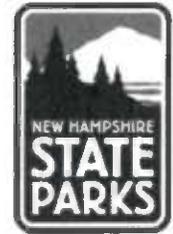




State of New Hampshire
 DEPARTMENT OF NATURAL & CULTURAL RESOURCES
 DIVISION OF PARKS & RECREATION

172 Pembroke Road Concord, New Hampshire 03301
 Phone: 603-271-3556 Fax: 603-271-3553
 TDD Access: Relay NH 1-800-735-2964
 nhstateparks.org

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June 3, 2025

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

REQUESTED ACTION

Authorize the Department of Natural and Cultural Resources, Division of Parks and Recreation, Cannon Mountain to make a **Retroactive** and **Sole Source** payment to Royal Electric Co. Inc. (VC #154900), of Woodsville, NH in the amount of \$19,016.61 for labor and materials required for the emergency repairs to two snowmaking VFD drives at Cannon Mountain Ski Area effective upon Governor and Council approval. 100% Other Funds (Agency Income).

Funding is available in account, Cannon Mountain, as follows:

03-035-035-351510-37030000-020-500235 – Current Expenses	FY 26 \$19,016.61
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EXPLANATION

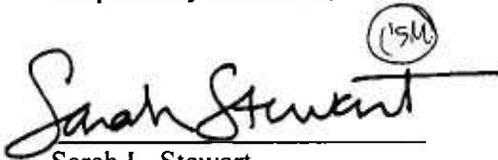
Cannon Mountain respectfully submits this **Retroactive** request for Governor and Council approval related to emergency repair work performed on its snowmaking infrastructure during the 2024 to 2025 winter season. On November 25, 2024, Cannon experienced a critical failure in one of its variable frequency drive (VFD) systems. These drives are essential for snowmaking operations on the upper half of the mountain. The timing of this failure was particularly urgent, as reliable snowmaking at higher elevations is necessary during late November to ensure the mountain can open on schedule and meet early season demand.

This request is **Sole Source** because Royal Electric was one of only two regional suppliers capable of providing the specialized variable frequency drive (VFD) required for Cannon Mountain’s snowmaking system. Given the urgent nature of the failure—which occurred just days before critical snowmaking operations needed to begin—Royal Electric was selected based on its ability to deliver and install the necessary component within a matter of days. The only alternative vendor had a lead time of several weeks, which would have significantly delayed the mountain's opening and jeopardized early-season revenue. Royal Electric’s immediate availability, combined with their technical expertise and prior experience working with Cannon’s infrastructure, made them the only viable option to perform the work under emergency conditions.

While an initial emergency purchase order was issued in November 2024, a subsequent invoice received on December 26, 2024 required further clarification from the vendor to distinguish previously paid services from outstanding charges. That clarification was not finalized until several weeks later, when Royal Electric confirmed the remaining balance due, which included a return site visit in early January to complete the repair. In the time since, Cannon Mountain has been working through appropriate procurement procedures to authorize final payment.

The work performed by Royal Electric was essential to restoring critical snowmaking capacity and ensuring the successful and timely opening of Cannon Mountain. Approval of this request will allow for the final payment to be issued and the emergency repair process to be formally concluded.

Respectfully submitted,



Sarah L. Stewart
Commissioner

Royal Electric
 33 Central Street
 Woodsville, NH 03785
 (603) 747-2722

Invoice: 34727

Sold to

CANNON MOUNTAIN
 9 FRANCONIA NOTCH
 FRANCONIA, NH 03580

Ship to

CANNON MOUNTAIN
 HOOK UP TEMP VFD
 JOB#35168 KB/CC/DM 11/14/24

Account
 CANN01

P.O. Num

Ship Via

Ship Date

Terms
 Net 30

Invoice
 Date
 12/17/24

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Item
 LABOR
 LABOR

Quantity
 16
 6
 1

Description
 11/13/2024: ELECTRICIAN HOURS
 11/13/2024: OT ELECTRICIAN HOURS
 400HP VFD RENTAL

Unit
 Price
 75.00
 112.50
 5,000.00

Extended
 Price
 1,200.00*
 675.00*
 5,000.00

* means Item is non-taxable

Subtotal 6,875.00

Total \$6,875.00

Royal Electric
 33 Central Street
 Woodsville, NH 03785
 (603) 747-2722

Invoice: 34718

Sold to

CANNON MOUNTAIN
 9 FRANCONIA NOTCH
 FRANCONIA, NH 03580

Ship to

CANNON MOUNTAIN
 S/C FOR DRIVE ISSUE BOOSTER
 PUMP HOUSE DRIVE 2
 JOB# 35126 CC/DM 11/4/24

Account
 CANN01

P.O. Num

Ship Via

Ship Date

Terms
 Net 30

Invoice
 Date
 12/17/24

Page
 1

Item
 LABOR
 LABOR

Quantity	Description	Unit Price	Extended Price
29	11/4/24 - 11/20/24: ELECTRICIAN HOURS	75.00	2,175.00*
4	11/4/24 - 11/20/24: OT ELECTRICIAN HOURS	112.50	450.00*
3	690A SQUARE FUSE	283.439	850.32*
1	ABB 3AUA0000120622 UPPER BRIDGE	6,729.18	6,729.18*
1	ABB 3AUA0000050511 INTERFC BRD	1,480.43	1,480.43*
1	ABB 3AUA000012001 CHRGR REST	456.68	456.68*

* means Item is non-taxable

Subtotal 12,141.61

Total \$12,141.61