



# COUNTY OF ERIE

**MARK C. POLONCARZ**

COUNTY EXECUTIVE

July 5, 2019

Erie County Legislature  
92 Franklin Street, 4<sup>th</sup> Floor  
Buffalo, New York 14202

**RE: Retaining a Consultant to Perform an Engineering Assessment for a New or Expanded Convention Center in Erie County**

Dear Honorable Members:

Enclosed please find a memorandum and proposed resolution authorizing the contracting for services to retain an Architectural/Engineering Consultant to Perform an Engineering Assessment for a New or Expanded Convention Center in Erie County.

Should your Honorable Body require any further information, I encourage you to contact Commissioner Thomas R. Hersey, Jr. at the Department of Environment and Planning. Thank you for your consideration on this matter.

Sincerely yours,

A handwritten signature in blue ink, reading "Mark C. Poloncarz", with a long, sweeping horizontal line extending to the right.

Mark C. Poloncarz, Esq.  
Erie County Executive

MCP/mpr  
Enclosure

cc: Thomas R. Hersey, Jr., Commissioner

## **MEMORANDUM**

**To:** Honorable Members of the Erie County Legislature  
**From:** Department of Environment and Planning  
**Re:** Retaining a Consultant to Perform an Engineering Assessment for a New or Expanded Convention Center in Erie County  
**Date:** July 5, 2019

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### **SUMMARY**

It is recommended that the Erie County Legislature authorize the County Executive to enter into contract with the firm of TVS New York, PC for the purpose of obtaining services to perform an Engineering Assessment for a New or Expanded Convention Center in Erie County.

### **FISCAL IMPLICATIONS**

Funding for this project was previously allocated for this purpose in the Erie County Capital Project #A.14011.

### **REASONS FOR RECOMMENDATION**

The Selection Committee reviewed, scored, and ranked all proposals prior to opening pricing envelopes. When the prices were opened and assigned to the respective firms, the range was from \$236,000 to \$347,112.

The two firms which scored the highest were selected for interviews. The selection committee focused primarily upon the quality of proposal, interview, cost and reference checks.

Interviews with the two short listed firms took place on June 24 and 25. Through the interview process and reference checks, the selection committee sought to determine which firm had the skills for the job and the ability to understand the needs of the County to the greatest degree possible. This led to the recommendation of TVS Design on June 25 as the best quality and value for the project. It was not deemed necessary to negotiate pricing any further.

A spreadsheet showing the scores and shortlisted firms is attached.

### **BACKGROUND INFORMATION**

In 2018, Erie County commissioned the *Buffalo Niagara Convention Center Market and Feasibility Analysis* to specifically study both the market to support a new or expanded convention Center and identify potential expansion or new site scenarios.

The *Buffalo Niagara Convention Center Market and Feasibility Analysis* concluded that the Buffalo-Niagara region is not fulfilling its potential in the convention industry. The BNCC does not have the capacity to attract most state, regional and national convention events that would

otherwise rotate to Buffalo. The BNCC opened in 1978 and remains one of the only facilities in the United States of its age, which has not been significantly expanded.

The *Analysis* recommended a building program which doubled the size of the current facility in order to keep pace with our peer cities. Failure to expand or replace the BNCC involves significant costs as well to the County in the form of lost revenue and increased investment in a sub-standard facility.

The *BNMC Market and Feasibility Analysis* concluded that additional analysis of both alternatives is needed to fully understand the implications of pursuing each option. Utilizing engineering and architectural expertise, the assessment will investigate the complexities of each scenario which will include the development of a complete project scope, which will have implications on cost. The Assessment will provide a comprehensive cost estimate of each scenario to aid in understanding the implications of pursuing each option.

### **CONSEQUENCES OF NEGATIVE ACTION**

If authorization is not granted, the County will not be able to enter into a contract with TVS Design for the purpose of performing an Engineering Assessment for a New or Expanded Convention Center in Erie County. Erie County will be unable to advance a new or expanded BNCC and will continue to lose ground to more competitive facilities, while costs associated with the existing BNCC will increase.

### **STEPS FOLLOWING APPROVAL**

Upon approval of the resolution, an agreement with TVS Design will be developed with a scope of work outlining what services are to be provided.

**COMPTROLLER'S OFFICE REVIEW**

The proposed item has been review by the Comptroller's Office and is related to an authorized capital project #A.14011 for which there are sufficient appropriations for the action requested.



GREGORY GACH  
Deputy Controller  
Comptroller's Office



# ATTACHMENT 1

| Consultant  | Pricing       | Reviewer Rankings |   |   |   |   | Ranking |
|-------------|---------------|-------------------|---|---|---|---|---------|
|             |               | 1                 | 2 | 3 | 4 | 5 |         |
| TVS Design  | \$ 236,000.00 | 1                 | 1 | 1 | 1 | 1 | 1       |
| Foit-Albert | \$ 347,112.00 | 2                 | 2 | 2 | 2 | 2 | 2       |
| LaBella     | \$ 253,000.00 | 3                 | 3 | 3 | 3 | 3 | 3       |

Shortlisted and interviewed - ranking reflects post interview scoring

Selected firm

THOMAS R. HERSEY, JR.  
Commissioner, DEP

MARIA ROWHYTE  
Deputy County Executive

A RESOLUTION SUBMITTED BY:  
DEPARTMENT OF ENVIRONMENT AND PLANNING

RE: Retaining a Consultant to Perform an Engineering Assessment for a New or Expanded Convention Center in Erie County

WHEREAS, it is recognized that having a competitive convention center is a valuable tool for creating economic growth and prosperity for a region; and

WHEREAS, in Erie County's *Initiatives for a Smart Economy*, the County committed to the goal of studying the Buffalo Niagara Convention Center (hereafter "BNCC"); and

WHEREAS, the 2018 *BNCC Market and Feasibility Analysis* concluded a significantly expanded BNCC would be competitive within the convention center industry sector; and

WHEREAS, the *BNCC Market and Feasibility Analysis* concluded that maintaining the existing BNCC in the current state will result in a future decline in convention center bookings;

WHEREAS, the *BNCC Market and Feasibility Analysis* concluded that in the near future the maintenance costs of the BNCC facility will increase significantly as building systems reach the end of their useful life; and

WHEREAS, the *BNCC Market and Feasibility Analysis* investigated eight alternative sites for a new BNCC and several potential expansion scenarios for the expanded BNCC and concluded that there are two viable options for a new or expanded BNCC; and

WHEREAS, the *BNCC Market and Feasibility Analysis* recommended that the County research both alternatives further to determine feasibility and refine cost estimates; and

WHEREAS, a 90 day public comment period on the *BNCC Market and Feasibility Analysis* was conducted; and

WHEREAS, the public comment period included the question whether Erie County should stay in the Convention Center business, which resulted in 86% of respondents favored staying in the convention center business; and

WHEREAS, the *BNCC Market and Feasibility Analysis* recommended that the County research both alternatives further to determine feasibility and refine cost estimates; and

WHEREAS, Erie County has solicited proposals from qualified firms for proposals to perform an Engineer Assessment for a New or Expanded Convention Center in Erie County; and

WHEREAS, Erie County has conducted a consultant selection process in conformance with Section 19.08 of the Erie County Administrative Code a consultant; and

WHEREAS, Erie County desires to work with TVS Design to perform an Engineering Assessment for a New or Expanded Convention Center; and

NOW, THEREFORE, BE IT

RESOLVED, that the County Executive be authorized to execute a Contract for Architectural /Engineering Assessment services for an New or Expanded BNCC in an amount not to exceed \$236,000, with TVS New York, PC (TVS Design) or other entities as appropriate and be it further

RESOLVED that an amount of \$236,000 be allocated from Capital Project A.14011 and additional amount of \$59,000 be allocated for a Department of Environment and Planning contingency fund with authorization from the County Executive to approve contract amendments with TVS New York, PC (TVS Design) or other entities as necessary with the source of said funds also be allocated from Capital Project A.14011; and be it further

RESOLVED, that the Director of the Division of Budget and Management is hereby authorized to implement any budget adjustments as required to comply with State and local funding requirements; and be it further

RESOLVED, that this Resolution takes effect from and after its date of adoption; and be it further

RESOLVED, that certified copies of this resolution be sent to the County Executive's Office; the Director of the Division of Budget and Management; the Comptroller's Office; Commissioner of the Department of Environment and Planning, and the County Attorney.

**Erie County**  
**Recommendation for Selection of Consultant to**  
**Provide Architectural & Engineering**  
**Services for a new or expanded**  
**Buffalo Niagara Convention Center**

**June 26, 2019**

The following is a record of the actions of the Committee established to review and recommend selection of a consultant to provide Architectural/Engineering Services for a new or expanded Buffalo Niagara Convention Center in Erie County.

The Committee consisted of the following members:

Thomas Hersey, Jr. – DEP

Mark Rountree – DEP

Kristofer Straus, P.E. – DPW

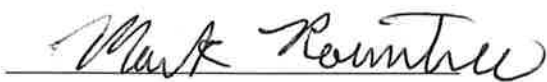
Natalie Tan, RA – DPW

Paul Murphy – Buffalo Niagara Convention Center

This report is a full record of the Committee's work including:

1. RFP issued by Erie County
2. Conflict of Interest discussion and signed forms
3. A listing of all firms submitting and the two recommended for the short list
4. The scoring matrix showing the votes of each selection committee member and rankings, with provision for an approval line for the Commissioner and Deputy County Executive
5. Schedule of process
6. Notes from selection committee kickoff meeting
7. Notes from meeting to select short list
8. Notes from reference checks for shortlisted firms
9. Notes from the interviews with the finalist firms
10. A statement indicating the price and value considerations, including any price estimate that may have been prepared by the County that led the selection committee to recommend the finalist including a description of negotiations that may have taken place regarding price
11. All submission by the firm recommended to be engaged
12. Sample resolution for Erie County Legislature

After going through this process, the Committee unanimously recommends the selection of TVS New York, PC (tvdsdesign) of Atlanta, Georgia for the project.



Mark Rountree, Chairman of Selection Committee

## **Section 1**

**Request for Proposals Issued by the County of Erie for the purpose of Providing Architectural & Engineering Services for a new or expanded Buffalo Niagara Convention Center, dated April 18, 2019, RFP # 1926VF.**

(Attached)



## COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

Department of Environment and Planning

### REQUEST FOR PROPOSALS (RFP) FOR ARCHITECTURAL & ENGINEERING SERVICES

**PROJECT NAME:** New or Expanded Buffalo Niagara Convention Center – Engineering Assessment  
**RFP #:** 1926VF

**PROJECT LOCATIONS:** Expanded BNCC Site and HSBC Lot Site as noted on map below.

**DUE DATE:** Wednesday, May 14, 2019 at 2:00 PM

#### **Project Summary and Background:**

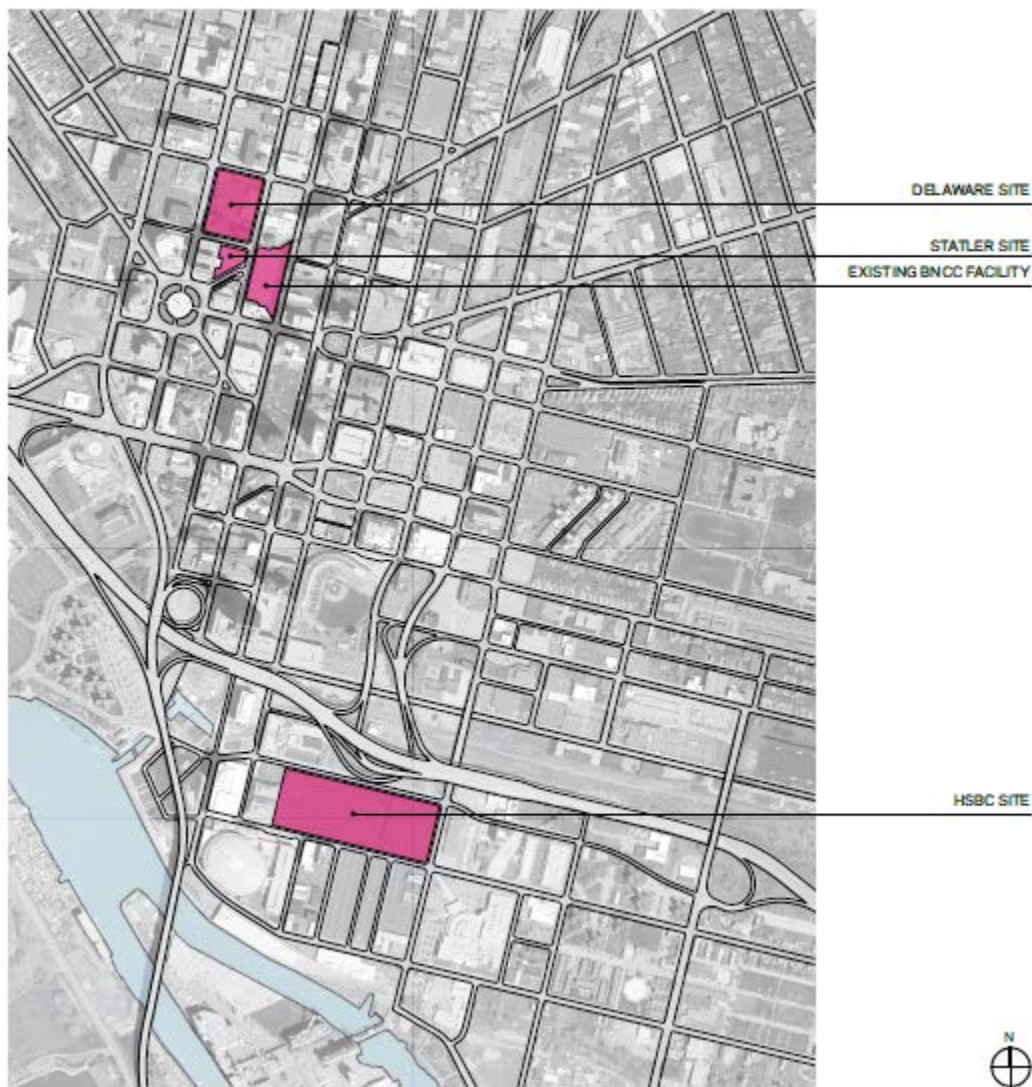
The Erie County Department of Environment and Planning (herein also referred to as “The County”) is soliciting proposals from Architectural & Engineering consultants to further evaluate the feasibility of two sites identified for a new or expanded Buffalo Niagara Convention Center. Both sites were identified in the *Buffalo Niagara Convention Center Market and Feasibility Analysis*, a study completed by HVS Convention, Sports & Entertainment Facilities in 2018. The study is available here: <http://erie.gov/conventioncenter>. In general, the project will include, but is not limited to, (i) assessing from an engineering perspective both sites for a state-of-the-art convention center, (ii) refining overall scopes and cost estimates based on the findings, and (iii) building upon the information obtained through the HVS study. **The County’s expectation is to complete this project by December 2019.**

Over the last decade, downtown Buffalo has experienced a rebirth and revitalization. New construction for the Buffalo Niagara Medical Campus, Harborcenter, Canalside and re-use of many older buildings for mixed use have lifted downtown Buffalo to levels not seen in over a half century. The number, types and location of hotels in downtown Buffalo have also changed dramatically in the past fifteen years. Because of this, Erie County determined that now is the time to consider a remodeled, expanded or new Buffalo Niagara Convention Center that could potentially contribute to the new downtown landscape.

Erie County owns and operates the Buffalo Niagara Convention Center. The existing center is a facility with a 64,410 square foot main exhibition floor and a total size of approximately 110,000 square feet. Over a number of years, improvements have been made to the existing Buffalo Niagara Convention Center (totaling in excess of \$13,000,000) without changing the existing building footprint.

In 2018, Erie County commissioned the *Buffalo Niagara Convention Center Market and Feasibility Analysis*, which explored the feasibility of renovating, enlarging or constructing a new center. The study concluded that the existing center could not meet the future needs and that the current site does not offer the potential for expansion that is necessary. It recommends a facility with a main exhibition floor of 120,000 to 150,000 square feet and a gross square footage requirement of approximately 400,000 to 520,000.

As part of a locational analysis, the suitability of seven sites within downtown Buffalo for the potential redevelopment of the BNCC was explored. A set of 30 evaluation criteria was used to assess their relative strengths and weaknesses. This process identified the two site options most suitable for a redeveloped BNCC: 1) a central downtown site including and adjacent to the existing BNCC (“Expanded BNCC Site”), and 2) an undeveloped site closer to the waterfront (“HSBC Lot Site”). The Expanded BNCC Site consists of the “Delaware Site”, the “Statler Site”, and the “Existing BNCC Facility” as noted on the map below. The HSBC Lot Site is also defined on the map.



To determine the optimal site, additional research and analysis beyond the scope of the previous study is needed. This includes investigating the feasibility of both sites from an architectural and engineering perspective as specified in the scope of work below.

#### **A. SCOPE OF WORK**

This scope of work has been prepared as a proposal guideline. It is the respondent’s responsibility to add any other consultant services that the consultant feels would be necessary to help the county and various stakeholders choose the best location for a new convention center or to otherwise complete the project.

The scope of work may include, but is not limited, to the following:

## **1. Phase I - Review of Both Site Options:**

- a. The Consultant shall attend kickoff and subsequent Steering Committee meetings as necessary to discuss progress on the scope of work.
- b. The Consultant shall review with the County the *HVS Buffalo Niagara Convention Center Market and Feasibility Analysis (2018)* in relation to the two site options identified - the Expanded BNCC Site and the HSBC Lot Site. In addition, the Consultant shall review with the County a proposed concept (outside the scope of the HVS study) that involves the addition of a third floor to the existing Buffalo Niagara Convention Center.
- c. For both HVS site options, the Consultant shall complete the following:
  - i. Phase I Environmental Site Assessment that complies with ASTM E1527-13.
  - ii. Assessment of available information on soils and geology in regards to constructability.
  - iii. Preliminary utility assessment that includes the mapping of general utility sizes and locations on the two proposed site footprints. Utilities include water, sewer, electric, natural gas, telecommunications, and other underground systems. A utility survey is not necessary for this project.
  - iv. Real estate appraisal.
  - v. Potential tax revenue loss.
- d. Deliverables
  - i. Phase I interim report for review by Steering Committee (electronic copy)

## **2. Phase II - Assessment of Expanded BNCC Site:**

- a. For the Expanded BNCC Site option, the Consultant shall complete the following:
  - i. Coordinate with the County and Buffalo Niagara Convention Center staff, as needed, to collect and review applicable historical and existing building and operations information for the Consultant's use. This includes building plans specific to disciplines relevant to the scope of work. Documents consisting of construction and/or as-built drawings will be provided in various formats.
  - ii. Assess the structural composition of the existing Buffalo Niagara Convention Center, including the substructure, superstructure, and envelope.
  - iii. Inventory existing Buffalo Niagara Convention Center building systems and operations, including interior utilities and HVAC.
  - iv. Research, at a desktop level, historical and existing information on the Buffalo Niagara Convention Center to assess the extent of interior and exterior hazardous materials (lead paint, asbestos) in relation to impacts on the scope of an expansion.
- b. Deliverables
  - i. Phase II interim report for review by Steering Committee (electronic copy)

## **3. Phase III - Scopes of Services and Phasing for Both Site Options:**

- a. For both HVS site options, the Consultant shall complete the following:
  - i. Based on previous phases, the Consultant shall provide a comprehensive assessment of pre-development steps, including additional studies, permits, and design.
  - ii. The Consultant shall develop scopes of services for each pre-development step that may be



- utilized as part of subsequent RFPs.
- iii. Based on available information, calculate the order of magnitude costs of the pre-development steps.
- iv. For the Expanded BNCC Site option and the proposed concept plan, assess the potential impact of construction activities on the Buffalo Niagara Convention Center business operations, and provide an estimated downtime for facility operations.

b. Deliverable

- i. Phase III interim report for review by Steering Committee (electronic copy)

#### **4. Phase IV - Cost Estimations for Both Site Options:**

- a. For both HVS site options, the Consultant shall prepare a comprehensive cost estimate by:
  - i. Reviewing and updating the construction cost estimates in the HVS *Buffalo Niagara Convention Center Market and Feasibility Analysis (2018)* to 2019 values.
  - ii. Calculating and incorporating any new cost estimates gathered as part of this project:
    - 1. Order of magnitude cost to demolish existing Buffalo Niagara Convention Center as part of the HSBC Lot Site option.
    - 2. Order of magnitude cost to relocate the historic building that is part of the Expanded BNCC Site option.
  - iii. Developing comprehensive itemized cost estimates with assumptions outlined.

b. Deliverable

- i. Phase IV interim report for review by Steering Committee (electronic copy)

#### **5. Phase V - Overall Assessment of Both Site Options:**

- a. For both HVS site options and the proposed concept plan, the Consultant shall assess the general feasibility, constructability, and implications of pursuing each based on information collected and assessed throughout this project. A summary of pros and cons for each HVS site option shall be developed.
- b. The Consultant shall provide recommendations on additional studies that may provide useful information to aid in the County decision-making process in relation to the site options.

c. Deliverable

- i. Phase V interim report for review by Steering Committee (electronic copy)

#### **6. Phase VI - Draft and Final Reports:**

- a. The Consultant shall prepare draft and final reports that include all interim reports in one concise document. An electronic copy and ten (10) hard copies of each will be required for County use.
- b. Deliverable
  - i. Ten (10) Draft and Final Reports for review by Steering Committee (hard copies and electronic copy)

## **B. FUNDING**

The project is being funded through the use of Erie County General Obligation Bonds.

## C. PROPOSAL TIME FRAMES

The following schedule is for informational purpose only. The County reserves the right to amend this schedule at any time.

|                                 |  |
|---------------------------------|--|
| <b>RFP Issued:</b>              | <b>April 18, 2019</b>                    |
| <b>RFP Questions Due:</b>       | <b>April 30, 2019, Close of Business</b> |
| <b>Responses to RFP Issued:</b> | <b>May 6, 2019</b>                       |
| <b>Proposals Due:</b>           | <b>May 14, 2019, 2:00 PM (EST)</b>       |

## D. CONTRACT

A contract prepared by the County of Erie for the services requested in the RFP will be negotiated with the selected firm. The selected firm will be expected to enter into a contract with the County of Erie upon successful conclusion of negotiations.

## E. GENERAL REQUIREMENTS

1. Requests for Information/clarification of this RFP must be in writing and submitted to *Julie Barry* at *Julie.Barry@erie.gov* no later than date listed in **Section C “Proposal Time Frames”**. No communications of any kind will be binding against the County, except for the formal written responses to any request for clarification. Responses to RFP questions will be issued by addendum on the Erie County website.
2. Information on the Standard Insurance Provisions required of companies selected as a contractor of this service is included as **Schedule C** – Erie County Standard Insurance Certificate in this RFP. This document is for informational purposes only, and is not to be submitted by the Proposer for the purposes of this RFP.
3. All potential contract-holders with Erie County shall agree to comply with Executive Order 13 (2014), and the Company shall make such records available, upon request, to the County’s Division of Equal Employment Opportunity for review. All contract holders are required to sign the **Schedule D** – Erie County Equal Pay Certification (attached). The County shall have the right, upon reasonable notice and at reasonable times, to inspect the books and records of the Company, its offices and facilities, for the purpose of verifying information supplied in the Erie County Equal Pay Certification and for any other purpose reasonably related to confirming the Company’s compliance with Erie County Executive Order No. 13 (2014). Violation of the provisions of Executive Order 13 (2014), which is attached hereto and made a part hereof, can constitute grounds for the immediate termination of a contract, and may constitute grounds for determining that a bidder is not qualified to participate in future county contracts.
4. All Proposers must disclose the name, title, and department of any employee or officer who was an employee or officer of Erie County within the 12 months immediately prior to the proposal.
5. All Proposers must provide a list of at least 3 references from community partners and collaborators or an individual with knowledge of and experience with the specific services being offered. References are also required for inspectors being planned for this project.
6. To be selected, the Consultant needs to be licensed and authorized by the State of New York to practice Architecture and/ or Engineering.
7. Provide work which complies with professional Architectural and Engineering standards and applicable requirements of federal, state, and local law. Consultants are required to provide sealed and signed documents by a registered New York State design professional.

8. Contract for or employ at the Consultant's expense, sub-consultant(s) to the extent deemed necessary for completion of the project. In accordance with Erie County Local Law No. 9-2005, all contracted Professional, Technical or other consultant services must include a goal of at least 15% MBE participation, directly or through subcontracts and 5% WBE participation, directly or through subcontracts. The County reserves the right to reject the use of any sub-consultant. Nothing in the foregoing procedure shall create any contractual relationship between the County and any sub-consultant employed by the Consultant under the terms of the Agreement.
9. Cooperate with other professionals employed by the County and/ or other design consultants for the design, coordination or management of this project or other work related to or affecting the project.

## **F. STATEMENT OF RIGHTS**

### **1. UNDERSTANDINGS**

**Please take notice**, by submission of a proposal in response to this request for proposals, the Proposer agrees to and understands:

- that any proposal, attachments, additional information, etc. submitted pursuant to this Request for Proposals constitute merely a suggestion to negotiate with the County and is not a bid under Section 103 of the New York State General Municipal Law;
- submission of a proposal, attachments, and additional information shall not entitle the Proposer to enter into an agreement with the County for the required services;
- by submitting a proposal, the Proposer agrees and understands that the County is not obligated to respond to the proposal, nor is it legally bound in any manner whatsoever by submission of same;
- that any and all counter-proposals, negotiations or any communications received by a proposing entity, its officers, employees or agents from the County, its elected officials, officers, employees or agents, shall not be binding against the County, its elected officials, officers, employees or agents unless and until a formal written agreement for the services sought by this RFP is duly executed by both parties and approved by the Erie County Legislature and the Office of the Erie County Attorney.

In addition to the foregoing, by submitting a proposal, the Proposer also understands and agrees that the County reserves the right, and may at its sole discretion; exercise the following rights and options with respect to this Request for Proposals:

- To reject any or all proposals;
- To issue amendments to this RFP;
- To issue additional solicitations for proposals;
- To waive any irregularities or informalities in proposals received after notification to Proposers affected;
- To select any proposal as the basis for negotiations of a contract, and to negotiate with one or more of the Proposers for amendments or other modifications to their proposals;
- To conduct investigations with respect to the qualifications of each Proposer;
- To exercise its discretion and apply its judgment with respect to any aspect of this RFP, the evaluation of proposals, and the negotiations and award of any contract;

- To enter into an agreement for only portions (or not to enter into an agreement for any) of the services contemplated by the proposals with one or more of the Proposers;
- To select the proposal that best satisfies the interests of the County and not necessarily on the basis of price or any other single factor;
- To interview the Proposer(s);
- To request or obtain additional information the County deems necessary to determine the ability of the Proposer;
- To modify dates;
- All proposals prepared in response to this RFP are at the sole expense of the Proposer, and with the express understanding that there will be no claim, whatsoever, for reimbursement from the County for the expenses of preparation. The County assumes no responsibility or liability of any kind for costs incurred in the preparation or submission of any proposal;
- While this is an RFP and not a bid, the County reserves the right to apply the case law under New York State General Municipal Law § 103 regarding bidder responsibility in determining whether a Proposer is a responsible vendor for the purpose of this RFP process; and
- The County is not responsible for any internal or external delivery delays which may cause any proposal to arrive beyond the stated deadline. To be considered, proposals MUST arrive at the place specified herein and be time stamped prior to the deadline.

## 2. **EVALUATION**

The following criteria, not necessarily listed in order of importance, will be used to review the proposals. The County reserves the right to weigh its evaluation criteria in any manner it deems appropriate:

- The Proposer's demonstrated capability to provide the services.
- Evaluation of the professional qualifications, personal background and resume(s) of individuals involved in providing services.
- The Proposer's experience in performing the proposed services.
- The Proposer's financial ability to provide the services.
- A determination that the Proposer has submitted a complete and responsive proposal as required by this RFP.
- An evaluation of the Proposer's projected approach and plans to meet the requirements of this RFP.
- The Proposer's presentation at and the overall results of any interview conducted with the Proposer.
- Proposers MUST sign the Proposal Certification attached hereto as Schedule A. Unsigned proposals will be rejected.
- Proposers may be required to give an oral presentation to the County to clarify or elaborate on the written proposal.
- No proposal will be accepted from nor any agreement awarded to any Proposer that is in arrears upon any debt or in default of any obligation owed to the County. Additionally, no agreement will be awarded to any Proposer that has failed to satisfactorily perform pursuant to any prior agreement with the County.

### **3. CONTRACT**

After selection of the successful Proposer, a formal written contract will be prepared by the County and will not be binding until signed by both parties and, if necessary, approved by the Erie County Legislature, the Erie County Fiscal Stability Authority and the Office of the County Attorney. NO RIGHTS SHALL ACCRUE TO ANY PROPOSER BY THE FACT THAT A PROPOSAL HAS BEEN SELECTED BY THE COUNTY FOR SUBMISSION TO THE ERIE COUNTY LEGISLATURE AND/OR IF NECESSARY THE ERIE COUNTY FISCAL STABILITY AUTHORITY FOR APPROVAL. THE APPROVAL OF SAID LEGISLATURE AND/OR AUTHORITY MAY BE NECESSARY BEFORE A VALID AND BINDING CONTRACT MAY BE EXECUTED BY THE COUNTY.

### **4. INDEMNIFICATION AND INSURANCE**

The Proposer accepts and agrees that language in substantially the following form will be included in the contract between the Proposer and the County:

“In addition to, and not in limitation of the insurance requirements contained herein the Proposer agrees:

(a) that except for the amount, if any, of damage contributed to, caused by or resulting from the negligence of the County, the Proposer shall indemnify and hold harmless the County, its officers, employees and agents from and against any and all liability, damage, claims, demands, costs, judgments, fees, attorneys' fees or loss arising directly or indirectly out of the acts or omissions hereunder by the Proposer or third parties under the direction or control of the Proposer; and

(b) to provide defense for and defend, at its sole expense, any and all claims, demands or causes of action directly or indirectly arising out of this Agreement and to bear all other costs and expenses related thereto.

(c) any infringement of any claimed copyright or patent right of designs, plans, drawings, or specifications furnished by the Proposer or its sub consultant. Nothing contained herein shall create or give to third parties any claim or right of action against the County or the Proposer beyond such as may legally exist without regard to this provision.”

Upon execution of any contract between the Proposer and the County, the Proposer will be required to provide proof of the applicable insurance coverage.

Insurance coverage in amount and form, as outlined in **Schedule C**, shall not be deemed acceptable until approved by the County Attorney.

### **5. INTELLECTUAL PROPERTY RIGHTS**

The Proposer accepts and agrees that language in substantially the following form will be included in the contract between the Proposer and the County:

All deliverables created under this Agreement by the Proposer are to be considered “works made for hire”. If any of the deliverables do not qualify as “works made for hire”, the Proposer hereby assigns to the County all right, title and interest (including

ownership of copyright) in such deliverables and such assignment allows the County to obtain in its name copyrights, registrations and similar protections which may be available. The Proposer agrees to assist the County, if required, in perfecting these rights. The Proposer shall provide the County with at least one copy of each deliverable.

The Proposer agrees to defend, indemnify, and hold harmless the County for all damages, liabilities, losses and expenses arising out of any claim that a deliverable infringes upon an intellectual property right of a third party. If such a claim is made, or appears likely to be made, the Proposer agrees to enable the County's continued use of the deliverable, or to modify or replace it. If the County determines that none of these alternatives is reasonably available, the deliverable will be returned.

All records compiled by the Proposer in completing the work described in this Agreement, including but not limited to written reports, source codes, studies, drawings, blueprints, negatives of photographs, computer printouts, graphs, charts, plans, specifications and all other similar recorded data, shall become and remain the property of the County. The Proposer may retain copies of such records for its own use.

## **6. NON-COLLUSION**

The Proposer, by signing the proposal, does hereby warrant and represent that any ensuing agreement has not been solicited, secured or prepared directly or indirectly, in a manner contrary to the laws of the State of New York and the County of Erie, and that said laws have not been violated and shall not be violated as they relate to the procurement or the performance of the agreement by any conduct, including the paying or the giving of any fee, commission, compensation, gift, gratuity or consideration of any kind, directly or indirectly, to any County employee, officer or official.

## **7. CONFLICT OF INTEREST**

All Proposers must disclose with their proposals the name of any officer, director or agent who is also an employee of the County. Further, all Proposers must disclose the name of any County employee who owns, directly or indirectly, an interest of ten percent (10%) or more in the firm or any of its subsidiaries or affiliates.

There shall be no conflicts in existence during the term of any contract with the County. The existence of a conflict shall be grounds for termination of a contract.

## **8. COMPLIANCE WITH LAWS**

By submitting a proposal, the Proposer represents and warrants that it is familiar with all federal, state and local laws and regulations and will conform to said laws and regulations. The preparation of proposals, selection of Proposers and the award of contracts are subject to provisions of all Federal, State and County laws, rules and regulations.

## **9. CONTENTS OF PROPOSAL**

The New York State Freedom of Information Law as set forth in Public Officers Law, Article 6, Sections 84 et seq., mandates public access to government records. However, proposals submitted in response to this RFP may contain technical, financial background or other data, public disclosure of which could cause substantial injury to the Proposer's competitive position or constitute a trade secret.

Proposers who have a good faith belief that information submitted in their proposals is protected from disclosure under the New York Freedom of Information Law shall:

- a) Insert the following notice in the front of its proposal:

**“NOTICE**

**The data on pages \_\_\_\_ of this proposal identified by an asterisk (\*) contains technical or financial information constituting trade secrets or information the disclosure of which would result in substantial injury to the Proposer’s competitive position.**

**The Proposer requests that such information be used only for the evaluation of the proposal, but understands that any disclosure will be limited to the extent that the County considers proper under the law. If the County enters into an agreement with this Proposer, the County shall have the right to use or disclose such information as provided in the agreement, unless otherwise obligated by law.”**

**and**

- b) Clearly identify the pages of the proposals containing such information by typing in bold face, on the top of each page, the following: **"THE PROPOSER BELIEVES THAT THIS INFORMATION IS PROTECTED FROM DISCLOSURE UNDER THE STATE FREEDOM OF INFORMATION LAW."**

The County assumes no liability for disclosure of information so identified, provided that the County has made a good faith legal determination that the information is not protected from disclosure under applicable law or where disclosure is required to comply with an order or judgment of a court of competent jurisdiction.

The contents of the proposal which is accepted by the County, except portions "Protected from Disclosure", may become part of any agreement resulting from this RFP.

**10. EFFECTIVE PERIOD OF PROPOSALS**

All proposals must state the period for which the proposal shall remain in effect (i.e. how much time does the County have to accept or reject the proposal under the terms proposed). Such period shall not be less than one hundred eighty (180) days from the proposal date.

**G. SELECTION CRITERIA**

The Erie County Department of Environment and Planning selection committee will review the proposal submissions and/or statement of qualifications. The Qualifications will be comparatively evaluated based upon the requirements stated in **Section F “Statement of Rights”**, specifically **Part 2 “Evaluation”** and in accordance with the following criteria, listed in order of decreasing importance:

Understanding of work to be done

**30%**

|  |                   |
|--|-------------------|
| Staff Experience / Qualifications          | <b><u>30%</u></b> |
| Firm Experience                            | <b><u>20%</u></b> |
| Organization and Scheduling                | <b><u>15%</u></b> |
| Percentage of Proposed M/WBE Participation | <b><u>5%</u></b>  |

## H. **PROPOSAL CONTENT**

In order for Proposers to be considered for an award, the terms, conditions and instructions contained in this RFP and attachments must be met. Any proposals which do not meet these criteria may be considered non-responsive. All proposals must be **limited to fifteen (15) pages total, double-sided** or thirty (30) pages total, single-sided. This includes the GSA form 330 format and resumes. Front and back covers, and sectional dividers will not be counted towards the maximum number of pages allowed. The proposal shall include a clear table of contents addressing all the requirements for the RFP:

1. **RFP Coversheet:** Firm must return the completed **Schedule D** – “Erie County Department of Law RFP Coversheet” with their proposal.
2. **Additional Information:** Brief description of the Proposer, including its location, years in business, history and philosophy. Include an outline of the Proposer’s ownership, officers, and executive management.
3. **Contact Information:** To facilitate communications regarding this RFP, please state clearly the following:

|                             |
|-----------------------------|
| <b>FIRM NAME:</b>           |
| <b>CONTACT PERSON NAME:</b> |
| <b>ADDRESS:</b>             |
| <b>TELEPHONE NUMBER:</b>    |
| <b>E-MAIL ADDRESS:</b>      |

4. **Project Statement:** – This is a statement of the firms understanding of the project scope of work, project assumptions and exclusions, and acknowledgement of any addenda issued for the RFP.
5. **Qualification Statement:** A narrative describing the Proposer’s capabilities and unique qualifications, including all pertinent information that would substantiate the Proposer’s capabilities as they pertain to the specified services of this RFP.
6. **GSA Standard Form 330:** The Candidates are required to provide an up-to-date and complete General Services Administration (GSA) Standard Form 330 Architect-Engineer Qualifications. Identify Proposer’s key contact personnel for project related matters and include respective resumes and detailed descriptions of past project roles. Indicate the location of the office(s) where the work would be performed. Provide a listing and description of similar completed projects that demonstrate the proposer’s experience.
  - a. Submit Part I and Part II of the GSA Standard Form 330 based on the specific instructions, and take into account the following supplemental instructions:
    - i. Section F shall present five (5) example projects which best illustrate the proposed team’s qualifications for this contract.
    - ii. Section H shall present Manpower Commitment, Quality Assurance and Control, M/WBE Utilization Plan, and Additional Attachments as stated below.



The following http address contains a copy of the same in PDF (Adobe Acrobat) format. This is provided for the candidate's convenience and information. However, it is the responsibility of each candidate to obtain the appropriate form and to complete it. The Erie County DEP takes no legal responsibility for accuracy and availability of the Internet Address or the Form. The site belongs to and is managed by the Federal Government (GS).

<http://www.gsa.gov/portal/forms/download/116486>

7. **Manpower Commitment:** Provide information regarding the ability to meet the project schedule based on workload including an organizational chart indicating the staff that may be assigned to the contract and their responsibilities. Indicate the location of the office(s) where the work would be performed. List current or anticipated obligations, which will require professional or technical manpower commitments from the same office that will be utilized for this project. Indicate the size of these jobs and their aggregate manpower requirements. In addition the firm needs to supply a list of contracts that are presently open with Erie County Department of Public Works, Highways Division, Building and Grounds Division and Department of Environment and Planning.
  - a. Provide a disclosure indicating, by name, any principal or staff member presently employed by your firm and/ or who was employed by the County of Erie in the year prior to the date of this RFP. This disclosure shall also include the individual's name, title and the department within the County of Erie for whom the employee worked. Further, disclose the name of any County employee who owns, directly or indirectly, an interest of ten percent (10%) or more in the firm or any of its subsidiaries or affiliates.
8. **References:** Provide references as noted in **Section E "General Requirements"** based on relevant past experience. Information is to project name and location, brief description of project, completion date, firm/ organization name, contact person, address, phone number and email address.
9. **Quality Assurance and Control:** A detailed discussion of the methodology used by the firm to assure quality control and assurance is to be provided.
10. **M/WBE Utilization Plan:** A plan shall be submitted with this proposal stating how the firm intends to meet the following criteria:
  - a. The County of Erie has Minority Business Enterprise (MBE) and Women's Business Enterprise (WBE) participation goals as stated in **Section E "General Requirements"**. The County of Erie is committed to M/WBE goals and a good faith effort is expected to be put forth to achieve these goals. Indicate the names of all proposed sub-consultant(s), and state if they are a Minority Business Enterprise (MBE) or Women Business Enterprise (WBE). For those firms proposed to be utilized as M/WBE firms on this particular project, indicate the percentage of the total value of the contract that all MBE's are proposed to be awarded, and the percentage of the total value of the contract that all WBE's are proposed to be awarded. Contract amounts are not to be disclosed in the Qualifications.
  - b. Certified Minority Business Enterprise/ Women's Business Enterprise (MBE/WBE) proposers should include the Erie County MBE/WBE Certification letter with their proposal.
11. Include the signed **Schedule A – Proposer Certification**.
12. Include the signed **Schedule B – Erie County Equal Pay Certification**.
13. Include proof of Insurances as required in **Schedule C**.
14. Include completed **Schedule D – Erie County Department of Law Cover Sheet**.
15. List of Officers and Board of Directors.

16. Include proposers submitting proposals must include a rate card depicting titles and hourly rates of the personnel planned to fulfill the needs of this contract as part of **Schedule E – Rates of Service**. These rates are to be loaded rates including overhead and profit costs.
17. **Second Sealed Envelope Contents (hard copy only):**
  - a. The cost proposal form shall be completed and signed. A list of all assumptions and exclusions that are pertinent to the lump sum fee is to be provided with the proposal (there will be no reimbursables).

## **I. PROPOSAL SUBMISSION**

Submission of the proposals shall be directed to:

Julie Barry  
Erie County Department of Environment and Planning  
95 Franklin Street, 10th Floor  
Buffalo, New York 14202

Reference your submission as “Proposal for General Architectural/Engineering Services: New or Expanded Buffalo Niagara Convention Center – Engineering Assessment”.

Please submit six (6) bound hard copies and one (1) electronic PDF copy of your proposal package on or before the date and time listed in **Section C “Proposal Time Frames”** with the required content as described **Section H “Proposal Content”** of this document. Proposal shall be submitted in a separately sealed envelope along with the RFP. Open proposals submitted within the RFP will not be considered. The County is under no obligation to return proposals.

**For consideration the Consultant must submit both the qualification statements and proposal form. Proposal forms shall be submitted in a separately sealed envelope along with the RFP. Open proposals submitted within the RFP will not be considered.**

## **J. INTERVIEWS**

The County reserves the right to determine whether interviews will be necessary in the selection of a Consultant. If required, the proposed lead principal as well as other key personnel proposed to provide services must be present and participate in the interview.

Attachments: Proposal Form  
Schedule A – Proposer Certification  
Schedule B – Erie County Equal Pay Certification  
Schedule C – Erie County Standard Insurance Certificate  
Schedule D – Erie County Department of Law Cover Sheet  
Schedule E – Rates of Service

## REQUEST FOR PROPOSAL FOR PROFESSIONAL SERVICES

PROJECT TITLE: New or Expanded Buffalo Niagara Convention Center – Engineering Assessment  
RFP #: 1926VF  
DATE: April 18, 2019  
PROPOSAL DUE DATE: Wednesday, May 14, 2019 by 2:00PM

TO:

Julie Barry, Deputy Commissioner  
Erie County DEP  
95 Franklin Street, 10th Floor  
Buffalo, NY 14202

PROJECT LOCATIONS:

Expanded BNCC Site and HSBC Lot Sites

### **PROPOSAL FORM:**

A. Please provide fees per Phase as shown below, which includes but is not limited to all labor, material, profit and overhead to provide the services identified within this Request For Proposal (RFP).

**Phases I: Review of Both Sites** \_\_\_\_\_

**Phase II: Assessment of BNCC Expanded Site** \_\_\_\_\_

**Phase III: Scopes of Services and Phasing** \_\_\_\_\_

**Phase IV: Cost Estimations** \_\_\_\_\_

**Phase V: Overall Assessment** \_\_\_\_\_

**Phase VI: Draft and Final Reports** \_\_\_\_\_

**TOTAL FEE (Phases I through VI)** \_\_\_\_\_

\*Consultant is to provide a list of all assumptions and exclusions that are pertinent to the fees provided

B. Please provide an estimate for the durations (in weeks) for Phases I - VI: \_\_\_\_\_

C. Certification: Proposal must be signed by an officer or employee having authority to legally bind the proposer.

**FIRM NAME:** \_\_\_\_\_

**STREET ADDRESS:** \_\_\_\_\_

**CITY & STATE, ZIP:** \_\_\_\_\_

**PRINT NAME OF AUTHORIZED REPRESENTATIVE:** \_\_\_\_\_

**SIGNATURE OF AUTHORIZED REPRESENTATIVE:** \_\_\_\_\_

**TITLE:** \_\_\_\_\_ **DATE:** \_\_\_\_\_

**TELEPHONE:** \_\_\_\_\_ **FAX:** \_\_\_\_\_ **TOLL FREE:** \_\_\_\_\_

**E-MAIL ADDRESS:** \_\_\_\_\_ **INTERNET URL:** \_\_\_\_\_

**TAXPAYER IDENTIFICATION NUMBER:** \_\_\_\_\_

Proposal Form

**SCHEDULE A**

**PROPOSER CERTIFICATION**

The undersigned agrees and understands that this proposal and all attachments, additional information, etc. submitted herewith constitute merely an offer to negotiate with the County of Erie (the "County") and is NOT A BID. Submission of this proposal, attachments, and additional information shall not obligate or entitle the proposing entity to enter into a service agreement with the County for the required services. The undersigned agrees and understands that the County is not obligated to respond to this proposal nor is it legally bound in any manner whatsoever by the submission of same. Further, the undersigned agrees and understands that any and all proposals and negotiations shall not be binding or valid against the County, its directors, officers, employees or agents unless an agreement is signed by a duly authorized County officer and, if necessary, approved by the Erie County Legislature, the Office of the County Attorney and/or the Erie County Fiscal Stability Authority.

It is understood and agreed that the County reserves the right to reject consideration of any and all proposals including, but not limited to, proposals which are conditional or incomplete. It is further understood and agreed that the County reserves all rights specified in the Request for Proposals (RFP).

It is understood and agreed that the undersigned, prior to entering into an agreement with Erie County, will provide proof of insurance in accordance with the instructions herein.

It is represented and warranted by those submitting this proposal that except as disclosed in the proposal, no officer or employee of the County is directly or indirectly a party to or in any other manner interested in this proposal or any subsequent service agreement that may be entered into.

\_\_\_\_\_  
*Proposer Company Name*

By:

\_\_\_\_\_  
*Name and Title*

Date: \_\_\_\_\_

**SCHEDULE B**

**ERIE COUNTY EQUAL PAY CERTIFICATION**

In order to comply with Executive Order 13 dated November 6, 2014, we hereby certify that we are in compliance with federal law, including the Equal Pay Act of 1963, Title VII of the Civil Rights Act of 1964, Federal Executive Order 11246 of September 24, 1965 and New York State Labor Law Section 194 (together "Equal Pay Law"). We understand that this certification is a material component of this contract. Violation of the provisions of Executive Order 13, which is attached hereto and made a part hereof, can constitute grounds for the immediate termination of this contract and may constitute grounds for determining that a bidder is not qualified to participate in future county contracts.

We have evaluated wages and benefits to ensure compliance with the Equal Pay Law. We certify that we have not been the subject of an adverse finding under the Equal Pay Law within the previous five years and, in the alternative, if we were the subject of an adverse finding under the Equal Pay Law within the previous five years, we have annexed a detailed description of the finding(s). In addition, we have annexed a detailed description of any currently pending claims under the Equal Pay Law in which we are involved.

\_\_\_\_\_  
Signature

**Verification**

**A) OWNER/PARTNERSHIP**

STATE OF \_\_\_\_\_ )  
COUNTY OF \_\_\_\_\_ ) SS:

\_\_\_\_\_, being duly sworn, states he or she is the owner of (or a partner in) \_\_\_\_\_, and is making the foregoing Certification and that the statements and representations made in the Certification are true to his or her own knowledge.

Sworn to before me this \_\_\_\_\_ Day of \_\_\_\_\_, 20\_\_

\_\_\_\_\_  
Notary

**B) CORPORATE**

STATE OF \_\_\_\_\_ )  
COUNTY OF \_\_\_\_\_ ) SS:

\_\_\_\_\_, being duly sworn, states that he or she is the  
Name of Corporate Officer

\_\_\_\_\_, of \_\_\_\_\_,  
Title of Corporate Officer Name of Corporation

the enterprise making the foregoing Certification, that he or she has read the Certification and knows its contents, that the statements and representations made in the Certification are true to his or her own knowledge, and that the Certification is made at the direction of the Board of Directors of the Corporation.

Sworn to before me this \_\_\_\_\_ Day of \_\_\_\_\_, 20\_\_

\_\_\_\_\_  
Notary

## SCHEDULE C

### INSTRUCTIONS FOR COUNTY OF ERIE STANDARD INSURANCE CERTIFICATE

- I. Insurance shall be procured and certificates delivered before commencement of work or delivery of merchandise or equipment.
- II. CERTIFICATES OF INSURANCE
  - A. Shall be made to the "County of Erie, 95 Franklin St, Buffalo NY, 14202."
  - B. Coverage must comply with all specifications of the contract.
  - C. Must be executed by an insurance company, agency or broker, which is licensed by the Insurance Department of the State of New York. If executed by a broker, notarized copy of authorization to bind or certify coverage must be attached.
- III. Forward the completed certificate to: County of Erie, (Department or Division) responsible for entering into the agreement for construction, purchase, lease or service.
- IV. Minimum coverage with limits are as follows:

| Vendor Classification                        | A<br>Construction and Maintenance | B<br>Purchase or Lease of Merchandise or Equipment | C<br>Professional Services       | D<br>Property Leased To Others Or Use Of Facilities Or Grounds | E<br>Concession-Aires Services   | F<br>Livery Services             | G<br>All Purposes Public Entity Contracts |
|--|-----------------------------------|--|----------------------------------|--|----------------------------------|----------------------------------|---|
| Commercial Gen. Liab.                        | \$1,000,000 per occ.              | \$1,000,000 CSL                                    | \$1,000,000 CSL                  | \$1,000,000  | \$1,000,000 CSL                  | \$1,000,000                      | \$1,000,000 CSL                           |
| General Aggregate                            | \$2,000,000                       |  |                                  |  |                                  |                                  |   |
| Products Comp. Ops.                          | \$2,000,000                       |  |                                  |  |                                  |                                  |   |
| Blanket Broad Form                           | Not Excluded or Limited           |  | INCLUDE                          | INCLUDE  | INCLUDE                          | INCLUDE                          | INCLUDE                                   |
| Contractual Liability                        |                                   |  |                                  |  |                                  |                                  |   |
| Broad Form P.D.                              |                                   |  |                                  |  |                                  |                                  |   |
| X.C.U.                                       |                                   |  |                                  |  |                                  |                                  |   |
| Liquor Law                                   |                                   |  |                                  | INCLUDE  |                                  |                                  |   |
| Auto Liab.                                   | \$1,000,000 CSL                   |  | \$1,000,000 CSL                  | \$1,000,000 CSL  | \$1,000,000 CSL                  | \$1,000,000 CSL                  | \$1,000,000 CSL                           |
| Owned  | INCLUDE                           |  | INCLUDE                          | INCLUDE  | INCLUDE                          | INCLUDE                          | INCLUDE                                   |
| Hired  | INCLUDE                           |  | INCLUDE                          | INCLUDE  | INCLUDE                          | INCLUDE                          | INCLUDE                                   |
| Non-Owned                                    | INCLUDE                           |  | INCLUDE                          | INCLUDE  | INCLUDE                          | INCLUDE                          | INCLUDE                                   |
| Excess/Umbrella Liab.                        | \$5,000,000                       | \$1,000,000  | \$1,000,000                      | \$1,000,000  | \$1,000,000                      | \$5,000,000                      | \$1,000,000                               |
| Worker's Compensation & Employer's Liability | STATUTORY                         | STATUTORY  | STATUTORY                        | STATUTORY  | STATUTORY                        | STATUTORY                        | STATUTORY                                 |
| Disability Benefits                          | STATUTORY                         | STATUTORY  | STATUTORY                        | STATUTORY  | STATUTORY                        | STATUTORY                        | STATUTORY                                 |
| Professional Liability                       |                                   |  | \$5,000,000                      |  |                                  |                                  |   |
| Erie County To Be Named Add'l Insd.          | Gen. Liab., Auto Liab., & Excess  | Broad Form Vendors May Be Required                 | Gen. Liab., Auto Liab., & Excess | Gen. Liab., Auto Liab., & Excess                               | Gen. Liab., Auto Liab., & Excess | Gen. Liab., Auto Liab., & Excess | Gen. Liab., Auto Liab., & Excess          |

- V. Construction contracts require excess Umbrella Liability limits of \$5,000,000.
- VI. Coverage must be provided on a primary-non contributory bases.
- VII. Designated Construction Project General Aggregate Limit Per Location Endorsement CG 25 03 is Required.
- VIII. In the event the concessionaire is required to have a N.Y.S. license to dispense alcoholic beverages an endorsement for liquor liability is required.
- IX. Transportation of people in buses, vans or station wagons requires \$5,000,000 excess liability.
- X. Workers Compensation: State Workers' Compensation Board form DB-155 is required for proof of compliance with the New York State Disability Benefits Law.  
Locations of operation shall be "All locations in Erie County, New York."  
  
