



REQUEST FOR PROPOSALS

2016-07

**Sign Maintenance, Repair, Replacement,
New Signage Design and Installation Project**

AUGUST 24, 2016

Issued by:

New Hampshire Liquor Commission



PO Box 503, Concord, NH 03302

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EXHIBITS

Exhibit A - No Response Form

Exhibit B - Contract Terms and Conditions (General Provisions, Form P-37 (v. 5/8/15))

Exhibit C - Proposal and Addendum Acknowledgement

TABLE 1: SCHEDULE OF EVENTS

The following table sets forth the Schedule of Events for this Request for Proposal (“RFP”). The Schedule of Events is subject to change at the sole discretion of the New Hampshire Liquor Commission (“NHLC”). Any changes will be posted on the NHLC official website located at www.nh.gov/liquor. Respondents are responsible for checking the website for any schedule changes.

<u>Events</u>	<u>Responsibility</u>	<u>Date</u>
Request for Proposals Issued:	Issuing Office	Sunday, August 29 2016
Deadline to Submit Inquiries By Electronic mail to NHLC Issuing Officer (“Closing Date”)	Potential Respondents	Friday, September 2, 2016 at 4:00 PM
NHLC Anticipated Date to Issue Responses to Potential Respondent Inquiries	Issuing Office	Thursday, September 8, 2016 at 4:00pm
Deadline for Submission of Sealed Proposals to Issuing Office at: NH Liquor Commission ATTN: Stacy Duffy, RFP 2016-07 50 Storrs St (courier only) PO Box 503 (mail only) Concord, NH 03302-0503	Respondents	Friday, September 16, 2016 at 4:00pm

PART I - GENERAL INFORMATION FOR RESPONDENTS

1. **PURPOSE**

The NHLC seeks to procure with one or more **UL Listed** contractor(s) to provide scheduled preventative sign maintenance, along with repair/replacement and new signage design and installation at various locations throughout the State. This RFP describes the project and the NHLC's requirements. A respondent may submit a proposal for services as further described in Part II, Section 24 "Method of Award."

2. **ISSUING OFFICE**

This RFP is issued by the NHLC that shall serve as the Issuing Office for this RFP. The Issuing Officer responsible for managing the RFP and serving as the sole point of contact is:

Mrs. Stacy Duffy, Admin II
NH Liquor Commission,
50 Storrs Street, P.O. Box 503
Concord, NH, 03302-0503
(tel: 603-230-7088)

(email: stacy.duffy@liquor.state.nh.us).

All inquiries regarding this RFP must be submitted electronically to the Issuing Officer.

3. **SCOPE**

This RFP contains instructions governing the required content of proposals, terms governing this procurement process, a description of the services sought by the NHLC, requirements that a respondent must satisfy to be eligible for consideration, evaluation criteria, a description of standard contract terms and conditions, and other requirements that must be satisfied in each proposal

4. **PROJECT DELIVERABLES:**

The intent of this RFP is to obtain one or more **UL Listed** contractor(s) to provide scheduled preventative sign maintenance, along with repair/replacement and new signage design and installation at various locations throughout the State.

THIS CONTRACT CONSISTS OF FURNISHING ALL MATERIALS, EQUIPMENT, LABOR AND TRANSPORTATION NECESSARY TO PROVIDE THE SERVICES DESCRIBED HEREIN.

The NHLC's mandatory Signage Service deliverables for this engagement consist of the following:

- A. The State of New Hampshire Liquor Commission proposes to enter into an agreement with a **UL Listed** contractor to provide scheduled preventative sign maintenance, along with repair/replacement and new signage, as described within. Locations are listed below; the listing of stores provided within is subject to change, if at any time a store is closed, opened, or relocated, they shall be considered part of this contract.

Note: Modifications and/or new replacement equipment added during the term of the contract is also the responsibility of the Vendor(s) responsible for the zone in which it is located.

NOTE: IT IS NOT A REQUIREMENT THAT ONE RESPONDENT MUST SERVICE ALL LOCATIONS LISTED. FEEL FREE TO BID ON ONE OR MORE ZONES, WHATEVER YOU FEEL BEST SUITED TO HANDLE.

- B. Contractors must provide UL listed certificate for the company.**
- C. Signs are LED, fluorescent tube cabinet, open, neon tube, neon tube cabinet and non- illuminated metal, Plexiglas, plastic and lexon panels. See enclosed list for description of each location, which is a partial listing of equipment sorted by building. These lists are for informational purposes only and should not be construed as being complete and comprehensive. It is the responsibility of the successful vendor to ascertain this information as part of the contract.
- D. The following are particular specifications which must be offered by any potential Vendor bidding to provide such services:
- a. The contract covers PLANNED preventative maintenance and service calls.
 - b. Work to be performed on an on-call basis.
 - c. Work shall consist of, but not limited to, the repair, modification, addition or new signage.
 - d. Major repairs service will require an estimate being submitted to the Liquor Commission. The cost of providing the estimate will be at no charge to the Commission.
- E. Work Schedules: - Work will be completed on a pre-arranged schedule to be coordinated with Maintenance Engineer, John Tower, 271-1710. The Bidder shall provide planned preventative maintenance schedules two weeks prior to performing the service.
- F. The awarded vendor shall employ a sufficient number of trained technicians so that preventative maintenance is completed on time as scheduled. Vendor shall respond within fifteen minutes of any scheduled appointment. If the vendor fails to respond within fifteen minutes to a scheduled appointment, the Liquor Commission reserves the right to charge the vendor \$80.00 per hour in increments of fifteen minutes. These charges will be deducted from that locations preventative maintenance payment due the vendor.
- G. To perform Preventive Maintenance Service to all signs, the following must be completed:
1. Check and repair all supports, wind-braces, seams and face retainers.
 2. Check and repair all sign faces for minor repairs, cracks, and small holes, etc.
 3. Open all drain holes, if required.
 4. Plug and seal all unnecessary holes and cracks in cabinets and returns with caulking, color to match as close as possible.
 5. Repair or replace defective or broken transformers and/or ballasts, fluorescent lamps, LEDs, neon tubes and wiring with the sign.
 6. Once each year, between the months of August and October, the signs must be externally cleaned. A checklist must be done at this time; list sign size, condition and type (neon, fluorescent, LED etc.), giving all information on ballast or transformers and bulb sizes and whether or not sign conforms to or is UL listed. A complete list of all stores must be sent to the Liquor Commission representative, John Tower, no later than the first Friday of November each year
 7. Once every two years both sides of sign faces must be cleaned (where applicable) and exterior of face polished.

8. A separate work order must be made on each sign and sent in with the invoice for payment. The Liquor Commission representative is the contact person and the only one that can request services except for an emergency repair call.
9. Each sign must have a separate checklist and a color photo or digital picture sent to the Liquor Commission representative, John Tower, no later than the first Friday in November each year. These can be sent as an e-mail attachment to jtower@liquor.state.nh.us.
10. UL listed contractor must be on call for all emergency repairs.
11. All work must be performed during regular working hours unless an emergency situation arises.
12. Vendor will bid for the Preventive Maintenance on a time and materials basis; and the total for the Preventative Maintenance service **will not exceed** the per year bid.
13. The Commission is committed to energy conservation and environmental sustainability. As part of our effort to achieve these goals the vendor will install energy efficient lamps and ballasts during repairs. All new signs will be energy efficient in design and approved by the Liquor Commission before installation. In addition the vendor will make best efforts to use eco-friendly materials in all signs.

H. Preventative maintenance is expected to be billed at a fixed rate per store for preventative maintenance on Part III – Information required from the respondent, any service required above and beyond normal manufacturer preventative maintenance will require an estimate to be approved by the maintenance engineer before any work is performed. Any work performed above preventative maintenance must be billed on a separate invoice.

I. The Liquor Commission requires a copy of UL listed contractor's material invoices for verification of price mark-up on each billing.

J. Response Time:

1. All emergency situations shall have an immediate response time.
2. All planned repairs/enhancements must have a minimum response time of one (1) week

4.1 All work shall be performed by skilled professionals and shall be executed in a workmanlike manner in accordance with the best standards and practices of the trade and shall be repaired in kind by skilled professionals of the trades involved at no additional cost to the NHLC.

4.2 The Contractor shall complete all work and provide all materials, tools, equipment, and safety devices necessary to perform work in the proper manner within the time specified. The Contractor shall complete the entire work to the satisfaction of the NHLC and in accordance with the specifications herein described, at the price agreed upon. All the work, labor, and equipment to be completed and provided under the contract, shall be completed and provided strictly pursuant to, and in conformity with the specifications described herein and any directions of the NHLC representatives as given from time to time during the progress of the work, under the terms of this Contract.

- 4.3 The Contractor shall secure and pay for all permits, inspections and licenses necessary for the execution of the work.
- 4.4 All work must be performed in such a manner as to minimize inconvenience to the building occupants. The Contractor shall determine the NHLC's normal working conditions and activities in progress and shall conduct the work in the least disruptive manner.
- 4.5 The Contractor shall at its own expense, wherever necessary or required, provide safety devices and take such other precautions as may be necessary to protect life and property.
- 4.6 The Contractor shall bear all losses resulting to them or to the NHLC due to any inadequacy in the quality of work performed or due to any error on the part of the Contractor in their estimation or expectation of project requirements or due to the weather, elements or other causes.
- 4.7 Unsatisfactory response to any of the listed services or requirements will be considered sufficient basis for immediate termination of the contract. The NHLC reserves the right to terminate this contract at any given time with a 10 day written notice.
- 4.8 Normal Working Hours: Normal working hours are 8:00 AM to 4:30 PM, Monday through Friday.
- 4.9 Other Hours: Other hours include overtime, holidays, and weekends.
- 4.10 Subcontracting any portion of the contract is not permitted without prior approval from the NHLC. In the event the NHLC approves the use of subcontractors in performance of this contract, the prime contractor is not relieved of its responsibility and obligation to meet all the requirements of this agreement.
- 4.11 **BACKGROUND CHECKS**: The State may require the Contractor to provide security clearance and/or background checks for any and all Contractor representatives or approved subcontractors that may complete work or be present during the completion of work in any NHLC facility.
- 4.12 The NHLC shall require correction of defective work or damages to any part of the building or its appurtenances when caused by the Contractor's employees, approved subcontractors, equipment or supplies. The Contractor shall correct all defective work and repair damages incurred. Upon failure of the Contractor to proceed promptly with the necessary corrections, the NHLC may

withhold any amount necessary to correct all defective work or repair damages from payments to the Contractor.

