



98 - 9/2/26

State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES

25 Capitol Street

Concord, New Hampshire 03301

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

Charles M. Arlinghaus
Commissioner

Catherine A. Keane
Deputy Commissioner

Sheri L. Rockburn
Assistant Commissioner

June 5, 2026

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

REQUESTED ACTION

Authorize the Department of Administrative Services to enter into a **Retroactive, Sole Source** amendment to an existing contract (Contract #8003428) with Cloutier Sand & Gravel Company, Inc. (VC#157206), North Stratford, NH, for equipment rental with operator services, by increasing the price limitation by \$274,791.84 from \$747,370.66 to an amount up to and not to exceed \$1,022,162.50, with no change to the completion date, effective upon Governor and Executive Council approval retroactive to August 9, 2025, through February 28, 2027. The original contract (Contract #8003428) was approved by the Commissioner of the Department of Administrative Services on April 11, 2024, and amended with Governor and Executive Council approval on August 30, 2024, item #183.

Funding shall be provided through individual agency expenditures, none of which shall be permitted unless there are sufficient appropriated funds to cover the expenditure.

EXPLANATION

The purpose of this requested amendment is to increase the contract price limitation to align with the actual amounts expended over the contract term. This will allow outstanding invoices to be processed and closed out for accounting purposes.

This contract amendment is **Sole Source** because the requested increase exceeds 10% of the original contract price limitation.

This amendment is **Retroactive** because agency spending exceeded the original \$747,370.66 threshold after August 9, 2025. This overage occurred due to two primary factors:

1. **Underestimated Initial Projections:** This contract portfolio for Equipment Rentals and Operator Services was entirely new when launched in 2024. Consequently, initial agency projections and historical data fell short of the actual statewide operational need.

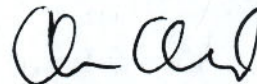
2. **System Tracking Limitations:** These services are paid unencumbered. This specific category of expenditure is highly difficult to track via reporting in the current version of our state accounting system, which delayed the real-time detection of the overage.

The original price limitation was exceeded before negotiations began for a new contract under RFB 3065-26. This new procurement effort is designed to expand contractor availability and establish more accurate price limitations based on updated spending data. These new contracts will be submitted to you under separate cover.

All spending under Contract #8003428 has ceased. Active operations will only resume under the new contracts following Governor and Executive Council approval. Moving forward, future expenditures with this vendor will be tracked and reported under Contract #8003799. Additionally, the entire suite of statewide equipment rental contracts will be rebid August 2026 to ensure full statewide coverage is established well in advance of the February 2027 expiration date.

Based on the foregoing, I am respectfully recommending approval of the contract amendment with Cloutier Sand & Gravel Company, Inc.

Respectfully submitted,



Charles M. Arlinghaus
Commissioner

Equipment Rental With Operator Services

Average Annual Spend \$518,760.00

Pcard spend \$0.00

Current Spend \$1,022,162.50

DESCRIPTION	INV DATE	TRAN_AMT	PO NUMBER
DNCR COLEBROOK PARKS & REC	5/3/2024	1,400.00	8003428
DNCR PARKS & REC	6/4/2024	945.00	8003428
DNCR PERRY STREAM	6/4/2024	1,805.00	
**FY24 DNCR BUREAU OF TRAILS	6/18/2024	8,470.00	8003428
DNCR DEADWATER LOOP	6/20/2024	4,220.00	8003428
**FY24 DNCR COOS COUNTY	7/3/2024	3,862.50	8003428
PIERCE CAMP DNCR PARKS & REC	7/11/2024	242.50	8003428
PIERCE CAMP DNCR PARKS & REC	7/11/2024	6,020.00	8003428
DNCR PERRY STREAM RD REPAIR	7/16/2024	6,460.00	8003428
DNCR SITE 1 PARKS & REC	7/23/2024	2,760.00	8003428
DNCR SITE 2 PARKS & REC	7/26/2024	2,120.00	8003428
DNCR SITE 3 INDIAN STREAM P&R	7/26/2024	1,200.00	8003428
DNCR SITE 4 INDIAN STREAM P&R	7/26/2024	2,000.00	8003428
DNCR MAGALLOWAY	8/3/2024	55,222.50	8003428
DNCR W INDIAN STREAM	8/8/2024	1,380.00	8003428
DNCR W INDIAN STREAM	8/8/2024	1,380.00	8003428
DNCR W INDIAN STREAM	8/8/2024	2,160.00	8003428
DNCR W INDIAN STREAM	8/8/2024	2,160.00	8003428
DNCR CROSSOVER HALL STREAM	8/8/2024	660.00	8003428
DNCR CROSSOVER HALL STREAM	8/8/2024	660.00	8003428
DNCR HALL STREAM	8/8/2024	360.00	8003428
DNCR HALL STREAM	8/8/2024	360.00	8003428
DNCR HALL STREAM	8/9/2024	600.00	8003428
DNCR HALL STREAM	8/9/2024	600.00	8003428
DNCR HALL STREAM	8/9/2024	1,840.00	8003428
DNCR HALL STREAM	8/9/2024	1,840.00	8003428
DNCR MAGALLOWAY	8/10/2024	42,435.00	8003428
DNCR MAGALLOWAY	8/10/2024	42,435.00	8003428
DNCR HALL STREAM P&R	8/15/2024	240.00	8003428
DNCR HALL STREAM	8/17/2024	340.00	8003428
DNCR HALL STREAM SITE 3	8/17/2024	240.00	8003428
DNCR HALL STREAM SITE 8	8/17/2024	1,230.00	8003428
DNCR HALL STREAM SITE 9	8/17/2024	700.00	8003428
HALL STREAM ST OF NH DNCR	8/17/2024	400.00	8003428
DNCR HALL STREAM SITE 11	8/17/2024	490.00	8003428
DNCR HALL STREAM SITE 12	8/17/2024	440.00	8003428
DNCR HALL STREAM SITE 13	8/17/2024	330.00	8003428

