

Development of the Spaulding Turnpike Service Area

P3 Commission Meeting

Public Hearing

7:00pm

Dover City Hall

January 9, 2019

P3 Legislation

- Senate Bill 549 Passed & Enacted into Law 6/2016
- Established a P3 Commission & Allows for the Development of P3 Projects
- P3 projects provide opportunity to share resources to finance, design, construct, operate, and maintain the transportation infrastructure
 - Important tool in age of limited transportation funding
 - Delineates clear responsibilities & commitments
 - Identifies risks and rewards for both parties
- P3 legislation is designed to attract needed private investment to sustain & promote growth associated with transportation infrastructure

P3 Steps

- Submission of Letters of Interest for P3 Projects
- Determination of the suitability of P3 approach
- Hold two Public Hearings – public feedback on appropriateness of P3 procurement method
- Development/Issuance of RFQ
- Development of draft RFP
- Hold Public Hearing on draft RFP – solicit public feedback
- Approval of Governor & Council (G&C) and Capital Budget Overview Committee for use of P3 for project and approval of G&C for release of RFP
- Typically 4 to 8 months for Selection of Developer/Operator
 - Selection Committee reviews and ranks Proposals
 - Selection based on competitive ranking process – technical & financial
 - Selection Committee Recommendation to Commissioner & P3 Commission
- G&C Approval of P3 Contract

Development of Spaulding Turnpike Service Center(s) – Project Need

- No Rest Area/Service Center exists along the Spaulding Turnpike to service the visitors & tourists along the eastern gateway to NH mountains and lakes
- Need for rest area/service center facility along the Spaulding Turnpike was identified in Statewide Rest Area & Welcome Center Study - 2016
- Study recommended new site be developed as a P3 project similar to the successful Hooksett Welcome Center facilities on I-93
- HNTB completed Spaulding Turnpike Welcome Center Feasibility Study to assess possible locations and financial feasibility of one or more new facilities between Exit 6 in Dover and Exit 18 in Milton - 2018

Benefits of P3 Approach

- Improved Services to travelling public
- Infusion of Private Capital
- Construction of Welcome Center Building, space for Dept of Business & Economic Affairs (tourism information)
- Construction of fuel facilities & electric charging stations
- Construction of car, truck, bus parking
- All design, construction, maintenance, operation, and financing costs borne by the private sector
- Private sector funds would obviate the need to draw on limited Turnpike funds for initial construction and future operation and maintenance costs

Key Details of P3 Project

- 35-year lease and concession agreement
- D/O responsible for all financial obligations for development, operation & maintenance
- Concept must be uniquely New Hampshire accounting for the history, culture and geography of the region
- Construction of one or more Service Area buildings (up to 20,000 sf) with 24/7 Rest Rooms, Concessions, Convenience Store, Food Court, Vending Machines & Wireless Internet
- Space for Visitor Information Desk/Kiosk/Brochures/Rack
- Construction of self-service fuel station (up to 16 positions)
- Installation of Electric Vehicle Charging Stations
- Inclusion of pet walk, picnic area, lighting, security, sidewalks, fencing, sound barriers to shield residential neighborhoods



Benefits to State

- Improved services for commuters, recreational travelers, and trucking community along the Spaulding
- Improved economic opportunities & awareness of tourist related businesses in the region
- D/O responsible for 100% of maintenance and operating costs
- Turnpikes not required to invest in construction of expanded facilities – D/O responsible for all costs
- Turnpikes will potentially receive fixed rent and percentage of gross revenue
- At end of long term lease, facilities transferred to State in satisfactory condition, free of debt.

Goals of P3 Service Center Project

1. Obtain new high quality facilities in partnership with D/O
2. D/O would bring upfront capital and commitment to construct, operate & maintain facilities for opportunity to generate a small profit
3. Turnpikes will provide Dover's Exit 6 site (12 acres in NE quadrant of new interchange) and potential to brand as "State of NH Welcome Center"
4. Potential opportunity for other facilities/locations with direct access to Spaulding Turnpike (must be safe and feasible)
5. Ensure facility design and operation provides a positive customer experience
6. Provide a fair return to Turnpike System
7. For state owned property, provide for the transfer of the facilities in satisfactory condition at the end of the lease term

Public Comment on use of
P3 for Development of
Spaulding Turnpike Service
Area Project