

Proposal For: Government Relations and Lobbying Services

Submitted To: Erie County Water Authority

Submitted By: Masiello, Martucci, Calabrese & Associates
438 Main Street, Suite 500
Buffalo, New York 14202

Victor A. Martucci – Partner

Office: 716-923-4156
Facsimile: 716-923-4157
martucciv@mmcassoc.com

September 14, 2018

Table of Contents

1. Letter of Introduction
- 2-4. Company Overview
5. Team Roles
6. Client Representation and Accomplishments
7. Significant Projects 2013-2018
- 8-10. References/Scope of Work
11. Current Public Sector Clients
 - I. Legal Actions
 - II. Conflict of Interest Statement
12. Affirmative Action Policy
- 13-14. Scope of Services
15. Strategy and Work Plan Development
16. Fee Schedule
 - Respondents Certification
 - Forms A, B, and C
 - Insurance Requirements
 - Insurance Certifications
 - Appendix A: Team Resumes

Masiello Martucci Calabrese

AND ASSOCIATES

September 14, 2018

Mr. Terrance D. McCracken
Secretary to the Authority
Erie County Water Authority
295 Main Street – Room 350
Buffalo, New York 14203-2494

Dear Mr. McCracken:

Masiello, Martucci, Calabrese & Associates (MMCA) is pleased to submit this proposal to provide lobbying and government relations services to the Erie County Water Authority (ECWA).

MMCA has reviewed the “Request for Proposals” (RFP) and finds all of the terms and conditions acceptable. MMCA also acknowledges and agrees to all of the amendments and requirements necessary to be awarded this contract, including insurance requirements referenced in “Erie County Water Authority Insurance Requirements for Professional Services.”

MMCA was founded in 2005 and was the first New York State lobbying firm with its headquarters in Buffalo. The firm was structured to specialize in representing western New York businesses, not-for-profits, educational and government entities for all of their state and local lobbying and government relations needs. MMCA is proud that it has grown to be the largest lobbying firm in our region and that our client roster reads like a “Who’s –Who” of western New York’s most prominent public and private organizations.

MMCA’s three senior partners offer a depth of experience and a wide network of relationships that is unsurpassed in our industry. In addition to our network of relationships at the state legislative and executive office level, MMCA has excellent relationships with town supervisors, town board members and village mayors throughout Erie County. Our ability to work with decision makers at both state and local levels will be valuable to the ECWA as it pursues its state agenda and responds to issues that might arise at the local level. MMCA also guarantees that a senior partner will always be working with ECWA to design and implement a lobbying strategy.

MMCA has grown because of its success in representing clients on a wide range of issues from legislation and regulations to grant procurement. Our collective political experience affords us the opportunity to help our clients effectively respond to public relations issues that can occur with an important and high profile entity like the ECWA.

The following proposal will detail MMCA’s approach to designing and implementing an effective lobbying strategy, the team members the ECWA will be working with throughout that process and additional government related services MMCA can offer.

We look forward to discussing our proposal with the leadership of the ECWA. Thank you.

Sincerely,



Victor A. Martucci, Partner
Masiello, Martucci, Calabrese & Associates

Company Overview

Government Action Professionals Inc.
d/b/a Masiello, Martucci, Calabrese & Associates
438 Main Street, Suite 500
Buffalo, New York 14202
(716) 923-4156 (T)
(716) 923-4157 (F)
martucciv@mmcassoc.com
www.mmcassoc.com

Masiello, Martucci, Calabrese & Associates (MMCA) is a results-driven lobbying firm that, among its principals, has decades of collective experience leveraging political know-how for political action-and the results our clients need. Headquartered in Buffalo, MMCA understands the political and regulating structure on which the success of your organization may hinge.

MMCA principals have the demonstrated ability to reach and educate elected officials and government decision makers at the state and local level. Our philosophy is to first educate you, our client, about the politics that shape public policy, and then to provide policy makers with timely, accurate and credible information to promote your issues effectively. By helping formulate strategies and plans of action tailored to your needs, we can create opportunities that will lead the way to the results you are looking for.

When you make MMCA part of your team, you get the entire MMCA team. Each of our partners takes the lead in working personally with our client's issues. With MMCA, you don't just get a staffer working on your issues, you get the partners! This "hands on" approach by our partners has provided results for our clients.

MMCA is owned and operated by three general partners:

Anthony M. Masiello
Victor A. Martucci
Carl J. Calabrese

MMCA partners are registered lobbyists with New York State and the Joint Commission on Public Ethics (JCOPE).

In addition to the partners, MMCA employs a full-time administrative assistant and a business manager for a total of five (5) MMCA team members. Victor A. Martucci will be the lead partner for the ECWA account.

Other services offered by MMCA:

MMCA brings a wide range of services to every client's government affairs effort. These services include:

- Strategy Development -
 - MMCA believes that a sound lobbying strategy begins with framing a client's issues in the strongest possible light, anticipating and countering opposition arguments, educating decision makers regarding the nature of a client's issue and needs and identifying the key decision makers necessary to favorably resolve a client's issue.

- Coalition Building –
 - There is no more effective way to advance a client's agenda than to identify partners who share a common outcome with our client and then build a lobbying coalition. MMCA has extensive experience in building coalitions on behalf of clients and will seek every opportunity to use this powerful tool on behalf of the ECWA whenever possible.

- Grass Roots Mobilization –
 - MMCA works closely with a Virginia based consultant to bring the latest grassroots lobbying tools and technology to assist its clients. One such technology, "Patch-Through Communications," enables average citizens to become engaged in direct communications with key legislators on behalf of a client's issue. Whenever employed, "Patch-Through Communications" has proven highly effective.
 - MMCA recently completed a grass roots campaign to identify and engage individuals and organizations in a series of planning board meetings on behalf of a large development proposal of one of our clients.

- Legislative Tracking –
 - MMCA utilizes the most effective legislative tracking service in the industry – StateWatch - to track all proposed legislation, regulations, executive orders and actions and status updates on bills in committee. This tracking service allows MMCA to offer clients an "early warning" system on all governmental actions, either helpful or detrimental to our client's interests.

- Public Relations/Crisis Communications –

- Having served in public office for decades, both Tony Masiello and Carl Calabrese were often engaged in public relations efforts and/or crisis management situations. Mr. Martucci worked for a major public relations firm for 5 years and oversaw numerous crisis communications issues for clients. The lessons learned in these situations have proven invaluable to our clients who find themselves in similar situations. In addition, MMCA is part owner and shares office space with Keenan Communication Group (KCG), a full service public relations and communications company specializing in crisis communications. Although the services of KCG are not part of this proposal, its services would be available to the ECWA under separate contract if needed.

