	Unit	Quantity	Unit Price	Extended Price
1	901	DEMOLITION OF EXISTING STORAGE BUILDING AND CONSTRUCTION OF NEW METAL STORAGE BUILDING	U	1.000	\$412,252.00	\$412,252.00
2	902	ALLOWANCE #1 FOR MODIFICATIONS AND OWNER INITIATED CHANGES	\$	50,000.000	\$1.00	\$50,000.00

**Total for Category Items \$462,252.00**

**Total Bid for Award Consideration \$462,252.00**

## 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, January 8, 2025. Said project being situated as follows:

Lancaster 701 Storage Building Replacement

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 November 21, 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  /s/ Steven Binette







# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
1/27/2025

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).

<b>PRODUCER</b> THE ROWLEY AGENCY 45 Constitution Avenue P.O. Box 511 Concord NH 03302-0511		<b>CONTACT NAME:</b> Rachel Giunta <b>PHONE (A/C, No, Ext):</b> (603) 224-2562 <b>FAX (A/C, No):</b> (603) 224-8012 <b>E-MAIL ADDRESS:</b> rgiunta@rowleyagency.com	
<b>INSURED</b> State of New Hampshire Department of Admin Services c/o Ray's Electric & General Contracting, Inc. P.O. Box 597 Berlin NH 03570-0597		<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> Cincinnati Insurance Company <b>INSURER B:</b> <b>INSURER C:</b> <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>	
		<b>NAIC #</b> 10677	

<b>COVERAGES</b>	<b>CERTIFICATE NUMBER:</b>	<b>REVISION NUMBER:</b>
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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	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Owners & Contractors Protec  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			ENP0737248	1/22/2025	1/22/2026	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ 3,000,000 PRODUCTS - COMPROP AGG \$ \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB EXCESS LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
	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				<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 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)  
 Project: Lancaster 81240R

<b>CERTIFICATE HOLDER</b>  State of New Hampshire c/o Department of Administrative Services 7 Hazen Dr, Room 250 Concord, NH 03302	<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.  <b>AUTHORIZED REPRESENTATIVE</b>  Rachel Giunta/RG <i>Rachel A Giunta</i>
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# 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: 0007029624



IN TESTIMONY WHEREOF,  
I hereto set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 27th day of January A.D. 2025.

A handwritten signature in black ink, appearing to read "D. Scanlan", is written over a circular embossed mark.

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 January 21, 2025 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:** January 21, 2025

**ATTEST:**

Francine Nichols

Francine Nichols, Secretary