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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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September 24, 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 **Retroactively** amending an existing contract with Entabeni Systems (VC #420429), Granby, CO by exercising a contract renewal option, increasing the price limitation by \$1,682,832 (comprised of commission paid directly from ticket sales totaling \$698,332 and credit card fees and ticket card stock costs of \$984,500) from \$1,715,800 to \$3,398,632, and extending the completion date from October 31, 2025 to October 31, 2028 for the Online Ticketing Platform at Cannon Mountain and Franconia Notch State Park effective upon Governor and Executive Council approval. The original contract was approved by the Governor and Executive Council on November 2, 2022, Item #45B and most recently amended with the Governor and Executive Council approval on February 8, 2023, Item #87. 100% Other Funds (Agency Income).

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

	FY 2026	FY2027	FY2028	FY 2029	Total
03-035-035-351510-370300000-020-500205 - Credit Card Processing Fees	\$262,000	\$228,000	\$285,000	\$91,000	\$866,000
03-035-035-351510-370300000-020-500213 - Stock In Trade	\$8,000	\$8,000	\$75,000	\$5,000	\$96,000
03-035-035-351510-370300000-020-500219 - Transportation of Things	\$2,500	\$2,500	\$15,000	\$2,500	\$22,500
Total	\$272,500	\$238,500	\$375,000	\$98,500	\$984,500

EXPLANATION

Cannon Mountain is requesting approval to extend the existing contract with Entabeni Systems through October 31, 2028. This request is **retroactive** due to delays in internal administrative processing and coordinating with DOIT on the required administrative deliverables. Under this agreement, Cannon Mountain has developed a strong and collaborative relationship with Entabeni; the company designs and develops its own products, it has been able to provide customized solutions, services, and reporting specifically tailored to Cannon Mountain's operational needs. Their troubleshooting team has been consistently responsive, ensuring that any issues are addressed quickly and effectively, which has been critical to the success of the system.

The original contract includes two built-in extension options, and upon approval, Cannon Mountain will be exercising the first of these. This requested extension is essential, as Entabeni provides critical equipment at no cost to the State. The system has become deeply integrated into Cannon Mountain's day-to-day operations, streamlining access control, improving guest experience, and enhancing data collection for operational decision-making. Not approving this extension would place Cannon Mountain in a difficult position going into winter operations, as the absence of this equipment and support would disrupt core functions such as ticketing, access, and reporting.

Approval of this extension will ensure continuity of service, maintain operational readiness, and allow Cannon Mountain to continue delivering safe, efficient, and reliable winter recreation for the public. Extending the agreement also supports long-term planning, as it ensures stability with a proven partner who has demonstrated a strong understanding of Cannon Mountain's needs and the flexibility to adapt their products and services as those needs evolve.

The Attorney General's Office has reviewed and approved this contract amendment as to form, substance, and execution.

Respectfully submitted,

A handwritten signature in cursive script that reads "Sarah Stewart". The signature is written in black ink and is positioned above a horizontal line.

Sarah L. Stewart, Commissioner



**STATE OF NEW HAMPSHIRE
DEPARTMENT OF INFORMATION TECHNOLOGY**

27 Hazen Drive | Concord, NH | 03301
Fax: (603) 271-1516 | TDD: (800) 753-2964
doit.nh.gov

Denis Goulet, *Commissioner*



September 25, 2025

Sarah L. Stewart, Commissioner
Department of Natural and Cultural Resources
State of New Hampshire
172 Pembroke Road
Concord, NH 03301

Dear Commissioner Stewart:

This letter represents formal notification that the Department of Information Technology (DoIT) has approved your agency's request to enter into a contract amendment with Entabeni Systems, Inc., as described below and referenced as DoIT No. 2023-019B.

The purpose of this request is for the digital online ticket platform for Cannon Mountain Ski Area and Franconia Notch State Park.

The Total Price Limitation shall increase by \$1,682,832 for a New Total Price Limitation of \$3,398,632, effective upon Governor and Executive Council approval through October 31, 2028.

A copy of this letter must accompany Department of Natural and Cultural Resources' submission to the Governor and Executive Council for approval.