Team Roles (Resumes in Appendix A)

MMCA proposes the following organization for working with the ECWA:

- Victor A. Martucci – Mr. Martucci will serve as the lead partner on the ECWA account and will coordinate all meetings between the ECWA and MMCA, including developing meeting agendas in consultation with The Authority. He will also serve as ECWA’s liaison with the New York State Legislature where he has developed strong relationships with the Western New York delegation as well as key committee chairs and the majority leadership in both houses of the legislature.
- Anthony M. Masiello – Mr. Masiello has a strong working relationship with Governor Andrew Cuomo as well as key members of the Governor’s executive staff. For this project Mr. Masiello will focus his activities with the Governor’s office and executive departments impacting the ECWA agenda. Mr. Masiello also has strong working relationships with County Executive Mark Poloncarz and Buffalo Mayor Byron Brown.
- Carl J. Calabrese – Mr. Calabrese will handle all local government (town and village) relations and issues involved with implementing the ECWA agenda. Mr. Calabrese is a past president of the Association of Erie County Governments and attends organization meetings and events on a regular basis. Mr. Calabrese has over 20 years of local government experience as a town councilman, town supervisor and deputy county executive.
- Allie J. Martucci – Ms. Martucci will handle all research and legislative tracking for the ECWA. She will also handle all necessary filing reports for the Joint Commission of Public Ethics (JCOPE) for the ECWA.
- Connie H. Martucci – Mrs. Martucci is our Business Manager, and handles all invoicing, insurance needs, and all other business related activities associated with the ECWA account.

Over the past five years, MMCA has successfully represented numerous municipalities and governments, including:

- **Water Related Experience** – During their tenure in office, Tony Masiello, as Mayor of Buffalo, and Carl Calabrese, as Supervisor of the Town of Tonawanda, oversaw water and wastewater operations within their respective governments. Both are intimately familiar with the issues involved with providing this important public service.
- **Niagara County** – MMCA was successful in obtaining a **\$300,000** state grant for Niagara County to hire a major Washington D.C. consulting firm to conduct a “Future Missions Study” for the Niagara Falls Air Reserve Station. This document is the blueprint for securing future missions that will strengthen the base going into the next base closure process and continued operations at the base well into the future (the largest employer in Niagara County).
- **Town of Amherst** – MMCA was retained by Amherst to secure release of **\$38 million** in settlement funds related to a workers compensation issue. The issue had been languishing in the state bureaucracy for years, and the town was considering a protracted and expensive legal battle to collect its money. MMCA was able to break the bureaucratic logjam and within 6 months Amherst was in receipt of the funds.
- **City of Lackawanna** – MMCA lobbied for and secured **\$2 million** for the reconstruction of Ridge Road and South Park Avenue. This project was a major priority of city officials related to the presence and importance of the Basilica and the Botanical Gardens.
- **Town of Tonawanda/Erie County/Kenmore Tonawanda School District** – Last year, MMCA was retained by this coalition to address the closure of the Huntley Power Plant, a major taxpayer in Erie County and the largest taxpayer in the town and school district. The closure of this plant would have produced severe financial strains on all three entities, especially the school district. MMCA was successful in lobbying for legislation to create a three-year relief fund for communities facing the closure of coal fired power plants and secured **\$2,230,930** to help our clients address the financial gap over the next three years.

Significant Projects 2013-2018

- **Kaleida Health** - Kaleida Health has been a client of MMCA since 2006. MMCA has engaged in numerous successful lobbying efforts of a financial and non- financial nature, the most significant being securing **\$35 million** in state funding for the construction of the new Women's and Children's Hospital at the new Buffalo Niagara Medical Campus. Mr. Masiello was point person for Kaleida on negotiations/implementation of the Berger Commission Report, that led to the successful consolidation of healthcare organizations in WNY.
- **Niagara Frontier Transportation Authority (NFTA)**– MMCA was successful in securing a major increase in New York State Capital Funding for upstate transit agencies, from which the NFTA will receive over **\$20 million over the next five years**. In addition, MMCA was successful in securing increases in operating aid for the NFTA in each of the last three state budgets. This marked the first increase in operating assistance to the NFTA in almost a decade.
- **Rosina Food Products, Inc.** – Rosina Foods was facing a situation of either modernizing its western New York meat production facility or relocating it to a more modern facility in Chicago, at the cost of 180 local jobs. MMCA secured **\$5.5 million** in state economic development grants to upgrade the local plant and secure its future in our region.
- **Buffalo Zoo** – In order to meet national standards for the housing of polar bears, the Buffalo Zoo embarked on a major construction project of a new "Arctic Edge Exhibit". Although a large amount of money was raised privately, the Zoo was \$2 million short of reaching its goal. MMCA secured the **\$2 million** from New York State which allowed the project to go forward and for the Zoo to keep a very popular attraction.
- **D'Youville College** – During the time MMCA has represented the college, we have obtained **\$6.7 million** in state funding for a major renovation of the Administration Building, the construction of the new Science Building and the purchase of equipment for that new facility; and seed money for its exciting new Health Professions Hub to be built on the lower west side of Buffalo.
- **Shea's Performing Arts Center** – MMCA has secured over **\$1 million** in state and federal funding for the upgrade and modernization of this historic Buffalo institution.
- **Forest Lawn Cemetery** – MMCA has worked closely with Forest Lawn to address environmental and tourism related issues and has been successful in securing **\$300,000** for these projects.
- MMCA also represents numerous clients, including Blue Wireless, Modern Corporation, JW Danforth, Center for Elder Law & Justice and GAR Associates, to advocate on state and local legislative and regulatory issues. MMCA will be happy to provide more detailed information upon request.

