

Liberty Utilities (Granite State Electric) Corp. d/b/a Liberty Utilities

DE 19-064
Distribution Service Rate Case
2019 Step Adjustment

Record Request 1

REQUEST:

Please all invoices related to the walk-in-center work, both at 9 Lowell Road and 130 Main Street, including those provided as attachments to Staff Step 1-6, and any other invoices related to that work

RESPONSE:

Attached are the attachments to Staff Step 1-6. There are no other invoices related to the WIC work. These attachments related only to 130 Main Street. There are no contractor invoices for 9 Lowell Road.

However, the total \$567,737 for the WIC work includes charges for both 130 Main Street and 9 Lowell Road for the labor and burdens of employees who worked on the renovations for both locations as follows:

Payroll for internal labor for both locations: \$23,846
LABS Canada Direct Billing for IT Support and computer supplies for both areas: \$50,444
Burdens: \$64,077
Total: \$138,367

The invoiced charges specifically for 130 Main Street are as follows:

Renovations of location: \$248,607
Furniture, permits, and other minor miscellaneous charges: \$64,638
Burdens: \$116,125
Total: \$429,370

The grand total is the 567,737 identified above and in the filing.

Liberty Utilities (Granite State Electric) Corp. d/b/a Liberty Utilities

DE 19-064
Distribution Service Rate Case
2019 Step Adjustment

Staff Data Requests - Set 1

Date Request Received: 5/14/20
Request No. Staff 1-6

Date of Response: 5/29/20
Respondent: Douglas Dorn

REQUEST:

Re: 2019 Step Adjustment Attachment 5; Project #8830-1929 Walk-in Center Relocation. Based on the spreadsheet detail at 1, the project was over budget by an additional \$267,737. Please provide the following information for this project:

- a. Explain the necessity of having a walk-in center in Salem. Why is the Londonderry location not sufficient for serving this portion of Liberty's service area given that Londonderry is approximately 20 minutes away from Salem?
- b. Does Liberty have a walk-in center in its Lebanon office or the Lebanon area? If yes, is the Lebanon office experiencing the same conditions in terms of available space, customer traffic, and customer safety issues as Salem? Does Liberty rent or own the location in Lebanon? If renting, what is the annual rental expense?
- c. Does the Company have a walk-in center located in the Charlestown/Walpole area? If no, why does Liberty believe that there needs to be a walk-in center in Salem if there are no walk-in centers serving the Upper Valley or Walpole area? If yes, does Liberty rent or own this location? If renting, what is the annual rental expense?
- d. Does Liberty own or rent the new walk-in center in Salem? If renting, what is the annual rental expense? If Liberty owns the new walk-in center, what was the purchase price? Please explain the Company's decision whether to rent or purchase the new location.
- e. What factors were considered by Liberty that resulted in Liberty choosing the new location for the walk-in center? How many other locations did Liberty consider and why were they taken out of consideration? If no other locations were considered, why not?
- f. Explain and account for the increase in Contractor's costs referenced at 9 of the Change Order Form in the amount of \$267,737.
- g. Provide the contractor's original estimate.
- h. Explain the necessity for the conference room build out associated with the design change.
- i. Provide a list of the assets that were removed from the Salem office and relocated to the new location as referenced at 6.

- j. Provide copies of all work orders associated with this project including #301929-04001 and #301929-04002.

RESPONSE:

- a. The Salem office always had a walk-in center located at 9 Lowell Road. We relocated it for several reasons, including employee and customer safety. Specifically, the setup of the driveway and parking area at 9 Lowell Road provided that too many customers were driving in and around the operations center where large vehicles are often moving about. Second, we needed more office space at 9 Lowell Road for growth of the business. Electric Engineering was relocated to Salem from Londonderry in 2017 to accommodate more employees hired in the Londonderry office. Since that move, five new engineering positions were created and there was insufficient space for employees. In addition to the Engineering Department, a new group, Operation Resource Planning was created and this department was also located at 9 Lowell Road. Moving the walk-in center to a new location increased safety for both customers and employees, and also provided additional office space to the Salem operations center.

The Londonderry office and walk-in center is 20 minutes away, and it does not have the resources or parking to handle the increased customer volume if the Salem walk-in center was closed.

It should be noted that the Company's plan to establish walk-in centers was approved by the Commission as part of the Settlement Agreement in Docket No. DG 11-040, and the community locations were discussed with Staff and other parties in that proceeding. *See* DG 11-040 Settlement Agreement at 25 ("The Companies will also have local call centers as well as walk-in customer service centers"); Order No. 25,370 at 32-33 (May 30, 2012) ("The Joint Petition asserted a number of commitments by Liberty to provide high levels of customer service and regulatory responsiveness. Through the terms of the Settlement Agreement, Liberty Energy has reaffirmed those commitments by agreeing to establish and maintain a strong local presence in New Hampshire, with a local president headquartered in New Hampshire and local call centers and walk-in centers for customer convenience").

- b. Yes, Liberty has a Customer walk in center at the Lebanon operations office, a Company-owned facility. The Company is encountering the same issues as at the Salem operations office. The Company will be looking to relocate this center in the future to a similar type of location as was done in Salem.
- c. No, there has never been a walk-in center in the Charlestown/Walpole area. The Salem area is densely populated versus the Charlestown and Walpole areas which are very rural and customers are spread out, making it a poor location for a walk-in center.
- d. Liberty leases space at the 130 Main Street office in Salem. The 2020 annual rent is \$4,139.20 per month and includes additional rent for common areas, maintenance, etc. and taxes. The company chose to lease because the alternative would have been to purchase a large space that was unneeded and too expensive. There are two customer service representatives and one lead customer service representative, one IT employee, one Business Risk and Analysis employee and one Compliance, Quality and Emergency

Management employee located at 130 Main Street. Those same employees were formerly located at 9 Lowell Road.

- e. The Company looked at three locations in Salem: 221 North Broadway, 115 Main Street, and 130 Main Street. Only 130 Main Street suited our needs because either the setting or layout of the other locations did not fit with the needs of the office space.
- f. The changes were to add the office space and a conference room, as provided in the change order form filed in the testimony. ADA requirements also had to be met. In addition, a few construction issues were encountered in the space that were unknown until demolition occurred.
- g. Please see the following list of attachments for the construction:
 - Attachment Staff 1-6.g.1: Contractor original estimate
 - Attachment Staff 1-6.g.2: Contractor Change Order
 - Attachment Staff 1-6.g.3: Invoice
 - Attachment Staff 1-6.g.4: Invoice
 - Attachment Staff 1-6.g.5: Invoice
 - Attachment Staff 1-6.g.6: Invoice for conference room and minor additional items
- h. The office had some additional open space so the Company added a conference room for the employees working at the new location, along with the fact that the Salem office at 9 Lowell Road now has only one conference room; the other conference room at 9 Lowell Road was turned in to a Storm Room only used during restoration efforts. A second conference room in Salem provides all employees access for meetings.
- i. We relocated all pieces of walk in center equipment and mill work to the new location including desks, chairs, millwork, safety glass, printers, and related equipment.
- j. This information has been provided to the PUC Audit Staff for review.



PROJECT ESTIMATE

Project Liberty Utilities Office Renovation

Locatic 130 Main Street, Salem NH

Date: 7/19/19

Scope: Provide selective demolition and new construction for a 1,600 s/f interior fit-up. Work is limited to relocating existing doors, new finishes, minor MEP adjustments

Plan Date: 6/28/19

Scope Date: N/A

Estimate Type: Firm

Estimated By: MP

Revision #: 0

Revision Date: 0

DIVISION 1 - GENERAL CONDITIONS

01000 General Requirements				LABOR	MAT	EQUIP	SUB	TOTAL
	Permits	\$2,976						
01005	Building permit	248.00	KCOST	12.00		2,976		2,976
	Insurance & Bonds							
01516	Builders risk (\$5/\$1,000)	248.00	KCOST	5.00		1,240		1,240
	Health & Safety							
01022	Safety/first aid	6.00	WK	50.00		300		300
	Project Documents	\$275						
01320	Copying	1,500.00	EA	0.10		150		150
01320	Document reproduction	5.00	SET	25.00		125		125
	Jobsite Overhead							
01522	Jobsite technology	2.00	MTH	600.00		1,200		1,200
01044	Small tools	6.00	WK	125.00		750		750
01048	Miscellaneous expense	6.00	WK	50.00		300		300
01000 Phase Total				0	7,041	0	0	7,041

01300 Project Management Labor				LABOR	MAT	EQUIP	SUB	TOTAL
	Project Duration/Cost per Week	6.00	WK	7,105.00				
01040	Project Manager (12 mh/wk)	72.00	MH	115.00	8,280			8,280
01049	Asst. Project Manager (5 mh/wk)	30.00	MH	75.00	2,250			2,250
01010	Project Accountant (2 mh/wk)	12.00	MH	70.00	840			840
01041	Superintendent (40 mh/wk)	240.00	MH	95.00	22,800			22,800
01300 Phase Total				34,170	0	0	0	34,170

01500 Temporary Utilities				LABOR	MAT	EQUIP	SUB	TOTAL
01508	Telecommunications charges	2.00	MTH	400.00		800		800
01500 Phase Total				0	800	0	0	800

01520 Construction Facilities				LABOR	MAT	EQUIP	SUB	TOTAL
01517	Portable toilets	2.00	MTH	500.00		1,000		1,000
01520 Phase Total				0	1,000	0	0	1,000

01700 Cleanup				LABOR	MAT	EQUIP	SUB	TOTAL
01045	Progress cleaning labor	48.00	MH	65.00	3,120			3,120
01600	CD dumpsters	2.00	EA	650.00		1,300		1,300
01046	Final cleaning	1,600.00	SF	0.50			800	800
01700 Phase Total				3,120	1,300	0	800	5,220

01900 Travel & Vehicle Expense				LABOR	MAT	EQUIP	SUB	TOTAL
	Vehicle expense	6.00	WK	165.00		990		990
	Vehicle fuel	6.00	WK	75.00		450		450
01900 Phase Total				0	0	1,440	0	1,440
TOTAL DIVISION 1.000				37,290	10,141	1,440	800	49,671

DIVISION 2 - DEMOLITION

02050 Demolition				LABOR	MAT	EQUIP	SUB	TOTAL
	Selective demo	128.00	MH	65.00			8,320	8,320
	Dumpsters	2.00	EA	650.00			1,300	1,300
02050 Phase Total				0	0	0	9,620	9,620
TOTAL DIVISION 2.000				0	0	0	9,620	9,620

DIVISION 6 - CARPENTRY

06100 Rough Carpentry				LABOR	MAT	EQUIP	SUB	TOTAL
	General Carpentry							
	General carpentry material	1.00	LS	2,000.00	2,000			2,000
	General carpentry labor	40.00	MH	65.00	2,600			2,600
06100 Phase Total				3,445	2,420	0	0	5,865
TOTAL DIVISION 6.000				3,445	2,420	0	0	5,865

DIVISION 7 - THERMAL & MOISTURE PROTECTION

07200 Insulation				LABOR	MAT	EQUIP	SUB	TOTAL
	<u>Acoustic</u>							
	Between floors FG 3.5" (10% Waste)	1,760.00	SF	0.65			1,144	1,144
	Walls FG batt 3.5" (10% Waste)	1,100.00	SF	0.75			825	825
07200 Phase Total				0	0	0	1,969	1,969
TOTAL DIVISION 7.000				0	0	0	1,969	1,969

DIVISION 8 - DOORS & WINDOWS

08100 Doors & Hardware				LABOR	MAT	EQUIP	SUB	TOTAL
	<u>Door Material</u>							
	Interior HMF/WD	4.00	EA	650.00	2,600			2,600
	Interior Door 115 (Stile & Rail)	1.00	LS	1,400.00	1,400			1,400
	Relocate Existing BP Door & Frame	16.00	MH	97.50	1,560			1,560
	Hardware allowance per door	5.00	EA	175.00	875			875
	<u>Installation</u>							
	Unit cost per door	5.00	EA	300.00			1,500	1,500
08100 Phase Total				0	6,435	0	1,500	7,935

08400 Entrances & Storefronts				LABOR	MAT	EQUIP	SUB	TOTAL
	Remove & Relocate Storefront	16.00	MH	65.00			1,040	1,040
08400 Phase Total				0	0	0	1,040	1,040

08500 Glazing				LABOR	MAT	EQUIP	SUB	TOTAL
	Remove, transport & install Bullet Gl.	48.00	MH	65.00			3,120	3,120
	Protective Film	1.00	ALLW	1,250.00	1,250			1,250
	Tier 3 Bullet Proof Polycarbonate	1.00	ALLW	10,000.00			10,000	10,000
08500 Phase Total				0	1,250	0	13,120	14,370
TOTAL DIVISION 8.000				0	7,685	0	15,660	23,345

DIVISION 9 - FINISHES

09260 Drywall				LABOR	MAT	EQUIP	SUB	TOTAL
Whitten Works	1.00	LS	27,900.00				27,900	27,900
Metal Stud Framing								
Drywall								
Tape & Sanding								
Amorecore								
Acoustical Caulking								
Misc. Existing Drywall Patching	40.00	MH	65.00	2,600				2,600
09260 Phase Total				2,600	0	0	27,900	30,500

09510 Acoustic Ceilings				LABOR	MAT	EQUIP	SUB	TOTAL
Boucher Acoustics	1.00	LS	8,200.00				8,200	8,200
2x4 Armstrong Ultima #1910								
09510 Phase Total				0	0	0	8,200	8,200

09600 Flooring				LABOR	MAT	EQUIP	SUB	TOTAL
Sprague Flooring								
Carpet Tiles								
Shaw Contract Momentum Timbre	144.44	SY	50.00				7,222	7,222
Resilient								
VCT Safety Zone Earth Stone 5700	200.00	SF	20.00				4,000	4,000
Baseboard								
4" Black Johnsonite Cove Base	400.00	LF	4.00				1,600	1,600
Miscellaneous								
Floor Prep	40.00	MH	65.00				2,600	2,600
09600 Phase Total				0	0	0	15,422	15,422

09900 Painting				LABOR	MAT	EQUIP	SUB	TOTAL
Marchand Painting	1.00	LS	4,950.00				4,950	4,950
GWB painting-new								
GWB painting-existing								
Door Frames/Caulking								
Standing/running trim								
Vestibule Ceiling								
Finsih Carpentry								
Misc. Patching	40.00	MH	65.00	2,600				2,600
09900 Phase Total				2,600	0	0	4,950	7,550
TOTAL DIVISION 9.000				5,200	0	0	56,472	61,672

DIVISION 10 - CONSTRUCTION SPECIALTIES

10400 Signage				LABOR	MAT	EQUIP	SUB	TOTAL
Interior Signage	1.00	LS	1,500.00				1,500	
10400 Phase Total				0	0	0	1,500	1,500

10800 Toilet Room Accessories				LABOR	MAT	EQUIP	SUB	TOTAL
Grab bars 24"-42"	3.00	EA	50.00		150			
Mirror 24x36 fixed	1.00	EA	175.00		175			
Dual roll cabinet type TP dispenser	1.00	EA	50.00		50			
Soap dispensers-surface	1.00	EA	60.00		60			
Labor	8.00	MH	65.00	520				
10800 Phase Total				520	435	0	0	955
TOTAL DIVISION 10.000				520	435	0	1,500	2,455

DIVISION 12 - FURNISHINGS

12300 Casework and Cabinets				LABOR	MAT	EQUIP	SUB	TOTAL
	Relocate Existing Casework/new p-lam	1.00	LS	4,500.00			4,500	4,500
	New breakroom & Solid Surface Counters	1.00	LS	5,500.00			5,500	5,500
	New CSR 113 Casework	1.00	LS	2,250.00			2,250	2,250
	Window Sills & Casing to remain							
12300	Phase Total			0	0	0	12,250	12,250

12500 Window Treatments				LABOR	MAT	EQUIP	SUB	TOTAL
	Existing Window Blinds to Remain							
12500	Phase Total			0	0	0	0	0

TOTAL DIVISION 12.000				0	0	0	12,250	12,250
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DIVISION 15 - MECHANICAL SYSTEMS

15300 Sprinkler Systems				LABOR	MAT	EQUIP	SUB	TOTAL
	Superior Fire Protection <i>Per NFPA 13</i> <i>Flex heads with chrome pendant</i> <i>Center of Tile</i>	1.00	LS	6,300.00			6,300	6,300
15300	Phase Total			0	0	0	6,300	6,300

15400 Plumbing				LABOR	MAT	EQUIP	SUB	TOTAL
	Progressive Mechanical <i>Remove & Install new toilet</i> <i>Remove & Install new sink</i> <i>Install drop-in sink</i>	1.00	LS	3,350.00			3,350	3,350
15400	Phase Total			0	0	0	3,350	3,350

15500 HVAC				LABOR	MAT	EQUIP	SUB	TOTAL
	Diffusers/Duct/Balancing <i>Salvage Existing Diffusers</i>	1.00	ALLW	6,000.00			6,000	6,000
15500	Phase Total			0	0	0	6,000	6,000

TOTAL DIVISION 15.000				0	0	0	15,650	15,650
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DIVISION 16 - ELECTRICAL SYSTEMS

16001 Electrical Systems				LABOR	MAT	EQUIP	SUB	TOTAL
	Gate City Electric <u>Power</u> <i>Kitchen & Restroom outlets to remain</i> <i>Convenience outlets</i> <i>Dedicated quad outlets for server rack</i> <i>Dedicated quad outlets for workstations</i> <i>Junction box connection to CSR Desk</i>	1.00	LS	5,800.00			5,800	5,800
	<u>Misc.</u> <i>Autocad Drawings</i> <i>Permit Fees</i> <i>Disconnect & Makesafe during demo</i> <i>Temporary lighting</i> <i>Relocate wall heater, exit signs and misc.</i> <i>Excludes any HVAC work</i>	1.00	LS	7,700.00			7,700	7,700
16001	Phase Total			0	0	0	13,500	13,500

