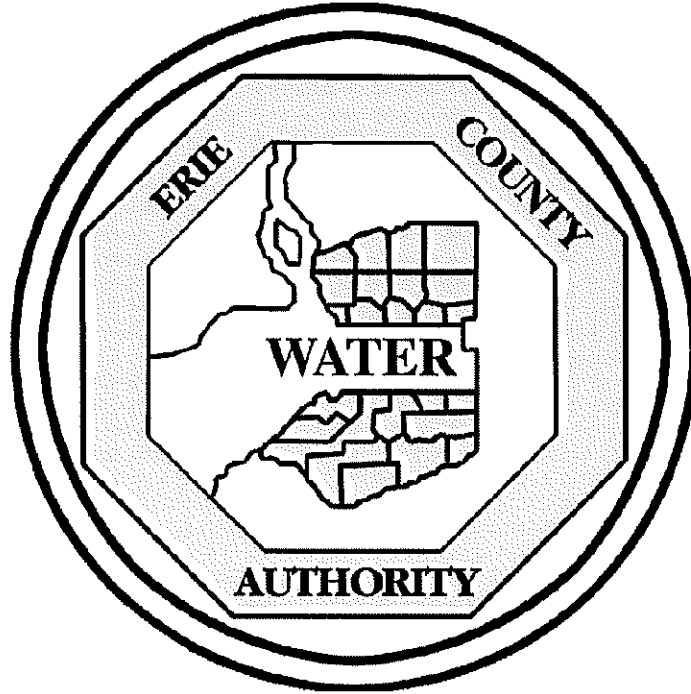


ERIE COUNTY WATER AUTHORITY
Request for Proposals (RFP)
Government Relations and Lobbying Services



Response: Statewide Public Affairs, Inc.
Contact: Kevin G. Banes
KBanes@StatewidePublicAffairs.com
(518)436-6000
15 Elk Street
Albany, NY 12207

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Respondent:
Statewide Public Affairs, Inc.
15 Elk Street
Albany, NY 12207

September 13, 2018

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

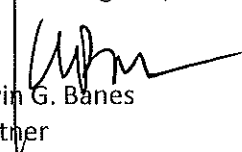
Dear Mr. McCracken:

On behalf of the entire Statewide Public Affairs team, thank you for taking the time to review and consider our response to your RFP for Government Relations and Lobbying Services for the Erie County Water Authority ("ECWA"). Based on the qualifications laid out in the RFP, we are confident that our team is able to hit the ground running to provide these services in a prompt and responsive manner as requested by the Authority.

Statewide Public Affairs ("Statewide") is a full-service lobbying firm based in Albany, with offices in Buffalo and New York City. We are registered with the state Joint Commission on Public Ethics (JCOPE) and hereby certify that we will meet all of the primary qualifications identified in the Scope of Services of the RFP.

We very much appreciate your consideration, and we look forward to discussing your needs and how Statewide can partner with the Erie County Water Authority to assist in meeting those objectives.

Warmest regards,


Kevin G. Banes
Partner

II. Company Overview

Statewide Public Affairs, Inc. ("Statewide") is a full-service government relations and issue management firm headquartered in Albany and can be reached at:

Statewide Public Affairs, Inc.
Attn. Kevin G. Banes, Partner
15 Elk Street
Albany, NY 12207
P: (518) 436-6000
F: (518) 436-6009
C: (518) 810-2638
kbanes@statewidepublicaffairs.com
<http://statewidepublicaffairs.com>

In addition to our main office in Albany, we also have additional offices in Buffalo at 50 Fountain Plaza, Buffalo NY, 14202 and New York City at 1001 Sixth Avenue, New York NY, 10018.

At Statewide, we provide governmental access to diverse interests including businesses large and small, industry trade associations, private equity firms, entrepreneurs, universities, local governments and not-for-profits. With an overall staff size of eight, including five registered lobbyists, the Statewide team possess over 100 years of experience providing government affairs services in New York State. Our extensive experience working on behalf of a myriad of clients and interests will enable us to develop and implement a proactive government relations strategy on behalf of the Erie County Water Authority. In addition, our tenacity, emphasis on client service and dedication to maintaining the finest reputation is what sets our firm apart.