References/Scope of work

- Kaleida Health
 - Reference – Mr. Michael Hughes
 - 100 High Street
Buffalo, New York 14203
716-859-8066
 - Scope of work – Funding procurement for construction of new Women’s and Children’s Hospital; Legislative and regulatory advocacy
 - Dates of work performed – Kaleida has been a client since 2006. The work for securing funding for the new hospital occurred between 2012 -2013.
 - Supervising Advisor – Anthony Masiello

- Niagara Frontier Transportation Authority
 - Reference – Ms. Kimberly Minkel
 - 181 Ellicott Street
Buffalo, New York 14203
716-855-7470
 - Scope of work – Funding procurement for state aid, both capital and operations; Legislative and regulatory advocacy; Local government outreach and relationship building
 - Dates of work performed – 2012- present
 - Supervising Advisor – Victor Martucci

- Rosina Food Products, Inc.
 - Reference- Mr. Russell Corigliano
 - 170 French Road
Buffalo, New York 14227
716-608-8527
 - Scope of work – Funding procurement for modernization of frozen food production facility
 - Dates of work – 2014 – present
 - Supervising Advisor – Victor Martucci

- Buffalo Zoo

- Reference – Ms. Norah Fletchall
 - 300 Parkside Avenue
Buffalo, New York 14214
716-995-6144
- Scope of work – Funding procurement for construction of the Arctic Edge Exhibit and other capital needs
- Dates of work – 2013- present
- Supervising Advisor – Victor Martucci

- D'Youville College

- Reference – Ms. Kathleen M. Christy
 - 320 Porter Avenue
Buffalo, New York 14201
716-829-7801
- Scope of work – Funding procurement for new Science Building, modernization of Administration Building, equipment purchases, and future construction of the Health Professions Hub
- Dates of work – 2006 – present
- Supervising Advisor – Victor Martucci

- Shea's Performing Arts Center

- Reference – Mr. Michael G. Murphy
 - 646 Main Street, PO Box 1130
Buffalo, New York 14205
716-829-1154
- Scope of work – Funding procurement for ongoing restoration and modernization program; Local government trouble shooting
- Dates of work – 2006 – present
- Supervising Advisor – Victor Martucci

- Forest Lawn Cemetery

- Reference – Mr. Joseph Dispenza
 - 1411 Delaware Avenue
Buffalo, New York 14209
716-885-1600
- Scope of work – Funding procurement for environmental clean-up and tourism
- Dates of work -2006-present
- Supervising Advisor – Anthony Masiello

- Modern Corporation

- Reference – Mr. Michael McInerney
 - 4746 Model City Road
Model City, New York 14107
716-754-8226
- Scope of work – Procurement with local governments; state regulatory and legislative issues.
- Dates of work – 2017 – present
- Supervising Advisor – Carl Calabrese

- Blue Wireless

- Reference – Mr. Brian Gelfand
 - 4915 Auburn Avenue, Suite 200
Bethesda, Maryland 20814
267-251-8432
- Scope of work – Siting cell towers approvals with local governments; state regulatory and legislative issues.
- Dates of work – 2013 – present
- Supervising Advisor – Carl Calabrese

- Buffalo Niagara Medical Campus

- Reference – Mr. Matthew Enstice
 - 640 Ellicott Street
Buffalo, New York 14203
716-854-2662
- Scope of work – State and local government issues.
- Dates of work – 2014 – present
- Supervising Advisor – Anthony Masiello

Current Public Sector Clients

- Currently MMCA represents the following public entities:
 - **Niagara County** – All work is related to securing the future of the Niagara Falls Air Reserve Station and Homeland Security consulting.
 - **City of Lackawanna** – Current efforts involve downtown revitalization and securing funding to assist with the costs of fighting the recent fire at the former Bethlehem Steel site.
 - **Niagara Frontier Transportation Authority (NFTA)** – Major activity is securing increased state capital and operations aid for transit activities.
 - **Coalition for Community Building**- Made up of local IDA's including the Amherst IDA, the Clarence IDA, Concord IDA, Hamburg IDA and Lancaster IDA. This coalition lobbies on various issues that impact local IDA's on both the local and state levels.
 - **Erie County Medical Center (ECMC)** – ECMC is a public benefit corporation and serves as our community's "hospital of last resort" for underserved and indigent populations. MMCA's scope of services includes identifying and obtaining capital funding as well as legislative and regulatory advocacy.
- Public entities represented in past by MMCA:
 - **Kenmore Town of Tonawanda School District**
 - **Town of Amherst**
 - **City of Buffalo**
 - **Town of Tonawanda**
 - **Erie County**

I. Legal Actions

- MMCA is not involved with any legal actions against the firm

II. Conflict of Interests

- Based on the "Scope of Services" outlined in this RFP, MMCA believes that no conflicts of interest exist with any of our current clients. Should a potential conflict ever arise, MMCA is committed to a policy of immediate disclose to the existing client which might be affected by such a situation.

Affirmative Action Policy

Masiello, Martucci, Calabrese & Associates Reaffirmation Statement

MMCA has established and adopted an Equal Employment Opportunity policy (EEO). The purpose of this EEO is to ensure that all employment decisions are made on a non-discriminatory basis and without regard to sex, race, color, age, national origin, religion, disability, genetic information, marital status, sexual orientation, citizenship, veteran status, or any other status protected by applicable federal, state or local law.

- MMCA will recruit, hire and promote without regard to sex, race, color, age, national origin, religion, disability genetic information, marital status, citizenship or veteran status, or any other status protected by applicable law.
- MMCA will make all decisions of employment with consideration to appropriate principles of equal employment.
- Promotional opportunities will be filled based on merit, experience and other job – related criteria.
- Personnel actions, such as compensation, benefits, transfers, layoff, company-sponsored training programs and social and recreational programs will be administered on a non-discriminatory basis.

MMCA also provides internship opportunities for minority students as well as opportunities for Women and Minority Business Enterprises (WMBEs) whenever we contract out for services.

Scope of Services

MMCA's approach to representing a public client like the ECWA is simple; We will be your eyes and ears on the street and the face of your organization in the halls of state and local government. Our partners have served in elective office, as leaders of public authorities and as high-level staffers in state and local government. This broad-based public sector experience enables us to effectively represent our public clients. MMCA's partners are widely known and respected both here in western New York and in Albany. That recognition and respect will directly benefit the ECWA.

MMCA understands the limitations and challenges faced by public organizations like the Water Authority. We offer real-world, demonstrated experience in successfully overcoming those limitations and challenges.

MMCA understands the need for accountability in the public sector. That is why we develop a detailed work plan with assignments of responsibility and targeted completion dates to provide a tool for you to measure our results. As a locally based firm, MMCA partners are available on short notice for face to face meetings with the ECWA leadership team. In times of crisis there is no substitute for our local presence. It's the kind of personal touch service and accountability that simply cannot be offered by an Albany-based lobbying firm.