- 4.13** The Contractor work staff shall consist only of qualified persons completely familiar with the products and equipment they will be required to use. The Contracting Officer may require the Contractor to dismiss from the work such employees as they deem incompetent, careless, insubordinate, or otherwise objectionable, or whose continued employment on the work is deemed to be contrary to the public interest or inconsistent with the best interest of security.
- 4.14** The Contractor or their personnel shall not represent themselves as employees or agents of the State. While on the State of New Hampshire's property, employees shall be subject to control of the State, but under no circumstances shall such persons be deemed to be employees of the State. All personnel shall observe all regulations or special restrictions in effect at the NHLC. The Contractor's personnel shall be allowed only in areas where work is being performed. The use of State telephones by the Contractor or their personnel is prohibited.
- 4.15** Each proposal submitted to NHLC will be evaluated based on price, quality of materials used, and experience/ capacity to perform as required.

Zone 1

<u>Store #:</u>	<u>Store Address:</u>	<u>Sign Description</u>
5	17 Pleasant St., IGA Shopping Plaza Berlin, NH	(1) 42.25" X 15' Electric Fluorescent Sign Cabinet: Lamps: (6) F96DHO, (3) F84DHO Ballast (2) ASB 2040-24 Pylon signs (2) 36" x 72" Aluminum Faces
7	568 Meadow Street, Globe Shopping Center Littleton, NH	(1) L.E.D Wall mounted channel letter set. (5) compact 60 power supply (534) CL4 blue mini LED module
16	1 Forest St, Butson's Complex Woodsville, NH	(1) 3' X 22' Electric Fluorescent wall mounted sign cabinet: Lamps: (6) F96DHO, (3) F72DHO Ballasts: (1) ASB 1224-24. (1) 48" X 64.25" Double sided electric pole mounted sign cabinet: Lamps: (4) F60DHO, Ballasts: (1) ASB 1224 -24
18	124 Main Street Colebrook, NH	(1) 56" X 6' Double sides Electric Fluorescent Sign Cabinet: Lamps: (4) F60DHO, Ballasts: (1) ASB 2040-24 (1) 30" X 22' Electric Fluorescent Sign Cabinet: Lamps: (8) F84DHO – Ballast (3) ASB 2040-24
23	234 White Mountain Highway Suite 9 Conway, NH	(1) 30"x 12" Alum. Non-illuminated Pan Face Sign with HP Vinyl Lettering mounted in 1"x1" bronze tube frame Road sign: (1) 20" X 63" Alumacore (one on each side of sign)
26	Northumberland Shp Ctr, PO Box 42 Rte. 3 Groveton, NH	(1) 2' X 19' Electric Fluorescent wall mounted sign cabinet: Lamps: (4) F120DHO, Ballast: ASB 2040-24 Road sign: (1) 6' X 6' Double sided non-illuminated aluminum.
29	100 Lancaster Road Whitefield, NH	(1) 30" X 22' Electric Fluorescent wall mounted sign cabinet: Lamps: (6) F96DHO, Ballasts: (3) F72DHO, (2) ASB 1224-24, (1) ASB 0620-24 (1) 6' X 8' Double sided electric pole mounted sign cabinet: Lamps: (8) F72DHO, Ballasts: (1) ASB 1224-24
37	199A Main Street, Butson's Marketplace Lancaster, NH	(1) 18" X 80" Electric Fluorescent wall mounted sign cabinet: Reads: New Hampshire Lamps: (2) F72DHO, Ballasts: (1) FR458D. (1) 2' X 10' Electric Fluorescent wall mounted sign cabinet: Reads: Liquor & Wine Outlet, Lamps: (2) F120DHO, Ballasts:(1) FR468D
47	165 Main Street, Unit 6 Lincoln, NH	(1) 40"x 144" Single Sided non-illuminated raised router cut 3-D wall mounted sign made with maintenance free ¾" thick PVC with ½" raised boarder, logo and lettering. (2) 24" X 8' Single Sided non-illuminated wall mounted sign made from Dibond Aluminum on a 1 X 1 steel square tube welded frame. Decorated face with high performance vinyl lettering.
52	159 Main Street, Androscoggin Plaza Gorham, NH	(1) 3' X 22' Electric Fluorescent wall mounted sign cabinet: Lamps: (6) F96DHO, Ballast: (3) ASB 1224-24. (1) 2' X 8' Double sided electric Fluorescent sign cabinet between 2 poles
54	65 Route 302, PO Box 166 Glen, NH	(1) 2'x8' PVC Non-illuminated Wall mounted Pan Face sign

Zone 2

<u>Store #:</u>	<u>Store Address:</u>	<u>Sign Description</u>
1	80 Storrs St., Ames Plaza Concord, NH	(1) 4' x 33' Roof Mounted Sign Cabinet with Lexan face: Lamps: (16) F96DHO, Ballasts: (4) FR496D.
2	100B Route 9 West Chesterfield, NH	(1) LED Logo on façade; Lamps: LED White Ballasts: IP68 (1) LED Logo on Pylon
4	1271 Hooksett Rd., K-Mart Plaza Hooksett, NH	(1) 3' X 23' Electric Fluorescent wall mounted sign cabinet: Lamps: (9) F96DHO, (3) F84DHO, Ballasts: (1) FR468D, (1) FR668D (1) 1' X 4' under-canopy, Lamps: (2) F84DHO, Ballasts (1) ASB 0412-24
8	367 Washington Street (Route 103) Claremont, NH	(1) 36" X 24" Wall Mounted Sign Cabinet: Lamps: (6) F96DHO, (3) F84DHO, Ballasts: (3) FR488D
10	68 Elm Street Manchester, NH	(1) LED Channel letter set and 2 LED Logos Stretch Face on Pylon
11	12 Centerra Parkway Lebanon, NH	Low Voltage Energy Efficient LED Sign Cabinet with Logo: Matt Black Aluminum sign cabinet internally illuminate with Low Voltage Energy Efficient White LEDs, 12 Volt DC Low Voltage Power Supplies, 20 Amp Toggle Switches, Matt Black Aluminum Retainers, Face color reverse cut high performance Matt Black Vinyl, Interior of sign (white)
15	6 Ash Brook Court Keene, NH	(1) 74" X 80" Electric Fluorescent wall mounted sign cabinet: Lamps: F96DHO, F84DHO, F120DHO (1) Electric Double sided sign cabinet
17	Franklin Shopping Center, 880 Central St Franklin, NH	(1) 3' X 22' Electric Fluorescent wall mounted sign cabinet: Lamps: (6) F96DHO, (3) F84DHO, (1), Ballasts:(1) FR696D, (1) FR488D
20	35 Manchester Road Derry, NH	Raceway Mounted Low Voltage LED Channel Letter Set: 12 volt DC, 12" LED illuminated Letter Set, Helvetica Type Set, 12" White Can's, Trimcap: White 5687, Face Color: Trans Blue 2114 New Hampshire Liquor & Wine Outlet
21	19 Wilton Rd. Suite #1 Peterborough, NH	(1) 72" X 78" Illuminated logo with white lexan face and 3m vinyl copy Illumination with white LEDs 18" LED channel letter set on raceway; white plexi faces and blue returns and blue mylar trim.
22	44A Route 13 Brookline, NH	Awning

Zone 2

Store #: **Store Address:** **Sign Description**

24	52 John Stark Highway, Sugar River Shp. Ctr. Newport, NH	(1) 3' X 20' Electric Fluorescent wall mounted sign cabinet: Lamps: (6) F120DHO, Ballasts: (1) ASB 2040-24 Pylon sign contains (2) 9" X 6" panels
27	Globe Plaza, 300 Main St. Nashua, NH	(1) internally illuminated: 12" X 10' wall mounted Sign Cabinet: Lamps: (1) F120DHO, Ballasts: 256-272-800, 16" & 13" neon channel letters (2) 7500-30 transformers.
30	21 Jones Road, Suite 6 Milford, NH	(1) LED Channel Letter Set & Logo
31	885 Hanover St., East Side Plaza Manchester, NH	Wall Mount Channel 24" Neon Channel Letter Set - New Hampshire w/ 24" Univ Roman caps LIQUOR STORE (3) 15/30 transformers
32	Westside Plaza, 40 Northwest Blvd Nashua, NH	(1) 3' x 24" Electric Fluorescent wall mounted sign cabinet: Lamps: (9) F96DHO, Ballasts: (1) FR696D, (1) FR396D
33	North Side Plaza, 1100 Bicentennial Dr. Manchester, NH	Front, Gable End and Rear Signs are Low Voltage Energy Efficient LED Aluminum Raceway signs with Low Voltage Energy Efficient White LED Illuminated Channel Letters. 12 Volt DC Low Voltage Power Supplies, 20 Amp Toggle Switches, 5" Deep Aluminum Returns (Dark Blue), Interior of Letters (White), 1" Trim Cap (Dark Blue) (2) 11.75" X 122" Lexan Sign panels in street directory sign.
34	92 Cluff Crossing #4 Salem, NH	(1) Set of 30" LED Channel Letters Letters "Liquor & Wine" Outlet with Logo
35	15 Antrim Road, Suite #1 Hillsboro, NH	(1) 24"x 19' Electric Fluorescent wall mounted sign cabinet: Lamps: F120DHO (1) 30"x12" Electric Fluorescent wall mounted sign cabinet: Lamps: F96DHO, F72DHO
36	80 Peterborough Street., Monadnock Plaza Jaffrey, NH	(1) 30" X 12' Electric Fluorescent wall mounted sign cabinet: Lamps: (6) F72DHO, Ballasts: (1) FR488D
40	32 Ames Plaza Lane Walpole, NH	(1) 20"x 120" Electric Fluorescent wall mounted sign cabinet: Lamps: (2) F120DHO, Ballasts: (1) FR472D

