

REQUEST FOR PROPOSALS  
COMPLETE STATISTICAL REVALUATION OF THE TOWN OF SEABROOK, NH  
RFP #B2020-AD-06

Town of Seabrook, New Hampshire  
Assessing Department



REQUEST FOR PROPOSALS# B2020-AD-06

*You are cordially invited to submit a proposal for the complete statistical revaluation of the Town of Seabrook, New Hampshire, in accordance with the attached specifications, terms, and conditions. Prospective respondents are advised to read this information carefully prior to submitting a proposal.*

*Three (3) copies of the Technical/Qualifications Proposal must be submitted in a sealed envelope, plainly marked:*

**RFP# B2020-AD-06**  
Town Managers Office  
Town of Seabrook  
Clo Shaylia Marquis  
99 Lafayette Rd  
Seabrook, NH 03874

*All proposals/bids must be received by January 7th, 2021, at 2:00 pm EST.  
And will be opened publicly immediately after the deadline.*

REQUEST FOR PROPOSALS  
COMPLETE STATISTICAL REVALUATION OF THE TOWN OF SEABROOK, NH  
RFP #B2020-AD-06

**I. INTRODUCTION**

The Town of Seabrook seeks proposals for the complete statistical reappraisal of all taxable, non-taxable, and exempt properties situated within the Town of Seabrook, New Hampshire. The Proposer must utilize the Town's current CAMA system for the fiscal year 2024 to meet the New Hampshire Department of Revenue requirements for the Five-year Revaluation. The effective date of value for the revaluation shall be **April 1st, 2024.**

Seabrook covers approximately nine (9) square miles, with four thousand four hundred fourteen (4,414) parcels. The following is a breakdown of the parcel count:



Single Family Homes	2085
Mobile Homes on land	348
Multi-Family Homes (2-4 Family)	105
Condominiums	441
Mobile Homes in Park	756
Apartments	10
Commercial	209
Industrial	126
Improved Exempt	176
Vacant Land	158



Seabrook's last statistical revaluation was conducted in 2021. The Town's assessing information is currently contained on cards produced by the Vision Appraisal CAMA software.

The conditions for project award and signing of the Contract are outlined in the enclosed minimum specifications. Each Proposer shall meet all requirements and instructions. Failure to meet any conditions, instructions, or minimum specifications may disqualify the Proposer.

All completed and deliverable products shall be turned over to the Town no later than August 15th, 2023.

Liquidated damages for late completion shall be based upon the date of August 15th, 2023.

**II. GENERAL REQUIREMENTS**

Applicants must submit a complete qualification package for review by the Owner that demonstrates successful performance on similar projects. Candidates making proposals must respond in writing to all requirements of this Request for Proposal (RFP). Responses should reflect detailed considerations of the issues and opportunities presented by the specific Project. Any additional information or tasks that the responding firm feels to be relevant should be

REQUEST FOR PROPOSALS  
COMPLETE STATISTICAL REVALUATION OF THE TOWN OF SEABROOK, NH  
**RFP #B2020-AD-06**

included together with the submittal requirements. The bidders must include at least three references that may be contacted by the Town of Seabrook concerning past performance. Each Proposal shall consist of the following:

- a) Cover letter with contact information
- b) The Contract of the successful Proposer shall be submitted to the NH. Department of Revenue Administration for review and comment prior to its execution.
- c) Description of qualifications and experience; identifying the number of years engaged as a Company, corporation, partnership, or individual specializing in governmental tax revaluation services and references from at least three (3) municipalities.
- d) Assigned personnel. The applicant will submit the written qualifications of all personnel assigned to this Project in the form of a resume.
- e) Include a schedule of project completion, specifying the Project's basic stages, and an estimated cost and percentage of the Project that each stage contributes to the project's cost.
- f) Certificate of insurance showing general liability, automotive, and worker's compensation coverage.
- g) Proposal bond or certified check for ten (10) percent of the Proposal submitted.
- h) Copy of the Proposer's financial statement for the last three (3) fiscal years.
- i) Complete Project Proposal Form

All questions concerning the request for proposals shall be made in writing, no later than seven (7) days before the RFP due date in order to be considered, to the Chief Procurement Officer, Shaylia Marquis, who may be contacted at (603) 474-5601 or by email at [smarquis@seabrooknh.org](mailto:smarquis@seabrooknh.org). Written responses will be posted on the Town website at [seabrooknh.info/procurement](http://seabrooknh.info/procurement).

