



PUBLIC-PRIVATE PARTNERSHIP (P3) – CALL FOR PROJECTS 2017/2018

APPLICANT INFORMATION

APPLICANT: Alex Ray, Rusty McLear, and Brad Pernaw
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STATE: NH
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PROJECT DESCRIPTION

PROJECT NAME: New Hampton Commons
TYPE OF PROJECT
AERONAUTICS
X HIGHWAY
RAIL
TRANSIT
OTHER : _____

EXPLANATION OF PROJECT NEED:

The state currently has two rest areas on I-93 between Concord and Plymouth that provide limited services at a relatively high cost of operations in need of improvements. According to the June 2016 NH Department of Transportation (DOT) Statewide Rest Area and Welcome Center Study (SRA Study)¹, travelers surveyed at these two rest areas, Canterbury and Sanbornton, indicated a desire for free wifi, a greater variety of food choices and improved picnic areas and travel/tourist information (SRA p. 4-10 and p.4-77). Additionally, although the SRA report indicated that a rest area is needed between Canterbury and Littleton, the current siting of the rest area in Canterbury “exceeds the federal guidelines of 60 miles” (SRA p. 4-12). The study also indicated that although Hooksett is a preferred rest area due to its access and amenities, a rest area north of Hooksett is necessary for “overflow” stops during high-volume weekends and that some travelers reported preferring Canterbury due to its smaller size and quicker access. The report also details services lacking in the current facilities at Canterbury and Sanbornton, namely security measures and 24-hour restroom access. It recommends partnerships “be considered between the State and existing visitor centers or private entities located within 0.5 miles of I-93 and between 30 and 60 miles of the Canterbury and Littleton exits” (SRA p.4-12). Furthermore, although well-maintained, both of the current rest areas mentioned are outdated to some degree with

¹ <https://www.visitnh.gov/getmedia/19d3db5e-d43c-497c-8ab3-8856b50509ac/WIC-Study-Report-9-02-16.pdf>

the report highlighting water in one basement, low lighting, water line issues, ADA compliant handicap access concerns, and a high cost per square foot to physically maintain the facility (SRA p. 4-13).

A new full-service rest area sited further north through a public-private partnership is a viable approach to meeting the needs articulated above to provide expanded services at an easily accessible site appealing to tourists driving north toward the White Mountains, east toward the Lakes Region, west toward the Newfound area, as well as truckers driving between Canada and metro Boston and other east coast destinations.

DESCRIPTION OF PROJECT: (Include general scope, limits of work, duration of project, etc.)

New Hampton Commons is proposed to serve as an expanded service rest area at I-93 Exit 23 in New Hampton as a replacement or complement to service areas at the Canterbury and Sanbornton exits. The proposal is for a private entity to acquire land (completed in 2017), construct facilities, and manage operations for a suite of rest area services to include quick-service food, restrooms, pet walking areas, and related amenities. The development would leverage the "New Hampshire Advantage" by using NH businesses for financing, design, construction and operations. Development would also celebrate NH's unique and historical assets, using an 1800s colonial structure on the site as part of the rest area, albeit set back from its current location, and designing the site to be in keeping with New Hampshire themes, cultural and historical aspects, and quaint, rustic charm. The private entity would lease space to the state for rest area facilities and information kiosks to promote tourism and economic development. It is estimated that the construction and operations preparation will take approximately 18 months. State permits and investment may include a turn lane and/or ramp modifications to accommodate easy access.

ESTIMATED COST & FINANCING

ESTIMATED DESIGN/PLANNING COST: \$50,000

COST OF PROPERTY ACQUISITIONS/LEASES: already owned (5+ acres)

ESTIMATED CONSTRUCTION COST: \$1.5M-\$3M

ESTIMATED COST OF OPERATIONS/MAINTENANCE: TBD

TOTAL ESTIMATED PROJECT COST: \$2M-\$3M

IS THIS PROJECT APPROVED IN A TRANSPORTATION PLAN SUCH AS AN RPC/MPO LONG RANGE PLAN, NHDOT TEN YEAR PLAN OR OTHER PLANNING DOCUMENT?