Zone 2

<u>Store #:</u>	<u>Store Address:</u>	<u>Sign Description</u>
48	849 Brattleboro Rd Hinsdale, NH	(1) 3' X 20' Electric Fluorescent wall mounted sign cabinet: Lamps: (6) F120DHO, Ballasts: (2) FR488D 6' X 8' Double sided Electric Fluorescent Wall Mounted Sign Cabinet Lamps: (8) F72DHO lamps, Ballasts: (1) FR468D
50	294 DW Highway South, Willow Springs Plz Nashua, NH	One 8' x 9' 6" LED illuminated logo with plexiglass face and 3M vinyl applied. Located next to one set of 1 10" and 2' 11" LED channel letters reading New Hampshire Liquor & Wine Outlet. Letter faces are plexiglass with burgundy vinyl outline.
51	Route 38, PO Box 10 Pelham, NH	(1) 4' X 33' Electric Fluorescent wall mounted sign cabinet: Lamps: (6) F72DHO, (3)F108DHO, Ballasts: (1) ASB 2436-46, (1) ASB 2032-34
53	212 Lowell Road, Market Basket Shp. Ctr. Hudson, NH	(1) 3' X 20' Electric Fluorescent wall mounted sign cabinet: Lamps: (6) F72DHO, (3) F108DHO, Ballasts: (1) ASB 2032-34, (3) ASB 2436-46
55	9 Leavy Drive Bedford, NH	Flourescent Cabinet/Channel Letter set (1) 1'x10' Canibet with (1) 120" Lamp. (30 Logos 82" h each are 3 peiceBallast: LED
58	605 Mast Road, Shop 'N Save Plaza Goffstown, NH	43"/32" Wall Mount Channel Letter Set - neon caps LIQUOR: (2) 12/30 transformers: 4' X 5' Neon Wall cabinet & Wine Outlet (2) 12k PBKM transformers
59	Merrimack Shopping Center 6 Dobson Way, Suite A Merrimack, NH	Low Voltage Energy Efficient LED signs: Aluminum raceway signs with low voltage energy efficient white LED illuminated channel letters. 12 Volt DC low voltage power supply, 20 Amp Toggle switch, 5" deep aluminum returns and 1" trim cap are (Dark blue), interior of letters (white)
60	Powerhouse Plaza, 10 Benning Dr. Unit #150 W. Lebanon, NH	Front Sign: Low Voltage Energy Efficient LED 24" channel Letters Wines & Spirits w/Logo: Serif Font – 1/8" Acrylic Faces, 1" Trim Cap, 1 Stroke LEDs, 5" deep .040 returns, .040 white backs, fully assembled .063 Aluminum raceway, letters wired and mounted with disconnect switch. (2) 15/30 transformers, (1) 75/30 transformer, Rear sign: (facing I-89): Channel neon on raceways: 6" X 94" cabinet on raceway: & Wine Outlet, (2) 9K/30 transformers
63	30 Warwick Road, Suite 1 Winchester, NH	(1) 30" X 22' Electric Fluorescent roof mounted sign cabinet: Lamps: (9) F96DHO, Ballasts: (2) ASB 200-24 and (1) FR488D
64	Route 11, New London Shopping Center New London, NH	(2) sets 12" cast aluminum anodized bronze letters LIQUOR STORE
65	Center at Campton Corners, 25 Vintinner Rd Campton, NH	(1) 2'x16' 040 Aluminum Non-Illuminated wall mounted Pan face sign Bronze tube trim HP vinyl letters

Zone 2

<u>Store #:</u>	<u>Store Address:</u>	<u>Sign Description</u>
66	I-93 North, Route 3A, PO Box 16296 Hooksett, NH	LED Illuminated channel letters on raceway, LED illuminated LOGO Lamps: LED
67	I-93 South, 25 Springer Road Hooksett, NH	LED Illuminated channel letters on raceway, LED illuminated LOGO Lamps: LED
69	25 Coliseum Ave. Nashua, NH	(1) single face ground sign – 8 ½” Channel letters and 30” X 35” logo flush mounted to face, 4” deep white aluminum returns with 1” white trim cap, White acrylic faces. Letters populated by UL listed white sloan modular 60 LEDs, 12 volt DC low voltage power supply (2) mounted raceways with Logo and lettering, 5” deep aluminum red on white returns inter of letters white, Acrylic faces, 1” red trim cap, letters populated with low voltage loan red LEDs and 12 volt DC low voltage power supply, 20 Amp toggle switch.
70	37 Monadnock Hwy, Wilber's Market Place Swanzey, NH	(1) 3' X 15'-6" Electric Fluorescent Wall Mount Sign Cabinet: Lamps: (6) F96CWHO, Ballasts: (2) ASB 2040-24
72	100 Fort Eddy Road Concord, NH	36" Wall Mounted LED LOGO and 12" & 13" LED Channel Letters
74	34 Nashua Road, Market Basket Plaza Londonderry, NH	LED Illuminated LEGO Set of LED Channel Letters
77	497 US Rte 202, Cheshire Marketplace, Unit #7 Rindge, NH	(1) 3' X 20' Electric Fluorescent Wall Mount Sign Cabinet: Lamps: F120DHO, uses (4) transformers
81	219 Sand Pond Rd, Pembroke Crossings Plz Pembroke, NH	One set of 2' and 1' 10" LED channel letters reading Liquor & Wine Outlet installed on right side elevation. Letters are mounted on a raceway and raceway is mounted to wall. Faces are white with a burgundy outline. Two 7' x 8' 4" LED illuminated logos with acrylic faces and 3M vinyl graphics applied. Logos to be installed in peaks. Two 5' x 14' single face LED illuminated cabinets with Flex faces and 3M vinyl graphics applied. Signs are installed on three poles set in concrete in a V shaped manner.

Zone 3

Store #:	Store Address:	Sign Description
6	738 Islington St., Pick 'N Pay Portsmouth, NH	(2) LED Logos and Channel Letter Sets
9	47 Chestnut St. Dover, NH	(1) 30" X 20' Electric Fluorescent wall mounted sign cabinet: Lamps: (6) F96DHO, (3) F72DHO, Ballasts: (3) ASB1224-24
12	12A Main Street Unit #1 Center Harbor, NH	(1) 2'x16' Aluminum Non-illuminated pan face sign Roof mounted
13	5 Somersworth Plaza Somersworth, NH	12" Gemini Plastic letter Set
14	Lilac Mall, Route 125 Rochester, NH	(1) 3' X 22' Electric Fluorescent wall mounted sign cabinet: Lamps: (6) F96DHO, (3) F84DHO, Ballasts: (1) FR468D, (1) FR688D
19	22 Ridge View Lane Plymouth, NH	(2) 8'x9'6" LED LOGOS (1) Set of LED Channel Letters mounted on a raceway
25	Kings Highway Plaza, Kings Highway 28 B Portsmouth Ave Stratham, NH	(1) 3' X 20' Electric Fluorescent wall mounted sign cabinet: Lamps – (6) F96DHO, (3) F84DHO, Ballasts: (1) FR468D, (1) FR688D
28	186 Ocean Blvd. Seabrook, NH	(1) 2' X 16' Electric Fluorescent wall mounted sign cabinet: Lamps – (4) F96DHO, Ballasts: (1) FR496D
38	100 Rotary Way Portsmouth, NH	(1) 2' X 12' Electric Fluorescent wall mounted sign cabinet: Lamps: (2) F64DHO, (2) F84DHO, Ballasts: (1) FR486DR (3) 5' X 22' Electric Fluorescent single flex face pole at traffic circle: Each has Lamps: (12) F96DHO, (6) F84DHO, Ballasts: (3) FR688D
39	35 Center Street Wolfeboro Falls, NH	(1) 21" X 12' Sandblasted wall mounted sign
41	820 Lafayette Rd, Route 1 Seabrook, NH	Set of LED Channel Letters with Leogo Double Faced LED illuminated Sign Cabinet
42	71 Rte 104, Old Province Common Meredith, NH	Converted Sign cabinet from Fluorescent to Energy Efficient LED (1) 48" X 20' x 3/16" fully decorated NHLC logo sign face (1) 48" X 20' Energy Efficient White L.E.D. module lighting panel sys.

