

**COMMERCIAL REAL ESTATE SERVICES FOR HAMPTON LIQUOR PROPERTIES**

**RFQ 2020-001**

**COMMISSION'S FIRST RESPONSE TO REQUEST FOR QUALIFICATIONS**

**QUESTION 1:**

- Q.** (RFQ-Page 2/Section 1.1)—The last paragraph states that the property has been deemed surplus. Has the proper process for disposition been followed and all other agencies have passed on the properties?
- A.** Yes, the NHLC is following the appropriate real property disposal process, and other agencies were given the opportunity to pursue the properties.

**QUESTION 2:**

- Q.** (RFQ-Page 4/Section 1.2)—Phase 1B archeology was stated to be underway. What is the estimated date of completion?
- A.** A firm date is not established; however, we anticipate that the Phase IB assessment will be completed in late spring 2020.

**QUESTION 3:**

- Q.** (RFQ-Page 4/Section 1.2)—What will the process be if further investigation such as an archeological dig, ground radar, certification by Native Americans, or other further work studies will be required?
- A.** That will be determined once the Phase IB assessment is completed and the findings are reviewed by New Hampshire Division of Historical Resources. NHLC will continue to adhere to all Statutory and Rule requirements for studies and reviews.

**QUESTION 4:**

- Q.** (RFQ-Page 4/Section 1.2.)—Can the brokerage contracts have flexible dates to take into account the potential extended timeframes if such work as suggested in Question 2 or other work is required as a result of the 1B study?

- A. The NHLC anticipates that all information will be available prior to contracting for Broker services; however, if not, the schedules will be adjusted accordingly.

**QUESTION 5:**

- Q. (RFQ-Page 4/Section 1.2)—If zoning changes are required to complete a development scenario or a subdivision, are you anticipating the broker be compensated in any form or will the Liquor Commission have an attorney for tasks?

- A. The NHLC anticipates that any required zoning changes will be the obligation of the proposed Buyer/ Developer and not the Broker.

**QUESTION 6:**

- Q. (RFQ-Page 7/Section 2.3)—Table 1-TARGET MARKET EXPERIENCE-Please Define.
  - a. “Experience with similar sized parcels.”

- A. As noted in the RFQ, the northbound property is approximately 64 acres and the southbound property is 24 acres. The NHLC would anticipate that the selected Broker would have experience in valuating and selling similarly sized parcels.

**QUESTION 7:**

- Q. (RFQ-Page 7/Section 2.3)—Table 1-TARGET MARKET EXPERIENCE-Please Define.
  - b. “Experience. “Highway-oriented development” What is the definition of “highway”? What is the class of highway?

- A. Since the properties are located immediately adjacent to an interstate highway, the NHLC would anticipate experience with highway-oriented development adjacent to an interstate or with similar types of limited access highway facilities.

**QUESTION 8:**

- Q. (RFQ-Pages 14,15/Section 4.2 & 4.3)—Resumes of lead broker and team-while no page limit applies, the request verbally was to be one page-is that per team member, or in total?

- A. As stated on Page 16 of the RFQ, resumes should be no more than two pages per team member.

**QUESTION 9:**

**Q.** (RFQ-Page 15/Section 4.3)—Table-at the meeting the desired outcome was defined as to obtain the maximum amount of revenue for NHLC-is this to be taken as the desired NHLC outcome in section IV of this table?

- A. Yes, pursuant to New Hampshire RSA 176:3 and noted in the RFQ, the desired outcome is to sell the properties for maximum market value as determined through Broker valuation and the sales process.