16500 Lighting				LABOR	MAT	EQUIP	SUB	TOTAL
	Gate City Electric <u>Lighting</u> LED Drop-in Williams #LT Series Wall mounted emergency lights Occupancy sensors	1.00	LS	8,900.00			8,900	8,900
16500 Phase Total				0	0	0	8,900	8,900

16700 Communications				LABOR	MAT	EQUIP	SUB	TOTAL
	Gate City Electric <u>Data Wiring</u> Single port CAT6 jack at printers 2port CAT6 jacks at workstations Data rack with 48 port patch, punched down, does not include main wiring connection from data rack to street connection All CAT6 cables are non-plenum rated	1.00	LS	7,500.00			7,500	7,500
16700 Phase Total				0	0	0	7,500	7,500

16800 Life Safety				LABOR	MAT	EQUIP	SUB	TOTAL
	Gate City Electric <u>Fire alarm</u> Obtain FA permit Relocate existing horn/strobe units Relocate Ceiling smoke detectors	1.00	LS	1,100.00			1,100	1,100
16800 Phase Total				0	0	0	1,100	1,100
TOTAL DIVISION 16.000				0	0	0	31,000	31,000

DIVISION 20 - CONTINGENCY & ALLOWANCES

20050 Contingency			LABOR			MAT	EQUIP	SUB	TOTAL
	New construction		PCT	0.05	2,323	1,034	72	7,246	10,675
		20050	Phase Total		2,323	1,034	72	7,246	10,675

20100 Allowances				LABOR	MAT	EQUIP	SUB	TOTAL
	None							0
20100 Phase Total				0	0	0	0	0
TOTAL DIVISION 20.000				2,323	1,034	72	7,246	10,675
TOTAL DIRECT COST				48,778	21,715	1,512	152,167	224,172

SUMMARY

CATEGORY	LABOR	MAT	EQUIP	SUB	TOTAL
1- General Conditions	37,290	10,141	1,440	800	49,671
2 - Sitework/Demolition	0	0	0	9,620	9,620
6 - Carpentry	3,445	2,420	0	0	5,865
7 - Thermal & Moisture	0	0	0	1,969	1,969
8 - Doors & Windows	0	7,685	0	15,660	23,345
9 - Finishes	5,200	0	0	56,472	61,672
10 - Specialties	520	435	0	1,500	2,455
12 - Furnishings	0	0	0	12,250	12,250
15.3 - Fire Protection	0	0	0	6,300	6,300
15.4 - Plumbing	0	0	0	3,350	3,350
15.5 - HVAC	0	0	0	6,000	6,000
16 - Electrical	0	0	0	31,000	31,000
20 - Contingency	2,323	1,034	72	7,246	10,675
TOTALS	48,778	21,715	1,512	152,167	224,172

PROJECT VARIABLES		PROJECT COST SUMMARY	
Square Footage	1,700	Total Direct Cost	\$224,172
CGL Insurance	0.90%	CGL Insurance	\$2,018
CM Fee	10.00%	CM Fee	\$22,417
Contingency	5.00%	Estimated Total Cost	\$248,607
		SF Cost	\$146.24



PCCO #001

Fulcrum Associates, Inc.
5 Tech Circle
Amherst, New Hampshire 03031
Phone: 603.673.3200
Fax: 603.673.1020

Project: 19-024 - Liberty Utilities - Renovation
130 Main Street
Salem, New Hampshire 03079

Prime Contract Change Order #001: Project Changes

TO:	Liberty Utilities NH 130 Elm Street Manchester, New Hampshire 03101	FROM:	Fulcrum Associates, Inc. 5 Tech Circle Amherst New Hampshire 03031
DATE CREATED:	9/ 13 /2019	CREATED BY:	Mario Paradiso (Fulcrum Associates, Inc.)
DESIGNATED REVIEWER:		REVIEWED BY:	
DUE DATE:		REVIEW DATE:	
INVOICED DATE:		PAID DATE:	
SCHEDULE IMPACT:	7 days	EXECUTED:	No
CONTRACT FOR:	1:PO000015101	TOTAL AMOUNT:	\$ 18,797.68
DESCRIPTION:			
ATTACHMENTS:			

POTENTIAL CHANGE ORDERS IN THIS CHANGE ORDER:

PCO #	Title	Schedule Impact	Amount
001	New Conference Room	0 days	1,181.00
002	ADA Bathroom	5 days	6,666.68
003	Conference Room Floor Box	0 days	1,500.00
004	CAT5E Cabling & Terminations	0 days	1,400.00
005	HVAC System	2 days	15,750.00
006	Exterior Door Installation	0 days	260.00
007	Bullet Proof Assembly	0 days	2,715.00
008	Project Contingency	0 days	(10,675.00)
TOTAL:			\$18,797.68

CHANGE ORDER LINE ITEMS:

PCO # 001 : New Conference Room

#	Cost Code	Description	Type	Amount
1	08-08100 - Doors & Hardware	New Door, Frame & Hardware	SUBCONTRACTOR	\$ 1,181.00
2	09-09260 - Drywall	New Wall Assembly (Offset other work)	SUBCONTRACTOR	\$ 0.00
3	16-16001 - Basic Electrical Systems	New Power (No Charge)	SUBCONTRACTOR	\$ 0.00
4	09-09900 - Painting	Painting (No Charge)	SUBCONTRACTOR	\$ 0.00
Subtotal:				\$1,181.00
Grand Total:				\$1,181.00

PCO # 002 : ADA Bathroom

#	Cost Code	Description	Type	Amount
1	02-02050 - Demolition	Sawcutting, Excavation & Concrete	SUBCONTRACTOR	\$ 1,750.00
2	09-09600 - Resilient Flooring	Moisture Mitigation	SUBCONTRACTOR	\$ 1,448.68
3	15-15400 - Plumbing Systems	Rough Plumbing & Fees	SUBCONTRACTOR	\$ 3,468.00
Subtotal:				\$6,666.68
Grand Total:				\$6,666.68



PCCO #001

PCO # 003 : Conference Room Floor Box

#	Cost Code	Description	Type	Amount
1	16-16001 - Basic Electrical Systems	Conference Room Floor Box	SUBCONTRACTOR	\$ 800.00
2	02-02050 - Demolition	Sawcutting	SUBCONTRACTOR	\$ 700.00
Subtotal:				\$1,500.00
Grand Total:				\$1,500.00

PCO # 004 : CAT5E Cabling & Terminations

#	Cost Code	Description	Type	Amount
1	16-16001 - Basic Electrical Systems	CAT5E Cabling & Terminations	SUBCONTRACTOR	\$ 1,400.00
Subtotal:				\$1,400.00
Grand Total:				\$1,400.00

PCO # 005 : HVAC System

#	Cost Code	Description	Type	Amount
1	15-15500 - HVAC	F&I Split Unit w/condenser for Server Room	SUBCONTRACTOR	\$ 15,420.00
2	15-15500 - HVAC	F&I Split Unit w/condenser for Conference Room	SUBCONTRACTOR	\$ 4,830.00
3	16-16001 - Basic Electrical Systems	Split AC System Wiring	SUBCONTRACTOR	\$ 1,500.00
4	15-15500 - HVAC	Original Budget Allowance Carried	SUBCONTRACTOR	(\$6,000.00)
Subtotal:				\$15,750.00
Grand Total:				\$15,750.00

PCO # 006 : Exterior Door Installation

#	Cost Code	Description	Type	Amount
1	08-08100 - Doors & Hardware	New Exterior Door & Hardware	SUBCONTRACTOR	\$ 260.00
Subtotal:				\$260.00
Grand Total:				\$260.00

PCO # 007 : Bullet Proof Assembly

#	Cost Code	Description	Type	Amount
1	08-08500 - Windows	Original Allowance Carried	SUBCONTRACTOR	(\$11,250.00)
2	08-08500 - Windows	CRL Lawrence Quote	SUBCONTRACTOR	\$ 13,965.00
Subtotal:				\$2,715.00
Grand Total:				\$2,715.00

PCO # 008 : Project Contingency

#	Cost Code	Description	Type	Amount
1	20-20001 - Contingency	Project Contingency	SUBCONTRACTOR	(\$10,675.00)
Subtotal:				(\$10,675.00)
Grand Total:				(\$10,675.00)

The original (Contract Sum)	\$ 248,607.00
Net change by previously authorized Change Orders	\$ 0.00
The contract sum prior to this Change Order was	\$ 248,607.00
The contract sum would be changed by this Change Order in the amount of	\$ 18,797.68
The new contract sum including this Change Order will be	\$ 267,404.68
The contract time will be increased by this Change Order by 7 days	

Liberty Utilities NH
130 Elm Street
Manchester New Hampshire 03101

Fulcrum Associates, Inc.
5 Tech Circle
Amherst New Hampshire 03031

SIGNATURE DATE

SIGNATURE DATE

SIGNATURE DATE



PCO #001

Fulcrum Associates, Inc.
5 Tech Circle
Amherst, New Hampshire 03031
Phone: 603.673.3200
Fax: 603.673.1020

Project: 19-024 - Liberty Utilities - Renovation
130 Main Street
Salem, New Hampshire 03079

Prime Contract Potential Change Order #001: New Conference Room

TO:	Liberty Utilities NH 130 Elm Street Manchester New Hampshire, 03101	FROM:	Fulcrum Associates, Inc. 5 Tech Circle Amherst New Hampshire, 03031
PCO NUMBER/REVISION:	001 / 0	CONTRACT:	1 - PO000015101
REQUEST RECEIVED FROM:	Douglas Dorn (Liberty Utilities)	CREATED BY:	Mario Paradiso (Fulcrum Associates, Inc.)
PAID IN FULL:	No	CREATED DATE:	9/13 /2019
REFERENCE:		PRIME CONTRACT CHANGE ORDER:	None
FIELD CHANGE:	Yes		
LOCATION:		ACCOUNTING METHOD:	Amount Based
SCHEDULE IMPACT:	0 days	TOTAL AMOUNT:	\$1,181.00

POTENTIAL CHANGE ORDER TITLE: New Conference Room

CHANGE REASON: Owner Request

POTENTIAL CHANGE ORDER DESCRIPTION: *(The Contract Is Changed As Follows)*

Liberty Utilities requested a new conference room 100 be included in the open office space. Additional work included:

1. Framing, drywall and finish for approximately 21 feet of wall. Whitten works originally scheduled to frame out and install bullet resistant drywall for CSR 114 wall. Fulcrum Associates eliminated used the credit for building the CSR wall to offset the cost of the additional framing for the conference room.
2. New frame, door and hardware.
3. Three coats of paint on each side of the wall. Marchand Painting completed work for no charge.
4. Add convenience outlets along new wall. Gate City Electric completed work for no charge.

ATTACHMENTS:

#	Cost Code	Description	Type	Amount
1	08-08100 - Doors & Hardware	New Door, Frame & Hardware	SUBCONTRACTOR	\$ 1,181.00
2	09-09260 - Drywall	New Wall Assembly (Offset other work)	SUBCONTRACTOR	\$ 0.00
3	16-16001 - Basic Electrical Systems	New Power (No Charge)	SUBCONTRACTOR	\$ 0.00
4	09-09900 - Painting	Painting (No Charge)	SUBCONTRACTOR	\$ 0.00
Subtotal:				\$1,181.00
Grand Total:				\$1,181.00

Liberty Utilities NH
130 Elm Street
Manchester New Hampshire 03101

Fulcrum Associates, Inc.
5 Tech Circle
Amherst New Hampshire 03031

SIGNATURE

DATE

SIGNATURE

DATE

Mario Paradiso

From: Douglas Dorn <Douglas.Dorn@libertyutilities.com>
Sent: Monday, July 29, 2019 2:31 PM
To: lauerarchitects@comcast.net
Cc: Mario Paradiso; Shawn Raleigh
Subject: New Salem WIC Change
Attachments: Salem New WIC 7-29-19.pdf

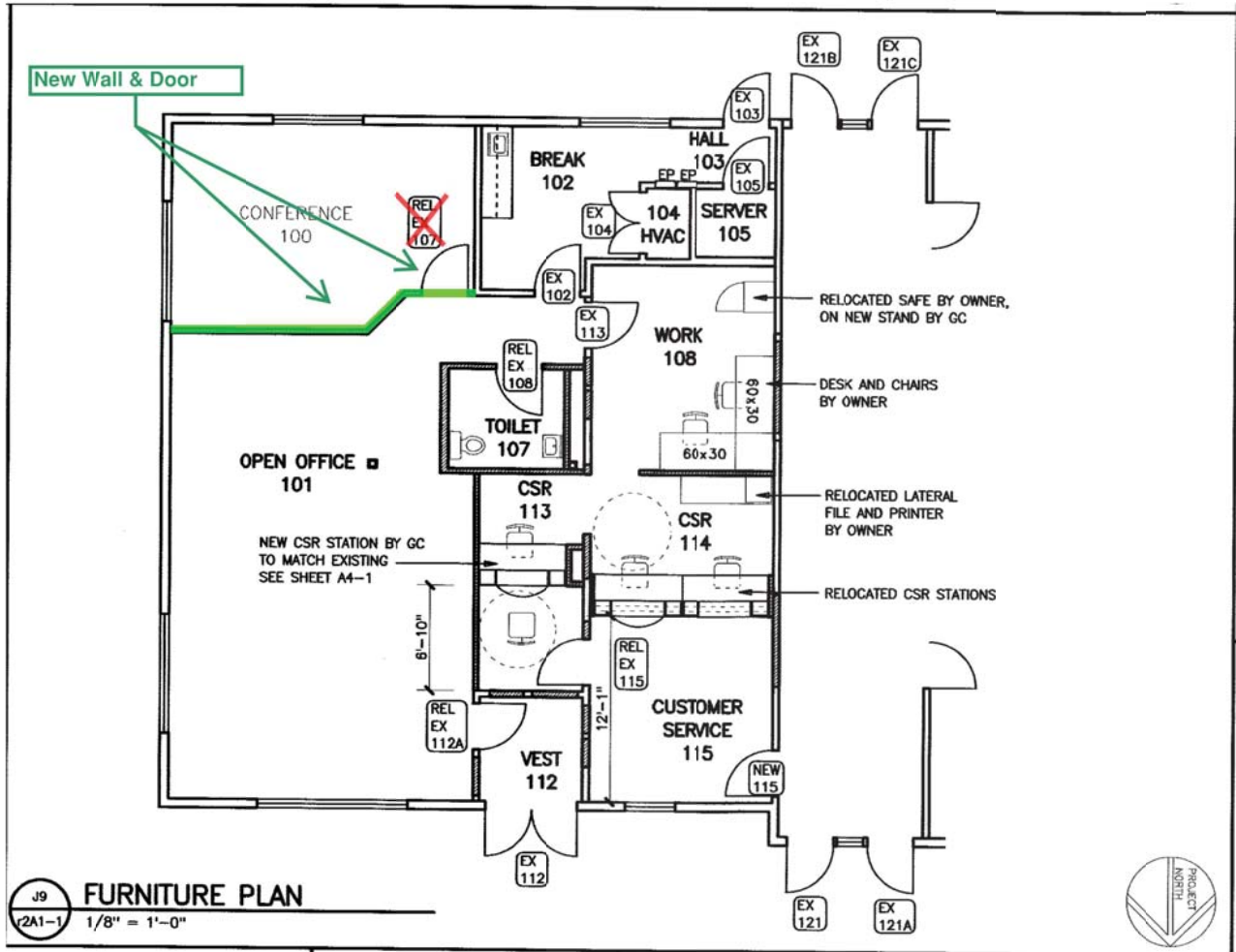
Importance: High

Kurt,

Per my VM today...please update to reflect a conference room as shown. Then update the ceiling grid as you spoke and send back to me asap.

Thanks

Douglas Dorn | Liberty Utilities (New Hampshire) | Senior Manager, Facilities and Security
P: 603-216-3595 | C: 603-425-8883 | E: Douglas.Dorn@libertyutilities.com
15 Buttrick Road, Londonderry, NH 03053



Mario Paradiso

From: Bill Payanis <bpayanis@kelleybros.com>
Sent: Wednesday, July 31, 2019 1:36 PM
To: Mario Paradiso
Subject: RE: Liberty Utilities - Frame Prep 07.30.19

Added opening conference 100 is \$1,046.00 for material, \$135.00 for the install.

1 kd frame.
1 stained door.
3 hinges.
1 privacy set.
1 closer.
1 wall stop.

Bill Payanis
Kelley Bros of New England
17 Hampshire Dr Unit 20
Hudson NH 03051
(603) 881-5559 Ext 1157 Office
(603) 881-5581 Fax
(603) 817-1192 Cell

From: Mario Paradiso <mparadiso@fulcrum-nh.com>
Sent: Wednesday, July 31, 2019 8:44 AM
To: Bill Payanis <bpayanis@kelleybros.com>
Cc: Kirk Oby <koby@fulcrum-nh.com>
Subject: RE: Liberty Utilities - Frame Prep 07.30.19

Bill,

Please confirm when the materials have been ordered and the expected delivery dates.

Please provide pricing ASAP>

Mario A. Paradiso
Project Manager



Direct (603) 732-1108
Cell (978) 604-4252
mparadiso@fulcrum-nh.com fulcrumnh.com



From: Mario Paradiso
Sent: Tuesday, July 30, 2019 2:34 PM
To: Bill Payanis <bpayanis@kelleybros.com>

Cc: Kirk Oby <koby@fulcrum-nh.com>; Shawn Raleigh <Shawn.Raleigh@libertyutilities.com>
Subject: Liberty Utilities - Frame Prep 07.30.19

Bill,

Please prep door frames EX113, EX108 and NEW115 for HES #1006CLB-630.

For the new conference room 100, please carry a prefinished flush door with privacy set and provide wall closer.