Zone 3

<u>Store #:</u>	<u>Store Address:</u>	<u>Sign Description</u>
43	829 NH Rte 11, Unit #2, 1 High St. Farmington, NH	(2) 3' X 20' Electric Fluorescent wall mounted sign cabinet: Each sign contains Lamps: (6) F72DHO, (3) F108DHO, Ballasts (1)FR688D, (1) FR488D
44	325 NH Route 104 New Hampton, NH	(2) single face 6'x7'2" LED Logos (1) double faced 5'x14' internally illuminated sign cabinet on pylon
45	6 Water Street Pittsfield, NH	(2) 22" X 10'-8" Aluminum non-illuminated Pan Face wall mounted sign
49	32 Plaistow Road, Market Basket Plaza 2A Plaistow, NH	Front Sign: Low Voltage Energy Efficient LED channel Letter/Logo set Serif Font – 1/8" Acrylic Faces, 1" Trim Cap, 1 Stroke LEDs, 5" deep .040 returns, .040 white backs, fully assembled .063 Aluminum raceway, letters wired and mounted with disconnect switch. 120 Volt LED Transformer, U.L. Labeled as shown. Rear sign: (facing I-89): Channel neon on raceways: 6" X 94" cabinet on raceway: & Wine Outlet, (2) 9K/30 transformers
56	18 Weirs Road Gilford, NH	(1) 2.5' X 143.38' X 5' Low Voltage Internally Illuminated Sloan L.E.D Wall Mounted UL listed sign cabinet: Made from 1 X 1 steel square tubing frame wrapped with .040 bronze aluminum with a 3/16 Lexan sign face fully decorated with high performance vinyl.
57	240 Route 16B Indian Mound Shopping Ctr. Ctr. Ossipee, NH	(1) 30" X 12' Electric Fluorescent wall mounted sign cabinet: Lamps: (2) F84DHO, (2) F84DHO, Ballasts: (1) FR488
62	11 Freetown Rd Rte 27, Raymond Shopping Ctr. Raymond, NH	(1) 30" X 22' Electric Fluorescent wall mounted sign cabinet: Lamps: (3) F72DHO, (3) F96DHO, Ballasts: (1) FR688D, (1) FR458D (1) 16" X 12' Electric Fluorescent wall mounted sign cabinet: Lamps: (2) F84DHO, (2) F64DHO, Ballasts (1) ASB 2040-24
68	69 Lafayette Road, Village Shopping Ctr. No. Hampton, NH	LED Illuminated Logog and LED Channel Letters on raceway 60 watt and 30 watt power supplies
71	60 Calef Highway Unit #4 Lee, NH	(1) 30" X 22' Electric Fluorescent wall mounted sign cabinet: Lamps: (6) F120DHO, Ballasts: (1) FR458D, (1) FR688D

Zone 3

<u>Store #:</u>	<u>Store Address:</u>	<u>Sign Description</u>
73	I-95 South, PO Box 1993 Hampton, NH	(1) 28" X 17.25" Neon Channel Raceway Mounted (1) 30" X 10' Long Roof Mount Electric Cabinet (1) 36" X 71" Long Sandblasted wall mount (1) 30.5" X 143" Electric Fluorescent wall mounted sign cabinet: Lamps: (2) F48DHO, (2) F96DHO 30" Neon channel letter set raceway mounted
75	15 Old State Road, Unit 1 Belmont, NH	(1) 3' X 22' Electric Fluorescent wall mounted sign cabinet: Lamps; (6) F96DHO, (3) F84DHO, Ballasts: (1) FR488D
76	I-95 North, PO Box 2081 Hampton, NH	24" Neon channel letter set "NH STATE LIQUOR OUTLET" (2) 9/30 and (4) 12/30 transformers 18" Neon channel letter set "Wine Specialty Store" (2) 15/30 transformers. Neon channel letter set "Lottery Tickets" Sets stud mounted letter set "Rest Rooms" E.M.C. 52" X 8'
78	416 Emerson Ave, Unit #6 Hampstead, NH	(1) 2' X 7' Single Sided Non-Illuminating Wall mounted Sign Face Made from 3/4" thick PVC with 1/2" raised boarder, Logo & lettering
79	5 Brickyard Square Epping, NH	(1) single faced Logo and (4) single faced internally illuminated cabinets on two pylon signs; 1 set of LED Channel Letters with Logo

The listing of store(s) provided within is subject to change, if at any time a store is relocated, it shall be considered part of this contract. If at any time a store is closed, the contractor shall be provided with notice of said closure and the location and charge for maintenance shall be removed from the contract. The Contractor shall be paid for the portion of work performed if the closure occurs after the start of a new calendar year.

PART II - RFP TERMS AND INSTRUCTIONS

1. **TYPE OF CONTRACT**

Firm Fixed Price Contract - Any contract resulting from this RFP shall be structured as a Firm Fixed Price contract.

2. **RFP INQUIRIES AND RESPONSES**

- a. **Inquiry Submission.** Respondents must submit all inquiries, exceptions, or additions regarding this RFP, including without limitation, requests for clarifications or modifications to the RFP, by electronic mail (with the subject line titled “2016-07 RFP Questions”) to the Issuing Officer identified in RFP, Part I, Section 2: Issuing Officer no later than the deadline to submit inquiries to NHLC Issuing Office specified in Table 1: Schedule of Events. Respondents must cite the relevant RFP title, RFP number, page, section, and paragraph in the inquiry submission. Respondents must not contact the Issuing Officer by telephone with any inquiries.
- b. **NHLC Responses to Inquiries.** The NHLC intends to issue official responses, at its discretion, to inquiries submitted on or before the deadline specified in Table 1: *Schedule of Events*. The NHLC may consolidate and/or paraphrase inquiries for sufficiency and clarity. Oral statements, representations, clarifications and modifications shall not be binding upon the NHLC. The Issuing Officer anticipates posting official answers to the questions on the NHLC website at www.nh.gov/liquor by the date specified in Table 1: *Schedule of Events*.

3. **AMENDMENT TO THE RFP**

The NHLC may amend this RFP at any time and at its sole discretion. The NHLC will post any amendments to the RFP on the NHLC official website located at www.nh.gov/liquor. In the event the NHLC determines it necessary to amend this RFP, the NHLC may extend deadlines and/or invite submission of additional information from respondents at any time, as the NHLC deems appropriate and at its sole discretion. Respondents are responsible for checking the website periodically for any new information or amendments to the RFP. The NHLC shall not be bound by any verbal information, and any written information that is not contained within the RFP or formally issued as an amendment by the Issuing Officer.

4. **PROPOSAL FORMAT**

Respondents must submit a complete response to this RFP using the format specified in Part III of this RFP. An official authorized to bind the respondent to the proposal must sign the proposal. If the official signs the Proposal Cover Sheet and the Proposal Cover Sheet is attached to the proposal, the requirement will be met. Proof of signatory authorization must be included with the proposal submission.

5. **ECONOMY OF PREPARATION**

Proposals should provide a straightforward, concise description of the respondent's ability to meet the requirements of the RFP.

6. **PROPOSALS AND AWARDS**

The NHLC intends to award a contract to a respondent as a result of this RFP. Notwithstanding the foregoing or any provision of this RFP to the contrary, the NHLC reserves the right, at any time and in its sole discretion, to reject any or all proposals, wholly or in part, and/or to award multiple contracts to one or more respondents, wholly or in part. A contractor will not retain any exclusive rights to provide the services and supplies described in this RFP process during the term of a contract or any extension thereto. The NHLC may, at its sole discretion, obtain services and related materials from other contractors.

7. PROPOSAL SUBMISSION

- a. **Proposal Submission Deadline:** Proposals must be submitted in hard copy and clearly marked “New Hampshire Liquor Commission, Response to RFP 2016-07” and as specified in Section 7: *Proposals*. Proposals must be submitted to the Issuing Office no later than the Closing Date and Time in Table 1: *Schedule of Events*. Any respondent who elects to mail its proposal must allow sufficient mail delivery time to ensure timely receipt of its proposal. The NHLC accepts no responsibility for mislabeled, damaged or delayed mail. Proposals will not be accepted via electronic mail or facsimile transmission. The receipt of a proposal by the State’s mail system does not qualify as receipt of a proposal by the Issuing Office.
 - i. If due to inclement weather, natural disaster or any other cause, the location to which proposals are to be returned is closed on the Closing Date and Time in Table 1: *Schedule of Events*, the deadline for submission shall be automatically extended until the next NHLC business day on which the Issuing Office is open, unless the respondents are otherwise notified by the Issuing Office. The time for submission of proposals shall remain the same. Proposals not submitted by the Closing Date and Time in Table 1: *Schedule of Events* or as otherwise extended pursuant to this RFP will be rejected.
- b. **Proposal Receipt:** A proposal will be considered received on the date and time of the NHLC’s receipt as officially documented by the NHLC.
- c. **Proposal Information:**
 - i. Proposals from all interested Proposers qualified to provide services listed herein will be received until the deadline date in Table 1: *Schedule of Events*. Proposal packages will not be accepted after that time. The proposal packages may be delivered to the address below and identified on the outside of the envelope as:

Proposals: Courier Delivery Only
New Hampshire Liquor Commission
ATTN: “Stacy Duffy, RFP 2016-07”
50 Storrs Street
Concord NH 03301

By Mail Only
New Hampshire Liquor Commission
ATTN: “Stacy Duffy, RFP 2016-07”
Post Office Box 503
Concord NH 03302-0503

From: Company/Proposer Name
 Address of Proposer
 Phone No. Of Proposer
 Fax No. of Proposer
 Email Address of Proposer:

- ii. Proposers are advised to carefully read and complete all information requested in this RFP. If the Proposer’s response to this RFP does not comply with the conditions for submittal to this RFP, **it may be considered unacceptable by the NHLC and may be rejected without further consideration.**