For those entities who request permits, licenses, or contracts are required to provide either an Affidavit of Exemption (BP-1) or Certificate of Insurance 105.2, Certificate of Self Insurance SI-12, DB-155, or a Certificate of Attestation CE-200 to evidence exemption of coverage by statute. It will be necessary to require alternate coverage and limits which will be defined in the bid specifications, contract, lease or agreement. The alternative specifications should be evidenced on the certificate in lieu of the standards printed above.
- XI. The "ACORD" form certificate may be used in place of the County of Erie Standard Insurance Certificate, provided that all of the above referenced requirements are incorporated into the "ACORD" form certificate.

## **SCHEDULE D**

### **ERIE COUNTY DEPARTMENT OF LAW RFP COVERSHEET** **RFP# 1926VF NEW OR EXPANDED BUFFALO NIAGARA CONVENTION CENTER – ENGINEERING** **ASSESSMENT**

|  |   |
|--|---|
| Name of Organization:  |   |
| Organizational Mailing Address:  |   |
| President/CEO:   |   |
| President's/CEO's Phone Number:  |   |
| President's/CEO's Email:   |   |
| Project Contact Person:  |   |
| Project Contact Person's Phone Number:   |   |
| Project Contact Person's Email:  |   |
| Company Website:   |   |
| Federal Employer ID# (FEIN):   |   |
| Is company debarred/suspended from receiving funds/doing business with the Federal government?   |   |
| Please provide DUNS #, if available:   |   |
| Is respondent a non-profit or unit of government?  |   |
| If non-profit, please provide 501(c)(3) not-for-profit entity ID # and date established as such:   |   |
| If non-profit, please provide roster of respondent's volunteer board:  | Please provide attachment   |
| Is company a Certified Minority Business Enterprise/ Women's Business Enterprise (MBE/WBE)?  | Please provide the Erie County MBE/WBE Certification Letter as attachment                     |
| Is company a Veteran-Owned Business?   | Please provide the letter indicating their company is 51% or more veteran-owned as attachment |
| Name, title, and department of any employee or officer who was an employee or officer of Erie County within the 12 months immediately prior to the proposal: |   |
|  |   |



## **SCHEDULE E**

### **RATES OF SERVICE**

Proposers submitting proposals must include a rate card depicting titles and hourly rates of the personnel planned to fulfill the needs of this contract.

## **Section 2**

### **Conflict of Interest Discussion by Selection Committee**

At the first meeting of the Committee, all members turned in the Conflict of Interest forms. All Committee members have had no employment with any of the firms submitted proposals.

(Attached)

COUNTY OF ERIE

CONFLICT OF INTEREST DISCLOSURE STATEMENT

|                            |  |
|----------------------------|--|
| NAME:                      | Thomas R. Hersey Jr.   |
| TITLE:                     | Commissioner   |
| DEPT./AGENCY/ORGANIZATION: | Eric Co. Eng. & Planning   |
| PROJECT TO BE EVALUATED:   | General Architectural/ Engineering Services: New or Expanded Buffalo Niagara Convention Center – Engineer Assessment |

1. **Current Employment:** Do you, your spouse or dependent children currently hold a position with, or are actively seeking employment from, any of the organizations listed on **Attachment A** that are subject to evaluation? *[If none, please write "None."]*

| Name | Relationship | Employer |
|------|--------------|----------|
| none |              |          |

2. **Past Employment:** Have you, your spouse or dependent children held a position in the past five (5) years, either directly or indirectly, with any of the organizations listed on **Attachment A** that are subject to evaluation? *[If none, please write "None."]*

| Name | Relationship | Employer |
|------|--------------|----------|
| none |              |          |

3. **Financial Interest:** Describe any financial interest, affiliation and/or connection that you, your spouse or your dependent children may have, either directly or indirectly, with any of the organizations listed on **Attachment A** that are subject to evaluation. *[If none, please write "None."]*

|      |  |  |
|------|--|--|
| None |  |  |
|------|--|--|

4. **Conflicts of Interest:** Are there any other issues, factors and/or affiliations that pertain to you, your spouse or dependent children that may pose a conflict of interest or the appearance of a conflict of interest in the event that you participate in the evaluation process for the underlying project? *[If none, please write "None."]*

none

I Thomas R. Jensen Jr certify that the above statements are true and correct to the best of my knowledge. I promise to update this disclosure form promptly in the event there is a change in relevant circumstances. If I should gain access to proprietary information belonging to other agencies, organizations or companies, I agree to protect their information from unauthorized use or disclosure and refrain from using such information for any purpose other than that for which it was furnished.

  
Signature

Date: 5/28/19

## ATTACHMENT A

PROJECT TO BE EVALUATED: Buffalo & Erie County Convention Center Project

CHAIR OF SELECTION COMMITTEE: Julie Barry

COUNTY DEPARTMENT OR AGENCY: Department of Environment and Planning

The following organizations, including subcontractors, are subject to evaluation in relation to the underlying project:

1. TVS New York, PC
  - a. CJS Architects
  - b. C.J Brown Energy & Engineering
  - c. K LW Group
  - d. Siracuse Engineers
  - e. WSP
  - f. Trophy Point
2. Foit-Albert Associates
  - a. FX Collaborative
  - b. LiRo Engineers
  - c. Siracuse Engineers
  - d. Trophy Point
  - e. Donald Grinberg, FAIA
  - f. BAC (A+P)
  - g. Northeastern Appraisal Association Commercial, Inc.
3. LaBella Associates, D.P.C.
  - a. Sienna Environmental Technologies
  - b. Rodriguez Construction Group, Inc.
  - c. Ciminelli Real Estate Corporation

COUNTY OF ERIE

CONFLICT OF INTEREST DISCLOSURE STATEMENT

|   |                 |
|---|-----------------|
| NAME:   | PAUL MURPHY     |
| TITLE:  | GENERAL MANAGER |
| DEPT./AGENCY/ORGANIZATION:  | BNCC            |
| PROJECT TO BE EVALUATED: General Architectural/ Engineering Services: New or Expanded Buffalo Niagara Convention Center – Engineer Assessment |                 |

1. **Current Employment:** Do you, your spouse or dependent children currently hold a position with, or are actively seeking employment from, any of the organizations listed on Attachment A that are subject to evaluation? *[If none, please write "None."]*

| Name  | Relationship | Employer |
|-------|--------------|----------|
| none. |              |          |
|       |              |          |
|       |              |          |

2. **Past Employment:** Have you, your spouse or dependent children held a position in the past five (5) years, either directly or indirectly, with any of the organizations listed on Attachment A that are subject to evaluation? *[If none, please write "None."]*

| Name  | Relationship | Employer |
|-------|--------------|----------|
| none. |              |          |
|       |              |          |
|       |              |          |

3. **Financial Interest:** Describe any financial interest, affiliation and/or connection that you, your spouse or your dependent children may have, either directly or indirectly, with any of the organizations listed on Attachment A that are subject to evaluation. *[If none, please write "None."]*

|       |  |  |
|-------|--|--|
| none. |  |  |
|       |  |  |
|       |  |  |

4. **Conflicts of Interest:** Are there any other issues, factors and/or affiliations that pertain to you, your spouse or dependent children that may pose a conflict of interest or the appearance of a conflict of interest in the event that you participate in the evaluation process for the underlying project? *[If none, please write "None."]*

none

I PAUL MURPHY certify that the above statements are true and correct to the best of my knowledge. I promise to update this disclosure form promptly in the event there is a change in relevant circumstances. If I should gain access to proprietary information belonging to other agencies, organizations or companies, I agree to protect their information from unauthorized use or disclosure and refrain from using such information for any purpose other than that for which it was furnished.

  
Signature

Date: 5/20/19

## ATTACHMENT A

PROJECT TO BE EVALUATED: Buffalo & Erie County Convention Center Project

CHAIR OF SELECTION COMMITTEE: Julie Barry

COUNTY DEPARTMENT OR AGENCY: Department of Environment and Planning

The following organizations, including subcontractors, are subject to evaluation in relation to the underlying project:

1. TVS New York, PC
  - a. CJS Architects
  - b. C.J Brown Energy & Engineering
  - c. K LW Group
  - d. Siracuse Engineers
  - e. WSP
  - f. Trophy Point
2. Foit-Albert Associates
  - a. FX Collaborative
  - b. LiRo Engineers
  - c. Siracuse Engineers
  - d. Trophy Point
  - e. Donald Grinberg, FAIA
  - f. BAC (A+P)
  - g. Northeastern Appraisal Association Commercial, Inc.
3. LaBella Associates, D.P.C.
  - a. Sienna Environmental Technologies
  - b. Rodriguez Construction Group, Inc.
  - c. Ciminelli Real Estate Corporation



## **COUNTY OF ERIE**

### **CONFLICT OF INTEREST DISCLOSURE STATEMENT**

The purpose of this conflict of interest disclosure statement (hereinafter "Disclosure") is to protect the interests of the County of Erie (hereinafter "County") when conducting evaluations regarding potential County projects, funding and/or contractual arrangements. The process whereby outside applicants are evaluated for County projects and/or funding must be conducted in a manner that insures against any bias or even the perception of a conflict of interest. Therefore, prior to taking part in the selection process, those serving as evaluators must complete the attached Disclosure.

Attached to each Disclosure will be a list of the organizations, as well as their subcontractors, subject to evaluation. The chair of the selection committee will prepare the list and attach same to the Disclosure prior to distribution. Once the Disclosure has been completed, each evaluator is asked to return the form to the chair of the selection committee. Evaluations shall not commence until all Disclosures have been returned.

COUNTY OF ERIE

CONFLICT OF INTEREST DISCLOSURE STATEMENT

|   |                   |
|---|-------------------|
| NAME:   | Mark Rountree     |
| TITLE:  | Principal Planner |
| DEPT./AGENCY/ORGANIZATION:  | EC DEP            |
| PROJECT TO BE EVALUATED: General Architectural/ Engineering Services: New or Expanded Buffalo Niagara Convention Center – Engineer Assessment |                   |

1. **Current Employment:** Do you, your spouse or dependent children currently hold a position with, or are actively seeking employment from, any of the organizations listed on **Attachment A** that are subject to evaluation? *[If none, please write "None."]*

| Name | Relationship | Employer |
|------|--------------|----------|
| None |              |          |
|      |              |          |
|      |              |          |

2. **Past Employment:** Have you, your spouse or dependent children held a position in the past five (5) years, either directly or indirectly, with any of the organizations listed on **Attachment A** that are subject to evaluation? *[If none, please write "None."]*

| Name | Relationship | Employer |
|------|--------------|----------|
| None |              |          |
|      |              |          |
|      |              |          |

3. **Financial Interest:** Describe any financial interest, affiliation and/or connection that you, your spouse or your dependent children may have, either directly or indirectly, with any of the organizations listed on **Attachment A** that are subject to evaluation. *[If none, please write "None."]*

|      |  |  |
|------|--|--|
| None |  |  |
|      |  |  |
|      |  |  |

4. **Conflicts of Interest:** Are there any other issues, factors and/or affiliations that pertain to you, your spouse or dependent children that may pose a conflict of interest or the appearance of a conflict of interest in the event that you participate in the evaluation process for the underlying project? *[If none, please write "None."]*

None

I MARK Rountree certify that the above statements are true and correct to the best of my knowledge. I promise to update this disclosure form promptly in the event there is a change in relevant circumstances. If I should gain access to proprietary information belonging to other agencies, organizations or companies, I agree to protect their information from unauthorized use or disclosure and refrain from using such information for any purpose other than that for which it was furnished.

Mark Rountree

Signature

Date: 5/28/19

## ATTACHMENT A

PROJECT TO BE EVALUATED: Buffalo & Erie County Convention Center Project

CHAIR OF SELECTION COMMITTEE: Julie Barry

COUNTY DEPARTMENT OR AGENCY: Department of Environment and Planning

The following organizations, including subcontractors, are subject to evaluation in relation to the underlying project:

1. TVS New York, PC
  - a. CJS Architects
  - b. C.J Brown Energy & Engineering
  - c. K LW Group
  - d. Siracuse Engineers
  - e. WSP
  - f. Trophy Point
2. Foit-Albert Associates
  - a. FX Collaborative
  - b. LiRo Engineers
  - c. Siracuse Engineers
  - d. Trophy Point
  - e. Donald Grinberg, FAIA
  - f. BAC (A+P)
  - g. Northeastern Appraisal Association Commercial, Inc.
3. LaBella Associates, D.P.C.
  - a. Sienna Environmental Technologies
  - b. Rodriguez Construction Group, Inc.
  - c. Ciminelli Real Estate Corporation

## COUNTY OF ERIE

### CONFLICT OF INTEREST DISCLOSURE STATEMENT

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COUNTY OF ERIE

CONFLICT OF INTEREST DISCLOSURE STATEMENT

|  |                                     |
|--|-------------------------------------|
| NAME:  | Kristofer Straus                    |
| TITLE:   | Senior Construction Project Manager |
| DEPT./AGENCY/ORGANIZATION:   | EC DPW                              |
| <b>PROJECT TO BE EVALUATED: General Architectural/ Engineering Services: New or Expanded Buffalo Niagara Convention Center – Engineer Assessment</b> |                                     |

1. **Current Employment:** Do you, your spouse or dependent children currently hold a position with, or are actively seeking employment from, any of the organizations listed on **Attachment A** that are subject to evaluation? *[If none, please write "None."]*

| Name | Relationship | Employer |
|------|--------------|----------|
| None |              |          |

2. **Past Employment:** Have you, your spouse or dependent children held a position in the past five (5) years, either directly or indirectly, with any of the organizations listed on **Attachment A** that are subject to evaluation? *[If none, please write "None."]*

| Name | Relationship | Employer |
|------|--------------|----------|
| None |              |          |

3. **Financial Interest:** Describe any financial interest, affiliation and/or connection that you, your spouse or your dependent children may have, either directly or indirectly, with any of the organizations listed on **Attachment A** that are subject to evaluation. *[If none, please write "None."]*

|      |  |  |
|------|--|--|
| None |  |  |
|------|--|--|

4. **Conflicts of Interest:** Are there any other issues, factors and/or affiliations that pertain to you, your spouse or dependent children that may pose a conflict of interest or the appearance of a conflict of interest in the event that you participate in the evaluation process for the underlying project? *[If none, please write "None."]*

None

I Kristofer Straub certify that the above statements are true and correct to the best of my knowledge. I promise to update this disclosure form promptly in the event there is a change in relevant circumstances. If I should gain access to proprietary information belonging to other agencies, organizations or companies, I agree to protect their information from unauthorized use or disclosure and refrain from using such information for any purpose other than that for which it was furnished.

  
Signature

Date: 5/20/19

## ATTACHMENT A

PROJECT TO BE EVALUATED: Buffalo & Erie County Convention Center Project

CHAIR OF SELECTION COMMITTEE: Julie Barry

COUNTY DEPARTMENT OR AGENCY: Department of Environment and Planning

The following organizations, including subcontractors, are subject to evaluation in relation to the underlying project:

1. TVS New York, PC
  - a. CJS Architects
  - b. C.J Brown Energy & Engineering
  - c. KLW Group
  - d. Syracuse Engineers
  - e. WSP
  - f. Trophy Point
2. Foit-Albert Associates
  - a. FX Collaborative
  - b. LiRo Engineers
  - c. Syracuse Engineers
  - d. Trophy Point
  - e. Donald Grinberg, FAIA
  - f. BAC (A+P)
  - g. Northeastern Appraisal Association Commercial, Inc.
3. LaBella Associates, D.P.C.
  - a. Sienna Environmental Technologies
  - b. Rodriguez Construction Group, Inc.
  - c. Ciminelli Real Estate Corporation



COUNTY OF ERIE

CONFLICT OF INTEREST DISCLOSURE STATEMENT

|  |                      |
|--|----------------------|
| NAME:  | NATALIE TAN, RA.     |
| TITLE:   | ASSISTANT ARCHITECT  |
| DEPT./AGENCY/ORGANIZATION:   | DEPT OF PUBLIC WORKS |
| <u>PROJECT TO BE EVALUATED: General Architectural/ Engineering Services: New or Expanded Buffalo Niagara Convention Center – Engineer Assessment</u> |                      |

1. **Current Employment:** Do you, your spouse or dependent children currently hold a position with, or are actively seeking employment from, any of the organizations listed on **Attachment A** that are subject to evaluation? *[If none, please write "None."]*

| Name | Relationship | Employer |
|------|--------------|----------|
| NONE |              |          |
|      |              |          |
|      |              |          |

2. **Past Employment:** Have you, your spouse or dependent children held a position in the past five (5) years, either directly or indirectly, with any of the organizations listed on **Attachment A** that are subject to evaluation? *[If none, please write "None."]*

| Name | Relationship | Employer |
|------|--------------|----------|
| NONE |              |          |
|      |              |          |
|      |              |          |

3. **Financial Interest:** Describe any financial interest, affiliation and/or connection that you, your spouse or your dependent children may have, either directly or indirectly, with any of the organizations listed on **Attachment A** that are subject to evaluation. *[If none, please write "None."]*

|       |
|-------|
| NONE. |
|       |
|       |
|       |

## COUNTY OF ERIE

### CONFLICT OF INTEREST DISCLOSURE STATEMENT

The purpose of this conflict of interest disclosure statement (hereinafter "Disclosure") is to protect the interests of the County of Erie (hereinafter "County") when conducting evaluations regarding potential County projects, funding and/or contractual arrangements. The process whereby outside applicants are evaluated for County projects and/or funding must be conducted in a manner that insures against any bias or even the perception of a conflict of interest. Therefore, prior to taking part in the selection process, those serving as evaluators must complete the attached Disclosure.

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4. **Conflicts of Interest:** Are there any other issues, factors and/or affiliations that pertain to you, your spouse or dependent children that may pose a conflict of interest or the appearance of a conflict of interest in the event that you participate in the evaluation process for the underlying project? *[If none, please write "None."]*

NONE

I NATALIE TAN certify that the above statements are true and correct to the best of my knowledge. I promise to update this disclosure form promptly in the event there is a change in relevant circumstances. If I should gain access to proprietary information belonging to other agencies, organizations or companies, I agree to protect their information from unauthorized use or disclosure and refrain from using such information for any purpose other than that for which it was furnished.

Natalie Tan  
Signature

Date: 5/16/2019

## ATTACHMENT A

PROJECT TO BE EVALUATED: Buffalo & Erie County Convention Center Project

CHAIR OF SELECTION COMMITTEE: Julie Barry

COUNTY DEPARTMENT OR AGENCY: Department of Environment and Planning

The following organizations, including subcontractors, are subject to evaluation in relation to the underlying project:

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  - b. C.J Brown Energy & Engineering
  - c. K LW Group
  - d. Syracuse Engineers
  - e. WSP
  - f. Trophy Point
2. Foit-Albert Associates
  - a. FX Collaborative
  - b. LiRo Engineers
  - c. Syracuse Engineers
  - d. Trophy Point
  - e. Donald Grinberg, FAIA
  - f. BAC (A+P)
  - g. Northeastern Appraisal Association Commercial, Inc.
3. LaBella Associates, D.P.C.
  - a. Sienna Environmental Technologies
  - b. Rodriguez Construction Group, Inc.
  - c. Ciminelli Real Estate Corporation

### Section 3

#### **Listing of Firms responding to the New or Expanded Buffalo Niagara Convention Center RFP, by Shortlist and other firms**

##### **Shortlist**

- |   |  |
|---|--|
| 1. Foit-Albert Associates<br>Gregory Carballada, CEO<br>295 Main Street, Suite 200<br>Buffalo, NY 14203<br>716-856-3933<br><a href="http://www.foit-albert.com">www.foit-albert.com</a><br><a href="mailto:gcarballada@foit-albert.com">gcarballada@foit-albert.com</a> | 2. TVS New York, PC (tvsdesign)<br>Janet Simpson, CEO<br>1230 Peachtree St NE, Suite 2700<br>Atlanta, GA 30309<br>404-946-6893<br><a href="http://www.tvsdesign.com">www.tvsdesign.com</a><br><a href="mailto:rsvedberg@tvsdesign.com">rsvedberg@tvsdesign.com</a> |
|---|--|

##### **Firms not selected for interview**

1. LaBella Associates  
300 Pearl Street, Suite 130  
Buffalo, NY 14202  
716-551-6281  
[www.labellapc.com](http://www.labellapc.com)  
[rnardini@labellapc.com](mailto:rnardini@labellapc.com)

#### **Section 4**

**The scoring matrix showing the votes of each selection committee member and rankings, with provision for an approval line for the Commissioner and Deputy County Executive**

(Attached)

## **Section 5**

### **Schedule Process**

#### **Schedule**

|                         |   |
|-------------------------|---|
| April 18, 2019          | Advertise and placed on Erie County website                           |
| April 30, 2019          | Questions regarding RFP due   |
| May 6, 2019             | Addendum to RFP sent to firms and placed on website                   |
| May 13, 2019            | RFP response due (three received)                                     |
| May 28, 2019            | Team kickoff meeting to review process                                |
| May 28 – June 10, 2019  | Team reviews and scores proposals                                     |
| June 11, 2019           | Team meeting to compile scores and establish shortlist                |
| June 24 – June 25, 2019 | Interviews with two shortlisted consultants. Preferred firm selected. |
| June 28, 2019           | Recommendation report to Commissioner and Deputy County Executive     |

## **Section 6**

**Notes from selection committee kick off meeting**

(Attached)



**Convention Center Study – Phase 2**  
**Consultant Selection Process Meeting #1**  
**MINUTES**

Tuesday, May 28, 2019, 1:00 pm  
Rath Building, Room 1004

95 Franklin Street  
Buffalo, NY 14202

---

**SELECTION COMMITTEE ATTENDING:**

Thomas Hersey and Mark Rountree: Erie County Department of Environment and Planning  
Kristofer Straus, P.E. and Natalie Tan, RA: Erie County Department of Public Works  
Paul Murphy: Buffalo Convention Center

**ACTING SECRETARY:** Sarah E. Gatti, Erie County Department of Environment and Planning

**1. Introductions**

Each committee member introduced themselves.

**2. Conflict of Interest Forms**

Mark Rountree (MR) noted that all conflict of interest forms have been submitted and no committee members have any relationship with the prospective consultants.

**3. Confidentiality of Process**

MR provided an overview of the importance of confidentiality in the process and reminded committee members to refrain from communicating with the prospective consultants.

**4. Schedule**

The next meeting was scheduled for June 11, 2019 at 2:00 pm. Proposals will be ranked and scored at this meeting. If necessary, consultant interviews will occur from June 17 – June 21, 2019.

**5. Scoring Criteria**

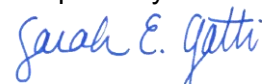
MR asked committee members whether they had any questions regarding the scoring criteria. As there were none, MR asked committee members to be consistent when scoring. Scoring criteria are as follows:

- (1) Understanding of work to be done
- (2) Staff experience/qualifications
- (3) Firm experience
- (4) Organization and scheduling
- (5) Percentage of proposed M/WBE participation

**6. Next Meeting: June 11, 2019 at 2:00 pm**

Meeting concluded at 1:47 pm.

Respectfully submitted,



Sarah E. Gatti

## **Section 7**

**Notes from meeting to select shortlist of firms for interviews**

(Attached)

## Convention Center Study – Phase 2

### Consultant Selection Process Meeting #2 - MINUTES

Tuesday, June 11, 2019, 2:00 pm  
Rath Building, Room 1004

95 Franklin Street  
Buffalo, NY 14202

#### SELECTION COMMITTEE ATTENDING:

Thomas Hersey and Mark Rountree: Erie County Department of Environment and Planning  
Kristofer Straus, P.E. and Natalie Tan, RA: Erie County Department of Public Works  
Paul Murphy: Buffalo Convention Center

**ACTING SECRETARY:** Sarah E. Gatti, Erie County Department of Environment and Planning

#### 1. Overview

Mark Rountree (MR) provided an overview of the process. Proposals will be discussed, scored, and ranked. Cost proposals will then be opened and a shortlist of firm(s) will be decided.

#### 2. Discussion of Firms

Proposals were discussed with committee members identifying the positives and negatives of each submission. Key items noted were generally: staffing, experience, and project approach.

#### 3. Discussion and Submittal of Pre-Cost Firm Scores (Preliminary Ranking)

Committee members provided a numerical score for each proposal. Sarah Gatti (SG) recorded each score and calculated the average for each proposal. Proposals were then ranked by their average score.

| Ranking | Consultant  | Reviewer 1 | Reviewer 2 | Reviewer 3 | Reviewer 4 | Reviewer 5 | Average Score |
|---------|-------------|------------|------------|------------|------------|------------|---------------|
| 1       | Foit-Albert | 94         | 95         | 80         | 88         | 98         | 91.00         |
| 2       | TVS Design  | 90         | 86         | 74         | 81         | 95         | 85.20         |
| 3       | LaBella     | 79         | 45         | 70         | 68         | 70         | 66.40         |

Shortlisted

#### 4. Cost Proposal Opening

MR opened each sealed cost proposal. Total cost for each proposal was recorded by SG.

| Consultant  | Pricing       | Reviewer Rankings |    |    |    |    | Ranking | Average Score |
|-------------|---------------|-------------------|----|----|----|----|---------|---------------|
|             |               | 1                 | 2  | 3  | 4  | 5  |         |               |
| Foit-Albert | \$ 347,112.00 | 94                | 95 | 80 | 88 | 98 | 1       | 91.00         |
| TVS Design  | \$ 236,000.00 | 90                | 86 | 74 | 81 | 95 | 2       | 85.20         |
| LaBella     | \$ 253,000.00 | 79                | 45 | 70 | 68 | 70 | 3       | 66.40         |

Shortlisted

#### 5. Short List and Discussion of Interviews

Based on their content and cost, two firms were shortlisted. Interviews will be scheduled for the week of June 24, 2019.

#### 6. Reference Checks

Reference checks for the two shortlisted firms were split among committee members.

**7. Next Meeting: To Be Determined**

Time and date of the next meeting are forthcoming. Notification of meeting schedule will be via email.

Meeting concluded at 3:12 pm.

Respectfully submitted,



Sarah E. Gatti

## **Section 8**

**Notes from reference checks for shortlisted firms**

(Attached)

## TVS Design Team Reference Checks

### **Memphis Cook Convention Center – Interview with Charles Stark, President & CEO**

**Q:** What tasks did *TVS Design* perform for you?

**A:** They were the lead architect on the three that worked on the project. TVS stamped the plans. They were involved with our construction firm from the very start. We required them to be a part of our customer feedback groups, work with our programming company for the building, handle all aspects that you would expect from start to finish. They employed all of the engineering services and consultants required on the project. They were in-charge of the entire design and construction phase as the architect of record.

**Q:** Was the work performed as scheduled?

**A:** Yes, they met all deadlines. During the early stages of the project we had a VE of \$50M and they were task with the recommendations on how to incorporate the changes into the project.

**Q:** Where there any additional expenses, hidden costs or change orders throughout this study/project?

**A:** They were on the project from June of 2008 until the opening in May of 2013. We had numerous changes we incorporated such as the VE or scope changes as we went through the project. Given the scale of the project \$585M we certainly had change orders, but not any more than we would have anticipated.

**Q:** Where the consultants accessible and did they respond in a timely manner?

**A:** Yes, always available.

**Q:** Did you have the project team that completed the RFP or pitched their services working on the project? Or did you find yourself working with their associates or subordinates?

**A:** Yes the team from the lead architect, lead design architect, project manager, interior designer were with us the entire process. Of course given the scope of the project we had multiple people within their organization to make it all happen. At one point they had over 50 people in their office working on our facility.

**Q:** What were the results of the study/project they completed?

**A:** New urban convention center for Nashville. Total project cost was \$585 million. Size is 2.1 million square feet, 353,000 square feet of exhibit hall, two ballrooms (one 57,500 square feet and the other 18,000 square feet) approximately 90,000 square feet of meeting rooms and an 1,800 space parking garage. Project started on-time, was completed on-time and came in under budget.

**Q:** Where they effective in communicating/presenting the completed study and results of the study?

**A:** Yes

**Q:** Was the completed study or services provided by *TVS Design* helpful in advancing the project in your community?

**A:** Yes

**Q:** Overall would you recommend *TVS Design* or their services?

**A:** Absolutely

### **Memphis Cook Convention Center – Interview with Pierre Landaiche III, General Manager**

**Q:** What tasks did *TVS Design* perform for you?

**A:** We have used TVS multiple times; going back to 2010 they did an engineering and architectural assessment leading to the current phase in 2017, full service architectural design study.

**Q:** Was the work performed as scheduled?

**A:** No issues or delays that could TVS could be faulted.

**Q:** Where there any additional expenses, hidden costs or change orders throughout this study/project?

**A:** No changes or additional expense to any part of study that TVS was involved with. Their project cost estimates and projections were detailed and accurate so far and have provided a good road map.

**Q:** Where the consultants accessible and did they respond in a timely manner?

**A:** Very timely. Rob Svedberg was involved in RFP, presentation and early stages, eventually he was no longer seen and Emery Leonard became the lead person from TVS. TVS staff is very competent and have a long bench of talented people with tons of convention center experience.

**Q:** Did you have the project team that completed the RFP or pitched their services working on the project? Or did you find yourself working with their associates or subordinates?

**A:** **See above.** Rob tended to disappear to work on larger projects. Ask them to be specific on Project Team and each member's time commitment.

**Q:** What were the results of the study/project they completed?

**A:** Two studies that resulted in a \$200 million dollar expansion and update of the MCCC.

**Q:** Where they effective in communicating and presenting the completed study and results of the study?

**A:** Very good communicators and effective in selling the vision for the future.

**Q:** Was the completed study or services provided by *TVS Design* helpful in advancing the project in your community?

**A:** See previous two questions above.

**Q:** Overall would you recommend *TVS Design* or their services?

**A:** Without hesitation, just make sure the commitment of Rob Svedberg and TVS time on project is clear and understood.

## **Metro Toronto Convention Centre – Interview with Vince Quattrociocchi, VP of Operations**

**Q:** What tasks did *TVS Design* perform for you?

**A:** Design and architectural services for our modernization projects and special design services for our future expansion

**Q:** Was the work performed as scheduled?

**A:** No, we defined the costs in detail in advance.

**Q:** Where there any additional expenses, hidden costs or change orders throughout this study/project?

**A:** Yes, TVS was always very timely with their work and delivered on or before schedule.

**Q:** Where the consultants accessible and did they respond in a timely manner?

**A:** Yes

**Q:** Did you have the project team that completed the RFP or pitched their services working on the project? Or did you find yourself working with their associates or subordinates?

**A:** Yes, again we defined in advance, who would be the project leads.

**Q:** What were the results of the study/project they completed?

**A:** Excellent. The feedback we received from our clients and stakeholders on the finished product has been very positive.

**Q:** Where they effective in communicating/presenting the completed study and results of the study?

**A:** Yes, we had TVS present a number of times to our board and they were always well informed and very professional.

**Q:** Was the completed study or services provided by *TVS Design* helpful in advancing the project in your community?

**A:** Yes

**Q:** Overall would you recommend *TVS Design* or their services?

**A:** Based on our many years working with the TVS team, I would highly recommend TVS for your upcoming expansion project.



**Javits Convention Center – Interview with Steven Sommer, Principal-in-Charge, Senior VP, Lend Lease Construction**

**Q:** What tasks did they perform for you?

**A:** Javits Center Expansion - \$60 million design build contract

**Q:** Was the work performed on schedule?

**A:** Yes

**Q:** Any additional expenses, hidden costs or change orders?

**A:** Any changes were justified

**Q:** Were they accessible?

**A:** Very, we see Emery Leonard every week, Rob Svedberg is in NY for the project every month

**Q:** Did you have the project team that they pitched working on the project?

**A:** Yes.

**Q:** So overall would you recommend them

**A:** Definitely, they were great to work with, extremely professional they do not have big egos like some NYC architects. They were flexible to changes and collaborative.

## Foit Albert Team Reference Checks

### **Northland Belt Corridor Project – Conversation with David Stebbins, BUDC**

1. Dave was surprised that Foit identified him as a reference since he only dealt with them as a sub-consultant and could not really speak to their competence in leading a project similar to the convention center study.
2. He was very familiar with Li-Ro, Foit's proposed subcontractor, who he spoke highly of regarding their environmental and structural analysis work.
3. Unfortunately Dave was not able to provide the confirmation necessary regarding Foit's skills and experience. He also raised some questions regarding credibility.

### **Javits Convention Center – Interview with Kenneth Sanchez, Senior VP at Javits Center**

**Q:** What tasks did *FX Collaborative Architects* for Empire State Development at the Javits Center?

**A:** FX Collaborative at the time completed a full building assessment and conceptual design for renovating the Javits Center. At a later date they were the architects of record for the renovation and created program requirements for the expansion of the convention center, currently under construction and will add an additional 1.2 million sq-ft to the existing building.

**Q:** Was the work performed as scheduled?

**A:** Yes, the project was completed on schedule.

**Q:** Where there any additional expenses, hidden costs or change orders throughout this study/project?

**A:** Yes. For unforeseen scope of work but within project budget.

**Q:** Where the consultants accessible and did they respond in a timely manner?

**A:** Yes. They were both accessible and responsive.

**Q:** Did you have the project team that completed the RFP or pitched their services working on the project? Or did you find yourself working with their associates or subordinates?

**A:** The PM team that completed the project was involved from project inception thru completion.

**Q:** What were the results of the study/project they completed?

**A:** The study created a baseline for design and detailed scope of work for project justification.

**Q:** Where they effective in communicating and presenting the completed study and results of the study?

**A:** Yes.

**Q:** Was the completed study or services provided by *FX Collaborative* helpful in advancing the project in your community?

**A:** Yes.

**Q:** Overall would you recommend *FX Collaborative* or their services?

**A:** We can't recommend (company policy), but can say they completed their services to our expectations.

## **Section 9**

**Notes from the interviews with the finalist firms**

(Attached)

**Consultant Selection Committee**  
**New or Expanded Buffalo Niagara Convention Center**  
**Interview with Foit Albert Team**

Monday, June 24, 1:00 PM  
Rath Building

95 Franklin Street  
Buffalo, NY 14202

---

**SELECTION COMMITTEE ATTENDING:**

Thomas Hersey, DEP  
Mark Rountree, DEP  
Kristofer Straus, DPW  
Natalie Tan, DPW  
Paul Murphy, BNCC  
Staff: Sarah Gatti, DEP

**1. 1:00 – 1:30 Pre-interview Discussion**

The Selection Committee met prior to the consultant interview to discuss interview questions to ensure there was no duplication.

**2. 1:30 – 2:30 Consultant Interview**

Gwen Howard (Foit Albert); Robert Kreuzer, Christopher Abramo, and Jeffrey Perkins (The LiRo Group) were present. Gustavo Rodriguez and Mark Straus (FX Collaborative) were present via conference call.

They presented a Prezi presentation which is available upon request.

The following items were stressed during the presentation:

- Foit Albert, FX Collaborative, and Don Grinberg worked on the market and feasibility analysis for the BNCC conducted by HVS Consulting
- They will address the numerous historic structures in the project area
- They will prepare summary valuation appraisals for the 24 parcels in the project area
- Relevant experience includes phasing of projects and traffic control to minimize impact on neighborhoods and businesses
- Importance of defensible findings that can withstand criticism from numerous angles
- Optional services outside the base scope of work include 15% schematic design and renderings
  - These would help with stakeholder outreach, assist in informing programming, and help identify new revenue opportunities
  - Position project to better attract funding by providing more details and generating a more precise cost estimate

**Questions**

**Q:** Mr. Rountree asked what Foit Albert's role in the market and feasibility analysis had been?

**A:** Ms. Howard stated that Foit Albert had produced Appendix B of the market and feasibility study and participated in the production of Appendix A. Ms. Howard further elaborated that Appendix C had been drafted by both FX Collaborative and Don Grinberg.

**Q:** Ms. Tan asked what Don Grinberg's role would be?

**A:** Mr. Rodriguez stated that Don Grinberg is very good at understanding the business, programming, and operations of convention centers. He further stated that Mr. Grinberg's feedback on adjacency and scale of the convention center will be an asset. Ms. Howard elaborated that Mr. Grinberg will help

with microprogramming, in terms of phasing, to keep the BNCC running during construction. Mr. Rodriguez then referenced Mr. Grinberg's phasing work at the Javits Center and how important it is to look at "dark periods" and currently scheduled programming when planning construction.

- Q:** Ms. Tan asked which projects from FX Collaborative and/or Don Grinberg would apply most to the BNCC?
- A:** Mr. Rodriguez stated his work on the Hynes Convention Center related most to the BNCC expansion option. He explained it was a 1:1 representation. The Javits Center relates to both the expanded site option and the new build option. Both apply at different scales.
- Q:** Mr. Murphy asked what the third option referenced in their submission is?
- A:** Ms. Howard stated this option references the proposal put forth separate from the HVS report. This option involves constructing a bridge linking the existing BNCC to the Statler building. Ms. Howard explained that more information is needed to get an accurate cost proposal for this option.
- Q:** Mr. Murphy asked why efficiencies aren't reflected in the cost when many of the team members had worked on the previous study?
- A:** Mr. Kreuzer explained that there's still fieldwork to be done in terms of building and environmental condition assessment.
- Q:** Mr. Hersey asked where the County will be in terms of next steps after this study is completed?
- A:** Ms. Howard stated the County will have information necessary for bridging documents, text for the next required RFP, and a defensible decision for each site.
- Q:** Mr. Murphy asked is this study will make a recommendation on a site?
- A:** Ms. Howard stated that whatever the end product of this study is, it needs to be defensible. Mr. Perkins further stated that traffic flow needs to be considered prior to recommending a specific site. Mr. Rodriguez elaborated that not only would any recommendation need to be defensible but it also needs to meet the needs of Erie County.
- Q:** Mr. Hersey asked if a completed study will allow the County to look at finance mechanisms for the recommended option?
- A:** Ms. Howard stated that it would.
- Q:** Mr. Rountree asked if there were cost-savings when pursuing certified appraisals if basic appraisals had already been completed?
- A:** Ms. Howard stated she did not know but would look into getting an answer.
- Q:** Mr. Murphy asked who would be on hand to publicly defend the study?
- A:** Ms. Howard stated that depending on what the hot button issue is, it could be a variety of people. Ms. Howard, Mr. Kreuzer, and Ms. Campagna (of BC A+P) were listed as possibilities.
- Q:** Ms. Tan asked what challenges the consultant team anticipates?
- A:** Mr. Kreuzer stated he didn't believe the current site to be a challenge. Ms. Howard stated that tracking down the former uses at the HSBC site to ensure there isn't any contamination would be a challenge. Additionally, the potential for existing foundations at the HSBC site will pose a challenge. Phasing the project so the BNCC can still operate successfully during construction will likewise be a challenge. Mr. Gustavo stated the biggest unknown is what the existing building conditions are.
- Q:** Kristofer Straus asked if an existing systems review is included in the base cost?
- A:** Mr. Abramo stated that it was. This review will help define cost estimates.

**Consultant Selection Committee**  
**New or Expanded Buffalo Niagara Convention Center**  
**Interview with TVS Design Team**

Tuesday, June 25, 1:00 PM  
Rath Building

95 Franklin Street  
Buffalo, NY 14202

---

**SELECTION COMMITTEE ATTENDING:**

Thomas Hersey, DEP  
Mark Rountree, DEP  
Kristofer Straus, DPW  
Natalie Tan, DPW  
Paul Murphy, BNCC  
Staff: Sarah Gatti, DEP

**1. 1:00 – 1:30 Pre-interview Discussion**

The Selection Committee met prior to the consultant interview to discuss interview questions to ensure there was no duplication.

**2. 1:30 – 2:30 Consultant Interview**

Rob Svedberg and Emery Leonard (tvsdesign), Robert Stark (CJS Architects), and Augie Taboni (WSP) were present.

They presented a PowerPoint presentation which is available upon request.

The following items were noted during the presentation:

- tvsdesign is based in Atlanta, Georgia and partners with local firms
- experienced with buildings generally related to public assembly (i.e., convention centers, civic centers)
- have designed over 80 convention center
- most of these convention centers have been between 60,000-180,000 square feet
- majority of convention center projects have been in cities similar to Buffalo with similar constraints and opportunities
- goal is to prepare a decision matrix to move project forward

Questions

**Q:** Mr. Hersey asked what the end result of this study would be?

**A:** Mr. Svedberg stated that this study will answer stakeholder questions. The utility is to engage within the consensus-building process by using this information. A decision framework will also be provided. Next steps after this study include community engagement efforts using the information generated in this study.

**Q:** Mr. Hersey asked if at the end of this study the County would be in a position to explore financing mechanisms?

**A:** Yes, a project budget will be included in the final study.

**Q:** Mr. Murphy asked if a site will be recommended?

- A:** Mr. Svedberg stated he believed a recommendation would be made but that decision may be subject to evolve through time and community engagement.
- Q:** Mr. Straus asked how the consultant team felt about beginning work on the second phase of this study with existing recommendations?
- A:** Mr. Svedberg stated this is the most common problem they face and it's not a problem.
- Q:** Mr. Murphy asked how familiar the consultant team is with the Phase 1 Study?
- A:** Mr. Svedberg stated he had read the entire document.
- Q:** Mr. Murphy asked how the consultant team would address concerns of BNCC customers regarding second floor exhibit?
- A:** Mr. Svedberg stated they would look at this scenario and may challenge the idea of second-floor elevator access. They will be honest.
- Q:** Ms. Tan asked for the consultant team's thoughts on the HVS study?
- A:** Mr. Svedberg stated that it was a well done study and tvsdesign likely would have produced a similar document had they been bid on and been awarded the project.
- Q:** Mr. Murphy asked if the consultant team felt anything was missing from the Erie County RFP scope?
- A:** Mr. Svedberg noted the lack of community engagement in the scope.
- Q:** Mr. Murphy asked if renderings were included in the cost?
- A:** Mr. Svedberg stated they were not.
- Q:** Mr. Hersey asked if the County could receive an alternative price/proposal for renderings?
- A:** Mr. Svedberg said he was happy to do that but would like more background on the project.
- Q:** Mr. Hersey asked how much adding public participation to the scope would cost?
- A:** Mr. Svedberg stated it wouldn't be a lot. The County would be billed for hours only as there isn't a lot of preparation for community engagement meetings. Mr. Svedberg stated that it's always better to have robust community engagement.
- Q:** Mr. Rountree asked who from tvsdesign would be working on this project?
- A:** Mr. Svedberg stated he both he and Emery Leonard would be working on the project. They may reach out to staff for generic tasks. Mr. Svedberg, Mr. Leonard, and Mr. Stark (CJS Architects) will be curating content.
- Q:** Mr. Murphy asked who the project manager would be?
- A:** Mr. Svedberg stated that Emery Leonard will be the project manager.
- Q:** Mr. Murphy asked we assurance that Buffalo won't be overshadowed by a bigger convention center project?
- A:** Mr. Svedberg stated that this wouldn't happen. Mr. Leonard is only working on the Javits Center and that's under construction. He isn't 100% on that project anymore. Mr. Svedberg stated it's their job to work on these projects and nothing is more important than anything else. Mr. Leonard stated they have a large staff dedicated to the convention center marketplace.
- Q:** Ms. Tan asked how past cost estimates have lined up with actual cost?

- A:** Mr. Svedberg stated they have a good track record although estimating is a challenge in an unstable market.
- Q:** Mr. Murphy asked if they had any thoughts on the two sites recommended by the HVS study?
- A:** Mr. Svedberg stated that aerial imagery and Google Earth didn't paint an accurate picture but an actual site visit made the site seem feasible. Mr. Svedberg stated that a new or expanded BNCC should be something both unique and unique to Buffalo. Perhaps an amateur sports center.
- Q:** Mr. Murphy asked if they were familiar with the Statler expansion option?
- A:** Mr. Svedberg stated they were somewhat familiar but aren't sure how it would work without freight access or drive-on capabilities.
- Q:** Mr. Murphy stated that the BNCC does not want to shut down during construction and asked how they would address this?
- A:** Mr. Svedberg stated that the project would be phased. They would also work with customers and the BNCC to coordinate. They would never impact an event more than once.
- Q:** Ms. Tan asked who on the consultant team would be responsible for environmental remediation research?
- A:** Mr. Taboni stated that WSP would be responsible.
- Q:** Mr. Hersey asked who would be handling the historic preservation aspect?
- A:** Mr. Stark stated that CJS Architects would handle this.
- Q:** Mr. Rountree noted that 25% of public comments were on the Old House Downtown and asked how CJS Architects would handle this?
- A:** Mr. Stark stated they could certainly have an opinion on this in the order of magnitude estimate.
- Q:** Mr. Rountree asked how they have handled public opinion regarding coupling major projects together?
- A:** Mr. Svedberg stated that coupling major projects together typically doesn't work although it's possible. The life spans of these big projects if often not aligned. A convention center needs upgrades every 7-10 years while a stadium needs a major overhaul every 25 years. Developing big projects together often results in one project usurping the other. Advantages would be having shared parking and one operator for two venues, thus making things easier.
- Q:** Mr. Rountree asked for an example of them communicating this to a community?
- A:** Mr. Svedberg provided their projects in Corpus Christi, Atlanta, and Arlington as examples.



## Section 10

**A statement indicating the price and value considerations, including any price estimate that may have been prepared by the County that led the selection committee to recommend the finalist including a description of negotiations that may have taken place regarding price**

The Selection Committee reviewed, scored, and ranked all proposals prior to opening pricing envelopes. When the prices were opened and assigned to the respective firms, the range was from \$236,000 to \$347,112.

The two firms selected for interviews ranged in price from \$236,000 to \$347,112 and were ranked first and second. The selection committee focused primarily upon the quality of the proposal, experience of various staff assigned to the project and the interviews. The price difference between the submissions was also discussed.

Through the interview process, the selection committee sought to balance which firm had the skills for the job, ability to understand the needs of the County, and ability to work within the internal budget for the project. This led to the recommendation of TVS New York, PC (tvdesign) as the best value for the project.

## **Section 11**

**Submission by the firm recommended to be engaged**

(Attached)

May 14, 2019

# Buffalo Niagara Convention Center

PROPOSAL FOR GENERAL ARCHITECTURAL/  
ENGINEERING SERVICES: NEW OR EXPANDED  
BUFFALO NIAGARA CONVENTION CENTER –  
ENGINEERING ASSESSMENT

# Protected from Disclosure

None of the information in this submittal contains technical or financial information that TVS New York, PC has deemed confidential.

The data on pages 0 of this proposal identified by an asterisk (\*) contains technical or financial information constituting trade secrets or information the disclosure of which would result in substantial injury to the Proposer's competitive position.

The Proposer requests that such information be used only for the evaluation of the proposal, but understands that any disclosure will be limited to the extent that the County considers proper under the law. If the County enters into an agreement with this Proposer, the County shall have the right to use or disclose such information as provided in the agreement, unless otherwise obligated by law."

# Effective Period of Proposal

This proposal, submitted on May 14, 2019, is effective for one hundred eighty (180) days from the proposal date. This time allows the County to accept or reject the proposal under the terms proposed.

## TABLE OF CONTENTS

- 01** Schedule D – Erie County Department of Law Cover Sheet
- 02** Additional Information
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- 14** Schedule D – Erie County Department of Law Cover Sheet
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# 01

## **Schedule D – Erie County Department of Law Cover Sheet**

## **SCHEDULE D**

### **ERIE COUNTY DEPARTMENT OF LAW RFP COVERSHEET**

### **RFP# 1926VF NEW OR EXPANDED BUFFALO NIAGARA CONVENTION CENTER – ENGINEERING ASSESSMENT**

|  |  |
|--|--|
| Name of Organization:  | TVS New York, PC (tvsdesign)   |
| Organizational Mailing Address:  | 1230 Peachtree St NE, Suite 2700<br>Atlanta, GA 30309  |
| President/CEO:   | Janet Simpson  |
| President's/CEO's Phone Number:  | 404 946 6893   |
| President's/CEO's Email:   | jsimpson@tvsdesign.com   |
| Project Contact Person:  | Rob Svedberg   |
| Project Contact Person's Phone Number:   | 404 946 6685   |
| Project Contact Person's Email:  | rsvedberg@tvsdesign.com  |
| Company Website:   | www.tvsdesign.com  |
| Federal Employer ID# (FEIN):   | 41-2064766   |
| Is company debarred/suspended from receiving funds/doing business with the Federal government?   | tvsdesign is not debarred/suspended from receiving funds/doing business with the Federal government. |
| Please provide DUNS #, if available:   | Not applicable to TVS New York, PC.  |
| Is respondent a non-profit or unit of government?  | TVS New York, PC is not a non-profit nor unit of government.   |
| If non-profit, please provide 501(c)(3) not-for-profit entity ID # and date established as such:   | Not applicable to TVS New York, PC.  |
| If non-profit, please provide roster of respondent's volunteer board:  | Not applicable to TVS New York, PC.  |
| Is company a Certified Minority Business Enterprise/ Women's Business Enterprise (MBE/WBE)?  | Not applicable to TVS New York, PC.  |
| Is company a Veteran-Owned Business?   | Not applicable to TVS New York, PC.  |
| Name, title, and department of any employee or officer who was an employee or officer of Erie County within the 12 months immediately prior to the proposal: | Not applicable to TVS New York, PC.  |
|  |  |



# 02

## Additional Information

# Additional Information

## PHILOSOPHY

We create high performance, high impact environments that help individuals, businesses and communities thrive.

### ADDRESS

(location from which the project will be serviced)

1230 Peachtree Street NE  
Suite 2700  
Atlanta, GA 30309

### ORGANIZATION TYPE

tvsgdesign is a 100% employee owned company.

