

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

**RFQ 2020-001**

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

**QUESTION 1:**

- Q.** (RFQ-Page 4/Section 1.2.)—Section 1.2 states NHLC wishes to retain ownership of its buildings and the ramps off of 1-95. Please confirm the intent is to form a commercial land condominium.
- A.** First, the NHLC shall retain ownership of the requisite and adequate land on each side of the interstate to accommodate the construction of approximately 22,000 square foot (sf) +/- liquor and wine outlets.
- Second, the NHLC did not intend to form a commercial land condominium, but the NHLC remains open to all appropriate possibilities through discussions and negotiations with a potential Buyer/Developer.
- In an effort to ensure ingress and egress from the highway, the NHLC must retain some form of ownership of some portion of the 1-95 ramps. It is anticipated that the exact limits of ramp ownership will be determined prior to the issuance of the RFP for a potential Buyer/Developer.

**QUESTION 2:**

- Q.** (RFQ-Page 4/Section 1.2.)—Have any consultants or has the NHLC done a conceptual plan of what could potentially be developed on the north and southbound sites?
- A.** At the inception of the project, conceptual plans were developed for the NHLC to determine potential development scenarios. The NHLC does not want to limit any potential opportunities through ideas shown in the conceptual plans. As such, Brokers/Developers are encouraged to prepare their own materials.

**QUESTION 3:**

- Q.** (RFQ-Page 4/Section 1.2.)—Could the northbound site be sold to a different buyer than the southbound site?

- A. The NHLC would explore this option.

**QUESTION 4:**

**Q.** (RFQ-Page 3/Section 1.2.)—The northbound site was described in the Broker’s meeting and further reinforced in the outside tour as having insignificant development potential. How does NHLC (with its selected broker) envision incentivizing a developer to move forward on a purchase knowing they are required to take on the expense of demolishing the existing buildings and rebuild a new store which will be owned by NHLC and provide no income?

- A. The NHLC does not agree with the characterization in this question that the northbound site was described as having “insignificant development potential.” Instead, the NHLC strongly believes that development opportunities exists for both the northbound and southbound properties.

It is not a requirement for the Buyer/Developer to take on the expense of demolition and/or construction of NHLC liquor stores; however, the NHLC is open to explore options.

**QUESTION 5:**

**Q.** (RFQ-Page 3/Section 1.2.)—Please confirm that it is a NHLC requirement that the developer shall NOT charge rent for the two new NH Liquor stores it is responsible for constructing and maintaining.

- A. Since the NHLC will retain ownership of its land, buildings, and improvements, the Buyer/Developer shall not be paid rent. See response to **Question 4** regarding Buyer/Developer responsibilities.