Thank you,

Mario A. Paradiso
Project Manager



Direct (603) 732-1108
Cell (978) 604-4252
mparadiso@fulcrum-nh.com fulcrumnh.com



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PCO #002

Fulcrum Associates, Inc.
5 Tech Circle
Amherst, New Hampshire 03031
Phone: 603.673.3200
Fax: 603.673.1020

Project: 19-024 - Liberty Utilities - Renovation
130 Main Street
Salem, New Hampshire 03079

Prime Contract Potential Change Order #002: ADA Bathroom

TO:	Liberty Utilities NH 130 Elm Street Manchester New Hampshire, 03101	FROM:	Fulcrum Associates, Inc. 5 Tech Circle Amherst New Hampshire, 03031
PCO NUMBER/REVISION:	002 / 0	CONTRACT:	1 - PO000015101
REQUEST RECEIVED FROM:	Douglas Dorn (Liberty Utilities)	CREATED BY:	Mario Paradiso (Fulcrum Associates, Inc.)
PAID IN FULL:	No	CREATED DATE:	9/13 /2019
REFERENCE:		PRIME CONTRACT CHANGE ORDER:	#001 - ADA Bathroom
FIELD CHANGE:	Yes		
LOCATION:		ACCOUNTING METHOD:	Amount Based
SCHEDULE IMPACT:	5 days	TOTAL AMOUNT:	\$6,666.68

POTENTIAL CHANGE ORDER TITLE: ADA Bathroom

CHANGE REASON: Design Revision

POTENTIAL CHANGE ORDER DESCRIPTION: *(The Contract Is Changed As Follows)*

On July 31st, The town of Salem would not issue a building permit until the existing bathroom met ADA compliance. Expanding the size of the existing bathroom was physically impossible. The solution was to change the existing bathroom into the new server room and build a larger bathroom in the open office area 101 to meet ADA compliance. The additional work included the following:

1. Sawcut, excavate and backfill for new underground plumbing.
2. Furnish and install new underground plumbing, venting and hot/color water supply.
3. Furnish and apply moisture mitigation at new concrete placement trenching to cover flooring installation warranty.

ATTACHMENTS:

#	Cost Code	Description	Type	Amount
1	02-02050 - Demolition	Sawcutting, Excavation & Concrete	SUBCONTRACTOR	\$ 1,750.00
2	09-09600 - Resilient Flooring	Moisture Mitigation	SUBCONTRACTOR	\$ 1,448.68
3	15-15400 - Plumbing Systems	Rough Plumbing & Fees	SUBCONTRACTOR	\$ 3,468.00
Subtotal:				\$6,666.68
Grand Total:				\$6,666.68

Liberty Utilities NH
130 Elm Street
Manchester New Hampshire 03101

Fulcrum Associates, Inc.
5 Tech Circle
Amherst New Hampshire 03031

SIGNATURE

DATE

SIGNATURE

DATE

Mario Paradiso

From: Douglas Dorn <Douglas.Dorn@libertyutilities.com>
Sent: Wednesday, July 31, 2019 11:22 AM
To: Mario Paradiso
Cc: Shawn Raleigh; Kirk Oby
Subject: Re: Salem Reno: Building Permit Status

We need the property owner to intervene! Two other tenants renovated with out this happening. He told me this. I'll call him

Sent from my iPhone

Douglas Dorn | Liberty Utilities (New Hampshire) | Senior Manager, Facilities and Security
P: 603-216-3595 | C: 603-425-8883 | E: Douglas.Dorn@libertyutilities.com
15 Buttrick Road, Londonderry, NH 03053
On Jul 31, 2019, at 10:54 AM, Mario Paradiso <mparadiso@fulcrum-nh.com> wrote:

Doug,

Just left you a voice message on the building permit status.

The building inspector Mike Dibartolomeo spoke with Kirk this morning stating that the building permit is Not approved. He told us that the bathroom needed to be ADA compliant.

I have a voice message into the building inspector this morning and waiting to hear back.

Regards,

Mario A. Paradiso
Project Manager

<image001.png>

Direct (603) 732-1108

Cell (978) 604-4252

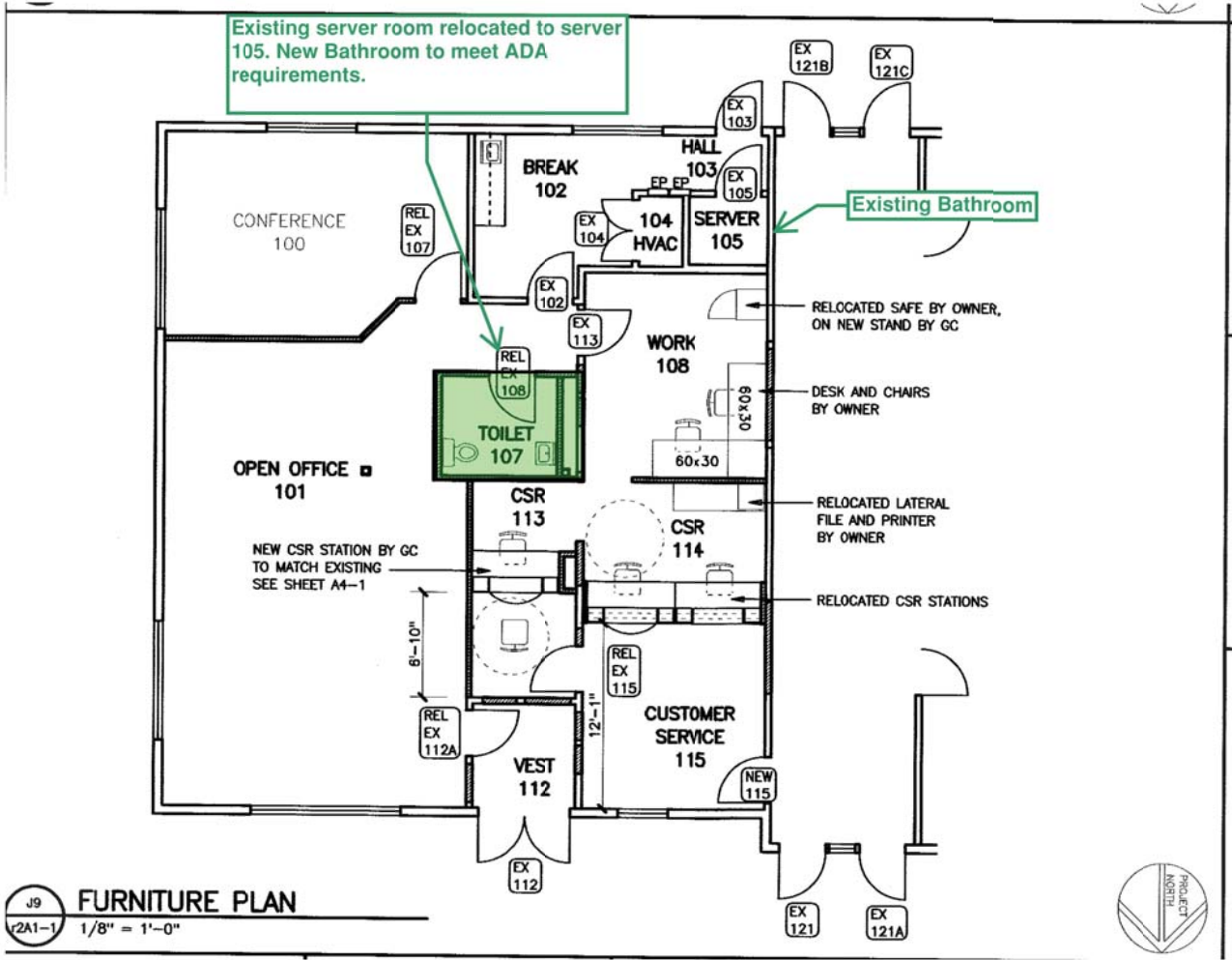
mparadiso@fulcrum-nh.com fulcrumnh.com

<image002.png> <image003.png>

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Demolition and Environmental Remediation

Serving the New England Area Since 2002

August 5, 2019

Attention: Mario
Fulcrum Associates

Project: Liberty Utilities – Salem NH
RE: COP No. 1 – Cut and patch existing SOG

We are pleased to submit this quote the aforementioned project, to which Concord Building Services, Inc. and/or affiliate companies will provide all the labor, tools and necessary disposal to complete the work as listed below

COP No. 1 = \$1,750

- Saw-cut and remove approx. 40 SF of 4" SOG
- Excavate and back-fill soil to an average depth of 36" for new plumbing
- Backfill trenches using EXISTING soil only - No import/install clean fill
- Remove and dispose of excess soil after backfill/compaction of existing soil
- Provide and install unfastened poly vapor barrier
- Provide and install 1/2" re-bar 24" OC (NON-GROUTED) and welded wire mesh in new trenches
- Provide and install 4000 psi concrete to a trowel finish

EXCLUSIONS:

- Permits and fees
- Preparation of surfaces for new finishes
- Asbestos, Lead and Haz-Mat removal
- Temp barriers / partitions
- Night/off hours work
- Cut, cap and make safe of MEP
- Scope NOT listed above

Any alterations or deviations from above scope of work involving extra cost will become an extra charge over and above the estimate. All agreements contingent upon accidents or delays beyond our control. The above prices, specifications and conditions are submitted to you *as listed above*.

Respectfully Submitted,

Concord Building Services, Inc.



14 Jug City Road
Epsom NH 03234

Office (603) 736-4933 Fax (603) 736-8568





P.O. Box 916
Dover, NH 03821
603.742.3869
F. 603.743.6869
spraguefloorcovering.com

Sales Agreement

[Change Order](#)

01242548

Job #

4784-1

Contract #

Customer PO

Date

9/11/2019

Sales Person1

TJ Sprague

Sales Person2

Acct # 194
SOLD TO 603 673-3200 Fax

Fulcrum
5 Tech Circle
Amherst, NH 03031

JOB SITE

Liberty Utilites / **KIRK, 603-769-9257**
130 Main St
Salem, NH 03079
Contact: Mario Paradiso 978 604-4252

Type	Product Description Labor Description	Color / Item Number Area	Total
Labor			
Labor	Labor to Prep Concrete Per Hour		\$520.00
Notes	LABOR TO GRIND/MITIGATE AND SELF LEVEL ALL TRENCHES		
Labor			
Labor	Labor to Prep Concrete Per Hour		\$520.00
Notes	LABOR TO GRIND/MITIGATE AND SELF LEVEL ALL TRENCHES		
Floor Prep			
Materials	SCHONOX EPA RAPID TWO- COMPONENT MOISTURE MITIGATION SYSTEM	N/A	\$332.61
Floor Prep			
Materials	SCHONOX SHP SPECIAL ACRYLIC PRIMER (NON POROUS SUBSTRATES) 1 GAL.	N/A	\$39.05
Floor Prep			
Materials	Schonox SL CEMENT BASED RAPID DRYING, SMOOTHING/FINISHING COMPOUND	N/A	\$37.02

Information

Total

Material & Labor	\$1,448.68
Sales Tax	
Grand Total	\$1,448.68
Payments	
Balance	\$1,448.68

Buyer _____ Date _____

Seller _____ Date _____

CHANGE ORDER



Progressive Mechanical, Inc.

PO Box 5391 Manchester NH 30108
19 Harvey Rd # 18 Bedford NH 03110
Tel (603) 665 9475 Fax (603) 518 5425
Progressivemechanical@comcast.net

Date	Change Order #
8/5/2019	2378

Name / Address
Fulcrum Construction 5 Tech Circle Amherst, NH 03031

Location
Liberty Utilites 130 Main St. Salem NH 03079

We hereby agree to the changes:

Additional Plumbing work for relocation of Bathroom for ADA requirements includes:

Permit and fees

Cut and cap water in existing bathroom wall. Remove and reset condensate drain. Cut cap Lav drain and toilet. Leave vent

Relocate drain piping underground with PVC (Slab cutting/ Trenching by others).

Relocate waterlines and tie in above ceiling with Copper/Pex.

Upgrade Kitchen Sink to Elkay Celebrity

Not included: Grab bars, blocking, exhaust fan by others. Room dimensions and clearances by others.

We hereby propose to furnish labor and materials- complete in accordance with the above specifications, for the sum of _____ Three Thousand Four Hundred Sixty Eight _____ dollars (\$ 3468.00 __) with payment to be made as follows:

_____ At Req _____

ACCEPTED

The above prices and specifications of this change order are satisfactory and are hereby accepted. All work is to be performed under the same terms and conditons as specified in the original contract, unless otherwise specified.

Date _____

Signature _____

Signature _____



PCO #003

Fulcrum Associates, Inc.
5 Tech Circle
Amherst, New Hampshire 03031
Phone: 603.673.3200
Fax: 603.673.1020

Project: 19-024 - Liberty Utilities - Renovation
130 Main Street
Salem, New Hampshire 03079

Prime Contract Potential Change Order #003: Conference Room Floor Box

TO:	Liberty Utilities NH 130 Elm Street Manchester New Hampshire, 03101	FROM:	Fulcrum Associates, Inc. 5 Tech Circle Amherst New Hampshire, 03031
PCO NUMBER/REVISION:	003 / 0	CONTRACT:	1 - PO000015101
REQUEST RECEIVED FROM:	Douglas Dorn (Liberty Utilities)	CREATED BY:	Mario Paradiso (Fulcrum Associates, Inc.)
PAID IN FULL:	No	CREATED DATE:	9/13 /2019
REFERENCE:		PRIME CONTRACT CHANGE ORDER:	None
FIELD CHANGE:	Yes		
LOCATION:		ACCOUNTING METHOD:	Amount Based
SCHEDULE IMPACT:	0 days	TOTAL AMOUNT:	\$1,500.00

POTENTIAL CHANGE ORDER TITLE: Conference Room Floor Box

CHANGE REASON: Design Revision

POTENTIAL CHANGE ORDER DESCRIPTION: *(The Contract Is Changed As Follows)*

Per Liberty Utilities request, Furnish and install all material, tools, equipment and labor required to one (1) Hubbell #S1PFB flush floor box in conference room.

1. Provide sawcutting, excavation and backfill for trenching required for proposed floor box.
2. Install one 3/4" PVC from the adjacent wall to provide power for new floor box.
3. Install one 1 1/2" PVC from wall to provide data cables to floor box.
4. Install two (2) CAT6 cables to the new floor box.

ATTACHMENTS:

#	Cost Code	Description	Type	Amount
1	16-16001 - Basic Electrical Systems	Conference Room Floor Box	SUBCONTRACTOR	\$ 800.00
2	02-02050 - Demolition	Sawcutting	SUBCONTRACTOR	\$ 700.00
Subtotal:				\$1,500.00
Grand Total:				\$1,500.00

Liberty Utilities NH
130 Elm Street
Manchester New Hampshire 03101

Fulcrum Associates, Inc.
5 Tech Circle
Amherst New Hampshire 03031

SIGNATURE _____ DATE _____

SIGNATURE _____ DATE _____

Mario Paradiso

From: Douglas Dorn <Douglas.Dorn@libertyutilities.com>
Sent: Wednesday, August 7, 2019 8:46 AM
To: Mario Paradiso
Cc: Shawn Raleigh; Kirk Oby
Subject: Re: Salem Reno: Conference RM Floor Box

Approved

Sent from my iPhone

Douglas Dorn | Liberty Utilities (New Hampshire) | Senior Manager, Facilities and Security
P: 603-216-3595 | C: 603-425-8883 | E: Douglas.Dorn@libertyutilities.com
15 Buttrick Road, Londonderry, NH 03053

On Aug 7, 2019, at 8:31 AM, Mario Paradiso <mparadiso@fulcrum-nh.com> wrote:

Doug,

The additional cost to sawcut and provide a floor box in the conference room is \$1,500; sawcutting cost is \$700 and the floor box cost is \$800.

The project contingency remaining is \$5,457.00.

Please let us know if we should proceed.

Regards,

Mario A. Paradiso
Project Manager

<image001.png>

Direct (603) 732-1108

Cell (978) 604-4252

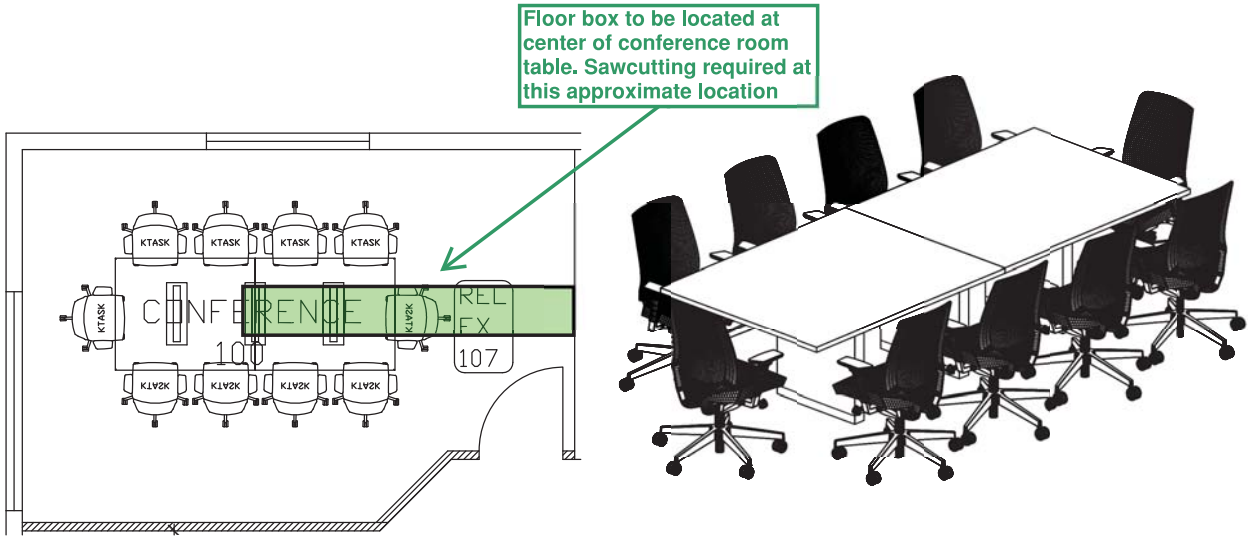
mparadiso@fulcrum-nh.com fulcrumnh.com

<image002.png> <image003.png>

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31 Will Street – PO BOX 3554 – NASHUA, N.H. 03060
PH (603)886-0200 / FAX 886-0025 / EMAIL – www.gatecityelectric.com

CHANGE ORDER #1

DATE: 8/7/18

PROJECT: Liberty Utilities Tenant fit-up
130 Main Street – Salem, NH

SUBMIT TO: FULCRUM ASSOCIATES – Mario Paradiso
mparadiso@fulcrum-nh.com

Furnish and install one Hubbell #S1PFB series flush floor box in conference room. Install one ¾" PVC from adjacent wall to provide power and one 1 ½" PVC to wall for data cables. Install two CAT6 cables to floor box.