In reading this "Request for Proposals", MMCA agrees, if awarded a contract with the ECWA, to provide the following strategy, advocacy and lobbying services on behalf of the ECWA:

- MMCA will work closely with ECWA officials to develop a comprehensive government relations strategy aimed at achieving the priority goals of the ECWA.
- MMCA will provide ECWA officials with consultation and planning advice throughout the year recommending any and all changes to the strategic plan that may be appropriate to address changing circumstances.
- MMCA will represent the ECWA before the Governor's office, all executive departments, state senate, state assembly, key committee meetings and with local governments within Erie County.
- MMCA will utilize its legislative tracking program to monitor all executive, administrative and legislative issues that could impact (positively or negatively) the operations of the ECWA.
- MMCA will provide the ECWA with written summaries of relevant executive, administrative and legislative actions.
- MMCA will be available whenever called to attend meetings with the commissioners of the ECWA to discuss all aspects of the Government Action Plan.

- MMCA will work with any member of the ECWA who is called to provide testimony to any executive, administrative or legislative body to ensure the spokesperson is properly and thoroughly briefed on all technical, operational and political aspects of the relevant issue.
- MMCA will work with the ECWA to prepare all registration and reporting forms that are required by the "Joint Commission on Public Ethics" (JCOPE).
- MMCA will be available to assist the ECWA with any governmental affairs activities that may be requested by the ECWA, including identifying and securing state funding for capital projects.

Strategy and Work Plan Development

- Developing an effective lobbying strategy and campaign involves close coordination and regular communication between client and lobbying firm. MMCA's approach to developing a solid game plan involves:
 - Develop a Government Action Plan: MMCA will work closely with you to develop a Government Action Plan that will establish goals, identify achievable objectives and rank and prioritize those objectives.
 - Develop a Work Plan: MMCA will work with you to develop a work plan for achieving the objectives of the Government Action Plan. This document will contain timelines and clearly identify the person responsible for each objective.
 - MMCA will represent you before all relevant elected officials and governmental departments that could impact your business. Where it is determined that it will be more appropriate and/or effective for you or a representative to advance a specific item of the Action Plan, MMCA will work with the designated person to ensure that he or she is properly briefed and prepared to make the strongest possible arguments and is prepared to answer all expected questions.
 - MMCA will work to ensure that all necessary and required forms, registrations, disclosures, etc., are properly filed with the New York State Joint Commission on Public Ethics (formally the NYS Temporary Commission on Lobbying).
 - MMCA proposes regular meetings with clients to review these plans, discuss strategy and tactics and to insure that all timelines and deadlines are met.
 - As a local firm with its headquarters in Buffalo, MMCA is within walking distance of the offices of the ECWA and is available to meet whenever an unexpected or emergency situation arises. MMCA will also attend all meetings with the commissioners of the ECWA upon request.

Fee Schedule

Masiello, Martucci, Calabrese & Associates agrees to provide lobbying and government affairs consulting services for the Erie County Water Authority, effective upon approval by the ECWA, for a fee of \$60,000. The fee shall be paid in 12-equal installments of \$5,000 each. With each successive extension through 2019, the fee and scope of service shall remain the same, unless otherwise agreed upon.

The first installment is due at the signing of this agreement. Reasonable travel expenses (out of town travel, tolls, accommodations and meals, etc.) shall be billed separately.

The client also agrees to abide by all requested filings by the New York State Joint Commission on Public Ethics.

This agreement can be cancelled by either party with a 30-day written notice and provided all billings are current.

RESPONDENT'S CERTIFICATION

I have carefully examined the Request for Proposals (RFP) and any other documents accompanying or made a part of this Request for Proposals for (RFP) Government Relations and Lobbying Services.

I hereby propose to furnish the service(s) and/or product(s), etc. specified in my response to the Request for Proposals for the Erie County Water Authority (Authority) – Request for Proposals (RFP) Government Relations and Lobbying Services at the prices or rates quoted in my proposal. I agree that my proposal will remain firm for a period of up to ninety (90) days after date Offer submits its proposal, in order to allow the Authority adequate time to evaluate all proposals it receives.

I agree to abide by all conditions of the Request for Proposals issued by the Authority.

I certify that all information contained in this response to the Request for Proposals is truthful to the best of my knowledge and belief. I further certify that I am authorized to submit this response to the Request for Proposals on behalf of the agent/broker and/or insurer(s) as its act and deed and that the same is ready, willing and able to perform if awarded the contract.

I further certify, under oath, that this proposal is made without prior understanding, agreement, connection, discussion, or collusion with any other person, firm or corporation submitting a proposal for the same service(s), product(s), coverage(s), etc. unless a joint proposal is disclosed by the respondents and the joint proposers act as a syndicate, and the individual parties in the joint proposal, as well as the syndicate, abide by all the terms and conditions set forth in this RFP; and, that the undersigned executed this Respondent's Certification with full knowledge and understanding of the matters therein contained and was duly authorized to do so.

NAME OF BUSINESS: Government Action Professionals, Inc. Olga Masiello,
Martucci, Calabrese & Associates

BY: Victor A. Martucci

SIGNATURE: 

NAME & TITLE, TYPED OR PRINTED: Victor A. Martucci, Partner

MAILING ADDRESS: 438 Main street, ste 500

CITY, STATE, ZIP CODE: Buffalo, New York 14202

TELEPHONE NUMBER: 716-923-4156

COMPLIANCE WITH LAWS

The successful respondent shall give all notices and obtain all the licenses, permits, approvals, etc., required to perform its duties and provide the professional services expected by the Authority. The successful respondent will keep the Authority informed of any changes in legislation, regulations, court decisions, etc., which may impact the Authority with respect to the services provided.

GOVERNING LAW AND JURISDICTION

This RFP and any contract entered into between the respondent(s) and the Erie County Water Authority shall be governed by and in accordance with the laws of the State of New York. Notwithstanding any other provision in this RFP or contract between the Authority and the successful respondent, any matter which is not disposed of by agreement of the parties shall be governed, interpreted and decided by a court of competent jurisdiction of the State of New York.

CONFIDENTIALITY AND SECURITY

This RFP document, or any portion thereof, may not be used for any purpose other than the submission of proposals.

GENERAL

Subsequent to the submission of proposals, interviews and negotiations may be conducted with respondents selected by the Authority, but there shall be no obligation on the part of the Authority to receive further information from any respondent or conduct interviews with all respondents.

Respondents shall identify and present to the Authority any conflicts of interest, or appearances of conflicts of interest, issues, concerns, etc. Failure to do so could be deemed sufficient reason for the Authority to terminate its relations with the respondent or firm at any time.

FIRM PRICING

Prices quoted in the proposals shall be firm for a period of at least ninety (90) days after the submission deadline.