The Town of Seabrook reserves the right to accept or reject any, and all proposals in whole or in part received as a result of the RFP. If a bid is selected, it will be the most advantageous regarding price, quality of service, qualifications, and capabilities to provide the specific service. The Town reserves the right to waive informalities and technicalities.

REQUEST FOR PROPOSALS  
COMPLETE STATISTICAL REVALUATION OF THE TOWN OF SEABROOK, NH  
**RFP #B2020-AD-06**

**Project Proposal Form**

The following form must be completed and submitted with the Proposal for the statistical update of all properties situated within the Town of Seabrook's municipal boundaries, NH, effective valuation date of April 1st, 2021.

The undersigned Proposer affirms and declares:

1. As the NH Department of Revenue Administration requires a standard State contract, the Town desires that each Proposer submit a separate instrument outlining a specific scope of services consistent with the Proposers method of performing statistical evaluations.
2. That this PROPOSAL is executed by said Proposer with full knowledge and acceptance of the CONTRACT, including all specifications contained within, enclosed with the Request for Proposals for the subject Project.
3. That should this Proposal be accepted in writing by the Town of Seabrook, said Proposer shall furnish the services for which this Proposal is submitted at the price submitted and comply with state laws, rules, and the provisions of said Contract.
4. That the Proposer or his/her representative has visited the Town of Seabrook; is familiar with its geography, character of development; and has made himself or herself knowledgeable of those matters and conditions in the Town of Seabrook which would influence this bid proposal and subsequent efforts in the execution of the Project.
5. That all items, documents, and information required to accompany this Proposal of the aforesaid Contract are enclosed herewith.
6. That the Proposer proposes to furnish the services and materials required to complete the subject Project in accordance with the aforesaid Contract for the following amount:  
\$ \_\_\_\_\_
7. That the Proposer proposes to perform appraisals on those parcels that exceed the base parcel count on the following prorated basis:  
\$ \_\_\_\_\_
8. That the Proposer proposes to provide services in the defense of values generated from the Project in excess of the Contract specifications on the following basis:  
\$ \_\_\_\_\_ per hour\diem (choose one)

REQUEST FOR PROPOSALS  
COMPLETE STATISTICAL REVALUATION OF THE TOWN, OF SEABROOK, NH  
**RFP #B2020-AD-06**

9. That the Proposer understands that the Town of Seabrook has installed Munismart tax billing software and that the Proposer will, on occasion as needed, interface the CAMA software with the tax billing software to ensure integration and that said cooperation was a consideration in the development of the bid price.
10. That the Proposer understands that any Contract the Town accepts in regard to revaluation services will include the RFP, including this section and that the wording in the RFP shall govern in all matters of conflict between the Contract and the RFP.
11. That the Proposer has the experience and qualified personnel to execute the aforesaid Contract in a timely and professional manner.
12. That the Proposer fully understands and shall comply with all Statutes and Administrative Rules that govern or come to bear upon revaluations and valuations for ad valorem purposes in the State of New Hampshire.
13. That the Proposer understands and accepts that although the proposed price is a significant factor in the determination of the selected vendor, the Town reserves the right to award the Contract to other than the low-cost Proposer and that considerations other than low cost will come to bear in the Town's deliberations and selection process.
14. That the undersigned is a duly authorized officer of the Proposer and has the authority to enter into binding discussions and Agreements with the Town.
15. That the quoted price is valid for 90 days after the date proposals are due.