Today, Statewide provides government relations services to National Fuel Gas and Fresenius Kabi, both of which are large employers in Western New York. In addition, we represent many Fortune 500 companies and well-known industry brands, such as Volkswagen Group of America, National Grid, Canadian National Railway, and Nucor Steel. We also work on behalf of several industry trade associations and public sector interests including the NYS Restaurant Association, School Administrators Association of NYS, the NYS Dental Association and the NYS Town Clerks Association. A full list of the firm's current client list is provided in this package.

Kevin Banes will be your principal point of contact for the course of your engagement. Mr. Banes is a Buffalo native with an extensive career in public and private service, having worked in the NYS Legislature, as well as a public education professional trade organization and spending the last 10+ years as a contract lobbyist. While some firms will assign specific staff to various accounts, at Statewide we have a team approach to lobbying. This gives you, the client, access to all of our collective lobbying experience. Full biographies for all of our team members are enclosed below.

Key Experience

Although Statewide does not currently represent a public authority, Mr. Banes has had the unique experience of representing ECWA for several years when he was Director of Government Affairs for e3communications Inc. He understands the unique relationships public authorities have with other government agencies and elected offices, and his past experience working on behalf of ECWA will allow Statewide to help you navigate these waters.

A good example is during the 2014 State Budget negotiations Mr. Banes was tasked by ECWA to fix a statutory glitch in a recently enacted “shared purchasing agreement” or “piggyback” legislation [Chapter 308 of 2012 / Chapter 497 of 2013]. The language as originally adopted did not allow local municipal authorities to enter into joint purchasing agreements that would provide millions in taxpayer savings. Working under the guidance of ECWA executives, Mr. Banes reached out to several large public water authorities to alert them to the plan and provide strategy. As soon as a coalition was established, Mr. Banes began working with the Western New York Delegation to the NYS Legislature, relative legislative committee chairs and key officials in the Executive Chamber to negotiate a five-year plan in the final enacted budget that now allows local authorities like ECWA to take full advantage of these cost saving agreements [Chapter 55 of 2014].

Recent examples of some our successes include:

- Following Superstorm Sandy, Statewide was able to secure a \$700 million post-Sandy CDBG-DR Management Contract for a client to provide housing recovery assistance to affected homeowners. Statewide worked within the highest levels of the Governor’s office and the Division of Housing & Community Renewal to lend credibility to the clients work and showcase their achievements on similar projects in other states. This strategy was ultimately successful in landing such a large contract.
- Statewide successfully assisted a client to introduce and pass legislation to acquire no-cost title to, and secure \$6 million in State capital improvements to redevelop a State-owned incarceration facility.
- On behalf of a trade association client Statewide successfully secured the only industry-specific carve out from the State’s increase in the minimum wage, saving the industry millions of dollars. In a politically adverse atmosphere, Statewide was tasked with working very closely with the highest levels in the Legislature and Executive to educate them on the unique circumstances in which the client’s members operate. In doing so, a successful industry carve-out was secured during tense budget negotiations.
- Statewide worked on behalf of the Prader-Willi Alliance, a small non-profit organization, to pass legislation that streamlines the eligibility determination process administered through the Office for People with Developmental Disabilities (OPWDD) so families with children afflicted with Prader-Willi Syndrome (PWS) receive the vital Medicaid services based on their initial diagnosis, rather than an over cumbersome appeal process.
- On behalf of an upstate manufacturing client Statewide successfully secured the first Tappan Zee Bridge replacement construction contract, a \$58 million contract to construct steel pilings. Despite being up against foreign, state-subsidized bidders, Statewide was able to leverage its relationships and knowledge of the process to help the client navigate the state’s daunting and often times confusing procurement practice.
- Working on a voluntary/pro-bono agreement, Statewide obtained \$200,000 in annual state funding to support the Special Olympics of New York’s Unified Champion Schools program that uses sports and competition to provide opportunities for students with and without intellectual

disabilities to compete alongside one another to promote inclusiveness, inspire youth leadership and encourage whole school engagement.

For over a decade now we have represented the NYS Town Clerks Association, comprised of over 925 municipal executives. Statewide understands and is well-versed with the challenges of partnering in government, soliciting and securing state funding streams and shaping the legislative and regulatory playing field within this context. We are proud to be one of the only firms in Albany with a history and reputation for integrity that such a large organization of public sector executives, most of whom are publicly elected, would trust Statewide as their Albany representation. A full list of members of this organization can be provided upon request.

