ERIE COUNTY

REQUEST FOR PROPOSAL (RFP)
TO PROVIDE
AFFORDABLE HOUSING PROJECT
EVALUATION SERVICES

RFP# 2021-021VF

March 12, 2021

Thomas R. Hersey, Jr.
Department of Environment and Planning
EDWARD A. RATH COUNTY OFFICE BUILDING
95 FRANKLIN STREET
BUFFALO, NEW YORK 14202
COUNTY OF ERIE, NEW YORK
REQUEST FOR PROPOSALS ("RFP")
RFP #2021-021VF

TO PROVIDE AFFORDABLE HOUSING PROJECT EVALUATION SERVICES

I. INTRODUCTION

The County of Erie, New York (the "County") is currently seeking Proposal Statements from qualified firms interested in providing affordable housing project evaluation services.

Proposers interested in providing said service are invited to respond to this request.

It is the County's intent to select the Proposer that provides the best solution for the County's needs.

The County reserves the right to amend this RFP. The County reserves the right to reject any or all of the proposals, or any part thereof, submitted in response to this RFP, and reserves the right to waive formalities, if such action is deemed to be in the best interest of the County. The County reserves the right to request additional information from any proposer. The County reserves the right to award negotiated contracts to one or more proposers.

This RFP is not intended and shall not be construed to commit the County to pay any costs incurred in connection with any proposal or to procure or contract with any firm.

The County will only contract with firms that do not discriminate against employees or applicants for employment because of race, creed, color, national origin, sex, age, disability, marital status, sexual orientation, citizenship status or any other status protected by New York State and Federal laws.

II. PROPOSAL PROCEDURES

A. ANTICIPATED SCHEDULE OF PROPOSAL

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

Issue RFP: March 12, 2021

Proposals Due: April 9, 2021

Selection Made: April 23, 2021 (14) days following due date
B. GENERAL REQUIREMENTS

1. Each proposal shall be prepared simply and economically avoiding the use of elaborate promotional materials beyond what is sufficient to provide a complete, accurate and reliable presentation.

2. One (1) original and five (5) copies shall be submitted. Proposals MUST be signed. Unsigned proposals will be rejected.

3. Submission of the proposals shall be directed to:

   Paul D’Orlando, Principal Contract Monitor
   Erie County Department of Environment and Planning
   Edward A. Rath County Office Building
   95 Franklin Street, Room 1014
   Buffalo, New York 14202

   All proposals must be delivered to the above office on or before April 9, 2021 at 4:00 p.m. Proposals received after the above date and time will not be considered. The County is under no obligation to return proposals.

4. Requests for clarification of this RFP must be written and submitted to Paul D’Orlando at Erie County Department of Environment and Planning, Edward A. Rath County Office Building, 95 Franklin Street, Room 1014, Buffalo, New York 14202 no later than 4:00 p.m. on Friday, March 26, 2021. Formal written responses will be distributed by the County on or before April 1, 2021. NO COMMUNICATIONS OF ANY KIND WILL BE BINDING AGAINST THE COUNTY EXCEPT FOR THE FORMAL WRITTEN RESPONSES TO ANY REQUEST FOR CLARIFICATION.

5. Proposers may be required to give an oral presentation to the County to clarify or elaborate on the written proposal. Those proposers will be notified to arrange specific times.

6. 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.

7. Certified Minority Business Enterprise/Women's Business Enterprise (MBE/WBE) proposers should include the Erie County certification letter with the proposal.

8. If proposer is a Veteran Owned Business, proposer should include letter indicating company is 51% or more Veteran-owned.
9. Proposers are encouraged to attend the optional pre-proposal call-in meeting which will be held at 10:00 am on March 18, 2021. Attendees will call 716-858-2468, enter Meeting #6409 and Attendee Access Code 3690.

All proposers submitting proposals must include a cost proposal in a separate sealed envelope clearly labeled with the proposer name, due date of proposal, proposal name (“Affordable Housing Project Evaluation Services” RFP #2021-021VF) and Cost Proposal.

III. SCOPE OF PROFESSIONAL SERVICES REQUIRED

A. Scope of Services: The will be responsible for the following:

Preparation of Project Assessment Reports which includes an analysis of the Erie County Community Development funded projects relative to the HOME grant for Underwriting, Developer Capacity, Fiscal Soundness of the Developer and Market Need. The report shall also review the capacity of applicable Community Housing Development Organizations (CHDO) to undertake projects and to determine the CHDO status of applicant organizations. Services will also include analysis of current HOME grant regulations as they pertain to HUD Project Jurisdictions.