Hubbell floor box complete part number = S1PFB/ S1SPDUSL/ S1CFCBL /NS612GY/
SFHC14BK

TOTAL ADD AMOUNT \$800.00

GUY LAVOIE / PROJECT MANAGER



Demolition and Environmental Remediation

Serving the New England Area Since 2002

August 17, 2019

Attention: Mario
Fulcrum Associates

Project: Liberty Utilities – Salem NH
RE: COP No. 2 – Data Trench

We are pleased to submit this quote the aforementioned project, to which Concord Building Services, Inc. and/or affiliate companies will provide all the labor, tools and necessary disposal to complete the work as listed below

COP No. 1 = \$700

- Added mobilization
- Saw-cut and remove approx. 10 SF of 4" SOG
- Excavate and back-fill soil to an average depth of 36" for new plumbing
- Backfill trenches using EXISTING soil only - No import/install clean fill
- Remove and dispose of excess soil after backfill/compaction of existing soil
- Provide and install unfastened poly vapor barrier
- Provide and install 1/2" re-bar 24" OC (NON-GROUTED) and welded wire mesh in new trenches
- Provide and install 4000 psi concrete to a trowel finish

EXCLUSIONS:

- Permits and fees
- Preparation of surfaces for new finishes
- Asbestos, Lead and Haz-Mat removal
- Temp barriers / partitions
- Night/off hours work
- Cut, cap and make safe of MEP
- Scope NOT listed above

Any alterations or deviations from above scope of work involving extra cost will become an extra charge over and above the estimate. All agreements contingent upon accidents or delays beyond our control. The above prices, specifications and conditions are submitted to you *as listed above*.

Respectfully Submitted,

Concord Building Services, Inc.



14 Jug City Road
Epsom NH 03234

Office (603) 736-4933 Fax (603) 736-8568





PCO #004

Fulcrum Associates, Inc.
5 Tech Circle
Amherst, New Hampshire 03031
Phone: 603.673.3200
Fax: 603.673.1020

Project: 19-024 - Liberty Utilities - Renovation
130 Main Street
Salem, New Hampshire 03079

Prime Contract Potential Change Order #004: CAT5E Cabling & Terminations

TO:	Liberty Utilities NH 130 Elm Street Manchester New Hampshire, 03101	FROM:	Fulcrum Associates, Inc. 5 Tech Circle Amherst New Hampshire, 03031
PCO NUMBER/REVISION:	004 / 0	CONTRACT:	1 - PO000015101
REQUEST RECEIVED FROM:	Douglas Dorn (Liberty Utilities)	CREATED BY:	Mario Paradiso (Fulcrum Associates, Inc.)
PAID IN FULL:	No	CREATED DATE:	9/13 /2019
REFERENCE:		PRIME CONTRACT CHANGE ORDER:	None
FIELD CHANGE:	Yes		
LOCATION:		ACCOUNTING METHOD:	Amount Based
SCHEDULE IMPACT:	0 days	TOTAL AMOUNT:	\$1,400.00

POTENTIAL CHANGE ORDER TITLE: CAT5E Cabling & Terminations

CHANGE REASON: Owner Request

POTENTIAL CHANGE ORDER DESCRIPTION: *(The Contract Is Changed As Follows)*

Per Liberty Utilities request on August 8th, furnish and install 24 pair shielded CAT5E cabling from the main building telephone room back to server room and terminate on both sides.

ATTACHMENTS:

#	Cost Code	Description	Type	Amount
1	16-16001 - Basic Electrical Systems	CAT5E Cabling & Terminations	SUBCONTRACTOR	\$ 1,400.00
Subtotal:				\$1,400.00
Grand Total:				\$1,400.00

Liberty Utilities NH
130 Elm Street
Manchester New Hampshire 03101

Fulcrum Associates, Inc.
5 Tech Circle
Amherst New Hampshire 03031

SIGNATURE

DATE

SIGNATURE

DATE

Mario Paradiso

From: Shawn Raleigh <Shawn.Raleigh@libertyutilities.com>
Sent: Thursday, August 8, 2019 12:12 PM
To: Kirk Oby
Cc: Mario Paradiso; Douglas Dorn
Subject: Fwd: Salem Main St - Cable and termination
Attachments: IC06628P8C.pdf; ATT00001.htm

Here is what IT is asking for.

Shawn Raleigh | Liberty Utilities (New Hampshire) | Maintenance Technician
P: | C: 603-505-6963 | E: Shawn.Raleigh@libertyutilities.com
Begin forwarded message:

From: Don Romano <Don.Romano@libertyutilities.com>
Date: August 8, 2019 at 12:09:57 PM EDT
To: David Chung <David.Chung@libertyutilities.com>, Douglas Dorn
<Douglas.Dorn@libertyutilities.com>, Shawn Raleigh <Shawn.Raleigh@libertyutilities.com>
Subject: Salem Main St - Cable and termination

Hey guys. Here is what we should look to install between the building phone room and our server room.

24 pair shielded Cat 6

Terminate on both ends. One side of the block. 66 block / RJ45 multiport (similar to attached)

Let me know if you have any questions.

Thanks
Don

Don Romano | Liberty Algonquin Business Services (USA) | Manager, Information Systems
P: 603-952-2911 | C: 603-327-4618 | E: Don.Romano@libertyutilities.com
9 Lowell Road, Salem, NH 03079



31 Will Street – PO BOX 3554 – NASHUA, N.H. 03060
PH (603)886-0200 / FAX 886-0025 / EMAIL – www.gatecityelectric.com

CHANGE ORDER #2

DATE: 8/30/18

PROJECT: Liberty Utilities Tenant fit-up
130 Main Street – Salem, NH

SUBMIT TO: FULCRUM ASSOCIATES – Mario Paradiso
mparadiso@fulcrum-nh.com

Furnish and install one 25 pair CAT5E shielded cable from main building telephone room to Liberty Server closet and punch down both ends and test

200ft – CAT5E shielded cable	\$2.90/ft	=	\$580.00
3 - hours labor to pull in cable	\$80.00/hr	=	\$240.00
2 - ICC 66 punch down blocks	\$50.00ea	=	\$100.00
6 – hours labor to punch down both ends & test	\$80.00/hr	=	\$480.00

TOTAL ADD AMOUNT \$1,400.00

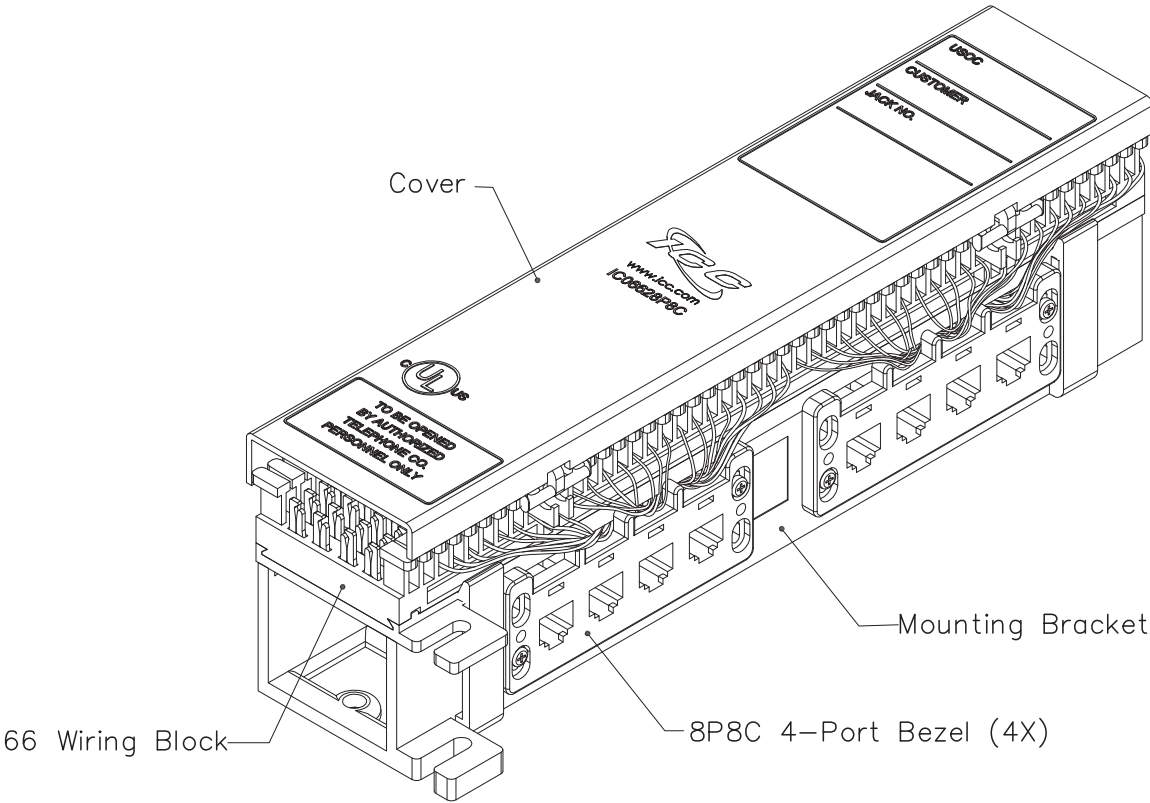
GUY LAVOIE / PROJECT MANAGER

Preterminated 66 Wiring Block w/12 RJ-45 Jacks 8P8C

PRODUCT SPECIFICATION


Package includes:

- A. 8P8C Prewired 66 Wiring Block, 1 pc
- B. 89D Mounting Bracket, 1 pc
- C. 66 Wiring Block Cover, 1 pc

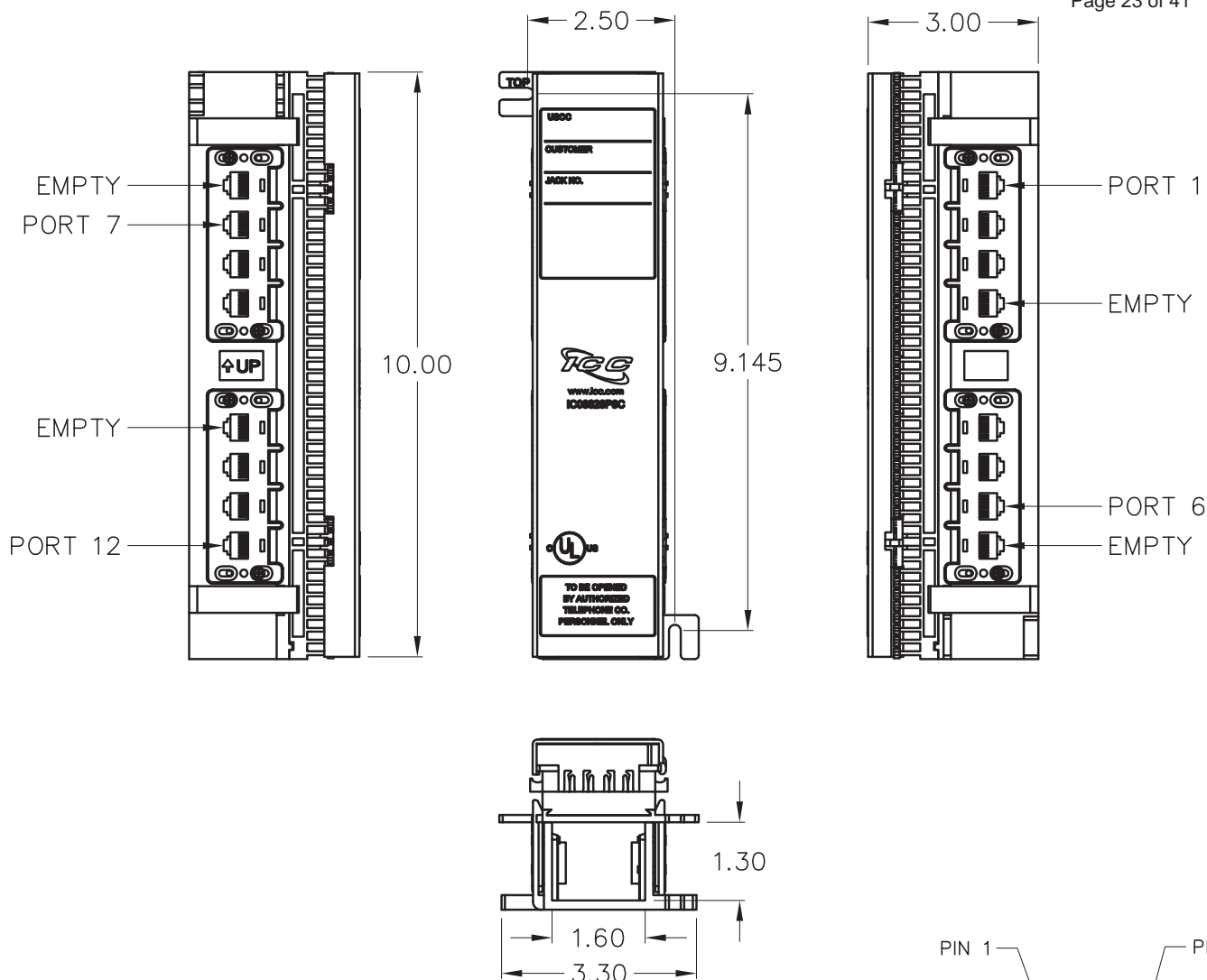


Features and Benefits:

- Designed for voice, PBX systems, and low voltage telecom equipment.
- Durable and strong high impact flame retardant material.
- Includes 89D mounting bracket for wall mounting.
- Accommodates IC066BC025 66 wiring block bridging clips.
- Removable hinged cover provided.
- Accepts 22~24 AWG.

66 WIRING BLOCK, 12-JACKS, 8P8C				 <i>PremiumProducts</i> <i>ProvenPerformance</i> <i>CompetitivePrices</i>
ITEM NO.	IC06628P8C	REV.	B	
DWG NO.	PS06628P8C	PAGE NO.	1	

CUSTOMER CARE / TECHNICAL SUPPORT * CSR@ICC.COM / 888-ASK-4-ICC (275-4422) * 14700 Alondra Blvd., La Mirada, CA 90638 * www.icc.com



NOTE: UNLESS OTHERWISE SPECIFIED

1. MATERIAL:

- A. HOUSING: HIGH IMPACT FLAME RETARDANT PLASTIC, UL 94V0
- B. IDC: BRASS WITH 100 MICRO-INCH OF TIN
- C. SPRING WIRE: PHOSPHOR BRONZE ALLOW PLATED WITH 50 MICRO-INCH OF GOLD OVER 70~100 MICRO INCH OR NICKEL

2. TEMPERATURE RANGE:

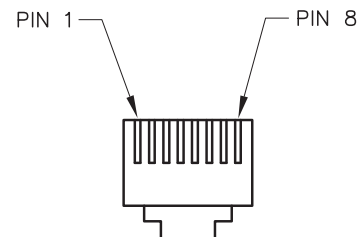
- A. STORAGE: -40° TO +70°C
- B. OPERATION: -10° TO +60°C
- C. NONCONDENSING: 93%

3. ELECTRICAL:

- A. ELECTRICAL INSULATION RESISTANCE: -500 MOHM MIN @ 100V DC
- B. DIELECTRIC WITHSTANDING VOLTAGE: -1000V RMS @ 60Hz FOR 1 MINUTE
- C. CONTACT RESISTANCE: 2.5 MOHMS MAX

4. MECHANICAL:

- A. RETENTION: 50N (11 LBF) FOR 60S ± 5S
- B. INSERTION/EXTRACTION LIFE: 750 CYCLES MINIMUM
- C. IDC WIRE GAUGE: 22~24 AWG



PIN	WIRE COLOR
1	BLUE
2	ORANGE
3	BLACK
4	RED
5	GREEN
6	YELLOW
7	BROWN
8	WHITE

66 WIRING BLOCK, 12-JACKS, 8P8C			
ITEM NO.	IC06628P8C	REV.	B
DWG NO.	PS06628P8C	PAGE NO.	2



CUSTOMER CARE / TECHNICAL SUPPORT * CSR@ICC.COM / 888-ASK-4-ICC (275-4422) * 14700 Alondra Blvd., La Mirada, CA 90638 * www.icc.com



PCO #005

Fulcrum Associates, Inc.
5 Tech Circle
Amherst, New Hampshire 03031
Phone: 603.673.3200
Fax: 603.673.1020

Project: 19-024 - Liberty Utilities - Renovation
130 Main Street
Salem, New Hampshire 03079

Prime Contract Potential Change Order #005: HVAC System

TO:	Liberty Utilities NH 130 Elm Street Manchester New Hampshire, 03101	FROM:	Fulcrum Associates, Inc. 5 Tech Circle Amherst New Hampshire, 03031
PCO NUMBER/REVISION:	005 / 0	CONTRACT:	1 - PO000015101
REQUEST RECEIVED FROM:	Douglas Dorn (Liberty Utilities)	CREATED BY:	Mario Paradiso (Fulcrum Associates, Inc.)
PAID IN FULL:	No	CREATED DATE:	9/13 /2019
REFERENCE:		PRIME CONTRACT CHANGE ORDER:	None
FIELD CHANGE:	Yes		
LOCATION:		ACCOUNTING METHOD:	Amount Based
SCHEDULE IMPACT:	2 days	TOTAL AMOUNT:	\$15,750.00

POTENTIAL CHANGE ORDER TITLE: HVAC System

CHANGE REASON: Owner Request

POTENTIAL CHANGE ORDER DESCRIPTION: *(The Contract Is Changed As Follows)*

The original project budget carried an allowance of \$6,000 for reworking existing ductwork and balancing the system. J Lawrence hall has provided pricing to furnish and install new exhaust for ADA bathroom and rework existing ductwork.

