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

August 26, 2026

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 (Division), Bureau of Trails and Division of Forest and Lands to make **Sole Source** and **Retroactive** unencumbered payments to Cloutier Sand and Gravel (VC#157206) of Columbia, NH in the amount of $73,045.00 for Rental Equipment Services to repair various recreational trails in the North Country of New Hampshire effective upon Governor and Executive Council approval retroactive to May 01, 2026. **64% Other Funds, 29% Capital Funds, 7% Transfer Funds**

Funding is available as follows:

**FY 2027**

| Funding Account Description | Funding Account | Amount |
|---|---|---|
| MANAGEMENT AND PROTECTION FUND | 03-35-35-351010-35050000-500226 -Contract Repairs | $8,300.00 |
| CLH EASEMENT | 03-35-35-351510-34150000-500257 -Rent/Lease Equipment | $28,102.50 |
| TRAILS ACQUISITION | 03-35-35-351510-35620000-500257 -Rent/Lease Equipment | $4,967.50 |
| CLH ROAD MAINTENANCE ENDOWMENT | 03-35-35-351510-37460000-500257 -Rent/Lease Equipment | $10,715.00 |
| L25:1XI2-Conn Lks Hdwtr Rd Rp | 03-35-35-351530-42760000-500157 -Rent/Lease Equipment | $20,960.00 |
| | Total | **$73,045.00** |

## EXPLANATION

This submission is **Sole Source** because Cloutier Sand and Gravel had the equipment, capacity, and availability needed to complete the work when it was required and had the best prices of state contracted vendors in the area for the size of the equipment needed for the projects. This work was to address essential recreational trails repair and maintenance needs in northern New Hampshire. Although we were utilizing multiple-state contractors simultaneously to accomplish the work, we still faced extremely limited contractor availability. The statewide rental equipment agreement contract for Cloutier Sand and Gravel had already reached the approved price limitation and therefore, was in the process of being negotiated by the Department of Administrative Services for renewal. We, therefore, proceeded with their services as a statewide contractor with the understanding that a retroactive price limitation increase was to be negotiated and approved. While the price limitation increase was negotiated and has been submitted for Governor and Council approval, it did not capture the period of performance between May and July of 2026 when the needed maintenance and repairs were performed.

This submission is **Retroactive** due to equipment rental and associated work needs within the Connecticut Lakes Headwaters being necessary to address trail and road work as required for seasonal opening and public safety, which includes the state's obligation to provide access for timber harvesting through the terms of the easement. The work could not reasonably be delayed while waiting for the Cloutier contract to be renewed. There is an extremely short seasonal window in which this work can be completed due to weather, ground conditions, and the need to have trails/roads open and safe for public use. Delaying the work would have risked missing that window altogether. Given the extremely limited seasonal work window, the limited number of contractors available in the region, and the need to complete the work, proceeding with Cloutier Sand and Gravel rather than delaying the work until completion of the contract price limitation amendment was necessary and in the best interest of the State.

Additionally, this situation has highlighted the need for additional oversight and management for spending under statewide contracts and the need for additional interdepartmental communication.

Respectfully submitted,

Adam J. Crepeau
Interim Commissioner

CLOUTIER SAND & GRAVEL INC.
PO Box 401
NORTH STRATFORD, NH 03590

# Invoice

| DATE | INVOICE # |
|---|---|
| 6/18/2026 | 10433 |

**BILL TO**

STATE OF N.H. FOREST & LANDS
PO BOX 1856
CONCORD, NH 03302-1856

| P.O. NO. | TERMS | LOCATION |
|---|---|---|
| | | Nash Stream |

| DATE | QTY. | DESCRIPTION | RATE | AMOUNT |
|---|---|---|---|---|
| 5/30/2026 | 60 | GRADER | 115.00 | 6,900.00 |
| 5/30/2026 | 20 | Pickup & Rock Rake | 70.00 | 1,400.00 |
| | | 35050000-500226 | | |

**Total** $8,300.00

CLOUTIER SAND & GRAVEL INC.
PO Box 401
NORTH STRATFORD, NH 03590

# Invoice

| DATE | INVOICE # |
|---|---|
| 6/18/2026 | 10434 |

| BILL TO |
|---|
| STATE OF N.H.<br>Dept. of Natural and Cultural Resources<br>Div. of Parks and Recreation<br>172 Pembrooke Road |

| P.O. NO. | TERMS | LOCATION |
|---|---|---|
| | | Teroll Pond |

| DATE | QTY. | DESCRIPTION | RATE | AMOUNT |
|---|---|---|---|---|
| 5/18/2026 | 44 | LOW-BED | 135.00 | 5,940.00 |
| 5/18/2026 | 51 | Volvo 250 | 140.00 | 7,140.00 |
| 5/18/2026 | 32 | Dump Truck # 15 | 100.00 | 3,200.00 |
| 5/18/2026 | 39 | KOMATSU EXCAVATOR | 120.00 | 4,680.00 |

ok to pay cjs
Terrell Pond Road Bridge
42760000-022

**Total** $20,960.00

CLOUTIER SAND & GRAVEL INC.
PO Box 401
NORTH STRATFORD, NH 03590

# Invoice

| DATE | INVOICE # |
|---|---|
| 8/19/2026 | 10532 |

| BILL TO |
|---|
| STATE OF N.H.<br>Dept. of Natural and Cultural Resources<br>Div. of Parks and Recreation<br>172 Pembrooke Road |