- iii. A draft agreement presented as Exhibit B is attached for informational purposes to inform the Proposer of the type of Agreement that will be used for the prosecution of this work. Proposers are instructed to thoroughly familiarize themselves with the terms, covenants, and conditions of the draft Agreement. The successful Proposer will be required to execute a similar agreement with the NHLC.
- iv. It is the NHLC's intention to award the contract to one Proposer. The NHLC will make the final determination in its sole judgment as to which Proposer(s) and proposal(s) are the most advantageous.
- v. The contents of the proposal of the successful respondent(s) will become contractual obligations, except to the extent the contents are changed through best and final offers or contract discussions, and if a contract is finalized. The finalized and approved contract language shall prevail over the respondent's proposal in the event of any inconsistency or ambiguity;
- vi. Under the laws of the State of New Hampshire, a proposal may be considered public record, and if determined to be so, must be made available for inspection and copying by any citizen of New Hampshire. Therefore, the NHLC cannot guarantee the confidentiality of any proprietary or otherwise sensitive information. Confidential or Proprietary information must be marked as such on each page and may be submitted in a separate envelope, sealed and marked "**Confidential Information**". It is understood, however, that the NHLC will have no liability for disclosure of such information contained in or with any proposal. Any proprietary or otherwise sensitive information contained in or with any proposal is subject to disclosure, unless exempted under the New Hampshire Right to Know Act.
- vii. No proposal may be withdrawn after it has been submitted to the NHLC unless the Proposer so requests by letter and such request by letter is received by the NHLC before the deadline for receiving proposals. Any request for withdrawal after the deadline must be made in writing and may be denied in the NHLC's sole discretion.
- viii. A respondent may modify its proposal by withdrawing its proposal and submitting a new sealed proposal that complies with the requirements of this RFP, but only if the respondent withdraws and resubmits its proposal prior to the Closing Date and Time in Table 1: *Schedule of Events*.
- ix. In submitting the proposal, the Proposer agrees that the proposal will remain valid for one hundred eighty (180) calendar days after the closing date for submission of proposals and may be extended beyond that by mutual agreement.

d. **Interpretation of Proposal Document:**

- i. If discrepancies or omissions are found by any prospective Proposer or there is doubt as to the true meaning of any part of this RFP, a written request for clarification or interpretation shall be submitted to Stacy Duffy, Admin II, NHLC , prior to Deadline date for inquiries in Table 1: *Schedule of Events* (stacy.duffy@liquor.state.nh.us)
- ii. The NHLC is not responsible for any explanation, clarification, interpretation or approval made or given in any manner except by written addendum. All communication will be via electronic mail to stacy.duffy@liquor.state.nh.us.

8. EVALUATION OF PROPOSALS AND CRITERIA

- a. Each proposal submitted to the NHLC will be evaluated based on price and experience.
 - i. The proposals will be evaluated to determine whether they conform to the requirements of the RFP. Those proposals failing to meet the requirements, including completeness, format and content, may be rejected without further evaluation, and Proposers will be so informed in writing.

9. PROHIBITED COMMUNICATIONS

From the issue date of this RFP until the effective date of a resulting contract with any respondent, the Issuing Officer shall serve as the sole point of contact concerning this RFP. Respondents are prohibited from distributing any part of their proposals except to the Issuing Office as required under this RFP. Except for contacts with the Issuing Officer as permitted by this RFP, respondents are prohibited from contacting or lobbying any NHLC personnel or evaluation committee members regarding this RFP. Any respondent’s attempt to improperly influence the evaluation of proposals and selection of a respondent may result in the disqualification and elimination of that respondent from this RFP procurement process. If the NHLC later discovers that the respondent has engaged in any communications prohibited under this RFP, the NHLC may reject the offending proposal or rescind a contract award, without any liability to the respondent.

10. VALIDITY OF PROPOSAL

- a. By submitting a proposal, a respondent acknowledges and agrees that:
 - i. Its proposal shall remain in effect and is binding on the respondent for a period of one hundred and eighty (180) days following the Closing Date and Time in Table 1: *Schedule of Events*;
 - ii. The contents of the proposal of the successful respondent will become contractual obligations, except to the extent the contents are changed through best and final offers or contract discussions, and if a contract is finalized. The finalized and approved contract language shall prevail over the respondent’s proposal in the event of any inconsistency or ambiguity;
 - iii. The respondent waives any right to withdraw or modify its proposal, except as permitted in the RFP;
 - iv. Proposals are irrevocable unless the proposal is withdrawn as permitted under this RFP or the expiration of 180 day(s) from the Closing Date and Time in Table 1: *Schedule of Events*. A respondent must submit a written request to withdraw a proposal that is signed by an authorized representative of the respondent and submitted to the Issuing Officer prior to the Closing Date and Time in Table 1: *Schedule of Events*. If a respondent attempts to provide such written notice by facsimile transmission, the NHLC shall not be responsible or liable for errors in facsimile transmission. A respondent may modify its proposal by withdrawing its proposal and submitting a new sealed proposal that complies with the requirements of this RFP, but only if the respondent withdraws and resubmits its proposal prior to the Closing Date and Time in Table 1: *Schedule of Events*.

11. NON-COMMITMENT

Notwithstanding any provision of this RFP to the contrary, this RFP does not commit the NHLC to award a contract. By submitting a proposal, a respondent acknowledges and agrees that the NHLC may, at any time and in its sole discretion, and without any liability to a respondent, reject any and all proposals, or any portions thereof; cancel this RFP; and solicit new proposals under another acquisition process.

12. RESPONDENTS’ COSTS AND EXPENSES

By submitting a proposal, a respondent acknowledges and agrees that the NHLC is not responsible or liable for any costs or expenses incurred by a respondent in connection with its participation in this procurement process, including, but not limited to: (1) any costs or expenses incurred by a respondent in relation to the preparation of a proposal or a respondent’s participation at the pre-proposal conference or oral presentation and discussions, and other RFP processes and events; and (2) costs and expenses associated with any work performed by a respondent prior to the effective date of a contract with the respondent.

13. PROPERTY OF STATE

The proposal and all material received in response to this RFP shall become the property of the NHLC and will not be returned to respondents. By submitting a proposal, a respondent acknowledges and agrees that the NHLC may, at its sole option, use any or all ideas not protected by intellectual property rights that are presented in any proposal regardless of whether the proposal becomes part of a contract. Notwithstanding any respondent copyright designations contained on proposals, the NHLC shall have the right to make copies and distribute proposals internally and to comply with public record or other disclosure requirements under the provisions of any the State of New Hampshire or United States statute or regulation, or rule or order of any court of competent jurisdiction.

14. DISCUSSIONS FOR CLARIFICATION

The NHLC may require, at its discretion, respondents who submit proposals to provide the NHLC with oral and/or written clarification of their proposal to the NHLC to ensure thorough mutual understanding and respondent responsiveness to the solicitation requirements. The Issuing Officer will initiate requests for clarification. The NHLC reserves the right to recall any respondents for additional discussions as it deems necessary.

15. PRESENTATIONS

The NHLC may, at its discretion require a respondent to participate in oral and/or written presentations on any aspects of its proposal. Respondents may also be required to demonstrate any product(s) and/or service(s) proposed at the NHLC site.

16. INFORMATION TECHNOLOGY COMPLIANCE REQUIREMENT

In the event that any portion of a respondent's proposal requires software or hardware is connected to or installed on NHLC network then all such computer products and services must comply with the requirements of the N.H. Department of Information Technology, which are available upon request. The Respondent shall stay knowledgeable with and shall abide by these standards for all related work resulting from this RFP.

17. CONTRACT TERMS AND CONDITIONS

The NHLC's standard terms and conditions are set forth in Exhibit B of this RFP. In the event of any conflict between the NHLC's terms and conditions and any portion of a proposal, the NHLC's terms and conditions shall take precedence and supersede any and all such conflicting provisions contained in a proposal, at the sole discretion of the NHLC. Additionally, any resulting contract may include additional provisions provided that they are agreed to by the NHLC and in a form and substance as prescribed by the NHLC. The failure of a selected respondent to reach agreement with the NHLC on contractual terms, conditions and other provisions may result in cancellation of the selection as described in this RFP.

18. CONFIDENTIALITY/SENSITIVE INFORMATION

The selected respondent may have access to confidential/sensitive information in the course of performing its obligations under the contract, and may be required to sign a confidentiality agreement.

19. DISCLOSURE OF PROPOSALS

- a. **Respondent Obligation.** A respondent must maintain the confidentiality of its proposal until the effective date of a resulting contract award with any respondent. A respondent's disclosure or distribution of its proposal to any individual or entity, other than the Issuing Office, prior to the effective date may be grounds for disqualification at the discretion of the NHLC.
- b. **NHLC Obligation.** The NHLC shall maintain the confidentiality of each proposal until a contract award is made as contemplated under N.H. RSA 21-I: 13-a, II. Following an award as contemplated in RSA 21-

I:13-a, II, the NHLC will disclose all proposals in accordance with applicable law and regulations, including, but not limited to, N.H. RSA Chapter 91-A, the Right to Know Law. Any respondent who determines that it must divulge any confidential, commercial or financial or other information not subject to public disclosure under applicable laws and regulations, (collectively referred to as “Respondent Confidential Information”), must submit in its proposal a signed written statement describing in detail the nature of the Respondent Confidential Information and the grounds for its position that the Respondent Confidential Information is exempt from public disclosure under applicable law and regulations, including but not limited to, the Right to Know Law, N.H. RSA Chapter 91-A; and submit a redacted version of its proposal that removes only the Respondent Confidential Information along with an unredacted proposal.

20. CONDITIONAL NATURE OF AGREEMENT

Notwithstanding anything in this agreement to the contrary, all obligations of the NHLC hereunder, including, without limitation, the continuance of payments hereunder, are contingent upon the availability and continued appropriation of funds, and in no event shall the NHLC be liable for any payments hereunder in excess of such available appropriated funds. In the event of a reduction or termination of those funds, the NHLC shall have the right to withhold payment until such funds become available, if ever, and shall have the right to terminate this agreement immediately upon giving the Contractor notice of such termination. The NHLC shall not be required to transfer funds from any other account.

21. BEST AND FINAL OFFERS

The NHLC may, at its sole discretion, solicit Best and Final Offers (“BAFOs”) from respondents who have submitted responsive proposals and which have been determined to be reasonably possible of selection for a contract award.

