



## **PRESS RELEASE**

For Immediate Release

March 2, 2020

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### **NH Liquor Commission Seeks Real Estate Broker for Redevelopment of Hampton I-95 NH Liquor & Wine Outlet Property**

*NHLC takes next steps toward land sale and potential public-private partnership to develop new NH Liquor & Wine Outlets, travel and service areas*

**Concord, NH** – The New Hampshire Liquor Commission (NHLC) has announced the next step in the process to sell and redevelop 88 acres of prime real estate prominently situated along Interstate 95 in Hampton, NH. NHLC has issued a request for qualifications (RFQ) seeking qualified commercial real estate broker firms specializing in highway-oriented commercial real estate to provide brokerage, valuation and marketing services. The RFQ and relevant documents are available here: [https://www.nh.gov/liquor/public\\_notices.shtml](https://www.nh.gov/liquor/public_notices.shtml)

The [New York Times](#) called the existing northbound Outlet a “must stop vacation destination” due to wide selection of brand-name, tax-free wines and spirits offered to the more than 32.8 million annual motorists who travel the corridor to and from vacation destinations. NHLC operates one of the nation’s most profitable and progressive alcohol beverage control states through sales at its 77 NH Liquor & Wine Outlet locations.

“Very few sites in the country offer the unique development opportunities available in Hampton,” said NHLC Chairman Joseph W. Mollica. “We anticipate a strong interest at each phase of the project and look forward to identifying a partner to deliver a creative and responsible, New Hampshire-centric proposal.”

Instrument and stamped surveys have identified 64 acres along I-95 northbound and 24 acres along I-95 southbound, including wetland and conservation areas. Sale proceeds will provide a

substantial benefit for NHLC and thus, citizens of New Hampshire. In addition to said proceeds, NHLC anticipates two new Outlets will result in sales that far surpass the current \$54.3 million generated annually between the existing locations.

A selection committee will review each broker's qualifications and shortlist up to six of the top-scoring brokers who will receive a formal request for proposals (RFP). Brokers who are shortlisted will be selected based upon qualifications, experience, New Hampshire presence and ability to attract prospective buyers/developers as defined in the RFQ.

NHLC will host a voluntary broker conference and site visit at the Hampton Northbound NH Liquor & Wine Outlet at Interstate 95 on March 10, 2020 at 10:00AM EST. Following the conference and site visit, brokers can submit inquiries and questions to NHLC at any time up to March 13, 2020 at 10:00AM EST. NHLC will respond to inquiries by March 20. Brokers must submit a qualifications package by April 3, 2020 at 2:30PM EST. Up to six brokers will be announced on April 17, 2020 and NHLC will issue the RFP to those shortlisted brokers.

NHLC is anticipating that shortlisted brokers will submit their proposals in June 2020 with the execution of a professional services agreement later that month.

The potential buyer, through a carefully structured Request for Qualifications (RFQ) and RFP process, will be given the opportunity to identify potential development scenarios that showcase the two planned 22,000 +/- square foot northbound and southbound Outlets in Hampton, as well as identify possible motorist services such as food, fuel, and other retail offerings. Each site's unique location adjacent to the Taylor River also provide opportunities to promote environmental education and outdoor experiences.

NHLC will be supported by a broad advisory committee, made up of relevant state agencies, municipalities, and industry experts who will help guide the NHLC through the RFQ and RFP processes.



**Photo caption:** The New Hampshire Liquor Commission (NHLC) has announced the next step in the process to sell and redevelop 88 acres of prime real estate prominently situated along

Interstate 95 in Hampton, NH. NHLC has issued a request for qualifications seeking qualified commercial real estate broker firms specializing in highway-oriented commercial real estate to provide brokerage, valuation and marketing services.

### **About the New Hampshire Liquor Commission**

The New Hampshire Liquor Commission (NHLC) operates 77 NH Liquor & Wine Outlets throughout the Granite State, providing more than 12 million annual customers with the widest selection of name brand wines and spirits at great prices and no taxes. NHLC has received numerous accolades, including being named the “Best state in the country for wine drinkers” by *The Washington Post* and “One of the best places in the country to find rare spirits” by *Serious Eats*. New Hampshire is one of 17 states where the government controls the sale of alcohol. NHLC has been named the “Nation’s top control state” by *StateWays Magazine* and its leadership has been recognized for “Transforming the control state model” by *Market Watch Magazine*. Since the first NH Liquor & Wine Outlet opened in 1934, more than \$3.6 billion in net profits has been raised to fund programs including education, health and social services, transportation, natural resource protection, addiction treatment and prevention programs. NHLC contributed nearly \$140 million in support of these programs in 2019.

Visit [www.LiquorandWineOutlets.com](http://www.LiquorandWineOutlets.com) to locate an Outlet, search for product availability, learn about monthly sales, review wine tasting schedules, and sign up to receive significant savings with monthly Email Extras.

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