Sincerely,

A handwritten signature in black ink that reads "Denis Goulet".

Denis Goulet

DG/jd
DoIT #2023-019B

cc: Nicole Warren, IT Manager



STATE OF NEW HAMPSHIRE

Department of Natural and Cultural Resources

Cannon Mountain Ski Area and Franconia Notch State Park

DoIT # 2023-019 Entabeni Systems Contract Amendment

AMENDMENT Amend B (2)

**State of New Hampshire
Department of Natural and Cultural Resources
Cannon Mountain Ski Area and Franconia Notch State Park
Amendment of Cannon Mtn. Ski Resort Management System Agreement
CONTRACT AMENDMENT B**

INTRODUCTION

WHEREAS, pursuant to an Agreement approved by Governor and Council, as a result of RFP #2023-19 on November 2, 2022 Item #45B and amended on February 8, 2023 Item # 87, (herein after referred to as the "Agreement"), Entabeni Systems (hereinafter referred to as "Contractor" agreed to supply certain services upon the terms and conditions specified in the Agreement and in consideration of payment by the **Department of Natural and Cultural Resources, Cannon Mountain Ski Aerial Tramway and Ski Area** (hereinafter referred to as the "Department"), certain sums as specified therein;

WHEREAS, pursuant to the Agreement Section 17: Amendment and the provisions of the Agreement, the Agreement may be modified or amended only by a written instrument executed by the parties thereto and approved by the Governor and Executive Council;

WHEREAS, the Vendor and the Department have agreed to amend the Agreement in certain respects;

WHEREAS, the Department and the Vendor wish to extend the completion date from October 31, 2025 to October 31, 2028;

WHEREAS, the Department and the Vendor wish to increase the Contract price by \$1,682,832 to bring the total contract price to \$3,398,632;

WHEREAS, the Department and the Vendor seek to clarify the Agreement.

NOW THEREFORE, in consideration of the foregoing, and the covenants and conditions contained in the Agreement and set forth herein, the parties agree as follows:

The Agreement is hereby amended as follows:

1. Amend Section 1.7 of the State of New Hampshire P-37 General Provisions by extending the Completion Date from October 31, 2025 to October 31, 2028.
2. Amend Section 1.8 of the State of New Hampshire P-37 General Provisions by increasing the Price Limitation by \$1,682,832 from \$1,715,800 to \$3,398,632.

State of NH Contract

Date: 10/15/2025

Contractor's Initials: EM

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State of New Hampshire
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Amendment of Cannon Mtn. Ski Resort Management System Agreement
CONTRACT AMENDMENT B

3. The Agreement is further amended as described in Table 1:

TABLE 1: AMENDMENT DETAILS

Exhibit A Special Provisions	AMENDED TEXT
Exhibit C Price and Payment Schedule	AMENDED TEXT
Section Number 10	<p>“10.1.5 Commission and Credit Card Fee Payments The Department shall incur all commission payments and credit card fees through agency revenue, coded under 03-035-035-0351010-37030000-009-402032 - Agency Income. All such payments shall be subject to review and approval by the Department prior to disbursement.”</p>

TABLE 2: CONTRACT HISTORY

CONTRACT AND AMENDMENT NUMBER	AMENDMENT TYPE	G&C APPROVAL DATE	COMPLETION DATE	CONTRACT AMOUNT
DoIT # 2023-019	Original Contract	November 2, 2022, Item #45B	October 31, 2025	\$1,670,800
DoIT # 2023-19 Amendment A	1 st Amendment	February 8, 2023, Item #87	October 31, 2025	\$1,715,800
CONTRACT TOTAL				\$1,715,800

State of NH Contract

Date: 10/15/2025

Contractor's Initials: EM

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State of New Hampshire
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Cannon Mountain Ski Area and Franconia Notch State Park
Amendment of Cannon Mtn. Ski Resort Management System Agreement
CONTRACT AMENDMENT B