Liberty Utilities has requested two split units and condensers for new conference room and server room 105. Gate City Electric will provide power to all new equipment as required.

ATTACHMENTS:

#	Cost Code	Description	Type	Amount
1	15-15500 - HVAC	F&I Split Unit w/condenser for Server Room	SUBCONTRACTOR	\$ 15,420.00
2	15-15500 - HVAC	F&I Split Unit w/condenser for Conference Room	SUBCONTRACTOR	\$ 4,830.00
3	16-16001 - Basic Electrical Systems	Split AC System Wiring	SUBCONTRACTOR	\$ 1,500.00
4	15-15500 - HVAC	Original Budget Allowance Carried	SUBCONTRACTOR	(\$6,000.00)
Subtotal:				\$15,750.00
Grand Total:				\$15,750.00

Liberty Utilities NH
130 Elm Street
Manchester New Hampshire 03101

Fulcrum Associates, Inc.
5 Tech Circle
Amherst New Hampshire 03031

SIGNATURE

DATE

SIGNATURE

DATE

Mario Paradiso

From: Douglas Dorn <Douglas.Dorn@libertyutilities.com>
Sent: Wednesday, September 4, 2019 8:41 AM
To: Mario Paradiso
Cc: Kirk Oby; Shawn Raleigh
Subject: Re: LU Salem,

Correct and the option 3 I believe for an additional \$300

Sent from my iPhone

Douglas Dorn | Liberty Utilities (New Hampshire) | Senior Manager, Facilities and Security
P: 603-216-3595 | C: 603-425-8883 | E: Douglas.Dorn@libertyutilities.com
15 Buttrick Road, Londonderry, NH 03053

On Sep 4, 2019, at 8:13 AM, Mario Paradiso <mparadiso@fulcrum-nh.com> wrote:

Doug,

I just gave J Lawrence the go ahead to schedule all their work. Paul has indicated that you wanted to include option 1 for adding the hyper heat pump in the conference room for \$4,530.00.

Please confirm if that is correct. Overall HVAC scope of work would be \$19,950.00.

Regards,

Mario A. Paradiso
Project Manager

<image001.png>

Direct (603) 732-1108
Cell (978) 604-4252
mparadiso@fulcrum-nh.com fulcrumnh.com

<image002.png> <image003.png>

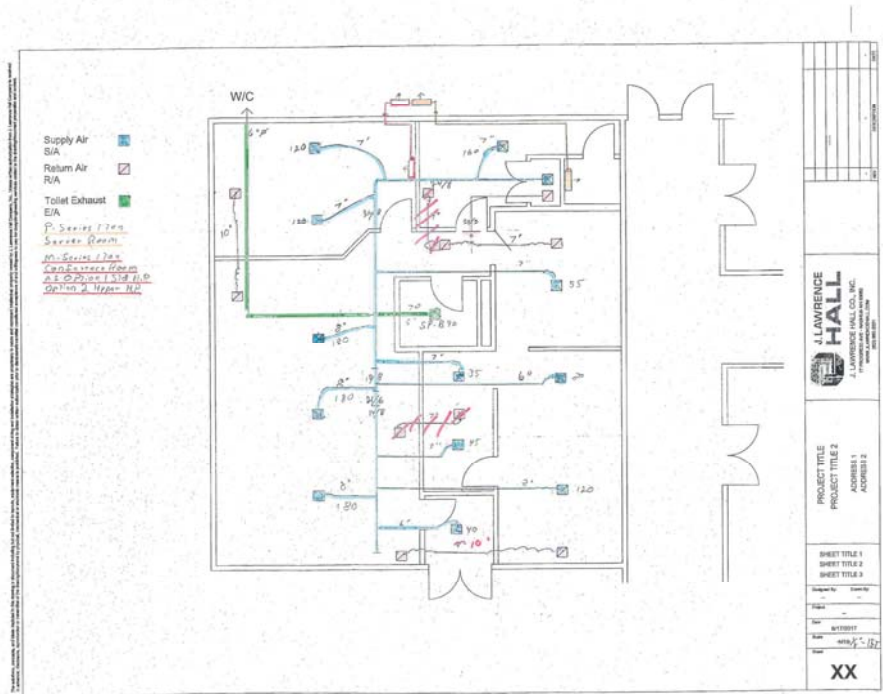
From: Paul Bewersdorf <PBewersdorf@jlawrencehall.com>
Sent: Tuesday, September 3, 2019 1:41 PM
To: Mario Paradiso <mparadiso@fulcrum-nh.com>
Cc: Kirk Oby <koby@fulcrum-nh.com>
Subject: RE: LU Salem,

Hi Mario,

Please see the attached reduced quote eliminating two of the rooms return transfers and silencers as well as the revised duct layout.

The breakout is as follows:

Equipment and material is	\$6,620.00
Labor & miscellaneous is	\$8,800.00





J. Lawrence Hall Co., Inc.
17 Progress Avenue
Nashua, NH 03062

p 603-882-2021
f 603-882-1287
w www.jlawrencehall.com

September 3, 2019

Fulcrum Associates
5 Tech Circle
Amherst, NH 03031

Attn: Mario Paradiso

Subject: Liberty Utilities Salem
Re: HVAC Tenant Buildout Reduced

As per requested, we have eliminated two return air transfer grilles and silencers, one each in Room 102 and Room 113. See attached revised Rev 1 drawing. Remainder of project quote remains as follows:

We propose to furnish equipment, labor and material to provide an HVAC tenant buildout for Liberty Utilities at their new location at 130 Main Street in Salem, NH. As requested, we will reuse the existing Lennox 3 ton Air Handling Unit (AHU) with a 3 ton TXV and existing hydronic coil for heating. It is mismatched with a Carrier 3.5 ton cool only condensing unit changed out in 2005 however the capacity is limited to the AHU at 3 tons. A heat load calculation was performed and found the load to be 4 tons however as requested, base price will be with the existing Cubic Feet per Minute proportionally spread out amongst the various rooms as on your Drawing r2A1-1 dated 8/6/19. There is no guaranty that this capacity will adequately condition the occupied space.

The AHU's existing main return duct and grille draws only from the main open area and other sections have closable doors isolating return air from the main open area. Solution is to add return air transfer grilles and duct silencers to maintain privacy within the closed off rooms.

Reuse existing main supply and return ducts, flex as applicable and existing diffusers. The existing supply and return ducts are borderline for the 3 ton capacity but will be reused as requested. Relocate those existing supply diffusers as indicated on attached drawing. Locations are for diagrammatic use only, actual locations to be determined in the field at time of installation.

The toilet will require a new ceiling mounted exhaust fan by Greenheck, Model SP-B90 providing 70 CFM airflow operated on an intermittent manner powered by the light switch and a 5 speed switch to adjust airflow. We will provide and mount the fan and run 6" diameter duct to a 6" diameter Wall Cap (WC-6) through penetration of rear wall. Please see attached submittals.

The new Server Room will have a new 1 ton Mitsubishi cooling only commercial P Series ductless split system with low ambient capability as requested. A high sidewall AHU with mini condensate pump for condensate will be mounted in the Server Room, location to be determined. Your Super, Kirk Oby showed me an existing dead Sanyo condenser to be removed and properly disposed including line set to inside new conference room. That Sanyo location will be for the Server Room condenser with new insulated refrigerant line set to a Quick Sling stand to keep condenser out of the snow. Refrigerant and drain line to be encased in existing white exterior vertical Line Duct.

Fulcrum Associates

Subject: Liberty Utilities Salem
Re: HVAC Tenant Buildout Reduced

9/3/19

The existing HVAC split system will need maintenance and an operational check to verify it will work. Repairs if required are not included. Reuse existing programmable thermostat.

Once duct system is complete, re-start existing split system and perform a comfort air read to distribute CFM on a per square footage basis as described. Toilet exhaust fan started and adjusted for proper CFM. Server Room split system to be leak check, evacuated, started and adjusted.

You may want to consider having your electrician provide and install a Cabinet Unit Heater in the main vestibule entrance. Power wiring is not included.

The scope of work is detailed as follows and includes:

- **Demolition**

- Remove and properly dispose existing dead Sanyo condenser and refrigerant lines.
- Remove and dispose existing damaged flex duct as required.

- **Installation**

- Provide and install limited round insulated pipe and flex duct changes to relocate existing supply diffusers. Existing main supply and return duct to remain and be reused.
- Provide and install new return air transfer grilles, flex and duct silencers to maintain privacy from isolated rooms to main open area.
- Provide and install 1 ton Mitsubishi cooling only commercial P Series ductless split system with low ambient capability. Temperature control by hand held remote. See attached submittal.
- Provide and install insulated refrigerant line set for Mitsubishi in existing Line Duct.
- Provide and install mini condensate pump under Server Room AHU and drain line to outside.
- Provide and install new Greenheck SP-B90 toilet exhaust fan with 5 speed switch and 6" wall cap to outdoors on rear of the building. New 6" diameter duct from toilet to wall cap.

- **Also included**

- Existing 3 ton split system will have maintenance performed and check operation.
- Reuse existing programmable thermostat.
- Start all existing and new equipment.
- Perform a comfort air read to distribute CFM on a per square footage basis.

- **Exclusions / clarifications**

- Power wiring is not included.
- Duct cleaning of existing main supply and return ducts is not included.
- Any repairs to existing split system if required are not included.
- No guaranty existing split system capacity to handle load as undersized.
- Work to be done on straight time, overtime is not included.
- Please allow free and clear access for our work as required.

The price for the work as described above is: Fifteen Thousand, Four Hundred Twenty and 00/100 dollars (\$15,420.00).

Option 1 – Provide and install standard Mitsubishi 1 ton Heat Pump for Conference Room as stand-alone zone and redistribute those CFM proportionally to other occupied areas. See attached submittal.

The price adder to affect Option 1 is: Four Thousand Five Hundred Thirty and 00/100 dollars (\$4,530.00).



An original copy of this proposal must be signed by the customer or customer's agent and returned to J. Lawrence Hall Co., Inc. before material can be ordered or work scheduled.
A digitally signed copy of the proposal in PDF format returned electronically is acceptable.

Fulcrum Associates

Subject: Liberty Utilities Salem
Re: HVAC Tenant Buildout Reduced

9/3/19

Option 2 – Provide and install a high efficiency Hyper Heat Pump for Conference Room instead of standard efficiency. See attached submittal. Price adder is for additional cost of Hyper Heat Pump, installation costs are in Option #1.

The price adder to affect Option 1 is: Three Hundred and 00/100 dollars (\$300.00).

Payments:

35% is due and payable upon placement of order and acceptance of this proposal. 35% of the total amount will be due and payable upon delivery of equipment to the job site. An invoice for the remaining balance will be submitted upon completion of the work. In the event that circumstances beyond our control delay completion of the work, invoices for progress payments will be submitted on regular intervals reflecting materials delivered and work completed. Payment for these subsequent billings will be due, net, in 30 days from the invoice date. A finance charge of 2% per month will be applied to overdue balances and compounded monthly. Payments by credit card are subject to a 3% transaction fee.

Warranty & Quality:

All material is guaranteed as specified and covered by the standard warranty provided by the respective manufacturer(s). All work to be completed in a workman like manner according to standard practices.

Changes:

Any alteration or deviation from the specification or scope of work as described above will be executed only upon receipt of a written Change Order and become chargeable as EXTRA.

Contingency:

Deliveries and scheduling of work outlined in this proposal is contingent upon labor actions, accidents or "acts of god" beyond our control.

The cost of components containing copper and other metals are subject to sudden and often significant change without notice. We reserve the right to adjust the proposed contract amount to cover these sudden price increases. Sudden and/or significant price increases on components containing copper and/or other price-volatile metals incurred throughout the course of the proposed project will be paid by the customer in the form of a Change Order based on the actual change in cost plus 10%.

Unless otherwise detailed elsewhere, the pricing outlined in this proposal is valid for 30 days.

Insurance:

Materials delivered / stored at the job site, including those installed or partially installed are to be covered by the owner's (customer's) insurance against loss or external damage. Owner is to carry fire, flood, tornado and other applicable insurance to protect against loss. Our workers are fully covered by Workman's Compensation Insurance. J. Lawrence Hall Co., Inc. carries liability insurance with standard limits and coverage. A binder is available upon request.

We reserve the right to withdraw this proposal if not accepted within 30 days.

For J. Lawrence Hall Company, Inc.



Paul Bewersdorf
Sales Engineer

Acceptance:

I accept the terms and conditions outlined in this proposal and hereby authorize you to begin work as described.

Base amount: **\$15,420.00**



An original copy of this proposal must be signed by the customer or customer's agent and returned to J. Lawrence Hall Co., Inc. before material can be ordered or work scheduled.
A digitally signed copy of the proposal in PDF format returned electronically is acceptable.



31 Will Street – PO BOX 3554 – NASHUA, N.H. 03060
PH (603)886-0200 / FAX 886-0025 / EMAIL – www.gatecityelectric.com

CHANGE ORDER #3

DATE: 9/6/18

PROJECT: Liberty Utilities Tenant fit-up
130 Main Street – Salem, NH

SUBMIT TO: FULCRUM ASSOCIATES – Mario Paradiso
mparadiso@fulcrum-nh.com

wire two split AC systems, one for the server room and one for the conference room

1. Server room Split System, re-use feed to condensing unit and replace single-pole circuit breaker with 2pole 20amp. Extend wiring from new condenser to new wall cassette in server room

Add Amount \$600.00

2. Conference Room split AC system, furnish new feed and disconnect at new condensing unit. Extend wiring from condensing unit to new wall cassette unit

Add Amount \$900.00

TOTAL ADD AMOUNT \$1,500.00

GUY LAVOIE / PROJECT MANAGER



PCO #006

Fulcrum Associates, Inc.
5 Tech Circle
Amherst, New Hampshire 03031
Phone: 603.673.3200
Fax: 603.673.1020

Project: 19-024 - Liberty Utilities - Renovation
130 Main Street
Salem, New Hampshire 03079

Prime Contract Potential Change Order #006: Exterior Door Installation

TO:	Liberty Utilities NH 130 Elm Street Manchester New Hampshire, 03101	FROM:	Fulcrum Associates, Inc. 5 Tech Circle Amherst New Hampshire, 03031
PCO NUMBER/REVISION:	006 / 0	CONTRACT:	1 - PO000015101
REQUEST RECEIVED FROM:	Douglas Dorn (Liberty Utilities)	CREATED BY:	Mario Paradiso (Fulcrum Associates, Inc.)
PAID IN FULL:	No	CREATED DATE:	9/13 /2019
REFERENCE:		PRIME CONTRACT CHANGE ORDER:	None
FIELD CHANGE:	Yes		
LOCATION:		ACCOUNTING METHOD:	Amount Based
SCHEDULE IMPACT:	0 days	TOTAL AMOUNT:	\$260.00

POTENTIAL CHANGE ORDER TITLE: Exterior Door Installation

CHANGE REASON: Owner Request

POTENTIAL CHANGE ORDER DESCRIPTION: *(The Contract Is Changed As Follows)*

Per Liberty Utilities request on September 4th, provide labor to install owner supplied door, frame and hardware located at the exterior entrance.

ATTACHMENTS:

#	Cost Code	Description	Type	Amount
1	08-08100 - Doors & Hardware	New Exterior Door & Hardware	SUBCONTRACTOR	\$ 260.00
Subtotal:				\$260.00
Grand Total:				\$260.00

Liberty Utilities NH
130 Elm Street
Manchester New Hampshire 03101

Fulcrum Associates, Inc.
5 Tech Circle
Amherst New Hampshire 03031

SIGNATURE

DATE

SIGNATURE

DATE

Mario Paradiso

From: Shawn Raleigh <Shawn.Raleigh@libertyutilities.com>
Sent: Wednesday, September 4, 2019 2:21 PM
To: Mario Paradiso
Subject: Re: Salem Reno: Door Replacement

Mario I have everything we need for the back door. **Just need your guy to install.**

Shawn Raleigh | Liberty Utilities (New Hampshire) | Maintenance Technician

P: | C: 603-505-6963 | E: Shawn.Raleigh@libertyutilities.com

On Sep 4, 2019, at 10:05 AM, Mario Paradiso <mparadiso@fulcrum-nh.com> wrote:

Thank you Bill.

Mario A. Paradiso
Project Manager

<image001.png>

Direct (603) 732-1108

Cell (978) 604-4252

mparadiso@fulcrum-nh.com fulcrumnh.com

<image002.png> **<image003.png>**

From: Bill Payanis <bpayanis@kelleybros.com>
Sent: Wednesday, September 4, 2019 10:03 AM
To: Shawn Raleigh <Shawn.Raleigh@libertyutilities.com>; Mario Paradiso <mparadiso@fulcrum-nh.com>
Cc: Mike Devita <michael.devita.jr@securadyne.com>; Kirk Oby <koby@fulcrum-nh.com>
Subject: RE: Salem Reno: Door Replacement

The door and frame have standard 4 ½" hinge perps, The 2 hinges I supply will be 4 ½" x 4 ½" NRP x Stainless Steel, will get door quoted with 4 x 25 x wire glass, will quote 161 prep for now.