- a. Respondents will be given opportunity to respond with a BAFO under a procedure defined by the NHLC which may include one (1) or more of the following:
 - i. Enter into pre-selection discussions:
 1. Schedule written and/or oral presentations or scripted demonstrations; and/or
 2. Request revised proposals.
- b. The NHLC will evaluate BAFOs against Criteria for Selection found in Part IV, Section IV-3. The NHLC will conduct BAFO proceedings uniformly, the BAFOs will be subject to solicitation by the NHLC and NHLC’s timely receipt of responses pursuant to schedule set by the NHLC. Respondents are encouraged to submit their best price as part of their initial proposal and not to assume there will be an opportunity to provide a BAFO at a later date.

22. NEWS RELEASES

Respondents shall not issue news releases, Internet postings, advertisements or any other public communications pertaining to this project without prior written approval of the NHLC, and only in coordination with the Issuing Office.

23. RESPONDENT’S REPRESENTATIONS AND AUTHORIZATIONS

By submitting a proposal, a respondent agrees, represents and acknowledges that:

- a. All information provided by, and representations made by, the respondent in its proposal are material and important and may be relied upon by the NHLC in awarding a contract;
- b. Any misstatement, omission or misrepresentation by a respondent shall constitute fraudulent concealment from the Issuing Office of the true facts relating to the proposal submission;
- c. The respondent has arrived at the price(s), amounts, terms and conditions in its proposal independently and without consultation, communication or agreement with any other respondent or potential respondent,

and without effort to preclude the NHLC from obtaining the best possible competitive proposal. The respondent has not disclosed the price(s), the amount of the proposal nor the approximate price(s) or amount(s) of its proposal to any other firm or person, including but not limited to, a respondent or potential respondent for this RFP;

- d. The respondent has not attempted, nor will it attempt, to induce any firm or person to refrain from submitting a proposal in response to this RFP or to submit a proposal higher than this proposal or to submit any intentionally high or noncompetitive proposal or other form of complementary proposal; and
- e. The respondent makes its proposal in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive proposal.

24. METHOD OF AWARD

The NHLC evaluation committee will select a proposal(s) based on criteria set forth in Part IV. The evaluation committee may consist of senior staff member(s) of the NHLC. The evaluation committee will submit a recommendation on its selection of a proposal(s) to the NHLC Commissioners for final approval. The responsible respondent(s) whose proposal(s) the NHLC determines to be the most advantageous to the State of New Hampshire, after taking into consideration all of the evaluation factors, shall be notified in writing of its selection for contract discussions. The resulting contract(s) will be based on the standard terms and conditions contained in Exhibit B, and modifications and additions to the standard clauses acceptable to the NHLC in its discretion. If the NHLC is unable to reach agreement with a respondent(s) during contract discussions, the NHLC may, at its sole discretion and at any time, reject and cancel the first respondent selection and commence contract discussions with the next highest ranked respondent, and continue on in this manner at its discretion. The NHLC may, at its sole discretion, terminate any contract discussions, as it deems appropriate and at any time.

25. USE OF ELECTRONIC VERSIONS OF THIS RFP

This RFP is available in electronic form. If a respondent accepts the RFP in electronic form, the respondent acknowledges and accepts full responsibility to insure that no changes are made to the RFP. In the event of a conflict between a version of the RFP in the respondent's possession or relied upon by the respondent, and the Issuing Office's version of the RFP, the Issuing Office's version shall govern.

PART III - INFORMATION REQUIRED FROM THE RESPONDENT

Proposals must be submitted in the following format, including heading descriptions:

1. YEARLY MAINTENANCE COST BY STORE:

ZONE ONE

PREVENTATIVE MAINTENANCE

ST	Location	<u>YEAR ONE</u>	<u>YEAR TWO</u>	<u>YEAR THREE</u>	Three Year Total
		October 1, 2016 To September 30, 2017	October 1, 2017 To September 30, 2018	October 1, 2018 To September 30, 2019	
5	Berlin				
7	Littleton				
16	Woodsville				
18	Colebrook				
23	Conway				
26	Groveton				
29	Whitefield				
37	Lancaster				
47	Lincoln				
52	Gorham				
54	Glen				
	Zone One Preventative Maintenance Totals:				

ZONE TWO
PREVENTATIVE MAINTENANCE

ST	Location	<u>YEAR ONE</u> October 1, 2016 To September 30, 2017	<u>YEAR TWO</u> October 1, 2017 To September 30, 2018	<u>YEAR THREE</u> October 1, 2018 To September 30, 2019	Three Year Total
1	Concord				
2	W Chesterfield				
4	Hooksett				
8	Claremont				
10	Manchester				
11	Lebanon				
15	Keene				
17	Franklin				
20	Derry				
21	Peterborough				
22	Brookline				
24	Newport				
27	Nashua				
30	Milford				
31	Manchester				
32	Nashua				

ZONE TWO
PREVENTATIVE MAINTENANCE

(CONTINUED)

ST	Location	<u>YEAR ONE</u> October 1, 2016 To September 30, 2017	<u>YEAR TWO</u> October 1, 2017 To September 30, 2018	<u>YEAR THREE</u> October 1, 2018 To September 30, 2019	Three Year Total
33	Manchester				
34	Salem				
35	Hillsboro				
36	Jaffrey				
40	Walpole				
48	Hinsdale				
50	Nashua				
51	Pelham				
53	Hudson				
55	Bedford				
58	Goffstown				
59	Merrimack				
60	W Lebanon				
63	Winchester				

ZONE TWO
PREVENTATIVE MAINTENANCE

(CONTINUED)

ST	Location	<u>YEAR ONE</u> October 1, 2016 To September 30, 2017	<u>YEAR TWO</u> October 1, 2017 To September 30, 2018	<u>YEAR THREE</u> October 1, 2018 To September 30, 2019	Three Year Total
64	New London				
65	Campton				
66	Hooksett				
67	Hooksett				
69	Nashua				
70	Swanzey				
72	Concord				
74	Londonderry				
77	Rindge				
81	Pembroke				
	Zone Two Preventative Maintenance Totals:				

ZONE THREE
PREVENTATIVE MAINTENANCE

ST	Location	<u>YEAR ONE</u> October 1, 2016 To September 30, 2017	<u>YEAR TWO</u> October 1, 2017 To September 30, 2018	<u>YEAR THREE</u> October 1, 2018 To September 30, 2019	Three Year Total
6	Portsmouth				
9	Dover				
12	Center Harbor				
13	Somersworth				
14	Rochester				
19	Plymouth				
25	Stratham				
28	Seabrook				
38	Portsmouth				
39	Wolfeboro Falls				
41	Seabrook				
42	Meredith				
43	Farmington				
44	New Hampton				

ZONE THREE
PREVENTATIVE MAINTENANCE

(CONTINUED)

ST	Location	<u>YEAR ONE</u> October 1, 2016 To September 30, 2017	<u>YEAR TWO</u> October 1, 2017 To September 30, 2018	<u>YEAR THREE</u> October 1, 2018 To September 30, 2019	Three Year Total
45	Pittsfield				
49	Plaistow				
56	Gilford				
57	Ctr Ossipee				
62	Raymond				
68	No Hampton				
71	Lee				
73	Hampton – S				
75	Belmont				
76	Hampton – N				
78	Hampstead				
79	Epping				
	Zone Three Preventative Maintenance Totals:				

2. SERVICES OTHER THAN PREVENTATIVE MAINTENANCE:

Billing Charges: Disclaimer: The figures below are ESTIMATE ONLY, and will be used to award this bid, and are NOT a guarantee of hours, dollars, materials, or mileage.

- A. Billing repair rates are to include personnel and vehicles.
- B. Charges shall consist of actual time at the job sites. An estimate of hours required and a number of staff needed to complete a requested service will be provided to the Liquor Commission by the Vendor at the time the Vendor schedules the work. Also, the Vendor must sign- in with the Store Manager upon start and completion of the work at the specified location.
- C. Mileage allowed shall be portal to portal, or the distance from the previous worksite to the new worksite, whichever is less. The Liquor Commission will pay one (1) way on service calls; mileage and the rate of one (1) man.
- D. The Liquor Commission retains the right to examine Vendor's invoices for the materials used in completing work. A copy of the Vendor's material invoices must be submitted with the billing to verify markup. The Liquor Commission will allow no other expenses incurred.

Charges shall consist of actual time at the job site. An estimate of hours required and number of workers needed to complete a requested service will be provided to the Liquor Commission by the Contractor at the time the Contractor schedules the work.

ZONE ONE:

Zone One Charges for Services other than Preventative Maintenance:

- a. Shop Rates: \$_____ Per person, per hour
- b. Service Rates: \$_____ Per crane/lift, per hour

- c. *Overtime Wages:* \$_____ *Per person, per hour*
\$_____ Per crane/lift, per hour

- d. Materials:
% of Markup from Vendor's or Net Trade Cost = _____%

- e. Mileage Charge: \$_____ per mile

ZONE TWO:

Zone Two Charges for Services other than Preventative Maintenance:

- a. Shop Rates: \$_____ Per person
 - b. Service Rates: \$_____ Per crane/lift, per hour

 - c. *Overtime Wages:* \$_____ *Per person, per hour*
\$_____ Per crane/lift, per hour

 - d. Materials:
% of Markup from Vendor's or Net Trade Cost = _____%

 - e. Mileage Charge: \$_____ per mile
-

ZONE THREE:

Zone Three Charges for Services other than Preventative Maintenance:

- a. Shop Rates: \$_____ Per person, per hour
- b. Service Rates: \$_____ Per crane/lift, per hour

- c. *Overtime Wages:* \$_____ *Per person, per hour*
\$_____ Per crane/lift, per hour

- d. Materials:
% of Markup from Vendor's or Net Trade Cost = _____%

- e. Mileage Charge: \$_____ per mile

3. INVOICING:

- 1. All invoices must include detail of work performed, dates and location of service and prices. Please include one original invoice and one copy. Payment will not be due until thirty (30) days after the invoice has been received at the New Hampshire Liquor Commission business office.