CURRENCY

Prices are to be in U.S. dollars.

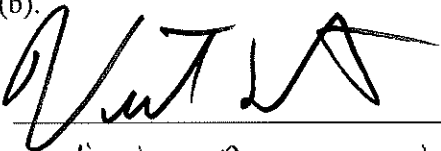
FORM A

Offerer's Affirmation of Understanding of and Agreement pursuant to State Finance Law §139-j (3) and §139-j (6) (b)

Instructions:

A Governmental Entity must obtain the required affirmation of understanding and agreement to comply with procedures on procurement lobbying restrictions regarding permissible Contacts in the restricted period for a procurement contract in accordance with State Finance Law §§139-j and 139-k. It is required that this affirmation be obtained as early as possible in the procurement process, but no later than the date the Offerer submits its proposal.

Offerer affirms that it understands and agrees to comply with the procedures of the Government Entity relative to permissible Contacts as required by State Finance Law §139-j (3) and §139-j (6) (b).

By:  Date: 9/11/18

Name: Victor A. Martucci

Title: Partner

Contractor Name: Government Action Professionals Inc d/b/a Masiello, Martucci, Calabrese & Associates

Contractor Address: _____

438 Main Street, Ste 500

Buffalo, New York 14202

**BACKGROUND
FORMS A, B and C**

Pursuant to New York State Finance Law §§139-j and 139-k, this solicitation for a Request for Proposals (RFP) Government Relations and Lobbying Services includes and imposes certain restrictions on communications between a Governmental Entity and an Offerer/bidder during the procurement process. An Offerer/bidder is restricted from making contacts from the earliest notice of intent to solicit offers through final award and approval of the Procurement Contract by the Governmental Entity. The designated contact is identified on the cover page of this solicitation. Governmental Entity employees are also required to obtain certain information when contacted during the restricted period and make a determination of the responsibility of the Offerer/bidder pursuant to these two statutes. Certain findings of non-responsibility can result in rejection for contract award and in the event of two findings within a 4 year period; the Offerer/bidder is debarred from obtaining governmental Procurement Contracts. Further information about these requirements can be found in §§ 139-j and 139-k of the New York State Finance Law and the Erie County Water Authority's Procurement Disclosure Policy.

FORM B

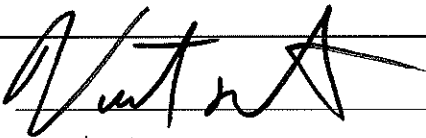
**Offerer's Certification of Compliance
with State Finance Law §139-k(5)**

Instructions:

A Governmental Entity must obtain the required certification that the information is complete, true and accurate regarding any prior findings of non-responsibility, such as non-responsibility pursuant to State Finance Law §139-j. The Offerer must agree to the certification and provide it to the procuring Governmental Entity. It is required that the certification be obtained as early as possible in the process, but no later than the date of Offerer submits its proposal.

Offerer Certification:

I certify that all information provided to the Governmental Entity with respect to State Finance Law §139-k is complete, true and accurate.

By:  _____ Date: 9/11/18 _____

Name: Victor A. Martucci _____

Title: Partner _____

Contractor Name: Government Action Professionals Inc, d/b/a Masiello, Martucci, Calabrese & Associates

Contractor Address: _____
438 Main street, ste 500 _____
Buffalo, New York 14202 _____

**Offerer Disclosure of Prior
Non-Responsibility Determinations**

Background:

New York State Finance Law §139-k(2) obligates a Governmental Entity to obtain specific information regarding prior non-responsibility determinations with respect to State Finance Law §139-j. In accordance with State Finance Law §139-k, an Offerer must be asked to disclose whether there has been a finding of non-responsibility made within the previous four (4) years by any Governmental Entity due to: (a) a violation of State Finance Law §139-j or (b) the intentional provision of false or incomplete information to a Governmental Entity. The terms “Offerer” and “Governmental Entity” are defined in State Finance Law § 139-k(1). State Finance Law §139-j sets forth detailed requirements about the restrictions on Contacts during the procurement process. A violation of State Finance Law §139-j includes, but is not limited to, an impermissible Contact during the restricted period (for example, contacting a person or entity other than the designated contact person, when such Contact does not fall within one of the exemptions).

As part of its responsibility determination, State Finance Law §139-k(3) mandates consideration of whether an Offerer fails to timely disclose accurate or complete information regarding the above non-responsibility determination. In accordance with law, no Procurement Contract shall be awarded to any Offerer that fails to timely disclose accurate or complete information under this section, unless a finding is made that the award of the Procurement Contract to the Offerer is necessary to protect public property or public health safety, and that the Offerer is the only source capable of supplying the required Article of Procurement within the necessary timeframe. See State Finance Law §§139-j (10)(b) and 139-k(3).

Instructions:

A Governmental Entity must include a disclosure request regarding prior non-responsibility determinations in accordance with State Finance Law §139-k in its solicitation of proposals or bid documents or specifications or contract documents, as applicable, for procurement contracts. The attached form is to be completed and submitted by the individual or entity seeking to enter into a Procurement Contract. It shall be submitted to the Governmental Entity conducting the Governmental Procurement no later than the date the Offerer submits its proposal.

Offerer Disclosure of Prior Non-Responsibility Determinations

Name of Individual or Entity Seeking to Enter into the Procurement Contract: Government Action Professionals Inc, d/b/a Masiello, Martucci, Calabrese & Associates

Address: 438 Main Street, Ste 500
Buffalo, New York 14202

Name and Title of Person Submitting this Form: Victor A. Martucci,
Partner

Contract Procurement Number: 201800178

Date: 9/11/18

1. Has any Governmental Entity made a finding of non-responsibility regarding the individual or entity seeking to enter into the Procurement Contract in the previous four years? (Please circle):

No Yes

If yes, please answer the next questions:

2. Was the basis for the finding of non-responsibility due to a violation of State Finance Law §139-j (Please circle):

No Yes

3. Was the basis for the finding of non-responsibility due to the intentional provision of false or incomplete information to a Governmental Entity? (Please circle):

No Yes

4. If you answered yes to any of the above questions, please provide details regarding the finding of non-responsibility below.