Bill Payanis
Kelley Bros of New England
17 Hampshire Dr Unit 20
Hudson NH 03051
(603) 881-5559 Ext 1157 Office
(603) 881-5581 Fax
(603) 817-1192 Cell

From: Shawn Raleigh <Shawn.Raleigh@libertyutilities.com>
Sent: Wednesday, September 4, 2019 9:57 AM
To: Mario Paradiso <mparadiso@fulcrum-nh.com>
Cc: Bill Payanis <bpayanis@kelleybros.com>; Mike Devita <michael.devita.jr@securadyne.com>; Kirk Oby <koby@fulcrum-nh.com>
Subject: Re: Salem Reno: Door Replacement

Mario dependable lock will be supplying the electrified lever for the door. I'm pretty sure it's a 161 prep but I'm waiting for confirmation. I will need 4 inch SS security hinges. 4x25 is fine for the NL. Wired glass.

Shawn Raleigh | Liberty Utilities (New Hampshire) | Maintenance Technician
P: | C: 603-505-6963 | E: Shawn.Raleigh@libertyutilities.com
15 Buttrick Road, Londonderry, NH 03053

On Sep 4, 2019, at 9:18 AM, Mario Paradiso <mparadiso@fulcrum-nh.com> wrote:

Bill,

Same swing as existing door and we need wire glass vision kit.

Mike,

Please provide your hardware cu sheets for the exterior door that we're replacing at 130 Main Street, Salem NH.

Thank you,

Mario A. Paradiso
Project Manager

<image001.png>

Direct (603) 732-1108
Cell (978) 604-4252
mparadiso@fulcrum-nh.com fulcrumnh.com

<image002.png> **<image003.png>**

From: Bill Payanis <bpayanis@kelleybros.com>
Sent: Wednesday, September 4, 2019 9:13 AM
To: Mario Paradiso <mparadiso@fulcrum-nh.com>
Cc: Kirk Oby <koby@fulcrum-nh.com>; Shawn Raleigh <Shawn.Raleigh@libertyutilities.com>
Subject: RE: Salem Reno: Door Replacement

Mario

I talked to Kirk, I will quote a 7 ¾" KD frame – 6 ¾" throat he can make that work, I need to know manufacturer and series of lock (cylindrical or mortise prep) and hinge to prep the door for, the NL will be what ever is in stock, 4 x 25, 4 x 30 or 6 x 30 visible, and whatever size is best suited to drill for raceway for wires from hinge to lock. Existing door is a LHR (RH outswing) are they changing the swing?

Thanks
Bill

Bill Payanis
Kelley Bros of New England
17 Hampshire Dr Unit 20

Hudson NH 03051
(603) 881-5559 Ext 1157 Office
(603) 881-5581 Fax
(603) 817-1192 Cell

From: Mario Paradiso <mparadiso@fulcrum-nh.com>
Sent: Wednesday, September 4, 2019 8:22 AM
To: Bill Payanis <bpayanis@kelleybros.com>
Cc: Kirk Oby <koby@fulcrum-nh.com>; Shawn Raleigh
<Shawn.Raleigh@libertyutilities.com>
Subject: Salem Reno: Door Replacement
Importance: High

Bill,

Liberty Utilities has requested that the existing door 103 in the breakroom be replaced.
Please provide pricing from your whole saler on the following:

1. Knock door metal frame prepped for electric latch and hinge provided by others.
2. Metal door RHR for a 6.5" door jamb
3. Exterior threshold
4. Door size is 3'-0" x 6'-8"
5. Narrow lite 3x27 with wire
6. Door Closer

Let us know if you need additional information.

Thank you,

Mario A. Paradiso
Project Manager

<image001.png>

Direct (603) 732-1108
Cell (978) 604-4252
mparadiso@fulcrum-nh.com fulcrumnh.com

<image002.png> <image003.png>

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Kelley Bros of New England, LLC
17 Hampshire Dr
Unit 20
Hudson, NH 03051
Phone: 603-881-5559
Fax: 603-881-5581

CHANGE PROPOSAL

Change Proposal # CO2

Contractor Ref #
Date: 9/6/2019
Kelley Job # 1519143BP
Contractor Job # CONTRACT

Project: 1519143BP Liberty Utilities

FULCRUM ASSOCIATES, INC
5 TECH CIRCLE
AMHERST, NH 03031

Ship To: Fulcrum Associates
Kirk Oby
C/O Liberty Utilities
130 Main St.
Kirk Oby
Salem, NH 03079
Tel:
Cell: (603)769-9257
Attn:

Kelley Bros Will Not Proceed With The Ordering of ANY
Material Until We Have A Signed Approval

<u>Qty</u>	<u>Manuf</u>	<u>Mfr Part# / Description</u>	<u>Unit Price</u>	<u>Extended</u>
1		Install Frame, Door & Hardware Supplied by Others	\$260.00	\$260.00

Tag 103
Num:

Standard exclusion and clarifications from our base bid apply to this proposal.
All work will be done under the same terms and conditions as the base contract

Customer PO#: *CONTRACT*

Customer Acceptance: _____ Date: _____

Printed Name: _____

SubTotal:	\$ 260.00
Freight:	-\$.00
Tax:	\$ 0.00
Project Total:	\$ 260.00

NET 30 subject to credit approval.

Orders may be subject to \$25.00 minimum.

Freight is PrePay and Add unless otherwise specified in writing.

Returns must be requested through issuing office and are subject to restocking fees.

Due to recent US Supreme Court ruling, we may have to charge sales tax if required by law unless the project is specifically tax exempt.



PCO #007

Fulcrum Associates, Inc.
5 Tech Circle
Amherst, New Hampshire 03031
Phone: 603.673.3200
Fax: 603.673.1020

Project: 19-024 - Liberty Utilities - Renovation
130 Main Street
Salem, New Hampshire 03079

Prime Contract Potential Change Order #007: Bullet Proof Assembly

TO:	Liberty Utilities NH 130 Elm Street Manchester New Hampshire, 03101	FROM:	Fulcrum Associates, Inc. 5 Tech Circle Amherst New Hampshire, 03031
PCO NUMBER/REVISION:	007 / 0	CONTRACT:	1 - PO000015101
REQUEST RECEIVED FROM:		CREATED BY:	Mario Paradiso (Fulcrum Associates, Inc.)
PAID IN FULL:	No	CREATED DATE:	9/13 /2019
REFERENCE:		PRIME CONTRACT CHANGE ORDER:	None
FIELD CHANGE:	No		
LOCATION:		ACCOUNTING METHOD:	Amount Based
SCHEDULE IMPACT:	0 days	TOTAL AMOUNT:	\$2,715.00

POTENTIAL CHANGE ORDER TITLE: Bullet Proof Assembly

CHANGE REASON: Budget Adjustment

POTENTIAL CHANGE ORDER DESCRIPTION: *(The Contract Is Changed As Follows)*

The original project budget carried an allowance for CSR station 113 bullet proof assembly of \$11,250. Marvell Glass provided pricing from CRL Lawrence which included shop drawings, stainless steel channels, standoffs, tier 3 acrylic with pre-drill holes and stainless steel tray. Pricing was higher than allowance shown in the budget under division 08400 Glazing. Material has a lead time of 10-12 weeks upon receiving approved shop drawings.

ATTACHMENTS:

#	Cost Code	Description	Type	Amount
1	08-08500 - Windows	Original Allowance Carried	SUBCONTRACTOR	(\$11,250.00)
2	08-08500 - Windows	CRL Lawrence Quote	SUBCONTRACTOR	\$ 13,965.00
Subtotal:				\$2,715.00
Grand Total:				\$2,715.00

Liberty Utilities NH
130 Elm Street
Manchester New Hampshire 03101

Fulcrum Associates, Inc.
5 Tech Circle
Amherst New Hampshire 03031

SIGNATURE

DATE

SIGNATURE

DATE

DIVISION 2 - DEMOLITION

02050 Demolition				LABOR	MAT	EQUIP	SUB	TOTAL
	Selective demo	128.00	MH	65.00			8,320	8,320
	Dumpsters	2.00	EA	650.00			1,300	1,300
02050 Phase Total				0	0	0	9,620	9,620
TOTAL DIVISION 2.000				0	0	0	9,620	9,620

DIVISION 6 - CARPENTRY

06100 Rough Carpentry				LABOR	MAT	EQUIP	SUB	TOTAL
	General Carpentry	1.00	LS	2,000.00	2,000			2,000
	General carpentry material	40.00	MH	65.00	2,600			2,600
06100 Phase Total				3,445	2,420	0	0	5,865
TOTAL DIVISION 6.000				3,445	2,420	0	0	5,865

DIVISION 7 - THERMAL & MOISTURE PROTECTION

07200 Insulation				LABOR	MAT	EQUIP	SUB	TOTAL
	Acoustic							
	Between floors FG 3.5" (10% Waste)	1,760.00	SF	0.65			1,144	1,144
	Walls FG batt 3.5" (10% Waste)	1,100.00	SF	0.75			825	825
07200 Phase Total				0	0	0	1,969	1,969
TOTAL DIVISION 7.000				0	0	0	1,969	1,969

DIVISION 8 - DOORS & WINDOWS

08100 Doors & Hardware				LABOR	MAT	EQUIP	SUB	TOTAL
	Door Material							
	Interior HMF/WD	4.00	EA	650.00	2,600			2,600
	Interior Door 115 (Stile & Rail)	1.00	LS	1,400.00	1,400			1,400
	Relocate Existing BP Door & Frame	16.00	MH	97.50	1,560			1,560
	Hardware allowance per door	5.00	EA	175.00	875			875
	Installation							
	Unit cost per door	5.00	EA	300.00			1,500	1,500
08100 Phase Total				0	6,435	0	1,500	7,935

08400 Entrances & Storefronts				LABOR	MAT	EQUIP	SUB	TOTAL
	Remove & Relocate Storefront	16.00	MH	65.00			1,040	1,040
08400 Phase Total				0	0	0	1,040	1,040

08500 Glazing				LABOR	MAT	EQUIP	SUB	TOTAL
	Remove, transport & install Bullet Gl.	48.00	MH	65.00			3,120	3,120
	Protective Film	1.00	ALLW	1,250.00	1,250			1,250
	Tier 3 Bullet Proof Polycarbonate	1.00	ALLW	10,000.00			10,000	10,000
08500 Phase Total				0	1,250	0	13,120	14,370
TOTAL DIVISION 8.000				0	7,685	0	15,660	23,345

PROPOSAL
MARVELL
GLASS
141 Daniel Webster Highway
Merrimack, NH 03054
Phone: 603-889-0212 Fax: 603-889-8380
www.marvellglass.com

Proposal Submitted To:
Fulcrum Associates
5 Tech Circle
Amherst, NH 03031

Date: 7/23/19
Phone: 673-3200 E-Mail: mparadiso@fulcrum-nh.com
Job name: Liberty Utilities
Location: Salem, NH

Budget Pricing - Attn. Mario P.

We hereby submit specifications and estimates for:

The installation of interior level III bullet resistant plastic barrier system at Liberty Utilities, 130 Main St, Salem, NH.

Qualifications:

- #1) CR Laurence - Level III plastic barrier system to fill one finished opening at 72" x 60" for one (1) teller station in a satin anodized finish with snap trip at walls, top and bottom (see attached elevation):
 - A) 1 1/4" bullet resistant, level III polycarbonate and one (1) 16" W x 12" D x 2" H - level III deal tray.
- #2) Removal and re-installation of one (1) existing two (2) work station assembly into finished opening prepared by others using all of the existing materials and hardware - added hardware or replacement parts will be an added cost.
- #3) Glazing tape, silicone and neoprene setting blocks as required.
- #4) Materials, labor and equipment for installation included.
- #5) Lead time for qualified material listed above is approx. 7-8+ weeks after receipt of signed proposal, approved submittals and field verification of opening size or receipt of opening size being held.

Exclusions: Off-hours labor, preparation of openings, wood blocking, exact match of new assembly to existing (may be from different vendors), materials or scope not qualified above, door glass, tinted/glass-clad polycarbonate/insulated/filmed/fire rated glass and final cleaning.

*Pricing is based on information provided and materials listed above; subject to review. No specifications or elevations available prior to submitting pricing.

Alternates:

- #1) Eliminate the removal and re-installation of the existing qualified above.
 - Removed from our scope [REDACTED] from the base price listed below.
- #2) Add off hours labor to the removal and re-installation portion of the project if required.
 - Added to our scope - Add +\$1,680.00 to the base price listed below.

We propose to hereby furnish material and labor - complete in accordance with above specifications, for the sum of: **Seventeen Thousand, Eight Hundred, Fifteen Dollars and 00/100 cents** [REDACTED]

Payment to be made as follows: *Net 30 Days.*

Interest will be charged at 1 1/2% per month on all past due invoices. All legal and collection fees incurred for the collection of this contract will be paid by the said individual/corporation to whom proposal is submitted and accepted.

We reserve the right to file mechanics, materialman's or like liens against individual/corporation/contractor/property owner/principals on real property for work, services, equipment and materials performed by us.

All material is guaranteed to be as specified. All work completed in a workmanlike manner according to standard practices. Any alteration or deviation from the above specification involving extra costs will be executed only upon written orders and will become an extra charge over and above the estimate. All agreements contingent upon strikes accidents or delays beyond our control. Owners to carry fire, tornado and other necessary insurance. Our workers are fully covered by Workers' Compensation Insurance.

Acceptance of Proposal The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Authorized
Signature

Adam K. Henderson

Note: This proposal may be withdrawn by us if not
accepted within **30** days.

Signature _____

Title _____

Date _____

Please sign and return one copy

***CRL Level 3 Laminated Polycarbonate Bullet Resistant
Barrier System***



Close

MARVELL GLASS
141 Daniel Webster Hwy
Merrimack, NH 03054



PCO #008

Fulcrum Associates, Inc.
5 Tech Circle
Amherst, New Hampshire 03031
Phone: 603.673.3200
Fax: 603.673.1020

Project: 19-024 - Liberty Utilities - Renovation
130 Main Street
Salem, New Hampshire 03079

Prime Contract Potential Change Order #008: Project Contingency

TO:	Liberty Utilities NH 130 Elm Street Manchester New Hampshire, 03101	FROM:	Fulcrum Associates, Inc. 5 Tech Circle Amherst New Hampshire, 03031
PCO NUMBER/REVISION:	008 / 0	CONTRACT:	1 - PO000015101
REQUEST RECEIVED FROM:		CREATED BY:	Mario Paradiso (Fulcrum Associates, Inc.)
PAID IN FULL:	No	CREATED DATE:	9/13 /2019
REFERENCE:		PRIME CONTRACT CHANGE ORDER:	None
FIELD CHANGE:	No		
LOCATION:		ACCOUNTING METHOD:	Amount Based
SCHEDULE IMPACT:		TOTAL AMOUNT:	(\$10,675.00)

POTENTIAL CHANGE ORDER TITLE: Project Contingency

CHANGE REASON: No Change Reason

POTENTIAL CHANGE ORDER DESCRIPTION: *(The Contract Is Changed As Follows)*
Original project contingency carried.

ATTACHMENTS:

#	Cost Code	Description	Type	Amount
1	20-20001 - Contingency	Project Contingency	SUBCONTRACTOR	(\$10,675.00)
Subtotal:				(\$10,675.00)
Grand Total:				(\$10,675.00)

Liberty Utilities NH
130 Elm Street
Manchester New Hampshire 03101

Fulcrum Associates, Inc.
5 Tech Circle
Amherst New Hampshire 03031

SIGNATURE

DATE

SIGNATURE

DATE

SUMMARY

CATEGORY	LABOR	MAT	EQUIP	SUB	TOTAL
1- General Conditions	37,290	10,141	1,440	800	49,671
2 - Sitework/Demolition	0	0	0	9,620	9,620
6 - Carpentry	3,445	2,420	0	0	5,865
7 - Thermal & Moisture	0	0	0	1,969	1,969
8 - Doors & Windows	0	7,685	0	15,660	23,345
9 - Finishes	5,200	0	0	56,472	61,672
10 - Specialties	520	435	0	1,500	2,455
12 - Furnishings	0	0	0	12,250	12,250
15.3 - Fire Protection	0	0	0	6,300	6,300
15.4 - Plumbing	0	0	0	3,350	3,350
15.5 - HVAC	0	0	0	6,000	6,000
16 - Electrical	0	0	0	31,000	31,000
20 - Contingency	2,323	1,034	72	7,246	10,675
TOTALS	48,778	21,715	1,512	152,167	224,172

PROJECT VARIABLES		PROJECT COST SUMMARY	
Square Footage	1,700	Total Direct Cost	\$224,172
CGL Insurance	0.90%	CGL Insurance	\$2,018
CM Fee	10.00%	CM Fee	\$22,417
Contingency	5.00%	Estimated Total Cost	\$248,607
		SF Cost	\$146.24

APPLICATION AND CERTIFICATE FOR PAYMENT

DOCUMENT SUMMARY SHEET

Page 1 of 3

TO OWNER/CLIENT:
Liberty Utilities NH
130 Elm Street
Manchester, New Hampshire 03101

PROJECT:
Liberty Utilities - Renovation
130 Main Street
Salem, New Hampshire 03079

APPLICATION NO: 1
INVOICE NO: 1
PERIOD: 08/01/19 - 08/31/19
PROJECT NO: 19-024
CONTRACT DATE:

FROM CONTRACTOR:
Fulcrum Associates, Inc.
5 Tech Circle
Amherst, New Hampshire 03031

VIA ARCHITECT/ENGINEER:

CONTRACT FOR: PO00001510

CONTRACTOR'S APPLICATION FOR PAYMENT

Application is made for payment, as shown below, in connection with the Contract. Continuation Sheet is attached.