FIRM'S NAME: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

NAME WRITTEN: \_\_\_\_\_

TITLE: \_\_\_\_\_

DATE: \_\_\_\_\_

TELEPHONE #: \_\_\_\_\_

FAX#: \_\_\_\_\_

E-MAIL: \_\_\_\_\_

REQUEST FOR PROPOSALS  
COMPLETE STATISTICAL REVALUATION OF THE TOWN OF SEABROOK, NH  
**RFP #B2020-AD-06**

iii. **GENERAL GUIDELINES**

1. **Criteria For Selection:** Proposals will be evaluated in accordance with the following criteria:
  - a) Company's understanding of the project, it's purpose and scope as shown by the overall work-plan
  - b) Availability and competence of personnel proposed for the Project;
  - c) Responsiveness to the specifications contained within the RFP;
  - d) Competitiveness of proposed cost.
  
2. **Financial Responsibility:** Contracts will be awarded only to responsible offerers. In order to qualify, the Proposer must be prepared to present documentation that they meet the following criterion:
  - a) Have adequate financial resources for performance;
  - b) Have the necessary experience, organization, technical qualifications, skills, and facilities;
  - c) Have a satisfactory record of performance.
  
3. **Limitations:** This request for proposals (RFP) does not commit the Town of Seabrook to award a contract or pay any costs incurred in preparing a proposal. The Town reserves the right to accept or reject any or all proposals received as a result of this request or to cancel in part or in entirety this RFP if it is deemed by the Town to be in its best interest to do so.
  
4. **Proposal Preparation and Submission:**
  - a) The Proposal shall contain the firm fixed price of the proposed effort, which Proposal shall be complete in its entirety.
  - b) Any special services, considerations, or contract terms not contained in the RFP shall be referenced in specific detail, along with the total and fixed costs for these services.
  - c) Intent to utilize subcontractors in the execution of the Contract shall be disclosed in the Proposal, sub-contractors to be named specifically, and will show the total fixed costs of such assistance.

REQUEST FOR PROPOSALS  
COMPLETE STATISTICAL REVALUATION OF THE TOWN OF SEABROOK, NH  
**RFP #B2020-AD-06**

5. Revisions and Modifications:

- a) In the event it becomes necessary to revise any part of the RFP, addenda will be provided and made available on the Town website at **[www.seabrooknh.info/procurement](http://www.seabrooknh.info/procurement)**. Deadlines for submission of RFP's may be adjusted to allow for revisions. To be considered, original proposals with amended proposals must be submitted before the date and time specified.

6. The Contract:

- a) The Town may award a Contract, based upon offers received, without additional submissions from the Proposer. Accordingly, the Proposal should be submitted on the most favorable terms, from all aspects, which the Proposer can submit. The Town reserves the right to request additional information, either orally or in writing or additional presentations, to support written proposals. Nonetheless, the Proposer is cautioned that the Proposal shall be subject to acceptance without further clarification.
- b) The Town reserves the right to incorporate minor modifications, which may be required. The Proposer shall include these changes at no additional costs.
- c) The successful Proposer shall adhere to the Contract Minimum Specifications, defined further within this RFP. However, the Proposer is encouraged to append and expand upon these minimum specifications.

7. Town-Contractor Relationship:

- a) Disagreements and disputes, if any, arising under the terms of this agreement, either at law, equity, or by arbitration shall be resolved pursuant to the laws and procedures of the State of New Hampshire, in which State this agreement shall be deemed to have been executed.
- b) Indemnification - The Contractor shall indemnify the Town and hold its officers, agents, servants, and employees harmless from any and all claims, actions, causes of action(s), suit judgments, costs, and expenses caused or arising out of the acts or omissions of the Contractor or any of its independent contractors, agents, or employees. Notwithstanding the foregoing, nothing contained herein shall be deemed to constitute a waiver of the immunity of the Town, which immunity is hereby reserved to the Town. All data, materials, installed software, documentation, and work product of any kind pursuant to this Contract shall belong exclusively to the Town.