2. All invoices must be submitted within 30 days of the fiscal year-end, (June 30th) of each year for work completed within the current fiscal year. It is the contractor's further responsibility to ensure that they have been paid within 60 days from the time of submittal. If invoices haven't been submitted within the above mentioned time frame, approval will be required from The Governor and Executive Council prior to any processing of payments, which will delay the payment process.
3. Payment may be withheld if work is not performed as described under SCOPE OF SERVICES, and the immediate termination of this contract could occur.
4. A check will be issued through the State Treasurer and forwarded to the Vendor within fourteen (14) days after processing begins at the agency level. Payments will be for only what has been agreed to in the contract. The State of New Hampshire Liquor Commission does not pay late charges or interest.

4. PRIOR EXPERIENCE:

Include a summary of your company's experience emphasis on the retail environment. Experience shown should be work done by individuals who will be assigned to this project, as well as that of your company. Experience referred to should be identified by customer, including the name, current address and telephone number of the responsible official who may be contacted. The NHLC reserves the right to contact any and all persons listed by the respondent concerning past work experience.

5. SUBCONTRACTOR:

The use of subcontractors on this project must be approved by the NHLC in advance of any work being done by that subcontractor.

6. OBJECTIONS & ADDITIONS TO STANDARD CONTRACT TERMS & CONDITIONS AND/OR AGREEMENT STANDARDS

The respondent must identify which, if any, of the terms and conditions contained in Exhibit B of this RFP it desires to negotiate, and the additional terms and conditions the respondent would like to add to the standard contract terms and conditions. The respondent's failure to make a submission under this paragraph will result in its waiving its right to do so later, but the NHLC may consider late objections and additional requests, if it is in the best interests of the State of New Hampshire and the NHLC. The NHLC may, in its sole discretion, accept or reject any requested changes to the standard contract terms and conditions and/or agreement standards. The respondent shall not request changes to other provisions of the RFP; nor shall the respondent request to completely substitute its own terms and conditions for Exhibit B. All terms and conditions must appear in one (1) integrated contract. The NHLC will not accept references to the respondents, or any other, online guides or online terms or conditions contained in any proposal.

PART IV - CRITERIA FOR SELECTION

1. MANDATORY RESPONSIVENESS REQUIREMENTS

To be eligible for selection, a proposal must be:

1. Timely received from a respondent; and
2. Properly signed by the respondent's authorized representative, coversheet is provided in Exhibit C.

The NHLC reserves the right, in its sole discretion, to waive technical or immaterial nonconformities in a proposal.

2. REVIEW AND EVALUATION

The Issuing Office plans to utilize a committee of qualified personnel to review and evaluate timely submitted proposals. The Issuing Office will notify in writing of its selection contract discussions the responsible respondent whose proposal is determined to be the most advantageous to the State of New Hampshire as determined by the NHLC after taking into consideration all of the evaluation factors.

3. CRITERIA FOR SELECTION

The NHLC has established the weight for the evaluation criteria for this RFP as specified in the following table:

<u>Criteria</u>	<u>Percent</u>
Overall Engagement Price	55%
Experience	25%
Capacity to Perform in a Timely Manner	20%

The following criteria will be used in evaluating each proposal:

Overall Engagement Price – This refers to the professional fees and expenses.

Experience – This refers to the respondent's prior experience performing the services listed within.

Capacity – This refers to the respondent's organizational capacity to handle the services at our retail store locations.

EXHIBITS

EXHIBIT A
NO RESPONSE FORM

**Response to Request for Proposal for Sign Maintenance, Repair, Replacement,
New Signage Design and Installation Project**

Contractors not responding to this solicitation are asked to complete this form. Please return this form **ONLY** to the address listed above or fax to (603) 271-3897

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Reason for NO RESPONSE:

- Don't handle goods/service
- Unable to respond due to current staff availability and/or business conditions
- Insufficient time
- Unable to meet terms, conditions, specifications or requirements as described within the solicitation due to:

 Other: _____

This *NO* response is authorized by: _____ Date: _____
Signature

Title: _____

- Please check one: Retain our company on the mailing list for future solicitations.
- Please remove our company from the mailing list for this commodity or service

EXHIBIT B

Notice: This agreement and all of its attachments shall become public upon submission to Governor and Executive Council for approval. Any information that is private, confidential or proprietary must Be clearly identified to the agency and agreed to in writing prior to signing the contract.

AGREEMENT

The State of New Hampshire and the Contractor hereby mutually agree as follows:

GENERAL PROVISION

1. IDENTIFICATIONS.

1.1 State Agency Name New Hampshire State Liquor Commission		1.2 State Agency Address P.O. Box 503, 50 Storrs St., Concord, NH 03302-0503	
1.3 Contractor Name		1.4 Contractor Address	
1.5 Contractor Phone Number	1.6 Account Number	1.7 Completion Date	1.8 Price Limitation \$
1.9 Contracting Officer for State Agency		1.10 State Agency Telephone Number	
1.11 Contractor Signature		1.12 Name and Title of Contractor Signatory	
1.13 Acknowledgment: State of _____, County of _____ On, _____, before the undersigned officer, personally appeared the person identified in block 1.12, or satisfactorily proven to be the person whose name is signed in block 1.11, and acknowledged that s/he executed this document in the capacity indicated in block 1.12.			
1.13.1 Signature of Notary Public or Justice of the Peace (Seal)			
1.13.2 Name and Title of Notary Public or Justice of the Peace			
1.13 State Agency Signature Date:		1.15 Name and Title of State Agency Signatory	
1.16 Approval by the N.H. Department of Administration, Division of Personnel <i>(if applicable)</i> By: _____ Director, On: _____			
1.17 Approval by Attorney General (Form, Substance, and Execution) <i>(if applicable)</i> By: _____ On: _____			
1.18 Approval by Governor and Executive Council <i>(if applicable)</i> By: _____ On: _____			

2. EMPLOYMENT OF CONTRACTOR/SERVICES TO BE PERFORMED. The State of New Hampshire, acting through the agency identified in block 1.1 (“State”), engages contractor identified in block 1.3 (“Contractor”) to perform, and the Contractor shall perform, the work or sale of goods, or both, identified and more particularly described in the attached EXHIBIT A which is incorporated herein by reference (“Services”).

3. EFFECTIVE DATE/COMPLETION OF SERVICES.
3.1 Notwithstanding any provision of this Agreement to the contrary, and subject to the approval of the Governor and Executive Council of the State of New Hampshire, if applicable, this Agreement, and all obligations of the parties hereunder, shall become effective on the date the Governor and Executive Council approve this Agreement as indicated in block 1.18, unless no such approval is required, in which case the Agreement shall become effective on the date the Agreement is signed by the State Agency as shown in block 1.14 (“Effective Date”).

3.2 If the Contractor commences the Services prior to the Effective Date, all Services performed by the Contractor prior to the Effective Date shall be performed at the sole risk of the Contractor, and in the event that this Agreement does not become effective, the State shall have no liability to the Contractor, including without limitation, any obligation to pay the Contractor for any costs incurred or Services performed. Contractor must complete all Services by the Completion Date specified in block 1.7.

4. CONDITIONAL NATURE OF AGREEMENT. Notwithstanding any provision of this Agreement to the contrary, all obligations of the State hereunder, including, without limitation, the continuance of payments hereunder, are contingent upon the availability and continued appropriation of funds, and in no event shall the State be liable for any payments hereunder in excess of such available appropriated funds. In the event of a reduction or termination of appropriated funds, the State shall have the right to withhold payment until such funds become available, if ever, and shall have the right to terminate this Agreement immediately upon giving the Contractor notice of such termination. The State shall not be required to transfer funds from any other account to the Account identified in block 1.6 in the event funds in that Account are reduced or unavailable.

5. CONTRACT PRICE/PRICE LIMITATION/PAYMENT.

5.1 The contract price, method of payment, and terms of payment are identified and more particularly described in EXHIBIT B which is incorporated herein by reference.

5.2 The payment by the State of the contract price shall be the only and the complete reimbursement to the Contractor for all expenses, of whatever nature incurred by the Contractor in the performance hereof, and shall be the only and the complete compensation to the Contractor for the Services. The State shall have no liability to the Contractor other than the contract price.

5.3 The State reserves the right to offset from any amounts otherwise payable to the Contractor under this Agreement those liquidated amounts required or permitted by N.H. RSA 80:7 through RSA 80:7-c or any other provision of law.

5.4 Notwithstanding any provision in this Agreement to the contrary, and notwithstanding unexpected circumstances, in no event shall the total of all payments authorized, or actually made hereunder, exceed the Price Limitation set forth in block 1.8.

6. COMPLIANCE BY CONTRACTOR WITH LAWS AND REGULATIONS/ EQUAL EMPLOYMENT OPPORTUNITY.

6.1 In connection with the performance of the Services, the Contractor shall comply with all statutes, laws, regulations, and orders of federal, state, county or municipal authorities which impose any obligation or duty upon the Contractor, including, but not limited to, civil rights and equal opportunity laws. This may include the requirement to utilize auxiliary aids and services to ensure that persons with communication disabilities, including vision, hearing and speech, can communicate with, receive information from, and convey information to the Contractor. In addition, the Contractor shall comply with all applicable copyright laws.

6.2 During the term of this Agreement, the Contractor shall not discriminate against employees or applicants for employment because of race, color, religion, creed, age, sex, handicap, sexual orientation, or national origin and will take affirmative action to prevent such discrimination.