Governmental Entity: _____

Date of Finding of Non-responsibility: _____

Basis of Finding of Non-Responsibility: _____

(Add additional pages as necessary)

5. Has any Governmental Entity or other governmental agency terminated or withheld a Procurement Contract with the above-named individual or entity due to the intentional provision of false or incomplete information? (Please circle):

No

Yes

6. If yes, please provide details below.

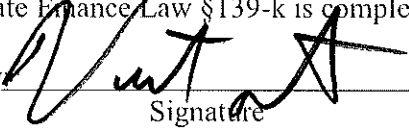
Governmental Entity: _____

Date of Termination or Withholding of Contract: _____

Basis of Termination or Withholding: _____

(Add additional pages as necessary)

Offerer certifies that all information provided to the Governmental Entity with respect to State Finance Law §139-k is complete, true and accurate.

By:  Date: 9/11/2018
Signature

Name: Victor A. Martucci

Title: Partner

Insurance Requirements

Attached are insurance certificates that indicate current coverage limits. Should MMCA be selected and awarded a contract, we will increase coverage limits where necessary to meet ECWA requirements as set forth in "Erie County Water Authority Insurance Requirements for Professional Services" revised on 3/1/2013.

NOTEPAD:

HOLDER CODE **MSBPL00**
INSURED'S NAME **Government Action**

GOVE-01
OP ID: BC

PAGE 2
Date **09/11/2018**

(cont'd) compensation if required by written contract. Umbrella follows form.

STATE OF NEW YORK
WORKERS' COMPENSATION BOARD

CERTIFICATE OF INSURANCE COVERAGE UNDER THE NYS DISABILITY BENEFITS LAW

PART 1. To be completed by Disability Benefits Carrier or Licensed Insurance Agent of that Carrier

1a. Legal Name and Address of Insured (Use street address only) Government Action 438 Main Street, Suite 500 Buffalo, NY 14202	1b. Business Telephone Number of Insured 716-998-7665 1c. NYS Unemployment Insurance Employer Registration Number of Insured 1d. Federal Employer Identification Number of Insured or Social Security Number 202840537
---	--

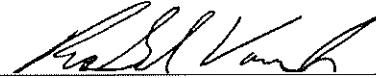
2. Name and Address of the Entity Requesting Proof of Coverage (Entity Being Listed as the Certificate Holder) MSBP 14-438 LLC c/o Priam Property Management 255 Pearl St Ste C004 Buffalo, NY 14202	3a. Name of Insurance Carrier Wesco Insurance 3b. Policy Number of entity listed in box "1a": 89100205354 3c. Policy effective period: 07/19/18 to 07/19/19
--	--

4. Policy covers:

a. All of the employer's employees eligible under the New York Disability Benefits Law

b. Only the following class or classes of the employer's employees:

Under penalty of perjury, I certify that I am an authorized representative or licensed agent of the insurance carrier referenced above and that the named insured has NYS Disability Benefits insurance coverage as described above.

Date Signed 09/11/2018 By 
(Signature of insurance carrier's authorized representative or NYS Licensed Insurance Agent of that insurance carrier)

Telephone Number 716-688-8888 Title CEO

IMPORTANT: If box "4a" is checked, and this form is signed by the insurance carrier's authorized representative or NYS Licensed Insurance Agent of that carrier, this certificate is COMPLETE. Mail it directly to the certificate holder.
If box "4b" is checked, this certificate is NOT COMPLETE for purposes of Section 220, Subd. 8 of the Disability Benefits Law. It must be mailed for completion to the Workers' Compensation Board, DB Plans Acceptance Unit, 20 Park Street, Albany, New York 12207.

PART 2. To be completed by NYS Workers' Compensation Board (Only if box "4b" of Part 1 has been checked)

**State Of New York
Workers' Compensation Board**

According to information maintained by the NYS Workers' Compensation Board, the above-named employer has complied with the NYS Disability Benefits Law with respect to all of his/her employees.

Date Signed _____ By _____
(Signature of NYS Workers' Compensation Board Employee)

Telephone Number _____ Title _____

Please Note: Only insurance carriers licensed to write NYS disability benefits insurance policies and NYS licensed insurance agents of those insurance carriers are authorized to issue Form DB-120.1. **Insurance brokers are NOT authorized to issue this form.**

DB-120.1 (5-06)

By signing this form, the insurance carrier identified in box "3" on this form is certifying that it is insuring the business referenced in box "1a" for disability benefits under the New York State Disability Benefits Law. The Insurance Carrier or its licensed agent will send this Certificate of Insurance to the entity listed as the certificate holder in box "2". *This Certificate is valid for the earlier of one year after this form is approved by the insurance carrier or its licensed agent, or the policy expiration date listed in box "3c".*

Please Note: Upon the cancellation of the disability benefits policy indicated on this form, if the business continues to be named on a permit, license or contract issued by a certificate holder, the business must provide that certificate holder with a new Certificate of NYS Disability Benefits Coverage or other authorized proof that the business is complying with the mandatory coverage requirements of the New York State Disability Benefits Law.

DISABILITY BENEFITS LAW

§220. Subd. 8

(a) The head of a state or municipal department, board, commission or office authorized or required by law to issue any permit for or in connection with any work involving the employment of employees in employment as defined in this article, and notwithstanding any general or special statute requiring or authorizing the issue of such permits, shall not issue such permit unless proof duly subscribed by an insurance carrier is produced in a form satisfactory to the chair, that the payment of disability benefits for all employees has been secured as provided by this article. Nothing herein, however, shall be construed as creating any liability on the part of such state or municipal department, board, commission or office to pay any disability benefits to any such employee if so employed.

(b) The head of a state or municipal department, board, commission or office authorized or required by law to enter into any contract for or in connection with any work involving the employment of employees in employment as defined in this article, and notwithstanding any general or special statute requiring or authorizing any such contract, shall not enter into any such contract unless proof duly subscribed by an insurance carrier is produced in a form satisfactory to the chair, that the payment of disability benefits for all employees has been secured as provided by this article.

Appendix A: Team Resumes

Anthony M. Masiello

Victor A. Martucci

Carl J. Calabrese

Allie J. Martucci

It is your right as an American to petition government and have your issue heard. Our professional team will make sure that your issue is presented to the right people in government, with the strongest policy and political reasons to make sure that it is not only heard, but produces results.