YES Describe: Unknown

NO

PRELIMINARY FINANCIAL PLAN: (Description of initial funding proposal including any State, Federal or Local funding that may be required, as well as any fees or tolls that may be necessary to support the project. If the applicant has concerns relative to confidentiality, they should note those concerns and only provide the information they feel could be discussed in a public setting.)

Conventional financing and personal financing will be used. No state, federal or local funding will be required for construction. There may be a lease arrangement between the private and public entities regarding information kiosks, welcome center and/or restroom facilities determined during the planning phase.

PROJECT READINESS

LEVEL OF PLANNING/DESIGN COMPLETED: (Describe the degree of project planning and/or design that has been completed, including disposition of deliverables such as feasibility studies, conceptual plans, data collection, etc.)

Conceptual plans are attached but are subject to change based on developmental stages of the project. Land has been acquired. Preliminary traffic studies were executed in 2015.

PROJECT MILESTONES/DURATIONS: (Provide duration and anticipated completion dates for major milestones such as planning, design, construction, operations and maintenance phases.)

Project will be completed and operations initiated 18 months from final contract execution.

PRIVATE/PUBLIC PARTNERS/ASSETS NECESSARY TO SUPPORT PROJECT

STATE OR MUNICIPAL AGENCIES IMPACTED:

NH Department of Transportation, the Departments of Business and Economic Affairs and of Cultural Resources as well as the local tourism association(s) will be key partners. The Town of New Hampton will be the municipal agency impacted. The property is in a commercial zone. On-going discussions with the New Hampton planning board were initiated in 2015 and will continue with approval of this proposal. DOT District 5 has been involved in preliminary discussions as well.

PRIVATE ENTITIES INVOLVED IN PROPOSAL:

The Common Man Hospitality Group and Granite State Hospitality

PUBLIC ASSETS NECESSARY TO ADVANCE PROJECT:

The project will benefit from DOT District 5 cooperation with signage, further traffic study, and ramp/road changes (see detailed traffic plans enclosed that are subject to alteration/approval).

PRIVATE ASSETS NECESSARY TO ADVANCE PROJECT:

Land (already acquired)

Traditional Private Financing

PROPERTY/FACILITIES IMPACTED AND CURRENT OWNERSHIP:

The properties impacted include 5+ acres parcel owned by Alex Ray for the rest area site, possible DOT curb access at Route 104, and possible frontage road access through a cooperative agreement with Irving Oil that currently owns and operates a gas station adjacent to the selected site.

PROJECT BENEFITS

BENEFITS/HOW THIS PROJECT ADDRESSES A NEED:

New Hampshire residents and visitors will have enhanced rest area services (food, pet walking, restrooms, visitor information, etc) in an easily accessible site for northbound, southbound, westbound and eastbound travelers. This benefits the state's tourism, visitor activity and business and state revenues. The project also addresses needs articulated in the DOT's 2016 SRA study as mentioned on pp 1-2 of this proposal.

BENEFITS OF P3 IMPLEMENTATION VERSUS CONVENTIONAL DELIVERY:

The private sector's investment and operations will greatly enhance the quality and variety of services. The state will benefit by saving on upfront construction costs and annual operations and by making the state highway more appealing to tourists and residents alike, increasing tax revenues for the state.

SIMILAR PROJECT EXAMPLES: (Have any other States or Municipalities to your knowledge pursued a similar P3 project?)

A similar project example, although larger in scope, are the Hooksett Rest Areas, a public-private partnership between the Common Man, Granite State Hospitality, the NH DOT and NH DRED. The Hooksett Rest Areas exemplify our commitment to high quality food and rest area services, New Hampshire-themed ambience, NH-based contractors, and New England charm.

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SUPPORTING DOCUMENTATION

LIST OF SUPPORTING DOCUMENTATION & ATTACHMENTS, INCLUDING MAPS:

Existing site plan draft
Conceptual plan, accesses, parking plan
Aerial photos of property
Street photo or property
DOT Traffic Study Images

It should be noted that this Letter of Interest is completely non-binding, but will be used by the Commission to establish the appropriate process and framework by which to evaluate and advance projects. Following review of this project proposal the Commission will contact the applicant to communicate the next steps in the process