Ethics and Legal Standing

Statewide is proud to state there are no pending legal actions against the firm and that beyond this we have never incurred any professional fines as a result of actions by the Joint Commission on Public Ethics (JCOPE) or its predecessors, the New York State Attorney General or the New York City Clerk's Office, nor have we had any direct investigations, violations or claims against us or our personnel by any of these investigative bodies.

In accordance with the New York State Lobbying Act, we are required to register with the Joint Commission on Public Ethics (JCOPE). All of our clients are publicly listed and can also be found at the end of this document. We do not foresee any potential conflict of interest between ECWA and any firm clients.

Affirmative Action/EOE Policy

It is the policy of Statewide Public Affairs, Inc. not to discriminate against any employee or any applicant for employment because of age, race, religion, color, handicap, sex, physical condition, developmental disability, sexual orientation or national origin. This policy shall include, but not be limited to, the following: recruitment and employment, promotion, demotion, transfer, compensation, selection for training including apprenticeship, layoff and termination. Except with respect to sexual orientation, this company further agrees to take affirmative action to ensure equal employment opportunities.

III. Our Approach

Principal-Client Based

Our firm attracts and retains clients who prefer an exclusive principal-client relationship when managing their complex issues. Unlike other Albany firms, our business model dictates no client should ever be left to junior associates. Firm principals will always be the point of contact with the clients and always their representation before government officials.

Our Fundamentals

Anyone can tell you what has happened. We work to find out what will happen and why. This critical skill is built through vast experience, institutional knowledge, broad and deep relationships, quality research, intelligence gathering and old fashioned shoe leather. These are the basic caveats in how we manage desired outcomes.

Concepts to Deliverables

Entrepreneurial concepts requiring partnership with government to achieve success are always challenging. Crafting concepts into deliverable proposals requires comprehensive assessment, politically sound strategy and tenacity in execution. Our firm understands the decision to petition the government almost always requires the client to assume risk. Our boutique model ensures risk-assuming clients have the highest level of attention, interaction, political access, resources and resolve to deliver their project to success.

Managing Complex Issues

Assisting clients with complex public sector issues involving legislative, regulatory, budgetary and/or legal issues is our specialty. We provide accurate, effective advice to help our clients influence perceptions, manage reputations and build public, stakeholder and government support.

Finding Funding

Of course, to seek and obtain government funding has become more and more difficult. Clients who desire funding have found success with Statewide because our firm has the experience of more than 50 budget cycles. Statewide's history of success is based on a vast knowledge of the budget process, where the "pots" of money are, and broad relationships with key officials in state agencies, Division of Budget, the Executive Chamber, Legislative Leadership, as well as the Ways & Means and Finance Committees. Recently, Statewide has also become an expert in assisting clients who seek funding through the state's Consolidated Funding Application ("CFA") and Regional Economic Development Councils.

Procurements Delivered

New York State procurement laws are extraordinarily complex. We specialize in assisting clients educate and shape a government agency's approach to fulfilling its needs. We have years of experience helping companies manage the procurement process to best position them for success, all while ensuring full compliance.

Integrity and Reputation First

At Statewide, we place a fundamental emphasis on maintaining the finest reputation with our State and local governmental public officers, our community and our colleagues. With decades of experience doing business in Albany, we understand the boundaries of interacting with government and the letter

of the law. Our Firm attracts and retains clients that command the highest standards of integrity and reputation from their contract representatives because their employees, shareholders, members and customers demand it.

IV. Scope of Services

Working closely with the ECWA team, Statewide will help develop and implement a government relations strategy and advise on its delivery. We understand that while the legislative session is the busiest time of the year, our commitment to you does not end there.

