

**BOARD OF SELECTMEN  
TOWN OF HAMPTON FALLS**

**JUNE 28, 2022 – 8:00 AM  
TOWN HALL**

*FINAL*

**PRESENT:** M. R. Lane, Chairman; E. B. Beattie, Vice Chairman; L. Gargiulo, Selectman (via Zoom); K. Anderson, Town Administrator; R. D. Webb, Town Secretary

**GUESTS:** J. Ziolkowski, ELM

Chairman M. Lane called the Work Session of the Board of Selectmen to order at 8:00 AM.

**Winter Road Maintenance:**

J. Ziolkowski, ELM was invited to attend this Selectmen’s meeting to follow-up on the discussion from the most recent Selectmen’s meeting regarding his bid submitted for Winter Road Maintenance, specifically the initial bid and the subsequent verbal counter offer. He said that his first counter offer on 06/22/2022 was based on snow averages with a focus on the inches of snow.

J. Ziolkowski was concerned about the incentive to Salt under the former/current contract, and how to address that issue with this bid for 2022 to 2023 and beyond.

J. Ziolkowski proposed a different cost structure in a revised counter offer that was based on the parties agreeing to an “average winter” at a specific dollar amount, with the assumption that over the term of the contract that the inches of snow averages out, and then averaging that cost paid over the term of the contract.

J. Ziolkowski, ELM reiterated the benefit to the Town of choosing ELM is that ELM is a known quantity to the Town, through the current Trash & Recycling service contract, and he would be acquiring the necessary equipment for Winter Road Maintenance.

At this point in the meeting, J. Ziolkowski was excused, with the understanding that the Town would follow-up with him.

The Board discussed the fact that there was only one bid and nothing to compare it to in order to justify the fixed cost proposal.

**MOTION: To re-bid the Winter Road Maintenance RFP, with a very short window, requesting an hourly and/or a maximum seasonal rate.**

**MOTION: E. BEATTIE**

**SECOND: L. GARGIULO**

**1-ABSTAINED; MOTION PASSED**

Bids to be due July 6<sup>th</sup>, and Board of Selectmen to meet on July 7<sup>th</sup> at 8:00 AM.

**MOTION: To keep the alternate pricing structure confidential until a bid is awarded.**

**MOTION: M. LANE**

**SECOND: L. GARGIULO**

**UNANIMOUS**

**MOTION: To adjourn the meeting at 9:30 AM**

**MOTION: L. GARGIULO**

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**SECOND: E. BEATTIE  
UNANIMOUS**

Next Selectmen's Meeting Wednesday, July 7, 2022 8:00 AM

Board of Selectmen's Meeting Minutes prepared by Rachel D. Webb, Planning/Zoning/Town Secretary