REQUEST FOR PROPOSALS  
COMPLETE STATISTICAL REVALUATION OF THE TOWN OF SEABROOK, NH  
RFP #B2020-AD-06

**IV. CONTRACT MINIMUM SPECIFICATIONS**

The Town of Seabrook would like the Proposer to formulate the Contract in a manner consistent with the nature and scope of their particular services and operations and with the Administrative Rules that govern or come to bear upon revaluation Contracts in the State of New Hampshire. However, the following minimum specifications will be addressed specifically within the Contract in order for the Proposal to be considered as a qualified offer:

1. Identify the Company and its principal place of business.
2. A statement that the Company agrees to provide all services, support, personnel, records, forms, labor, materials, and equipment to perform the statistical revaluation that is the subject of the Contract.
3. Employees: Identify all key personnel expected to perform the work of the Contract and affix current resumes of the same.
4. Project Milestones: State with specificity the start date, the turnover date (no later than August 15th, 2021), and define all key milestones as to the progress plan of the Project, including, but not limited to the following events:
  - Clerical startup operations
  - Measure and List of current Sale Properties.
  - File maintenance timeline
  - Sales analysis startup and completion
  - Modeling and calibration startup and completion
  - Generation of preliminary valuations
  - Final field reviews
  - Turnover of reviewed preliminary valuations for Monitor review
  - Notice to taxpayers of preliminary valuations
  - Informal hearings schedule
  - Request for Project Review
5. Compensation: State the total sum of compensation for the statistical revaluation effort and the manner in which invoices will be submitted to the Town, accompanied by an itemized account of the nature and extent of the work performed that is represented in the invoice. A clause that will serve to withhold 10% of each invoice as a surety to the satisfactory completion of the Contract, which funds will be released within 30 days of satisfactory delivery of all specified deliverable products.
6. Relationship and Indemnification: State that the relationship between Contractor and Town shall be as an Independent Contractor, and that the Contractor shall hold the Town, it's agents, servants, and employees harmless, at the Contractors sole expense, to any liability or legal proceeding occurring as a result of the Contractors' action(s) or omissions, including



REQUEST FOR PROPOSALS  
COMPLETE STATISTICAL REVALUATION OF THE TOWN OF SEABROOK, NH  
**RFP #B2020-AD-06**

injury, death, property damage, or any associated expense(s) including costs of defense and reasonable attorney's fees.

7. Certificates of Insurance: A statement that certificates of insurance, identifying the Town as an additional insured, including the type, amount, class of operations covered, effective dates and dates of expiration of policies, as required below, shall be submitted to the Town no less than ten (10) days after the signing of the Contract. Such insurance shall be maintained for the duration of the Contract. A financially secure insurer must issue each insurance policy, duly licensed to do business in the State of New Hampshire, with an A.M. Best Company rating of A+ or better and is reasonably acceptable to the Town.
  - a) Types of insurance shall include:
    - 1) Worker's Compensation insurance in the amount required by state law;
    - 2) Liability insurance with a Comprehensive General Form to include, without limitation, Premises, Operations, Completed Operations, Product, Independent Contractors (if any), Broad Form Property Damage, Blanket Contractual Insurance, and Personal Injury in the amount of \$1,000,000 per occurrence.
    - 3) Errors and Omissions Insurance with a \$1,000,000 combined single limit.
    - 4) Automobile insurance written with a Comprehensive Form including coverage for owned hired and non-owned vehicles. The limit for any one accident will be \$1,000,000.
8. Performance Bond: A statement referencing a performance bond's placement for the full amount of the contract price in a New Hampshire financial or banking institution acceptable to the Town.
9. Misrepresentation or Default: A clause that states that the Town may void the Contract at any time if the Contractor has materially misrepresented any offering *or* defaults on any contract with a New Hampshire municipality.
10. Transfer, Assignment, Sub-letting: Include a statement that there will be no assigning of any part of the Contract to anyone other than the Contractor without express written permission by the Town.
11. Include verbiage that reads: The Town may terminate the Contract at any time, by giving written notice to the Contractor of such termination and specifying the effective date thereof, at least 15 days before the effective date of such termination. In that event, all finished or unfinished work products shall become the property of the Town. If the Contract is terminated by the Town, as provided herein, the Contractor will be paid an amount that bears the same ratio to the total compensation as the services actually performed bear to the total services covered by the Contract, less payment of compensation