6.3 If this Agreement is funded in any part by monies of the United States, the Contractor shall comply with all the provisions of Executive Order No. 11246 (“Equal Employment Opportunity”), as supplemented by the regulations of the United States Department of Labor (41 C.F.R. Part 60), and with any rules, regulations and guidelines as the State of New Hampshire or the United States issue to implement these regulations. The Contractor further agrees to permit the State or United States access to any of the Contractor’s books, records and accounts for the purpose of ascertaining compliance with all rules, regulations and orders, and the covenants, terms and conditions of this Agreement.

7. PERSONNEL.

7.1 The Contractor shall at its own expense provide all personnel necessary to perform the Services. The Contractor warrants that all personnel engaged in the Services shall be qualified to perform the Services, and shall be properly licensed and otherwise authorized to do so under all applicable laws.

7.2 Unless otherwise authorized in writing, during the term of this Agreement, and for a period of six (6) months after the Completion Date in block 1.7, the Contractor shall not hire, and shall not permit any subcontractor or other person, firm or corporation with whom it is engaged in a combined effort to perform the Services to hire, any person who is a State employee or official, who is materially involved in the procurement, administration or performance of this

Agreement. This provision shall survive termination of this Agreement.

7.3 The Contracting Officer specified in block 1.9, or his or her successor, shall be the State's representative. In the event of any dispute concerning the interpretation of this Agreement, the Contracting Officer's decision shall be final for the State.

8. EVENT OF DEFAULT/REMEDIES.

8.1 Any one or more of the following acts or omissions of the Contractor shall constitute an event of default hereunder ("Event of Default"):

8.1.1 failure to perform the Services satisfactorily or on schedule;

8.1.2 failure to submit any report required hereunder; and/or

8.1.3 failure to perform any other covenant, term or condition of this Agreement.

8.2 Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

8.2.1 give the Contractor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this Agreement, effective two (2) days after giving the Contractor notice of termination;

8.2.2 give the Contractor a written notice specifying the Event of Default and suspending all payments to be made under this Agreement and ordering that the portion of the contract price which would otherwise accrue to the Contractor during the period from the date of such notice until such time as the State determines that the Contractor has cured the Event of Default shall never be paid to the Contractor;

8.2.3 set off against any other obligations the State may owe to the Contractor any damages the State suffers by reason of any Event of Default; and/or

8.2.4 treat the Agreement as breached and pursue any of its remedies at law or in equity, or both.

9. DATA/ACCESS/CONFIDENTIALITY/PRESERVATION.

9.1 As used in this Agreement, the word "data" shall mean all information and things developed or obtained during the performance of, or acquired or developed by reason of, this Agreement, including, but not limited to, all studies, reports, files, formulae, surveys, maps, charts, sound recordings, video recordings, pictorial reproductions, drawings, analyses, graphic representations, computer programs, computer printouts, notes, letters, memoranda, papers, and documents, all whether finished or unfinished.

9.2 All data and any property which has been received from the State or purchased with funds provided for that purpose under this Agreement, shall be the property of the State, and shall be returned to the State upon demand or upon termination of this Agreement for any reason.

9.3 Confidentiality of data shall be governed by N.H. RSA chapter 91-A or other existing law. Disclosure of data requires prior written approval of the State.

10. TERMINATION. In the event of an early termination of this Agreement for any reason other than the completion of the Services, the Contractor shall deliver to the Contracting Officer, not later than fifteen (15) days after the date of termination, a report ("Termination Report") describing in detail all Services performed, and the contract price earned, to and including the date of termination. The form, subject matter, content, and number of copies of the Termination Report shall be identical to those of any Final Report described in the attached EXHIBIT A.

11. CONTRACTOR'S RELATION TO THE STATE. In the performance of this Agreement the Contractor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Contractor nor any of its officers, employees, agents or members shall have authority to bind the State or receive any benefits, workers' compensation or other emoluments provided by the State to its employees.

12. ASSIGNMENT/DELEGATION/SUBCONTRACTS.

The Contractor shall not assign, or otherwise transfer any interest in this Agreement without the prior written notice and consent of the State. None of the Services shall be subcontracted by the Contractor without the prior written notice and consent of the State.

13. INDEMNIFICATION. The Contractor shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the State, its officers and employees, by or on behalf of any person, on account of, based or resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Contractor. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant in paragraph 13 shall survive the termination of this Agreement.

14. INSURANCE.

14.1 The Contractor shall, at its sole expense, obtain and maintain in force, and shall require any subcontractor or assignee to obtain and maintain in force, the following insurance:

14.1.1 comprehensive general liability insurance against all claims of bodily injury, death or property damage, in amounts of not less than \$1,000,000 per occurrence and \$2,000,000 aggregate ; and

14.1.2 special cause of loss coverage form covering all property subject to subparagraph 9.2 herein, in an amount not less than 80% of the whole replacement value of the property.

14.2 The policies described in subparagraph 14.1 herein shall be on policy forms and endorsements approved for use in the State of New Hampshire by the N.H. Department of Insurance, and issued by insurers licensed in the State of New Hampshire.

14.3 The Contractor shall furnish to the Contracting Officer identified in block 1.9, or his or her successor, a certificate(s) of insurance for all insurance required under this Agreement. Contractor shall also furnish to the Contracting Officer

identified in block 1.9, or his or her successor, certificate(s) of insurance for all renewal(s) of insurance required under this Agreement no later than thirty (30) days prior to the expiration date of each of the insurance policies. The certificate(s) of insurance and any renewals thereof shall be attached and are incorporated herein by reference. Each certificate(s) of insurance shall contain a clause requiring the insurer to provide the Contracting Officer identified in block 1.9, or his or her successor, no less than thirty (30) days prior written notice of cancellation or modification of the policy.

15. WORKERS' COMPENSATION.

15.1 By signing this agreement, the Contractor agrees, certifies and warrants that the Contractor is in compliance with or exempt from, the requirements of N.H. RSA chapter 281-A ("Workers' Compensation").

15.2 To the extent the Contractor is subject to the requirements of N.H. RSA chapter 281-A, Contractor shall maintain, and require any subcontractor or assignee to secure and maintain, payment of Workers' Compensation in connection with activities which the person proposes to undertake pursuant to this Agreement. Contractor shall furnish the Contracting Officer identified in block 1.9, or his or her successor, proof of Workers' Compensation in the manner described in N.H. RSA chapter 281-A and any applicable renewal(s) thereof, which shall be attached and are incorporated herein by reference. The State shall not be responsible for payment of any Workers' Compensation premiums or for any other claim or benefit for Contractor, or any subcontractor or employee of Contractor, which might arise under applicable State of New Hampshire Workers' Compensation laws in connection with the performance of the Services under this Agreement.

16. WAIVER OF BREACH. No failure by the State to enforce any provisions hereof after any Event of Default shall be deemed a waiver of its rights with regard to that Event of Default, or any subsequent Event of Default. No express failure to enforce any Event of Default shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof upon any further or other Event of Default on the part of the Contractor.

17. NOTICE. Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given in blocks 1.2 and 1.4, herein.

18. AMENDMENT. This Agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto and only after approval of such amendment, waiver or discharge by the Governor and

Executive Council of the State of New Hampshire unless no such approval is required under the circumstances pursuant to State law, rule or policy.

19. CONSTRUCTION OF AGREEMENT AND TERMS.

This Agreement shall be construed in accordance with the laws of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assigns. The wording used in this Agreement is the wording chosen by the parties to express their mutual intent, and no rule of construction shall be applied against or in favor of any party.

20. THIRD PARTIES. The parties hereto do not intend to benefit any third parties and this Agreement shall not be construed to confer any such benefit.

21. HEADINGS. The headings throughout the Agreement are for reference purposes only, and the words contained therein shall in no way be held to explain, modify, amplify or aid in the interpretation, construction or meaning of the provisions of this Agreement.

22. SPECIAL PROVISIONS. Additional provisions set forth in the attached EXHIBIT C are incorporated herein by reference.

23. SEVERABILITY. In the event any of the provisions of this Agreement are held by a court of competent jurisdiction to be contrary to any state or federal law, the remaining provisions of this Agreement will remain in full force and effect.

24. ENTIRE AGREEMENT. This Agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire Agreement and understanding between the parties, and supersedes all prior Agreements and understandings relating hereto.

EXHIBIT C
PROPOSAL AND ADDENDUM ACKNOWLEDGEMENT

**Response to Request for Proposal for Sign Maintenance, Repair, Replacement,
New Signage Design and Installation Project**

The proposer acknowledges the proposer has carefully examined the RFP and draft Agreement.

The proposer warrants that if proposal is accepted proposer will contract with the NHLC and comply with the requirements of the RFP and draft Agreement. Proposer agrees to deliver an executed Agreement to the NHLC within two (2) weeks of notification of acceptance of his/her proposal and receiving agreement from NHLC.

I, the undersigned, guarantee our proposal meets or exceeds specifications contained in the RFP document.

I affirm that I have read and understand all the provisions and conditions as set forth in this RFP. Our firm will comply with all provisions and conditions as specified.

I affirm that I am duly authorized to execute this potential contract; that this company, corporation, firm, partnership, or individual has not prepared this proposal in collusion with any other proposer(s); and that the contents of this proposal as to terms, or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any other proposer(s) or to any other person(s) engaged in this type of business prior to the official opening of the proposal.

I also affirm that I have received and examined all Addenda that have been issued under this RFP as listed and initialed below:

Addendum No. _____	Dated: _____	Initialed _____
Addendum No. _____	Dated: _____	Initialed _____
Addendum No. _____	Dated: _____	Initialed _____
Addendum No. _____	Dated: _____	Initialed _____

Company Name and Name of Proposer: _____

Signature of Authorized Person: _____

Title: _____

Business Address of Proposer: _____

Business Phone Number: _____

Date: _____