| P.O. NO. | TERMS | LOCATION |
|---|---|---|
| | | Indian Stream |

| DATE | QTY. | DESCRIPTION | RATE | AMOUNT |
|---|---|---|---|---|
| 6/26/2026 | 87.5 | Volvo 250 Upper Indian ditching and culverts | 140.00 | 12,250.00 |

ok to pay CJS
3415-022

| | |
|---|---|
| **Total** | $12,250.00 |

**CLOUTIER SAND & GRAVEL INC.**
PO Box 401
NORTH STRATFORD, NH 03590

# Invoice

| DATE | INVOICE # |
|---|---|
| 8/19/2026 | 10533 |

| BILL TO |
|---|
| STATE OF N.H.<br>Dept. of Natural and Cultural Resources<br>Div. of Parks and Recreation<br>172 Pembrooke Road |

| P.O. NO. | TERMS | LOCATION |
|---|---|---|
| | | Indian Stream |

| DATE | QTY. | DESCRIPTION | RATE | AMOUNT |
|---|---|---|---|---|
| 6/29/2026 | 30 | KOMATSU EXCAVATOR Replacing new culverts on main road<br><br>ok to pay CJS<br>3415-022 | 120.00 | 3,600.00 |
| | | | **Total** | $3,600.00 |

CLOUTIER SAND & GRAVEL INC.
PO Box 401
NORTH STRATFORD, NH 03590

# Invoice

| DATE | INVOICE # |
|---|---|
| 8/19/2026 | 10534 |

**BILL TO**

STATE OF N.H.
Dept. of Natural and Cultural Resources
Div. of Parks and Recreation
172 Pembrooke Road

| P.O. NO. | TERMS | LOCATION |
|---|---|---|
| | | Terro Pond |

| DATE | QTY. | DESCRIPTION | RATE | AMOUNT |
|---|---|---|---|---|
| 6/22/2026 | 6 | KOMATSU EXCAVATOR Adding new culverts for overflow | 120.00 | 720.00 |
| 6/22/2026 | 2 | Dump Truck #12 | 110.00 | 220.00 |

ok to pay CJS
3415-022

**Total** $940.00

CLOUTIER SAND & GRAVEL INC.
PO Box 401
NORTH STRATFORD, NH 03590

# Invoice

| DATE | INVOICE # |
|---|---|
| 8/19/2026 | 10535 |

| BILL TO |
|---|
| STATE OF N.H.<br>Dept. of Natural and Cultural Resources<br>Div. of Parks and Recreation<br>172 Pembrooke Road |

| P.O. NO. | TERMS | LOCATION |
|---|---|---|
| | | Last Deer Camp |

| DATE | QTY. | DESCRIPTION | RATE | AMOUNT |
|---|---|---|---|---|
| 6/30/2026 | 71 | Volvo 250 Ditching and culvert replacement<br><br>ok to pay CJS<br>3415-022 | 140.00 | 9,940.00 |
| | | | **Total** | $9,940.00 |

CLOUTIER SAND & GRAVEL INC.
PO Box 401
NORTH STRATFORD, NH 03590

# Invoice

| DATE | INVOICE # |
|---|---|
| 8/19/2026 | 10536 |

| BILL TO |
|---|
| STATE OF N.H.<br>Dept. of Natural and Cultural Resources<br>Div. of Parks and Recreation<br>172 Pembrooke Road |

| P.O. NO. | TERMS | LOCATION |
|---|---|---|
| | | Indian Stream |

| DATE | QTY. | DESCRIPTION | RATE | AMOUNT |
|---|---|---|---|---|
| 7/9/2026 | 81 | GRADER Grading main road Indian | 115.00 | 9,315.00 |
| 7/9/2026 | 20 | Pickup & Rock Rake | 70.00 | 1,400.00 |

ok to pay CJS
3746-022

**Total** $10,715.00

CLOUTIER SAND & GRAVEL INC.
PO Box 401
NORTH STRATFORD, NH 03590

# Invoice

| DATE | INVOICE # |
|---|---|
| 8/19/2026 | 10537 |

**BILL TO**

STATE OF N.H.
Dept. of Natural and Cultural Resources
Div. of Parks and Recreation
172 Pembrooke Road

| P.O. NO. | TERMS | LOCATION |
|---|---|---|
| | | Last Deer Camp |

| DATE | QTY. | DESCRIPTION | RATE | AMOUNT |
|---|---|---|---|---|
| 7/10/2026 | 9.5 | GRADER | 115.00 | 1,092.50 |
| 7/10/2026 | 4 | Pickup & Rock Rake | 70.00 | 280.00 |

ok to pay CJS
3415-022

**Total** $1,372.50

CLOUTIER SAND & GRAVEL INC.
PO Box 401
NORTH STRATFORD, NH 03590

# Invoice

| DATE | INVOICE # |
|---|---|
| 8/19/2026 | 10538 |

| BILL TO |
|---|
| STATE OF N.H.<br>Dept. of Natural and Cultural Resources<br>Div. of Parks and Recreation<br>172 Pembrooke Road |

| P.O. NO. | TERMS | LOCATION |
|---|---|---|
| | | Corsa Brook |

| DATE | QTY. | DESCRIPTION | RATE | AMOUNT |
|---|---|---|---|---|
| 7/15/2026 | 36.5 | GRADER Grading Corsa Brook | 115.00 | 4,197.50 |
| 7/15/2026 | 11 | Pickup & Rock Rake | 70.00 | 770.00 |

ok to pay CJS
3562-022

| | |
|---|---|
| **Total** | $4,967.50 |