### YEARS IN BUSINESS

51

### HISTORY

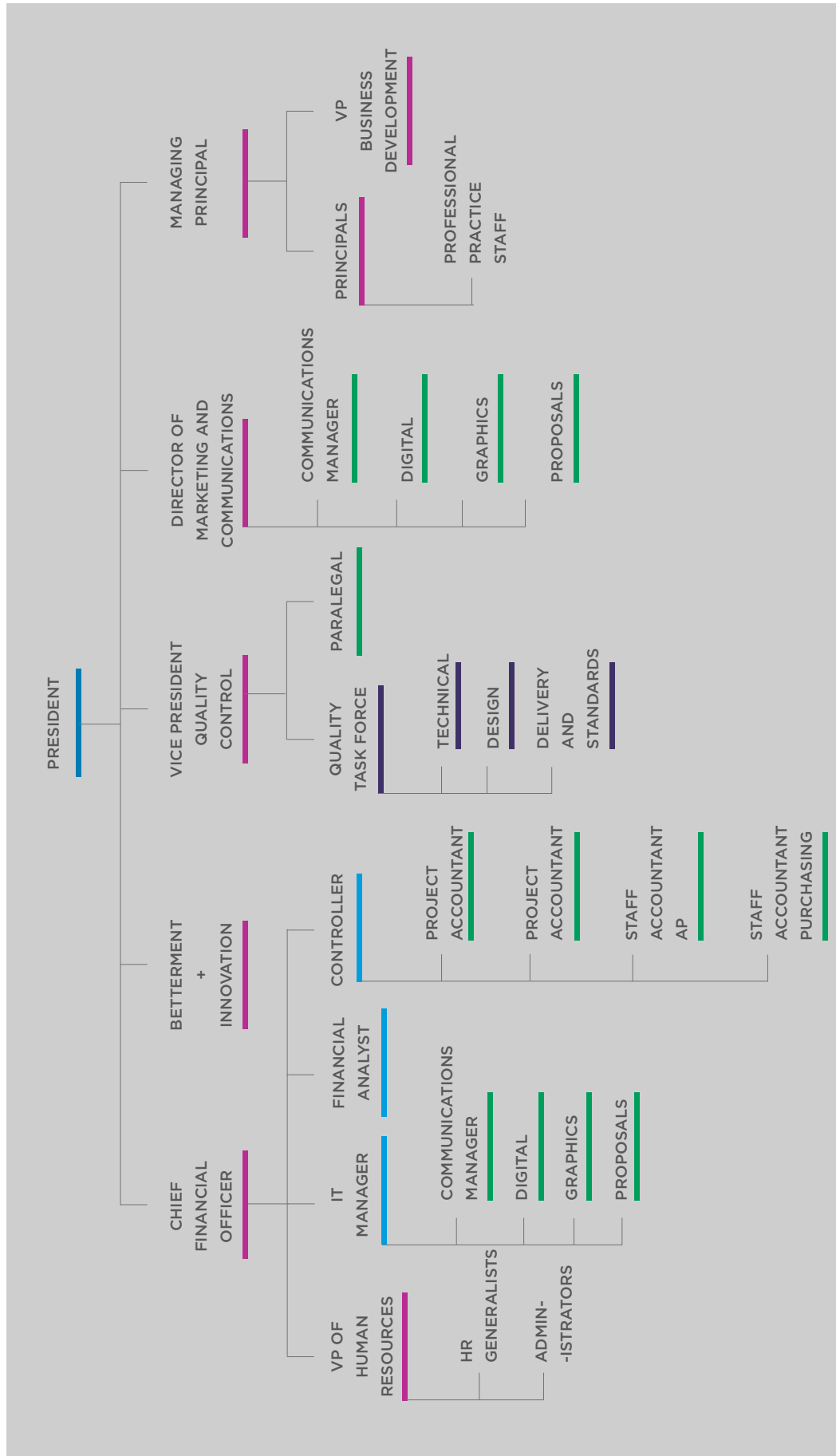
The company was founded in 1968 by Bill Thompson, Tom Ventulett, and Ray Stainback on the basis of providing inspired design and close dialogue with our clients. Each of the original partners brought special talents to the organization. Bill led the business side of the organization, making sure the firm was always on a solid financial foundation. Tom brought his talents as a designer to the group, while Ray oversaw the technical aspects of the firm's work, ensuring document quality. All three of the men excelled in their areas of responsibility and worked to develop the people and practices of the firm to strive for excellence in every aspect of our work.

The company has offices in Atlanta, Los Angeles and Shanghai. The 100% employee owned firm has a total staff of 160. Our pursuit of excellence was acknowledged by our peers in 2002 when we received the National AIA Firm of the Year award, the 39th recipient of the annual award and the first architectural firm in the South to be so honored.

tvsgdesign has worked in 28 countries and 46 states, districts and territories within the United States.

Relevant projects include design of 80+ convention centers, most always including design of exhibit space. Examples include: Georgia World Congress Center, Atlanta; McCormick Place, Chicago; Orange County Convention Center, Orlando; Morial Convention Center, New Orleans; Music City Center, Nashville; Pennsylvania Convention Center, Philadelphia; Walter E. Washington Convention Center, DC; Charlotte Convention Center, Charlotte; Jacob K. Javits Convention Center, New York.

# tvdsdesign Organizational Structure



# 03

## Contact Information

# Contact Information

**FIRM NAME**

TVS New York, PC  
(tvdesign)

**CONTACT PERSON NAME**

Rob Svedberg, FAIA

**ADDRESS**

1230 Peachtree St NE  
Suite 2700  
Atlanta, GA 30309

**TELEPHONE NUMBER**

t: 404 946 6685  
m: 404 840 4762

**E-MAIL ADDRESS**

rsvedberg@tvdesign.com



# 04

## Project Statement

# Project Statement

TVS New York, PC is in receipt of Addendum #1, issued on May 6, 2019.

This proposal is for a study to define and evaluate options for the expansion of the Buffalo Niagara Convention Center.

The outcome of the study is a report that establishes the estimate development costs for each option, assesses the relative feasibility of each option, and establishes a method to rank and evaluate the options. After this study the county, if it to continue with the project, will have the tools needed to procure the services necessary to move forward with the project.

The project schedule identifies the major study tasks, the proposed task duration and major meetings and milestones.

## Phase I

### REVIEW OF BOTH SITE OPTIONS

During this phase, this proposal includes: a project kick-off meeting; the review of existing studies and project information; a Phase I Environment Site Assessment; the review of existing geotechnical information, an assessment of site utilities; real estate appraisals; a potential tax loss study; and a phase report. In addition to these requested services, this proposal includes the development of site utilization diagrams that show the organization of the proposed program on the

site to assess required gross square footage and layout issues that may impact project cost and feasibility.

## Phase II

### ASSESSMENT OF EXPANDED BNCC SITE

During this phase, this proposal includes: the collection and review of existing building information; an assessment of the existing building structure; an assessment of the existing building services and utilities; a survey of exiting information to assess extent of hazardous materials; and a phase report. In addition to these requested services, this proposal includes the development of a site utilization diagram that shows the organization of the proposed program on the site to assess required gross square footage, issues that would impact phasing and operations and layout issues that may impact project cost and feasibility.

At the conclusion of PHASE I and II, the proposal includes a project workshop to review the reports, refine the scope of the future phases, and establish criteria to use in the future phases.

## Phase III

### SCOPE OF SERVICES AND PHASES FOR BOTH SITE OPTIONS

During this phase, the proposal includes: the development of required next steps, additional studies and information; the development of scopes of services for the required studies for the county to undertake the studies; the development of a budget for the studies; the assessment of work on the existing building customers and events; and a phase report.

## Phase IV

### COST ESTIMATIONS FOR BOTH SITE OPTIONS

During this phase, the proposal includes: a review and update of the cost estimates for the options; the calculation of any additional costs identified in this study; the development of a conceptual cost estimate and assumptions, and a phase report.

At the conclusion of PHASE III and IV, the proposal includes a project workshop to review the reports, refine the scope of the future phases, and establish criteria to use in the future phases.

## Phase V

### OVERALL ASSESSMENT OF BOTH SITE OPTIONS

During this phase, the proposal includes: a development of a decision matrix to assess the general feasibility, constructability and implications of pursuing each option, including a summary of the pros and cons for each option; the recommendation on additional studies; and a phase report.

## Phase VI

### DRAFT AND FINAL REPORTS

During this phase, the proposal includes the development of a draft report. At the draft report stage, this proposal includes a workshop to review the overall assessment and draft report, collect comments and revisions to develop the final report. Ten copies of the final report will be delivered for review by the steering committee.

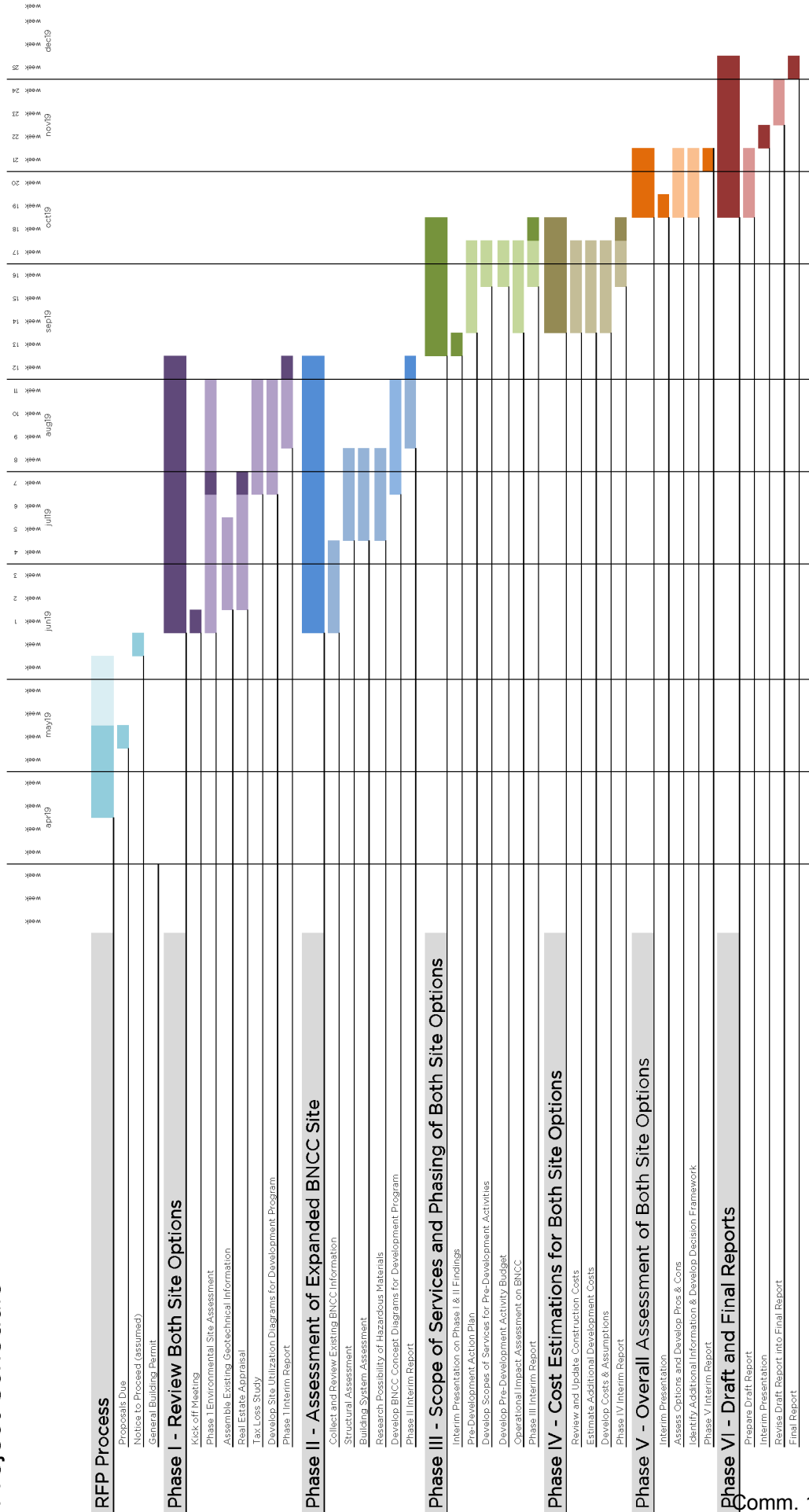




# New or Expanded Buffalo Niagara Convention Center - Engineering Assessment

May 14, 2019

## Project Schedule\*



\*time frames approximate and subject to change

# 05

## Qualification Statement

# Qualification Statement

We have completed multiple studies, similar to the Buffalo Niagara Convention Center Study.

## **TVSDESIGN**

tvsgdesign is the world's leading designer of convention center projects, including the four largest facilities in North America: McCormick Place; Orange County Convention Center (Orlando); Las Vegas Convention Center; and the Georgia World Congress Center and the most important centers in China, Central America and India.

Our current US projects include the \$1.5B expansion of the Jacob K. Javits Convention Center in New York City; the \$1.4B expansion and renovation of the Las Vegas Convention Center; a vertical overbuild of the Charlotte Convention Center; the renovation and repositioning of the Memphis Convention Center; and the expansion of the Savannah Convention Center.

Our designers are sought after experts in the planning, urban integration, design, renovation and repositioning of meeting and exhibition projects, speak regularly at industry events and are sought after contributors to industry publications. We are active the IAVM and national sponsors of CEIR Connect, the Center for Exhibition Industry Research annual conference.

We have completed multiple studies, similar to the Buffalo Niagara Convention Center Study, including a detailed site selection study in Memphis. The Memphis study looked at renovating the existing troubled 1960's facility, and multiple alternate sites around Memphis – including along the famed Beale Street. The outcome of the study was a civic consensus to renovate and expand the existing center. After a scope study completed by a local consultant, tvsgdesign was selected to design the renovations and additions. The project is currently under construction and has already led to the announcement of an 800-key Loews hotel adjacent to the center.

Our recent projects in New York include a recently completed exhibition building at the state fairgrounds in Syracuse and the expansion of the Javits Center in New York City, which will be completed in 2021.

**CJS ARCHITECTS, LLP**

CJS Architects has over 45 years of experience providing superior architectural design services to a variety of clients throughout Western New York. Located in Buffalo, NY, they are familiar with the City of Buffalo Office of Strategic Planning and Erie County Department of Environment and Planning. CJS services include feasibility studies, land development planning, site selection, programming and design and construction. Their firm is experienced in facilitating public outreach and consensus building relating to high profile public projects.

**WSP**

WSP USA Inc. (WSP) is one of the world's leading engineering and professional services firms. Dedicated to serving local communities, they are engineers, planners, technical experts, strategic advisors and construction management professionals. WSP designs lasting solutions in the buildings, transportation, energy, water and environment markets. WSP employs more than 9,500 employees in 150 offices across the U.S., including their downtown Buffalo office. While WSP can leverage resources and best practices from across the U.S. and globe, WSP's Buffalo office is focused on the Buffalo and Western New York market. Most of WSP's Western New York projects are managed and completed locally, by Western New York staff that know the region.

**CJ BROWN ENERGY & ENGINEERING, P.C.**

C.J. Brown Energy & Engineering, P.C. ("C.J. Brown Energy") is a mechanical, electrical, plumbing, energy and commissioning consulting engineering firm providing clients with quality, responsive and cost-effective professional services. Their engineering and design resources include a staff of 35 comprised of experienced licensed Professional Engineers, LEED Accredited Professionals, MEP designers/drafters, CADD technicians, energy engineers and commissioning specialists.

**KLW APPRAISAL GROUP, INC.**

KLW Appraisal Group, Inc. is a full service, real estate appraisal and consulting firm providing commercial appraisal services for individual properties, portfolios and large-scale projects, including right of way work. The principals and associates who comprise KLW Appraisal Group, Inc. have a strong real estate background and are proficient in all areas of real estate valuation, including easements and partial interests. Their group has conducted real estate appraisals, market and economic feasibility studies, various consulting assignments and litigation support for financial institutions, industrial and commercial firms, non-profit institutions, law firms, real estate developers, and governmental and regulatory agencies.

**SIRACUSE ENGINEERS, PC**

Siracuse Engineers is a New York State WBE certified company that has been offering comprehensive structural engineering services for over 40 years. They have a broad range of experience in the structural design of facilities for universities, hospitals, municipalities and commercial development, as well as primary and secondary school systems. Projects range from new construction and major additions to investigation, renovation and restoration of existing buildings. Their engineers have access to the latest analysis software for all types of building materials and the expertise to generate astute solutions to complicated structural challenges.

**TROPHY POINT**

Trophy Point provides Construction Cost Estimating services anywhere required in the Pre-Construction and Construction phases. They assist owners in understanding construction costs during the conceptual phase of a project and by being able to provide them with detailed and accurate estimates as a project design matures. Furthermore, they are capable of supporting our clients during the Construction phase of a project in several different capacities, such as Change Order Management.

06

**GSA**  
**Standard Form**  
**330**

## PART I - CONTRACT SPECIFIC QUALIFICATIONS

### A. CONTRACT INFORMATION

1. TITLE AND LOCATION [CITY AND STATE]

**New or Expanded Buffalo Niagara Convention Center - Engineering Assessment** Buffalo, New York

2. DUE DATE

May 14, 2019 at 2:00 PM

3. SOLICITATION OR PROJECT NUMBER

#1926VF

### B. ARCHITECT - ENGINEER POINT OF CONTACT

4. NAME AND TITLE

Rob Svedberg, FAIA - Principal in Charge

5. NAME OF FIRM

TVS New York, PC (tvsdesign)

6. TELEPHONE NUMBER

404 946 6685

7. FAX NUMBER

404 888 6700

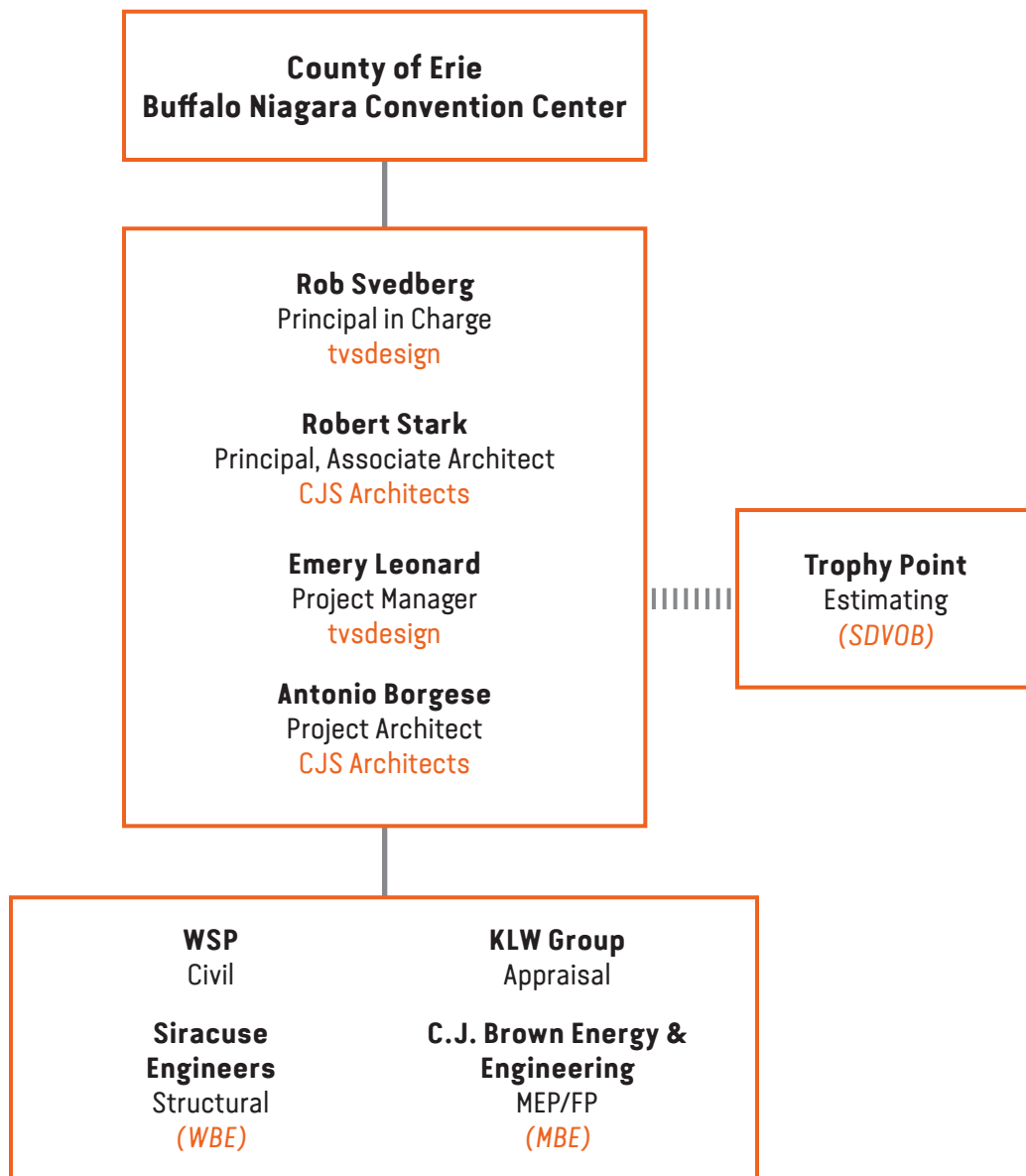
8. E-MAIL ADDRESS

rsvedberg@tvsdesign.com

### C. PROPOSED TEAM [COMPLETE THIS SECTION FOR THE PRIME CONTRACTOR AND ALL KEY SUBCONTRACTORS.]

|    | CHECK |             |               | 9. FIRM NAME  | 10. ADDRESS   | 11. ROLE IN THIS CONTRACT   |
|----|-------|-------------|---------------|---|---|-----------------------------|
|    | Prime | J-V Partner | Subcontractor |   |   |                             |
| a. | ✓     |             |               | <b>TVS New York, PC (tvsdesign)</b><br><input checked="" type="checkbox"/> CHECK IF BRANCH OFFICE | 1230 Peachtree Street NE<br>Suite 2700<br>Atlanta, GA 30309 | Prime Consultant, Architect |
| b. |       |             | ✓             | <b>CJS Architects</b><br><input type="checkbox"/> CHECK IF BRANCH OFFICE                          | 755 Seneca Street<br>Buffalo, NY 14210                      | Associate Architect         |
| c. |       |             | ✓             | <b>C.J. Brown Energy &amp; Engineering</b><br><input type="checkbox"/> CHECK IF BRANCH OFFICE     | 4245 Union Rd # 204<br>Cheektowaga, NY 14225                | MEP/FP                      |
| d. |       |             | ✓             | <b>KLW Group</b><br><input type="checkbox"/> CHECK IF BRANCH OFFICE                               | 247 Cayuga Rd #40<br>Buffalo, NY 14225                      | Appraisal                   |
| e. |       |             | ✓             | <b>Siracuse Engineers</b><br><input type="checkbox"/> CHECK IF BRANCH OFFICE                      | 808 Main Street<br>Buffalo, NY 14202                        | Structural                  |
| f. |       |             | ✓             | <b>WSP</b><br><input checked="" type="checkbox"/> CHECK IF BRANCH OFFICE                          | 50 Lakefront Blvd # 111<br>Buffalo, NY 14202                | Civil                       |
| g. |       |             | ✓             | <b>Trophy Point</b><br><input type="checkbox"/> CHECK IF BRANCH OFFICE                            | 4588 South Park Ave<br>Buffalo, NY 14219                    | Estimating                  |

D. ORGANIZATIONAL CHART OF PROPOSED TEAM



| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT  |   |  |                              |
|---|---|--|------------------------------|
| 12. NAME  |   | 13. ROLE IN THIS CONTRACT  |                              |
| Rob Svedberg FAIA   |   | Principal in Charge  |                              |
| 14. YEARS EXPERIENCE  |   | Complete one Section E for each key person.                                      |                              |
| a. Total  |   | b. With Current Firm   |                              |
| 27  |   | 27   |                              |
| 15. FIRM NAME AND LOCATION [CITY AND STATE]   |   |  |                              |
| TVS New York, PC (tvstdesign); Atlanta, Georgia   |   |  |                              |
| 16. EDUCATION [DEGREE AND SPECIALIZATION]   |   | 17. CURRENT PROFESSIONAL REGISTRATION [STATE AND DISCIPLINE]                     |                              |
| <ul style="list-style-type: none"> <li>- Master of Architecture, Rice University, 1992</li> <li>- Bachelor of Science Georgia Institute of Technology, 1990</li> </ul>                                    |   | Registered Architect, State of New York<br>#038937                               |                              |
| 18. OTHER PROFESSIONAL QUALIFICATIONS [PUBLICATIONS, ORGANIZATIONS, TRAINING, AWARDS, ETC.]   |   |  |                              |
| Fellow, American Institute of Architects; Urban Land Institute; Industry Advisory Group: U.S. Department of State, Bureau of Overseas Buildings Operations; International Association of Assembly Manager |   |  |                              |
| 19. RELEVANT PROJECTS   |   |  |                              |
| a.  | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|   | Memphis Convention Center Memphis, Tennessee  | Professional Services  | Construction [IF APPLICABLE] |
|   |   | 2020   | 2020                         |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                              |
|   | The existing Memphis Convention Center is a 1960's windowless concrete bunker with no truck access to the exhibition hall and limited and sub-standard meeting spaces. This project included a site selection study which recommended renovating the existing building. Tvstdesign was then selected to plan and design the renovations and expansions. For this project, Rob is the Principal in Charge for tvstdesign. Cost \$150,000,000       |  |                              |
| b.  | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|   | Jacob K Javits Convention Center New York, New York   | Professional Services  | Construction [IF APPLICABLE] |
|   |   | 2021   | 2021                         |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                              |
|   | tvstdesign won an international design/build competition to expand the iconic I.M. Pei designed convention center in New York City. The project includes a large truck marshalling facility, expanded exhibit space, additional prime meeting rooms, a large 60,000 ballroom and a large outdoor roof-top event space overlooking the Hudson River. Rob is the Principal in Charge and Architect of Record for the project. Cost: \$1,500,000,000 |  |                              |
| c.  | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|   | Metro Toronto Convention Centre Toronto, Ontario, Canada  | Professional Services  | Construction [IF APPLICABLE] |
|   |   | Ongoing  | Ongoing                      |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                              |
|   | tvstdesign has been working with the MTCC for multiple years exploring strategic expansion options and evaluating developer partnerships related to expansion. tvstdesign also completed multiple major renovation projects for the existing facility. Rob is the Principal in Charge. Cost: \$40,000,000 (renovations)   |  |                              |
| d.  | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|   | Boise Centre - Expansion Boise, Idaho   | Professional Services  | Construction [IF APPLICABLE] |
|   |   | 2017   | 2017                         |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                              |
|   | tvstdesign was engage to provide strategic expansion planning consultant to the Boise Centre Board on a PPP expansion in conjunction with a private developer. In addition to advising the center on the design, programming and function of the expansion, tvstdesign designed a pedestrian bridge to link the expansion and a renovation of the existing center. Rob was the Principal in Charge and Architect of Record. Cost: \$8,000,000     |  |                              |



**E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT**

Complete one Section E for each key person.

| 12. NAME                         | 13. ROLE IN THIS CONTRACT | 14. YEARS EXPERIENCE |                            |
|----------------------------------|---------------------------|----------------------|----------------------------|
| <b>Emery Leonard</b> AIA LEED AP | Project Manager           | a. Total<br>23       | b. With Current Firm<br>23 |

15. FIRM NAME AND LOCATION [CITY AND STATE]

TVS New York, PC (tvdsdesign); Atlanta, Georgia

16. EDUCATION [DEGREE AND SPECIALIZATION]

- Master of Architecture, University of Pennsylvania, 1996
- Bachelor of Science, Georgia Institute of Technology College of Architecture, 1992

17. CURRENT PROFESSIONAL REGISTRATION [STATE AND DISCIPLINE]

- Registered Architect State of Georgia
- USGBC LEED Accredited Professional
- American Institute of Architects

18. OTHER PROFESSIONAL QUALIFICATIONS [PUBLICATIONS, ORGANIZATIONS, TRAINING, AWARDS, ETC.]

Emery's varied experienced in leading roles on large scale projects, many of which incorporate flexible event spaces. Emery's project experience includes cultural arts, public assembly, mixed use, office, retail, and interiors.

19. RELEVANT PROJECTS

|    |   |  |                                      |
|----|---|--|--------------------------------------|
| a. | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                                      |
|    | <b>Jacob K. Javits Convention Center</b> New York City, New York  | Professional Services<br>2020  | Construction [IF APPLICABLE]<br>2020 |
|    | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>The goal for the program is to maintain a successful customer base while reaching new customers in a changing and competitive marketplace. The Javits expansion addresses these two goals. First, it incorporates an efficiently organized internal truck marshaling and loading facility. Second, it expands the size and type of flexible meeting, banquet, ballroom, reception and exhibition spaces. For this project, Emery served as the Project Manager for tvdsdesign. Cost: \$1,200,000,000  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                                      |
| b. | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                                      |
|    | <b>Augusta Convention Center</b> Augusta, Georgia   | Professional Services<br>2012  | Construction [IF APPLICABLE]<br>2012 |
|    | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>The new 37,500 sf exhibit hall is the focal point of this expansion to the existing convention center and Augusta Marriott which will maintain normal operations during construction. To unify the new construction and existing facility, 10,000 sf of connecting public and back of house circulation will be renovated. For this project, Emery served as the Project Manager. Cost: \$28,000,000  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                                      |
| c. | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                                      |
|    | <b>Ocean Center</b> Daytona, Florida  | Professional Services<br>2009  | Construction [IF APPLICABLE]<br>2009 |
|    | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>The new Ocean Center can offer flexible combinations of the exhibition hall, arena event floor, and ballroom to offer nearly 160,000 sf of exhibition space, the project was initiated by a master plan that envisions a campus precinct including Main Street, Peabody Theater, Ocean Walk, future convention hotels and phased expansion of both exhibition and meeting and banquet facilities. Emery served as Project Manager.. Cost: \$76,000,000  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                                      |
| d. | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                                      |
|    | <b>Pennsylvania Convention Center, Phase II</b> Philadelphia, Pennsylvania  | Professional Services<br>2011  | Construction [IF APPLICABLE]<br>2011 |
|    | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>The expansion interfaced with the existing active center along its entire west end affecting all functions of the building; exhibit hall and loading, meeting rooms,concourses, support and service functions. Temporary partitions were placed within the existing building to separate center use from construction. Restrictions were placed on construction noise during events near the interface. Event locations were shifted relative to construction activities also. Final tying together of certain construction elements with existing building components were scheduled on down days in the center's event schedule. Emery served as Project Architect. Cost: \$440,000,000 | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                                      |

| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT   |   |  |                              |
|--|---|--|------------------------------|
| 12. NAME   |   | 13. ROLE IN THIS CONTRACT  |                              |
| Robert E. Stark AIA NCARB  |   | Principal, Associate Architect   |                              |
|  |   | 14. YEARS EXPERIENCE   |                              |
|  |   | a. Total   | b. With Current Firm         |
|  |   | 38   | 36                           |
| 15. FIRM NAME AND LOCATION [CITY AND STATE]  |   |  |                              |
| CJS Architects, Buffalo New York   |   |  |                              |
| 16. EDUCATION [DEGREE AND SPECIALIZATION]  |   | 17. CURRENT PROFESSIONAL REGISTRATION [STATE AND DISCIPLINE]   |                              |
| Master of Architecture, Syracuse University<br>Bachelor Professional Studies, Architecture, State University of New York at Buffalo  |   | Architecture NY #019741, Architecture LA #8177<br>Architecture OH #1917650, NCARB Certified,<br>MARD Certified Facilities Security Officer (FSO) |                              |
| 18. OTHER PROFESSIONAL QUALIFICATIONS [PUBLICATIONS, ORGANIZATIONS, TRAINING, AWARDS, ETC.]  |   |  |                              |
| American Institute of Architects, AIA Buffalo WNY Past President 2012, AIA New York State, President 2017, Construction Exchange WNY, Board of Directors , National Trust for Historic Preservation, Society of College and University Planners, US Green Building Council |   |  |                              |
| 19. RELEVANT PROJECTS  |   |  |                              |
| a.   | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|  | Chain Works District Ithaca, New York   | Professional Services  | Construction [IF APPLICABLE] |
|  |   | 2014   | 2024                         |
|  | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM   |                              |
|  | Master planning that will transform Morse-Chain complex into the Chain Works District. Through the removal of particular structures and addition of new development, the approximately 1,000,000 sf master plan intends to repurpose most of the existing structures and adding strategically placed new structures. The site will include residential units, office space, small incubator and flex space, gardens and parks. Est Cost \$100,000,000 |  |                              |
| b.   | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|  | Strong Neighborhood of Play Rochester, New York   | Professional Services  | Construction [IF APPLICABLE] |
|  |   | 2018   | 2021                         |
|  | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM   |                              |
|  | The Strong Neighborhood of Play includes; a new 100,000 sf museum wing housing a new, multi-faceted entertainment destination featuring the museum's World Video Game Hall of Fame. 250 units of market-rent housing, 17,000 square feet of urban-mix retail, a 125-key all-suites national brand hotel and restaurant, and an attractive, easily accessible, but discreetly located 1,000-car parking garage. Cost \$120,000,000                     |  |                              |
| c.   | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|  | University Village at SUNY Fredonia Fredonia, New York  | Professional Services  | Construction [IF APPLICABLE] |
|  |   | 2012   | 2014                         |
|  | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM   |                              |
|  | This project entailed the design and programming of 198 beds within 6 townhouse buildings and a Community Center. The development was intended to provide students with an off-campus experience with the safety and conveniences of on-campus living. The development achieved LEED for Homes Platinum certification.  |  |                              |
| d.   | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|  | Strong National Museum of Play Rochester, New York  | Professional Services  | Construction [IF APPLICABLE] |
|  |   | 2017   | N/A                          |
|  | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM   |                              |
|  | The 105,000 sf addition included a exhibit galley, educational wing with classrooms, offices, and multi-functional rooms. New special exhibit pieces were added to all sides of the existing facility, transforming the identity of the museum. The project achieved LEED silver certification. Cost \$37,000,000   |  |                              |
| e.   | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|  | Eastman School of Music Theater Expansion Rochester, New York   | Professional Services  | Construction [IF APPLICABLE] |
|  |   | 2009   | 2011                         |
|  | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM   |                              |
|  | CJS was commissioned by the University of Rochester, Eastman School of Music to develop plans for the right-sizing of the Eastman Theatre. The addition included a large orchestral rehearsal hall, a 220 seat recital hall, recording studio, gift shop, storage and mechanical spaces. Cost \$50,000,000  |  |                              |

| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT  |   |  |                              |
|---|---|--|------------------------------|
| 12. NAME  |   | 13. ROLE IN THIS CONTRACT  |                              |
| Antonino Borgese AIA LEED BD+C  |   | Project Architect  |                              |
|   |   | 14. YEARS EXPERIENCE   |                              |
|   |   | a. Total   | b. With Current Firm         |
|   |   | 24   | 6                            |
| 15. FIRM NAME AND LOCATION [CITY AND STATE]   |   |  |                              |
| CJS Architects, Buffalo New York  |   |  |                              |
| 16. EDUCATION [DEGREE AND SPECIALIZATION]   |   | 17. CURRENT PROFESSIONAL REGISTRATION [STATE AND DISCIPLINE]                     |                              |
| Master of Architecture, State University of New York at Buffalo<br>Bachelor of Professional Studies, Architecture State University of New York at Buffalo |   | Registered Architect, VA #0401011515   |                              |
| 18. OTHER PROFESSIONAL QUALIFICATIONS [PUBLICATIONS, ORGANIZATIONS, TRAINING, AWARDS, ETC.]   |   |  |                              |
| American Institute of Architects, LEED Accredited Professional  |   |  |                              |
| 19. RELEVANT PROJECTS   |   |  |                              |
| a.  | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|   | Chain Works District Ithaca, New York   | Professional Services  | Construction [IF APPLICABLE] |
|   |   | 2014   | 2024                         |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                              |
|   | Master planning that will transform Morse-Chain complex into the Chain Works District. Through the removal of particular structures and addition of new development, the approximately 1,000,000 sf master plan intends to repurpose most of the existing structures and adding strategically placed new structures. The site will include residential units, office space, small incubator and flex space, gardens and parks. Est Cost \$100,000,000 |  |                              |
| b.  | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|   | Harold's Square Ithaca, New York  | Professional Services  | Construction [IF APPLICABLE] |
|   |   | 2019   | 2019                         |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                              |
|   | Twelve-story, 180,000 sf mixed-use building with retail and commercial spaces and 104 apartment units located on the historic Ithaca Commons in Ithaca, NY. Completion: Fall 2019, Est. Cost \$35,000,000. Role: Project Architect  |  |                              |
| c.  | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|   | State University of New York College at Buffalo, New Science and Mathematics Building Buffalo, New York   | Professional Services  | Construction [IF APPLICABLE] |
|   |   | 2015   | 2015                         |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM            |                              |
|   | Planning and design of 210,000 sf multi-phased reconstruction and additions to existing science research and teaching laboratory facilities housing programs in biology, chemistry, physics, earth science and science education. Project is registered for LEED Gold Certification. Phase I Completion: Spring 2013. Phase II Completed: Fall 2015. Cost \$72,000,000. Role: Project Architect   |  |                              |
| d.  | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|   | Boston University, 33 Harry Agganis Way, Student Residence Towers Boston, Massachusetts   | Professional Services  | Construction [IF APPLICABLE] |
|   |   | 2009   | 2009                         |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM            |                              |
|   | TProgramming, planning and design of 396,000 sf, 960-bed high-rise residence in two towers of 19 and 26 stories, featuring both apartment-style and suite-style units and sustainable design features. Energy Star Certified. Cost \$155,000,000. Role: Project Architect   |  |                              |
| e.  | 1. Title and Location [CITY AND STATE]  | 2. Year Completed  |                              |
|   | Kyonggi University, Master Plan, Seoul, South Korea and Kyonggi-Do Seoul, South Korea   | Professional Services  | Construction [IF APPLICABLE] |
|   |   | 1998   | 1998                         |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role  | <input type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM            |                              |
|   | Master plan including organizational and growth concepts for a two-campus institution with over 100,000 m2 of facilities serving 15,000 students. The new facilities were built incorporating life-cycle strategies, such as energy-efficient building systems and low-maintenance, durable materials. Role: Project Architect  |  |                              |

| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT  |  |   |
|---|--|---|
| <b>12. NAME</b><br><br><b>Walid S. Daham</b> PE   |  | <b>13. ROLE IN THIS CONTRACT</b><br><br>MEP Principal-in-Charge   |
| <b>15. FIRM NAME AND LOCATION [CITY AND STATE]</b><br>C.J. Brown Energy & Engineering, P.C., Buffalo, New York  |  | <b>14. YEARS EXPERIENCE</b><br>a. Total: 40<br>b. With Current Firm: 23   |
| <b>16. EDUCATION [DEGREE AND SPECIALIZATION]</b><br>B.S. Electrical Engineering; M.S. Engineering Management  |  | <b>17. CURRENT PROFESSIONAL REGISTRATION [STATE AND DISCIPLINE]</b><br>New York, Professional Engineer/Electrical, #065332, Also: PA, NJ, OH, MA, DE, CT, FL, TX                                |
| <b>18. OTHER PROFESSIONAL QUALIFICATIONS [PUBLICATIONS, ORGANIZATIONS, TRAINING, AWARDS, ETC.]</b><br>Sustainable Design Part I and Part II, AIA Continuing Education; Solar Electric Generation Technologies |  |   |
| <b>19. RELEVANT PROJECTS</b>  |  |   |
| a.  | <b>1. Title and Location [CITY AND STATE]</b><br><b>Trico Redevelopment</b> Buffalo, New York<br><br><b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br>MEP/FP engineering services for the \$80.5 million redevelopment project. The renovation will turn the building into a 520,000 sf mixed-use project. Current work includes design for the core and shell renovation, hotel and apartments to include assessment of and coordination for utilities infrastructure. Role: MEP Principal-in-Charge.                               | <b>2. Year Completed</b><br>Professional Services: In Progress<br>Construction [IF APPLICABLE]: In Progress<br><input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |
| b.  | <b>1. Title and Location [CITY AND STATE]</b><br><b>The Marin</b> Buffalo, New York<br><br><b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br>MEP/FP engineering services for the \$51.6 million renovation of the 17-story, 278,800 sf 237 Main St. building and the adjacent 8-story addition at 241 Main St. for commercial space and apartments. Work included core and shell renovation with assessment of and coordination for utilities infrastructure. Role: MEP Principal-in-Charge.  | <b>2. Year Completed</b><br>Professional Services: In Progress<br>Construction [IF APPLICABLE]: In Progress<br><input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |
| c.  | <b>1. Title and Location [CITY AND STATE]</b><br><b>New Era Field/Ralph Wilson Stadium Renovation</b> Orchard Park, New York<br><br><b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br>MEP/FP engineering services for the \$130 million Stadium Renovation project. Included \$2.5 million operations building, \$4.1 million commissary building, concession stand improvements, restroom renovations, HVAC upgrades for suites, and parking lot lighting upgrades. Included coordination with utilities as applicable. Role: MEP    | <b>2. Year Completed</b><br>Professional Services: 2014<br>Construction [IF APPLICABLE]: 2014<br><input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM               |
| d.  | <b>1. Title and Location [CITY AND STATE]</b><br><b>One Canalside</b> Buffalo, New York<br><br><b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br>MEP/FP engineering services for the \$30 million redevelopment of the 8-story, 160,000 sf former Donovan State Office building into a hotel, offices, retail and restaurant space. Work included core and shell design with assessment of and coordination for utilities infrastructure. Role: MEP Principal-in-Charge.  | <b>2. Year Completed</b><br>Professional Services: 2014<br>Construction [IF APPLICABLE]: 2014<br><input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM               |
| e.  | <b>1. Title and Location [CITY AND STATE]</b><br><b>New Era Field/Ralph Wilson Stadium Capital Improvements</b> Orchard Park, NY<br><br><b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br>MEP/FP engineering services for projects averaging \$3 - \$3.5 million per year. Included field lighting and switchgear, electrical panel replacement, chiller replacement, HVAC upgrades, fieldhouse/training center improvements, remodeling/upgrades to common areas, etc. Included coordination with utilities as applicable. Role: MEP | <b>2. Year Completed</b><br>Professional Services: In Progress<br>Construction [IF APPLICABLE]: In Progress<br><input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |

| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT  |  |   |
|---|--|---|
| <b>12. NAME</b><br><br><b>Michael A. Mastrandrea</b> PE, LEED AP  |  | <b>13. ROLE IN THIS CONTRACT</b><br><br>Project Manager/Lead Electrical Engineer  |
| <b>15. FIRM NAME AND LOCATION [CITY AND STATE]</b><br>C.J. Brown Energy & Engineering, P.C., Buffalo, New York                            |  | <b>14. YEARS EXPERIENCE</b><br>a. Total: 31<br>b. With Current Firm: 23   |
| <b>16. EDUCATION [DEGREE AND SPECIALIZATION]</b><br>B.S. Electrical Engineering   |  | <b>17. CURRENT PROFESSIONAL REGISTRATION [STATE AND DISCIPLINE]</b><br>New York, Professional Engineer/Electrical, #075280  |
| <b>18. OTHER PROFESSIONAL QUALIFICATIONS [PUBLICATIONS, ORGANIZATIONS, TRAINING, AWARDS, ETC.]</b><br>LEED Accredited Professional (2005) |  |   |
| <b>19. RELEVANT PROJECTS</b>  |  |   |
| a.  | <b>1. Title and Location [CITY AND STATE]</b><br><b>Trico Redevelopment</b> Buffalo, New York  | <b>2. Year Completed</b><br>Professional Services: In Progress<br>Construction [IF APPLICABLE]: In Progress<br><input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |
|   | <b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br>MEP/FP engineering services for the \$80.5 million redevelopment project. The renovation will turn the building into a 520,000 sf mixed-use project. Current work includes design for the core and shell renovation, hotel and apartments to include assessment of and coordination for utilities infrastructure. Role: Lead Electrical Engineer                                  |   |
| b.  | <b>1. Title and Location [CITY AND STATE]</b><br><b>The Marin</b> Buffalo, New York  | <b>2. Year Completed</b><br>Professional Services: In Progress<br>Construction [IF APPLICABLE]: In Progress<br><input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |
|   | <b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br>MEP/FP engineering services for the \$51.6 million renovation of the 17-story, 278,800 sf 237 Main St. building and the adjacent 8-story addition at 241 Main St. for commercial space and apartments. Work included core and shell renovation with assessment of and coordination for utilities infrastructure. Role: Lead Electrical Engineer                                   |   |
| c.  | <b>1. Title and Location [CITY AND STATE]</b><br><b>New Era Field/Ralph Wilson Stadium Renovation</b> Orchard Park, New York   | <b>2. Year Completed</b><br>Professional Services: 2014<br>Construction [IF APPLICABLE]: 2014<br><input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM               |
|   | <b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br>MEP/FP engineering services for the \$130 million Stadium Renovation project. Included \$2.5 million operations building, \$4.1 million commissary building, concession stand improvements, restroom renovations, HVAC upgrades for suites, and parking lot lighting upgrades. Coordination with utilities as applicable. Role: Lead Electrical Engineer                          |   |
| d.  | <b>1. Title and Location [CITY AND STATE]</b><br><b>One Canalside</b> Buffalo, New York  | <b>2. Year Completed</b><br>Professional Services: 2014<br>Construction [IF APPLICABLE]: 2014<br><input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM               |
|   | <b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br>MEP/FP engineering services for the \$30 million redevelopment of the 8-story, 160,000 sf former Donovan State Office building into a hotel, offices, retail and restaurant space. Work included core and shell design with assessment of and coordination for utilities infrastructure. Role: MEP Lead Electrical Engineer   |   |
| e.  | <b>1. Title and Location [CITY AND STATE]</b><br><b>New Era Field/Ralph Wilson Stadium Capital Improvements</b> Orchard Park, NY   | <b>2. Year Completed</b><br>Professional Services: In Progress<br>Construction [IF APPLICABLE]: In Progress<br><input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |
|   | <b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br>MEP/FP engineering services for projects averaging \$3 - \$3.5 million per year. Included field lighting and switchgear, electrical panel replacement, chiller replacement, HVAC upgrades, fieldhouse/training center improvements, remodeling/upgrades to common areas, etc. Included coordination with utilities as applicable. Role: Project Manager /Lead Electrical Engineer |   |

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

Complete one Section E for each key person.

| 12. NAME                    | 13. ROLE IN THIS CONTRACT | 14. YEARS EXPERIENCE  |                                   |
|-----------------------------|---------------------------|-----------------------|-----------------------------------|
| <b>Catherine M. Styn</b> PE | Project Manager           | a. Total<br><b>31</b> | b. With Current Firm<br><b>31</b> |

15. FIRM NAME AND LOCATION [CITY AND STATE]

Syracuse Engineers, PC, Buffalo, New York

16. EDUCATION [DEGREE AND SPECIALIZATION]

Bachelor of Science in Civil Engineering, State University of New York at Buffalo

17. CURRENT PROFESSIONAL REGISTRATION [STATE AND DISCIPLINE]

New York / 1992 / Professional Engineer  
Ohio / 2012 / Professional Engineer  
Pennsylvania / 2012 / Professional Engineer  
New Jersey / 2015 / Professional Engineer

18. OTHER PROFESSIONAL QUALIFICATIONS [PUBLICATIONS, ORGANIZATIONS, TRAINING, AWARDS, ETC.]

American Society of Civil Engineers, New York State Society of Professional Engineers, American Institute of Steel Construction

