Empire State Development

Annual Procurement Contracts

Entered During the Fiscal Year 2014 (04/01/2013 - 03/31/2014)

CO.	VENDOR NAME	ORIGINAL CONTRACT DATE	CONTRACT #	CONTRACT AMOUNT	INITIAL SCOPE OF SERVICES	PAYMENTS DURING FISCAL YEAR	CURRENT STATUS	COMPETITIVE SEARCH	BASIS OF AWARD	COMMENTS	NUMBER OF BIDS
EMPIRE STATE DEVELOPMENT											
ESD	The Research Foundation for SUNY	9/26/2013	8373	999,460	Provide project management services to help implement the existing Buffalo Billion Investment Strategy to leverage the $1 Billion state investment into transformational development positively impacting City of Buffalo and surrounding area.	-	On-going	YES	Best Value		2
ESD	Baker Donelson, Bearman, Caldwell, & Berkowitz, PC	10/1/2013	8378	984,480	Provide assistance in identifying growth opportunities and retention strategies to keep New York State military bases as economic contributors and job generators.	100,161	On-going	YES	Best Value	MWBE Waiver Granted / Exempt Contract	5
ESD	Liro Engineers, Inc.	11/6/2013	8317	715,342	Provide construction management, design/engineering property management services associated with remediation and demolition activities of the former Episcopal Church Home property acquired by Empire State Development (ESD).	208,914	On-going	YES	Best Value		4
ESD	Mercy Corps	1/30/2014	8531	404,400	Provide assistance to ESD staff to develop and launch Small Business Mentoring web-platform using its existing mentoring program as a foundation and customizing its existing web-platform to meed ESD needs.	50,000	On-going	NO	Single Source		
ESD	Schoeman Updike Kaufman Stern and Ascher LLP	4/2/2013	8020	349,500	Provide real estate services with respect to the negotiating and drafting agreements related to the Central Harlem Mixed Use Project.	192,204	On-going	YES	Best Value	WBE	30
ESD	Peak Environmental LLC	9/25/2013	8355	348,700	Provide demolition of structures located on, and removal of debris from,an approximately 20 acre parcel of vacant land fronting on 60 Road in the Radisson Corporate Park, Baldwinsville, NY.	344,741	Completed	YES	Best Value		4
ESD	Renee Sacks Associates dba Sacks Communications	10/8/2013	8313	300,000	Provide event planning & management consulting services for the 2013 Statewide MWBE Forum Event.	251,725	Completed	YES	Best Value	WBE	2
ESD	Winston & Strawn, LLP	1/17/2014	8506	300,000	Provide legal services to ESD with respect to Correctional Facilities Bonds and transferring the related prison facilities.	31,008	On-going	YES	Best Value		8

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ESD	Orrick, Herrington & Sutcliffe	1/15/2014	8500	150,000	Provide bond cousel services to ESD in connection with the sale and delivery of the Corporation's Series 2013 E & F.	-	On-going	YES	Best Value		8
ESD	Cool Insuring Agency	3/5/2014	8576	140,000	Provide marketing, placement, administrative and claims handling services on behalf of ESD and its subsidiaries.	-	On-going	YES	Best value		
ESD	Ernst & Young LLP	10/17/2013	8356	138,230	Provide economic impact analysis evaluation of the potential economic development benefits and costs if New York State adopts the "At Rest" legislation, which will amend the Alcoholic Control Beverage Law in relation to the shipment of alcoholic beverages into the state.	75,162	On-going	YES	Best Value		2
ESD	LPEC Quality Destinations, Inc.	8/29/2013	8283	137,500	Provide event planning services to organize and coordinate three inter-related events designed to market and promote New York State's Adirondack region fro tourism.	137,500	Completed	N/A	Single Source		
ESD	Nixon Peabody LLP	6/21/2013	8268	130,000	Provide bond counsel services with respect to the sale and issuance of State Personal Income Tax Revenue Bonds Series 2013.	130,000	Completed	YES	Best Value		8
ESD	FX FOWLE Architects, LLP	1/17/2014	8507	125,000	Provide urban design and planning services for a strategic vision and implementation plan to focus and coordinate ongoing development and planning efforts in downtown Niagara Falls, NY.	99,540	On-going	YES	Best Value		38
ESD	Cherry Road Technologies Inc	4/3/2013	8155	108,000	Provide technical support to assure continuous PeopleSoft operation and quick responses to technical problems.	45,000	On-going	YES	Best Value		6
ESD	Squire Sanders (US) LLP	1/15/2014	8498	105,000	Provide bond counsel services in connection with UDC issuance of NYS Personal Income Tax Revenue Bonds Financing 2013.	105,000	Completed	YES	Best Value		8
ESD	Fountains Spatial Inc	4/16/2013	8095	100,000	Provide consulting services to ESD with respect to the online mapping application that will be used to assist with the revised Environmental Assessment Forms (EAFs).	104,000	Completed	YES	Best Value		3
		TOTAL ESD:		**$5,535,612**		**$1,874,956**					