Equipment Rental With Operator Services

DNCR MAGALLOWAY	8/19/2024	38,935.00	8003428
DNCR HALL STREAM	8/21/2024	1,080.00	8003428
DNCR WEST INDIAN STREAM	8/21/2024	500.00	8003428
DNCR INDIAN STREAM	8/21/2024	450.00	8003428
COON BROOK PRJ ST NH DNCR P&R	8/24/2024	1,760.00	8003428
DNCR COON BROOK PROJ2	8/24/2024	3,520.00	8003428
DNCR MAGALLOWAY	8/24/2024	30,770.00	8003428
DNCR FOREST & LANDS	8/27/2024	2,635.00	8003428
MAGALLOWAY ST NH DNCR P&R	8/27/2024	930.00	8003428
HAWK ROAD ST NH DNCR P&R	8/27/2024	2,090.00	8003428
DNCR MAGALLOWAY	8/31/2024	51,267.50	8003428
MAGALLOWAY ST NH DNCR P&R	9/6/2024	39,422.50	8003428
DNCR PARKS & REC	9/9/2024	2,960.00	8003428
DNCR PARKS & REC	9/13/2024	51,150.00	8003428
DNCR PARKS & REC	9/20/2024	47,095.00	8003428
DNCR PERRY STREAM RD	9/20/2024	8,790.00	8003428
DNCR MOOSE BROOK	9/23/2024	1,440.00	8003428
DNCR SMITH BROOK SITE 1	9/23/2024	460.00	8003428
DNCR SMITH BROOK SITE 2	9/23/2024	460.00	8003428
DNCR PARKS & REC	9/24/2024	6,902.50	8003428
DNCR PARKS & REC	10/7/2024	420.00	8003428
DNCR FOREST & LANDS	10/15/2024	4,957.50	8003428
DNCR CEDAR STREAM	11/11/2024	5,400.00	8003428
DNCR INDIAN STREAM SITE 7	6/2/2025	1,230.00	8003428
DNCR INDIAN STREAM	6/2/2025	597.50	8003428
DNCR INDIAN STREAM SITE 9	6/2/2025	597.50	8003428
DNCR INDIAN STREAM SITE 10	6/2/2025	540.00	8003428
DNCR INDIAN STREAM SITE 11	6/2/2025	1,340.00	8003428
DNCR INDIAN STREAM SITE 12	6/2/2025	690.00	8003428
DNCR FOREST & LANDS	6/5/2025	6,340.00	8003428
DNCR FOREST & LANDS	6/5/2025	3,640.00	8003428
DNCR INDIAN STREAM PARKS	6/10/2025	410.00	8003428
DNCR INDIAN STREAM PARKS	6/10/2025	1,222.50	8003428
DNCR INDIAN STREAM PARKS	6/10/2025	525.00	8003428
DNCR INDIAN STREAM PARKS	6/10/2025	390.00	8003428
DNCR INDIAN STREAM PARKS	6/10/2025	755.00	8003428
DNCR INDIAN STREAM PARKS	6/10/2025	1,595.00	8003428
DNCR INDIAN STREAM PARKS	6/10/2025	845.00	8003428
DNCR INDIAN STREAM PARKS	6/10/2025	1,045.00	8003428
EAST BRANCH INDIAN STREAM	6/23/2025	2,520.00	8003428
**FY25 EAST BRANCH INDIAN STRE	6/23/2025	3,600.00	8003428
**FY25 DNCR INDIAN STREAM PARK	6/23/2025	4,500.00	8003428
DNCR INDIAN STREAM	6/23/2025	840.00	8003428
DNCR INDIAN STREAM	6/23/2025	660.00	8003428
**FY25 DNCR INDIAN STREAM	6/23/2025	1,340.00	8003428