19. RELEVANT PROJECTS

|    |  |  |   |
|----|--|--|---|
| a. | 1. Title and Location [CITY AND STATE]<br><b>Gateway Building at Lancaster Square</b> Buffalo, New York  | 2. Year Completed<br>Professional Services<br><b>2018</b>                        | Construction [IF APPLICABLE]                |
|    | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>The mixed use facility is a \$13 million, 70,000 sf building with commercial space occupying the first floor and residential units on the upper five floors. Role: Engineer of Record  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |   |
|    |  |  |   |
| b. | 1. Title and Location [CITY AND STATE]<br><b>Erie County Industrial Development Agency - Net-Zero Energy Building</b> Buffalo, New York  | 2. Year Completed<br>Professional Services<br><b>In Progress</b>                 | Construction [IF APPLICABLE]                |
|    | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>The ECIDA "Net-Zero" energy building is a \$25 million, 101,000 square foot structure designed to be LEED platinum certified. The building includes 51,000 sf of light manufacturing space and 25,000 sf of green commercial office space. The project is currently still under design. Role: Engineer of Record | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |   |
|    |  |  |   |
| c. | 1. Title and Location [CITY AND STATE]<br><b>Buffalo State College - Bishop Hall</b> Buffalo, New York   | 2. Year Completed<br>Professional Services<br><b>2016</b>                        | Construction [IF APPLICABLE]<br><b>2017</b> |
|    | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>Buffalo State Colleges' growing student population necessitated the conversion of Bishop Hall into a 204 bed residential facility. Originally designed a classrooms and offices, the \$16 million project includes complete renovations to the approximately 45,000 sf building. Role: Engineer of Record        | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |   |
|    |  |  |   |
| d. | 1. Title and Location [CITY AND STATE]<br><b>Clarence Town Court &amp; Erie County Sheriff</b> Clarence, New York  | 2. Year Completed<br>Professional Services<br><b>2016</b>                        | Construction [IF APPLICABLE]<br><b>2017</b> |
|    | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>Constructed to meet the growing demands of the NY State Police, Erie County Sheriff and Clarence Town Courts, this project is a \$6.8 million, 18,900 sf facility. Role: Engineer of Record  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |   |
|    |  |  |   |
| e. | 1. Title and Location [CITY AND STATE]<br><b>Corning Community College - Health &amp; Education Complex</b> Corning, New York  | 2. Year Completed<br>Professional Services<br><b>2016</b>                        | Construction [IF APPLICABLE]<br><b>2017</b> |
|    | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>The Health and Education Complex at CCC is a \$6.0 million, 21,000 sf facility that will house the college's nursing and health education programs. Role: Engineer of Record   | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |   |
|    |  |  |   |



| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT  |  |  |                      |
|---|--|--|----------------------|
| 12. NAME  |  | 13. ROLE IN THIS CONTRACT  |                      |
| Dale T. Cich PE   |  | Structural Engineer  |                      |
|   |  | 14. YEARS EXPERIENCE   |                      |
|   |  | a. Total   | b. With Current Firm |
|   |  | 42   | 27                   |
| 15. FIRM NAME AND LOCATION [CITY AND STATE]   |  |  |                      |
| Syracuse Engineers, PC, Buffalo, New York   |  |  |                      |
| 16. EDUCATION [DEGREE AND SPECIALIZATION]   |  | 17. CURRENT PROFESSIONAL REGISTRATION [STATE AND DISCIPLINE]                     |                      |
| Bachelor of Science in Civil Engineering, State University of New York at Buffalo                                 |  | New York / 1982 / Professional Engineer<br>Washington - Civil Engineer 28420     |                      |
| 18. OTHER PROFESSIONAL QUALIFICATIONS [PUBLICATIONS, ORGANIZATIONS, TRAINING, AWARDS, ETC.]                       |  |  |                      |
| American Institute of Steel Construction, American Concrete Institute, National Society of Professional Engineers |  |  |                      |
| 19. RELEVANT PROJECTS   |  |  |                      |
| a.  | 1. Title and Location [CITY AND STATE]   | 2. Year Completed  |                      |
|   | Northland Corridor Redevelopment Project Buffalo, New York   | Professional Services<br>2016  |                      |
|   |  | Construction [IF APPLICABLE]<br>In Progress                                      |                      |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role   | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                      |
|   | Comprised of six properties and nearly 800,000 sf of space, the project includes performing structural assessments/inspections and analysis of the former industrial facilities as well as producing construction documents pertaining to the renovations. Role: Engineer of Record  |  |                      |
| b.  | 1. Title and Location [CITY AND STATE]   | 2. Year Completed  |                      |
|   | Conventus Buffalo, New York  | Professional Services<br>2010-16   |                      |
|   |  | Construction [IF APPLICABLE]<br>2016   |                      |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role   | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                      |
|   | Conventus is located on the Buffalo Niagara Medical Campus. The seven-story, 350,000 sf building includes practical, clinical and research space on the upper floors and ground floor retail space. This project achieved LEED Platinum certification. The estimated project cost is \$110 million. Role: Engineer of Record |  |                      |
| c.  | 1. Title and Location [CITY AND STATE]   | 2. Year Completed  |                      |
|   | Erie County Community College - STEM Building Williamsville, New York  | Professional Services<br>2015  |                      |
|   |  | Construction [IF APPLICABLE]<br>2017   |                      |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role   | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                      |
|   | The Science, Technology, Engineering and Math (STEM) building on ECC's North Campus is a two-story, 57,000 sf facility that will house science labs, classrooms and support spaces. At a price tag of \$30 million the building is achieved LEED certification. Role: Engineer of Record                                     |  |                      |
| d.  | 1. Title and Location [CITY AND STATE]   | 2. Year Completed  |                      |
|   | ECC Exterior Restoration - City Campus Buffalo, New York   | Professional Services<br>2017  |                      |
|   |  | Construction [IF APPLICABLE]<br>2017   |                      |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role   | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                      |
|   | Structural engineering and drafting for complete rebuilding of the exterior stone at the North Entrance of the Old Post Office Building and rehabilitation of the sidewalk transformer vaults. Role: Engineer of Record  |  |                      |
| e.  | 1. Title and Location [CITY AND STATE]   | 2. Year Completed  |                      |
|   | Ralph Wilson Stadium Improvements - Ops. Bldg. Orchard Park, New York  | Professional Services<br>2014  |                      |
|   |  | Construction [IF APPLICABLE]<br>2014   |                      |
|   | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role   | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                      |
|   | Structural engineering and drafting for a 12,000 sf single-story pre-engineered operations building. Design of caisson foundations and reinforced concrete structural slab to accommodate Erie County maintenance vehicles. Role: Engineer of Record   |  |                      |

| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT  |  |  |  |                       |                              |         |         |
|---|--|--|--|-----------------------|------------------------------|---------|---------|
| <b>12. NAME</b><br><br><b>Dale Gerbetz</b> PE, PMP  |  | <b>13. ROLE IN THIS CONTRACT</b><br><br>Civil Lead   |  |                       |                              |         |         |
| <b>15. FIRM NAME AND LOCATION [CITY AND STATE]</b><br>WSP USA Inc., Buffalo, NY   |  | <b>14. YEARS EXPERIENCE</b><br><table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; padding: 2px;">a. Total</td> <td style="width: 50%; padding: 2px;">b. With Current Firm</td> </tr> <tr> <td style="text-align: center; padding: 2px;">15</td> <td style="text-align: center; padding: 2px;">10</td> </tr> </table>                             |  | a. Total              | b. With Current Firm         | 15      | 10      |
| a. Total  | b. With Current Firm   |  |  |                       |                              |         |         |
| 15  | 10   |  |  |                       |                              |         |         |
| <b>16. EDUCATION [DEGREE AND SPECIALIZATION]</b><br>B.S., Civil Engineering, 2006   |  | <b>17. CURRENT PROFESSIONAL REGISTRATION [STATE AND DISCIPLINE]</b><br>Professional Engineer: New York 089658-1<br>Project Management Professional 2051284   |  |                       |                              |         |         |
| <b>18. OTHER PROFESSIONAL QUALIFICATIONS [PUBLICATIONS, ORGANIZATIONS, TRAINING, AWARDS, ETC.]</b><br>American Council of Engineering Companies New York Leadership Council, Project Management Institute: Member,<br>American Society of Civil Engineers: Member   |  |  |  |                       |                              |         |         |
| <b>19. RELEVANT PROJECTS</b>  |  |  |  |                       |                              |         |         |
| a.  | <b>1. Title and Location [CITY AND STATE]</b><br><br><b>Letchworth State Park Nature Center</b> Castile, New York            | <b>2. Year Completed</b><br><table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; padding: 2px;">Professional Services</td> <td style="width: 50%; padding: 2px;">Construction [IF APPLICABLE]</td> </tr> <tr> <td style="text-align: center; padding: 2px;">2014-15</td> <td style="text-align: center; padding: 2px;">2015-16</td> </tr> </table> |  | Professional Services | Construction [IF APPLICABLE] | 2014-15 | 2015-16 |
| Professional Services   | Construction [IF APPLICABLE]   |  |  |                       |                              |         |         |
| 2014-15   | 2015-16  |  |  |                       |                              |         |         |
| <b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br><br>Lead civil engineer for the construction of a new nature center facility for local schools, colleges and year round park visitors. The new building is approximately 5,900 sf with attractions which include multiple partitioned classrooms, office space, exhibits, an informational kiosk, solar panel informational station and restroom facilities. ADA accessible walkways, bio-retention facilities and an emergency/maintenance access road. |  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM   |  |                       |                              |         |         |
| b.  | <b>1. Title and Location [CITY AND STATE]</b><br><br><b>HARBORCenter</b> Buffalo, New York                                   | <b>2. Year Completed</b><br><table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; padding: 2px;">Professional Services</td> <td style="width: 50%; padding: 2px;">Construction [IF APPLICABLE]</td> </tr> <tr> <td style="text-align: center; padding: 2px;">2012-13</td> <td style="text-align: center; padding: 2px;">2013-15</td> </tr> </table> |  | Professional Services | Construction [IF APPLICABLE] | 2012-13 | 2013-15 |
| Professional Services   | Construction [IF APPLICABLE]   |  |  |                       |                              |         |         |
| 2012-13   | 2013-15  |  |  |                       |                              |         |         |
| <b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br><br>Lead engineer for the civil and site improvements related to the development of the HARBORcenter on the Webster Block in the Canalside District of Main Street Buffalo. The stormwater mitigation design incorporated the existing city combined sewers with the proposed stormwater discharge and created a system that would not exceed the already limited capacity of the downstream pipe network.   |  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM   |  |                       |                              |         |         |
| c.  | <b>1. Title and Location [CITY AND STATE]</b><br><br><b>New York State Parks Police Station</b> Niagara Falls, New York      | <b>2. Year Completed</b><br><table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; padding: 2px;">Professional Services</td> <td style="width: 50%; padding: 2px;">Construction [IF APPLICABLE]</td> </tr> <tr> <td style="text-align: center; padding: 2px;">2014-15</td> <td style="text-align: center; padding: 2px;">2015-16</td> </tr> </table> |  | Professional Services | Construction [IF APPLICABLE] | 2014-15 | 2015-16 |
| Professional Services   | Construction [IF APPLICABLE]   |  |  |                       |                              |         |         |
| 2014-15   | 2015-16  |  |  |                       |                              |         |         |
| <b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br><br>Lead civil engineer for the construction of a new police station for the New York State Parks that operate in Niagara Falls. Construction included a building of approximately 9,000 square feet, requiring parking spaces, access aisles, handicap accessible walkways, utilities, landscaping and stormwater management. The site required a Stormwater Pollution Prevention Plan with post construction measures.                                 |  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM   |  |                       |                              |         |         |
| d.  | <b>1. Title and Location [CITY AND STATE]</b><br><br><b>Maid of the Mist Winter Storage Facility</b> Niagara Falls, New York | <b>2. Year Completed</b><br><table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; padding: 2px;">Professional Services</td> <td style="width: 50%; padding: 2px;">Construction [IF APPLICABLE]</td> </tr> <tr> <td style="text-align: center; padding: 2px;">2013-15</td> <td style="text-align: center; padding: 2px;">2014-15</td> </tr> </table> |  | Professional Services | Construction [IF APPLICABLE] | 2013-15 | 2014-15 |
| Professional Services   | Construction [IF APPLICABLE]   |  |  |                       |                              |         |         |
| 2013-15   | 2014-15  |  |  |                       |                              |         |         |
| <b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br><br>Civil design engineer for the construction of a new winter storage facility for boat/dock storage, maintenance operations and night time docking. Drainage, utilities, grading and site amenities were all incorporated by the civil design team including connections to existing facilities at street level 200 feet above the site.   |  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM   |  |                       |                              |         |         |
| e.  | <b>1. Title and Location [CITY AND STATE]</b><br><br><b>DL&amp;W Terminal Station Rehabilitation</b> Buffalo, New York       | <b>2. Year Completed</b><br><table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; padding: 2px;">Professional Services</td> <td style="width: 50%; padding: 2px;">Construction [IF APPLICABLE]</td> </tr> <tr> <td style="text-align: center; padding: 2px;">2018-19</td> <td style="text-align: center; padding: 2px;">N/A</td> </tr> </table>     |  | Professional Services | Construction [IF APPLICABLE] | 2018-19 | N/A     |
| Professional Services   | Construction [IF APPLICABLE]   |  |  |                       |                              |         |         |
| 2018-19   | N/A  |  |  |                       |                              |         |         |
| <b>3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role</b><br><br>Lead drainage engineer for the project which includes redevelopment of the NFTA property at 15 Main Street in the City of Buffalo. Drainage design involved reconstruction of pedestrian facilities along the Buffalo River, re-aligned tracks with drainage, interior building work, reconstructed platforms and work to support the site reconstruction.   |  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM   |  |                       |                              |         |         |



**E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT**

Complete one Section E for each key person.

|  |  |  |  |  |                                   |
|--|--|--|--|--|-----------------------------------|
| <b>12. NAME</b>  |  | <b>13. ROLE IN THIS CONTRACT</b>           |  | <b>14. YEARS EXPERIENCE</b>  |                                   |
| <b>Gregory C. Klauk</b>  |  | Real Estate Appraisal/ Consulting Services |  | a. Total<br><b>45</b>  | b. With Current Firm<br><b>24</b> |
| <b>15. FIRM NAME AND LOCATION [CITY AND STATE]</b><br>KLW Appraisal Group, Inc., Buffalo, New York   |  |  |  |  |                                   |
| <b>16. EDUCATION [DEGREE AND SPECIALIZATION]</b><br>B.A. Biology, Bridgewater College, VA<br>Numerous Specialized Real Estate Appraisal Courses<br>Preferred Contractor NYS DOT                        |  |  | <b>17. CURRENT PROFESSIONAL REGISTRATION [STATE AND DISCIPLINE]</b><br>New York State Certified General Real Estate Appraiser #46-0250 |  |                                   |
| <b>18. OTHER PROFESSIONAL QUALIFICATIONS [PUBLICATIONS, ORGANIZATIONS, TRAINING, AWARDS, ETC.]</b><br>Practicing Affiliate of the Appraisal Institute (AI)<br>Member International Right of Way (IRWA) |  |  |  |  |                                   |
| <b>19. RELEVANT PROJECTS</b>   |  |  |  |  |                                   |
| a.   | 1. Title and Location [CITY AND STATE]<br><b>Buffalo Niagara Medical Campus (BNMC)</b> Buffalo, New York   |  |  | 2. Year Completed<br>Professional Services<br><b>2012</b>                        |                                   |
|  | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>Acquisition for Conventus office, John Oishei Children's Hospital, Jacobs School of Medicine. Approximately 10 properties - full and partial acquisition appraisals of offices and retail properties. Role: Principal Appraiser      |  |  | Construction [IF APPLICABLE]<br><b>N/A</b>                                       |                                   |
|  |  |  |  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                                   |
| b.   | 1. Title and Location [CITY AND STATE]<br><b>Seneca Nation Casino Project</b> Niagara Falls, New York  |  |  | 2. Year Completed<br>Professional Services<br><b>2002-03</b>                     |                                   |
|  | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>Acquisition appraisals for Seneca Nation, Niagara Falls Casino. Appraised approximately 20 properties - hotels, offices, residential and retail. Role: Principal Appraiser   |  |  | Construction [IF APPLICABLE]<br><b>N/A</b>                                       |                                   |
|  |  |  |  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                                   |
| c.   | 1. Title and Location [CITY AND STATE]<br><b>Marine Midland Arena (now KeyBank Center Arena)</b> Buffalo, New York   |  |  | 2. Year Completed<br>Professional Services<br><b>1990</b>                        |                                   |
|  | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>Acquisition appraisals for Sabres Arena. Project included various property types, mixed use commercial, industrial and residential. Role: Principal Appraiser  |  |  | Construction [IF APPLICABLE]<br><b>N/A</b>                                       |                                   |
|  |  |  |  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                                   |
| d.   | 1. Title and Location [CITY AND STATE]<br><b>Eastport Commerce Center</b> Lancaster, New York  |  |  | 2. Year Completed<br>Professional Services<br><b>2017-18</b>                     |                                   |
|  | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>Research and report for rezoning appeal. Analyze impact on town infrastructure, schools, public services, etc. Quantify existing industrial land inventory, analyze impact on town and school tax revenue. Role: Principal Appraiser |  |  | Construction [IF APPLICABLE]<br><b>N/A</b>                                       |                                   |
|  |  |  |  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                                   |
| e.   | 1. Title and Location [CITY AND STATE]<br><b>Westwood Country Club</b> Amherst, New York   |  |  | 2. Year Completed<br>Professional Services<br><b>2017</b>                        |                                   |
|  | 3. Brief Description [BRIEF SCOPE, SIZE, COST, ETC.] and Specific Role<br>170 acre former country club; market and value analysis for alternative uses; principal appraiser.   |  |  | Construction [IF APPLICABLE]<br><b>N/A</b>                                       |                                   |
|  |  |  |  | <input checked="" type="checkbox"/> CHECK IF PROJECT PERFORMED WITH CURRENT FIRM |                                   |

**F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT**

Present as many projects as requested by agency, or 10 projects, if not specified. Complete one Section F for each project.

**20. EXAMPLE PROJECT KEY NUMBER**

**1**

| 21. TITLE AND LOCATION [CITY AND STATE] | 22. YEAR COMPLETED    |                              |
|---|-----------------------|------------------------------|
|   | Professional Services | Construction [IF APPLICABLE] |
|   | 2017                  | 2020                         |

**Memphis Convention Center** Memphis Tennessee

**23. PROJECT OWNER'S INFORMATION**

| a. Project Owner                      | b. Point of Contact Name  | c. Point of Contact Telephone Number |
|---------------------------------------|---|--------------------------------------|
| Memphis/Cook County Convention Center | Pierre Landaiche III<br><i>Vice President and General Manager</i> | 901 576 1203                         |

**24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT [INCLUDE SCOPE, SIZE, AND COST]**

**Square Footage and Features:** 550,000 sf; 118,000 sf exhibit hall; 500,000 sf below-ground parking; 67,500 sf ballroom; 28,000 sf ballroom; 46 breakout rooms

**Cost:** \$150,000,000

**Services Performed:** Full service architecture and interior design.

**Associated Architect:** Looney Ricks Kiss

>>> With the aging and land-locked Memphis Cook Convention Center (*now the Memphis Convention Center*) nearing the end of its useful lifespan, the goal of the Memphis Convention Center site selection study was to evaluate all the available site opportunities in the city for a new state of the art convention center.

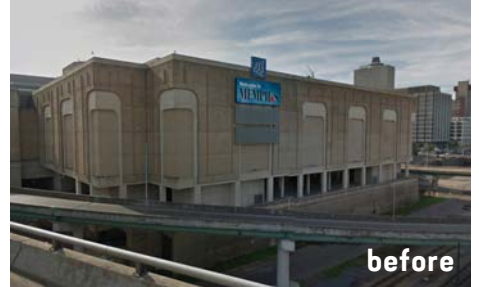
The team studied multiple site options and ranked them based on a clear set of criteria established by the stakeholders. Each site was evaluated to see if the program and future expansion would fit. At the end of this process, two sites were short listed for further development and testing: a site adjacent to the existing center and a site along Beale Street in the center of the tourist/entertainment district.

Concept designs were developed for both options to show the layout of the center and its massing and design potential. The resulting report identified the cost, logistics and schedule for both options and became the starting point for a more focused discussion on the future of conventions in Memphis.

**25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT**

| a. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
|----|--------------|-----------------------------------|-----------------|
|    | tvstdesign   | Atlanta, Georgia                  | Prime Architect |
| b. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
| c. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
| d. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |

“ ... the goal of the Memphis Convention Center site selection study was to evaluate all the available site opportunities in the city for a new state of the art convention center. ”



**F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT**

Present as many projects as requested by agency, or 10 projects, if not specified. Complete one Section F for each project.

**20. EXAMPLE PROJECT KEY NUMBER**

**2**

| 21. TITLE AND LOCATION [CITY AND STATE]                         | 22. YEAR COMPLETED    |                              |
|---|-----------------------|------------------------------|
|   | Professional Services | Construction [IF APPLICABLE] |
| <b>Jacob K. Javits Convention Center</b> New York City New York | 2016                  | 2021                         |

**23. PROJECT OWNER'S INFORMATION**

| a. Project Owner         | b. Point of Contact Name                       | c. Point of Contact Telephone Number |
|--------------------------|--|--------------------------------------|
| Empire State Development | Steve Sommer<br><i>Project Lead, LendLease</i> | 212 592 6800                         |

**24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT [INCLUDE SCOPE, SIZE, AND COST]**

**Square Footage and Features:** 1,200,000 sf total; 90,000 sf additional exhibit space resulting in 500,000 sf of contiguous exhibit space; 45,000 sf additional meeting rooms; 55,000 sf ballroom; green roof terrace and pavilion for 1,500; 27 new loading docks; new kitchen and food service areas; back of house and administrative space; targeting LEED NC Silver

**Cost:** \$1,500,000,000

**Services Performed:** Full service architecture and interior design

**Associated Architects:** Epstein, Moody-Nolan and WXY

>>> The Jacob K. Javits Convention Center Expansion Project (Javits Expansion) will be a northward expansion of the existing facility. The site for the expansion is

bounded by 11th Avenue to the east, 12th Avenue to the west, 38th Street (and the existing building) to the south, and 40th Street to the north.

The goal for the program is to maintain a successful customer base while reaching new customers in a changing and competitive marketplace. The Javits expansion addresses these two goals. First, it incorporates an efficiently organized internal truck marshaling and loading facility. Second, it expands the size and type of flexible meeting, banquet, ballroom, reception and exhibition spaces.

The Javits Expansion utilizes many of the principles of convention center design in delivering design excellence. tvsdesign won the project through the design build competition teamed with Lendlease and Turner Construction.

**25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT**

| a. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
|----|--------------|-----------------------------------|-----------------|
|    | tvdsdesign   | Atlanta, Georgia                  | Prime Architect |
| b. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
| c. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
| d. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |



“ Once complete, this expanded space is expected to generate \$393 million annually for the state’s economy and create 4,000 full-time jobs. ”

OFFICE OF ANDREW CUOMO, GOVERNOR



**F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT**

Present as many projects as requested by agency, or 10 projects, if not specified. Complete one Section F for each project.

**20. EXAMPLE PROJECT KEY NUMBER**

**3**

| 21. TITLE AND LOCATION [CITY AND STATE]      | 22. YEAR COMPLETED    |                              |
|--|-----------------------|------------------------------|
|  | Professional Services | Construction [IF APPLICABLE] |
| <b>Music City Center</b> Nashville Tennessee | 2009                  | 2013                         |

**23. PROJECT OWNER'S INFORMATION**

| a. Project Owner                                      | b. Point of Contact Name                                       | c. Point of Contact Telephone Number |
|---|--|--------------------------------------|
| Nashville Metropolitan Development and Housing Agency | Charles Starks<br><i>President and Chief Executive Officer</i> | 615 401 1401                         |

**24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT [INCLUDE SCOPE, SIZE, AND COST]**

**Square Footage and Features:** 1,200,000 sf; 370,000 sf exhibit halls; 60,000 sf ballrooms; 120,000 sf meeting rooms; 1,800 space parking garage; LEED NC Gold Certified

**Cost:** \$425,000,000

**Services Performed:** Full service architecture and interior design

**Associated Architects:** Tuck-Hinton Architecture & Design; Moody Nolan, Inc.

>>> Located along Fifth Avenue, just a few blocks from the historic Ryman Auditorium and numerous other music and cultural venues, the Music City Center, opened in May 2013, will bring new life to the South of Broadway (SOBRO) neighborhood of Nashville.

The design team of tvsdesign, Tuck-Hinton Architecture & Design and Moody Nolan studied the under utilized area of SOBRO and gave careful consideration to the placement of the facility's many functional elements that will affect the surrounding area. The design turns a positive face to surrounding neighborhoods by concealing service areas and placing potential commercial or cultural venues with lively public concourses along main pedestrian and vehicular corridors.

The planned extension of Korean Veterans Boulevard has also taken place to enhance cross-city connectivity along KVB.

The plan for the Music City Center is designed to serve as a catalyst for new business by respecting the surrounding neighborhood and turning a welcoming face to the community. It strives to connect the rich music history of Nashville to a new home for expositions, meetings and tourism.

**25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT**

| a. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
|----|--------------|-----------------------------------|-----------------|
|    | tvsdesign    | Atlanta, Georgia                  | Prime Architect |
| b. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
|    |              |                                   |                 |
| c. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
|    |              |                                   |                 |
| d. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
|    |              |                                   |                 |



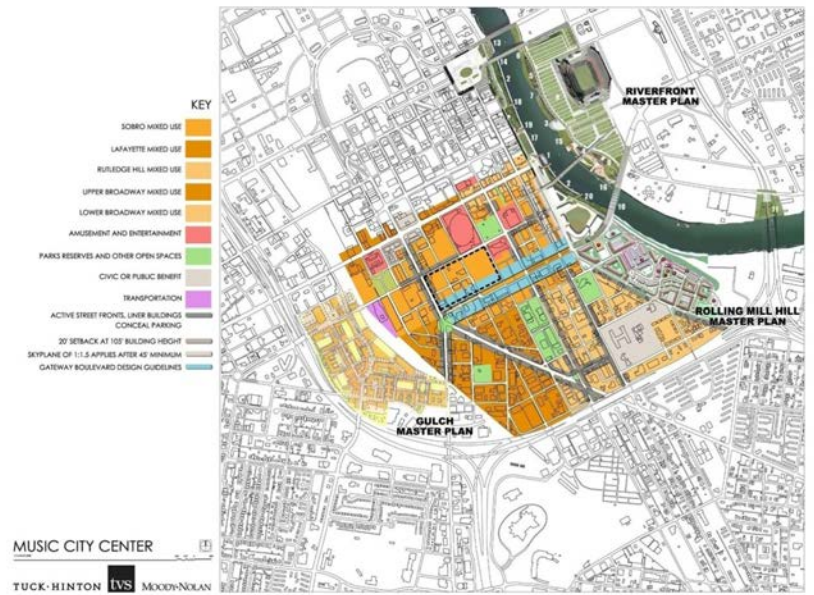
“ I applaud the project management team and its crew for finishing construction of the Music City Center ahead of their deadline. It is no small feat to finish construction on time, but to do so for a project of this scale is truly remarkable. ”

KARL DEAN, MAYOR

## views



## proposed land use



**F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT**

Present as many projects as requested by agency, or 10 projects, if not specified. Complete one Section F for each project.

**20. EXAMPLE PROJECT KEY NUMBER**

**4**

| 21. TITLE AND LOCATION [CITY AND STATE] | 22. YEAR COMPLETED    |                              |
|---|-----------------------|------------------------------|
|   | Professional Services | Construction [IF APPLICABLE] |
|   | Ongoing               | Ongoing                      |

**Metro Toronto Convention Centre** Toronto Ontario

**23. PROJECT OWNER'S INFORMATION**

| a. Project Owner                            | b. Point of Contact Name                                 | c. Point of Contact Telephone Number |
|---|--|--------------------------------------|
| Metro Toronto Convention Centre Corporation | Vince Quattrociochi<br><i>Vice President, Operations</i> | 416 585 8238                         |

**24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT [INCLUDE SCOPE, SIZE, AND COST]**

**Square Footage and Features:** 170,000 sf (North building); 300,000 sf (South building)

**Cost:** \$23,000,000 South Building

**Services Performed:** Full service architecture and interior design

**Associated Architects:** B+H Architects (North Building); iA interior Architects (South Building); Foster + Partners (master plan)

**>>>** The Metro Toronto Convention Centre engaged tvsdesign to master plan their facility for near and long term goals incorporating renovations and modifications to the existing facility as well as expansion opportunities. The complex facility, originally built in the '80s and expanded across railroad tracks and below grade in the '90s, posed a number of challenges in identifying potential for growth and improving public and service connections. The design team identified a wide range of potential aesthetic and functional improvements

and applied estimated costs for each. This analysis allowed the owner to prioritize and establish a phased plan to implement the improvements.

Work included major phased interior renovations of both the North Building and South Building that updated all function and public areas to current finish and technology standards. MTCC is operational for over 340 days per year, so the renovation was phased to avoid any disruption to events.

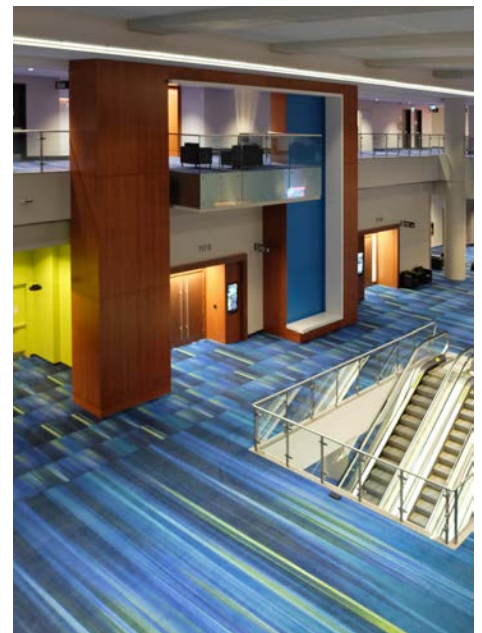
In addition to Interior renovation work, tvsdesign has also been engaged in long range future visioning for the centre. Working in association with B+H and Foster + Partners, tvsdesign has explored numerous expansion options, developing unique solutions to the various infrastructure and programming challenges posed by this major facility located in the heart of a dense, urban environment.

**25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT**

| a. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
|----|--------------|-----------------------------------|-----------------|
|    | tvsdesign    | Atlanta, Georgia                  | Prime Architect |
| b. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
|    |              |                                   |                 |
| c. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
|    |              |                                   |                 |
| d. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
|    |              |                                   |                 |



“ ... analysis allowed the owner to prioritize and establish a phased plan to implement the improvements. ”



**F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT**

Present as many projects as requested by agency, or 10 projects, if not specified. Complete one Section F for each project.

**20. EXAMPLE PROJECT KEY NUMBER**

**5**

| 21. TITLE AND LOCATION [CITY AND STATE]          | 22. YEAR COMPLETED    |                              |
|--|-----------------------|------------------------------|
|  | Professional Services | Construction [IF APPLICABLE] |
| <b>Augusta Convention Center</b> Augusta Georgia | 2009                  | 2012                         |

**23. PROJECT OWNER'S INFORMATION**

| a. Project Owner | b. Point of Contact Name                       | c. Point of Contact Telephone Number |
|------------------|--|--------------------------------------|
| City of Augusta  | Barry White<br><i>Former President and CEO</i> | 423 424 4440                         |

**24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT [INCLUDE SCOPE, SIZE, AND COST]**

**Square Footage and Features:** 110,000 sf total construction; 97,000 sf new construction; 12,000 sf renovation; 37,500 sf exhibit hall; 6,000 sf banquet kitchen; new level 1 and level 2 prefunction spaces; renovation of public and back of house circulation and existing banquet kitchen

**Cost:** \$28,000,000

**Services Performed:** Full service architecture and interior design

>>> Located along the Savannah River, the Augusta Convention Center is in the heart of a downtown where historic preservation is a valued quality. The incorporation of the historic Harrison Building as part of the convention center project enhances the urban fabric - with its complementary materials and scale; the old building connects the new convention center to its surroundings.

The new exhibit hall and public circulation spaces are reminiscent of the loft-like aesthetic of the Harrison Building in its articulation of brick, steel and wood detailing. The transparent connecting concourse between the exhibit hall and the old building recalls the wood ceiling expression found in many of Augusta's historic warehouse buildings, while providing a soft urban connection to the city's rejuvenated streetscape.

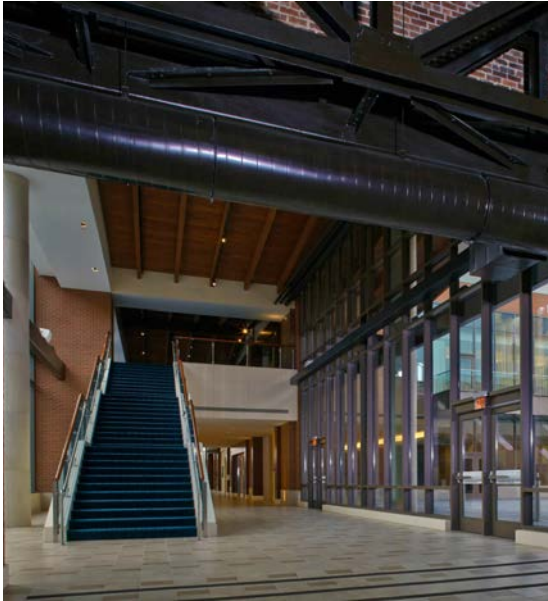
The new 37,500 sf exhibit hall is the focal point of this expansion to the existing convention center and Augusta Marriott which will maintain normal operations during construction. To unify the new construction and existing facility, 10,000 sf of connecting public and back of house circulation will be renovated.

**25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT**

| a. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
|----|--------------|-----------------------------------|-----------------|
|    | tvstdesign   | Atlanta, Georgia                  | Prime Architect |
| b. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
| c. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |
| d. | 1. Firm Name | 2. Firm Location [CITY AND STATE] | 3. Role         |



“To maintain operations of the facility, a preliminary package of ‘temporary measures’ was issued to set parameters for maintaining egress, protecting existing utility connections, setting hours of construction activities, and for limiting sound intensive demolition and construction.”



**G. KEY PERSONNEL PARTICIPATION IN EXAMPLE PROJECTS**

| 26. NAMES OF KEY PERSONNEL<br>[FROM SECTION E, BLOCK 12]      | 27. ROLE IN THIS CONTRACT<br>[FROM SECTION E, BLOCK 13] | 28. EXAMPLE PROJECTS LISTED IN SECTION F<br>[FILL IN "EXAMPLE PROJECTS KEY" SECTION BELOW BEFORE COMPLETING TABLE. PLACE "X"<br>UNDER PROJECT KEY NUMBER FOR PARTICIPATION IN SAME OR SIMILAR ROLE.] |   |   |   |   |
|---|---|--|---|---|---|---|
|   |   | 1  | 2 | 3 | 4 | 5 |
| <b>Rob Svedberg</b><br>tvsdesign                              | Principal in Charge                                     | X  | X | X | X |   |
| <b>Emery Leonard</b><br>tvsdesign                             | Project Manager   |  | X |   |   | X |
| <b>Robert Stark</b><br>CJS Architects                         | Principal, Associate Architect                          |  |   |   |   |   |
| <b>Antonio Borgese</b><br>CJS Architects                      | Project Architect                                       |  |   |   |   |   |
| <b>Walid Daham</b><br>C.J. Brown Energy & Engineering         | MEP, Principal in Charge                                |  |   |   |   |   |
| <b>Michael Mastrandrea</b><br>C.J. Brown Energy & Engineering | Project Manager, Lead Electrical Engineer               |  |   |   |   |   |
| <b>Catherine Styn</b><br>Syracuse Engineers                   | Project Manager, Lead Structural Engineer               |  |   |   |   |   |
| <b>Dale Cich</b><br>Syracuse Engineers                        | Structural Engineer                                     |  |   |   |   |   |
| <b>Dale Gerbetz</b><br>WSP                                    | Lead Civil Engineer                                     |  | X |   |   |   |
| <b>Gregory Klauk</b><br>KLW Group                             | Appraisal   |  |   |   |   |   |

**29. EXAMPLE PROJECTS KEY**

| No.      | Title of Example Project [FROM SECTION F] | No.      | Title of Example Project [FROM SECTION F] |
|----------|---|----------|---|
| <b>1</b> | <b>Memphis Convention Center</b>          | <b>4</b> | <b>Metro Toronto Convention Centre</b>    |
| <b>2</b> | <b>Jacob K. Javits Convention Center</b>  | <b>5</b> | <b>Augusta Convention Center</b>          |
| <b>3</b> | <b>Music City Center</b>                  |          |   |



H. ADDITIONAL INFORMATION

**Please see Sections 07 - 16 for:**

- > Manpower Commitment
- > References
- > Quality Assurance and Control
- > M/WBE Utilization Plan
- > Schedule A – Proposer Certification
- > Schedule B – Erie County Equal Pay Certification
- > Schedule C - Proof of Insurance
- > Schedule D – Erie County Department of Law Cover Sheet
- > List of Officers and Board of Directors
- > Schedule E – Rates of Service



I. AUTHORIZED REPRESENTATIVE [THE FOREGOING IS A STATEMENT OF FACTS]

a. Signature

b. Date

May 9, 2019


c. Name and Title


*Rob Svedberg*

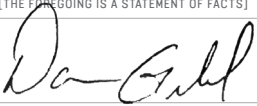
Rob Svedberg, FAIA - Principal in Charge

Comm. 15E-25  
15E-25 REV. 8/2016]


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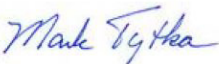
| PART II – GENERAL QUALIFICATIONS  |                          |                     |            | 1. SOLICITATION NUMBER [IF ANY]   |  |                                     |
|---|--------------------------|---------------------|------------|---|--|-------------------------------------|
| 2A. FIRM [OR BRANCH OFFICE] NAME<br><b>TVS New York, PC (tvdesign)</b>  |                          |                     |            | 1926VF  |  |                                     |
| 2B. STREET<br><br>1230 Peachtree Street, NE, Suite 2700   |                          |                     |            | 3. YEAR ESTABLISHED<br><br>1968   |  |                                     |
| 2C. CITY<br><br>Atlanta   |                          |                     |            | 4. DUNS NUMBER  |  |                                     |
| 2D. STATE<br><br>Georgia  |                          |                     |            | 5. OWNERSHIP<br>a. Type<br><br>ESOP   |  |                                     |
| 2E. ZIP CODE<br><br>30309   |                          |                     |            | b. Small Business Status<br><br>Not Applicable                                  |  |                                     |
| 6A. POINT OF CONTACT NAME AND TITLE<br><br>Rob Svedberg, FAIA<br>Principal in Charge                                    |                          |                     |            | 7. NAME OF FIRM [IF BLOCK 2A. IS A BRANCH OFFICE]                               |  |                                     |
| 6B. TELEPHONE NUMBER<br><br>404 946 6685  |                          |                     |            | 6C. E-MAIL ADDRESS<br><br>rsvedberg@tvdesign.com                                |  |                                     |
| 8A. FORMER FIRM NAME[S] [IF ANY]  |                          |                     |            | B. Year Established   |  |                                     |
| 8B. DUNS Number   |                          |                     |            | C. DUNS Number  |  |                                     |
| 9. EMPLOYEES BY DISCIPLINE  |                          |                     |            | 10. PROFILE OF FIRM'S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST FIVE YEARS |  |                                     |
| a. Function Code  | b. Discipline            | c. No. of Employees |            | a. Profile Code   | b. Experience                            | c. Revenue Index Number [see below] |
|   |                          | (1) Firm            | (2) Branch |   |  |                                     |
| 02  | Administrative           | 33                  | 1          | A11   | Auditoriums and Theaters                 | 6                                   |
| 06  | Architect                | 42                  |            | C10   | Commercial Buildings (low-rise)          | 6                                   |
| 37  | Interior Designer        | 18                  |            | C11   | Community Facilities                     | 8                                   |
| 56  | Specification Writer     | 1                   |            | D07   | Dining Halls; Restaurants                |                                     |
|   | Intern Interior Designer | 10                  |            | E02   | Educational Facilities; Classrooms; Labs | 5                                   |
|   | Intern Architect         | 39                  |            | G01   | Garage; Parking Decks                    |                                     |
|   |                          |                     |            | H06   | High-Rise; Air Rights Type Building      | 5                                   |
|   |                          |                     |            | H10   | Hotels; Motels                           | 8                                   |
|   |                          |                     |            | I05   | Interior Design; Space Planning          | 6                                   |
|   |                          |                     |            | R06   | Rehabilitation                           |                                     |
|   |                          |                     |            | L06   | Libraries; Museums, Galleries            | 2                                   |
|   |                          |                     |            | O01   | Office Buildings; Industrial Parks       |                                     |
|   |                          |                     |            | P05   | Planning (Community, Regional)           | 2                                   |
|   |                          |                     |            | S11   | Sustainable Design                       | 3                                   |
|   | Other Employees          | 0                   | 0          | H09   | Hospital and Medical Facilities          | 3                                   |
|   | Total                    | 159                 | 1          |   |  |                                     |
| 11. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS [INSERT REVENUE INDEX NUMBER SHOWN AT RIGHT] |                          |                     |            | PROFESSIONAL SERVICES REVENUE INDEX NUMBER                                      |  |                                     |
| a. Federal Work   |                          | 1                   |            | 1. Less than \$100,000  |  |                                     |
| b. Non-Federal Work   |                          | 10                  |            | 2. \$100,000 to less than \$250,000   |  |                                     |
| c. Total Work   |                          | 10                  |            | 3. \$250,000 to less than \$500,000   |  |                                     |
|   |                          |                     |            | 4. \$500,000 to less than \$1 million   |  |                                     |
|   |                          |                     |            | 5. \$1 million to less than \$2 million   |  |                                     |
|   |                          |                     |            | 6. \$2 million to less than \$5 million   |  |                                     |
|   |                          |                     |            | 7. \$5 million to less than \$10 million  |  |                                     |
|   |                          |                     |            | 8. \$10 million to less than \$25 million                                       |  |                                     |
|   |                          |                     |            | 9. \$25 million to less than \$50 million                                       |  |                                     |
|   |                          |                     |            | 10. \$50 million or greater   |  |                                     |
| 12. AUTHORIZED REPRESENTATIVE [THE FOREGOING IS A STATEMENT OF FACTS]   |                          |                     |            |   |  |                                     |
| a. Signature<br><br>                 |                          |                     |            | b. Date<br><br>May 9, 2019  |  |                                     |
| c. Name and Title<br><br>Rob Svedberg, FAIA - Principal in Charge   |                          |                     |            |   |  |                                     |

| PART II – GENERAL QUALIFICATIONS   |                   |  |            | 1. SOLICITATION NUMBER [IF ANY]<br><b>1926VF</b>   |   | [ Complete one Section E for each key person. ]          |  |
|--|-------------------|--|------------|--|---|--|--|
| <b>2A. FIRM [OR BRANCH OFFICE] NAME</b><br><b>CJS Architects (Buffalo Office)</b>  |                   |  |            | <b>3. YEAR ESTABLISHED</b><br><b>1972</b>  |   | <b>4. DUNS NUMBER</b><br><b>10-127-5451</b>              |  |
| <b>2B. STREET</b><br><b>755 Seneca Street</b>  |                   |  |            | <b>5. OWNERSHIP</b><br>a. Type<br><b>LLP</b>   |   |  |  |
| <b>2C. CITY</b><br><b>Buffalo</b>  |                   | <b>2D. STATE</b><br><b>New York</b>                          |            | <b>2E. ZIP CODE</b><br><b>14210</b>  |   | <b>b. Small Business Status</b><br><b>Not Applicable</b> |  |
| <b>6A. POINT OF CONTACT NAME AND TITLE</b><br><b>Robert Stark, AIA, NCARB<br/>Principal and Project Architect</b>              |                   |  |            | <b>7. NAME OF FIRM [IF BLOCK 2A. IS A BRANCH OFFICE]</b><br><b>CJS Architects, LLP</b>   |   |  |  |
| <b>6B. TELEPHONE NUMBER</b><br><b>716 856 6448 x301</b>  |                   | <b>6C. E-MAIL ADDRESS</b><br><b>rstark@cjsarchitects.com</b> |            |  |   |  |  |
| <b>8A. FORMER FIRM NAME(S) [IF ANY]</b><br><b>Chaintreuil Jensen Stark Architects</b>  |                   |  |            | <b>B. Year Established</b><br><b>1972</b>  |   | <b>C. DUNS Number</b><br><b>10-127-5451</b>              |  |
| <b>9. EMPLOYEES BY DISCIPLINE</b>  |                   |  |            | <b>10. PROFILE OF FIRM'S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST FIVE YEARS</b>   |   |  |  |
| a. Function Code   | b. Discipline     | c. No. of Employees  |            | a. Profile Code  | b. Experience                               | c. Revenue Index Number [see below]                      |  |
|  |                   | (1) Firm   | (2) Branch |  |   |  |  |
| 02   | Administrative    | 3  | 1          | A11  | Auditoriums and Theaters                    | 4  |  |
| 06   | Architect         | 9  | 4          | C10  | Commercial Buildings (low-rise)             | 1  |  |
| 37   | Interior Designer | 1  | 0          | C11  | Community Facilities                        | 2  |  |
| 48   | Project Manager   | 6  | 2          | D07  | Dining Halls; Restaurants                   | 2  |  |
|  |                   |  |            | E02  | Educational Facilities;<br>Classrooms; Labs | 3  |  |
|  |                   |  |            | G01  | Garage; Parking Decks                       | 1  |  |
|  |                   |  |            | H08  | Historic Preservation                       | 2  |  |
|  |                   |  |            | H10  | Hotels; Motels                              | 1  |  |
|  |                   |  |            | I05  | Interior Design; Space Planning             | 5  |  |
|  |                   |  |            | S11  | Sustainable Design                          | 1  |  |
|  |                   |  |            | L06  | Libraries; Museums, Galleries               | 4  |  |
|  |                   |  |            | 001  | Office Buildings; Industrial Parks          | 2  |  |
|  |                   |  |            | P05  | Planning (Community, Regional)              | 2  |  |
|  | Other Employees   | 6  | 1          |  |   |  |  |
|  | Total             | 25   | 8          |  |   |  |  |
| <b>11. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS [INSERT REVENUE INDEX NUMBER SHOWN AT RIGHT]</b> |                   |  |            | <b>PROFESSIONAL SERVICES REVENUE INDEX NUMBER</b>  |   |  |  |
| a. Federal Work  |                   | 0  |            | <div style="display: flex; flex-wrap: wrap;"> <div style="width: 50%;"> 1. Less than \$100,000<br/> 2. \$100,000 to less than \$250,000<br/> 3. \$250,000 to less than \$500,000<br/> 4. \$500,000 to less than \$1 million<br/> 5. \$1 million to less than \$2 million </div> <div style="width: 50%;"> 6. \$2 million to less than \$5 million<br/> 7. \$5 million to less than \$10 million<br/> 8. \$10 million to less than \$25 million<br/> 9. \$25 million to less than \$50 million<br/> 10. \$50 million or greater </div> </div> |   |  |  |
| b. Non-Federal Work  |                   | 6  |            |  |   |  |  |
| c. Total Work  |                   | 6  |            |  |   |  |  |
| <b>12. AUTHORIZED REPRESENTATIVE [THE FOREGOING IS A STATEMENT OF FACTS]</b>   |                   |  |            |  |   |  |  |
| <br>a. Signature                            |                   |  |            |  |   | b. Date<br><b>May 9, 2019</b>                            |  |
| c. Name and Title<br><b>Robert E. Stark, AIA, NCARB, Principal</b>   |                   |  |            |  |   |  |  |

| PART II – GENERAL QUALIFICATIONS  |                         |  |  | 1. SOLICITATION NUMBER [IF ANY]<br><b>1926VF</b>                                |                                     | [ Complete one Section E for each key person. ]                         |  |
|---|-------------------------|--|--|---|-------------------------------------|---|--|
| 2A. FIRM [OR BRANCH OFFICE] NAME<br><br><b>Siracuse Engineers, PC</b>   |                         |  |  | 3. YEAR ESTABLISHED<br><br><b>2008</b>  |                                     | 4. DUNS NUMBER<br><br><b>96-233-6868</b>                                |  |
| 2B. STREET<br><br><b>808 Main Street</b>  |                         |  |  | 5. OWNERSHIP<br>a. Type<br><b>Corporation</b>                                   |                                     |   |  |
| 2C. CITY<br><br><b>Buffalo</b>  |                         | 2D. STATE<br><br><b>New York</b>                             |  | 2E. ZIP CODE<br><br><b>14202</b>  |                                     | b. Small Business Status<br><br><b>NYS-WBE Certified - ID WBE 58646</b> |  |
| 6A. POINT OF CONTACT NAME AND TITLE<br><br><b>Catherine M. Styn, PE - CEO</b>   |                         |  |  | 7. NAME OF FIRM [IF BLOCK 2A. IS A BRANCH OFFICE]<br><br><b>WSP USA Inc.</b>    |                                     |   |  |
| 6B. TELEPHONE NUMBER<br><br><b>716 856 1894</b>   |                         | 6C. E-MAIL ADDRESS<br><br><b>cstyn@siracuseengineers.com</b> |  |   |                                     |   |  |
| 8A. FORMER FIRM NAME(S) [IF ANY]<br><b>Siracuse Engineers, LLP<br/>Siracuse Engineers (est. 1978) I</b>                 |                         |  |  | B. Year Established<br><br><b>2008</b>  |                                     | C. DUNS Number<br><br><b>04-488-2561</b>                                |  |
| 9. EMPLOYEES BY DISCIPLINE  |                         |  |  | 10. PROFILE OF FIRM'S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST FIVE YEARS |                                     |   |  |
| a. Function Code  | b. Discipline           | c. No. of Employees<br>(1) Firm (2) Branch                   |  | a. Profile Code   | b. Experience                       | c. Revenue Index Number [see below]                                     |  |
| 02  | Administrative          | 1  |  | B01   | Barracks; Dormitories               | 1   |  |
| 08  | CADD Technician         | 1  |  | C05   | Child Care/Development Facilities   | 1   |  |
| 57  | Structural Engineer     | 1  |  | C06   | Churches; Chapels                   | 1   |  |
| 57  | Structural Engineer, PE | 5  |  | C10   | Commercial Buildings (Low Rise)     | 1   |  |
|   |                         |  |  | E02   | Educational Facilities              | 2   |  |
|   |                         |  |  | H08   | Historical Preservation             | 1   |  |
|   |                         |  |  | H09   | Hospital & Medical Facilities       | 2   |  |
|   |                         |  |  | H11   | Housing                             | 2   |  |
|   |                         |  |  | I01   | Industrial Buildings; Manufacturing | 2   |  |
|   |                         |  |  | L04   | Libraries; Museums; Galleries       | 1   |  |
|   |                         |  |  | 001   | Office Buildings                    | 1   |  |
|   |                         |  |  | P08   | Prisons & Correctional Facilities   | 1   |  |
|   |                         |  |  | R06   | Rehabilitation (Buildings)          | 2   |  |
|   |                         |  |  | S03   | Seismic Design & Studies            | 1   |  |
|   | Other Employees         | 1  |  |   |                                     |   |  |
|   | Total                   | 9  |  |   |                                     |   |  |
| 11. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS [INSERT REVENUE INDEX NUMBER SHOWN AT RIGHT] |                         |  |  | PROFESSIONAL SERVICES REVENUE INDEX NUMBER                                      |                                     |   |  |
| a. Federal Work   |                         | 1  |  | 1. Less than \$100,000  |                                     | 6. \$2 million to less than \$5 million                                 |  |
| b. Non-Federal Work   |                         | 5  |  | 2. \$100,000 to less than \$250,000   |                                     | 7. \$5 million to less than \$10 million                                |  |
| c. Total Work   |                         | 5  |  | 3. \$250,000 to less than \$500,000   |                                     | 8. \$10 million to less than \$25 million                               |  |
|   |                         |  |  | 4. \$500,000 to less than \$1 million   |                                     | 9. \$25 million to less than \$50 million                               |  |
|   |                         |  |  | 5. \$1 million to less than \$2 million   |                                     | 10. \$50 million or greater   |  |
| 12. AUTHORIZED REPRESENTATIVE [THE FOREGOING IS A STATEMENT OF FACTS]   |                         |  |  |   |                                     |   |  |
| a. Signature<br><br>                 |                         |  |  |   |                                     | b. Date<br><br><b>May 9, 2019</b>                                       |  |
| c. Name and Title<br><br><b>Darren Geibel, PE - Vice President</b>  |                         |  |  |   |                                     |   |  |



| PART II – GENERAL QUALIFICATIONS  |                          |   |  | 1. SOLICITATION NUMBER [IF ANY]<br><b>1926VF</b>                                |  | [ Complete one Section E for each key person. ]       |  |
|---|--------------------------|---|--|---|--|---|--|
| 2A. FIRM [OR BRANCH OFFICE] NAME<br><br><b>C.J. Brown Energy &amp; Engineering, P.C.</b>  |                          |   |  | 3. YEAR ESTABLISHED<br><br><b>2011</b>  |  | 4. DUNS NUMBER<br><br><b>08-540-7984</b>              |  |
| 2B. STREET<br><br><b>4245 Union Road, Suite 204</b>   |                          |   |  | 5. OWNERSHIP<br>a. Type<br><b>Corporation</b>                                   |  |   |  |
| 2C. CITY<br><br><b>Buffalo</b>  |                          | 2D. STATE<br><br><b>New York</b>                          |  | 2E. ZIP CODE<br><br><b>14225</b>  |  | b. Small Business Status<br><br><b>Small Business</b> |  |
| 6A. POINT OF CONTACT NAME AND TITLE<br><br><b>Walid S. Daham, PE, President</b>   |                          |   |  | 7. NAME OF FIRM [IF BLOCK 2A. IS A BRANCH OFFICE]                               |  |   |  |
| 6B. TELEPHONE NUMBER<br><br><b>716 565 9190</b>   |                          | 6C. E-MAIL ADDRESS<br><br><b>wdaham@cjbrownenergy.com</b> |  |   |  |   |  |
| 8A. FORMER FIRM NAME(S) [IF ANY]<br><b>C.J. Brown Energy Engineering &amp; Architecture, P.C.</b><br><b>C.J. Brown Energy, P.C.</b> |                          |   |  | B. Year Established<br><b>1997</b><br><b>1996</b>                               |  | C. DUNS Number  |  |
| 9. EMPLOYEES BY DISCIPLINE  |                          |   |  | 10. PROFILE OF FIRM'S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST FIVE YEARS |  |   |  |
| a. Function Code  | b. Discipline            | c. No. of Employees<br>(1) Firm      (2) Branch           |  | a. Profile Code   | b. Experience                                | c. Revenue Index Number<br>[see below]                |  |
| 02  | Administrative           | 5   |  | E03   | Electrical Studies and Design                | 5   |  |
| 08  | CADD Technician          | 3   |  | F03   | Fire Protection                              | 4   |  |
| 21  | Electrical Engineer      | 6   |  | H04   | Heating; Ventilating; Air Condition          | 5   |  |
| 42  | Mechanical Engineer      | 10  |  | L05   | Lighting (Interior, Display; Theater)        | 4   |  |
|   | Energy Engineer          | 8   |  | P07   | Plumbing and Piping Design                   | 4   |  |
|   | Commissioning Specialist | 3   |  | S02   | Security Systems; Intruder & Smoke Detection | 3   |  |
|   |                          |   |  | V01   | Value Analysis; Life-Cycle Costing           | 3   |  |
|   |                          |   |  |   | Building Commissioning                       | 4   |  |
|   |                          |   |  |   | Energy Audit Services                        | 5   |  |
|   |                          |   |  |   | Energy Management Program Support            | 5   |  |
|   |                          |   |  |   |  |   |  |
|   |                          |   |  |   |  |   |  |
|   |                          |   |  |   |  |   |  |
|   |                          |   |  |   |  |   |  |
|   |                          |   |  |   |  |   |  |
|   | Other Employees          |   |  |   |  |   |  |
|   | Total                    | 35  |  |   |  |   |  |
| 11. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS [INSERT REVENUE INDEX NUMBER SHOWN AT RIGHT]             |                          |   |  | PROFESSIONAL SERVICES REVENUE INDEX NUMBER                                      |  |   |  |
| a. Federal Work   |                          | 2   |  | 1. Less than \$100,000  |  | 6. \$2 million to less than \$5 million               |  |
| b. Non-Federal Work   |                          | 6   |  | 2. \$100,000 to less than \$250,000   |  | 7. \$5 million to less than \$10 million              |  |
| c. Total Work   |                          | 8   |  | 3. \$250,000 to less than \$500,000   |  | 8. \$10 million to less than \$25 million             |  |
|   |                          |   |  | 4. \$500,000 to less than \$1 million   |  | 9. \$25 million to less than \$50 million             |  |
|   |                          |   |  | 5. \$1 million to less than \$2 million   |  | 10. \$50 million or greater                           |  |
| 12. AUTHORIZED REPRESENTATIVE [THE FOREGOING IS A STATEMENT OF FACTS]   |                          |   |  |   |  |   |  |
| a. Signature<br><br>                             |                          |   |  | b. Date<br><br><b>May 9, 2019</b>   |  |   |  |
| c. Name and Title<br><br><b>Walid S. Daham, PE, President</b>   |                          |   |  |   |  |   |  |

| PART II – GENERAL QUALIFICATIONS  |                           |   |            | 1. SOLICITATION NUMBER [IF ANY]<br><b>1926VF</b>                                |   | [ Complete one Section E for each key person. ]   |
|---|---------------------------|---|------------|---|---|---|
| 2A. FIRM [OR BRANCH OFFICE] NAME<br><b>WSP USA Inc.</b>   |                           |   |            | 3. YEAR ESTABLISHED<br><b>1997</b>  |   | 4. DUNS NUMBER<br><b>96-072-4045</b>              |
| 2B. STREET<br><br><b>Waterfront Village Center, 50 Lakefront Boulevard, Suite 111</b>   |                           |   |            | 5. OWNERSHIP<br>a. Type<br><b>Corporation</b>                                   |   |   |
| 2C. CITY<br><b>Buffalo</b>  |                           | 2D. STATE<br><b>New York</b>                    |            | 2E. ZIP CODE<br><b>14202</b>  |   | b. Small Business Status<br><b>Not Applicable</b> |
| 6A. POINT OF CONTACT NAME AND TITLE<br><b>Mark J. Tytko, Vice President, Area Manager</b>                                       |                           |   |            | 7. NAME OF FIRM [IF BLOCK 2A. IS A BRANCH OFFICE]<br><br><b>WSP USA Inc.</b>    |   |   |
| 6B. TELEPHONE NUMBER<br><b>716 853-1220</b>   |                           | 6C. E-MAIL ADDRESS<br><b>mark.tytka@wsp.com</b> |            |   |   |   |
| 8A. FORMER FIRM NAME(S) [IF ANY]<br><b>CParsons Brinckerhoff, Inc. until 5/2017</b><br><b>PB Americas, Inc. until 11/1/2011</b> |                           |   |            | B. Year Established<br><b>1933</b>  |   | C. DUNS Number<br><b>05-666-8700</b>              |
| 9. EMPLOYEES BY DISCIPLINE  |                           |   |            | 10. PROFILE OF FIRM'S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST FIVE YEARS |   |   |
| a. Function Code  | b. Discipline             | c. No. of Employees                             |            | a. Profile Code   | b. Experience                                     | c. Revenue Index Number [see below]               |
|   |                           | (1) Firm  | (2) Branch |   |   |   |
| 06  | Architect                 | 77  | 1          | A06   | Airports; Terminals and Hangars                   | 1   |
| 08  | CADD Technician           | 211   | 5          | B02   | Bridges   | 5   |
| 12  | Civil Engineer            | 1020  | 10         | C10   | Commercial Building (low rise)                    | 2   |
| 15  | Construction Inspection   | 291   | 4          | G01   | Garages, Vehicle Maintenance Facilities, Parking  | 4   |
| 16  | Construction Manager      | 329   | 1          | H01   | Harbors; Jetties; Piers, Ship Terminal Facilities | 3   |
| 47  | Planner: Urban / Regional | 125   | 2          | H07   | Highways; Streets; Airfield Paving; Parking       | 3   |
| 57  | Structural Engineer       | 500   | 8          | I01   | Intelligent Transport Systems                     | 2   |
| 58  | Technician/Analyst        | 476   | 9          | L03   | Landscape Architecture                            | 4   |
| 60  | Transportation Engineer   | 377   | 1          | P05   | Planning (Community, Regional, Area wide, State)  | 3   |
| 62  | Water Resources Engineer  | 105   | 1          | R03   | Railroad; Rapid Transit                           | 5   |
|   | Operations / Maintenance  | 60  | 2          | S09   | Structural Design; Special Structures             | 3   |
|   | Aviation: Planner         | 8   | 1          | T03   | Traffic and Transportation Engineering            | 2   |
|   | Power Engineer            | 86  | 1          | W02   | Water Resources; Hydrology; Ground Water          | 1   |
|   | Other Employees           | 2871  | 7          |   |   |   |
|   | Total                     | 25  | 8          |   |   |   |
| 11. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS [INSERT REVENUE INDEX NUMBER SHOWN AT RIGHT]         |                           |   |            | PROFESSIONAL SERVICES REVENUE INDEX NUMBER                                      |   |   |
| a. Federal Work   |                           | 1   |            | 1. Less than \$100,000  |   |   |
| b. Non-Federal Work   |                           | 7   |            | 2. \$100,000 to less than \$250,000   |   |   |
| c. Total Work   |                           | 7   |            | 3. \$250,000 to less than \$500,000   |   |   |
|   |                           |   |            | 4. \$500,000 to less than \$1 million   |   |   |
|   |                           |   |            | 5. \$1 million to less than \$2 million   |   |   |
|   |                           |   |            | 6. \$2 million to less than \$5 million   |   |   |
|   |                           |   |            | 7. \$5 million to less than \$10 million  |   |   |
|   |                           |   |            | 8. \$10 million to less than \$25 million                                       |   |   |
|   |                           |   |            | 9. \$25 million to less than \$50 million                                       |   |   |
|   |                           |   |            | 10. \$50 million or greater   |   |   |
| 12. AUTHORIZED REPRESENTATIVE [THE FOREGOING IS A STATEMENT OF FACTS]   |                           |   |            |   |   |   |
| a. Signature<br><br>                         |                           |   |            |   | b. Date<br><b>May 9, 2019</b>                     |   |
| c. Name and Title<br><b>Mark J. Tytko, Vice President, Area Manager</b>   |                           |   |            |   |   |   |

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# 07

## Manpower Commitment

# Manpower Commitment

No employee of TVS New York, PC (or any TVS company) has ever been employed by the County of Erie in the year prior to this RFP.

| NAME                              | ROLE                              | PROJECT                                 | STAGE   |
|-----------------------------------|-----------------------------------|---|---|
| Rob Svedberg<br>tvsdesign         | Project Executive                 | Jacob K. Javits<br>Convention Center    | In Construction                               |
| Rob Svedberg<br>tvsdesign         | Project Executive                 | Las Vegas Convention<br>Center          | Phase II: In Construction<br>Phase III: In SD |
| Emery Leonard<br>tvsdesign        | Project Manager                   | Jacob K. Javits<br>Convention Center    | In Construction                               |
| Robert Stark<br>CJS Architects    | Principal, Associate<br>Architect | Buffalo Central Terminal<br>Restoration | Programming                                   |
| Antonio Borgese<br>CJS Architects | Project Architect                 | Child Advocacy Center                   | Construction<br>Documentation                 |

## LOCATION OF WORK BEING PERFORMED

1230 Peachtree St NE  
Suite 2700  
Atlanta, GA 30309

## ORGANIZATIONAL CHART

Please see SF 330 / Part I : D for team organization

# 08

## References

# References

**1.**

PROJECT NAME

**Memphis Convention Center**

LOCATION

**Memphis, Tennessee**

DESCRIPTION

**Full service architecture and interior design**

COMPLETION DATE

**2020**

FIRM/ORGANIZATION NAME

**Memphis Cook Convention Center**

CONTACT PERSON

**Pierre Landaiche III**

ADDRESS

**255 N. Main Street  
Memphis, TN 38103**

PHONE NUMBER

**901 576 1203**

EMAIL ADDRESS

**plandaiche@  
memphisconvention.com**

**2.**

PROJECT NAME

**Jacob K. Javits Convention Center**

LOCATION

**New York City, New York**

DESCRIPTION

**Full service architecture and interior design**

COMPLETION DATE

**2021**

FIRM/ORGANIZATION NAME

**Empire State Development**

CONTACT PERSON

**Steve Sommer**

ADDRESS

**655 W 34th St, New York, NY  
10001**

PHONE NUMBER

**212 592 6800**

EMAIL ADDRESS

**steven.sommer@  
lendlease.com**

**3.**

PROJECT NAME

**Metro Toronto Convention Centre**

LOCATION

**Toronto, Ontario**

DESCRIPTION

**Full service architecture and interior design**

COMPLETION DATE

**2016**

FIRM/ORGANIZATION NAME

**Metro Toronto Convention Centre Corporation**

CONTACT PERSON

**Vince Quattrociocchi**

ADDRESS

**255 Front St W, Toronto, ON  
M5V 2W6, Canada**

PHONE NUMBER

**416 585 8238**

EMAIL ADDRESS

**vquattrociocchi@mtccc.  
com**

# 09

## Quality Assurance and Control



# Quality Assurance and Control

Precepts, practices, and a culture for quality is a core value and commitment throughout the organization at tvsdesign from senior level leadership to each team member.

