



# ERIE COUNTY WATER AUTHORITY

## INTEROFFICE MEMORANDUM

November 7, 2018

To: Jerome D. Schad, Chairman  
Mark S. Carney, Vice Chairman  
E. Thomas Jones, Treasurer

From: Terrence D. McCracken, Secretary to the Authority

Subject: RFP For Government and Lobbying Services

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Commissioners:

As you are aware, the Board recently authorized the issuance of a Request for Proposals for government and lobbying services. At the October 4, 2018 meeting, I reported to the Board that five proposals had been received, and a committee consisting of myself, Deputy Director Robert Lichtenthal and Human Resources Director Daniel NeMoyer had been formed to review the responses and interview the firms, if necessary in order to make a recommendation to the Board as to which firm the committee felt was best fit to perform these services.

The committee conducted an initial review of all five responses with the objective of narrowing it down to 2 or 3 finalists who would then be invited to interview. It was a unanimous decision to interview Masiello, Martucci, Calabrese & Associates ("MMC&A") and Harter, Secrest & Emery LLP.

The interviews were conducted on November 6, 2018, and both firms displayed a vast knowledge of the Authority's operations and needs as a water utility agency. Each firm had expressed a desire to move the Authority forward relative to grant programs as well as being our lobbying representative on federal, state and local issues, whether it be funding or regulatory.

After the interviews were completed, the three committee members came to the same conclusion that MMC&A is the best fit to represent this organization. The committee believes that MMC&A has the right balance of knowledge, experience & relationships. Furthermore, being the only Buffalo based firm has additional advantages to the Authority.

In conclusion, the committee feels that MMC&A has the right skill set for this organization to move forward and recommends entering into an agreement with said firm to provide government and lobbying services for the Authority.

With those thoughts in mind, I respectfully request permission to bring a resolution to the Board at the next regularly scheduled meeting of November 29, 2018 to enter into an agreement with Masiello, Martucci, Calabrese & Associates. Should you have any questions, please feel free to contact me. Thank you.

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