Throughout the year, normal activity will include but not be limited to the following:

- Prepare and coordinate short term and long term action plans to facilitate understanding and approval of ECWA's needs;
- Provide strategic consultation and planning on ECWA government relations strategies and matters;
- Represent and advocate on behalf of ECWA before New York State including the Legislature, Governor and relevant State Agencies;
- Monitor and track legislation and regulations pertinent to ECWA and act on your behalf to support or defeat such legislation or regulations as deemed necessary;
- Engage ECWA with key elected officials and staff in the New York State Legislative and Executive branches, as required;
- Interact directly with the ECWA team as necessary and as required based on legislative and government activity. We are accessible 24/7 on our cell phones, which will be made available to all members of ECWA's government relations team;
- Prepare regular reports (as directed by ECWA), providing current information on the status of specific policy and regulatory initiatives;
- Attend public hearings, legislative committee meetings and other related events on behalf of ECWA;
- Attend meetings with Commissioners to discuss potential opportunities and challenges, as requested by the Secretary to the Authority or Board of Commissioners;
- Prepare factual documents and briefing materials as may be advisable, and prepare written and oral testimony to be delivered before one or more committees and subcommittees of the New York State Legislature, as required;
- Comply with all applicable rules and regulations with respect to lobbying regulations;
- Educate and assist ECWA to ensure full compliance of New York State's public ethics laws/regulations and lobbying registration/disclosure requirements as directed by the New York State Joint Commission on Public Ethics; and
- Any additional government relations activities as requested by ECWA.

V. Fee Proposal:

For the services identified above, we propose a retainer of \$120,000 billed in 24 monthly installments of \$5,000 per month for two-years, effective upon execution of a signed contract. At Statewide, we don't nickel and dime our clients. Many firms charge for recurring monthly incidentals such as phone and legislative tracking services. We pride ourselves on being a full service firm that our retainer should reflect. Any additional expenses beyond the retainer, such as travel, would be approved in advance by the client.

VI. Biographies

Kevin G. Banes - Partner

Kevin Banes comes to Statewide with extensive public and private sector experience. Most recently, he successfully ran the Albany office of e3communications Inc., a Buffalo-based public affairs and public relations firm. Serving as Director of Government Affairs, Mr. Banes managed the firm's government affairs portfolio, representing its clients before the Executive and Legislature. He has worked on a wide range of issues, including but not limited to healthcare, energy, education, corporate tax and finance, and economic development.

Prior to his time at e3, Mr. Banes served as Director of Government Relations for the School Administrators Association of NYS and the NYS Public High School Athletic Association. In this capacity, he directed both Associations on all legislative and regulatory policy, and political matters.

Mr. Banes started his legislative career as Legislative Director for Assemblymember Kevin A. Cahill, current Chair of the Assembly Insurance Committee. While working for Chairman Cahill, he managed the day-to-day operations of the Albany office. His core responsibilities were focused on legislative and budgetary priorities for the Assemblyman.

A Buffalo native, Mr. Banes began his civic career working for the United Way of Buffalo and Erie County. His responsibilities included directing the organization's community outcome-funding allocation process, strengthening community/agency relations, legislative advocacy, as well as fundraising, outcome-based training and a myriad of community projects across the county.

Mr. Banes received his Master's degree in Public Administration from the University at Albany's Rockefeller College of Public Affairs and Policy, and holds a Bachelor's degree in Communications from the University at Buffalo. He has worked on numerous political campaigns and for other civic causes, and in addition has volunteered with organizations such as Deaf Adult Services of Buffalo and St. Mary's School for the Deaf. Currently, Mr. Banes serves on the Board of Directors and chairs the Government Advocacy Committee for Wildwood Programs in Albany.

Christopher J. Duryea - Managing Partner

Certainly New York has experienced an unprecedented level of political upheaval over the past several years. As a result, partnering with government has become more challenging. In founding Statewide Public Affairs, Mr. Duryea's vision is to manage a dynamic, experienced and trusted team who excels for our client's government affairs needs within the context of today's challenging environment.

With over two decades of experience working in and around New York politics, Mr. Duryea has well-recognized expertise in assisting clients navigate the complexities of New York state and local government. As Managing Partner, Mr. Duryea is responsible for the continued success of Statewide's clients.

Most recently, Mr. Duryea was a Partner at Marsh, Duryea & Associates where he represented numerous clients and developed a particular expertise on corporate, taxation, economic development, telecommunications and energy matters. Mr. Duryea also previously served as Vice President of the Cable Telecommunications Association of New York, charged with overseeing day-to-day operations and leading government affairs efforts. Here he developed a keen understanding of telecommunications policy issues and trade association management skills.