This philosophy embraces the concept that everyone is responsible for quality and excellence in the provision of service at all levels of involvement – including special consultant team members.

The objectives and emphasis of quality are simple:

- Identify and understand our client's expectations
- Provide experienced leadership and creative work environments for talented "project" people
- Establish a dynamic process for design and interaction with client
- Require understanding and participation of each design team members in the process and quality results
- Promote pride in work; team and individual responsibility; ownership; commitment to excel

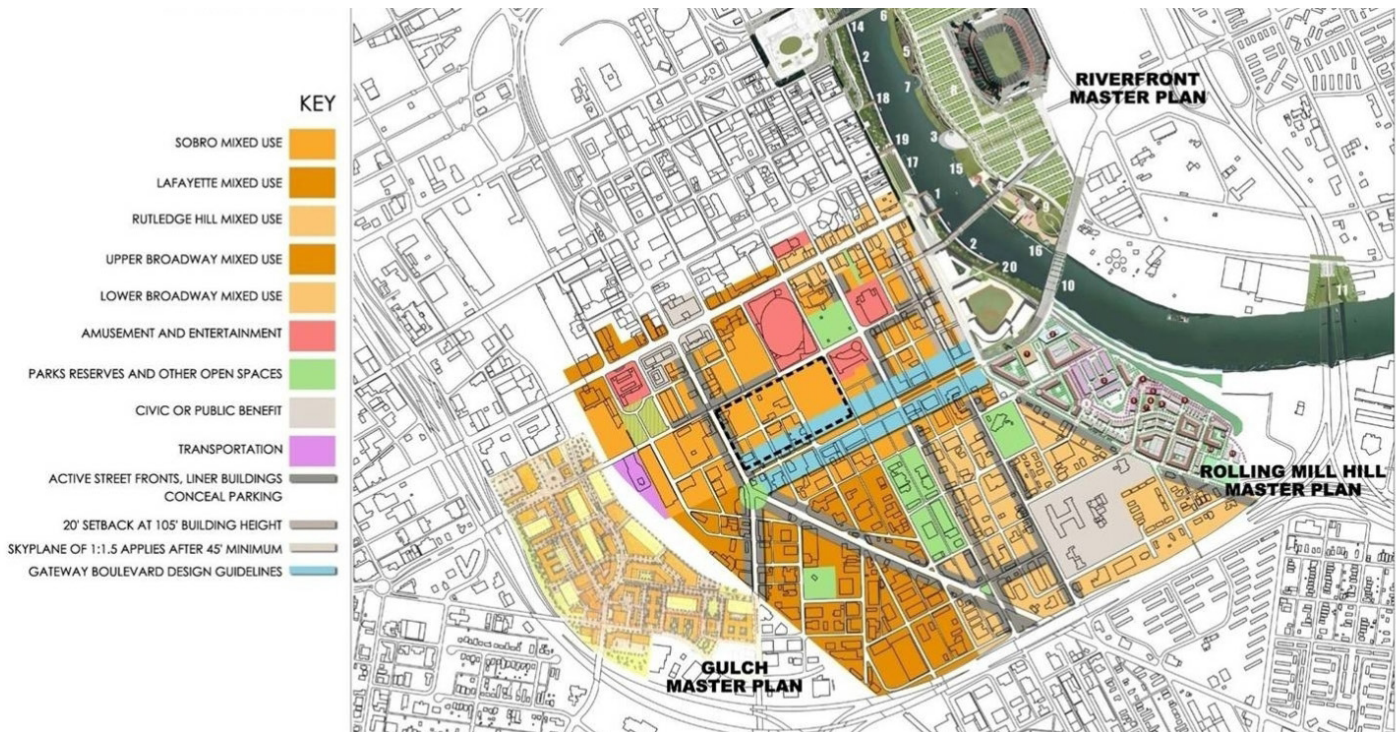
- Demand open communication among all team members and client
- Evaluate effectiveness of process controls and continuously improve our service (in process)
- Reach high for solutions; work together to achieve more

The following is provided for your reference regarding management, quality standards and our approach. To achieve positive results, tvsdesign promotes project quality through a six-level program:

## Level 1

### **Commitment**

A commitment to excellence in the services we provide in our explorations and search for that optimum balance between image, economy, function and quality for each circumstance and project.



## Level 2

### Leadership/Professional Staff

At the heart of quality is people. Finding great, talented individuals, equipping them for success and placing them in creative, supportive environments have been key to reaching for and achieving success.

tvsgdesign professional staff is composed entirely of graduate level, university-educated architects and interior designers. The quality of this group is indicated by the total number of staff who hold professional registration and reflects a group of seasoned leaders who through their tenure know tvsgdesign, experienced in our project types and understand tvsgdesign quality standards / protocols.

## Level 3

### Studio Concept

tvsgdesign organizes projects around “studios” ranging from 5 to 15 professional staff members, directed by senior staff members. The studio concept emphasizes the responsibility of the individual. Core team members of the studio team remain with the project for the duration of the project and their efforts are led/coordinated by the Studio Principal and the Project Manager. As no “hand off” occurs to other departmental entities, the responsibility of each team member to be fully accountable for the assignment is emphasized. Each team member has an individual responsibility for quality assurance with oversight by the Studio Principal and Project Manager.

## Level 4

### Design Review

Projects are reviews by an in-house panel of Principals at the midpoint and conclusion of each design phase. These panels are composed of studio principal-level staff, each with more than 15 years of experience in the profession, including the firm’s Vice President of Corporate Quality. Critical dialogue will seek to improve the project and to draw upon the staff’s collective experience, creative talents and wisdom. All comments will be considered, properly addressed and incorporated into the design as determined appropriate.

## Level 5

### Technical Review

As an active participant in the Design Review process, the Vice President of Corporate Quality reviews each set of construction documents. This review process is composed of multiple, table top reviews held during the Construction Document phase until such time as the documents are ready for issuance. Examples of issues addressed during technical reviews include:

- Technical soundness of systems and details
- Clarity in the navigation and description of project scope
- Clarity in the communication of design intent
- Coordination of documents with Consultants
- Document / specifications coordination
- Coordination with Owner requirements
- Cross-check the constructability of details
- Incorporation of industry standards
- Referrals to other professionals with experience on specific topics

## Level 6

### Firmwide Spirit of Learning

tvstdesign believes the firm must serve the Architect and the Interior Designer through a commitment to professional development. This commitment is realized through recurring education programs organized by people internal to tvstdesign. A spirit of people teaching what they know and an academic environment of people learning accrues to the benefit of our clients.

At tvstdesign a learning opportunity is available nearly every day of the month – whether it is a Technical Knowledge Lab, firm wide meeting, product lunch, project management special training session or a minitrade show for our professional staff, to highlight a few.

# 10

## M/WBE Utilization Plan

# M/WBE Utilization Plan

tvsgdesign is committed to meeting the MWBE goals established for this project. We have included on our team Siracus Engineers (WBE) and CJ Brown Energy (MBE).

Although tvsgdesign is not a federally registered M/WBE firm, there is a strong record of establishing and participating in design teams that include both local and minority-owned firms. tvsgdesign internal staff and our subconsultants represent both genders, multiple minorities and various firm sizes. Our domestic and international offices employ many different nationalities and welcome the opportunity to foster an accepting and supportive workplace.

For many projects where tvsgdesign was the prime, tvsgdesign has met or exceeded stated goals for small, minority and women-owned business participation. Percentages tend to vary from project to project relative to the availability of M/WBE firms offering their services within a given locale.

## M/WBE UTILIZATION PLAN

**INSTRUCTIONS:** This form must be submitted with any bid, proposal, or proposed negotiated contract or within a reasonable time thereafter, but prior to contract award. This Utilization Plan must contain a detailed description of the supplies and/or services to be provided by each certified Minority and Women-owned Business Enterprise (M/WBE) under the contract. Attach additional sheets if necessary.

**Offeror's Name:** TVS New York, PC (tvsdesign)  
**Address:** 1230 Peachtree St. NE, Suite 2700  
**City, State, Zip Code:** Atlanta, GA 30309  
**Telephone No.:** 404 946 6685  
**Region/Location of Work:** Erie County

**Federal Identification No.:** 41-2064766  
**Project/Contract No.:** 19226VF  
 M/WBE Goals in the Contract: MBE 15% WBE 5%

| 1. Certified M/WBE Subcontractors/Suppliers<br>Name, Address, Email Address, Telephone No.                                 | 2. Classification   | 3. Federal ID No. | 4. Detailed Description of Work<br>(Attach additional sheets, if necessary)                     | 5. Dollar Value of Subcontracts/<br>Supplies/Services and intended<br>performance dates of each<br>component of the contract. |
|--|---|-------------------|---|---|
| A.<br>C.J. Brown Energy, PC<br>4245 Union Road, Suite 204<br>Buffalo, NY 14225<br>wdaham@cjbrownenergy.com<br>716 565 9190 | <b>NYS ESD CERTIFIED</b><br><input checked="" type="checkbox"/> MBE<br><input type="checkbox"/> WBE | 16-1511504        | M/E/P/FP engineering analysis of existing buildings, and considerations for each possible site. |   |
| B.<br>Syracuse Engineering<br>808 Main Street<br>Buffalo, NY 14202<br>cstyn@siracousengineers.com<br>716 856 1894          | <b>NYS ESD CERTIFIED</b><br><input type="checkbox"/> MBE<br><input checked="" type="checkbox"/> WBE | 26-2939024        | Structural analysis of existing buildings, structural considerations for possible sites.        |   |

**6. IF UNABLE TO FULLY MEET THE MBE AND WBE GOALS SET FORTH IN THE CONTRACT, OFFEROR MUST SUBMIT A REQUEST FOR WAIVER FORM C.**

|  |  |   |
|--|--|---|
| <b>PREPARED BY (Signature):</b><br><b>DATE:</b> May 13, 2019   | <b>TELEPHONE NO.:</b> 404 946 6685 <b>EMAIL ADDRESS:</b> rsvedberg@tvsdesign.com | <b>FOR M/WBE USE ONLY</b><br><b>REVIEWED BY:</b> _____ <b>DATE:</b> _____ |
| <b>NAME AND TITLE OF PREPARER (Print or Type):</b> Rob Svedberg, FAIA<br>SUBMISSION OF THIS FORM CONSTITUTES THE OFFEROR'S ACKNOWLEDGEMENT AND AGREEMENT TO COMPLY WITH THE M/WBE REQUIREMENTS SET FORTH UNDER NYS EXECUTIVE LAW, ARTICLE 15-A, 5 NYCRR PART 143, AND THE ABOVE-REFERENCED SOLICITATION. FAILURE TO SUBMIT COMPLETE AND ACCURATE INFORMATION MAY RESULT IN A FINDING OF NONCOMPLIANCE AND POSSIBLE TERMINATION OF YOUR CONTRACT.   |  |   |
| <b>UTILIZATION PLAN APPROVED:</b> <input type="checkbox"/> YES <input type="checkbox"/> NO <b>Date:</b> _____<br><b>Contract No.:</b> _____ <b>Project No. (if applicable):</b> _____<br><b>Contract Award Date:</b> _____<br><b>Estimated Date of Completion:</b> _____<br><b>Amount Obligated Under the Contract:</b> _____<br><b>Description of Work:</b> _____<br><b>NOTICE OF DEFICIENCY ISSUED:</b> <input type="checkbox"/> YES <input type="checkbox"/> NO <b>Date:</b> _____<br><b>NOTICE OF ACCEPTANCE ISSUED:</b> <input type="checkbox"/> YES <input type="checkbox"/> NO <b>Date:</b> _____ |  |   |



Kevin D. Gordon

# 11

## Schedule A – Proposer Certification

## **SCHEDULE A**

### **PROPOSER CERTIFICATION**

The undersigned agrees and understands that this proposal and all attachments, additional information, etc. submitted herewith constitute merely an offer to negotiate with the County of Erie (the “County”) and is NOT A BID. Submission of this proposal, attachments, and additional information shall not obligate or entitle the proposing entity to enter into a service agreement with the County for the required services. The undersigned agrees and understands that the County is not obligated to respond to this proposal nor is it legally bound in any manner whatsoever by the submission of same. Further, the undersigned agrees and understands that any and all proposals and negotiations shall not be binding or valid against the County, its directors, officers, employees or agents unless an agreement is signed by a duly authorized County officer and, if necessary, approved by the Erie County Legislature, the Office of the County Attorney and/or the Erie County Fiscal Stability Authority.

It is understood and agreed that the County reserves the right to reject consideration of any and all proposals including, but not limited to, proposals which are conditional or incomplete. It is further understood and agreed that the County reserves all rights specified in the Request for Proposals (RFP).

It is understood and agreed that the undersigned, prior to entering into an agreement with Erie County, will provide proof of insurance in accordance with the instructions herein.

It is represented and warranted by those submitting this proposal that except as disclosed in the proposal, no officer or employee of the County is directly or indirectly a party to or in any other manner interested in this proposal or any subsequent service agreement that may be entered into.

TVS New York, PC (tvsdesign)  
*Proposer Company Name*

By: Kevin D. Gordon, AIA, Principal  
*Name and Title*

May 9e, 2019  
*Date*



# 12

## **Schedule B – Erie County Equal Pay Certification**

## SCHEDULE B

### ERIE COUNTY EQUAL PAY CERTIFICATION

In order to comply with Executive Order 13 dated November 6, 2014, we hereby certify that we are in compliance with federal law, including the Equal Pay Act of 1963, Title VII of the Civil Rights Act of 1964, Federal Executive Order 11246 of September 24, 1965 and New York State Labor Law Section 194 (together "Equal Pay Law"). We understand that this certification is a material component of this contract. Violation of the provisions of Executive Order 13, which is attached hereto and made a part hereof, can constitute grounds for the immediate termination of this contract and may constitute grounds for determining that a bidder is not qualified to participate in future county contracts.

We have evaluated wages and benefits to ensure compliance with the Equal Pay Law. We certify that we have not been the subject of an adverse finding under the Equal Pay Law within the previous five years and, in the alternative, if we were the subject of an adverse finding under the Equal Pay Law within the previous five years, we have annexed a detailed description of the finding(s). In addition, we have annexed a detailed description of any currently pending claims under the Equal Pay Law in which we are involved.

  
Signature

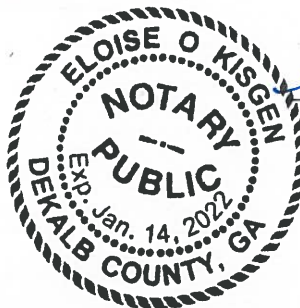
#### Verification

##### A) OWNER/PARTNERSHIP

STATE OF Georgia )  
COUNTY OF Fulton ) SS:

Kevin D. Gordon, being duly sworn, states he or she is the owner of (or a partner in)  
TVS New York, PC, and is making the foregoing Certification and that the statements and representations made in the Certification are true to his or her own knowledge.

Sworn to before me this 10 Day of MAY, 2019



Eloise O. Kisgen  
Notary

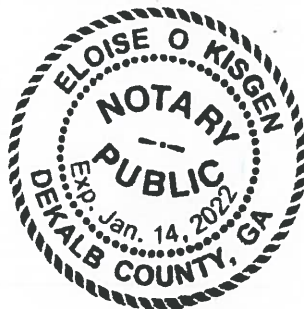
##### B) CORPORATE

STATE OF Georgia )  
COUNTY OF Fulton ) SS:

Kevin D. Gordon, being duly sworn, states that he or she is the  
Name of Corporate Officer  
PRESIDENT, of TVS New York, PC,  
Title of Corporate Officer Name of Corporation

the enterprise making the foregoing Certification, that he or she has read the Certification and knows its contents, that the statements and representations made in the Certification are true to his or her own knowledge, and that the Certification is made at the direction of the Board of Directors of the Corporation.

Sworn to before me this 10 Day of May, 2019



Eloise O. Kisgen  
Notary

# 13

## Schedule C - Proof of Insurance

**CERTIFICATE OF LIABILITY INSURANCE**

DATE (MM/DD/YYYY)

12/20/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

| <b>PRODUCER</b><br>USI Insurance Services National, Inc.<br>10 S. Wacker, 17th floor<br>Chicago, IL 60606 |   | <b>CONTACT NAME:</b> Alison Blaser<br><b>PHONE (A/C, No. Ext):</b> 312-766-2018<br><b>E-MAIL ADDRESS:</b> alison.blaser@usi.com<br><b>FAX (A/C, No):</b>  |  |                               |  |        |            |                             |       |            |                                   |       |            |   |       |            |                           |       |            |                             |       |            |  |  |
|---|---|---|--|-------------------------------|--|--------|------------|-----------------------------|-------|------------|-----------------------------------|-------|------------|---|-------|------------|---------------------------|-------|------------|-----------------------------|-------|------------|--|--|
| <b>INSURED</b><br>TVS New York, PC<br>2700 Promenade Two<br>1230 Peachtree St. NE<br>Atlanta GA 30309     |   | <table border="1"> <thead> <tr> <th colspan="2">INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A:</td> <td>Travelers Indemnity Company</td> <td>25658</td> </tr> <tr> <td>INSURER B:</td> <td>Travelers Indemnity Co of America</td> <td>25666</td> </tr> <tr> <td>INSURER C:</td> <td>Travelers Property Casualty Co of America</td> <td>25674</td> </tr> <tr> <td>INSURER D:</td> <td>Phoenix Insurance Company</td> <td>25623</td> </tr> <tr> <td>INSURER E:</td> <td>Lexington Insurance Company</td> <td>19437</td> </tr> <tr> <td>INSURER F:</td> <td></td> <td></td> </tr> </tbody> </table> |  | INSURER(S) AFFORDING COVERAGE |  | NAIC # | INSURER A: | Travelers Indemnity Company | 25658 | INSURER B: | Travelers Indemnity Co of America | 25666 | INSURER C: | Travelers Property Casualty Co of America | 25674 | INSURER D: | Phoenix Insurance Company | 25623 | INSURER E: | Lexington Insurance Company | 19437 | INSURER F: |  |  |
| INSURER(S) AFFORDING COVERAGE   |   | NAIC #  |  |                               |  |        |            |                             |       |            |                                   |       |            |   |       |            |                           |       |            |                             |       |            |  |  |
| INSURER A:  | Travelers Indemnity Company               | 25658   |  |                               |  |        |            |                             |       |            |                                   |       |            |   |       |            |                           |       |            |                             |       |            |  |  |
| INSURER B:  | Travelers Indemnity Co of America         | 25666   |  |                               |  |        |            |                             |       |            |                                   |       |            |   |       |            |                           |       |            |                             |       |            |  |  |
| INSURER C:  | Travelers Property Casualty Co of America | 25674   |  |                               |  |        |            |                             |       |            |                                   |       |            |   |       |            |                           |       |            |                             |       |            |  |  |
| INSURER D:  | Phoenix Insurance Company                 | 25623   |  |                               |  |        |            |                             |       |            |                                   |       |            |   |       |            |                           |       |            |                             |       |            |  |  |
| INSURER E:  | Lexington Insurance Company               | 19437   |  |                               |  |        |            |                             |       |            |                                   |       |            |   |       |            |                           |       |            |                             |       |            |  |  |
| INSURER F:  |   |   |  |                               |  |        |            |                             |       |            |                                   |       |            |   |       |            |                           |       |            |                             |       |            |  |  |

**COVERAGES****CERTIFICATE NUMBER:** 13743061**REVISION NUMBER:** See below

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR LTR | TYPE OF INSURANCE  | ADDL INSD | SUBR WVD | POLICY NUMBER              | POLICY EFF (MM/DD/YYYY) | POLICY EXP (MM/DD/YYYY) | LIMITS  |
|----------|--|-----------|----------|----------------------------|-------------------------|-------------------------|---|
| A        | <input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b><br><input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR<br>GEN'L AGGREGATE LIMIT APPLIES PER:<br><input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC<br><input type="checkbox"/> OTHER: |           |          | 680-6H610416               | 01/01/2019              | 01/01/2020              | EACH OCCURRENCE \$ 1,000,000<br>DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000<br>MED EXP (Any one person) \$ 10,000<br>PERSONAL & ADV INJURY \$ 1,000,000<br>GENERAL AGGREGATE \$ 2,000,000<br>PRODUCTS - COMP/OP AGG \$ 2,000,000 |
| B        | <input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b><br><input checked="" type="checkbox"/> ANY AUTO<br><input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS<br><input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY   |           |          | BA-8409M875                | 01/01/2019              | 01/01/2020              | COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000<br>BODILY INJURY (Per person) \$<br>BODILY INJURY (Per accident) \$<br>PROPERTY DAMAGE (Per accident) \$   |
| C        | <input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR<br><input type="checkbox"/> <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE<br><input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$  |           |          | ZUP-91M49315               | 1/1/2019                | 1/1/2020                | EACH OCCURRENCE \$ 3,000,000<br>AGGREGATE \$ 3,000,000  |
| D        | <b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b><br>ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input checked="" type="checkbox"/> Y <input checked="" type="checkbox"/> N<br>(Mandatory in NH)<br>If yes, describe under DESCRIPTION OF OPERATIONS below   |           | N/A      | UB-9J124359<br>UB-9J124556 | 1/1/2019<br>1/1/2019    | 1/1/2020<br>1/1/2020    | <input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER<br>E.L. EACH ACCIDENT \$ 1,000,000<br>E.L. DISEASE - EA EMPLOYEE \$ 1,000,000<br>E.L. DISEASE - POLICY LIMIT \$ 1,000,000                                   |
| E        | Professional Liability Claims Made   |           |          | 016017326                  | 11/01/2018              | 01/01/2020              | \$5,000,000 Each Claim<br>\$5,000,000 Aggregate   |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Evidence of Insurance

**CERTIFICATE HOLDER****CANCELLATION**

TVS New York PC - Sample  
 2700 Promenade Two  
 1230 Peachtree St. NE  
 Atlanta GA 30309

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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# 14

## **Schedule D – Erie County Department of Law Cover Sheet**

## **SCHEDULE D**

### **ERIE COUNTY DEPARTMENT OF LAW RFP COVERSHEET**

### **RFP# 1926VF NEW OR EXPANDED BUFFALO NIAGARA CONVENTION CENTER – ENGINEERING ASSESSMENT**

|  |  |
|--|--|
| Name of Organization:  | TVS New York, PC (tvsdesign)   |
| Organizational Mailing Address:  | 1230 Peachtree St NE, Suite 2700<br>Atlanta, GA 30309  |
| President/CEO:   | Janet Simpson  |
| President's/CEO's Phone Number:  | 404 946 6893   |
| President's/CEO's Email:   | jsimpson@tvsdesign.com   |
| Project Contact Person:  | Rob Svedberg   |
| Project Contact Person's Phone Number:   | 404 946 6685   |
| Project Contact Person's Email:  | rsvedberg@tvsdesign.com  |
| Company Website:   | www.tvsdesign.com  |
| Federal Employer ID# (FEIN):   | 41-2064766   |
| Is company debarred/suspended from receiving funds/doing business with the Federal government?   | tvsdesign is not debarred/suspended from receiving funds/doing business with the Federal government. |
| Please provide DUNS #, if available:   | Not applicable to TVS New York, PC.  |
| Is respondent a non-profit or unit of government?  | TVS New York, PC is not a non-profit nor unit of government.   |
| If non-profit, please provide 501(c)(3) not-for-profit entity ID # and date established as such:   | Not applicable to TVS New York, PC.  |
| If non-profit, please provide roster of respondent's volunteer board:  | Not applicable to TVS New York, PC.  |
| Is company a Certified Minority Business Enterprise/ Women's Business Enterprise (MBE/WBE)?  | Not applicable to TVS New York, PC.  |
| Is company a Veteran-Owned Business?   | Not applicable to TVS New York, PC.  |
| Name, title, and department of any employee or officer who was an employee or officer of Erie County within the 12 months immediately prior to the proposal: | Not applicable to TVS New York, PC.  |
|  |  |

# 15

## List of Officers and Board of Directors

# Board of Directors

## **JANET SIMPSON, IIDA, ASID - PRESIDENT**

Janet was selected as the next tvsdesign President at the completion of a six-month search process in 2016. She attended Board of Directors meetings through the end of 2016 and became President in January, 2017.

## **REBECCA WARD, ASSOCIATE AIA, LEED AP - MANAGING PRINCIPAL**

Becky has over 30 years of experience in corporate interior design, asset management and project management. For 13 years, she was with AT&T Corporate Real Estate, where she held positions including asset manager, project manager, account manager and interior designer. Becky leads the practice and chairs the Compensation and Benefit Committee.

## **KEVIN GORDON, AIA, LEED AP - PRINCIPAL**

Since joining tvsdesign, Kevin has served as the lead designer on numerous significant domestic and international projects ranging in type from office towers to award winning public assembly facilities. As a Design Principal and member of the Board of Directors of tvsdesign, Kevin oversees the Design Review program within the firm and sets strategic design goals for future growth.

## **MARK CARTER, AIA - PRINCIPAL**

Mark Carter is a principal at tvsdesign in Atlanta. Mark's 36 year architectural career has concentrated on the design of large retail centers. His portfolio covers the full spectrum of retail project types, from department stores, to specialty stores to both enclosed and mixed use centers.

## **DAVID BROWN, AIA - PRINCIPAL**

David joined tvsdesign in 1996 and as Principal works with and leads architects and intern architects on the design and construction of mixed use, commercial, and corporate office projects. He served as project manager and design architect of the Duke Energy Center, the focal point of the Levine Center for the Arts in North Carolina. This project received the prestigious ULI Global Award for Excellence.

## **M. LANCE PATTERSON**

Lance founded Patterson Real Estate Advisory Group, LLC in January 2010 with the goal of becoming the premier commercial real estate capital adviser in the United States. In its first nine years, Patterson has grown to 16 employees in four cities (Atlanta, Nashville, Charleston and Charlotte) and has arranged over \$3 billion of debt and equity for product types including office, multifamily, hospitality, retail, industrial, land, condominiums, student and senior housing and other.

## **M. BRANTLEY BARROW**

Experienced Consultant with a demonstrated history of working in the construction industry. Strong consulting professional skilled in real estate development, strategic planning, business strategy, leadership, and construction management.



# Officers

## **EARLE CRAFT - VICE PRESIDENT, HUMAN RESOURCES**

Earle leads human resources activities at tvsdesign. He has more than 40 years of experience. Earle is a standing member on the Nominations Committee, Compensation and Benefits Committee and 401k Committee. As well as, HR Earle coordinates office services and facilities management activities.

## **WILLIAM GAILEY, SR. - CHIEF FINANCIAL OFFICER**

Bill is responsible to direct and coordinate the financial affairs of the firm, to serve as an internal financial resource, including cash flow management, budgeting, audit, tax, risk management financial reporting and analysis, analysis of new business ventures, investment opportunities, strategic financial plan development, annual stock valuation process, financial contingency planning and ongoing financial consultations with key firm executives.

## **FOSTER LYNN, AIA - VICE PRESIDENT, CORPORATE QUALITY**

Foster is responsible for project quality activities on a firm wide basis in the delivery of professional services and project documentation - as related to agreements, building technology and loss prevention/risk management.

## **JOHN O'HARA - BUSINESS DEVELOPMENT**

John O'Hara leads tvsdesign's business development efforts, drawing from more than 40 years of experience in the Atlanta-area construction and design business.

## **KAREN ROY - ACCOUNTING MANAGER**

Karen has nearly 30 years in financial management at educational I, non-profit and commercial organizations. She manages the day-to-day activities in accounting.

## **TERESA EDMISTEN, AIA, LEED AP - INNOVATION AND BETTERMENT**

Teresa currently serves as the firm's leader for innovation and betterment working with others to apply her broad experience in internally focused and externally targeted improvements in the firm's business operations and client experience.

## **JESSE ALTMAN - MARKETING COMMUNICATIONS + BRAND DIRECTOR**

Jesse is adept at creating memorable marketing campaigns that increase brand equity and support complex growth plans.

## **CHARLIE PRUSS - ASSISTANT CONTROLLER**

Charley Pruss is a Staff Accountant at tvsdesign, which includes work in the general ledger, bank reconciliations, accounts receivable, expense reports..

## **HELEN COUSINS - INTERIM INFORMATION TECHNOLOGY MANAGER**

Helen has a 25 year track record working with Fortune 100 companies implementing business & technology transformation initiatives taking companies to the next level of competitive growth.

# 16

## Schedule E – Rates of Service

# Schedule E - Rates of Service

Rates reflected below are for the duration of the Buffalo Niagara Convention Center project. Any changes made will be with approval of the County of Erie.

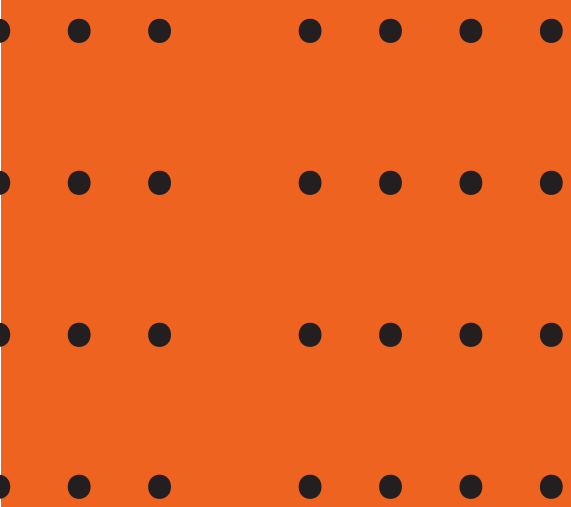
| Category             | Hourly Rates |
|----------------------|--------------|
| Principal            | \$275        |
| Associate Principal  | \$220        |
| Senior Associate     | \$170        |
| Associate            | \$140        |
| Design Professional  | \$115        |
| Specification Writer | \$160        |
| Resource 1           | \$220        |
| Resource 2           | \$140        |
| Resource 3           | \$100        |
| Resource 4           | \$90         |
| Resource 5           | \$75         |

*All amounts are in US Dollars.*



## CJS ARCHITECTS - 2019 HOURLY RATES

|                         |                |
|-------------------------|----------------|
| Partner                 | \$ 175.00/hour |
| Project Architect       | \$ 105.00/hour |
| Project Manager         | \$ 90.00/hour  |
| BIM Manager             | \$ 85.00/hour  |
| Code Compliance         | \$ 105.00/hour |
| Interior Designer       | \$ 98.00/hour  |
| Designer / Draftsperson | \$ 75.00/hour  |
| Administrative          | \$ 55.00/hour  |
| Intern                  | \$ 50.00/hour  |



**tvdesign**  
1230 Peachtree Street  
Suite 2700  
Atlanta, GA  
30309

**Rob Svedberg**  
404 946 66685  
[rsvedberg@tvdesign.com](mailto:rsvedberg@tvdesign.com)

## **Section 12**

### **Sample resolution for Erie County Legislature**

(Attached)

July 5, 2019

Erie County Legislature  
92 Franklin Street, 4<sup>th</sup> Floor  
Buffalo, New York 14202

**RE: Retaining a Consultant to Perform an Engineering Assessment for a New or Expanded Convention Center in Erie County**

Dear Honorable Members:

Enclosed please find a memorandum and proposed resolution authorizing the contracting for services to retain an Architectural/Engineering Consultant to Perform an Engineering Assessment for a New or Expanded Convention Center in Erie County.

Should your Honorable Body require any further information, I encourage you to contact Commissioner Thomas R. Hersey, Jr. at the Department of Environment and Planning. Thank you for your consideration on this matter.

Sincerely,

Mark C. Poloncarz, Esq.  
Erie County Executive

MCP/mpr  
Enclosure

cc: Thomas R. Hersey, Jr., Commissioner

## MEMORANDUM

**To:** Honorable Members of the Erie County Legislature  
**From:** Department of Environment and Planning  
**Re:** Retaining a Consultant to Perform an Engineering Assessment for a New or Expanded Convention Center in Erie County  
**Date:** July 5, 2019

---

### SUMMARY

It is recommended that the Erie County Legislature authorize the County Executive to enter into contract with the firm of TVS New York, PC for the purpose of obtaining services to perform an Engineering Assessment for a New or Expanded Convention Center in Erie County.

### FISCAL IMPLICATIONS

Funding for this project was previously allocated for this purpose in the Erie County Capital Budget, Account #A.14011.

### REASONS FOR RECOMMENDATION

The Selection Committee reviewed, scored, and ranked all proposals prior to opening pricing envelopes. When the prices were opened and assigned to the respective firms, the range was from \$236,000 to \$347,112.

The two firms which scored the highest were selected for interviews. The selection committee focused primarily upon the quality of proposal, interview, cost and reference checks.

Interviews with the two short listed firms took place on June 24 and 25. Through the interview process and reference checks, the selection committee sought to determine which firm had the skills for the job and the ability to understand the needs of the County to the greatest degree possible. This led to the recommendation of TVS Design on June 25 as the best quality and value for the project. It was not deemed necessary to negotiate pricing any further.

A spreadsheet showing the scores and shortlisted firms is attached.

### BACKGROUND INFORMATION

In 2018, Erie County commissioned the *Buffalo Niagara Convention Center Market and Feasibility Analysis* to specifically study both the market to support a new or expanded convention Center and identify potential expansion or new site scenarios.

The *Buffalo Niagara Convention Center Market and Feasibility Analysis* concluded that the Buffalo-Niagara region is not fulfilling its potential in the convention industry. The BNCC does not have the capacity to attract most state, regional and national convention events that would



otherwise rotate to Buffalo. The BNCC opened in 1978 and remains one of the only facilities in the United States of its age, which has not been significantly expanded.

The *Analysis* recommended a building program which doubled the size of the current facility in order to keep pace with our peer cities. Failure to expand or replace the BNCC involves significant costs as well to the County in the form of lost revenue and increased investment in a sub-standard facility.

The *BNMC Market and Feasibility Analysis* concluded that additional analysis of both alternatives is needed to fully understand the implications of pursuing each option. Utilizing engineering and architectural expertise, the assessment will investigate the complexities of each scenario which will include the development of a complete project scope, which will have implications on cost. The Assessment will provide a comprehensive cost estimate of each scenario to aid in understanding the implications of pursuing each option.

### CONSEQUENCES OF NEGATIVE ACTION

If authorization is not granted, the County will not be able to enter into a contract with TVS Design for the purpose of performing an Engineering Assessment for a New or Expanded Convention Center in Erie County. Erie County will be unable to advance a new or expanded BNCC and will continue to lose ground to more competitive facilities, while costs associated with the existing BNCC will increase.

### STEPS FOLLOWING APPROVAL

Upon approval of the resolution, an agreement with TVS Design will be developed with a scope of work outlining what services are to be provided.

**COMPTROLLER'S OFFICE REVIEW**

The proposed item has been review by the Comptroller's Office and is related to an authorized capital project #A.14011 for which there are sufficient appropriations for the action requested.

---

GREGORY GACH  
Deputy Controller  
Comptroller's Office

# ATTACHMENT 1

| Consultant  | Pricing       | Reviewer Rankings |   |   |   |   | Ranking |
|-------------|---------------|-------------------|---|---|---|---|---------|
|             |               | 1                 | 2 | 3 | 4 | 5 |         |
| TVS Design  | \$ 236,000.00 | 1                 | 1 | 1 | 1 | 1 | 1       |
| Foit-Albert | \$ 347,112.00 | 2                 | 2 | 2 | 2 | 2 | 2       |
| LaBella     | \$ 253,000.00 | 3                 | 3 | 3 | 3 | 3 | 3       |

Shortlisted and interviewed - ranking reflects post interview scoring

Selected firm



THOMAS R. HERSEY, JR.  
Commissioner, DEP



MARIA ROWHYTE  
Deputy County Executive

A RESOLUTION SUBMITTED BY:  
DEPARTMENT OF ENVIRONMENT AND PLANNING

RE: Retaining a Consultant to Perform an Engineering Assessment for a New or Expanded Convention Center in Erie County

WHEREAS, it is recognized that having a competitive convention center is a valuable tool for creating economic growth and prosperity for a region; and

WHEREAS, in Erie County's *Initiatives for a Smart Economy*, the County committed to the goal of studying the Buffalo Niagara Convention Center (hereafter "BNCC"); and

WHEREAS, the 2018 *BNCC Market and Feasibility Analysis* concluded a significantly expanded BNCC would be competitive within the convention center industry sector; and

WHEREAS, the *BNCC Market and Feasibility Analysis* concluded that maintaining the existing BNCC in the current state will result in a future decline in convention center bookings;

WHEREAS, the *BNCC Market and Feasibility Analysis* concluded that in the near future the maintenance costs of the BNCC facility will increase significantly as building systems reach the end of their useful life; and

WHEREAS, the *BNCC Market and Feasibility Analysis* investigated eight alternative sites for a new BNCC and several potential expansion scenarios for the expanded BNCC and concluded that there are two viable options for a new or expanded BNCC; and

WHEREAS, the *BNCC Market and Feasibility Analysis* recommended that the County research both alternatives further to determine feasibility and refine cost estimates; and

WHEREAS, a 90 day public comment period on the *BNCC Market and Feasibility Analysis* was conducted; and

WHEREAS, the public comment period included the question whether Erie County should stay in the Convention Center business, which resulted in 86% of respondents favored staying in the convention center business; and

WHEREAS, the *BNCC Market and Feasibility Analysis* recommended that the County research both alternatives further to determine feasibility and refine cost estimates; and

WHEREAS, Erie County has solicited proposals from qualified firms for proposals to perform an Engineer Assessment for a New or Expanded Convention Center in Erie County; and

WHEREAS, Erie County has conducted a consultant selection process in conformance with Section 19.08 of the Erie County Administrative Code a consultant; and

WHEREAS, Erie County desires to work with TVS Design to perform an Engineering Assessment for a New or Expanded Convention Center; and

NOW, THEREFORE, BE IT

RESOLVED, that the County Executive be authorized to execute a Contract for Architectural /Engineering Assessment services for an New or Expanded BNCC in an amount not to exceed \$236,000, with TVS New York, PC (TVS Design) or other entities as appropriate and be it further

RESOLVED that an amount of \$236,000 be allocated from Capital Project Account A.14011 and additional amount of \$59,000 be allocated for a Department of Environment and Planning contingency fund with authorization from the County Executive to approve contract amendments with TVS New York, PC (TVS Design) or other entities as necessary with the source of said funds also be allocated from Capital Project Account A.14011; and be it further

RESOLVED, that the Director of the Division of Budget and Management is hereby authorized to implement any budget adjustments as required to comply with State and local funding requirements; and be it further

RESOLVED, that this Resolution takes effect from and after its date of adoption; and be it further


RESOLVED, that certified copies of this resolution be sent to the County Executive's Office; the Director of the Division of Budget and Management; the Comptroller's Office; Commissioner of the Department of Environment and Planning, and the County Attorney.

# ATTACHMENT 1

| Consultant  | Pricing       | Reviewer Rankings |   |   |   |   | Ranking |
|-------------|---------------|-------------------|---|---|---|---|---------|
|             |               | 1                 | 2 | 3 | 4 | 5 |         |
| TVS Design  | \$ 236,000.00 | 1                 | 1 | 1 | 1 | 1 | 1       |
| Foit-Albert | \$ 347,112.00 | 2                 | 2 | 2 | 2 | 2 | 2       |
| LaBella     | \$ 253,000.00 | 3                 | 3 | 3 | 3 | 3 | 3       |

Shortlisted and interviewed - ranking reflects post interview scoring

Selected firm

  
 THOMAS R. HERSEY, JR.  
 Commissioner, DEP

  
 MARIA ROWHYTE  
 Deputy County Executive

## ERIE COUNTY

*RFP 1926VF*

*Proposal for General Architectural/  
Engineering Services: New or Expanded  
Buffalo Niagara Convention Center -  
Engineering Assessment*

**May 14, 2019**

**Submitted to:**

Ms. Julie Barry  
Erie County Department of Environmental and Planning  
95 Franklin Street, 10th Floor  
Buffalo, New York 14202

**Submitted by:**

Ms. Gwen Howard  
Vice President, Architecture  
Foit-Albert Associates, Architecture, Engineering & Surveying, P.C.  
295 Main St.  
Buffalo, NY 14203

Proposers who have a good faith belief that information submitted in their proposals is protected from disclosure under the New York Freedom of Information Law shall:

a) Insert the following notice in the front of its proposal:

“NOTICE

The data on pages \_\_\_\_ of this proposal identified by an asterisk (\*) contains technical or financial information constituting trade secrets or information the disclosure of which would result in substantial injury to the Proposer’s competitive position.



The Proposer requests that such information be used only for the evaluation of the proposal, but understands that any disclosure will be limited to the extent that the County considers proper under the law. If the County enters into an agreement with this Proposer, the County shall have the right to use or disclose such information as provided in the agreement, unless otherwise obligated by law.”

and

b) Clearly identify the pages of the proposals containing such information by typing in bold face, on the top of each page, the following: "THE PROPOSER BELIEVES THAT THIS INFORMATION IS PROTECTED FROM DISCLOSURE UNDER THE STATE FREEDOM OF INFORMATION LAW."

The County assumes no liability for disclosure of information so identified, provided that the County has made a good faith legal determination that the information is not protected from disclosure under applicable law or where disclosure is required to comply with an order or judgment of a court of competent jurisdiction.

The contents of the proposal which is accepted by the County, except portions "Protected from Disclosure", may become part of any agreement resulting from this RFP.



**SCHEDULE D**

**ERIE COUNTY DEPARTMENT OF LAW RFP COVERSHEET**

**RFP# 1926VF NEW OR EXPANDED BUFFALO NIAGARA CONVENTION CENTER – ENGINEERING ASSESSMENT**

|  |   |
|--|---|
| Name of Organization:  | Foit-Albert Associates, Architecture, Engineering & Surveying, P.C.                               |
| Organizational Mailing Address:  | 295 Main Street, Suite 200<br>Buffalo, NY 14203   |
| President/CEO:   | Gregory Carballada, AIA, LEED AP  |
| President’s/CEO’s Phone Number:  | (716) 856-3933  |
| President’s/CEO’s Email:   | gcarballada@foit-albert.com   |
| Project Contact Person:  | Gwen Howard, RA, LEED AP  |
| Project Contact Person’s Phone Number:   | (716) 856-3933  |
| Project Contact Person’s Email:  | Foit-Albert Associates, Architecture, Engineering & Surveying, P.C.                               |
| Company Website:   | www.foit-albert.com   |
| Federal Employer ID# (FEIN):   | 16-1210859  |
| Is company debarred/suspended from receiving funds/doing business with the Federal government?   | No  |
| Please provide DUNS #, if available:   | 088427059   |
| Is respondent a non-profit or unit of government?  | No  |
| If non-profit, please provide 501(c)(3) not-for-profit entity ID # and date established as such:   | N/A   |
| If non-profit, please provide roster of respondent’s volunteer board:  | Please provide attachment   |
| Is company a Certified Minority Business Enterprise/ Women’s Business Enterprise (MBE/WBE)?  | Please provide the Erie County MBE/WBE Certification Letter as attachment ATTACHED                |
| Is company a Veteran-Owned Business?   | Please provide the letter indicating their company is 51% or more veteran-owned as attachment N/A |
| Name, title, and department of any employee or officer who was an employee or officer of Erie County within the 12 months immediately prior to the proposal: | N/A   |
|  |   |



County of Erie  
**Mark Poloncarz**  
County Executive  
Division of Equal Employment Opportunity  
**RE-Certification Letter**

Jesse L. Burnette  
Director

July 19, 2018

Foit Albert Associates, Architecture, Engineering and Surveying, P.C.  
295 Main Street Suite 200  
Buffalo, New York 14203



Dear Mr. Carballada:

The County of Erie & City of Buffalo Joint Certification Committee has completed its review and evaluation of your application for certification as a bona-fide Minority Business Enterprise. Your application is approved for the original trade only.

Based upon the information provided by your firm, the Joint Certification Committee has determined that your company is owned, controlled and operated by Minority Owned Enterprise in accordance with the definition set forth by the County of Erie Local Law No. 1-1987. Consequently, certification of Foit Albert Associates, Architecture, Engineering and Surveying, P.C. is hereby granted to provide the following services:

- Architecture, civil, structural and environmental, and land surveying services

This certification is recognized by the following agencies and authorities: The County of Erie, City of Buffalo, Buffalo Sewer Authority, Buffalo Board of Education and Buffalo Municipal Housing Authority.

The Joint Certification Committee must be notified in writing of any changes which may affect the ownership, control and operation of the business and of any restructuring, which includes the issuance of stock, changes in the bylaws or any other changes affecting the proprietorship of the business.