Equipment Rental With Operator Services

DNCR INDIAN STREAM	6/23/2025	640.00	8003428
NHFG	7/8/2025	18,450.00	8003428
NHFG	7/16/2025	9,180.00	8003428
DNCR GARFIELD FALLS	7/19/2025	42,020.00	8003428
**FY25 DNCR INDIAN STREAM	7/22/2025	1,645.00	8003428
DNCR INDIAN STREAM	7/23/2025	12,195.00	8003428
DNCR GARFIELD FALLS	7/26/2025	16,560.00	8003428
DNCR TOWER RD	7/26/2025	25,560.00	8003428
NHFG	7/29/2025	17,260.00	8003428
DNCR TOWER RD	8/1/2025	43,620.00	8003428
NHFG	8/4/2025	1,160.00	8003428
NHFG	8/4/2025	280.00	8003428
DNCR EAST INLET PARKS	8/4/2025	10,420.00	8003428
DNCR TOWER ROAD	8/9/2025	33,800.00	8003428
COWEN HILL DNCR TRAIL BUREAU	8/12/2025	2,450.00	8003428
DNCR TOWER ROAD	8/16/2025	16,020.00	8003428
DNCR BUCKHORN	8/16/2025	38,340.00	8003428
BUCKHORN ST NH DNCR TRAILS	8/23/2025	41,952.50	8003428
DNCR BUCKHORN	8/26/2025	34,850.00	8003428
DNCR BUCKHORN EXT	8/30/2025	7,252.50	8003428
DNCR INDIAN STREAM	9/3/2025	16,240.00	8003428
DNCR BUCKHORN EXT	9/7/2025	17,710.00	8003428
DNCR DEADWATER	9/18/2025	1,072.50	8003428
DNCR HEDGEHOG ATV	9/18/2025	1,937.50	8003428
DNCR INDIAN STREAM	9/29/2025	6,930.00	8003428
INDIAN STREAM	9/29/2025	19,922.50	8003428
DNCR PARKS & REC	10/4/2025	1,855.00	8003428
DNCR WESTSIDE INDIAN	10/4/2025	1,682.50	8003428
DNCR HALL STREAM CONNECTER	10/4/2025	3,060.00	8003428
DNCR PAGE HILL	10/7/2025	5,790.00	8003428
DNCR WEST SIDE NASH	10/17/2025	9,000.00	8003428
DNCR HALL STREAM	10/22/2025	12,860.00	8003428
DNCR MOOSE POND	10/22/2025	2,722.50	8003428
DNCR NASH STREAM	11/19/2025	9,100.00	8003428



**SECOND AMENDMENT TO THE CONTRACT BETWEEN
CLOUTIER SAND & GRAVEL COMPANY, INC.
AND
THE STATE OF NEW HAMPSHIRE,
DEPARTMENT OF ADMINISTRATIVE SERVICES,
FOR EQUIPMENT RENTAL WITH OPERATOR SERVICES
CONTRACT # 8003428**

This Second Amendment (hereinafter referred to as the "Amendment") is by and between the State of New Hampshire, Department of Administrative Services (hereinafter referred to as "the State") and Cloutier Sand & Gravel Company, Inc., hereinafter referred to as "the Contractor") for equipment rental with operator services.

WHEREAS, pursuant to an agreement effective April 11, 2024, amended by the First Amendment on August 30, 2024, and set to expire February 28, 2027, (hereinafter referred to as "the Agreement"), the Contractor agreed to perform certain equipment rental with operator services for the State in consideration of payment by the State of certain sums as specified therein; and

WHEREAS, pursuant to Section 18 of the Agreement, the Agreement may be amended by an instrument in writing executed by both parties;

NOW, THEREFORE, for and in consideration of the mutual promises set forth in this Amendment and the underlying Agreement, the parties do mutually agree as follows:

1. Delete in its entirety Form Number P-37, item 1.8 Price Limitation and substitute the following:
\$1,022,162.50
Amend Exhibit C, 11. Contract Price: Change to the following: \$1,022,162.50
2. All other provisions of the Agreement, approved by the Commissioner of the Department of Administrative Services on April 11, 2024, and amended by the Governor and Executive Council on August 30, 2024, item #183; shall remain in full force and effect.