Mr. Duryea first began building his vast understanding of New York politics as Office Manager for the Onondaga County Democratic Committee, where he worked on numerous Central New York political campaigns. Subsequently he became an expert on the inner workings of Albany, serving as Legislative Director for the Chairman of the New York State Assembly Corporations, Authorities & Commissions and Environmental Conservation Committees.

In May 2012, *City & State News* named Mr. Duryea as one of “Albany’s Rising Stars” noting, “Duryea is a key player.” Mr. Duryea is a veteran of the U.S. Navy’s submarine service and has a Masters in Political Science from the Rockefeller College at SUNY Albany and a BA in Political Science from SUNY Albany.

Wayne Lair, Jr. - Partner

At Statewide, Wayne Lair, Jr. works closely with our clients to ensure a seamless interface between the legislative process and their specific interests and needs as they are impacted by New York State public policy. Representing such a wide variety of clients, ranging from small businesses and associations to Fortune 500 companies, Mr. Lair helps counsel clients on how to develop legislative priorities, identify key stakeholders, and then maximize their exposure to government to their benefit by working diligently with both sides of the aisle.

Mr. Lair has spent the last several years working as a contract lobbyist in Albany on a multitude of issues, assisting a wide breadth of clients in navigating the complex nature of New York State government and politics. Most recently Mr. Lair was Director of Government Relations for The Vandervort Group, an Albany based government affairs firm.

Recently, Mr. Lair has lobbied successfully for clients on various legislative priorities, including new laws increasing insurance coverage for cancer drugs and allowing for the sale of fireworks in New York State. While some clients seek a legislative fix to a problem they are having, others need assistance in blocking burdensome regulations or unwanted legislation. Mr. Lair has successfully worked on a number of campaigns to defeat these types of measures, including the widely publicized fight over allowing wine sales in grocery stores as well as allowing online poker in New York State.

Mr. Lair holds a B.A. in History from the University at Albany and an M.A. in Political Science from the Rockefeller College of Public Affairs & Policy at the University of Albany.

Roy A. Lasky - Partner

Through years of relationship building and a vast institutional understanding of the policymaking process in New York, Roy Lasky has become, in the words of the *New York Times*, “one of the most influential, and effective, lobbyists in Albany.”

Mr. Lasky specializes in the areas of healthcare, insurance, education, licensing, economic development and campaign finance. He received an M.A. in Political Science from SUNY-Albany prior to employment as a Research Analyst for the New York State Assembly in the office of Assemblyman Saul Weprin, who subsequently was elected Assembly Speaker. From there, he became Executive Director of the New York State Association for the Learning Disabled where he spearheaded a successful lobbying effort to obtain improved recognition, increased services and substantial funding for this developmental disability. He then became the lobbyist, and later, the Executive Director of the New York State Dental Association where he was instrumental in transforming the organization into one of the most successful advocacy groups in the state.

In addition, Mr. Lasky is a recognized expert in campaign and electoral processes, political action committees, and campaign finance where he provides strategic consultation to organizations supporting particular candidates.

James P. Quent - Partner

Jim Quent is an accomplished government affairs, communications and public policy strategist with over 20 years of experience in the mechanics of New York City and New York State legislative and regulatory processes, politics and the private sector. Mr. Quent's experience ranges from representing Fortune 100 companies, technology solutions providers, and health care professionals, to construction and not-for-profit organizations. A highly skilled, bilingual (English / Spanish) communications professional, Mr. Quent has a keen vision and serves as an incredible strategic asset for clients.

Recognized as one of New York's "40 Under 40 Rising Stars: The Next Generation of Political Leaders in New York" in 2008 by *City Hall News* (now *City and State Magazine*), Mr. Quent's vast government experience includes positions as Deputy Chief of Staff to a NYS Assembly Speaker, Deputy Press Secretary for two NYS Comptrollers, Legislative and Communications Associate with the Medical Society of the State of New York, and Chief of Staff to a NYS Assemblyman.

A seasoned political operative, Mr. Quent has managed campaigns for the Democratic Assembly Campaign Committee, served as Communications Director for Tom DiNapoli's 2001 race for Nassau County Executive, and directed Statewide field operations for former State Comptroller Carl McCall's 2002 gubernatorial campaign.