REQUEST FOR PROPOSALS  
COMPLETE STATISTICAL REVALUATION OF THE TOWN OF SEABROOK, NH  
**RFP #B2020-AD-06**

previously made. Termination of the Contract or the retention of funds by the Town shall not preclude the Town from bringing an action against the Contractor for damages or exercising any other legal, equitable, or contractual rights the Town may possess in the event of the Contractors failure to perform.

- a) A provision allowing correction to violations of the Contract via written notice by the Town, and a 10-day period to correct such violations. However, upon failure to correct the violations, the Town will have the right to cancel the Contract, upon notice of the Town to issue termination within seven (7) days of the effective date of the termination.
12. Liquidated Damages: A clause providing for the compensation to the Town of Five Hundred Dollars (\$500.00) per day for each day beyond the turnover date of September 1st, 2024, where the Contractor fails to deliver completed work pursuant to the Scope of Services section of the Contract.
  13. Work Product: A statement that all work products used or created in conjunction with the revaluation shall be the sole property of the Town, and that, in the event of Cancellation or Termination, such products will remain with the Town, including, but not limited to installed software and associated rights, all data and tables entered to date, analyses, data collection forms, notifications and correspondence generated or received over the course of the revaluation.
  14. The Contract: A statement that the Contract shall consist of the RFP and any amendments thereto and the Contractor Proposal submitted in response to the RFP. In the event of a conflict in language between the two documents referenced above, the provisions and requirements set forth and referenced in the RFP shall govern. The Town of Seabrook reserves the right to clarify any contractual relationship in writing, with the concurrence of the Contractor, and such written clarification shall govern in the case of conflict with the applicable requirements stated in the RFP or Contractor's proposal.
  15. Signatory Page(s): A section allowing for the signing of duly authorized officials in the Contract.

**Scope of Services**

The Town of Seabrook would like the Proposer to formulate the Scope of Services in a manner consistent with the nature and scope of their particular services and operations, and with the Administrative Rules that govern or come to bear upon revaluation Contracts in the State of New Hampshire. However, the following minimum services will be addressed specifically within the Contract in order for the Proposal to be considered as a qualified offer:

1. **Good Faith:** The Contractor shall, in good faith, use its best efforts to assist the Town in determining accurate and proper market valuations and shall work closely with all Town Officials and NH DRA Project Monitor to ensure a successful program.

REQUEST FOR PROPOSALS  
COMPLETE STATISTICAL REVALUATION OF THE TOWN OF SEABROOK, NH  
**RFP #B2020-AD-06**

2. **Public Relations:** The Contractor shall take measures at all stages of the operation to foster and maintain good relations with the taxpayers of the Town, Town Officials, Agents, and Town Employees. The Contractor shall further present a plan for the dissemination of information to the taxpayers via the press, radio, the local cable television station, Town website, and other means that will serve to inform and educate the public at large of the following points at a minimum:

- a) Necessity of a revaluation program
- b) Progress and status of the Project
- c) Goals of the Project
- d) Roles of the Town, Contractor, and NH DRA Project Monitor
- e) Qualifications of the Contractor
- f) Necessity of home/business owner cooperation
- g) Disclosure aspects throughout the Project
- h) On-going nature of the completed system

The Contractor shall make available a supervisor of the Company, skilled at public speaking endeavors, to meet with and address citizens group, service clubs, and other interested groups to establish and promote understanding and support for the revaluation program and sound assessing procedures and administration. The Contractor shall supply visual aids and other media at its disposal to this end.

