



State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES

25 Capitol Street

Concord, New Hampshire 03301

(603) 271-3201 | Office@das.nh.gov

126

mac

Charles M. Arlinghaus
Commissioner

Catherine A. Keane
Deputy Commissioner

Sheri L. Rockburn
Assistant Commissioner

July 8, 2025

Her Excellency, Governor Kelly A. Ayotte
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 K.J. Fisher and Sons LLC (VC#165249), 95 Old Center Road Deerfield, NH 03037, for a total price not to exceed \$198,237.00, for Project Number 81345R-B Entry Life Safety Improvements. This contract is effective upon Governor and Council approval through the completion of construction administration services, estimated to be November 21, 2025, unless extended in accordance with the contract terms. **100% Capital Funds.**

2) Further authorize the amount of \$17,390.29 be approved for payment to the Department of Administrative Services, Division of Public Works Design and Construction (VC#311152), for project management and engineering services. **100% Capital Funds.**

Funding is available in account title Veterans Home as follows:

	<u>FY 2026</u>
030-043-60090000-034-500162 L23:1XIII2-Entry Lfe Sfty Imp	
034-500162 – Contract	\$ 198,237.00
034-500162 – DPW Fees	<u>\$ 17,390.29</u>
Project Total	\$ 215,627.29

EXPLANATION

This project consists of installing new metal canopies at three entrances to the NH Veterans Home.

The new canopies will protect staff, visitors and residents of the NH Veterans Home from snow and ice sliding off the roof. They will also divert water coming off the roof away from the entrance and preventing the buildup of ice.

A public bid opening was held on April 16, 2025. Four (4) bid proposals were received, and the contract was awarded to the lowest qualified bidder. The low bid is 45% over the Department estimate. Recent economic uncertainty caused the bids to be higher than anticipated.

The agreement 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:	\$ 108,700.00
Low Base Bid (without Alternates):	<u>\$ 198,237.00</u>
Over Estimate:	\$ 89,537.00



Division of Public Works

ABC Bid Data

TILTON
81345R
NON-FEDERAL

PROJECT: TILTON
STATE PROJECT NUMBER: 81345R
FED. PROJECT NUMBER: NON-FEDERAL
DATE BIDS OPEN: April 16, 2025, 2:00
SCOPE OF WORK: ENTRY LIFE SARETY IMPROVEMENTS
COMPLETION DATE: November 21, 2025
LOCATION: Belknap

Awarded To:

Amount: \$0.00

Award Date:

Certified by:

Director of Project Development

Summary of Bidders

Contractor	Bid Amount	Rank
FISHER AND SONS LLC, K. J. 95 OLD CENTER ROAD, DEERFIELD NH 03037	\$198,237.00	A
INTEGRATED FACILITIES CONSTRUCTION CORP 92 HIGH STREET, MEDFORD MA 02155	\$244,700.00	B
D. L .KING & ASSOCIATES INC. 45 BATES ROAD, MERRIMACK NH 03054	\$249,250.00	C
TRIPLE CONSTRUCTION LLC 237 DANIEL WEBSTER HIGHWAY, MERRIMACK NH 03054	\$357,736.00	D



Division of Public Works

ABC Bid Data

TILTON
81345R
NON-FEDERAL

Item No.	Description	Unit	Quantity	PS&E		FISHER AND SONS LLC, K. J. 95 OLD CENTER ROAD DEERFIELD, NH 03037		INTEGRATED FACILITIES CONSTRUCTION CORP 92 HIGH STREET MEDFORD, MA 02155	
				Unit Price	Total	Unit Price	Total	Unit Price	Total

Items

901	INSTALL NEW CANOPIES AT 3 LOCATIONS AND SNOW GUARDS ADDED TO THE ROOF ABOVE ANOTHER LOCATION	U	1.00	\$88,700.00	\$88,700.00	\$178,237.00	\$178,237.00	\$224,700.00	\$224,700.00
902	ALLOWANCE #1 MAKE MONEY AVAILABLE FOR MODIFICATIONS AND/OR OWNER INITIATED CHANGES	\$	20,000.00	\$1.00	\$20,000.00	\$1.00	\$20,000.00	\$1.00	\$20,000.00