**"Congress shall make no law abridging the right of the people to petition the Government for a redress of grievances."
-The First Amendment**

Tony Masiello

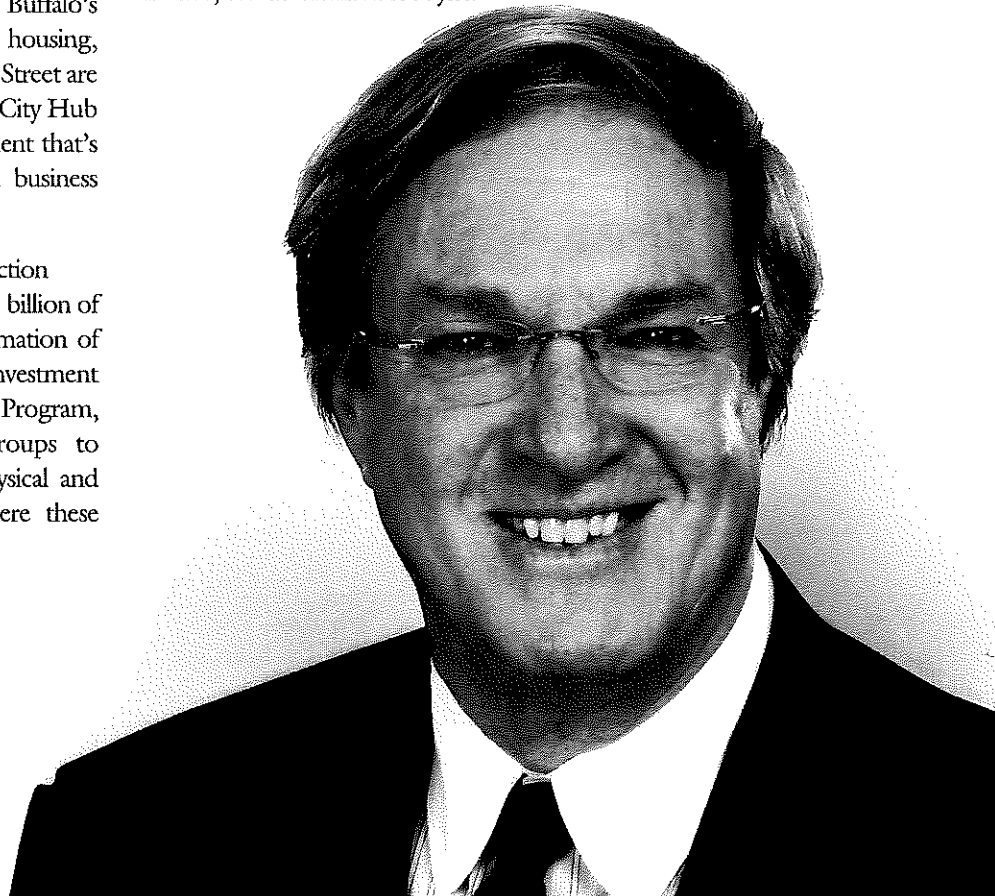
Tony Masiello spent 35 years working in government on behalf of Western New York. From his earliest days on the Buffalo Common Council (1971-1980), to Albany as Buffalo's State Senator (1980-1993), and throughout his 12-year tenure as Buffalo's 57th mayor, Tony successfully forged bonds with decision-makers at every level of government.

As mayor, Tony doubled the amount of state aid to Buffalo and convinced the federal and state governments to fund the re-engineering of both the Buffalo Police and Fire Departments. Working with Governors Cuomo and Pataki, Tony secured state and local funding for projects like the HSBC Arena, the Buffalo Niagara Medical Campus, and the Theatre District expansion. Targeted investments such as these, along with efforts to spur development on Buffalo's Inner Harbor Waterfront, expanding downtown housing, and securing funding for the return of cars to Main Street are the focal points of Buffalo's award-winning Queen City Hub Plan – the blueprint for over \$1 billion of investment that's already spawned a wealth of new housing and business development Downtown.

One of the architects of the Joint Schools Construction legislation, Tony played a key role directing over \$1 billion of state investment into the renovation and transformation of Buffalo's public schools. He built on that initial investment with The Mayor's Livable Communities Grant Program, encouraging block clubs and community groups to undertake projects that produce measureable physical and visual improvements in the neighborhoods where these schools are located, thus maximizing impact.

A nationally recognized expert on brownfield reclamation, Tony focused on cleaning polluted land up to standard, and on making former brownfields shovel-ready for redevelopment. Convincing HealthNow, Blue Cross/Blue Shield's parent company, to locate its company's headquarters at the old Buffalo Gas Works site, Tony brought home a project with a total economic impact of almost \$2 billion – the largest private sector development in downtown since 1967.

As president of Masiello, Martucci, Calabrese and Associates, Tony puts his 35 years of government experience and contacts to work for his clients, earning his reputation as an effective, results-oriented lobbyist.





**"If you're not at the table,
you're on the menu." -Anonymous**

By combining skill, knowledge of the legislative process, relationships, friendships, and connections, nurtured over decades of political and government experience, our winning team doesn't just make sure you're at the table. With MMCA, you're at the head of the table!

Victor Martucci

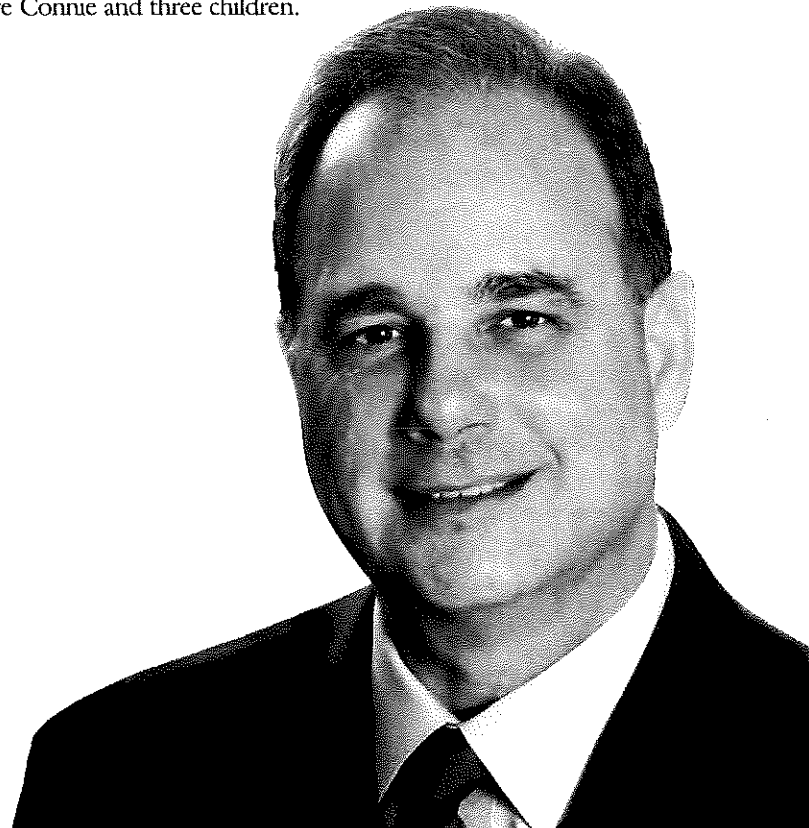
Victor Martucci has built an impressive resume of experience over the last 26 years in both private business and government service. He began his career in government as an intern at the Buffalo District Office of Congressman Jack Kemp. In 1984, at the age of 24, Vic was hired by the Director of Field Operations for Reagan/Bush New York, with the responsibility to travel to New York State's 62 counties coordinating grass-root programs. In 1985, Vic became a senior executive assistant to then Erie County Executive Edward J. Rutkowski. During his time in the Rutkowski Administration, he worked as a liaison to the New York State Association of Counties and its Medicaid Reform Task Force. He later joined the staff of State Senators Walter J. Floss and his successor, John B. Sheffer.