1. Original Contract Sum	\$248,607.00
2. Net change by change orders	\$0.00
3. Contract Sum to date (Line 1 ± 2)	\$248,607.00
4. Total completed and stored to date (Column G on detail sheet)	\$135,412.74
5. Retainage:	
a. 0.00% of completed work	\$0.00
b. 0.00% of stored material	\$0.00
Total retainage (Line 5a + 5b or total in column I of detail sheet)	\$0.00
6. Total earned less retainage (Line 4 less Line 5 Total)	\$135,412.74
7. Less previous certificates for payment (Line 6 from prior certificate)	\$0.00
8. Current payment due:	\$135,412.74
9. Balance to finish, including retainage (Line 3 less Line 6)	\$113,194.26

CHANGE ORDER SUMMARY	ADDITIONS	DEDUCTIONS
Total changes approved in previous months by Owner/Client:	\$0.00	\$0.00
Total approved this month:	\$0.00	\$0.00
Totals:	\$0.00	\$0.00
Net change by change orders:	\$0.00	

The undersigned certifies that to the best of the Contractor's knowledge, information and belief, the Work covered by this Application for Payment has been completed in accordance with the Contract Documents, that all amounts have been paid by the Contractor for Work which previous Certificates for payment were issued and payments received from the Owner/Client, and that current payments shown herein is now due.

CONTRACTOR: Fulcrum Associates, Inc.

By: Mario Paradiso Date: 8/26/19
State of: NH
County of: Hillsborough
Subscribed and sworn to before me this 26 day of August, 2019
Notary Public: Douglas Dorn
My commission expires: June 19, 2024



ARCHITECT'S/ENGINEER'S CERTIFICATE FOR PAYMENT

In accordance with the Contract Documents, based on the on-site observations and the data comprising this application, the Architect/Engineer certifies to the Owner/Client that to the best of the Architect's/Engineer's knowledge, information and belief that Work is in accordance with the Contract Documents, and the Contractor is entitled to payment of the AMOUNT CERTIFIED.

AMOUNT CERTIFIED: \$135,412.74

(Attach explanation if amount certified differs from the amount applied for. Initial all figures on this Application and on the Continuation Sheet that are changed to confirm the amount certified.)

Digitally signed by DDorn
DN: cn=DDorn, o, ou,
email=douglas.dorn@libertyutilities.c
om, c=US Date: 2019.08.26 12:54:08 -0400

This certificate is not negotiable. The amount certified is not to be used as a basis for payment. Issuance, payment and acceptance of payment are without prejudice to the rights of the Owner/Client or Contractor under this Contract.

CONTINUATION SHEET

DOCUMENT DETAIL SHEET

Page 2 of 3

Document SUMMARY SHEET, APPLICATION AND CERTIFICATE FOR PAYMENT, containing
Contractor's signed Certification is attached.
Use Column I on Contracts where variable retainage for line items apply.

APPLICATION NUMBER: 1
APPLICATION DATE: 8/26/2019
PERIOD: 08/01/19 - 08/31/19

Contract Lines

ITEM NO.	COST CODE	DESCRIPTION OF WORK	SCHEDULED VALUE	WORK COMPLETED		MATERIALS PRESENTLY STORED (NOT IN D OR E)	TOTAL COMPLETED AND STORED TO DATE (D + E + F)	% (G / C)	BALANCE TO FINISH (C - G)	RETAINAGE
				FROM PREVIOUS APPLICATION (D + E)	THIS PERIOD					
1	01 - GENERAL CONDITIONS	General Conditions	\$49,671.00	\$0.00	\$28,313.00	\$0.00	\$28,313.00	57.00%	\$21,358.00	\$0.00
2	01 - GENERAL CONDITIONS	Commercial/General Liability Insurance	\$2,018.00	\$0.00	\$2,018.00	\$0.00	\$2,018.00	100.00%	\$0.00	\$0.00
3	02 - SITEWORK	Demolition	\$9,620.00	\$0.00	\$9,620.00	\$0.00	\$9,620.00	100.00%	\$0.00	\$0.00
4	06-06100 - Rough Carpentry	Rough Carpentry	\$5,865.00	\$0.00	\$3,000.00	\$0.00	\$3,000.00	51.15%	\$2,865.00	\$0.00
5	07 - THERMAL & MOISTURE	Insulation	\$1,969.00	\$0.00	\$1,969.00	\$0.00	\$1,969.00	100.00%	\$0.00	\$0.00
6	08 - DOORS AND WINDOWS	Doors & Hardware	\$7,935.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$7,935.00	\$0.00
7	08 - DOORS AND WINDOWS	Entrances & Storefronts	\$1,040.00	\$0.00	\$500.00	\$0.00	\$500.00	48.08%	\$540.00	\$0.00
8	08 - DOORS AND WINDOWS	Glazing	\$14,370.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$14,370.00	\$0.00
9	09 - FINISHES	Drywall	\$30,500.00	\$0.00	\$30,500.00	\$0.00	\$30,500.00	100.00%	\$0.00	\$0.00
10	09 - FINISHES	Acoustic Ceilings	\$8,200.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$8,200.00	\$0.00
11	09 - FINISHES	Flooring	\$15,422.00	\$0.00	\$0.00	\$8,321.05	\$8,321.05	53.96%	\$7,100.95	\$0.00
12	09 - FINISHES	Painting	\$7,550.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$7,550.00	\$0.00
13	10 - SPECIALTIES	Signage	\$1,500.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$1,500.00	\$0.00
14	10 - SPECIALTIES	Toilet Accessories	\$955.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$955.00	\$0.00
15	12 - FURNISHINGS	Casework & Cabinets	\$12,250.00	\$0.00	\$850.00	\$0.00	\$850.00	6.94%	\$11,400.00	\$0.00
16	15 - MECHANICAL	Sprinkler Systems	\$6,300.00	\$0.00	\$1,350.00	\$0.00	\$1,350.00	21.43%	\$4,950.00	\$0.00
17	15 - MECHANICAL	HVAC	\$6,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$6,000.00	\$0.00
18	15 - MECHANICAL	Plumbing Systems	\$3,350.00	\$0.00	\$3,350.00	\$0.00	\$3,350.00	100.00%	\$0.00	\$0.00
19	16 - ELECTRICAL	Basic Electrical Systems	\$13,500.00	\$0.00	\$11,200.00	\$0.00	\$11,200.00	82.96%	\$2,300.00	\$0.00
20	16 - ELECTRICAL	Lighting	\$8,900.00	\$0.00	\$0.00	\$6,500.00	\$6,500.00	73.03%	\$2,400.00	\$0.00
21	16 - ELECTRICAL	Communications-Data Wiring	\$7,500.00	\$0.00	\$5,000.00	\$0.00	\$5,000.00	66.67%	\$2,500.00	\$0.00
22	16 - ELECTRICAL	Life Safety - Fire Alarm	\$1,100.00	\$0.00	\$700.00	\$0.00	\$700.00	63.64%	\$400.00	\$0.00
23	17 - CM Fee	CM Fee	\$22,417.00	\$0.00	\$12,777.69	\$0.00	\$12,777.69	57.00%	\$9,639.31	\$0.00
24	20-20001 - Contingency	Contingency	\$10,675.00	\$0.00	\$9,444.00	\$0.00	\$9,444.00	88.47%	\$1,231.00	\$0.00
TOTALS:			\$248,607.00	\$0.00	\$120,591.69	\$14,821.05	\$135,412.74	54.47%	\$113,194.26	\$0.00

CONTINUATION SHEET			DOCUMENT DETAIL SHEET						Page 3 of 3	
Grand Totals										
A	B		C	D	E	F	G		H	I
ITEM NO.	DESCRIPTION OF WORK		SCHEDULED VALUE	WORK COMPLETED		MATERIALS PRESENTLY STORED (NOT IN D OR E)	TOTAL COMPLETED AND STORED TO DATE (D + E + F)	% (G / C)	BALANCE TO FINISH (C - G)	RETAINAGE
				FROM PREVIOUS APPLICATION (D + E)	THIS PERIOD					
GRAND TOTALS:			\$248,607.00	\$0.00	\$120,591.69	\$14,821.05	\$135,412.74	54.47%	\$113,194.26	\$0.00

APPLICATION AND CERTIFICATE FOR PAYMENT

DOCUMENT SUMMARY SHEET

Page 1 of 3

TO OWNER/CLIENT:

Liberty Utilities NH
130 Elm Street
Manchester, New Hampshire 03101

PROJECT:

Liberty Utilities - Renovation
130 Main Street
Salem, New Hampshire 03079

APPLICATION NO: 2

INVOICE NO: 2

PERIOD: 09/01/19 - 09/30/19

PROJECT NO: 19-024

CONTRACT DATE:

FROM CONTRACTOR:

Fulcrum Associates, Inc.
5 Tech Circle
Amherst, New Hampshire 03031

VIA ARCHITECT/ENGINEER:

CONTRACT FOR: PO000015101

CONTRACTOR'S APPLICATION FOR PAYMENT

Application is made for payment, as shown below, in connection with the Contract. Continuation Sheet is attached.

1. Original Contract Sum	\$248,607.00
2. Net change by change orders	\$18,797.68
3. Contract Sum to date (Line 1 ± 2)	\$267,404.68
4. Total completed and stored to date (Column G on detail sheet)	\$253,439.68
5. Retainage:	
a. 0.00% of completed work	\$0.00
b. 0.00% of stored material	\$0.00
Total retainage (Line 5a + 5b or total in column I of detail sheet)	\$0.00
6. Total earned less retainage (Line 4 less Line 5 Total)	\$253,439.68
7. Less previous certificates for payment (Line 6 from prior certificate)	\$135,412.74
8. Current payment due:	\$118,026.94
9. Balance to finish, including retainage (Line 3 less Line 6)	\$13,965.00

CHANGE ORDER SUMMARY	ADDITIONS	DEDUCTIONS
Total changes approved in previous months by Owner/Client:	\$0.00	\$0.00
Total approved this month:	\$46,722.68	\$(27,925.00)
Totals:	\$46,722.68	\$(27,925.00)
Net change by change orders:	\$18,797.68	

The undersigned certifies that to the best of the Contractor's knowledge, information and belief, the Work covered by this Application for Payment has been completed in accordance with the Contract Documents, that all amounts have been paid by the Contractor for Work which previous Certificates for payment were issued and payments received from the Owner/Client, and that current payments shown herein is now due.

CONTRACTOR: Fulcrum Associates, Inc.

By: Mario Panduro Date: 9/23/19

State of: NH
County of: Hillsborough
Subscribed and sworn to before
me this 23rd day of September, 2019
Notary Public: Brendan P. O'Leary
My commission expires: June 19, 2024



ARCHITECT'S/ENGINEER'S CERTIFICATE FOR PAYMENT

In accordance with the Contract Documents, based on the on-site observations and the data comprising this application, the Architect/Engineer certifies to the Owner/Client that to the best of the Architect's/Engineer's knowledge, information and belief that Work is in accordance with the Contract Documents, and the Contractor is entitled to payment of the AMOUNT CERTIFIED.

AMOUNT CERTIFIED: \$118,026.94
(Attach explanation if amount certified differs from the amount applied for. Initial all figures on this Application and on the Continuation Sheet that are changed to confirm the amount certified.)

ARCHITECT/ENGINEER:

By: _____ Date: _____
This certificate is not negotiable. The amount certified is payable only to the Contractor named herein. Issuance, payment and acceptance of payment are without prejudice to the rights of the Owner/Client or Contractor under this Contract.

CONTINUATION SHEET

DOCUMENT DETAIL SHEET

Page 2 of 3

Document SUMMARY SHEET, APPLICATION AND CERTIFICATE FOR PAYMENT, containing
Contractor's signed Certification is attached.
Use Column I on Contracts where variable retainage for line items apply.

APPLICATION NUMBER: 2
APPLICATION DATE: 9/23/2019
PERIOD: 09/01/19 - 09/30/19

Contract Lines

A ITEM NO.	B COST CODE	C DESCRIPTION OF WORK	D SCHEDULED VALUE	E WORK COMPLETED		F MATERIALS PRESENTLY STORED (NOT IN D OR E)	G TOTAL COMPLETED AND STORED TO DATE (D + E + F)	H % (G / C)	I BALANCE TO FINISH (C - G)	J RETAINAGE
				FROM PREVIOUS APPLICATION (D + E)	THIS PERIOD					
1	01 - GENERAL CONDITIONS	General Conditions	\$49,671.00	\$28,313.00	\$21,358.00	\$0.00	\$49,671.00	100.00%	\$0.00	\$0.00
2	01 - GENERAL CONDITIONS	Commercial/General Liability Insurance	\$2,018.00	\$2,018.00	\$0.00	\$0.00	\$2,018.00	100.00%	\$0.00	\$0.00
3	02 - SITEWORK	Demolition	\$9,620.00	\$9,620.00	\$0.00	\$0.00	\$9,620.00	100.00%	\$0.00	\$0.00
4	06-06100 - Rough Carpentry	Rough Carpentry	\$5,865.00	\$3,000.00	\$2,865.00	\$0.00	\$5,865.00	100.00%	\$0.00	\$0.00
5	07 - THERMAL & MOISTURE	Insulation	\$1,969.00	\$1,969.00	\$0.00	\$0.00	\$1,969.00	100.00%	\$0.00	\$0.00
6	08 - DOORS AND WINDOWS	Doors & Hardware	\$7,935.00	\$0.00	\$7,935.00	\$0.00	\$7,935.00	100.00%	\$0.00	\$0.00
7	08 - DOORS AND WINDOWS	Entrances & Storefronts	\$1,040.00	\$500.00	\$540.00	\$0.00	\$1,040.00	100.00%	\$0.00	\$0.00
8	08 - DOORS AND WINDOWS	Glazing	\$14,370.00	\$0.00	\$405.00	\$0.00	\$405.00	2.82%	\$13,965.00	\$0.00
9	09 - FINISHES	Drywall	\$30,500.00	\$30,500.00	\$0.00	\$0.00	\$30,500.00	100.00%	\$0.00	\$0.00
10	09 - FINISHES	Acoustic Ceilings	\$8,200.00	\$0.00	\$8,200.00	\$0.00	\$8,200.00	100.00%	\$0.00	\$0.00
11	09 - FINISHES	Flooring	\$15,422.00	\$0.00	\$7,100.95	\$8,321.05	\$15,422.00	100.00%	\$0.00	\$0.00
12	09 - FINISHES	Painting	\$7,550.00	\$0.00	\$7,550.00	\$0.00	\$7,550.00	100.00%	\$0.00	\$0.00
13	10 - SPECIALTIES	Signage	\$1,500.00	\$0.00	\$1,500.00	\$0.00	\$1,500.00	100.00%	\$0.00	\$0.00
14	10 - SPECIALTIES	Toilet Accessories	\$955.00	\$0.00	\$955.00	\$0.00	\$955.00	100.00%	\$0.00	\$0.00
15	12 - FURNISHINGS	Casework & Cabinets	\$12,250.00	\$850.00	\$11,400.00	\$0.00	\$12,250.00	100.00%	\$0.00	\$0.00
16	15 - MECHANICAL	Sprinkler Systems	\$6,300.00	\$1,350.00	\$4,950.00	\$0.00	\$6,300.00	100.00%	\$0.00	\$0.00
17	15 - MECHANICAL	HVAC	\$6,000.00	\$0.00	\$6,000.00	\$0.00	\$6,000.00	100.00%	\$0.00	\$0.00
18	15 - MECHANICAL	Plumbing Systems	\$3,350.00	\$3,350.00	\$0.00	\$0.00	\$3,350.00	100.00%	\$0.00	\$0.00
19	16 - ELECTRICAL	Basic Electrical Systems	\$13,500.00	\$11,200.00	\$2,300.00	\$0.00	\$13,500.00	100.00%	\$0.00	\$0.00
20	16 - ELECTRICAL	Lighting	\$8,900.00	\$0.00	\$2,400.00	\$6,500.00	\$8,900.00	100.00%	\$0.00	\$0.00
21	16 - ELECTRICAL	Communications-Data Wiring	\$7,500.00	\$5,000.00	\$2,500.00	\$0.00	\$7,500.00	100.00%	\$0.00	\$0.00
22	16 - ELECTRICAL	Life Safety - Fire Alarm	\$1,100.00	\$700.00	\$400.00	\$0.00	\$1,100.00	100.00%	\$0.00	\$0.00
23	17 - CM Fee	CM Fee	\$22,417.00	\$12,777.69	\$9,639.31	\$0.00	\$22,417.00	100.00%	\$0.00	\$0.00
24	20-20001 - Contingency	Contingency	\$10,675.00	\$9,444.00	\$1,231.00	\$0.00	\$10,675.00	100.00%	\$0.00	\$0.00
TOTALS:			\$248,607.00	\$120,591.69	\$99,229.26	\$14,821.05	\$234,642.00	94.38%	\$13,965.00	\$0.00