The Department of Natural and Cultural Resources, Division of Parks and Recreation, and Entabeni Systems, Inc., hereby mutually agree to amend the contract for the *Cannon Mountain Ski Resort Management System*, originally approved by the Governor and Executive Council on November 2, 2022, Item #45B, and amended on February 8, 2023, Item #87, with a completion date of October 31, 2025, as follows:

1. Amend Box 1.7, Completion Date, by extending the completion date to October 31, 2028, from the original completion date of October 31, 2025;
2. Amend Box 1.8, Price Limitation, by increasing the contract price from \$1,715,800 by \$1,682,832 to bring the total contract price to \$3,398,632;
3. Amend section 10.1.2 Pricing (Page 50) by deleting in its entirety and replacing with as follows:

Description	FY2026	FY2027	FY2028	FY2029	Total
Sales Commission (All Revenue Processed by system)	\$210,000.00	\$180,000.00	\$225,000.00	\$83,332.00	\$698,332.00
	(Interchange Rate + 8 Basis Pts + \$.08 Transactions)				
Credit card Fee's	\$262,000.00	\$228,000.00	\$285,000.00	\$91,000.00	\$866,000.00
RFID Cost Cards	\$8,000.00	\$8,000.00	\$75,000.00	\$5,000.00	\$96,000.00
RFID Shipping Costs	\$2,500.00	\$2,500.00	\$15,000.00	\$2,500.00	\$22,500.00
Total Contract	\$482,500.00	\$418,500.00	\$600,000.00	\$181,832.00	\$1,682,832.00

4. All other terms and conditions of the original contract shall remain the same in full force and effect as originally set forth; and
5. This amendment is subject to approval by the Governor and Executive Council.

**State of New Hampshire
Department of Natural and Cultural Resources
Cannon Mountain Ski Area and Franconia Notch State Park
Amendment of Cannon Mtn. Ski Resort Management System Agreement
CONTRACT AMENDMENT B**

Except as provided herein, all provisions of the Agreement shall remain in full force and effect. This modification shall take effect upon the approval date from the Governor and the Executive Council.

IN WITNESS WHEREOF, the parties have hereunto set their hands as of the day and year first above written.

CONTRACTOR



Date: 10-15-25

Erik Mogensen, Chief Executive Officer
Entabeni Systems, Inc.

STATE OF NEW HAMPSHIRE



Date: 10/17/25

Sarah L. Stewart, Commissioner
Department of Natural and Cultural Resources
State of New Hampshire

The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

Approved by the Attorney General



Date: 10/27/2025

State of New Hampshire, Department of Justice

I hereby certify that the foregoing amendment was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: _____ (date of meeting)

Office of the Secretary of State

Date: _____

State of New Hampshire, Department of Administration

State of NH Contract

Date: 10/15/2025

Contractor's Initials: EM

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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 ENTABENI SYSTEMS INC. is a Canada Profit Corporation registered to transact business in New Hampshire on September 12, 2022. 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: **908995**

Certificate Number : **0007262205**



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this **21st** day of **August** A.D. **2025**.

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

David M. Scanlan
Secretary of State

Corporate Resolution

I, **Olga Grunskaya**, hereby certify that I am duly elected Clerk/Secretary/Officer of Entabeni Systems Inc. I hereby certify the following is a true of a vote taken at a meeting of the Board of Directors/shareholders, duly called and held on October 15, 2025, at which a quorum of the directors/shareholders were present and voting.

Voted: That **Erik Mogensen** (may list more than one person) is duly authorized to enter into contracts or agreements on behalf of Entabeni Systems Inc

with the State of New Hampshire and any of its agencies and departments and further is authorized to execute any documents which may in his/her judgement to be desirable or necessary to affect the purpose of this vote.

I hereby certify that said vote has not been amended of repealed and remains in full force and effect as the date of the contract to which this certificate is attached. This authority shall remain valid for thirty (30) days from the date of this Corporate Resolution. I further certify that it is understood the State of New Hampshire will rely on this certificate as evidence the person(s) listed above currently occupy the positions(s) indicated and that they have full authority to bind the corporation. To the extent that there are 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: 10-15-2025

ATTEST: OG CFO
(Signature & Title)