Totals:	\$108,700.00	\$198,237.00	\$244,700.00
---------	--------------	--------------	--------------

Alt. Totals:			
--------------	--	--	--

Totals:	\$108,700.00	\$198,237.00	\$244,700.00
---------	--------------	--------------	--------------



Division of Public Works

ABC Bid Data

TILTON
81345R
NON-FEDERAL

Item No.	Description	Unit	Quantity	PS&E		D. L. KING & ASSOCIATES INC. 45 BATES ROAD MERRIMACK, NH 03054		TRIPLE CONSTRUCTION LLC 237 DANIEL WEBSTER HIGHWAY MERRIMACK, NH 03054	
				Unit Price	Total	Unit Price	Total	Unit Price	Total

Items

901	INSTALL NEW CANOPIES AT 3 LOCATIONS AND SNOW GUARDS ADDED TO THE ROOF ABOVE ANOTHER LOCATION	U	1.00	\$88,700.00	\$88,700.00	\$229,250.00	\$229,250.00	\$337,736.00	\$337,736.00
902	ALLOWANCE #1 MAKE MONEY AVAILABLE FOR MODIFICATIONS AND/OR OWNER INITIATED CHANGES	\$	20,000.00	\$1.00	\$20,000.00	\$1.00	\$20,000.00	\$1.00	\$20,000.00

Totals:				\$108,700.00	\$108,700.00	\$249,250.00	\$249,250.00	\$357,736.00	\$357,736.00
Alt. Totals:									
Totals:				\$108,700.00	\$108,700.00	\$249,250.00	\$249,250.00	\$357,736.00	\$357,736.00



Division of Public Works

PS&E Comparison

TILTON
81345R
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 CANOPIES AT 3 LOCATIONS AND SNOW GUARDS ADDED TO THE ROOF ABOVE ANOTHER LOCATION	U	1.00	\$178,237.00	\$178,237.00	\$88,700.00	\$88,700.00	\$89,537.00
902	ALLOWANCE #1 MAKE MONEY AVAILABLE FOR MODIFICATIONS AND/OR OWNER INITIATED CHANGES	\$	20,000.00	\$1.00	\$20,000.00	\$1.00	\$20,000.00	\$0.00
Total:					\$198,237.00		\$108,700.00	\$89,537.00



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

State Contract Number: 81345R TILTON

Contractor Profile

Firm	FISHER AND SONS LLC, K. J.
Contractor ID	165249
Address	95 OLD CENTER ROADDEERFIELD NH 03037
Phone	(603)370-7574
FAX	
E-Mail	kjfishersons@gmail.com
Authorized Signature:	<i>/s/ Mark Brockelman</i>

Bid Bond Verified

Auth Code/Check#	SNH0415423079
------------------	---------------

Receipt of Addenda

Sequence	Date	Yes
1	04/14/2025	Yes

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

Total Bid for Award Consideration

\$198,237.00

Contract Number: 81345R
Contract Name: TILTON
Proposal For: 165249 - FISHER AND SONS LLC, K. J.

Bid Opening Date: 16-Apr-2025
Project Funding: State

Items

Seq#	Item #	Description	Unit	Quantity	Unit Price	Extended Price
1	901	INSTALL NEW CANOPIES AT 3 LOCATIONS AND SNOW GUARDS ADDED TO THE ROOF ABOVE ANOTHER LOCATION	U	1.000	\$178,237.00	\$178,237.00
2	902	ALLOWANCE #1 MAKE MONEY AVAILABLE FOR MODIFICATIONS AND/OR OWNER INITIATED CHANGES	\$	20,000.000	\$1.00	\$20,000.00

Total for Category Items **\$198,237.00**

Total Bid for Award Consideration **\$198,237.00**

Proposal

Proposal Of

FISHER AND SONS LLC, K. J.
95 OLD CENTER ROAD, DEERFIELD NH, 03037

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, April 16, 2025. Said project being situated as follows:

ENTRY LIFE SARETY IMPROVEMENTS

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

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

Yes No

Signature /s/ Mark Brockelman

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 Isl Mark Brockelman