Vic began his private business career in 1989 when he joined a local advertising and public relations firm. He worked with a diverse mix of clients and handled myriad client services including: writing press releases and editorial pieces, scheduling and managing news conferences, writing and designing brochures, writing and producing radio and television commercials, writing campaign plans and campaign finance plans, and advising clients on strategic planning.

In 1995, Vic began a 14-year career as vice president of Marrano/Marc Equity Corporation, Upstate New York's largest home builder. He developed strong, longstanding relationships with elected officials at every level of government, and has demonstrated the ability to be equally effective with both Democrats and Republicans. Vic developed an expertise in zoning and planning laws and regulations, as well as New York State's complex SEQR requirements. He has successfully managed the development of condominium projects in Boston, Mass., and most recently, Hillsboro Beach, Fla. Vic also played an important role in writing and managing the company's annual business plan and long-term strategic plan.

Governor George Pataki appointed Vic to serve on the Peace Bridge Authority (1999-2001), a bi-national public authority responsible for operating and maintaining one of our country's busiest border crossings. He became vice chairman of the Peace Bridge Authority shortly after his appointment, and was later elected chairman.

Vic was honored by Business First of Buffalo on its "40 Under 40 List," recognizing Western New York's distinguished leaders who are under the age of 40. He has also served as Chairman of the Town of Tonawanda Republican Committee (1990-1995). Vic is active in his community, volunteering as a little league coach in softball, baseball, and football and he was elected president of the Town of Clarence Baseball Association, which has over 1,000 youth participants. Victor is active in his church and resides in Clarence, N.Y. with his wife Connie and three children.





"Every battle is won before it's fought." -Sun Tzu, The Art of War

Properly preparing a strategy and plan to advance your issue is critical to success. Our team will research your issue, identify the strongest arguments, anticipate and counter opposition arguments, identify key decision makers, educate lawmakers, and find key allies to give you that added advantage to realize success.

Carl Calabrese

Carl J. Calabrese has been involved in government and politics in Western New York for over 30 years. As an elected high-ranking Republican Party official, Calabrese has built relationships with government officials at the local, state, and federal levels of government.

Calabrese began his elected career as a Councilman in the Town of Tonawanda from 1986-1993. He then served as the Town Supervisor from 1993-2000. During his tenure in town government, Calabrese faced a number of issues –

waterfront development, nuclear waste clean up, economic development, and environmental issues – all which led to strong working relationships and personal friendships with a large array of local, state, and federal officials which last to this day. Calabrese was a recognized leader in government, and was elected to serve as President of the Association of Erie County Governments in 1996.

From 2000-2005, Calabrese served as Deputy County Executive in Erie County. In this capacity he was an active participant in a wide range of county issues that involved coordination with state and federal officials and organizations. He has extensive experience at the federal level in the area of homeland security. Calabrese was the only public official in New York State to serve on a special homeland security task force established by the National Association of Counties, and has been an active lobbyist at the state level in the areas of Medicaid reform, emergency communications, and government reform and reorganization. As Chief Operating Officer for the county, Calabrese worked daily with the Commissioners and Directors of Erie County government.

Outside government, Calabrese has always been active in community service activities, serving on the Greater Niagara Frontier Council of the Boy Scouts, the Workforce Investment Board, and the Erie County Industrial Development Agency. He has also served as an adjunct professor at the State University of New York at Buffalo since 2001, teaching undergraduate and graduate level courses in the fields of governance and public policy formulation in the School of Architecture and Planning.



Masiello Martucci Calabrese

AND ASSOCIATES

Alice J. Martucci
amartucci29@gmail.com

128 S. Seine Drive
Chektowaga, New York 14202
(716) 430-9552 (C)

Education Niagara University- Niagara University, New York, 14109
Major: Sport Management/Sports Operations
Graduated Spring 2013

Experiences

- 9/13- Present Masiello, Martucci, Calabrese and Associates
- Administrative Assistant
 - Answering the phone
 - Writing letters
 - Works closely with JCOPE (Joint Commission on Public Ethics)
 - Monitors StateWatch
 - Writes contracts
- 6/13-Present Keenan Communications Group
- Associate
 - Posting on Facebook and Twitter on behalf of KCG clients
 - Monitor local print and online media sources for KCG clients
- 8/13- 8/14 The Clarence Schools Enrichment Foundation
- Volunteer
 - Managing website content
- 1/13-4/13 Buffalo Sabres Community Relations Department
- Intern
 - Provided behind the scenes tours
 - Distributed fan mail
 - Met with players for autograph sessions
 - Assisted in the Bowl-a-rama business event
 - Assisted in various Sabres alumni fundraising events

- 6/12 - Present Volunteered for Jim Kelly Golf Classic Gala
- 10/11-4/12 Buffalo Sabres Public Relations Department
- Intern
 - Managed credential table
 - Researched statistics for game notes
 - Distributed statistic sheets during games
 - Prepared and maintained press box before and after game
- 10/11-4/12 Buffalo Bandits Public Relations Department
- Intern
 - Researched statistics if needed
 - Managed credential table
 - Distributed game statistics
 - Prepared and maintained press box before and after game
- 2/25/12 National Lacrosse League All-Star Game
- Managed credential table
 - Provided in game statistics
 - Prepared and maintained press box before and after game
- 8/11-11/12 Clarence High School Football Booster Club
- Managed snack stand, including inventory, and game day volunteers
- 8/09-9/09 Country Park Day Care- Williamsville, New York
- Assistant Teacher
- 10/08-10/09 The Hiding Place/Palace of Sweets - Clarence, New York
- Sales Clerk