**CLOUTIER SAND & GRAVEL COMPANY,
INC.**

By: Norman Cloutier

Norman Cloutier
(Print Name)

Title: President

Date: 6-11-26

STATE OF NEW HAMPSHIRE

By: Charles M. Arlinghaus

Charles M. Arlinghaus
(Print Name)

Title: Commissioner
Department of Administrative Services

Date: 6-29-26

OFFICE OF THE ATTORNEY GENERAL

By: J.D. Lavallee

J.D. Lavallee
(Print Name)

Title: Senior Asst. Attorney General

Date: 8/13/2026

The foregoing contract was approved by the
Governor and Council of New Hampshire on

Signed: _____

(Print Name)

Title: _____

Contractor Initials: NC

Date: 6-11-26

State of New Hampshire

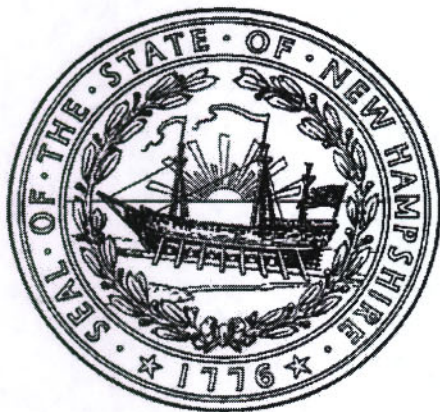
Department of State

CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that CLOUTIER SAND & GRAVEL COMPANY, INC. is a New Hampshire Profit Corporation registered to transact business in New Hampshire on April 30, 1992. 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: 175034

Certificate Number: 0007933642



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 May A.D. 2026.

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

David M. Scanlan
Secretary of State

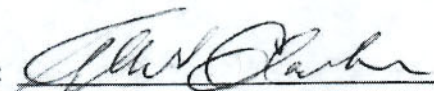
I, Albert Cloutier, hereby certify that I am duly elected
Clerk/Secretary/Officer. I hereby certify the following is a true copy of a vote taken at
Cloutier Sand & Gravel Inc., a meeting of the Board of
Directors/shareholders,
duly called and held on April 15th, 2026, at which a quorum of the Directors/shareholders were
present and voting.

VOTED: That Norman Cloutier, President
duly authorized to enter into contracts or agreements on behalf of
Cloutier Sand & Gravel 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 judgment be desirable or necessary to effect the purpose of
this vote.

I hereby certify that said vote has not been amended or repealed and remains in full force
and effect as of the date of the 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: 6-01-26

ATTEST:


President



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

6/2/2026

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 have ADDITIONAL INSURED provisions or 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).

PRODUCER Geo. M. Stevens & Son Co. PO Box 271 149 Main Street Lancaster NH 03584	CONTACT NAME: Teresa Crossland PHONE (A/C, No, Ext): 800-675-2555 FAX (A/C, No): 603-788-3901 E-MAIL ADDRESS: tcrossland@gms-ins.com
INSURED Cloutier Sand & Gravel, Inc PO Box 401 North Stratford NH 03590	INSURER(S) AFFORDING COVERAGE INSURER A: Acadia Insurance Company INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:

CLOUSAN-01

NAIC #
31325**COVERAGES****CERTIFICATE NUMBER:** 1999092381**REVISION NUMBER:**

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 SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☐ PRO-JECT ☐ LOC OTHER:	Y	CPA0122744-33	7/1/2026	7/1/2027	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	☒ AUTOMOBILE LIABILITY ☒ ANY AUTO ☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☒ HIRED AUTOS ONLY ☒ NON-OWNED AUTOS ONLY	Y	CAA0122745-32	7/1/2026	7/1/2027	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	☒ UMBRELLA LIAB ☒ OCCUR ☐ EXCESS LIAB ☐ CLAIMS-MADE DED RETENTION \$	Y	CUA0122746-32	7/1/2026	7/1/2027	EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000 \$
A	☒ 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 N/A	N	WCA5396934-17	7/1/2026	7/1/2027	☒ PER STATUTE ☐ OTH-ER E.L. EACH ACCIDENT \$ 100,000 E.L. DISEASE - EA EMPLOYEE \$ 100,000 E.L. DISEASE - POLICY LIMIT \$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Sand & Gravel, Logging Road Construction

NH Workers Compensation--corporate officers elect coverage

CERTIFICATE HOLDER**CANCELLATION**

State of New Hampshire
Bureau of Purchase & Property
25 Capital St
Rm 102
Concord NH 03301

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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