As a passionate supporter of civic engagement, Mr. Quent volunteers with multiple organizations to encourage young professionals to get involved in government and politics. He also raises money to combat cancer and support other worthy causes.

Ty Mills, Director of Legislation & Operations

Ty Mills joined the Statewide Public Affairs team in January 2017 and brings with him hands on experience and perspective from all sides of the issues. In his previous work in the private sector for an international energy company, he was responsible for the marketing, communications and outreach for all of New York State.

As well as working in the energy industry, he also worked for the NYS Assembly Majority Office of Communications and Information Services. While there his focus was working with new and marginal majority members. In addition he also planned and managed the running of their respective campaigns.

Most recently Mr. Mills was employed by the NYS Senate for the Independent Democratic Conference (IDC). With the IDC he helped shape their policy positions and lay the ground work for their plans for the future.

At Statewide Public Affairs, Ty uses this experience, a trained attention to detail, and along with the latest legislative tracking technology will provide the firm and its client's real-time updates on the status of relevant legislative and regulatory initiatives. He will also monitor relevant social media outlets, political blogs and newswires to keep our clients always up to date.

Mr. Mills holds a B.A. in Mass Communication with a minor in business from SUNY Oneonta.

Carol A. Hamilton, Director of Client Services and Compliance

Carol A. Hamilton is the Director of Client Services and Compliance for Statewide Public Affairs, Inc. and currently provides all administrative services. With over 20 years of experience, she directly coordinates client needs with the principals of the firm to ensure that clients receive the highest levels of service. She also directs all compliance efforts as required by JCOPE and the New York City Clerk's office on behalf of the firm's clients.

Previously, Ms. Hamilton was Chief of Staff with the firm of Marsh, Wasserman & McHugh where she managed office staff as well as day to day operations of the firm. Prior to that she was employed by the New York State Education Department, Bureau of Proprietary School Supervision, and the Center for Disability Services Community Services Division.

Ms. Hamilton holds a bachelor's degree in Business, Management and Economics from the State University of New York – Empire State College.

Samantha Diliberti, Director of Public Relations

Samantha Diliberti brings to Statewide Public Affairs extensive experience in government, political and media relations, as well as a strong background in business development. Before joining the Statewide team, Ms. Diliberti served as Associate Publisher for City & State NY, a premier niche media company covering New York government and politics. There she launched four new business divisions resulting in new revenue, and executed the acquisition of the company's nonprofit publication, New York Nonprofit Media, where she served as interim Managing Editor. Ms. Diliberti also oversaw the company's marketing and communications strategies.

Prior to her work in the private sector, Ms. Diliberti served on the teams of Governor Andrew Cuomo and United States Senator Kirsten Gillibrand. She was the face of each administration in the lower Hudson Valley region and acted as the liaison between the administrations and regional stakeholders, including elected officials, advocacy directors, and high-level business executives. She created strategic outreach plans, developed and implemented media events, and collaborated with New York State agencies to monitor major regional projects including the Tappan Zee Bridge Replacement, Regional Economic Development Council report, Consolidated Funding Application projects, and the expansion of New York's tourism initiatives.

Ms. Diliberti's extensive political experience on nearly a dozen campaigns at both the state and local levels, includes tracking, messaging and design, and grassroots outreach.

VII. Current Client List

We at Statewide have been honored to represent numerous clients of all sizes and across all spectrums of industry. From non-profits such as the Special Olympics to companies at the top of the Forbes list like Coca-Cola, we represent all of our clients with integrity and vigor. Below is a list of our current clients, most of which have been with us from the beginning.