CONTINUATION SHEET

DOCUMENT DETAIL SHEET

Page 3 of 3

Change Orders

ITEM NO.	DESCRIPTION OF WORK	SCHEDULED VALUE	WORK COMPLETED		MATERIALS PRESENTLY STORED (NOT IN D OR E)	TOTAL COMPLETED AND STORED TO DATE (D + E + F)	% (G / C)	BALANCE TO FINISH (C - G)	RETAINAGE
			FROM PREVIOUS APPLICATION (D + E)	THIS PERIOD					
25	PCO#001								
25.1	PCO#001								
25.1.1	08-08100 New Door, Frame & Hardware	\$1,181.00	\$0.00	\$1,181.00	\$0.00	\$1,181.00	100.00%	\$0.00	\$0.00
25.1.2	09-09260 New Wall Assembly (Offset other work)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	100.00%	\$0.00	\$0.00
25.1.3	16-16001 New Power (No Charge)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	100.00%	\$0.00	\$0.00
25.1.4	09-09900 Painting (No Charge)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	100.00%	\$0.00	\$0.00
25.2	PCO#002								
25.2.1	02-02050 Sawcutting, Excavation & Concrete	\$1,750.00	\$0.00	\$1,750.00	\$0.00	\$1,750.00	100.00%	\$0.00	\$0.00
25.2.2	09-09600 Moisture Mitigation	\$1,448.68	\$0.00	\$1,448.68	\$0.00	\$1,448.68	100.00%	\$0.00	\$0.00
25.2.3	15-15400 Rough Plumbing & Fees	\$3,468.00	\$0.00	\$3,468.00	\$0.00	\$3,468.00	100.00%	\$0.00	\$0.00
25.3	PCO#003								
25.3.1	16-16001 Conference Room Floor Box	\$800.00	\$0.00	\$800.00	\$0.00	\$800.00	100.00%	\$0.00	\$0.00
25.3.2	02-02050 Sawcutting	\$700.00	\$0.00	\$700.00	\$0.00	\$700.00	100.00%	\$0.00	\$0.00
25.4	PCO#004								
25.4.1	16-16001 CAT5E Cabling & Terminations	\$1,400.00	\$0.00	\$1,400.00	\$0.00	\$1,400.00	100.00%	\$0.00	\$0.00
25.5	PCO#005								
25.5.1	15-15500 F&I Split Unit w/condenser for Server Room	\$15,420.00	\$0.00	\$15,420.00	\$0.00	\$15,420.00	100.00%	\$0.00	\$0.00
25.5.2	15-15500 F&I Split Unit w/condenser for Conference Room	\$4,830.00	\$0.00	\$4,830.00	\$0.00	\$4,830.00	100.00%	\$0.00	\$0.00
25.5.3	16-16001 Split AC System Wiring	\$1,500.00	\$0.00	\$1,500.00	\$0.00	\$1,500.00	100.00%	\$0.00	\$0.00
25.5.4	15-15500 Original Budget Allowance Carried	\$(6,000.00)	\$0.00	\$(6,000.00)	\$0.00	\$(6,000.00)	100.00%	\$0.00	\$0.00
25.6	PCO#006								
25.6.1	08-08100 New Exterior Door & Hardware	\$260.00	\$0.00	\$260.00	\$0.00	\$260.00	100.00%	\$0.00	\$0.00
25.7	PCO#007								
25.7.1	08-08500 Original Allowance Carried	\$(11,250.00)	\$0.00	\$(11,250.00)	\$0.00	\$(11,250.00)	100.00%	\$0.00	\$0.00
25.7.2	08-08500 CRL Lawrence Quote	\$13,965.00	\$0.00	\$13,965.00	\$0.00	\$13,965.00	100.00%	\$0.00	\$0.00
25.8	PCO#008								
25.8.1	20-20001 Project Contingency	\$(10,675.00)	\$0.00	\$(10,675.00)	\$0.00	\$(10,675.00)	100.00%	\$0.00	\$0.00
TOTALS:		\$18,797.68	\$0.00	\$18,797.68	\$0.00	\$18,797.68	100.00%	\$0.00	\$0.00

Grand Totals

A	B	C	D	E	F	G	H	I	
ITEM NO.	DESCRIPTION OF WORK	SCHEDULED VALUE	WORK COMPLETED		MATERIALS PRESENTLY STORED (NOT IN D OR E)	TOTAL COMPLETED AND STORED TO DATE (D + E + F)	% (G / C)	BALANCE TO FINISH (C - G)	RETAINAGE
			FROM PREVIOUS APPLICATION (D + E)	THIS PERIOD					
GRAND TOTALS:		\$267,404.68	\$120,591.69	\$118,026.94	\$14,821.05	\$253,439.68	94.78%	\$13,965.00	\$0.00

APPLICATION AND CERTIFICATE FOR PAYMENT

DOCUMENT SUMMARY SHEET

Page 1 of 3

TO OWNER/CLIENT:

Liberty Utilities NH
130 Elm Street
Manchester, New Hampshire 03101

PROJECT:

Liberty Utilities - Renovation
130 Main Street
Salem, New Hampshire 03079

APPLICATION NO: 3

INVOICE NO: 3

PERIOD: 12/01/19 - 12/31/19

PROJECT NO: 19-024

CONTRACT DATE:

FROM CONTRACTOR:

Fulcrum Associates, Inc.
5 Tech Circle
Amherst, New Hampshire 03031

VIA ARCHITECT/ENGINEER:

CONTRACT FOR: PO000015101

CONTRACTOR'S APPLICATION FOR PAYMENT

Application is made for payment, as shown below, in connection with the Contract. Continuation Sheet is attached.

1. Original Contract Sum	\$248,607.00
2. Net change by change orders	\$18,797.68
3. Contract Sum to date (Line 1 ± 2)	\$267,404.68
4. Total completed and stored to date (Column G on detail sheet)	\$267,404.68
5. Retainage:	
a. 0.00% of completed work	\$0.00
b. 0.00% of stored material	\$0.00
Total retainage (Line 5a + 5b or total in column I of detail sheet)	\$0.00
6. Total earned less retainage (Line 4 less Line 5 Total)	\$267,404.68
7. Less previous certificates for payment (Line 6 from prior certificate)	\$253,439.68
8. Current payment due:	\$13,965.00
9. Balance to finish, including retainage (Line 3 less Line 6)	\$0.00

CHANGE ORDER SUMMARY	ADDITIONS	DEDUCTIONS
Total changes approved in previous months by Owner/Client:	\$46,722.68	\$(27,925.00)
Total approved this month:	\$0.00	\$0.00
Totals:	\$46,722.68	\$(27,925.00)
Net change by change orders:	\$18,797.68	

The undersigned certifies that to the best of the Contractor's knowledge, information and belief, the Work covered by this Application for Payment has been completed in accordance with the Contract Documents, that all amounts have been paid by the Contractor for Work which previous Certificates for payment were issued and payments received from the Owner/Client, and that current payments shown herein is now due.

CONTRACTOR: Fulcrum Associates, Inc.

By:

Mauro Paredes

Date:

12/10/19

State of:

NH Hillsborough

Subscribed and sworn to before

me this *10th* day of *December, 2019*

Notary Public: *Erica O'Leary*

My commission expires: *June 19, 2024*



ARCHITECT'S/ENGINEER'S CERTIFICATE FOR PAYMENT

In accordance with the Contract Documents, based on the on-site observations and the data comprising this application, the Architect/Engineer certifies to the Owner/Client that to the best of the Architect's/Engineer's knowledge, information and belief that Work is in accordance with the Contract Documents, and the Contractor is entitled to payment of the AMOUNT CERTIFIED.

AMOUNT CERTIFIED: **\$13,965.00**

(Attach explanation if amount certified differs from the amount applied for. Initial all figures on this Application and on the Continuation Sheet that are changed to confirm the amount certified.)

ARCHITECT/ENGINEER:

By:

Date:

This certificate is not negotiable. The amount certified is payable only to the Contractor named herein. Issuance, payment and acceptance of payment are without prejudice to the rights of the Owner/Client or Contractor under this Contract.

CONTINUATION SHEET

DOCUMENT DETAIL SHEET

Page 2 of 3

Document SUMMARY SHEET, APPLICATION AND CERTIFICATE FOR PAYMENT, containing
Contractor's signed Certification is attached.
Use Column I on Contracts where variable retainage for line items apply.

APPLICATION NUMBER: 3
APPLICATION DATE: 12/10/2019
PERIOD: 12/01/19 - 12/31/19

Contract Lines

Contract Lines		B	C	D	E	F	G	H	I	
ITEM NO.	COST CODE	DESCRIPTION OF WORK	SCHEDULED VALUE	WORK COMPLETED		MATERIALS PRESENTLY STORED (NOT IN D OR E)	TOTAL COMPLETED AND STORED TO DATE (D + E + F)	% (G / C)	BALANCE TO FINISH (C - G)	RETAINAGE
				FROM PREVIOUS APPLICATION (D + E)	THIS PERIOD					
1	01 - GENERAL CONDITIONS	General Conditions	\$49,671.00	\$49,671.00	\$0.00	\$0.00	\$49,671.00	100.00%	\$0.00	\$0.00
2	01 - GENERAL CONDITIONS	Commercial/General Liability Insurance	\$2,018.00	\$2,018.00	\$0.00	\$0.00	\$2,018.00	100.00%	\$0.00	\$0.00
3	02 - SITEWORK	Demolition	\$9,620.00	\$9,620.00	\$0.00	\$0.00	\$9,620.00	100.00%	\$0.00	\$0.00
4	06-06100 - Rough Carpentry	Rough Carpentry	\$5,865.00	\$5,865.00	\$0.00	\$0.00	\$5,865.00	100.00%	\$0.00	\$0.00
5	07 - THERMAL & MOISTURE	Insulation	\$1,969.00	\$1,969.00	\$0.00	\$0.00	\$1,969.00	100.00%	\$0.00	\$0.00
6	08 - DOORS AND WINDOWS	Doors & Hardware	\$7,935.00	\$7,935.00	\$0.00	\$0.00	\$7,935.00	100.00%	\$0.00	\$0.00
7	08 - DOORS AND WINDOWS	Entrances & Storefronts	\$1,040.00	\$1,040.00	\$0.00	\$0.00	\$1,040.00	100.00%	\$0.00	\$0.00
8	08 - DOORS AND WINDOWS	Glazing	\$14,370.00	\$405.00	\$13,965.00	\$0.00	\$14,370.00	100.00%	\$0.00	\$0.00
9	09 - FINISHES	Drywall	\$30,500.00	\$30,500.00	\$0.00	\$0.00	\$30,500.00	100.00%	\$0.00	\$0.00
10	09 - FINISHES	Acoustic Ceilings	\$8,200.00	\$8,200.00	\$0.00	\$0.00	\$8,200.00	100.00%	\$0.00	\$0.00
11	09 - FINISHES	Flooring	\$15,422.00	\$15,422.00	\$0.00	\$0.00	\$15,422.00	100.00%	\$0.00	\$0.00
12	09 - FINISHES	Painting	\$7,550.00	\$7,550.00	\$0.00	\$0.00	\$7,550.00	100.00%	\$0.00	\$0.00
13	10 - SPECIALTIES	Signage	\$1,500.00	\$1,500.00	\$0.00	\$0.00	\$1,500.00	100.00%	\$0.00	\$0.00
14	10 - SPECIALTIES	Toilet Accessories	\$955.00	\$955.00	\$0.00	\$0.00	\$955.00	100.00%	\$0.00	\$0.00
15	12 - FURNISHINGS	Casework & Cabinets	\$12,250.00	\$12,250.00	\$0.00	\$0.00	\$12,250.00	100.00%	\$0.00	\$0.00
16	15 - MECHANICAL	Sprinkler Systems	\$6,300.00	\$6,300.00	\$0.00	\$0.00	\$6,300.00	100.00%	\$0.00	\$0.00
17	15 - MECHANICAL	HVAC	\$6,000.00	\$6,000.00	\$0.00	\$0.00	\$6,000.00	100.00%	\$0.00	\$0.00
18	15 - MECHANICAL	Plumbing Systems	\$3,350.00	\$3,350.00	\$0.00	\$0.00	\$3,350.00	100.00%	\$0.00	\$0.00
19	16 - ELECTRICAL	Basic Electrical Systems	\$13,500.00	\$13,500.00	\$0.00	\$0.00	\$13,500.00	100.00%	\$0.00	\$0.00
20	16 - ELECTRICAL	Lighting	\$8,900.00	\$8,900.00	\$0.00	\$0.00	\$8,900.00	100.00%	\$0.00	\$0.00
21	16 - ELECTRICAL	Communications-Data Wiring	\$7,500.00	\$7,500.00	\$0.00	\$0.00	\$7,500.00	100.00%	\$0.00	\$0.00
22	16 - ELECTRICAL	Life Safety - Fire Alarm	\$1,100.00	\$1,100.00	\$0.00	\$0.00	\$1,100.00	100.00%	\$0.00	\$0.00
23	17 - CM Fee	CM Fee	\$22,417.00	\$22,417.00	\$0.00	\$0.00	\$22,417.00	100.00%	\$0.00	\$0.00
24	20-20001 - Contingency	Contingency	\$10,675.00	\$10,675.00	\$0.00	\$0.00	\$10,675.00	100.00%	\$0.00	\$0.00
TOTALS:			\$248,607.00	\$234,642.00	\$13,965.00	\$0.00	\$248,607.00	100.00%	\$0.00	\$0.00

CONTINUATION SHEET

DOCUMENT DETAIL SHEET

Page 3 of 3

Change Orders

ITEM NO.	DESCRIPTION OF WORK	SCHEDULED VALUE	WORK COMPLETED		MATERIALS PRESENTLY STORED (NOT IN D OR E)	TOTAL COMPLETED AND STORED TO DATE (D + E + F)	% (G / C)	BALANCE TO FINISH (C - G)	RETAINAGE
			FROM PREVIOUS APPLICATION (D + E)	THIS PERIOD					
25	PCCO#001								
25.1	PCO#001								
25.1.1	08-08100 New Door, Frame & Hardware	\$1,181.00	\$1,181.00	\$0.00	\$0.00	\$1,181.00	100.00%	\$0.00	\$0.00
25.1.2	09-09260 New Wall Assembly (Offset other work)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	100.00%	\$0.00	\$0.00
25.1.3	16-16001 New Power (No Charge)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	100.00%	\$0.00	\$0.00
25.1.4	09-09900 Painting (No Charge)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	100.00%	\$0.00	\$0.00
25.2	PCO#002								
25.2.1	02-02050 Sawcutting, Excavation & Concrete	\$1,750.00	\$1,750.00	\$0.00	\$0.00	\$1,750.00	100.00%	\$0.00	\$0.00
25.2.2	09-09600 Moisture Mitigation	\$1,448.68	\$1,448.68	\$0.00	\$0.00	\$1,448.68	100.00%	\$0.00	\$0.00
25.2.3	15-15400 Rough Plumbing & Fees	\$3,468.00	\$3,468.00	\$0.00	\$0.00	\$3,468.00	100.00%	\$0.00	\$0.00
25.3	PCO#003								
25.3.1	16-16001 Conference Room Floor Box	\$800.00	\$800.00	\$0.00	\$0.00	\$800.00	100.00%	\$0.00	\$0.00
25.3.2	02-02050 Sawcutting	\$700.00	\$700.00	\$0.00	\$0.00	\$700.00	100.00%	\$0.00	\$0.00
25.4	PCO#004								
25.4.1	16-16001 CAT5E Cabling & Terminations	\$1,400.00	\$1,400.00	\$0.00	\$0.00	\$1,400.00	100.00%	\$0.00	\$0.00
25.5	PCO#005								
25.5.1	15-15500 F&I Split Unit w/condenser for Server Room	\$15,420.00	\$15,420.00	\$0.00	\$0.00	\$15,420.00	100.00%	\$0.00	\$0.00
25.5.2	15-15500 F&I Split Unit w/condenser for Conference Room	\$4,830.00	\$4,830.00	\$0.00	\$0.00	\$4,830.00	100.00%	\$0.00	\$0.00
25.5.3	16-16001 Split AC System Wiring	\$1,500.00	\$1,500.00	\$0.00	\$0.00	\$1,500.00	100.00%	\$0.00	\$0.00
25.5.4	15-15500 Original Budget Allowance Carried	\$(6,000.00)	\$(6,000.00)	\$0.00	\$0.00	\$(6,000.00)	100.00%	\$0.00	\$0.00
25.6	PCO#006								
25.6.1	08-08100 New Exterior Door & Hardware	\$260.00	\$260.00	\$0.00	\$0.00	\$260.00	100.00%	\$0.00	\$0.00
25.7	PCO#007								
25.7.1	08-08500 Original Allowance Carried	\$(11,250.00)	\$(11,250.00)	\$0.00	\$0.00	\$(11,250.00)	100.00%	\$0.00	\$0.00
25.7.2	08-08500 CRL Lawrence Quote	\$13,965.00	\$13,965.00	\$0.00	\$0.00	\$13,965.00	100.00%	\$0.00	\$0.00
25.8	PCO#008								
25.8.1	20-20001 Project Contingency	\$(10,675.00)	\$(10,675.00)	\$0.00	\$0.00	\$(10,675.00)	100.00%	\$0.00	\$0.00
TOTALS:		\$18,797.68	\$18,797.68	\$0.00	\$0.00	\$18,797.68	100.00%	\$0.00	\$0.00

Grand Totals

A	B	C	D	E	F	G		H	I
ITEM NO.	DESCRIPTION OF WORK	SCHEDULED VALUE	WORK COMPLETED		MATERIALS PRESENTLY STORED (NOT IN D OR E)	TOTAL COMPLETED AND STORED TO DATE (D + E + F)	% (G / C)	BALANCE TO FINISH (C - G)	RETAINAGE
			FROM PREVIOUS APPLICATION (D + E)	THIS PERIOD					
GRAND TOTALS:		\$267,404.68	\$253,439.68	\$13,965.00	\$0.00	\$267,404.68	100.00%	\$0.00	\$0.00

LIBERTY UTILITIES

130 Main Street Salem NH

Budget Date : August 14, 2019

FURNITURE BUDGET



FURNITURE SPECIFICATION

Workstations				
Description:	Qty	Manufacturer / Line	Unit Cost	Extended Cost
Knoll Antenna Benching Workstation 120 Degree Stations including storage & screens	6	Knoll / Antenna	\$ 3,550.00	\$ 21,300.00
Task Lights	6	Knoll / Copeland	\$ 160.00	\$ 960.00
K Task Chairs, All Black	6	Knoll/ K Task	\$ 357.00	\$ 2,142.00
Subtotal of Furniture Workstations OPT 1:				\$ 24,402.00
Café				
Description:	Qty	Manufacturer / Line	Unit Cost	Extended Cost
42"Dia X Base Round Table 42" High	1	Knoll	\$ 560.00	\$ 560.00
Multigeneration Stool Armless	4	Knoll	\$ 295.00	\$ 1,180.00
Subtotal of Furniture Workstations OPT 2:				\$ 1,740.00
Conference Room				
Description:	Qty	Manufacturer / Line	Unit Cost	Extended Cost
48"D x 120"W Wood Conference Table, no Power	1	OFS	\$ 4,750.00	\$ 4,750.00
K Task Chairs, All Black	10	Knoll/ K Task	\$ 357.00	\$ 3,570.00
Subtotal of Furniture Workstations OPT 2:				\$ 8,320.00
FURNITURE SUBTOTAL				\$ 34,462.00
Straight Time Delivery & Installation				\$ 5,500.00
Project Grand Total				\$ 39,962.00