Your certification expires on July 21, 2021, however; certification may be revoked or suspended by the Joint Certification Committee for reasonable cause.

Please be advised that the Joint Certification Committee has been revised its current Rules and Regulations. The new Rules and Regulations have been published on the EEO website, <http://www2.erie.gov/eoo/>.

Respectfully,

Jesse L. Burnette  
Erie County & City of Buffalo  
Joint Certification Committee

CC: Joint Certification Committee Members

RATH BUILDING 95 FRANKIN STREET ROOM 625 BUFFALO, NY 14202 (716) 858-7542



Buffalo  
295 Main St.  
Suite 200  
Buffalo, NY 14203  
716.856.3933

Albany  
435 New Karner Rd  
Albany, NY 12205  
518.452.1037

New York City  
215 West 94th St.  
Suite 517  
New York, NY 10025  
212.372.4813

May 13, 2019

Ms. Julie Barry  
Erie County Department of Environmental and Planning  
95 Franklin Street, 10th Floor  
Buffalo, New York 14202

**RE: RFP 1926VF, Proposal for General Architectural/ Engineering Services: New or Expanded Buffalo Niagara Convention Center - Engineering Assessment**

Dear Ms. Barry,

On behalf of our entire project team, Foit-Albert Associates (NYS and Erie County MBE) is please to present our proposal for the Engineering Assessment services for a new or Expanded Niagara Convention Center (1926VF). As a professional architecture and engineering services firm with an over 40-year tradition in Downtown Buffalo, we have born witness to the dramatic revitalization in downtown Buffalo that the County's RFP heralds. We are well poised to lead of team of both local and national professionals to advance the County's efforts to improve the Buffalo Niagara Convention Center facilities.

We note that, while the RFP requires the lead by an architecture or engineering professional services firm, there are a breadth of services required under that umbrella. At the fore are "program manager" services that are being provided by The LiRo Group, who's local office recently provided similar services on the successful Northland Workforce Training Center. Described further in this proposal, Foit-Albert Associates assisted LiRo with this effort.

We have supplemented our team with professionals each qualified to address distinct components of your scope of work you have identified, and who have together before for the benefit of our clients. FXCollaborative, based in New York City, and Donald Grinberg, FAIA both have a notable portfolio of new and renovated civic structures, which include both the Javits Convention Center renovation in New York City, as well as team members with Foit-Albert Associates on the HVS study being advanced through this RFP. Mr. Grinberg's extensive experience with convention and conference centers provide him with a perspective that can tackle both single floor plate as well as multi-floor convention halls with equal aplomb. Together, these three firms bring a continuity of background knowledge so that they are not reinventing or relearning information that has been collected, nor are they needlessly burdening the County and Convention Center professionals with additional meeting to clarify background. All project time spent will be moving forward, not reflecting extensively on the past to get up to speed. Together with the Convention Center Steering committee and LiRo, this team will help identify the potential impacts of Center downtime on room nights and sales tax revenue loss.

We are drawing on the talents of a robust and diverse local team to provide the remainder of these services. Siracuse Engineers (NYS WBE) will undertake the structural assessment of the existing Franklin Street facility with a keen eye toward expansion opportunities and challenges. Northeastern Appraisal Associates will undertake the appraisals required for affected properties as well as assist with the tax base revenue impacts from the removal of identified properties from the tax roles. BAC A+P (NYS and Erie County WBE) specializes in historic architecture assessments, providing insight to the implications of relocation of historic commercial buildings for Franklin Street expansion.

Accurate cost estimating, with significant regional experience, will allow Erie County to make the most informed decisions for the future of this important facility. We have carefully considered the independence of this scope of services from the previous study. Trophy Point Construction Consultants (NYS SDVOB) possess the requisite skill to challenge and update the previous study estimates, as well as supplement that data with the new information necessary to make sound recommendations to the County.

We look forward your review of our proposal, introducing this highly qualified and familiar team to your selection committee and illustrating how their unique qualifications will serve the Erie County in identifying a comprehensive, fiscally sound, and future forward convention destination for the Region. We are eager for the opportunity to discuss it with you in greater detail.

Sincerely,

FOIT-ALBERT ASSOCIATES  
Architecture, Engineering and Surveying, P.C.

Gwen A. Howard, RA, LEED®  
Vice President Architecture

- 1. ADDITIONAL INFORMATION**
- 2. PROJECT & QUALIFICATION STATEMENT**
- 3. SF330**
- 4. REQUIRED FORMS**



# 1. ADDITIONAL INFORMATION



# OUR FIRM

## Firm Background

Foit-Albert Founded - 1977

## Names of Principals

Gregory R. Carballada, RA  
John J. Robson, PE  
Gwen A. Howard, RA  
Gerard J. Sentz, PE  
Michael J. Pohl, PLS

## Certification

Disadvantage Business  
Enterprise (DBE)  
Minority Business Enter-  
prise (MBE)

## Current Staff

65 employees

## Locations

295 Main Street, Suite 200  
Buffalo, New York 14203  
(716) 856-3933

Hanover Square  
435 New Karner Road  
Albany, New York 12205  
(518) 452-1037

215 West 94th Street  
Suite 517  
New York, NY 10025  
(212) 372-4813

## Website

foit-albert.com

## FOIT-ALBERT ASSOCIATES IS AN AWARD-WINNING MULTIDISCIPLINARY ARCHITECTURE, ENGINEERING AND SURVEYING CONSULTING FIRM.

The architectural group brings extensive experience in the design of new buildings and the rehabilitation and restoration of existing facilities. Clients include public and private sectors, and encompass federal, state, municipal, commercial, institutional and industrial projects. Project types include colleges and universities, K-12 educational institutions, municipal facilities, cultural and heritage facilities, housing projects, zoos and aquariums, healthcare institutions and parks & recreation projects. We also have historic preservation specialists and a certified code-enforcement official.

The engineering group offers design and inspection services for a variety of federal, state, municipal and private clients. Professional services include transportation, site/civil, environmental and structural engineering. Project types include bridges, culverts, highways, roads, intersections, parks, trails, multi-use paths, canals, stormwater management, environmental engineering, water systems, sewer systems, parking lots and planning board review projects.

The surveying group handles professional land surveying needs for commercial and residential clients. Our expertise ranges from boundary surveys, ALTA/ACSM Land Title Surveys, 1A and 2C survey and certification of wireless telecommunication facilities to topographic surveys and high definition laser scanning for architectural and engineering support. Foit-Albert's survey field crews are equipped with current, state-of-the-art equipment, supported by CADD graphic workstations.

Foit-Albert Associates is a certified Minority Business Enterprise (MBE) and a Disadvantaged Business Enterprise (DBE) with offices in Buffalo, Albany and New York City, New York.

## OWNERSHIP

GREGORY CARBALLADA, AIA, LEED AP

JOHN J. ROBSON, PE

MICHAEL J. POHL, PLS

## OFFICERS

GREGORY CARBALLADA, AIA, LEED AP

JOHN J. ROBSON, PE

MICHAEL J. POHL, PLS

## EXECUTIVE MANAGEMENT

GREGORY CARBALLADA, AIA, LEED AP - **PRESIDENT**

JOHN J. ROBSON, PE - **EXECUTIVE VICE PRESIDENT**

MICHAEL J. POHL, PLS - **VICE PRESIDENT, SURVEY**

GWEN HOWARD, RA, LEED AP - **VICE PRESIDENT, ARCHITECTURE**

GERARD J. SENTZ, PE - **VICE PRESIDENT, ENGINEERING**

## CONTACT INFORMATION

FIRM: **FOIT-ALBERT ASSOCIATES, ARCHITECTURE, ENGINEERING AND SURVEYING, P.C.**

CONTACT PERSON: **GWEN HOWARD, RA, LEED AP**

ADDRESS: **295 MAIN STREET, SUITE 200, BUFFALO, NY 14203**

TELEPHONE NUMBER: **(716) 856-3933**

E-MAIL ADDRESS: **GHOWARD@FOIT-ALBERT.COM**

SUBCONSULTANTS



Founded over 40 years ago, FXCollaborative is an architectural, interior design, planning, and urban design firm committed to design excellence, social responsibility, and sustainability. With offices in New York and Washington, DC, our projects have been recognized throughout the world with numerous design awards and press coverage each year. Our diverse portfolio of projects includes work of all types and scales across the globe, and is based on our core commitment to enriching the built environment by creating projects with social, environmental, and aesthetic integrity.

FXCollaborative's studio structure allows us to focus on a variety of typologies, including Office Buildings; Multi-Family Residential; Mixed-Use; Retail; Cultural Facilities; Public and Private K-12 and Higher Education Institutions; Corporate; Not-for-Profits; International Projects; Planning/Urban Design; and Infrastructure/Transportation. Partners direct each project and our teams collaborate to best meet our projects’ diverse needs.

Donald Grinberg, FAIA

Architecture  
+  
Planning  
+

Donald Grinberg, FAIA has served the public assembly facility industry for 35 years as a leading and nationally recognized planner and architect of convention centers, exhibition halls, and conference centers. His current sole proprietorship consulting practice collaboratively supports architects, engineers, facility owners and managers, feasibility consultants, contractors, developers and others for new, expansion and renovation projects. Prior to forming his own consulting practice in 2011 Grinberg was national Director of Convention Center Architecture for HNTB where he was a Principal Architect. His project roles as sole practitioner or HNTB practice leader are indicated below.

Grinberg’s services to the pubic assembly industry range from initial feasibility analysis through building programming, design, and post-occupancy assessment. Strategies for creating sustainable projects and close contact with owners, building marketers and managers, users, third-party vendors and surrounding communities are imbedded in the services that he provides:

- Existing Facility Assessment
- Feasibility Studies
- Site Selection
- Master Planning
- Building Programming
- Design
- Program Management and Owner’s Representation Services



LiRo Engineers, Inc. is a professional engineering and construction management firm that provides multi-disciplinary consulting services for environmental, engineering, and construction projects, employing over 900 personnel company-wide. There are over 70 LiRo employees – including the key personnel proposed for this project – who are based in our downtown Buffalo office location. LiRo has completed scores of property redevelopment planning projects at industrial and commercial sites including all due diligence (Phase I and Phase II) site assessments, SEQRA site assessments, hazardous materials (lead based paint and asbestos) studies, NYSDEC Program studies (BCP and ERP), building structural evaluations and remediation/abatement cost evaluations to support clients throughout New York State.

To meet the comprehensive needs of the project, LiRo has organized a local team that combines environmental investigation, geotechnical expertise, mechanical design and cost estimating capability, local and national site hazmat abatement/demolition/ re-use experience, and innovative planning, to offer an unparalleled level of expertise. LiRo is unique in that we offer a broad range of environmental and engineering support services in-house – environmental, planning, civil, structural, mechanical, and electrical engineering – coupled with practical construction and redevelopment knowledge. LiRo has a demonstrated capability to integrate environmental, planning and site redevelopment work in a manner that can result in significant cost savings to implement.

LiRo’s environmental group has the real-world experience to understand and identify the key environmental conditions and factors required to advance property redevelopment. In addition, LiRo provides all services required to support these site investigations in our Buffalo office including seasoned Phase I/Phase II site investigators, asbestos/lead inspection staff, and professional engineering staff. LiRo offers our clients a staff with the hands-on construction experience to prepare the accurate risk evaluations required to properly assess property redevelopment conditions.



Siracuse Engineers, PC, a New York State WBE certified company, is a team of structural engineers and support personnel that has been offering comprehensive structural engineering services for over 40 years. Founded in June of 1978 as Joseph A. Siracuse P.E., Consulting Engineer, the firm has grown to one of the largest consulting firms in Western New York dedicated solely to the practice of structural engineering.

Siracuse Engineers has a broad range of experience in the structural design of facilities for universities, hospitals, municipalities and commercial development, as well as primary and secondary school systems. Our project list includes dormitories, hospitals, adult care facilities, corporate/commercial office buildings, university athletic facilities and churches. Projects range from new construction and major additions to investigation, renovation and restoration of existing buildings.

Our engineers have access to the latest analysis software for all types of building materials and the expertise to generate astute solutions to complicated structural challenges. Since 2009 the firm has completed numerous projects using BIM and continues to advocate its use with our architectural clients.

We are proud of our continuing relationship with a clientele established over many years and the growth we have experienced through new clientele. We are actively involved with many of the leading Architectural firms in the Western New York area, as well as a large cross section of contractors, industry and engineering consultants in other disciplines. That the majority of our clients are repeat customers is testimony to our abilities and performance.



Trophy Point is a certified Service-Disabled, Veteran-Owned Small Business (SDVOSB) that provides Construction Cost Estimating, Owner’s Representative, Construction Management, and Construction Consulting services out of offices in Blasdell, NY and Pittsburgh, PA. For decades, Trophy Point has provided Construction Cost Estimating services, where required, in the Pre-Construction, Construction, and Post-Construction phases of a project. In 2018, Trophy Point merged with Baer & Associates, a nationally-recognized cost consulting firm known for its estimating accuracy and thoroughness. The combination of Trophy Point’s mission first approach with Baer & Associates’ experienced staff and history enabled the new organization to integrate the best practices of both teams in a manner that resulted in tremendous synergistic benefits to the industry.

The Trophy Point team strives to assist their clients in understanding construction costs during the concept phase of a project and provides them with detailed and accurate estimates as a project design matures. For over 40 years, the Trophy Point team has developed an ability to provide accurate estimates prior to the execution of formal design efforts in an unrivaled manner that enables clients to align their scope with their budgets quickly and effectively.



BAC/A+P is an architectural firm rooted in the belief that historic preservation values equal the best of green building practices. Our firm’s work demonstrates that the artistic, scientific and cultural aspects of remaking and greening historic and existing buildings are crucial to a sustainable future. Barbara Campagna is one of the national leaders in sustainable preservation– combining the best of preservation and green building practices. BAC/A+P has pioneered a green audit – The Greening Plan – for existing buildings which is trademarked. BAC/A+P is a certified Women’s Business Enterprise and a certified Disadvantaged Business Enterprise.

BAC/A+P provides both traditional architecture services and specialized preservation and planning services, with a focus on integrating preservation, modern heritage and green building practices. The firm’s projects range from individual building restorations to the master plans and management plans of multi-building complexes that include National Historic Landmark buildings and cultural landscapes. After leading the field in both the profit and nonprofit sectors – as a consultant, client, preservation officer and nonprofit administrator – Barbara Campagna’s expert network extends across the country and the world.



NEA has a reputation for high quality reports with excellent turn times. We pride ourselves on providing quality real estate services for residential valuation needs of our clients. NEA is a full-service real estate appraisal firm committed to the very highest level of professionalism to our local and national clients. Our mission statement is to deliver high quality appraisal products that exceed our customer’s expectations.

In addition to being an Appraisal Firm, NEA is an Appraisal Management Company (AMC). An AMC functions to provide a valuable service by offering national or regional appraiser selection. NEA as AMC acts as a liaison between lender and appraiser, providing the appraiser with specific client requirements, managing the quality control process, providing a delivery platform and acting as a firewall, promoting and retaining appraiser independence and rating appraisers based on performance. Dodd-Frank provides restrictions on Loan Originators regarding direct communication with appraisers – and appraisers with loan originators – in order to preserve appraiser independence.





## 2. PROJECT & QUALIFICATION STATEMENT





PROJECT STATEMENT & TECHNICAL APPROACH

We have carefully reviewed the RFP 1926VF as well as Addendum #1 dated May 6, 2019. As participatory authors of the concepts in the HVS study, we are intimately familiar with the existing site conditions, the amenities and infrastructure supporting the Franklin Street and HSBC Sites and assumptions made in developing those designs. We look forward to a review of the alternate proposal put forth to meaningfully compare it to that which was already considered. We understand that there are six phases for this effort, each building on the previous, which form a comprehensive report on these three options. Appropriate executive summary, introduction and conclusion chapters will be generated at the end of the study period to form a complete and comprehensive record of all analysis so that the County of Erie can make the most informed decision on next steps. We have prepared an approach by phase, as well as a preliminary schedule which corresponds with roughly monthly meetings of the Steering Committee, for review and discussion.



PHASE I & PHASE II

At the Kick-off meeting with the Convention Center Steering Committee, representatives from Foit-Albert Associates, LiRo, and FX Collaborative as well as Don Grinberg, will meet to review the project and discuss the overall goals and strategy for the project. We will review the Outside Proposal and any collateral materials presented with it with the Committee to understand the impetus behind and goals of this alternative approach. We will collect any additional materials that may have been generated by the County since the completion of our earlier study. Overall process will be discussed and appropriate channels of communication will be defined to assure that our team is coordinating with the correct parties. Phase I and II will be combined in timing, though separate report sections will be generated.

LiRo’s proposed staff has extensive experience to understand the relationship between environmental concerns and reuse alternatives; the knowledge to evaluate feasibility of redevelopment alternatives; and the ability to estimate realistic costs for remediation, abatement, demolition and construction. LiRo has a record of providing their clients with sound advice supported by accurate cost estimates early in the project development phase to support sound decision-making for redevelopment. LiRo will develop a clear understanding of policies and procedures that may impact the environmental concerns and liabilities related to the real estate transaction.

The key objective of this task is to identify and review all exist-

ing relevant documents and to organize/make sense of existing environmental data and requirements. LiRo has a wealth of experience in conducting complex site evaluations and they recognize the importance of understanding all work that has been previously completed relating to the site.

A Phase I Environmental Site Assessment (ESA) that complies with ASTM E1527-13 will be completed to identify any recognized environmental conditions which may affect the property through a records and database search. The search typically utilizes fire insurance maps, real estate\tax records, aerial photographs, federal and state agency databases, and even interviews with local residents. The records and database search frequently reveals historical site usage with high potential for environmental impact and reveals any known spills or releases in the site vicinity.

After the records search has been conducted, a site reconnaissance and physical description of the site are completed. This primary purpose of this task is to confirm conditions indicated through the records search. These activities also may help identify conditions that were not suggested through the records search and identify any potential contaminant migration pathways present at the site.

The reporting task involves summaries of the ESA activities and results, as well as appropriate recommendations for any required action based on the ESA findings.

This task will include review and inventory of existing utility plans, including on-site and perimeter sanitary and storm sewers, water, electrical, natural gas, telecommunications and other utility services. LiRo will also review available documentation on the soils and geology present at the sites.

In addition to the review work, LiRo will perform field inspections to verify (to the extent possible) the findings of the review work. LiRo will produce a findings report to summarize site conditions with respect to requirements specific to the areas under consideration for redevelopment. The report will include conceptual remedial strategies and budgetary level cost estimates of the costs to remediate the properties to a level corresponding to potential re-use and will form a portion of the final report for this phase.

The RFP indicates that real estate appraisals are required and it our assumption that these are intended to be certified appraisals. Our analysis of the documents we prepared as part of the HVS study indicate that between the expanded HVS Site and the HSBC site, there are 11 individually owned buildings and 8 individually owned parking lots on the block bounded by Delaware, Huron, Franklin and Mohawk. There are 5 individually owned parking lots on the HSBC site. We assume that certified appraisals are being solicited to understand the approximate cost of acquisition for each development alternative. Northeastern Appraisal Associates will prepare certified appraisals for all parcels affected by the study. This will include the current convention center, which will be appraised as a vacant lot, presumed cleared for sale and future development. We are assuming that the Statler Tower is not included in this scope. Individual appraisals represent a significant portion of the project fee, and we wish to clarify with the County that individual certified appraisals are the intent.

The project team will work with the County and City to docu-

ment changes to property tax revenues for both the County and the City. We will also meet with designated County and Convention Center staff to confirm the values in State and County sales taxes generated from room nights and ancillary sales as a result of Convention Center activities. This data will be revisited in Phase III related to the phasing of the project as downtime will have significant impacts on sales tax revenue.

We see Phase II running concurrently with Phase I. The existing Convention Center building is a static structure and existing systems, materials, conditions, and environmental hazards should be assessed prior to the completion of an appraisal, so that the conditions can inform the appraisal.

Utility, Mechanical, Electrical, & Plumbing Assessment

The mechanical and electrical engineers will conduct a comprehensive review of existing building systems for life cycle evaluation and make recommendations for upgrade and/ or replacement as needed, with regard to heating, cooling, fire protection, power, emergency power, lighting and telecommunications for an expanded use. We will also review utility / service locations for adequacy of size and availability for future use. LiRo will make recommendations with regards to opportunities for energy savings, reduction in maintenance points, and overall improved indoor environmental conditions (i.e. indoor air quality, quiet operation, etc). Utilities will also be assessed for suitability for the various configurations of expansion at Franklin Street, as well as the HSBC Site.

Environmental Assessment

The LiRo team maintains a fully certified and trained environmental staff to conduct site investigation work in compliance with various regulatory requirements (i.e. NYSDOL, USEPA). LiRo will review existing records and reports, coupled with a visual inspection of the facilities, to determine potential environmental issues, (i.e. asbestos, mold, lead paint, dust, chemicals, etc.) The goal of the investigation will be to identify all existing hazardous materials and to include provisions for their proper management/disposal into the assessment report. The following items will be addressed in the hazardous materials assessment in relation to impacts on the scope of the expansion of the existing BNCC:

- Asbestos Containing Materials
- Lead-Based Paint
- PCB materials
- Mold
- Stored Chemicals
- Biohazards

Assessment Report

The property survey/field assessment includes detailed visual inspections by the LiRo Team of all of the assets included in the facility, to identify deficient conditions in order to determine the remaining lifecycle of major asset systems. The team will document any observed requirements and will take digital photographs of the asset exteriors and note any observed conditions. The survey will include a visual inspection of the building and all of the building’s architectural, structural, mechanical, and electrical systems. Physical deficiencies identified as significant will be deemed to be present if any of the following can be concluded:

- The physical deficiency represents a cited or apparent code violation, an immediate life/fire safety or health hazard to the occupants or users of the property.

- Correction of the physical, environmental and any other hazards and deficiency which, if left uncorrected, could result in accelerated deterioration of the system in question and significantly increases the cost to correct.
- Other physical deficiencies of a lesser nature and/or items of deferred maintenance will be individually noted for inclusion in an aggregated cost-to-correct estimate including asbestos, mold, lead paint and other environmental concerns.



The inspection of the asset interiors will include all mechanical and electrical rooms, as well as a reliable representative sampling of repetitive room types. Examples of these room types could be offices, lobbies, employee break areas, etc. Resultant requirements will be identified for the entire asset or system and not by individual room or component. The inspections of the asset exteriors will include areas including the adjacent to and/or attached to the asset and surrounding site property within the property boundary that are inherent to the asset’s use, such as ramps, stairs, paving, landscaping, and exterior lighting.

As intrusive and destructive testing is often very costly and disruptive, LiRo does not include this as part of the standard assessment methodology. If observed field conditions warrant further testing, LiRo will make recommendations for such investigation as appropriate.

An interim report draft for Phase I and II will be submitted to the Steering Committee prior to an in-person meeting for review and comment. Comments will be addressed in the final issuance. The roadmap for Phase III will be confirmed with the Steering committee prior to advancing.

PHASE III

We will deliver a plan and a strategy for implementing redevelopment that includes specific next steps. This all will be connected to a viable preferred approach, and fully assessed alternatives that illustrate the relative impacts and mitigation







measures to be taken given the preferred approach. Central to all of these needs is a compelling plan that establishes credibility and generates enthusiasm amongst stakeholders, adjacent property owners and the local community, and a framework that maximizes the value of all interests.

Once the previous phases of the study of existing conditions have been fully examined and a consensus of schematic plan direction is approved, redevelopment next steps will be generated to confirm an accurate scope of work that will meet the project's objectives and schedule. These Next Steps for the Site Development Plan will include additional studies, permits and design necessary to service the proposed future development of the site. The civil infrastructure will be planned to not only service the needs for an interim site use, but will be readily adaptable for whatever long-term plan is chosen for site development.

We anticipate developing recommendations and scopes of work for follow up studies necessary to advance the selected development plan. Recommendations for the likely studies could include:

- Recommendations for geotechnical investigations for foundation design;
- Supplemental environmental investigations for site and building remediation;
- Utility survey and investigation work for design;
- Recommendations for environmental assessment/impact statements and permitting;
- Traffic studies.

Throughout the process, we will ensure that the plan represents the best options in terms of site use, lighting, sewer, and utility inclusion, landscaping, construction cost, and constructability. We also will maintain close and continuous communication with the ECDEP's Project Manager and stakeholders to ensure that predevelopment phases will represent the most cost effective solutions. All work prepared during this phase will be independently checked by our staff and reviewed by our team prior to submission to the ECDEP. Once the plans and cost estimates have been progressed to a level of completion satisfactory for review and confirmation of development concepts, they will be submitted to the ECDEP for review and approval.

It is clear that both the lateral HVS expansion option and the alternative vertical expansion option will have significant affects on the continued operations of the current BNCC, in varying degrees or durations. A preliminary phasing approach will be developed for the various Franklin Street expansion alternatives to identify the extent of possible operations and the duration of anticipated downtime for each.

As noted in Phase 1 above, these interruptions may have different affects on sales tax revenue projections. Using information gathered in Phase I, our team will work with County representatives to assess the sales tax revenue impacts on phasing and duration interruptions for the various Franklin Street alternatives. As the HSBC site can be built concurrent to current operations, it is anticipated that those impacts may be significantly less or nothing. This will also be confirmed during this phase.

An interim report draft for Phase III will be submitted to the Steering Committee prior to an in-person meeting for review and comment. Comments will be addressed in the final issuance. The roadmap for Phase IV will be confirmed with the Steering committee prior to advancing.

#### PHASE IV

Critical data will be developed in Phase IV which will help the County make informed decisions on development pathways. Solid data was presented in the HVS Study about comparable and projected costs for development, which will be supplemented and informed by the work of the three previous phases above. Trophy Point, our cost consultant, has a proven, regionally based, track record of success in providing cost estimating services at all phases of design for large and small projects across Western New York. We have identified Trophy Point because of our confidence in their independent assessment of previous estimates, incorporation of refinements identified in the previous phases, accuracy for the regional construction climate and ability to project costs accurately into future dollars. A simple linear update of the HVS study figures will not suffice in this instance. We must modify the scopes to reflect information we have learned in Phases I-III.

We also recognize that one option involves both demolitions and relocation of historic structures. LiRo has significant experience in the costs associated with predemolition abatement and building demolition. That experience will be critical to developing accurate demolition costs for buildings removed completely from the site.



Relocations are more complex, particularly on larger masonry structures. There are significant implications when moving historic structures. LiRo has direct experience with this issue surrounding the Hutchinson Memorial Chapel of the Innocents at the former Episcopal Church Home site, which was proposed at one time for relocation to an alternative site. We have engaged Barbara A. Campagna Architecture + Planning, specialists in historic architecture, to aid in assessment of the costs and impacts of such a relocation. Acquisition and site prep for this relocated structure must also be considered as part of the relocation cost. These team members will best be able to assess the rewards and risks of this task and accurately translate them into cost considerations.

An interim report draft for Phase IV will be submitted to the Steering Committee prior to an in-person meeting for review and comment. Comments will be addressed in the final issuance. The roadmap for Phase V will be confirmed with the Steering committee prior to advancing. This roadmap will include a review of the assessment criteria and ranking protocol for work to be provided in Phase V.

#### OPTIONAL ADDITIONAL SERVICES DURING PHASE IV

##### Optional Additional Services: Design for HVS Options

Having helped author and provide architectural and physical planning input to the previous HVS study, the Foit-Albert Team is well aware that the final deliverables and level of design contained in the HVS report reflected a pre-schematic, diagrammatic level of analysis. Advancements in design to a partial level (15%) of Schematic Design for both HVS options would better inform the comparative costs and provide effective tools for the County to present this information to the public and other government officials. It would also allow the team to include preliminary structural and HVAC engineering input to better inform the plans. This additional service design work is not included in the County's scope of services listed in the RFP. As an Optional Additional Service, we propose that our Convention Center Design and Programming team of FXCollaborative and Donald Grinberg, FAIA advance the HVS preliminary design concepts to 15% of Schematic Design. In addition to adding value to the entire report, better informing costs for the comprehensive itemized cost estimates requested in the RFP, the resulting deliverables could also build public support for the project with the more detailed plans and renderings that would be generated with this effort. Deliverables for both options would include:

1. 15% level of completion of the Schematic Floor plan(s) indicating public spaces and relationships, building structure, and key support spaces
2. Preliminary Life safety plan with exits and travel distances
3. Preliminary Exterior Elevations
4. Preliminary Building Sections
5. Overall Building Rendering in Urban Context
6. Street Level Rendering

##### Optional Program Planning Services for the Expanded Convention Center Option

Since the full Expanded Convention Center Study has not been made public, we do not know the level of detail that was provided in the Expanded Convention Center Option. If the full Expanded Convention Center Study does not include floor plans that identify proposed program elements, FXC/Don Grinberg will need to develop preliminary program and planning diagrams at the same level of detail as those included for the site options in the HVS study, so that we can compare similar development and program strategies for all options. Otherwise, we will need to establish different criteria for evaluation.

Optional Additional Services: Design for Expanded Convention Center Option

For full comparison of the Expanded Convention Center Option for cost estimating purposes, it may be desirable to take the Expanded Convention Center option to the same 15% level of Schematic Design as proposed above for the HVS options.

If such services are desired, we propose that our Convention Center Design and Programming team of FXCollaborative and Donald Grinberg, FAIA would further advance the Expanded Convention Center Option to the same 15% level of Schematic Design as proposed for the HVS options, as an optional additional service. This task would be undertaken at the direction of the County only if the Expanded Convention Center Option proves to be viable based on the evaluation that our team will be conducting as part of basic services. Deliverables for the expanded convention center option would include:

1. 15% level of Schematic Floor plan(s) indicating public spaces and relationships, building structure, and key support spaces
2. Preliminary Life safety plan with exits and travel distances

3. Preliminary Exterior Elevations
4. Preliminary Building Sections
5. Overall Building Rendering in Urban Context
6. Street Level Rendering

#### PHASE V

During the work of Phase V the work of our entire team to date is used to assess each of the three options studied with regard to feasibility, functionality, constructability, approvability and other key factors. Using the approved protocol identified at the conclusion of Phase IV, we will generate an assessment tool for each site that will be distributed to our entire team. Each professional has distinct areas of specialty and their decisions may inform the considerations of others. Each consultant will review and compile their list of identified pros and cons for the three development options, which will be shared upon completion. Our internal efforts will continue with a full team meeting to review and discuss all rankings and considerations so that they can be compiled into a comprehensive assessment of each development option and its relative merits and challenges. Additional studies or services will be identified for future steps by the County. Key criteria to be considered in this phase include, but are not limited to:

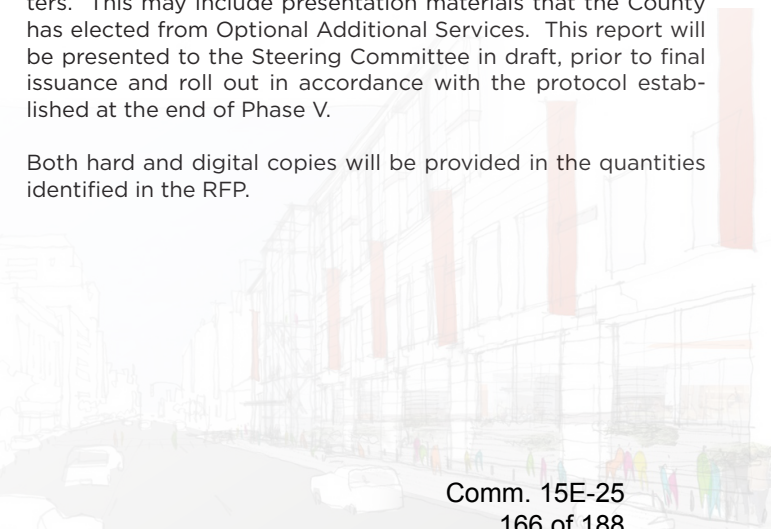
- Adjacency to Downtown Core
- Adjacency to Hotels and Services
- Ability to be a catalyst for surrounding development
- Ease of Access by Automobile and Public Transit
- Freight and Service Accessibility
- Parking Accessibility
- Functionality
- Ease of attendee flow to all functions
- Building Program Efficiency
- Ample site area
- Project Cost
- Ability to keep existing convention center functioning while new facility or expanded facility is built.

An interim report draft for Phase V will be submitted to the Steering Committee prior to an in-person meeting for review and comment. Comments will be addressed in the final issuance. The roadmap for Phase VI will be confirmed with the Steering Committee prior to advancing, including dates, attendance lists and formats for both final Steering Committee and County Executive presentations.

#### PHASE VI

During this final phase, the completed report will be compiled in draft, with introduction, executive summary and conclusions, and will incorporate all previous phase interim reports as chapters. This may include presentation materials that the County has elected from Optional Additional Services. This report will be presented to the Steering Committee in draft, prior to final issuance and roll out in accordance with the protocol established at the end of Phase V.

Both hard and digital copies will be provided in the quantities identified in the RFP.





## 3. SF330

ARCHITECT - ENGINEER QUALIFICATIONS

PART I - CONTRACT-SPECIFIC QUALIFICATIONS

A. CONTRACT INFORMATION

|  |  |
|--|--|
| 1. TITLE AND LOCATION (City and State)<br>Erie County Architectural and Engineering Services for New or Epanded Buffalo Niagara Convention Center - Engineering Assessment |  |
| 2. PUBLIC NOTICE DATE  | 3. SOLICITATION OR PROJECT NUMBER<br>RFP #1926VF |

B. ARCHITECT-ENGINEER POINT OF CONTACT

|  |                                 |  |
|--|---------------------------------|--|
| 4. NAME AND TITLE<br>Gwen Howard, RA, LEED AP - Vice President, Architecture             |                                 |  |
| 5. NAME OF FIRM<br>Foit-Albert Associates, Architecture, Engineering and Surveying, P.C. |                                 |  |
| 6. TELEPHONE NUMBER<br>(716) 856-3933  | 7. FAX NUMBER<br>(716) 856-3961 | 8. E-MAIL ADDRESS<br>ghoward@foit-albert.com |

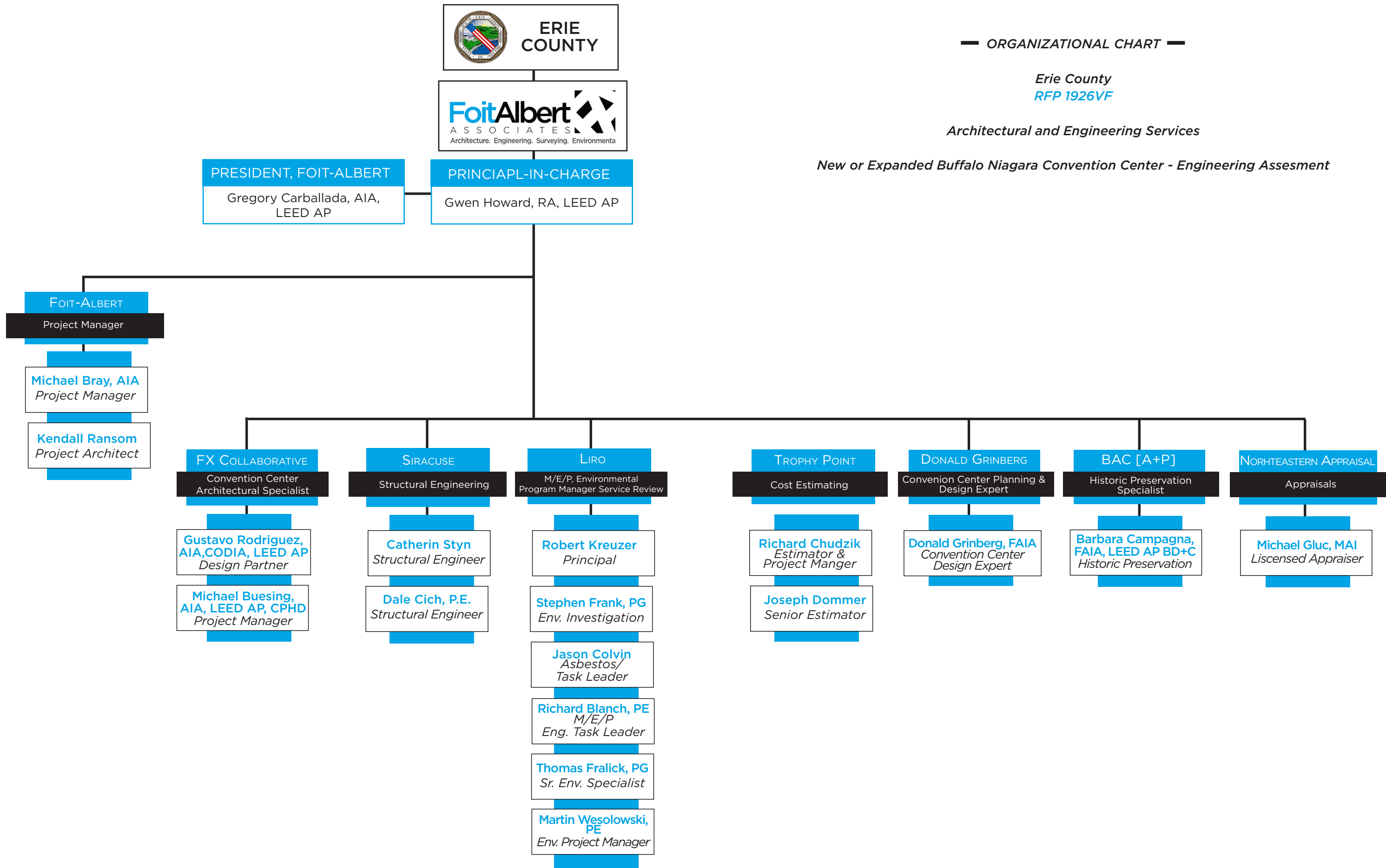
C. PROPOSED TEAM

(Complete this section for the prime contractor and all key subcontractors.)

|    | (Check) |      |         |                | 9. FIRM NAME  | 10. ADDRESS                                     | 11. ROLE IN THIS CONTRACT                                      |
|----|---------|------|---------|----------------|---|---|--|
|    | PRIME   | J.V. | PARTNER | SUBCON-TRACTOR |   |   |  |
| a. | X       |      |         |                | Foit-Albert Associates, Architecture, Engineering and Surveying, P.C.<br><input checked="" type="checkbox"/> CHECK IF BRANCH OFFICE | 295 Main Street, Suite 200<br>Buffalo, NY 14203 | Project Manager  |
| b. |         |      | X       |                | FX Collaborative<br><input checked="" type="checkbox"/> CHECK IF BRANCH OFFICE  | 22 W 19th Street<br>New York, NY 10011          | Convention Center<br>Architectural Specialist                  |
| c. |         |      | X       |                | LiRo Engineers<br><input checked="" type="checkbox"/> CHECK IF BRANCH OFFICE  | 690 Delaware Ave<br>Buffalo, NY 14209           | - M/E/P<br>- Environmental<br>- Program Manager Service Review |
| d. |         |      | X       |                | Siracuse Engineers<br><input checked="" type="checkbox"/> CHECK IF BRANCH OFFICE  | 808 Main Street<br>Buffalo, NY 14202            | Structural Engineering   |
| e. |         |      | X       |                | Trophy Point<br><input checked="" type="checkbox"/> CHECK IF BRANCH OFFICE  | 4588 South Park Ave<br>Buffalo, NY 14219        | Cost Estimating  |
| f. |         |      | X       |                | Donald Grinberg, FAIA<br><input type="checkbox"/> CHECK IF BRANCH OFFICE  | 43 Commonwealth Ave<br>Boston, MA 02116         | Convenion Center Planning &<br>Design Expert                   |

|     |  |  |   |  |  |                                  |
|-----|--|--|---|--|--|----------------------------------|
| g.. |  |  | X | BAC [A+P]<br><input checked="" type="checkbox"/> CHECK IF BRANCH OFFICE  | 514 Main Street, #201<br>Buffalo, NY 14202 | Historic Preservation Specialist |
| h.  |  |  | X | Northeastern Appraisal Association<br>Commercial, Inc.<br><input checked="" type="checkbox"/> CHECK IF BRANCH OFFICE | 616 North French Rd.<br>Amherst, NY 14228  | Appraisals                       |

D. ORGANIZATIONAL CHART OF PROPOSED TEAM☒ (Attached)



— ORGANIZATIONAL CHART —

Erie County  
RFP 1926VF

Architectural and Engineering Services

New or Expanded Buffalo Niagara Convention Center - Engineering Assessment



| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT   |  |  |                              |
|--|--|--|------------------------------|
| (Complete one Section E for each key person)   |  |  |                              |
| 12. NAME   | 13. ROLE IN THIS CONTRACT  | 14. YEARS EXPERIENCE   |                              |
|  |  | a. TOTAL   | b. WITH CURRENT FIRM         |
| Gwen Howard, RA, LEED AP   | Principal-in-Charge  | 29   | 18                           |
| 15. FIRM NAME AND LOCATION (City and State)<br>Foit-Albert Associates, Architecture, Engineering and Surveying, P.C., , New York   |  |  |                              |
| 16. EDUCATION (DEGREE AND SPECIALIZATION)<br>M. Architecture, School of Architecture and Planning, State University of New York at Buffalo<br>Bachelor of Fine Arts, Historic Preservation, Savannah College of Art and Design |  | 17. CURRENT PROFESSIONAL REGISTRATION (State and Discipline)<br>Registered Architect, NY #026733<br>Certified NY Code Enforcement Official - #0697-7326B/NY0030937<br>LEED 2.0 Accredited Professional |                              |
| 18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)<br>Affiliations: Chairwoman of the Board, Buffalo Preservation Board   |  |  |                              |
| 19. RELEVANT PROJECTS  |  |  |                              |
| a.   | (1) TITLE AND LOCATION (City and State)                                | (2) YEAR COMPLETED   |                              |
|  | Buffalo Niagara Convention Center - Buffalo, NY                        | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|  |  | 2018   |                              |
|  | (3) BRIEF DESCRIPTION (Brief scope size, cost, etc.) AND SPECIFIC ROLE |  |                              |
| b.   | (1) TITLE AND LOCATION (City and State)                                | (2) YEAR COMPLETED   |                              |
|  | Buffalo Convention Center, EIS - Buffalo, NY                           | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|  |  | 2002   | 2002                         |
|  | (3) BRIEF DESCRIPTION (Brief scope size, cost, etc.) AND SPECIFIC ROLE |  |                              |
| c.   | (1) TITLE AND LOCATION (City and State)                                | (2) YEAR COMPLETED   |                              |
|  | Empire State Revitalization Initiative – Central New York              | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|  |  | 2017   |                              |
|  | (3) BRIEF DESCRIPTION (Brief scope size, cost, etc.) AND SPECIFIC ROLE |  |                              |
| d.   | (1) TITLE AND LOCATION (City and State)                                | (2) YEAR COMPLETED   |                              |
|  | Explore & More Children’s Museum – Buffalo, NY                         |  | CONSTRUCTION (If applicable) |
|  |  | 2016   | 2019                         |
|  | (3) BRIEF DESCRIPTION (Brief scope size, cost, etc.) AND SPECIFIC ROLE |  |                              |
| e.   | (1) TITLE AND LOCATION (City and State)                                | (2) YEAR COMPLETED   |                              |
|  | Northland Beltline Corridor  | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|  |  | 2016   | 2018                         |
|  | (3) BRIEF DESCRIPTION (Brief scope size, cost, etc.) AND SPECIFIC ROLE |  |                              |

| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT  |  |   |                              |
|---|--|---|------------------------------|
| (Complete one Section E for each key person)  |  |   |                              |
| 12. NAME  | 13. ROLE IN THIS CONTRACT  | 14. YEARS EXPERIENCE  |                              |
|   |  | a. TOTAL  | b. WITH CURRENT FIRM         |
| Michael Bray, AIA   | Project Manager  | 18  | 2                            |
| 15. FIRM NAME AND LOCATION (City and State)<br>Foit-Albert Associates, Architecture, Engineering and Surveying, P.C., Buffalo, New York   |  |   |                              |
| 16. EDUCATION (DEGREE AND SPECIALIZATION)<br>Bachelor of Professional Studies in Architecture, School of Architecture and Planning, State University of New York at Buffalo   |  | 17. CURRENT PROFESSIONAL REGISTRATION (State and Discipline)<br>Registered Architect, NY, 2009<br>#033564 |                              |
| 18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)<br>Affiliations: American Institute of Architects<br>Awards: 2017 Pro Bono Publico Award for Distinguished Service- AIA WNY Herschel Carrousel Factory Museum |  |   |                              |
| 19. RELEVANT PROJECTS   |  |   |                              |
| a.  | (1) TITLE AND LOCATION (City and State)                                  | (2) YEAR COMPLETED  |                              |
|   | Buffalo Niagara Convention Center - Buffalo, NY                          | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|   |  | 2017  |                              |
|   | (3) BRIEF DESCRIPTION (Brief scope size, cost, etc.) AND SPECIFIC ROLE   |   |                              |
| b.  | (1) TITLE AND LOCATION (City and State)                                  | (2) YEAR COMPLETED  |                              |
|   | Explore and More Children’s Museum, Buffalo, NY                          | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|   |  | 2017  | 2019                         |
|   | (3) BRIEF DESCRIPTION (Brief scope size, cost, etc.) AND SPECIFIC ROLE   |   |                              |
| c.  | (1) TITLE AND LOCATION (City and State)                                  | (2) YEAR COMPLETED  |                              |
|   | Canalside interpretive Structures, Construction Management – Buffalo, NY | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|   |  | Ongoing   |                              |
|   | (3) BRIEF DESCRIPTION (Brief scope size, cost, etc.) AND SPECIFIC ROLE   |   |                              |
| d.  | (1) TITLE AND LOCATION (City and State)                                  | (2) YEAR COMPLETED  |                              |
|   | Downtown Revitalization Initiative, Amsterdam, NY                        | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|   |  | Ongoing   |                              |
|   | (3) BRIEF DESCRIPTION (Brief scope size, cost, etc.) AND SPECIFIC ROLE   |   |                              |
| e.  | (1) TITLE AND LOCATION (City and State)                                  | (2) YEAR COMPLETED  |                              |
|   | Jacobs School of Medicine and Biomedical Sciences, Buffalo, NY           | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|   |  | 2017  | 2017                         |
|   | (3) BRIEF DESCRIPTION (Brief scope size, cost, etc.) AND SPECIFIC ROLE   |   |                              |

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person)

|   |  |   |                                   |
|---|--|---|-----------------------------------|
| 12. NAME<br><b>Gustavo Rodriguez, AIA, CODIA, LEED AP Parnter</b>   | 13. ROLE IN THIS CONTRACT<br><b>Design Partner</b> | 14. YEARS EXPERIENCE  |                                   |
|   |  | a. TOTAL<br><b>23</b>   | b. WITH CURRENT FIRM<br><b>13</b> |
| 15. FIRM NAME AND LOCATION <i>(City and State)</i><br><b>FXCollaborative Architects LLP, New York, NY</b>   |  |   |                                   |
| 16. EDUCATION <i>(Degree and Specialization)</i><br><b>Bachelor of Architecture, Universidad Nacional Pedro Henríquez Ureña, Dominican Republic</b><br><b>Master of Science in Design Technology, Massachusetts Institute of Technology</b> |  | 17. CURRENT PROFESSIONAL REGISTRATION <i>(State and Discipline)</i><br><b>Registered Architect in New York and the Dominican Republic</b><br><b>LEED Accredited Professional by the US Green Building Council (USGBC)</b> |                                   |

18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)

With years of experience designing projects of varying scales and typologies both in the United States and abroad, Gustavo is passionate about working collaboratively to craft innovative buildings. He views design as a research tool that allows us to rethink our relationship to the built and natural environment, while exploring advances in materials and technology. Gustavo received a Bachelor of Architecture at Universidad Nacional Pedro Henriquez Ureña in the Dominican Republic, where he is a registered architect. In 2002, he earned his Master of Science in Design Technology from MIT. He has led design on some of our notable projects including 1 Willoughby Square, The Forge, and The Ashland Residences.

| 19. RELEVANT PROJECTS |   |  |                                       |
|-----------------------|---|--|---------------------------------------|
| a.                    | (1) TITLE AND LOCATION (City and State)<br><b>Buffalo Niagara Convention Center, Buffalo, NY</b>  | (2) YEAR COMPLETED                             |                                       |
|                       |   | PROFESSIONAL SERVICES<br><b>2018</b>           | CONSTRUCTION<br><b>N/A</b>            |
|                       | (3) BRIEF DESCRIPTION (scope, size, cost, etc) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project completed at current firm<br>Scope: Urban and Concept Design / Size: 110,000 sf (existing), 450,000 sf (proposed) / Cost: N/A / Role: Lead Designer<br>Worked with a team led by HVS Convention, Sports & Entertainment Facilities Consulting, that provided market analysis, concepts designs, and feasibility and site recommendations. Estimated required gross enclosed area of the project, evaluated existing facility, considered an expansion site and an alternate site, prepared building organization diagrams for the expansion and alternate sites, and prepared preliminary order-of-magnitude cost estimates for the options identified.   |  |                                       |
| b.                    | (1) TITLE AND LOCATION (City and State)<br><b>John B. Hynes Veterans Memorial Convention Center, Boston, MA</b>   | (2) YEAR COMPLETED                             |                                       |
|                       |   | PROFESSIONAL SERVICES<br><b>2016</b>           | CONSTRUCTION<br><b>N/A</b>            |
|                       | (3) BRIEF DESCRIPTION (scope, size, cost, etc) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project completed at current firm<br>Scope: Master Planning and Conceptual Design Services / Size: 250,000 sf / Cost: N/A / Role: Lead Designer<br>Prepared a Strategic Development Plan that prioritizes infrastructure projects and provides a “road map” to achieving the goals identified. Focused on gaining a thorough understanding of the Hynes Convention Center’s existing conditions, needs, and opportunities. Looking beyond the physical context, research pertaining to the cultural context and industry trends was carried out to understand the different market expectations and needs that the center faces, and to shed light on the broader social factors that are affecting clients’ expectations.  |  |                                       |
| c.                    | (1) TITLE AND LOCATION (City and State)<br><b>The Javits Center Renovation &amp; Expansion, New York, NY</b>  | (2) YEAR COMPLETED                             |                                       |
|                       |   | PROFESSIONAL SERVICES<br><b>2014 (Phase 1)</b> | CONSTRUCTION<br><b>2014 (Phase 1)</b> |
|                       | (3) BRIEF DESCRIPTION (scope, size, cost, etc) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project completed at current firm<br>Scope: Full Architectural and Planning Services / Size: 1,800,000 sf / Cost: \$700,000,000 / Role: Designer<br>The scope of this two-phased project included reworking the overall site, a new plaza space, revitalizing and updating the building enclosure and mechanical systems, renovating and expanding the interior exhibition space, meeting rooms, service areas, support space, food service areas, and creating an expansion to the north. The building achieved LEED Silver; the most prominent sustainable feature is a 6.75-acre green roof that mitigates solar gain and reduces runoff. The Javits Center remained fully operational during the renovation.  |  |                                       |
| d.                    | (1) TITLE AND LOCATION (City and State)<br><b>Nantong Corporate Headquarters Complex, Haimen, China</b>   | (2) YEAR COMPLETED                             |                                       |
|                       |   | PROFESSIONAL SERVICES<br><b>2016</b>           | CONSTRUCTION<br><b>N/A</b>            |
|                       | (3) BRIEF DESCRIPTION (scope, size, cost, etc) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project completed at current firm<br>Scope: Full Architectural Services / Size: 26.8 acres / Cost: N/A / Role: Architect<br>140-meter-high corporate headquarters building that also includes a 150-key, five-star hotel, residential apartments, support retail, parking, and service spaces. Site design was inspired by the notions of extending the greenbelt, dissolving the street wall, and creating internal pedestrian and community spaces, complemented by public amenities. The architectural expression of the tower, hotel, and residential apartments was inspired by the lotus flower and rocky, mountainous landscapes prevalent in China. Landscape design of the entire site is influenced by the local culture, and incorporates water elements as well as hard and softscape. The design creates spaces between the structures, emphasizing porosity and circulation in the development. |  |                                       |
| e.                    | (1) TITLE AND LOCATION (City and State)<br><b>SAP Americas Headquarters Expansion, Newtown Square, PA</b>   | (2) YEAR COMPLETED                             |                                       |
|                       |   | PROFESSIONAL SERVICES<br><b>2009</b>           | CONSTRUCTION<br><b>2009</b>           |
|                       | (3) BRIEF DESCRIPTION (scope, size, cost, etc) AND SPECIFIC ROLE: Principal <input checked="" type="checkbox"/> Check if project completed at current firm<br>Scope: Full Architectural Services / Size: 425,000 sf / Cost: \$93,000,000 / Role: Senior Designer<br>Corporate headquarters and interiors for environmentally–responsible software company. The complex complements an existing structure by integrating the office campus into surrounding topography while preserving views of nature. Offices are focused on the building’s north side, with service and fixed elements grouped together in nodes along an anchoring spine. The project, which includes geothermal wells, an ice storage plant, green roofs, under-floor air distribution systems, and daylight sensors, is the first LEED Platinum building of its type in the mid-Atlantic region.  |  |                                       |