B. Proposal Fee: The engagement shall be on an hourly rate basis. For purposes of this RFP the firm should submit a listing of hourly rates to be utilized through May 1, 2025.

C. Compensation for Services: The amount budgeted for the term of the contract is $20,000.

D. Similar Engagements: The firm shall submit a description of projects related in nature to this request and prepared by professional staff that will be assigned to the project.

E. Team Members and Project Manager: The proposal shall list all individuals who will work on the projects as well as the project manager. Include the hourly rate for assigned staff.

F. References: A minimum of two professional references including names and telephone numbers shall be included in the proposal.

G. Evidence of any proposed MBE/WBE firm participation in the engagement.

H. Identification of the primary contact person.

I. Miscellaneous:

1. Selection Process: A committee of officials representing the Erie County Department of Environment and Planning, and Erie
County Community Development Block Grant Urban County Consortium will review the proposals against the following criteria:

a) Experience of the firm in performing similar engagements;
b) Reasonableness of fee;
c) Quality of proposal relative to style, comprehensiveness and content;
d) Reference checks;
e) Performance at interview (if required).

The above selection criteria are provided to assist proposers and are not meant to limit other considerations which may become apparent during the course of the selection process.

I. **Time Period:** The term of the contract will be for a four (4) year period beginning on May 1, 2021 and terminating on May 1, 2025. The County, in its sole discretion, may extend the agreement beyond the initial term for up to one (1) additional year at the same prices and conditions.

J. **Copies:** One (1) original and five (5) copies of each proposal are required. Submit all copies to: Paul J. D’Orlando, Principal Contract Monitor, no later than 4:00 p.m. on April 9, 2021.

**ERIE COUNTY CONTACT**

Mr. Paul J. D’Orlando, Principal Contract Monitor, Erie County Department of Environment and Planning, Edward A. Rath County Office Building, 95 Franklin Street, Room 1014, Buffalo, New York 14202 (Tel.) 716-858-2194.

**CAVEATS**

A. Erie County Department of Environment and Planning reserves the right to reject any and all proposals.

B. The Erie County Department of Environment and Planning reserves the right to issue written notice to all participating firms of any change in the proposal submission schedule should the County determine in its sole discretion that such changes are necessary.

B. Acceptance by the Erie County Department of Environment and Planning of any proposal submitted pursuant to this Request for Proposal shall not constitute any implied intent to enter into a contract for consultant services.
V. STATEMENT OF RIGHTS

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 of Erie 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 of Erie for the required services;

- by submitting a proposal, the proposer agrees and understands that the County of Erie 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 of Erie, 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, the Erie County Fiscal Stability Authority, 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 of Erie 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 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 General Municipal Law § 103 regarding bidder responsibility in determining whether a proposer is a responsible vendor for the purpose of this RFP process;

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.

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:

Proposer's demonstrated capability to provide the services.

Evaluation of the professional qualifications, personal background and resume(s) of individuals involved in providing services.

Proposer's experience to perform the proposed services.

Proposer's financial ability to provide the services.

Evaluation of the proposer's fee submission. It should be noted that while price is not the only consideration, it is an important one.

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.

SELECTION

All proposals timely received and complete will be evaluated and ranked by a three (3) to five (5) person selection committee comprised of representatives from groups such as ECDEP, local government officials and planning organizations. The evaluation is based on the written proposals using a numerical score sheet related to the questions posed in the proposal guidelines.

When the evaluations are complete, the respondents’ proposals are ranked. The proposal receiving the best overall rating is ranked first.

CONTRACT

After selection of the successful proposer, a formal written contract will be prepared by the County of Erie 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 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.

[The term of the contract shall be for a four (4) year period commencing May 1, 2021 and terminating May 1, 2025. The County, in its sole discretion may extend the agreement beyond is initial term for up to one (1) additional 1-year period at the same prices and conditions.]

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 Consultant agrees:

(a) that except for the amount, if any, of damage contributed to, caused by or resulting from the negligence of the County, the Consultant 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 Consultant or third parties under the direction or control of the Consultant; 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.

Upon execution of any contract between the proposer and the County, the proposer will be required to provide proof of the insurance coverage described in Schedule "B."

Insurance coverage in amount and form shall not be deemed acceptable until approved by the County Attorney.

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 Consultant are to be considered “works made for hire”. If any of the deliverables do not qualify as “works made for hire”, the Consultant 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 Consultant agrees to assist the County, if required, in perfecting these rights. The Consultant shall provide the County with at least one copy of each deliverable.

The Consultant agrees to 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 Consultant 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 Consultant 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 Consultant may retain copies of such records for its own use.
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.