Allergan USA, Inc
Cardtronics USA, Inc
Canadian National Railway Company
CNA Insurance
Coalition for the Homeless
The Coca-Cola Company
Comcast / NBC
Construction Safety Advisory Committee of NY, Inc.
Dunkin Brands, Inc.
Empire City Casino / Yonkers Racing Corporation
Fresenius Kabi, Inc.
Insurance Auto Auctions, Inc.
Intuit, Inc.
kaleo, Inc
Kinder Morgan, Inc.
Mallinckrodt, LLC
Medical Liability Mutual Insurance Company
Metropolitan College of New York
National Fuel Gas
National Grid
National Restaurant Association
Navient
New York State Association of Health, Physical, Education, Recreation and Dance
New York State Correction Officers PBA (NYSCOPBA)
New York State Dental Association
New York State Public High School Athletic Association
New York State Restaurant Association
New York State Town Clerks Association
Nucor Steel, Inc.
ONX 1, LLC
Phantom Fireworks Eastern Region LLC
Prader –Willi Alliance of NY, Inc.
SAS Institute, Inc.
School Administrators Association of New York State
Special Olympics New York, Inc.
Volkswagen Group of America, Inc.
Villarini & Henry LLP

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.

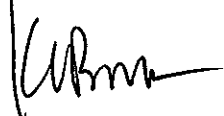
I certify that all information contained in this response to the Request for Proposals is truthful to the best of my knowledge and belief. I further certify that I am authorized to submit this response to the Request for Proposals on behalf of the agent/broker and/or insurer(s) as its act and deed and 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: Statewide Public Affairs, Inc.

BY: Kevin G. Banes

SIGNATURE:



NAME & TITLE, TYPED OR PRINTED: Kevin G. Banes, Partner

MAILING ADDRESS: 15 Elk Street

CITY, STATE, ZIP CODE: Albany, NY, 12207

TELEPHONE NUMBER: 1-518-436-6000

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: September 14, 2018

Name: Kevin G. Banes

Title: Partner

Contractor Name: Statewide Public Affairs, Inc.

Contractor Address: 15 Elk Street, Albany, NY, 12207

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: 09/14/18

Name: Kevin G. Banes

Title: Partner

Contractor Name: Statewide Public Affairs, Inc.

Contractor Address: 15 Elk Street, Albany, NY, 12207

**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: Statewide Public Affairs, Inc.

Address: 15 Elk Street, Albany, NY, 12207

Name and Title of Person Submitting this Form: Kevin G. Banes

Contract Procurement Number: Project No: 201800178

Date: 09/14/18

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: 09/14/18

Signature

Name: Kevin G. Banes

Title: Partner, Statewide Public, Affairs, Inc.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

09/12/2018

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).

PRODUCER Bradley Agency LLC 2022 Western Avenue 2nd Floor East Albany NY 12203		CONTACT NAME: Bernadette Fuller PHONE (A/C, No, Ext): (518)452-2736 FAX (A/C, No): (518)452-2851 E-MAIL ADDRESS: bfuller@bradleyagency.com	
INSURED Statewide Public Affairs Inc. 15 Elk Street Albany NY 12207		INSURER(S) AFFORDING COVERAGE INSURER A: ERIE INS CO INSURER B: The Hartford Group Benefits INSURER C: INSURER D: INSURER E: INSURER F:	
		NAIC # 26263 88072	

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

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"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	N	N	Q97-0595869	01/01/2018	01/01/2019	EACH OCCURRENCE	\$ 1000000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 1000000
							MED EXP (Any one person)	\$ 5000
							PERSONAL & ADV INJURY	\$ 1000000
							GENERAL AGGREGATE	\$ 2000000
							PRODUCTS - COMP/OP AGG	\$ 2000000
								\$
A	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	N	N	Q10-7230184	10/22/2018	10/22/2019	COMBINED SINGLE LIMIT (Ea accident)	\$ 1000000
							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
							PROPERTY DAMAGE (Per accident)	\$
								\$
A	<input type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$ 10000	N	N	Q25-5170326	01/01/2018	01/01/2019	EACH OCCURRENCE	\$ 1000000
							AGGREGATE	\$ 1000000
								\$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	Q85-5103852	01/01/2018	01/01/2019	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER	
							E.L. EACH ACCIDENT	\$ 100000
							E.L. DISEASE - EA EMPLOYEE	\$ 100000
							E.L. DISEASE - POLICY LIMIT	\$ 500000
B	Statutory Disability	N	N	LNy817093001	01/01/2014	01/01/2015		

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

CERTIFICATE HOLDER

CANCELLATION

Erie County Water Authority ATTN: Anthony Alessi 295 Main Street Suite 350 Buffalo NY 14203	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 <i>Bernadette B Fuller</i>
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Fax:

Email:

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