The Contractor shall further prepare monthly public information notices advising citizens of the progress of the Project. All prepared releases shall be submitted to the Town prior to public dissemination. Press releases and public notices of all kinds will first receive approval from the Town before release.

3. **Employees:** As a condition of the Contract, the Contractor's employees, agents, or sub-contractors shall at all times treat the taxpayers, residents, and Town employees with respect and courtesy. The Contractor shall take appropriate and meaningful disciplinary measures against those who violate the terms of this provision.

At its sole discretion, the Town shall reserve the right to request that any employee involved in the Project be removed for any reason it deems appropriate or in the best interest of the Town. The Contractor shall comply with this provision upon request by the Town.

The Contractor shall not employ or compensate, in any way, a Town Officer, agent, or employee or any member of the family of such officer or employee in the performance of any work under the Contract.

The NH Department of Revenue Administration, Property Appraisal Division, must first approve all employees assigned to the Project for the activities they will be assigned to perform. Further, all employees assigned to the Project shall be approved by the Town before commencing their activities.

REQUEST FOR PROPOSALS  
COMPLETE STATISTICAL REVALUATION OF THE TOWN OF SEABROOK, NH  
RFP #B2020-AD-06

All employees working outside the Town Hall or assigned office quarters will, at all times, wear an identification card, in a format acceptable to the Town, in a conspicuous location upon their person. All employees will be required to allow close inspection of the identification by any interested Town taxpayer or resident upon request.

All vehicles used by employees working in the field will have temporary identification affixed to the vehicles in a format acceptable to the Town.

4. **Supplies:** The Contractor shall provide all records, paper products, appraisal and data cards, computer supplies, equipment, literature, calculators, portable computers, and the like, adequate for the successful execution of the Contract.

The Town shall supply office space, lighting, and furniture adequate for executing the Contract and shall further supply the computer and printer to facilitate data storage, processing, and CAMA installation.

5. **Forms:** The Town shall first approve all forms utilized throughout the Project as to format, design, content, shape, size, color, and quality. Such forms are to include but are not limited to data collection forms, assessment record cards, income and expense forms, file control forms, quality control forms, telephone log forms, incident forms, inventory content forms, and the like.
6. **Assessor's Records:** The Contractor shall use a parcel accounting system that is acceptable to the Town. Existing assessing records may be reviewed upon request to the Town; however, records are not to be removed from the Assessors' office without the express written permission of the Town.

7. **Turnover:**

- a) Upon final maintenance of all properties by the Contractor, no later than August 15th, 2024, the Contractor shall deliver to the Town, in completed and final form, and in good order, the following deliverable products:
- An estimate of fair market value for all properties within the Town;
  - A final property record card, with data and value current and accurate, for each parcel in the Town;
  - A manual describing base values for all land and building classifications, depreciation schedules, and special conditions applied throughout the Project;
  - A manual describing income, vacancy, and expense models, along with capitalization rates and schedules utilized throughout the Project;
  - A manual describing coefficients, variables, or factors utilized in multiple regression routines or direct sales comparison routines including any weighting procedures;

REQUEST FOR PROPOSALS  
COMPLETE STATISTICAL REVALUATION OF THE TOWN OF SEABROOK, NH  
**RFP #B2020-AD-06**

- Documentation regarding all sales analyses and analyses of any kind performed throughout the statistical revaluation, in a bound, indexed booklet or notebook;
- CAMA system in good working order, with all data and values current and accurate;
- All manuals utilized throughout the Project;
- Bound manual defining all codes utilized on the record cards or CAMA system;
- Source or field records with any correspondence, hearing sheets, or other worksheets, including review appraisers instructions enclosed or attached;
- Maps showing delineated economic neighborhoods;
- Copy of USPAP manual submitted to DRA for approval.

**V. TIMELINE**

**Aug 15th, 2023**

**Proposals due at Seabrook Town Hall; 2 pm**

Negotiations will begin immediately with the successful candidate.

Approved By



---

William M. Manzi III,  
Town Manager

Date