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 of Erie. Further, all proposers must disclose the name of any County employee who owns, directly or indirectly, an interest of ten percent 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.

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.

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 page 13 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 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.

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 180 days from the proposal date.
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 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 of Erie for the required services. The undersigned agrees and understands that the County of Erie 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 of Erie, its directors, officers, employees or agents unless an agreement is signed by a duly authorized officer of the County of Erie and, if necessary, approved by the Erie County Legislature and Erie County Fiscal Stability Authority and the Office of the County Attorney.

It is understood and agreed that the County of Erie 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 of Erie reserves all rights specified in the Request for Proposals.

It is represented and warranted by those submitting this proposal that except as disclosed in the proposal, no officer or employee of the County of Erie 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 Name

By: ______________________________________
Name and Title
# SCHEDULE "B"

## County of Erie Standard Insurance Certificate

This certificate does not amend, extend or alter the coverage afforded by the standard form policies listed below.

### I. Insured

- **Name**
- **Address**
- **Zip**
- **Phone No.**

### II. Issuing Company

- **Name**
- **Address**
- **Agency**
- **Zip**
- **Phone No.**

### III. Companies Affording Coverage

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<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
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### IV. This is to certify that the policies listed below have been issued to the insured named above and are in force at this time.

#### Indicate Type of Insurance by Checking the Box

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<tr>
<th>Company Letter from III above</th>
<th>Policy Number</th>
<th>Effective Date &amp; Expired</th>
<th>Limits of Liability in Thousands</th>
<th>Occurrence</th>
<th>Aggregate</th>
</tr>
</thead>
</table>

1. **General Liability**
   - Comprehensive Form
   - Premises and Operations
   - Products/Completed Operations
   - Independent Contractors
   - Contractual
   - Personal Injury
   - Broad Form Property Damage
   - Explosion, Collapse
   - Underground Hazard

   - **Body Injury**
   - **Property Damage**
   - OR
   - **Combined Single Limit**

2. **Automobile Liability**
   - Comprehensive Form
   - OR
   - Schedule Form
   - owned
   - titled
   - non-owned

   - **Body Injury**
   - **Property Damage**
   - OR
   - **Combined Single Limit**

3. **Excess Liability**
   - Umbrella Form
   - OR
   - other than umbrella
   - auto
   - general
   - both

   - **Body Injury & Property**
   - **Damage Combined**
   - **Self Insured Retention**

4. **Workers' Compensation & Employers' Liability**
   - Disability Benefits
   - statutory
   - **Statutory**

5. **Other**
   - [ ]

### V. County of Erie is included as an additional insured under the following policy numbers:

### VI. Description of Operations: It is understood that this coverage on behalf of the insured is for all locations in the County of Erie, NY.

### VII. Cancellation/Non-Renewal: Should any of the policies noted above be cancelled before expiration thereof or not renewed by the insured, the issuing company will endeavor to mail ______ days advance written notice to the Certificate Holder, but failure to mail such notice shall impose no obligation or liability of any kind upon the company, its agents or representatives.

### VIII. Name and Address of Certificate Holder & Recipient of Notice:

- **Country of Erie**
- c/o Department of Law
- 95 Franklin Street, Room 1634
- Buffalo, NY 14202
- 716-858-2200

### Data Issued

- **Auth. Representative**
- **Firm name & address**

### FOR COUNTY USE ONLY:

- Name of County Dept., Requesting Certificate
- Purchase Order or Contract Number
- Vendor Insurance Classification
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, Dept. of Law, Suite 300, 69 Delaware Ave., Buffalo, N.Y. 14202.”
   B. Coverage must comply with all specifications of the contract.
   C. 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:

<table>
<thead>
<tr>
<th>Vendor Classification</th>
<th>A Construction and Maintenance</th>
<th>B Purchase or Lease of Merchandise or Equipment</th>
<th>C Professional Services</th>
<th>D Property Leased To Others Or Use Of Facilities Or Grounds</th>
<th>E Concession-Area Services</th>
<th>F Livery Services</th>
<th>G All Purposes Public Entity Contracts</th>
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<td>Comp., Gen. Liab.</td>
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<td>Worker's Compensation &amp; Employers Liability</td>
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* Construction contracts require excess Umbrella Liability limits of $3,000,000.
** Snow removal contracts require evidence of broad form property damage.
*** 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.
**** Transportation of people in buses, vans or station wagons requires $3,000,000 excess liability.

NOTE: Workers Compensation & Employers Liability plus NYS Disability Benefits does not apply to self employed individuals.

V. In some circumstances 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.

VI. 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.