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person)

|  |  |  |                            |
|--|--|--|----------------------------|
| 12. NAME<br>Michael Buesing AIA, LEED AP, CPHD<br>Senior Associate   | 13. ROLE IN THIS CONTRACT<br>Project Manager | 14. YEARS EXPERIENCE   |                            |
|  |  | a. TOTAL<br>26   | b. WITH CURRENT FIRM<br>14 |
| 15. FIRM NAME AND LOCATION (City and State)<br>FXCollaborative Architects LLP, New York, NY  |  |  |                            |
| 16. EDUCATION (Degree and Specialization)<br>B.Arch. (Honors), University of Texas at Austin<br>Certified Passive House Designer Course, Passive House Academy |  | 17. CURRENT PROFESSIONAL REGISTRATION (State and Discipline)<br>Registered Architect in New York<br>LEED Accredited Professional by the US Green Building Council (USGBC)<br>Certified Passive House Designer by the Passive House Institute |                            |

18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)

Michael’s work bridges the design and technical aspects of architecture, seamlessly translating intent to technical documentation to develop a building that is both constructible and inhabitable. With more than twenty years of experience in the field, he is instrumental in the design and coordination of planning, interiors, code, and sustainability strategies. Seeing a project through from its inception to construction has allowed him to ensure that every vision becomes a constructed reality. His experience encompasses institutional and corporate projects including university buildings, public schools, and interior renovations.

| 19. RELEVANT PROJECTS |   |  |                                       |
|-----------------------|---|--|---------------------------------------|
| a.                    | (1) TITLE AND LOCATION (City and State)<br><b>Buffalo Niagara Convention Center, Buffalo, NY</b>  | (2) YEAR COMPLETED                             |                                       |
|                       |   | PROFESSIONAL SERVICES<br><b>2018</b>           | CONSTRUCTION<br><b>N/A</b>            |
|                       | (3) BRIEF DESCRIPTION (scope, size, cost, etc) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project completed at current firm<br>Scope: Urban and Concept Design / Size: 110,000 sf (existing), 450,000 sf (proposed) / Cost: N/A / Role: Project Manager<br>Worked with a team led by HVS Convention, Sports & Entertainment Facilities Consulting, that provided market analysis, concepts designs, and feasibility and site recommendations. Estimated required gross enclosed area of the project, evaluated existing facility, considered an expansion site and an alternate site, prepared building organization diagrams for the expansion and alternate sites, and prepared preliminary order-of-magnitude cost estimates for the options identified.   |  |                                       |
| b.                    | (1) TITLE AND LOCATION (City and State)<br><b>John B. Hynes Veterans Memorial Convention Center, Boston, MA</b>   | (2) YEAR COMPLETED                             |                                       |
|                       |   | PROFESSIONAL SERVICES<br><b>2016</b>           | CONSTRUCTION<br><b>N/A</b>            |
|                       | (3) BRIEF DESCRIPTION (scope, size, cost, etc) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project completed at current firm<br>Scope: Master Planning and Conceptual Design Services / Size: 250,000 sf / Cost: N/A / Role: Project Manager<br>Prepared a Strategic Development Plan that prioritizes infrastructure projects and provides a “road map” to achieving the goals identified. Focused on gaining a thorough understanding of the Hynes Convention Center’s existing conditions, needs, and opportunities. Looking beyond the physical context, research pertaining to the cultural context and industry trends was carried out to understand the different market expectations and needs that the center faces, and to shed light on the broader social factors that are affecting clients’ expectations.  |  |                                       |
| c.                    | (1) TITLE AND LOCATION (City and State)<br><b>The Javits Center Renovation &amp; Expansion, New York, NY</b>  | (2) YEAR COMPLETED                             |                                       |
|                       |   | PROFESSIONAL SERVICES<br><b>2014 (Phase 1)</b> | CONSTRUCTION<br><b>2014 (Phase 1)</b> |
|                       | (3) BRIEF DESCRIPTION (scope, size, cost, etc) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project completed at current firm<br>Scope: Full Architectural and Planning Services / Size: 1,800,000 sf / Cost: \$700,000,000 / Role: Project Architect<br>The scope of this two-phased project included reworking the overall site, a new plaza space, revitalizing and updating the building enclosure and mechanical systems, renovating and expanding the interior exhibition space, meeting rooms, service areas, support space, food service areas, and creating an expansion to the north. The building achieved LEED Silver; the most prominent sustainable feature is a 6.75-acre green roof that mitigates solar gain and reduces runoff. The Javits Center remained fully operational during the renovation.   |  |                                       |
| d.                    | (1) TITLE AND LOCATION (City and State)<br><b>Columbia University Business School, New York, NY</b>   | (2) YEAR COMPLETED                             |                                       |
|                       |   | PROFESSIONAL SERVICES<br><b>Ongoing</b>        | CONSTRUCTION<br><b>2020</b>           |
|                       | (3) BRIEF DESCRIPTION (scope, size, cost, etc) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project completed at current firm<br>Scope: Full Architectural Services / Size: 450,000 sf / Cost: Confidential / Role: Job Captain<br>Two buildings separated by a large, outdoor green space will lend themselves to a cross-fertilization of uses and establish a strong link between public and private areas. The urban character of the Business School campus will provide stimulating collective spaces that foster a strong sense of community where students, faculty, and external constituents can gather and exchange ideas. The dynamic environment encapsulates elements of both professional and personal life and will be a place where individuals can find space for reflection within a network of intersecting study and recreational spaces.  |  |                                       |
| e.                    | (1) TITLE AND LOCATION (City and State)<br><b>Fifth on the Park Residential Development, New York, NY</b>   | (2) YEAR COMPLETED                             |                                       |
|                       |   | PROFESSIONAL SERVICES<br><b>2009</b>           | CONSTRUCTION<br><b>2009</b>           |
|                       | (3) BRIEF DESCRIPTION (scope, size, cost, etc) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project completed at current firm<br>Scope: Full Architectural Services / Size: 365,000 sf / Cost: \$104,000,000 / Role: Project Architect<br>At the intersection of Fifth Avenue and Marcus Garvey Park at 120th Street, FXFOWLE designed an innovative 365,000-square-foot mixed-use building. A new 2,000-seat sanctuary for the Bethel Gospel Assembly will occupy the site at grade, above which will rise a 24-story residential complex. The 149 condominium units and 50 rental units will have access to such amenities as a pool, health club, community room, and courtyard. The top floor will include six triplex units with large terraces and balconies. A high proportion of all units will have terraces and balconies, and the bulk of the units will have commanding views of either Marcus Garvey Park or Central Park. The project also includes a 200-car underground parking facility. |  |                                       |

| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT<br><i>(Complete one Section E for each key person.)</i>   |   |   |  |                              |                            |
|--|---|---|--|------------------------------|----------------------------|
| 12. NAME<br><b>Robert Kreuzer, PG<br/>Senior Vice President</b>  |   | 13. ROLE IN THIS CONTRACT<br><b>Principal</b>   |  | 14. YEARS EXPERIENCE         |                            |
|  |   |   |  | a. TOTAL<br>30               | b. WITH CURRENT FIRM<br>21 |
| 15. FIRM NAME AND LOCATION <i>(City and State)</i><br>LiRo Engineers, Inc., Buffalo, NY  |   |   |  |                              |                            |
| 16. EDUCATION <i>(Degree and Specialization)</i><br>B.S. Geological Science (1988)   |   | 17. CURRENT PROFESSIONAL REGISTRATION <i>(State and Discipline)</i><br>Professional Geologist, NY (2017)  |  |                              |                            |
| 18. OTHER PROFESSIONAL QUALIFICATIONS <i>(Publications, Organizations, Training, Awards, etc.)</i><br>OSHA 40 Hazwoper, OSHA 30 Certified, OSHA 10 Certified, OSHA Confined Space Entry Certified, NYSDEC DER-25 Certified |   |   |  |                              |                            |
| 19. RELEVANT PROJECTS  |   |   |  |                              |                            |
| a.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Spaulding Fibre Plant Abatement and Demolition Design, Tonawanda NY</b>  |   | (2) YEAR COMPLETED   |                              |                            |
|  |   |   | PROFESSIONAL SERVICES<br>2011  | CONSTRUCTION (If Applicable) |                            |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE  |   | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |                            |
|  |   | Project Manager responsible for all aspects of bidding documents for the remaining portion of the Spaulding Fibre Plant facility in the City of Tonawanda demolition. The demolition work is being conducted with funding from State Federal and local sources and Mr. Kreuzer was responsible for ensuring that all funding source requirements were met for the project. He also played a key role in developing innovative abatement/demolition approaches which included a pre-approved variance that was included in the bidding documents and on-site crushing/recycling of brick and concrete.   |  |                              |                            |
| b.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Buffalo Urban Development Corporation – Northland Corridor Redevelopment, Buffalo, NY</b>                                    |   | (2) YEAR COMPLETED   |                              |                            |
|  |   |   | PROFESSIONAL SERVICES<br>2016  | CONSTRUCTION (If Applicable) |                            |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE  |   | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |                            |
|  |   | Project Principal for the Northland Corridor project, which comprises 12 properties and 50 acres of a former industrial district within the East Delavan-Grider Brownfield Opportunity Area in Buffalo, NY. LiRo has been contracted by the Buffalo Urban Development Corporation to formulate a redevelopment plan for acquiring multiple properties that will eventually lead to returning the Northland Corridor to productive use, attract new businesses, assist with revitalizing the surrounding neighborhood, and provide employment opportunities for nearby residents by creating a new manufacturing hub on Buffalo's East Side. The project includes real estate/ market analysis, SEQR documentation, historical preservation, planning/ transportation/ infrastructure analysis, remediation cost estimating and community participation to culminate in a detailed Redevelopment Plan. |  |                              |                            |
| c.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>ESDC Midtown Plaza Phase II Hazardous Materials Survey, Abatement/Demolition Design and Construction Management Services</b> |   | (2) YEAR COMPLETED   |                              |                            |
|  |   |   | PROFESSIONAL SERVICES<br>2010  | CONSTRUCTION (If Applicable) |                            |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE  |   | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |                            |
|  |   | Senior Project Manager/Principal for two consecutive work assignments from Empire State Development Corporation (ESDC). The first work assignment involved detailed asbestos and hazardous materials survey for the largest abatement/demolition project currently being conducted in New York State. The Midtown site comprises approximately 2 million square feet of office/retail space on an 8.6 acre block in Downtown Rochester, New York. Mr. Kreuzer managed all aspects of the site inspections and surveys and development of the site abatement and demolition design documents. LiRo was subsequently awarded a Construction Management work assignment.   |  |                              |                            |
| d.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>RG&amp;E Beebee and Russell Power Station Demolition and Remediation Design, Rochester NY</b>                                |   | (2) YEAR COMPLETED   |                              |                            |
|  |   |   | PROFESSIONAL SERVICES<br>2018  |                              |                            |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE  |   | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |                            |
|  |   | Project Principal for site investigations (Phase I and Phase II), demolition and remediation of the retired Beebee Station electric generating station, located on the bank of the Genesee River, and the retired Russell Station coal-fired electric generating station, located at the Southern shore of Lake Ontario. In addition, LiRo conducted an adaptive reuse study of the Beebee Station. The design also included protection of existing switch yard and transmission infrastructure, utility terminations, tunnel closures, access road repairs and site restoration.   |  |                              |                            |
| e.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>NYCDOS Incinerator/ Garage Demolition Projects, NY</b>   |   | (2) YEAR COMPLETED   |                              |                            |
|  |   |   | PROFESSIONAL SERVICES<br>2009  | CONSTRUCTION (If Applicable) |                            |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE  |   | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |                            |
|  |   | Senior Project Manager for environmental aspects of this \$15 million program involving detailed site investigations at six former municipal waste incinerators for asbestos and other hazardous materials and a structural evaluation in preparation of demolition design documents and specifications. Responsible for coordinating the field effort and for preparing drawings and specifications for: environmental issues; USTs/ASTs (bulk storage); soil and water contamination; RCRA wastes; residual ash/refractory brick; PCBs; lead paint; and drum waste. Provided management of asbestos/hazardous materials abatement and air monitoring services.  |  |                              |                            |

| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT<br><i>(Complete one Section E for each key person.)</i>          |  |  |  |                              |                           |
|---|--|--|--|------------------------------|---------------------------|
| 12. NAME<br><b>Richard Blanch, PE<br/>Associate Vice President</b>  |  | 13. ROLE IN THIS CONTRACT<br><b>MEP Engineering Manager</b>  |  | 14. YEARS EXPERIENCE         |                           |
|   |  |  |  | a. TOTAL<br>30               | b. WITH CURRENT FIRM<br>3 |
| 15. FIRM NAME AND LOCATION <i>(City and State)</i><br>LiRo Engineers, Inc., Buffalo, NY                                 |  |  |  |                              |                           |
| 16. EDUCATION <i>(Degree and Specialization)</i><br>B.S. Mechanical Engineering   |  | 17. CURRENT PROFESSIONAL REGISTRATION <i>(State and Discipline)</i><br>Professional Engineer, NY   |  |                              |                           |
| 18. OTHER PROFESSIONAL QUALIFICATIONS <i>(Publications, Organizations, Training, Awards, etc.)</i><br>OSHA 10 Certified |  |  |  |                              |                           |
| 19. RELEVANT PROJECTS   |  |  |  |                              |                           |
| a.  | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>ECIDA 768 Delaware Avenue Property Condition Assessment, Buffalo, NY</b>                                |  | (2) YEAR COMPLETED   |                              |                           |
|   |  |  | PROFESSIONAL SERVICES<br>2016  | CONSTRUCTION (If Applicable) |                           |
|   | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE   |  | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |                           |
|   |  | Project Manager - LiRo performed a Property Conditions Assessment for three buildings on the former Red Cross property. The purpose of the assessment was to develop recommendations and budget estimates to improve/repair these facilities and their respective systems. These assessments were used as a guide for budgeting and prioritizing for maintenance and general capital replacement projects; but also to assist the ECIDA in its overall facilities planning effort to determine and budget for future needs. The assessment report was also utilized to determine and support the purchase price of the properties.   |  |                              |                           |
| b.  | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Buffalo Bills, Ralph Wilson Stadium Renovations Construction Observation Services, Orchard Park, NY</b> |  | (2) YEAR COMPLETED   |                              |                           |
|   |  |  | PROFESSIONAL SERVICES<br>2015  | CONSTRUCTION (If Applicable) |                           |
|   | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE   |  | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |                           |
|   |  | Project Manager - During construction of the 2015 Ralph Wilson Stadium Renovations Project, all aspects of construction were observed including conformance with contract documents, and witnessed testing of electrical, fire protection, and piped systems. The project involved multiple structures, including renovations to the existing stadium, training facilities, and a new built team store. Mr. Blanch oversaw the construction observation.   |  |                              |                           |
| c.  | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Niagara Falls State Park, Cave of the Winds Improvements, Niagara Falls, NY</b>                         |  | (2) YEAR COMPLETED   |                              |                           |
|   |  |  | PROFESSIONAL SERVICES<br>2013  | CONSTRUCTION (If Applicable) |                           |
|   | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE   |  | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |                           |
|   |  | Project Manager for architectural and engineering services to the New York State Office of Parks, Recreation and Historic Preservation at Niagara Falls State Park. Work at the historic Cave of the Winds included a detailed Building Condition Assessment and elevator improvements recommendations. This study included recommendations for improvements to the elevator shaft, egress stair and lower tunnel, and recommendations for the restoration of the historic elevator building. This assessment resulted in the approval of \$1.6M in improvements to the aging attraction. Mr. Blanch was the Senior Mechanical Engineer responsible for quality control review and management for the mechanical systems design. |  |                              |                           |
| d.  | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>BNIA- TPAO HVAC Rehabilitation, Cheektowaga, NY</b>   |  | (2) YEAR COMPLETED   |                              |                           |
|   |  |  | PROFESSIONAL SERVICES<br>2009  |                              |                           |
|   | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE   |  | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |                           |
|   |  | Project Manager for mechanical engineering design services assessing the condition of the existing HVAC system for the entire facility located at 175 Aero Drive, Cheektowaga. The building management system was designed for a complete upgrade to current technology. Watts generated design documents to implement the recommended HVAC system enhancements, and provide an asbestos survey and design. Mr. Blanch was the Project Manager responsible for overall coordination and project management of the design team.   |  |                              |                           |
| e.  | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Buffalo Psychiatric Center, Building #37, Stutzman ATC Building Assessment Study, Buffalo, NY</b>       |  | (2) YEAR COMPLETED   |                              |                           |
|   |  |  | PROFESSIONAL SERVICES<br>2007  | CONSTRUCTION (If Applicable) |                           |
|   | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE   |  | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |                           |
|   |  | Mr. Blanch was the Mechanical Engineer responsible for design analysis and engineering. The project surveyed the general arrangement, condition and life expectancy of all mechanical, electrical, plumbing and fire protection systems in conjunction with the property condition survey at the M.A. Stutzman Alcohol Treatment Center. The survey and report were used to plan ongoing building upkeep and future rehabilitation projects for the structure.   |  |                              |                           |



| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT<br><i>(Complete one Section E for each key person.)</i>  |   |  |                              |
|---|---|--|------------------------------|
| 12. NAME<br><b>Jason Colvin</b>   |   | 13. ROLE IN THIS CONTRACT<br><b>HazMat Manager</b>                               |                              |
|   |   | 14. YEARS EXPERIENCE   |                              |
|   |   | a. TOTAL<br>19   | b. WITH CURRENT FIRM<br>18   |
| 15. FIRM NAME AND LOCATION <i>(City and State)</i><br>LiRo Engineers, Inc., Buffalo, NY   |   |  |                              |
| 16. EDUCATION <i>(Degree and Specialization)</i><br>B.S. Environmental Geology/Environmental Science (1999)   |   | 17. CURRENT PROFESSIONAL REGISTRATION <i>(State and Discipline)</i>              |                              |
| 18. OTHER PROFESSIONAL QUALIFICATIONS <i>(Publications, Organizations, Training, Awards, etc.)</i><br>NYSDOL Asbestos Project Monitor, NYSDOL Asbestos Project Designer, NYSDOL Asbestos Inspector, NYSDOL Asbestos Management Planner, NYSDOL Asbestos Air Sampling Technician, USEPA Lead Risk Assessor, OSHA 40 Hazwoper Certified, OSHA 30 Certified, OSHA 10 Certified |   |  |                              |
| 19. RELEVANT PROJECTS   |   |  |                              |
| a.  | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Spaulding Fibre Plant ACM Abatement/Demolition, Tonawanda NY</b>   | (2) YEAR COMPLETED   |                              |
|   |   | PROFESSIONAL SERVICES<br>2011  | CONSTRUCTION (If Applicable) |
|   | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Construction Manager responsible for oversight of contractor ACM abatement and building demolition activities. Responsible for ensuring contractor compliance with all applicable laws, regulations and contract specifications.  | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |
| b.  | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Buffalo Urban Development Corporation – Northland Corridor Redevelopment, Buffalo, NY</b>  | (2) YEAR COMPLETED   |                              |
|   |   | PROFESSIONAL SERVICES<br>2016  | CONSTRUCTION (If Applicable) |
|   | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Senior HazMat Investigator/Designer for the Northland Corridor project, which comprises 12 properties and 50 acres of a former industrial district within the East Delavan-Grider Brownfield Opportunity Area in Buffalo, NY. LiRo has been contracted by the Buffalo Urban Development Corporation to formulate a redevelopment plan for acquiring multiple properties that will eventually lead to returning the Northland Corridor to productive use, attract new businesses, assist with revitalizing the surrounding neighborhood, and provide employment opportunities for nearby residents by creating a new manufacturing hub on Buffalo's East Side. The project includes real estate/ market analysis, SEQR documentation, historical preservation, planning/ transportation/ infrastructure analysis, remediation cost estimating and community participation to culminate in a detailed Redevelopment Plan. | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |
| c.  | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>ESDC Midtown Plaza Phase II Hazardous Materials Survey, Abatement/Demolition Design and Construction Management Services</b>   | (2) YEAR COMPLETED   |                              |
|   |   | PROFESSIONAL SERVICES<br>2010  | CONSTRUCTION (If Applicable) |
|   | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Sr. Environmental Inspector for environmental services for redevelopment of the Midtown Plaza site which is comprised approximately 2 million square feet of building area and a land area of approximately 8.6 acres. Mr. Colvin completed detailed building hazardous materials surveys and inventories which were used to support the demolition design for one of the largest abatement/demolition project conducted in New York State. He was also responsible for QA/QC for the asbestos survey sampling effort and for preparing project Asbestos Survey Reports. He assisted in the development of the asbestos abatement and demolition design documents.  | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |
| d.  | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>ESDC Buffalo Episcopal Church Home, Abatement/Demolition Design and Construction Management Services</b>   | (2) YEAR COMPLETED   |                              |
|   |   | PROFESSIONAL SERVICES<br>2016  |                              |
|   | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Sr. Environmental Inspector for environmental services for redevelopment of the Episcopal Church Home site in Buffalo, NY which is comprised of five separate parcels totaling approximately 3.72 acres containing multiple buildings. Mr. Colvin completed detailed building hazardous materials surveys and inventories which were used to support the design for this abatement/demolition project. He was also responsible for QA/QC for the asbestos survey sampling effort and for preparing project Asbestos Survey Reports. He assisted in the development of the asbestos abatement and demolition design documents.   | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |
| e.  | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>ECHDC Buffalo Memorial Auditorium and Donovan Office Building Construction Management Services, NY</b>   | (2) YEAR COMPLETED   |                              |
|   |   | PROFESSIONAL SERVICES<br>2010  | CONSTRUCTION (If Applicable) |
|   | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Sr. Environmental inspector for environmental projects at the 200,000+ S.F. Buffalo Memorial Auditorium (AUD) and 160,000 S.F. Donovan Office Building (DOB). Responsible for oversight of the abatement and demolition contractors as well as the asbestos air sampling/project monitoring staff related to the environmental remediation work and demolition at the AUD and the DOB in downtown Buffalo, NY.  | <input checked="" type="checkbox"/> Check if project performed with current firm |                              |

| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT<br><i>(Complete one Section E for each key person.)</i>   |  |  |                              |
|--|--|--|------------------------------|
| 12. NAME<br><b>Thomas Fralick, PG</b>  |  | 13. ROLE IN THIS CONTRACT<br><b>Senior Environmental Specialist</b>                                      |                              |
|  |  | 14. YEARS EXPERIENCE   |                              |
|  |  | a. TOTAL<br>30   | b. WITH CURRENT FIRM<br>7    |
| 15. FIRM NAME AND LOCATION <i>(City and State)</i><br>LiRo Engineers, Inc., Buffalo, NY  |  |  |                              |
| 16. EDUCATION <i>(Degree and Specialization)</i><br>B.A. Geology (1979)  |  | 17. CURRENT PROFESSIONAL REGISTRATION <i>(State and Discipline)</i><br>Professional Geologist, NY (2017) |                              |
| 18. OTHER PROFESSIONAL QUALIFICATIONS <i>(Publications, Organizations, Training, Awards, etc.)</i><br>NYSDOL Asbestos Project Monitor, NYSDOL Asbestos Project Air Sampling Technician, OSHA 40 Hazwoper Certified, OSHA 30 Certified, OSHA 10 Certified |  |  |                              |
| 19. RELEVANT PROJECTS  |  |  |                              |
| a.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Buffalo Urban Development Corporation (BUDC) – Northland Corridor Redevelopment, Buffalo, NY</b>  | (2) YEAR COMPLETED   |                              |
|  |  | PROFESSIONAL SERVICES<br>Ongoing   | CONSTRUCTION (If Applicable) |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Environmental Scientist for the Northland Corridor project which comprises 12 properties and 50 acres of a former industrial district within the East Delavan-Grider Brownfield Opportunity Area in Buffalo, NY. LiRo has been contracted by BUDC to formulate a redevelopment plan for acquiring multiple properties that will eventually lead to returning the Northland Corridor to productive use, attract new businesses, assist with revitalizing the surrounding neighborhood, and provide employment opportunities for nearby residents by creating a new manufacturing hub on Buffalo's East Side. The project includes real estate/market analysis, SEQR documentation, historical preservation, planning/transportation/infrastructure analysis, remediation cost estimating, and community participation to culminate in a detailed Redevelopment Plan.  | <input checked="" type="checkbox"/> Check if project performed with current firm                         |                              |
| b.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Beech-Nut Plant, Canajoharie, NY</b>  | (2) YEAR COMPLETED   |                              |
|  |  | PROFESSIONAL SERVICES<br>Ongoing   | CONSTRUCTION (If Applicable) |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>The abandoned Beech-Nut facility, comprising 26.9 acres, is situated in the heart of the Village of Canajoharie, and its central multi-story monolithic structure, visually dominates the community. In order to encourage business/residential investment, infuse energy into the downtown, and transform the adjoining neighborhoods, LiRo is assisting the County and Village with site redevelopment efforts. Mr. Fralick served as an environmental scientist responsible for preparing SEQRA Environmental Assessment for the site.  | <input checked="" type="checkbox"/> Check if project performed with current firm                         |                              |
| c.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Former Trico Plant, NY</b>  | (2) YEAR COMPLETED   |                              |
|  |  | PROFESSIONAL SERVICES<br>2012  | CONSTRUCTION (If Applicable) |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Primary author for the Draft Environmental Impact Statement (DGEIS) for the adaptive reuse of a 2.1 acre, six story, multiple building former manufacturing plant located in a downtown urban location in Buffalo, NY. The facility is listed on the National Registry of Historical Places, is in a state of disrepair, and contained asbestos, lead paint, and other hazardous materials. The proposed plan included partial demolition of the historic structures and incorporation of remaining historical buildings into a new technology center. The project required completion of all aspects of the SEQRA process and submission of a DGEIS that incorporated multiple master plans. The project was completed on a very short schedule.  | <input checked="" type="checkbox"/> Check if project performed with current firm                         |                              |
| d.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Episcopal Church Home Abatement and Demolition, Buffalo, NY</b>   | (2) YEAR COMPLETED   |                              |
|  |  | PROFESSIONAL SERVICES<br>2016  |                              |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Environmental Scientist responsible for the preparation of the Environmental Assessment form for the Episcopal Church Home.  | <input checked="" type="checkbox"/> Check if project performed with current firm                         |                              |
| e.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Rochester Gas and Electric (RG&amp;E) Beebee and Russell Power Station Demolition and Remediation Construction Management, Rochester, NY</b>  | (2) YEAR COMPLETED   |                              |
|  |  | PROFESSIONAL SERVICES<br>2018  | CONSTRUCTION (If Applicable) |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>On-Site inspector for a 23 million dollar decommissioning and remediation of a 7 boiler and 10 turbine coal/fuel fired power plant encompassing 18.3 acres of urban land in the Genesee River gorge. Duties included oversight of environmental staff, review of contractor submittals, change orders, request for information, and work plans. Major tasks included re-routing of utilities (steam, gas, electric city water, sanitary, and storm), abatement following New York State Department of Labor (NYSDOL) Code Rule 56 of friable and non-friable asbestos, removal of polychlorinated biphenyls (PCBs) and oil contaminated materials, and removal of lead and heavy metals. Once the asbestos, metals, oils, CFCs, universal waste, and hazardous wastes were remediated, contained, classified, treated, manifested, and shipped off-site for disposal, Mr. Fralick provided on-site inspection services for the demolition and site restoration. He also proved air sampling and real time monitoring services. | <input checked="" type="checkbox"/> Check if project performed with current firm                         |                              |

| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT<br><i>(Complete one Section E for each key person.)</i>   |  |   |                              |
|--|--|---|------------------------------|
| 12. NAME<br><b>Stephen Frank, PG</b>   |  | 13. ROLE IN THIS CONTRACT<br><b>Environmental Investigation Manager</b>   |                              |
|  |  | 14. YEARS EXPERIENCE  |                              |
|  |  | a. TOTAL<br>29  | b. WITH CURRENT FIRM<br>20   |
| 15. FIRM NAME AND LOCATION <i>(City and State)</i><br>LiRo Engineers, Inc., Buffalo, NY  |  |   |                              |
| 16. EDUCATION <i>(Degree and Specialization)</i><br>B.S. Geology (1986)<br>Post B.S. Studies – Geology, Engineering Geology, and GIS (1989)  |  | 17. CURRENT PROFESSIONAL REGISTRATION <i>(State and Discipline)</i><br>Professional Geologist, NY (2017)<br>National Ground Water Association |                              |
| 18. OTHER PROFESSIONAL QUALIFICATIONS <i>(Publications, Organizations, Training, Awards, etc.)</i><br>OSHA 40 Hr. HAZWOPER, OSHA 30 Hr. Construction Training, OSHA 10 Hr., NJDEP UST Certification-Testing, NJDEP UST Certification-Closure, NJDEP UST Certification-Subsurface Evaluation, American Red Cross Standard First Aid and Adult CPR |  |   |                              |
| 19. RELEVANT PROJECTS  |  |   |                              |
| a.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Spaulding Fibre Plant Environmental Restoration Program, Tonawanda NY</b>   | (2) YEAR COMPLETED  |                              |
|  |  | PROFESSIONAL SERVICES<br>2011   | CONSTRUCTION (If Applicable) |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Project Coordinator responsible for environmental subsurface investigations at a 47-acre former industrial facility. Responsible for development of subsurface investigation work plans, coordination of subcontractor activities, performing subsurface sampling, and interpretation of subsurface conditions and environmental sampling results. Mr. Frank also lead the Project remedial design team effort, developed remedial plans and specifications, provided bid support services, reviewed Contractor submittals and coordinated the site inspection for a \$3 million site remediation/foundation demolition program. The remedial design incorporated onsite crushing and re-use of uncontaminated concrete slabs and foundations to minimize costs for imported fill and worked extensively on site grading plans to limit project imported fill costs.   | <input checked="" type="checkbox"/> Check if project performed with current firm  |                              |
| b.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Buffalo Urban Development Corporation – Northland Corridor Redevelopment, Buffalo, NY</b>   | (2) YEAR COMPLETED  |                              |
|  |  | PROFESSIONAL SERVICES<br>2016   | CONSTRUCTION (If Applicable) |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Senior Environmental Scientist for the Northland Corridor project, which comprises 12 properties and 50 acres of a former industrial district within the East Delavan-Grider Brownfield Opportunity Area in Buffalo, NY. LiRo has been contracted by the Buffalo Urban Development Corporation to formulate a redevelopment plan for acquiring multiple properties that will eventually lead to returning the Northland Corridor to productive use, attract new businesses, assist with revitalizing the surrounding neighborhood, and provide employment opportunities for nearby residents by creating a new manufacturing hub on Buffalo's East Side. The project includes real estate/ market analysis, SEQR documentation, historical preservation, planning/ transportation/ infrastructure analysis, remediation cost estimating and community participation to culminate in a detailed Redevelopment Plan.   | <input checked="" type="checkbox"/> Check if project performed with current firm  |                              |
| c.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>RG&amp;E Beebee and Russell Power Station Demolition and Remediation Design, Rochester NY</b>   | (2) YEAR COMPLETED  |                              |
|  |  | PROFESSIONAL SERVICES<br>2018   | CONSTRUCTION (If Applicable) |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Environmental Project Manager for the demolition and remediation of the retired Beebee Station electric generating station, located on the bank of the Genesee River, and the retired Russell Station coal-fired electric generating station, located at the Southern shore of Lake Ontario. In addition, LiRo conducted an adaptive reuse study of the Beebee Station. The design also included protection of existing switch yard and transmission infrastructure, utility terminations, tunnel closures, access road repairs and site restoration.  | <input checked="" type="checkbox"/> Check if project performed with current firm  |                              |
| d.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Episcopal Church Home Abatement and Demolition, Buffalo, NY</b>   | (2) YEAR COMPLETED  |                              |
|  |  | PROFESSIONAL SERVICES<br>2016   |                              |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Senior Scientist for the Phase I ESA, abatement, demolition, and site stabilization of a former geriatric complex on behalf of the Empire State Development Corporation. Managed the development of Plan and Specifications, prepared the Environmental Assessment form, participated in public forums, and prepared community new letters. Acting as the owners engineer during abatement/demolition, which is ongoing.   | <input checked="" type="checkbox"/> Check if project performed with current firm  |                              |
| e.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>NYCDDC OEGS Requirements Contract for Environmental Services</b>  | (2) YEAR COMPLETED  |                              |
|  |  | PROFESSIONAL SERVICES<br>Ongoing  | CONSTRUCTION (If Applicable) |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Mr. Frank serves as Project Technical Lead and coordinator for work-order based contract to perform Corridor Site Assessments, Phase I/Phase II Environmental Site Assessments (ESAs), spill investigations, hazardous waste investigations, incinerator wastes, and corridor studies in support of NYCDDC property acquisition and corridor rehabilitation projects. The Corridor Site Assessments included a comprehensive review and summary of extensive environmental database search information as well as historical information to determine the potential for contamination and to assign a risk level for each site. More than 150 task orders have been issued and completed including sites with radioactive waste concerns, drummed hazardous wastes, and petroleum wastes. Responsible for coordinating all aspects of the program including scheduling, client/regulatory agency communications, data acquisition, work plan development, oversight of subsurface investigation work, data review, and report preparation. | <input checked="" type="checkbox"/> Check if project performed with current firm  |                              |

| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT<br><i>(Complete one Section E for each key person.)</i>   |   |   |                              |
|--|---|---|------------------------------|
| 12. NAME<br><b>Martin Wesolowski, PE</b>   |   | 13. ROLE IN THIS CONTRACT<br><b>Environmental Engineering Manager</b>   |                              |
|  |   | 14. YEARS EXPERIENCE  |                              |
|  |   | a. TOTAL<br>28  | b. WITH CURRENT FIRM<br>21   |
| 15. FIRM NAME AND LOCATION <i>(City and State)</i><br>LiRo Engineers, Inc., Buffalo, NY  |   |   |                              |
| 16. EDUCATION <i>(Degree and Specialization)</i><br>B.S. Civil Engineering (1991)  |   | 17. CURRENT PROFESSIONAL REGISTRATION <i>(State and Discipline)</i><br>Professional Engineer, NY (1997)<br>Certified Construction Manager |                              |
| 18. OTHER PROFESSIONAL QUALIFICATIONS <i>(Publications, Organizations, Training, Awards, etc.)</i><br>NYSdol Asbestos Project Designer, OSHA 40 Hazwoper, OSHA 30 Certified, OSHA 10 Certified, OSHA Confined Space Entry Certified, SSPC C-3 Certified, Underground Storage Tanks, NYSDEC Class A/B Operator of UST Systems |   |   |                              |
| 19. RELEVANT PROJECTS  |   |   |                              |
| a.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Buffalo Urban Development Corporation – Northland Corridor Redevelopment, Buffalo, NY</b>  | (2) YEAR COMPLETED  |                              |
|  |   | PROFESSIONAL SERVICES<br>2016   | CONSTRUCTION (If Applicable) |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Project Manager for the Northland Corridor project, which comprises 12 properties and 50 acres of a former industrial district within the East Delavan-Grider Brownfield Opportunity Area in Buffalo, NY. LiRo was contracted to formulate a redevelopment plan for acquiring multiple properties that will eventually lead to returning the Northland Corridor to productive use, attract new businesses, assist with revitalizing the surrounding neighborhood, and provide employment opportunities for nearby residents by creating a new manufacturing hub on Buffalo's East Side. The project includes real estate/ market analysis, SEQR documentation, historical preservation, planning/ transportation/ infrastructure analysis, remediation cost estimating and community participation to culminate in a detailed Redevelopment Plan.                 | <input checked="" type="checkbox"/> Check if project performed with current firm  |                              |
| b.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>Spaulding Fibre Plant Environmental Restoration Program, Tonawanda NY</b>  | (2) YEAR COMPLETED  |                              |
|  |   | PROFESSIONAL SERVICES<br>2011   | CONSTRUCTION (If Applicable) |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Project Engineer responsible for environmental subsurface investigations at a 47-acre former industrial facility. Responsible for development of subsurface investigation work plans, coordination of subcontractor activities, performing subsurface sampling, and interpretation of subsurface conditions and environmental sampling results. Mr. Frank also lead the Project remedial design team effort, developed remedial plans and specifications, provided bid support services, reviewed Contractor submittals and coordinated the site inspection for a \$3 million site remediation/foundation demolition program. The remedial design incorporated onsite crushing and re-use of uncontaminated concrete slabs and foundations to minimize costs for imported fill and worked extensively on site grading plans to limit project imported fill costs. | <input checked="" type="checkbox"/> Check if project performed with current firm  |                              |
| c.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>ESDC Midtown Plaza Phase II Hazardous Materials Survey, Abatement/Demolition Design and Construction Management Services</b>   | (2) YEAR COMPLETED  |                              |
|  |   | PROFESSIONAL SERVICES<br>2010   | CONSTRUCTION (If Applicable) |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Senior Engineer for two consecutive work assignments from Empire State Development Corporation (ESDC). The first work assignment involved detailed asbestos and hazardous materials survey for the largest abatement/demolition project currently being conducted in New York State. The Midtown site comprises approximately 2 million square feet of office/retail space on an 8.6 acre block in Downtown Rochester, New York. Mr. Wesolowski managed the development of the site abatement and demolition design documents. LiRo was subsequently awarded a Construction Management work assignment.   | <input checked="" type="checkbox"/> Check if project performed with current firm  |                              |
| d.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>RG&amp;E Beebee and Russell Power Station Demolition and Remediation Design, Rochester NY</b>  | (2) YEAR COMPLETED  |                              |
|  |   | PROFESSIONAL SERVICES<br>2018   |                              |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Project Manager for the demolition and remediation of the retired Beebee Station electric generating station, located on the bank of the Genesee River, and the retired Russell Station coal-fired electric generating station, located at the Southern shore of Lake Ontario. In addition, LiRo conducted an adaptive reuse study of the Beebee Station. The design also included protection of existing switch yard and transmission infrastructure, utility terminations, tunnel closures, access road repairs and site restoration.   | <input checked="" type="checkbox"/> Check if project performed with current firm  |                              |
| e.   | (1) TITLE AND LOCATION <i>(City and State)</i><br><b>NYCDOS Incinerator/Garage Demolition Projects, NY</b>  | (2) YEAR COMPLETED  |                              |
|  |   | PROFESSIONAL SERVICES<br>2009   | CONSTRUCTION (If Applicable) |
|  | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE<br><br>Project Engineer/Design Manager for this \$6.2 million program involving detailed site investigations at two former municipal waste incinerators for a structural evaluation in preparation of demolition design documents and specifications. Responsible for preparation of demolition drawings and specifications. He also performed review of geotechnical report in support of the new building design work for various sites. Geotechnical services included the advancement of borings to assess geotechnical conditions as well as soil and groundwater contamination.  | <input checked="" type="checkbox"/> Check if project performed with current firm  |                              |



| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT  |  |   |                              |
|---|--|---|------------------------------|
| (Complete one Section E for each key person.)   |  |   |                              |
| 12. NAME  | 13. ROLE IN THIS CONTRACT  | 14. YEARS EXPERIENCE  |                              |
| Donald Grinberg, FAIA   | Convention Center planning & design                                  | a. TOTAL  | b. WITH CURRENT FIRM         |
|   |  | 35  | 8                            |
| 15. FIRM NAME AND LOCATION (City and State)   |  |   |                              |
|   |  |   |                              |
| 16. EDUCATION (Degree and Specialization)   |  | 17. CURRENT PROFESSIONAL REGISTRATION (State and Discipline)  |                              |
| B.A., (mcl) Harvard College (Architectural Sciences), and MArch, Harvard Graduate School of Design (Architecture)   |  | Massachusetts: Architecture (#4478)   |                              |
| Bouwkundig Ingenieur (Ir), Delft University of Technology (Architecture and Urban Design)   |  |   |                              |
| 18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)   |  |   |                              |
| Fellow, American Institute of Architects<br>Allied Member, International Association of Venue Managers<br>Society of Architectural Historians; (former) Urban Land Institute  |  | Numerous professional design awards and speaking engagements about convention center industry;<br>Author of book and several articles about Dutch housing |                              |
| 19. RELEVANT PROJECTS   |  |   |                              |
| a.  | (1) TITLE AND LOCATION (City and State)                              | (2) YEAR COMPLETED  |                              |
|   | Kentucky International Convention Center Expansion<br>Louisville, KY | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|   | 2018   | 2018  |                              |
| (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm  |  |   |                              |
| 55,000 SF of new exhibit space contiguous with existing; new 40,000 SF multi-purpose ballroom; renovation of existing meeting space. Three-level facility on very tight downtown site. New entrances and pre-function space. Construction cost: \$180m. Project Role: Specialty Consultant as convention center programming, planning and design expert to local firm EOP and design architect HOK.   |  |   |                              |
| b.  | (1) TITLE AND LOCATION (City and State)                              | (2) YEAR COMPLETED  |                              |
|   | Lexington Convention Center/Rupp Arena<br>Lexington, KY              | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|   | 2019 (current)   | 2021 (currently underway)   |                              |
| (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm  |  |   |                              |
| New convention center replacing smaller existing one; integrated with 23,500-seat Rupp Arena which is being renovated. Multi-level convention center includes 100,000 SF exhibition hall, 25,000 SF multi-purpose ballroom, and 30,000 SF of meeting space. Projected construction cost: \$210m. Project Role: Convention center programming, planning and design as consultant to NBBJ (prime and design architect) and EOP (local architect).                                   |  |   |                              |
| c.  | (1) TITLE AND LOCATION (City and State)                              | (2) YEAR COMPLETED  |                              |
|   | Alliant Energy Center Master Plan<br>Madison, WI                     | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|   | 2018   | N/A   |                              |
| (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm  |  |   |                              |
| Recommended conceptual solution for adding 50,000 SF of exhibit space and 30,000 SF of multi-purpose ballroom/meeting space to existing exhibit hall. New main kitchen on upper level, with new entrances, landscaping and hotel connection planned for future expansion. Project cost: TBD. Project Role: Convention Center expert on Perkins + Will master planning team that proposed improvements throughout the entire mixed-use/multi-purpose campus.                       |  |   |                              |
| d.  | (1) TITLE AND LOCATION (City and State)                              | (2) YEAR COMPLETED  |                              |
|   | Amarillo Civic Center Expansion Master Plan<br>Amarillo, TX          | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|   | 2012   | N/A   |                              |
| (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm  |  |   |                              |
| Master plan and concept design for convention center expansion and renovation. New 75,000 SF exhibit hall and conversion of existing hall into new 30,000 SF ballroom. Part of a larger complex that includes an arena and performing arts center; new arena proposed nearby. Construction cost: TBD. Project Role: Existing facility analysis, convention center programming and concept design as consultant to local firm DPS.   |  |   |                              |
| e.  | (1) TITLE AND LOCATION (City and State)                              | (2) YEAR COMPLETED  |                              |
|   | San Diego Convention Center Expansion<br>San Diego, CA               | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|   | 2001   | 2001  |                              |
| (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input type="checkbox"/> Check if project performed with current firm   |  |   |                              |
| 292,000 SF of new on-grade exhibition space; 25,000 SF multi-purpose ballroom and 30,000 SF of meeting space on second level above exhibition hall, with new central kitchen. Functional, systems and aesthetic continuity with existing center. Construction cost: \$215m. Project Role: Project Director for HNTB (former firm) as design architect, consultant to local architect-of-record Tucker Sadler. Also served on Phase III expansion due diligence study team (2010). |  |   |                              |

| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT  |   |  |                              |
|---|---|--|------------------------------|
| (Complete one Section E for each key person.)   |   |  |                              |
| 12. NAME  | 13. ROLE IN THIS CONTRACT   | 14. YEARS EXPERIENCE   |                              |
| Barbara A. Campagna, FAIA, LEED AP BD+C   | Historic Preservation   | a. TOTAL   | b. WITH CURRENT FIRM         |
|   |   | 33   | 8                            |
| 15. FIRM NAME AND LOCATION (City and State)   |   |  |                              |
| Barbara A. Campagna/Architecture + Planning, PLLC, 514 Main Street, #201, Buffalo, New York 14202   |   |  |                              |
| 16. EDUCATION (DEGREE AND SPECIALIZATION)   |   | 17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) |                              |
| M.S./1986/Historic Preservation<br>B.P.S./1984/Architecture   |   | 1992/Architecture/NY   |                              |
| 18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)   |   |  |                              |
| Barbara has worked for the past 31 years as an architect, planner and historian – reinventing and restoring historic and existing buildings. She is the recipient of the National AIA Young Architect of the Year Award 2002 and was elevated to Fellowship in the AIA in 2009 as “the leading national architect and policymaker for the integration of preservation values into green building practices.” She was the co-founder and architectural leader of the National Trust for Historic Preservation’s Sustainability Program and was the President of APT International from 2005-2007 and chaired the APT 50 <sup>th</sup> Anniversary conference in Buffalo in 2018 (held at the BNCC). She was the first Executive Director of the Landmark Society of the Niagara Frontier in Buffalo, ran her own architecture firm for many years in NYC, served as the Regional Historic Preservation Officer for the Northwest Region of the General Services Administration and from 2006-2011 was the Chief Architect for the 29 historic sites operated by the National Trust for Historic Preservation. Barbara started her firm in 2011, BAC/A+P, which brings together all of her experiences – as both a consultant and client – to create a firm that occupies a unique niche in both the historic preservation and green building fields. She is an expert in strategic and master planning and successfully completing the complex regulatory reviews of local, state and national projects; has developed innovative mitigation programs for Section 106 projects and has expertise in investment rehabilitation tax credit projects as both a consultant and a client/owner. Barbara is an expert in the preservation and modernization of modern heritage including landmarks from the Brutalism era. |   |  |                              |
| 19. RELEVANT PROJECTS   |   |  |                              |
| a.  | (1) TITLE AND LOCATION (City and State)                                 | (2) YEAR COMPLETED   |                              |
|   | ECC City Campus Skylight Restoration, Buffalo, NY                       | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|   | Preservation Architect  | 2019-present   |                              |
| (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm  |   |  |                              |
| Technical preservation, regulatory and design review for historic 1901 skylight at former U. S. Post Office. \$__ M project cost, \$25,000 consulting fee. Client: Cannon Design/Erie County  |   |  |                              |
| b.  | (1) TITLE AND LOCATION (City and State)                                 | (2) YEAR COMPLETED   |                              |
|   | Northland Corridor Redevelopment, 683 Northland Avenue - Rehabilitation | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|   | Preservation Architect  | 2016-present   |                              |
| (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm  |   |  |                              |
| Rehabilitation of 1910-1981 Niagara Machine & Tool Works factory and adaptive use as a work force training center. Preservation architecture consulting and preparation of historic preservation tax credit application. Client: Watts A &E/BUDC, \$60 M project cost. \$300,000 consulting fees.   |   |  |                              |
| c.  | (1) TITLE AND LOCATION (City and State)                                 | (2) YEAR COMPLETED   |                              |
|   | Creedmoor Psychiatric Center, Queens, NY, Buildings 21 & 70             | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|   | Preservation Architect  | 2018-present   |                              |
| (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm  |   |  |                              |
| Adaptive reuse of two patient buildings into transitional housing. Technical preservation, regulatory and design review for both buildings. Client: Cannon Design/DASNY, \$30 M project cost, \$50,000 consulting fees.   |   |  |                              |
| d.  | (1) TITLE AND LOCATION (City and State)                                 | (2) YEAR COMPLETED   |                              |
|   | Jesse Lee Home, Anchorage, AK   | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|   | Preservation Architect  | 2013-present   |                              |
| (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm  |   |  |                              |
| Preservation and sustainability services for rehabilitation of historic 1926 orphanage into a high school leadership school. \$40M project cost, \$25,000 consulting fee, phase 1.  |   |  |                              |
| e.  | (1) TITLE AND LOCATION (City and State)                                 | (2) YEAR COMPLETED   |                              |
|   | Lee H. Nelson Hall, Natchitoches, LA                                    | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|   | Preservation Architect  | 2016 - present   |                              |
| (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm  |   |  |                              |
| Preparation of Preservation & Sustainability Management Plan for historic headquarters of National Center for Preservation Training & Technology (NCPTT). Client: NCPTT, National Park Service, \$2 M project cost, \$25,000 consulting fee for Phase 1.  |   |  |                              |



| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT  |   |  |                              |
|---|---|--|------------------------------|
| (Complete one Section E for each key person.)   |   |  |                              |
| 12. NAME  | 13. ROLE IN THIS CONTRACT   | 14. YEARS EXPERIENCE   |                              |
| Catherine M. Styn   | Structural Engineer   | a. TOTAL   | b. WITH CURRENT FIRM         |
|   |   | 31   | 31                           |
| 15. FIRM NAME AND LOCATION (City and State)<br>Siracuse Engineers, PC 808 Main St. Buffalo, NY  |   |  |                              |
| 16. EDUCATION (Degree and Specialization)   |   | 17. CURRENT PROFESSIONAL REGISTRATION (State and Discipline)   |                              |
| State University of New York at Buffalo<br>Bachelor of Science in Civil Engineering 1987  |   | New York / 1992 / Professional Engineer<br>Ohio / 2012 / Professional Engineer<br>Pennsylvania / 2012 / Professional Engineer<br>New Jersey / 2015 / Professional Engineer |                              |
| 18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)   |   |  |                              |
| American Society of Civil Engineers, New York State Society of Professional Engineers, American Institute of Steel Construction   |   |  |                              |
| 19. RELEVANT PROJECTS   |   |  |                              |
| a.  | (1) TITLE AND LOCATION (City and State)   | (2) YEAR COMPLETED   |                              |
|   | Gateway Building at Lancaster Square<br>Buffalo, NY                                 | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|   | (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE             | 2018   |                              |
|   | <input type="checkbox"/> Check if project performed with current firm               |  |                              |
| The mixed use facility is a \$13M, 70,000 square foot building with commercial space occupying the first floor and residential units on the upper five floors. Construction is scheduled to begin soon.   |   |  |                              |
| b.  | (1) TITLE AND LOCATION (City and State)   | (2) YEAR COMPLETED   |                              |
|   | Erie County Industrial Development Agency - Net-Zero Energy Building<br>Buffalo, NY | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|   | (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE             | In progress  |                              |
|   | <input type="checkbox"/> Check if project performed with current firm               |  |                              |
| The ECIDA "Net-Zero" energy building is a \$25M, 101,000 sq. ft. structure design to be LEED Platinum certified. The building includes 51,000 sq. ft. of light manufacturing space and 25,000 sq. ft. of green commercial office space. The project is still under design.      |   |  |                              |
| c.  | (1) TITLE AND LOCATION (City and State)   | (2) YEAR COMPLETED   |                              |
|   | Buffalo State College - Bishop Hall<br>Buffalo, NY                                  | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|   | (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE             | 2016   |                              |
|   | <input type="checkbox"/> Check if project performed with current firm               |  |                              |
| Buffalo State College's growing student population necessited the conversion of Bishop Hall into a 204 bed residential facility. Originally designed as classrooms and offices, the \$16.1M project includes complete renovations to the approximately 45,000 sq. ft. building. |   |  |                              |
| d.  | (1) TITLE AND LOCATION (City and State)   | (2) YEAR COMPLETED   |                              |
|   | Clarence Town Court, NY State Police Zone HQ & Erie County Sheriff<br>Clarence, NY  | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|   | (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE             | 2016   |                              |
|   | <input type="checkbox"/> Check if project performed with current firm               |  |                              |
| In order to meet the growing demands of the State Police, Erie County Sheriff, and Clarence Town Courts, this project is a \$6.8M, 18,900 sq. ft. facility.   |   |  |                              |
| e.  | (1) TITLE AND LOCATION (City and State)   | (2) YEAR COMPLETED   |                              |
|   | Corning Community College - Health and Education Complex<br>Corning, NY             | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable) |
|   | (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE             | 2016   |                              |
|   | <input type="checkbox"/> Check if project performed with current firm               |  |                              |
| The Health and Education Complex at CCC is a \$6M, 21,000 sq. ft. facility that will house the college's nursing and health education programs.   |   |  |                              |

| E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT   |  |   |                              |
|--|--|---|------------------------------|
| (Complete one Section E for each key person.)  |  |   |                              |
| 12. NAME   | 13. ROLE IN THIS CONTRACT  | 14. YEARS EXPERIENCE  |                              |
| Dale T. Cich, P.E.   | Structural Engineer  | a. TOTAL  | b. WITH CURRENT FIRM         |
|  |  | 42  | 27                           |
| 15. FIRM NAME AND LOCATION (City and State)<br>Siracuse Engineers PC, 808 Main Street, Buffalo, NY 14202   |  |   |                              |
| 16. EDUCATION (Degree and Specialization)  |  | 17. CURRENT PROFESSIONAL REGISTRATION (State and Discipline)        |                              |
| State University of NY at Buffalo<br>Bachelor of Science in Civil Engineering - Structures   |  | New York - Engineer - 059082<br>Washington - Civil Engineer - 28420 |                              |
| 18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)  |  |   |                              |
| Membership - American Institute of Steel Construction, Membership - American Concrete Institute<br>Membership - National Society of Professional Engineers   |  |   |                              |
| 19. RELEVANT PROJECTS  |  |   |                              |
| a.   | (1) TITLE AND LOCATION (City and State)  | (2) YEAR COMPLETED  |                              |
|  | RalphWilson Stadium Improvements - Operations Bldg, Orchard Park, NY             | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|  | (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE          | 2014  |                              |
|  | <input checked="" type="checkbox"/> Check if project performed with current firm |   |                              |
| Structural engineering & drafting for 12,000 SF single-story pre-engineered Operations Building. Design of Caisson foundations and reinforced concrete structural slab to accomodate Erie County maintenance vehicles. |  |   |                              |
| b.   | (1) TITLE AND LOCATION (City and State)  | (2) YEAR COMPLETED  |                              |
|  | RWS Improvements - Tunnel Interview Room, Orchard Park, NY                       | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|  | (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE          | 2013  |                              |
|  | <input checked="" type="checkbox"/> Check if project performed with current firm |   |                              |
| Structural engineering & drafting to accomodate new tunnel ramp, platforms, & stairs for Interview Room.   |  |   |                              |
| c.   | (1) TITLE AND LOCATION (City and State)  | (2) YEAR COMPLETED  |                              |
|  | Ralph Wilson Stadium Speaker Clusters - 2013, Orchard Park, NY                   | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|  | (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE          | 2013  |                              |
|  | <input checked="" type="checkbox"/> Check if project performed with current firm |   |                              |
| Structural engineering & drafting for support of speaker clusters on North Tower #2 and South Tower #4.  |  |   |                              |
| d.   | (1) TITLE AND LOCATION (City and State)  | (2) YEAR COMPLETED  |                              |
|  | Ralph Wilson Stadium Solar Module Installation, Orchard Park, NY                 | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|  | (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE          | 2016  |                              |
|  | <input checked="" type="checkbox"/> Check if project performed with current firm |   |                              |
| Structural engineering for anchorage of Lumos solar modules at Dugout Suites.  |  |   |                              |
| e.   | (1) TITLE AND LOCATION (City and State)  | (2) YEAR COMPLETED  |                              |
|  | ECC Exterior Restoration - City Campus, Buffalo, NY                              | PROFESSIONAL SERVICES   | CONSTRUCTION (If applicable) |
|  | (3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE          | 2017  |                              |
|  | <input checked="" type="checkbox"/> Check if project performed with current firm |   |                              |
| Structural engineering & drafting for complete rebuilding of exterior stone at the North Entrance to the Old Post Office Building and rehabilitation of the sidewalk transformer vaults.                               |  |   |                              |



#### E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

*(Complete one Section E for each key person.)*

|                   |                           |                      |                            |
|-------------------|---------------------------|----------------------|----------------------------|
| 12. NAME          | 13. ROLE IN THIS CONTRACT | 14. YEARS EXPERIENCE |                            |
| Michael Gluc, MAI | Appraiser                 | a. TOTAL<br>40       | b. WITH CURRENT FIRM<br>22 |

15. FIRM NAME AND LOCATION (City and State)

Northeastern Appraisal Assoc. Commercial, Inc. - Amherst, NY

---

16. EDUCATION (*Degree and Specialization*)

17. CURRENT PROFESSIONAL REGISTRATION (State and Discipline)

MAI, Member, Appraisal Institute (Certification #9820)

18. OTHER PROFESSIONAL QUALIFICATIONS (*Publications, Organizations, Training, Awards, etc.*)

- Certified New York State General Real Estate Appraiser, ID#46-4723
- Certified New York State Department of Transportation General Real Estate Appraiser
- President, WNY-Ontario Appraisal Institute, 1999

## 19. RELEVANT PROJECTS

| (1) TITLE AND LOCATION <i>(City and State)</i> | (2) YEAR COMPLETED    |                                     |
|--|-----------------------|-------------------------------------|
|  | PROFESSIONAL SERVICES | CONSTRUCTION <i>(If applicable)</i> |
| Various  |                       |                                     |

(3) BRIEF DESCRIPTION (*Brief scope, size, cost, etc.*) AND SPECIFIC ROLE☒ Check if project performed with current firm

**a.**

Prepared and Participated in Appraisals for:

AAA  
Kenmore Mercy Hospital  
Acquest Development  
Key Bank, N.A.  
AllFirst Mortgage Corp.  
KPMG Peat Marwick  
American Express Financial  
Largo Capital Group  
Arbor Capital  
Legg Mason Real Estate Services  
AT&T Capital Corp.  
Liberty Bank  
Bank of America  
M & T Bank  
Benchmark Financial Group, Inc  
Merrill Lynch Credit Corporation  
Benderson Development Co., Inc.  
NFTA  
Buffalo Urban Renewal Agency  
NY Quadel  
Canandaigua National Bank & Trust Co.  
Northwest Savings Bank  
Canada Life  
PNC Bank  
Chrysler Corporation  
Pepsi Bottling Group  
Ciminelli Development Co.  
Phillips, Lytle, Hitchcock, Blaine & Huber  
Citibank (New York State, N.A.)

Pizza Hut of America  
 Citizens Bank  
 Rich Products  
 City of Buffalo  
 Rockville Bank  
 Community Preservation Corp. (CPC)  
 Sanwa Business Credit Corporation  
 DuPont  
 Savings Bank of Utica  
 Embanque Capital Corporation  
 Sovran Companies  
 Evans Bank, N.A.  
 Small Business Administration (SBA)  
 Five Star Bank  
 St. Bonaventure College  
 First Niagara Bank  
 StanCorp Mortgage Investors, LLC  
 GMAC  
 Trocaire College  
 Hodgson Russ  
 Uniland Development Co., Inc.  
 H.W.D. Funding Corporation  
 US Dept. of Housing & Urban Development (HUD)  
 HSBC  
 United States Post Office  
 Interbay Funding  
 UPS Capital Business Credit  
 Iskalo Development  
 Wells Fargo

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified.)

Complete one Section F for each project.)

20. EXAMPLE PROJECT  
KEY NUMBER

1

|   |  |  |
|---|--|--|
| 21. TITLE AND LOCATION (City and State)<br><br><b>Buffalo Niagara Convention Center<br/>Buffalo, NY</b> | 22. YEAR COMPLETED                             |  |
|   | PROFESSIONAL SERVICES<br><b>2018</b>           | CONSTRUCTION (If applicable)<br><b>N/A</b>         |
| 23. PROJECT OWNER'S INFORMATION   |  |  |
| a. PROJECT OWNER<br><b>Erie Department of Environment<br/>and Planning Authority</b>                    | b. POINT OF CONTACT NAME<br><b>Julie Barry</b> | c. POINT OF CONTACT PHONE #<br><b>716.858.6043</b> |

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (Include scope, size, and cost)

Erie County is seeking new opportunities to increase the impact of the convention and hospitality industries in Buffalo. The market area has seen significant changes and growth in the last two decades and it faced enhanced competition from both in-state and national markets. FXCollaborative worked with a team led by HVS Convention, Sports & Entertainment Facilities Consulting that provided market analysis, concepts designs, and feasibility and site recommendations to Erie County for the Buffalo Niagara Convention Center, intended to determine size and needs of a new or expanded center.

FXCollaborative's primary role was the evaluation of expansion and alternate sites. The analysis steps included an estimation of the required gross enclosed area of the project, an evaluation of the existing facility, an expansion site and an alternate site, the preparation of building organization diagrams to best respond to the building program on the expansion and alternate sites, and finally, the preparation of preliminary order-of-magnitude cost estimates for the two options identified.

After thorough research and analysis, the team ultimately recommended expanding convention center function space to approximately twice the size of the existing building in a state-of-the-art development, and that such an expansion cannot be accomplished on the current BNCC site.

Foit-Albert's scope of work involved local coordination with Erie County and other stakeholders, gathering data, touring the BNCC, possible expansion and development sites, existing conditions, civil engineering consideration and code requirements.

## 25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

|    |   |   |  |
|----|---|---|--|
| a. | (1) FIRM NAME<br><b>FXCollaborative Architects, LLP</b> | (2) FIRM LOCATION (City and State)<br><b>New York, NY</b> | (3) ROLE<br><b>Urban and Concept Design</b>              |
| b. | (1) FIRM NAME<br><b>Foit-Albert Associates</b>          | (2) FIRM LOCATION (City and State)<br><b>Buffalo, NY</b>  | (3) ROLE<br><b>Site Analysis, Design Team Management</b> |
| c. | (1) FIRM NAME<br><b>Donald Grinberg</b>                 | (2) FIRM LOCATION (City and State)<br><b>Boston, MA</b>   | (3) ROLE<br><b>Convention Center Programing</b>          |

Legend:

- Exhibition
- Ballroom
- Meeting Rooms
- Pre-Function
- Vertical Circulation
- Retail / Restaurant
- BOH / Support
- Loading Dock
- Terrace

Top Diagram: EXPANDED BNCC

Bottom Diagram: HSBC SITE



F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM’S QUALIFICATIONS FOR THIS CONTRACT  
(Present as many projects as requested by the agency, or 10 projects, if not specified.  
Complete one Section F for each project.)

20. EXAMPLE PROJECT KEY NUMBER  
2

| 21. TITLE AND LOCATION (City and State)                              | 22. YEAR COMPLETED   |  |
|--|--|--|
|  | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable)   |
| <b>John B. Hynes Veterans Memorial Convention Center, Boston, MA</b> | <b>2016</b>  | <b>N/A</b>   |
| 23. PROJECT OWNER'S INFORMATION                                      |  |  |
| a. PROJECT OWNER<br><b>Massachusetts Convention Center Authority</b> | b. POINT OF CONTACT NAME<br><b>Fred Peterson, former Deputy Director Massachusetts Convention Center Authority</b> | c. POINT OF CONTACT PHONE #<br><b>786.276.2600 (current: General Director Miami Beach Convention Center)</b> |

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (Include scope, size, and cost)

FXCollaborative provided design services to support the Massachusetts Convention Center Authority as it developed and undertook implementation of a comprehensive strategic plan for the John B. Hynes Veterans Memorial Convention Center (“Hynes”) in Boston. The Hynes is unique among the nation’s convention centers because of its prime location and its strong relationship to its immediate neighborhood.

Our primary role was to prepare a Strategic Development Plan that prioritized infrastructure projects and provided a “road map” to achieving the vision and goals identified by the client and design team during Phase 1.

The first phase of the Strategic Development Plan focused on gaining a thorough understanding of the Hynes Convention Center’s existing conditions, needs, and opportunities. The center’s location in Back Bay, adjacent to the Prudential Center, provides a special benefit, allowing the Center to market itself as part of a larger, complementary complex. Looking beyond the physical context, research pertaining to the cultural context and industry trends was carried out to understand different market expectations and needs that the center faces, and to shed light on the broader social factors that are affecting clients’ expectations.



25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

|    |   |   |  |
|----|---|---|--|
| a. | (1) FIRM NAME<br><b>FXCollaborative Architects, LLP</b> | (2) FIRM LOCATION (City and State)<br><b>New York, NY</b> | (3) ROLE<br><b>Master Planning and Conceptual Design</b> |
| b. | (1) FIRM NAME<br><b>Donald Grinberg</b>                 | (2) FIRM LOCATION (City and State)<br><b>Boston, MA</b>   | (3) ROLE<br><b>Convention Center Programming</b>         |

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM’S QUALIFICATIONS FOR THIS CONTRACT  
(Present as many projects as requested by the agency, or 10 projects, if not specified.  
Complete one Section F for each project.)

20. EXAMPLE PROJECT KEY NUMBER  
3

| 21. TITLE AND LOCATION (City and State)                          | 22. YEAR COMPLETED   |  |
|--|--|--|
|  | PROFESSIONAL SERVICES  | CONSTRUCTION (If applicable)                       |
| <b>The Javits Center Renovation &amp; Expansion New York, NY</b> | <b>2014 (Phase I)</b>  | <b>2014 (Phase 1)</b>                              |
| 23. PROJECT OWNER'S INFORMATION                                  |  |  |
| a. PROJECT OWNER<br><b>Empire State Development Corporation</b>  | b. POINT OF CONTACT NAME<br><b>Alan Steel, President/CEO The Javits Center</b> | c. POINT OF CONTACT PHONE #<br><b>212.216.2000</b> |

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (Include scope, size, and cost)

Located on the far west side of Manhattan, the Javits Center is New York City’s primary venue for trade shows and conventions. The first phase of the revitalization plan included: reworking the entry plaza to create pedestrian friendly landscaped urban space, improved truck marshaling and storage, updating the building enclosure with a new high-performance curtain wall and skylights, a highly insulating 6.75-acre green roof, and new mechanical and electrical systems that reduce energy consumption by 26%. Renovated interior spaces improve occupant interaction, operational efficiency, and adaptability. Improved natural light, interior/exterior landscaping, and wayfinding systems greatly enhance the visitor experience. FXCollaborative collaborated with Epstein on this prestigious, award-winning project, which achieved LEED Silver Certification.

The second phase proposes a design-build expansion to the north of the existing convention center. FXCollaborative completed a concept design and prepared bridging documentation for the project, which is expected to be completed in 2018.

Scope: Renovation: Planning/Urban Design, Full Architectural and Interior Design Services  
Expansion: Concept Design, Bridging  
Documents Size: 1,800,000 SF (Phase I)  
Cost: \$463,000,000 (Phase I)

Select Awards  
2015 American Institute of Architects—New York Chapter, Committee on the Environment, Honorable Mention  
2014 AIA Chicago Distinguished Building Award  
2014 Building Design + Construction, Reconstruction Award  
2014 Environmental Design + Construction, Excellence in Design Awards



25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

|    |   |   |  |
|----|---|---|--|
| a. | (1) FIRM NAME<br><b>FXCollaborative Architects, LLP</b> | (2) FIRM LOCATION (City and State)<br><b>New York, NY</b> | (3) ROLE<br><b>Architecture, Sustainable Design, Interiors</b> |
|----|---|---|--|



F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM’S QUALIFICATIONS FOR THIS CONTRACT  
(Present as many projects as requested by the agency, or 10 projects, if not specified.  
Complete one Section F for each project.)

20. EXAMPLE PROJECT KEY NUMBER  
4

| 21. TITLE AND LOCATION (City and State)<br><b>Kentucky International Convention Center, Louisville, KY</b> | 22. YEAR COMPLETED   |  |
|--|--|--|
|  | PROFESSIONAL SERVICES<br><b>2018</b>                                       | CONSTRUCTION (If applicable)<br><b>2018</b>        |
| 23. PROJECT OWNER’S INFORMATION  |  |  |
| a. PROJECT OWNER<br><b>Kentucky State Fair Board</b>   | b. POINT OF CONTACT NAME<br><b>Rip Rippetoe, former Executive Director</b> | c. POINT OF CONTACT PHONE #<br><b>619.525.5101</b> |

24.BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (Include scope, size, and cost)

This project adds approximately 55,000 SF of contiguous exhibition space to bring the total to 200,000 SF, a new 40,000 multi-purpose ballroom, a central kitchen, administration offices and other support spaces. The project also includes extensive reconfiguration and renovation of existing meeting rooms, mechanical, electrical and IT system upgrades, new restrooms, and elevator/escalator replacement.



The project is on a very tight, multi-block downtown urban site, and to accommodate the building program some of the upper level pre-function space extended over the sidewalk below. The new and expanded spaces of the center connect seamlessly with the portion of the existing center that was renovated or preserved.

On the exterior, a new façade for the expansion creates a high degree of transparency, a new image for the building, and ties in nicely with the portion of the existing façade that was preserved. Built within the footprint of the existing convention center, the expansion involved the demolition and replacement of the original structure that was obsolete. The new expansion ties in seamlessly with the previously expanded portion of the facility. Significant cost savings were achieved by using existing foundations and the ground floor slab. The construction cost was \$180 million.

Don Grinberg Role: consulting as senior convention center programming, planning and design expert to EOP Architects (prime) of Louisville/Lexington in association with HOK/Chicago (design architect).

25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

|    |   |   |  |
|----|---|---|--|
| a. | (1) FIRM NAME<br><b>Donald Grinberg</b> | (2) FIRM LOCATION (City and State)<br><b>Boston, MA</b> | (3) ROLE<br><b>Consulting architect for convention center programming, planning and desg</b> |
|----|---|---|--|

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM’S QUALIFICATIONS FOR THIS CONTRACT  
(Present as many projects as requested by the agency, or 10 projects, if not specified.  
Complete one Section F for each project.)

20. EXAMPLE PROJECT KEY NUMBER  
5

| 21. TITLE AND LOCATION (City and State)<br><b>Northland Belt Corridor Buffalo, NY</b> | 22. YEAR COMPLETED                                    |  |
|---|---|--|
|   | PROFESSIONAL SERVICES<br><b>2016</b>                  | CONSTRUCTION (If applicable)                             |
| 23. PROJECT OWNER’S INFORMATION   |   |  |
| a. PROJECT OWNER<br><b>Buffalo Urban Development Corp.</b>                            | b. POINT OF CONTACT NAME<br><b>Mr. David Stebbins</b> | c. POINT OF CONTACT PHONE #<br><b>716.856.6525 x 114</b> |

24.BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (Include scope, size, and cost)

The Northland Corridor project comprised 12 properties and 35 acres of a former industrial district within the East Delavan-Grider Brownfield Opportunity Area in Buffalo, NY. LiRo was contracted by the Buffalo Urban Development Corporation to formulate a redevelopment plan for multiple properties that lead to returning the Northland Light Industrial Corridor to productive use. Attracting new businesses, assisting with revitalizing the surrounding neighborhood, and providing employment opportunities for nearby residents by creating a new manufacturing hub on Buffalo's East Side.

LiRo evaluated existing building conditions on each site, environmental clean-up requirements/costs, current and anticipated market conditions, applicable municipal land use regulations, development priorities, stakeholder/community input, phasing constraints and other relevant considerations. The deliverables for the project included building condition assessment reports with detailed building rehabilitation cost estimates, traffic and planning studies, real estate/market analysis, and historic building supporting documentation for the State Historic Preservation Office (SHPO). LiRo was also providing SEQRA environmental Assessment and community outreach support for the project. LiRo used the various studies to develop a cost-effective and implementable Redevelopment Plan that recommended which buildings could be saved and which buildings would best be demolished, evaluated requirements to rehabilitate the saved buildings, identified what environmental remediation was required, and identified target tenants. LiRo also documented existing infrastructure including utilities servicing each site and developed concept site plans for City Planning Board Approval of the redevelopment of parcels related to the Workforce Training Center. Along with preparing abatement/environmental cleanup design documents for an



early bid package for the Workforce Training Center. LiRo also evaluated one of the buildings for the feasibility of a lean manufacturing facility layout consisting of equipment layout and material flow for a potential tenant.

25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

|    |  |  |                                 |
|----|--|--|---------------------------------|
| a. | (1) FIRM NAME<br><b>Liro Engineers, Inc.</b> | (2) FIRM LOCATION (City and State)<br><b>Buffalo, NY</b> | (3) ROLE<br><b>Prime</b>        |
| b. | (1) FIRM NAME<br><b>Foit-Albert</b>          | (2) FIRM LOCATION (City and State)<br><b>Buffalo, NY</b> | (3) ROLE<br><b>Architecture</b> |

| G. KEY PERSONNEL PARTICIPATION IN EXAMPLE PROJECTS              |  |  |   |   |   |   |   |   |   |   |    |
|---|--|--|---|---|---|---|---|---|---|---|----|
| 26. NAMES OF KEY PERSONNEL<br><i>(From Section E, Block 12)</i> | 27. ROLE IN THIS CONTRACT<br><i>(From Section E, Block 13)</i> | 28. EXAMPLE PROJECTS LISTED IN SECTION F<br><i>(Fill in "Example Projects Key" section below before completing table. Place "X" under project key number for participation in same or similar role.)</i> |   |   |   |   |   |   |   |   |    |
|   |  | 1  | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Gwen Howard, RA, LEED AP  | Principal-in-Charge  | X  |   |   |   | X |   |   |   |   |    |
| Michael Bray, AIA   | Project Manager  | X  |   |   |   |   |   |   |   |   |    |
| Gustavo Rodriguez, AIA, CODIA, LEED AP                          | Design Partner   | X  | X | X |   |   |   |   |   |   |    |
| Michael Buesing, AIA, LEED AP, CPHD                             | Project Manager  | X  | X | X |   |   |   |   |   |   |    |
| Donlad Grinberg, FAIA   | Convention Center Planning and Design Expert                   | X  | X |   | X |   |   |   |   |   |    |
| Richard Blanch, PE  | MEP Engineering Manager  |  |   |   |   |   |   |   |   |   |    |
| Jason Colvin  | HazMat Manager   |  |   |   |   | X |   |   |   |   |    |
| Thomas Fralick, PG  | Senior Environmental Specialist                                |  |   |   |   | X |   |   |   |   |    |
| Stephen Frank, PG   | Environmental Investigation Manager                            |  |   |   |   | X |   |   |   |   |    |
| Robert Kreuzer, PG  | Principal  |  |   |   |   | X |   |   |   |   |    |
| Martin Wesolowski, PE   | Environmental Engineering Manager                              |  |   |   |   | X |   |   |   |   |    |
|   |  |  |   |   |   |   |   |   |   |   |    |
|   |  |  |   |   |   |   |   |   |   |   |    |
|   |  |  |   |   |   |   |   |   |   |   |    |
|   |  |  |   |   |   |   |   |   |   |   |    |
|   |  |  |   |   |   |   |   |   |   |   |    |
|   |  |  |   |   |   |   |   |   |   |   |    |
|   |  |  |   |   |   |   |   |   |   |   |    |
|   |  |  |   |   |   |   |   |   |   |   |    |
|   |  |  |   |   |   |   |   |   |   |   |    |
|   |  |  |   |   |   |   |   |   |   |   |    |
|   |  |  |   |   |   |   |   |   |   |   |    |

| 29. EXAMPLE PROJECTS KEY |  |        |  |
|--------------------------|--|--------|--|
| NUMBER                   | TITLE OF EXAMPLE PROJECT <i>(From Section F)</i>   | NUMBER | TITLE OF EXAMPLE PROJECT <i>(From Section F)</i> |
| 1                        | Buffalo Niagara Convention Center                  | 6      |  |
| 2                        | John B. Hynes Veterans Memorial Convention Center  | 7      |  |
| 3                        | The Javits Center Renovation & Expansion           | 8      |  |
| 4                        | Kentucky International Convention Center Expansion | 9      |  |
| 5                        | Northland Beltline Corridor Project                | 10     |  |

H. ADDITIONAL INFORMATION

30. PROVIDE ANY ADDITIONAL INFORMATION REQUESTED BY THE AGENCY. ATTACH ADDITIONAL SHEETS AS NEEDED.

MANPOWER COMMITMENT (ORGANIZATIONAL CHART ATTACHED IN PART I)

Foit-Albert Associates carefully considers our workload prior to taking on new assignments and we meet weekly to confirm that we have distributed and balance the work at hand to our talented staff. We maintain a portfolio of assignments, both large and small, to sustain a firm of our size, but we have ample capacity to assure that this project will fit into our current work load. The Architecture team has several large, longer term projects underway which include:

- Gates Circle Townhouses, Buffalo NY, \$12mm construction, 1 month remaining in CD's, 3 staff
- Amtrak Station, NYS DOT Design Build, station only \$5mm construction, 3 months remaining in CD's, 3 staff
- University at Buffalo Lab renovations, University at Buffalo Facilities, \$5mm construction, just initiated programming, 1 staff
- LaGuardia Airport, Delta Airlines renovations, numerous projects in various phases, 2 staff
- Buffalo Zoo Reptile House, construction near complete, \$3.5mm construction, 1 staff
- Explore & More Children's Museum, construction near complete, \$4mm interior fit out, 1 staff

Foit-Albert currently has two open contracts with Erie County:

- Botanical Gardens House 1, 4, 7, 10, 11 & 12 Renovations - ECDPW
- Pontiac Road - Phases I-IV - ECDPW

REFERENCES

David Stebbins  
Buffalo Urban Development Corp.  
(716) 362-8378  
dstebbins@ecidany.com  
SEE ATTACHED NORTHLAND BELT CORRIDOR PROJECT

Alan Steel  
President/CEO  
The Javits Center  
(212) 216-2000  
SEE ATTACHED JAVITS CENTER RENOVATION & EXPANSION PROJECT

Thomas Hazinski  
HVS  
Managing Director  
Convention-Sports-Entertainment, Chicago  
(312) 587-9900  
thazinski@hvs.com  
SEE ATTACHED BUFFALO NIAGARA CONVENTION CENTER PROJECT



H. ADDITIONAL INFORMATION

30. PROVIDE ANY ADDITIONAL INFORMATION REQUESTED BY THE AGENCY. ATTACH ADDITIONAL SHEETS AS NEEDED.

QUALITY ASSURANCE AND CONTROL

Quality assurance and quality control includes more than checking for errors and omissions. It is a company-wide approach aimed at assuring clients that work is being done properly, on time, and on schedule. Foit-Albert Associates has developed a set of procedures for maintaining quality control and quality assurance throughout a project. These are documented in the Project Manager Manual and Production Manual. This set of documents describes established protocols from document naming to internal approval for release of bid documents. While Project Managers are ultimately responsible for directly enforcing compliance with the procedures, other checks are also built in to the system.

Prior to assigning a project number, Project Managers are required to fill out and submit a detailed breakdown of the project. This breakdown includes key contact information, a description of the scope of work, and several other metrics used to track project progress.

Prior to bidding and formal phased review submissions, Project Managers are required to submit documentation to in-house QA/QC reviewers. Formal QA/QC review is conducted by a Principal or Senior Architect who is not directly involved with the project. At a minimum the QA/QC submission includes drawings, specifications, the code review checklist, the QA/QC sign-off sheet and a detailed description of the project scope elements. Advanced reviews may also include copies of the contract, program/MOU and other information that helps establish the project intent. Foit-Albert Associates Principals also conduct spot checks and formal review meetings with Project Managers.

In addition to the company’s formal policies, several other less formal programs and procedures have been developed to foster improved quality. Bi-weekly in-house staff training is offered to all staff. This program encourages staff with special skills to share their knowledge with others, promoting general education and inter-disciplinary understanding. Foit-Albert Associates also offers about twelve to eighteen “lunch and learn” sessions each year. These lunch-time seminars expose staff to current codes and standards, new products and technology, and industry practices on a wide range of topics.

Foit-Albert Associates Architecture team has developed a strategy to reinforce client quality assurance. Senior Architecture Project Managers meet at least weekly (outside general staff meeting) to memorialize deadlines, review schedules and allocate or adjust staffing as needed. This includes planning time for formal QC/QC document reviews. A long-term approach is used to anticipate and proactively address potential conflicts, ensuring that all client deadlines and commitments are met. Projections and deadlines are posted for staff review.

M/WBE UTILIZATION PLAN (CERTIFICATION LETTERS ATTACHED)

As a certified MBE firm, Foit-Albert Associates understands the significance of leveraging Minority and Women Owned Businesses (M/WBE’s) on every project. While some our chosen subconsultants for this proposal are certified Minority and Women Owned Businesses, they have established themselves in their disciplines and merit consideration based on their own qualifications. We are confident that we assemble a team, including M/WBE’s, that is highly qualified to complete the project. We are committed to not only meeting, but often exceeding, the diversity goals for participation for products and services. We are proud of the sacrifices made for our Country by the men and women of our armed forces. We look to promote Service Disabled Veteran Owned Businesses (SDVOB) in addition to our MWBE Partners. Commitment to diversity is part of our firm culture. The special talents and the diversity of a project team are not only beneficial to the project and educational for all team members; it broadens our view and makes us more well-rounded professionals.

|                    |       |        |
|--------------------|-------|--------|
| Foit-Albert        | MBE   | 20.16% |
| Siracuse Engineers | WBE   | 4.35%  |
| Trophy Point       | SDVOB | 9.02%  |
| BAC A+P            | WBE   | 5.69%  |



County of Erie  
Mark Poloncarz  
County Executive  
Division of Equal Employment Opportunity  
RE-Certification Letter

Jesse L. Burnette  
Director

July 19, 2018

Foit Albert Associates, Architecture, Engineering and Surveying, P.C.  
295 Main Street Suite 200  
Buffalo, New York 14203

Dear Mr. Carballada:

The County of Erie & City of Buffalo Joint Certification Committee has completed its review and evaluation of your application for certification as a bona-fide Minority Business Enterprise. Your application is approved for the original trade only.

Based upon the information provided by your firm, the Joint Certification Committee has determined that your company is owned, controlled and operated by Minority Owned Enterprise in accordance with the definition set forth by the County of Erie Local Law No. 1-1987. Consequently, certification of Foit Albert Associates, Architecture, Engineering and Surveying, P.C. is hereby granted to provide the following services:

- Architecture, civil, structural and environmental, and land surveying services

This certification is recognized by the following agencies and authorities: The County of Erie, City of Buffalo, Buffalo Sewer Authority, Buffalo Board of Education and Buffalo Municipal Housing Authority.

The Joint Certification Committee must be notified in writing of any changes which may affect the ownership, control and operation of the business and of any restructuring, which includes the issuance of stock, changes in the bylaws or any other changes affecting the proprietorship of the business.

Your certification expires on July 21, 2021, however; certification may be revoked or suspended by the Joint Certification Committee for reasonable cause.

Please be advised that the Joint Certification Committee has been revised its current Rules and Regulations. The new Rules and Regulations have been published on the EEO website, <http://www2.erie.gov/eoo/>.

Respectfully,

Jesse L. Burnette  
Erie County & City of Buffalo  
Joint Certification Committee

CC: Joint Certification Committee Members

RATH BUILDING 95 FRANKIN STREET ROOM 625 BUFFALO, NY 14202 (716) 858-7542





County of Erie  
**Mark Poloncarz**  
County Executive  
Division of Equal Employment Opportunity  
**Certification Letter**

Jesse L. Burnette  
Director

January 18, 2018

Barbara A. Campagna / Architecture + Planning, PLLC  
514 Main Street, Suite 201  
Buffalo, New York 14202

Dear Ms.Campagna:

The County of Erie & City of Buffalo Joint Certification Committee has completed its review and evaluation of your application for certification as a bona-fide WBE. Your application is approved for the original trade only.

Based upon the information provided by your firm, the Joint Certification Committee has determined that your company is owned, controlled and operated by Women in accordance with the definition set forth by the County of Erie Local Law No. 1-1987. Consequently, certification of Barbara Campagna / Architecture + Planning PLLC is hereby granted to provide the following services:

- Architecture and Historic Preservation

This certification is recognized by the following agencies and authorities: The County of Erie, City of Buffalo, Buffalo Sewer Authority, Buffalo Board of Education and Buffalo Municipal Housing Authority.

The Joint Certification Committee must be notified in writing of any changes which may affect the ownership, control and operation of the business and of any restructuring, which includes the issuance of stock, changes in the bylaws or any other changes affecting the proprietorship of the business.

Your certification expires on January 21, 2021. However, certification may be revoked or suspended by the Joint Certification Committee for reasonable cause.

Please **be advised that the Joint Certification Committee has been revised its current Rules and Regulations. The new Rules and Regulations have been published on the EEO website, <http://www2.erie.gov/eoo/>.**

Respectfully,

Jesse L. Burnette  
Erie County & City of Buffalo  
Joint Certification Committee

CC: Joint Certification Committee Members

County of Erie, Rath Building EEO Office Room 625, 95 Franklin St. Buffalo, New York 14202, 716-858-7542



June 25, 2015

File ID: 58646

Ms Catherine Styn  
Siracuse Engineers PC  
808 Main St.  
Buffalo, NY 14202-1501

Dear Ms Catherine Styn:

The New York State Department of Economic Development, Division of Minority and Women's Business Development (DMWBD) has completed its review of your application for State Certification as a Women Business Enterprise (WBE). We have determined that your firm meets eligibility requirements for certification, pursuant to New York State Executive Law, Article 15-A.

On behalf of the DMWBD, we are pleased to inform you that the firm of Siracuse Engineers PC has been granted status as a **Women Business Enterprise (WBE)**. In our effort to help you have the broadest possible reach, your business will be listed in the State's Directory of Certified Businesses with the codes listed on the following page.

Certification status is not intended to imply that the State of New York guarantees your company's capability to perform on State contracts, nor does it imply that your company is guaranteed any State business.

**Be advised that your certification expires 3 years from the date of this letter or unless you are contacted by this Office for recertification.** We will notify you when your company should submit its application for recertification.

Please remember that any changes in your company that affect ownership, and/or managerial and/or operational control must be reported to this office within thirty (30) days of such changes. These include changes to company name, business address, telephone numbers, principal products/services, and bonding capacity.

If your certification is questioned by any public or private entity, please direct the inquiry to this Office for clarification. Thank you for your cooperation. On behalf of the State of New York, I wish you luck in your business endeavors, particularly those involving State agencies.

Sincerely,

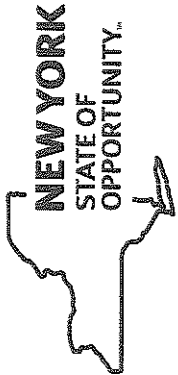
Bette Yee  
Director of Certification Operations

June 25, 2015

File ID: 58646

Siracuse Engineers PC will be listed in New York State's Directory of Certified Businesses with the following list of codes for products and services:

ESD-C-0241: ENGINEERING CONSULTANTS  
ESD-I-0638: ENGINEERING - STRUCTURAL  
ESD-I-2328: ENGINEERING - CONSTRUCTION  
NAICS-541330: ENGINEERING SERVICES  
633 Third Avenue New York New York 10017 Tel 212 803 2414  
Web Site: [www.esd.ny.gov/MWBE/html](http://www.esd.ny.gov/MWBE/html)



Office of  
General Services

Division of Service-Disabled  
Veterans' Business Development

# Trophy Point, LLC

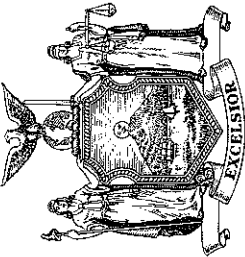
Is hereby certified as a  
New York State Service-Disabled Veteran-Owned  
Small Business (SDVOB)  
January 27, 2017

161355

Control Number



Director  
Division of Service-Disabled Veterans'  
Business Development



Andrew M. Cuomo  
Governor

January 26, 2022  
Expiration Date



Commissioner  
New York State  
Office of General Services



|  |                         |  |    |  |   |                                  |
|--|-------------------------|--|----|--|---|----------------------------------|
| ARCHITECT-ENGINEER QUALIFICATIONS<br>PART II – GENERAL QUALIFICATIONS<br><i>(If a firm has branch offices, complete for each specific branch office seeking work.)</i> |                         |  |    | 1. Solicitation Number (if any)<br><br>1926VF                                |   |                                  |
| 2A. FIRM (or Branch Office) NAME<br><br>FOIT-ALBERT ASSOCIATES<br>Architecture, Engineering and Surveying, P.C.  |                         |  |    | 3. YEAR ESTABLISHED<br><br>1977  | 4. UNIQUE ENTITY IDENTIFIER<br><br>08-8427059 |                                  |
|  |                         |  |    | 5. OWNERSHIP<br><br>A. TYPE<br>Professional Corp                             |   |                                  |
| 2B. STREET<br><br>295 Main Street, Suite 200   |                         |  |    | B. SMALL BUSINESS STATUS<br>Small Business MBE/DBE                           |   |                                  |
| 2C. CITY<br>Buffalo  | 2D. STATE<br>New York   | 2E. ZIP<br>14203                             |    | 7. NAME OF FIRM (if block 2a is a branch office)                             |   |                                  |
| 6A. POINT OF CONTACT NAME AND TITLE<br><br>Gerard J. Sentz, P.E., Vice President, Engineering  |                         |  |    |  |   |                                  |
| 6B. TELEPHONE NUMBER<br>(716) 856-3933   |                         | 6C. E-MAIL ADDRESS<br>gsentz@foit-albert.com |    |  |   |                                  |
| 8A. FORMER FIRM NAME(S) (if any)   |                         |  |    | 8B. YR. ESTABLISHED  | 8C. UNIQUE ENTITY IDENTIFIER                  |                                  |
| 9. EMPLOYEES BY DISCIPLINE   |                         |  |    | 10. PROFILE OF FIRM'S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST 5 YEARS |   |                                  |
| a. Function Code   | b. Discipline           | c. No. of Employees<br>(1) Firm (2) Branch   |    | a. Profile Code  | b. Experience                                 | c. Revenue Index No. (see below) |
| 02   | Administrative          | 10   | 7  | A06  | Airports,Terminals,Hangars,Freight            | 5                                |
| 06   | Architect               | 9  | 8  | A08  | Animal Facilities                             | 5                                |
| 08   | CADD Technician         | 17   | 15 | B01  | Barracks; Dormitories                         | 3                                |
| 12   | Civil Engineer          | 8  | 4  | B02  | Bridges                                       | 5                                |
| 15   | Construction Inspector  | 9  | 4  | C11  | Community Facilities                          | 2                                |
| 24   | Environmental Scientist | 3  | 1  | E02  | Educational Facilities; Classrooms            | 4                                |
| 37   | Interior Designer       | 1  | 1  | E09  | Envir Impact Studies; Assessments             | 2                                |
| 38   | Land Surveyor           | 7  | 6  | E13  | Envir Testing and Analysis                    | 2                                |
| 39   | Landscape Architect     | 1  | 1  | G01  | Garages; Vehicle Maint., Parking Decks        | 3                                |
| 57   | Structural Engineer     | 4  | 3  | H07  | Highways;Streets;Airfield Paving;Lots         | 5                                |
| 60   | Transportation Engineer | 3  | 2  | H08  | Historical Preservation                       | 2                                |
|  |                         |  |    | H09  | Hospital & Medical Facilities                 | 3                                |
|  |                         |  |    | I05  | Interior Design; Space Planning               | 2                                |
|  |                         |  |    | I06  | Irrigation; Drainage                          | 2                                |
|  |                         |  |    | J01  | Judicial and Courtroom Facilities             | 3                                |
|  |                         |  |    | L02  | Land Surveying                                | 4                                |
|  |                         |  |    | O01  | Office Buildings; Industrial Parks            | 3                                |
|  |                         |  |    | P06  | Planning (Site, Installation, Project)        | 4                                |
|  |                         |  |    | P11  | Postal Facilities                             | 3                                |
|  |                         |  |    | R04  | Recreation Facilities (Parks, Marinas)        | 2                                |
|  | Other Employees         |  |    | R06  | Rehabilitation (Buildings; Structures)        | 4                                |
| Total  |                         | 72   | 52 | R12  | Roofing                                       | 4                                |
| 11. ANNUAL AVERAGE PROFESSIONAL SERVICE REVENUES OF FIRM FOR LAST 3 YEARS (insert revenue index number shown at right)   |                         | PROFESSIONAL SERVICES REVENUE INDEX NUMBER   |    |  |   |                                  |
| a. Federal Work  | 4                       | 1. Less than \$100,000                       |    | 6. \$2 million to less than \$5 million                                      |   |                                  |
| b. Non-Federal Work  | 7                       | 2. \$100,000 to less than \$250,000          |    | 7. \$5 million to less than \$10 million                                     |   |                                  |
| c. Total Work  | 7                       | 3. \$250,000 to less than \$500,000          |    | 8. \$10 million to less than \$25 million                                    |   |                                  |
|  |                         | 4. \$500,000 to less than \$1 million        |    | 9. \$25 million to less than \$50 million                                    |   |                                  |
|  |                         | 5. \$1 million to less than \$2 million      |    | 10. \$50 million or greater  |   |                                  |
| 12. AUTHORIZED REPRESENTATIVE - The foregoing is a statement of fact   |                         |  |    |  |   |                                  |
| A. SIGNATURE   |                         | DATE: 5/13/19                                |    |  |   |                                  |
| C. NAME AND TITLE Gregory R. Carballada, President   |                         |  |    |  |   |                                  |



**SCHEDULE A**

**PROPOSER CERTIFICATION**

The undersigned agrees and understands that this proposal and all attachments, additional information, etc. submitted herewith constitute merely an offer to negotiate with the County of Erie (the "County") and is NOT A BID. Submission of this proposal, attachments, and additional information shall not obligate or entitle the proposing entity to enter into a service agreement with the County for the required services. The undersigned agrees and understands that the County is not obligated to respond to this proposal nor is it legally bound in any manner whatsoever by the submission of same. Further, the undersigned agrees and understands that any and all proposals and negotiations shall not be binding or valid against the County, its directors, officers, employees or agents unless an agreement is signed by a duly authorized County officer and, if necessary, approved by the Erie County Legislature, the Office of the County Attorney and/or the Erie County Fiscal Stability Authority.


It is understood and agreed that the County reserves the right to reject consideration of any and all proposals including, but not limited to, proposals which are conditional or incomplete. It is further understood and agreed that the County reserves all rights specified in the Request for Proposals (RFP).

It is understood and agreed that the undersigned, prior to entering into an agreement with Erie County, will provide proof of insurance in accordance with the instructions herein.

It is represented and warranted by those submitting this proposal that except as disclosed in the proposal, no officer or employee of the County is directly or indirectly a party to or in any other manner interested in this proposal or any subsequent service agreement that may be entered into.

Foit-Albert Associates, Architecture, Engineering & Surveying , P.C.

*Proposer Company Name*

By:  *Name and Title*

Gregory Carballa, AIA, LEED AP  
President

Date: May 10, 2019

**SCHEDULE B**

**ERIE COUNTY EQUAL PAY CERTIFICATION**

In order to comply with Executive Order 13 dated November 6, 2014, we hereby certify that we are in compliance with federal law, including the Equal Pay Act of 1963, Title VII of the Civil Rights Act of 1964, Federal Executive Order 11246 of September 24, 1965 and New York State Labor Law Section 194 (together "Equal Pay Law"). We understand that this certification is a material component of this contract. Violation of the provisions of Executive Order 13, which is attached hereto and made a part hereof, can constitute grounds for the immediate termination of this contract and may constitute grounds for determining that a bidder is not qualified to participate in future county contracts.

We have evaluated wages and benefits to ensure compliance with the Equal Pay Law. We certify that we have not been the subject of an adverse finding under the Equal Pay Law within the previous five years and, in the alternative, if we were the subject of an adverse finding under the Equal Pay Law within the previous five years, we have annexed a detailed description of the finding(s). In addition, we have annexed a detailed description of any currently pending claims under the Equal Pay Law in which we are involved.

  
Signature

**Verification**

**A) OWNER/PARTNERSHIP**

STATE OF \_\_\_\_\_ )  
COUNTY OF \_\_\_\_\_ ) SS:

\_\_\_\_\_, being duly sworn, states he or she is the owner of (or a partner in) \_\_\_\_\_, and is making the foregoing Certification and that the statements and representations made in the Certification are true to his or her own knowledge.

Sworn to before me this \_\_\_\_\_ Day of \_\_\_\_\_, 20\_\_

\_\_\_\_\_  
Notary

**B) CORPORATE**

STATE OF New York )  
COUNTY OF Erie ) SS:

Gregory R. Carballada, being duly sworn, states that he or she is the  
Name of Corporate Officer  
President, of Foit-Albert Associates,  
Title of Corporate Officer Name of Corporation

the enterprise making the foregoing Certification, that he or she has read the Certification and knows its contents, that the statements and representations made in the Certification are true to his or her own knowledge, and that the Certification is made at the direction of the Board of Directors of the Corporation.

Sworn to before me this 10<sup>th</sup> Day of May, 2019

  
Notary

CHRISTY R. STOEBE  
NOTARY PUBLIC, STATE OF NEW YORK  
QUALIFIED IN ERIE COUNTY  
My Commission Expires 10/20/20

SCHEDULE E

RATES OF SERVICE

Proposers submitting proposals must include a rate card depicting titles and hourly rates of the personnel planned to fulfill the needs of this contract.

| <div><div><div><div>FoitAlbert</div><div>ASSOCIATES</div><div>Architecture. Engineering. Surveying. Environmental.</div></div><div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div></div><div>Foit-Albert Associates, Architecture, Engineering &amp; Surveying, P.C.</div></div> <div>Through 2019</div> |             |
|---|-------------|
| TITLE   | HOURLY RATE |
| Principal   | \$135       |
| Project Manager   | \$101       |
| Project Architect   | \$75        |

| <div><div><div><div>fxcollaborative</div></div><div>FA Collaborative</div></div><div>Through 2019</div></div> |             |
|---|-------------|
| TITLE   | HOURLY RATE |
| Principal   | \$240       |

| <div><div><div><div>Donald Grinberg, FAIA</div><div>Architecture</div><div>+</div><div>Planning</div><div>+</div></div></div><div>Through 2019</div></div> |             |
|--|-------------|
| TITLE  | HOURLY RATE |
| Principal  | \$270       |

| <div><div><div><div>BAC</div><div>[A+P]</div></div><div>Barbara Campagna, FAIA, FAPT, LEED AP BD+C</div></div><div>Through 2019</div></div> |             |
|---|-------------|
| TITLE   | HOURLY RATE |
| Principal   | \$200       |

SCHEDULE E

RATES OF SERVICE

Proposers submitting proposals must include a rate card depicting titles and hourly rates of the personnel planned to fulfill the needs of this contract.


| <div><div><div><div>Siracuse</div><div>Engineers PC</div><div>Catherine M. Styn, PE   Dale T. Cich, PE   Darren K. Geibel, PE   Principals<br/>Julie A. Marwin, PE   Associate</div></div></div><div>Billable Rates</div><div>Effective January 1, 2019 through December 31, 2019</div></div> |             |
|---|-------------|
| Job / Description   | Hourly Rate |
| Principal Engineer / Officer  | \$160.00    |
| Engineer (PE)   | \$105.00    |
| Engineer (EIT)  | \$75.00     |
| Senior Drafter  | \$80.00     |
| Drafter   | \$70.00     |
| Clerical  | \$60.00     |

| <div><div><div><div>The LiRo Group</div></div><div>Through 2019</div></div></div> |  |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
|---|--|-----------|----------------------|-----------|----------|---------------------|----------|-----------------------|----------|-------------------------|----------|---------------------|----------|-------------------------|----------|---------------------|---------|--------------------|----------|----------------|---------|--------------------------------|----------|------------------------------------|---------|-----------------------------------|---------|-----------------|---------|
| <div><div><div></div></div></div>   | <table><tr><th>Personnel</th><th>Billable Hourly Rate</th></tr><tr><td>Principal</td><td>\$185.00</td></tr><tr><td>Engineering Manager</td><td>\$175.00</td></tr><tr><td>Environmental Manager</td><td>\$140.00</td></tr><tr><td>Sr. Electrical Engineer</td><td>\$152.00</td></tr><tr><td>Electrical Engineer</td><td>\$102.00</td></tr><tr><td>Sr. Mechanical Engineer</td><td>\$148.00</td></tr><tr><td>Mechanical Engineer</td><td>\$95.00</td></tr><tr><td>Sr. Civil Engineer</td><td>\$150.00</td></tr><tr><td>Civil Engineer</td><td>\$88.00</td></tr><tr><td>Senior Environmental Scientist</td><td>\$112.50</td></tr><tr><td>Environmental Scientists/Geologist</td><td>\$85.00</td></tr><tr><td>Environmental Inspectors/Monitors</td><td>\$72.00</td></tr><tr><td>CAD Technicians</td><td>\$66.00</td></tr></table> | Personnel | Billable Hourly Rate | Principal | \$185.00 | Engineering Manager | \$175.00 | Environmental Manager | \$140.00 | Sr. Electrical Engineer | \$152.00 | Electrical Engineer | \$102.00 | Sr. Mechanical Engineer | \$148.00 | Mechanical Engineer | \$95.00 | Sr. Civil Engineer | \$150.00 | Civil Engineer | \$88.00 | Senior Environmental Scientist | \$112.50 | Environmental Scientists/Geologist | \$85.00 | Environmental Inspectors/Monitors | \$72.00 | CAD Technicians | \$66.00 |
| Personnel   | Billable Hourly Rate   |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
| Principal   | \$185.00   |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
| Engineering Manager   | \$175.00   |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
| Environmental Manager   | \$140.00   |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
| Sr. Electrical Engineer   | \$152.00   |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
| Electrical Engineer   | \$102.00   |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
| Sr. Mechanical Engineer   | \$148.00   |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
| Mechanical Engineer   | \$95.00  |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
| Sr. Civil Engineer  | \$150.00   |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
| Civil Engineer  | \$88.00  |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
| Senior Environmental Scientist  | \$112.50   |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
| Environmental Scientists/Geologist  | \$85.00  |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
| Environmental Inspectors/Monitors   | \$72.00  |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |
| CAD Technicians   | \$66.00  |           |                      |           |          |                     |          |                       |          |                         |          |                     |          |                         |          |                     |         |                    |          |                |         |                                |          |                                    |         |                                   |         |                 |         |

**SCHEDULE E**


**RATES OF SERVICE**

Proposers submitting proposals must include a rate card depicting titles and hourly rates of the personnel planned to fulfill the needs of this contract.



## Trophy Point 2019 Commercial Rates

| Job Title                       | Billable Rate |
|---------------------------------|---------------|
| President / Principal           | \$195         |
| Vice President / Sr. Estimator  | \$155         |
| Sr. Project Manager / Estimator | \$155         |
| Sr. Mechanical Estimator        | \$130         |
| Mechanical Estimator            | \$82          |
| Sr. Electrical Estimator        | \$118         |
| General Construction Estimator  | \$98          |



*Michael Gluc, MAI*

*Through 2019*

| TITLE            | HOURLY RATE  |
|------------------|--------------|
| <i>Principal</i> | <i>\$275</i> |





**FoitAlbert**  
A S S O C I A T E S  
Architecture. Engineering. Surveying.

**LOCATIONS**

295 MAIN STREET  
BUFFALO, NEW YORK 14203  
(716) 856-3933

HANOVER SQUARE  
435 NEW KARNER ROAD  
ALBANY, NEW YORK 12205  
(518) 452-1037

215 WEST 94TH STREET  
SUITE 517  
NEW YORK, NY 10025  
(212) 372-4813