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ERIE CANAL HARBOR DEVELOPMENT CORPORATION											
ECHCD	Biederman Redevelopment Ventures Corporation	6/21/2013	8272	846,192	Provide consulting services pertaining to Public Space Manangement, Programming and Improvements including the design and construction of a full service restaurant and beer garden, Food Service Department, Long Term Revenue Development, Signature Events Development.	196,428	On-going	YES	Best Value		2
ECHCD	Buffalo Place, Inc.	5/24/2013	8168	756,827	Provide operations, maintenance, security, programming, and marketing of Canalside.	715,239	On-going	N/A	Single Source		
ECHCD	Rosato Management Services, Inc.	6/18/2013	8270	576,912	Provide maintenance, operations and security services at ECHDC's property at the Outer Harbor, Parcel OH.	208,015	On-going	YES	Best Value		1
ECHDC	Eric Mower and Associates	7/30/2013	8300	317,900	Provide assistance to create a Canalside brand narrative, visual identity, and marketing plan in order to help build awareness and distinguish it as a true regional destination, as well as ensure communication consistency.	125,719	On-going	YES	Best Value		11
ECHDC	Arts Services Initiative of Western New York	7/30/2013	8301	264,550	Provide program coordination services to expand the calendar of events that will activate the existing features, public spaces and water's edge along the Buffalo River.	91,460	On-going	YES	Best Value		1
		TOTAL ECHDC:		**$2,762,380**		**$1,336,861**					
EMPIRE STATE NEW MARKET CORPORATION											
ESNMC	National Development Council	8/19/2013	8339	500,000	Provide consulting services to ESNMC in connection with ESNMC's current allocation and potential future allocation of federal New Markets Tax Credit(NMTC), and deployment thereof.	30,000	On-going	YES	Best Value		7
		TOTAL ESNMC:		**$500,000**		**$30,000**					

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HARLEM COMMUNITY DEVELOPMENT CORPORATION											
HCDC	Bryant Rabbino LLP	7/18/2013	8294	150,000	Provide real estate and tax legal services and counsel to HCDC in connection with the Corporation's ownership interest in five low-income housing tax credit development properties.	13,290	On-going	YES	Best Value		30
HCDC	Ross Window Corporation	10/9/2013	8385	137,755	Provide window replacement and installation at 2101 Lexington Avenue.	137,755	Completed	YES	Best Value	Vendor under NYS DHCR competitive contract	6
HCDC	Brooklyn Mechanical HTG Corp.	11/7/2013	8415	134,300	Provide removal and installation of heating system at 2394 Adam Clayton Powell Jr. Boulevard.	111,170	On-going	YES	Best Value	Vendor under NYS DHCR competitive contract	3
HCDC	Brooklyn Mechanical HTG Corp.	10/9/2013	8388	117,800	Provide services to demolish boiler room equipment and install replacement equipment and accessories for the new boiler room at 2101 Lexington Avenue.	116,000	On-going	YES	Best Value	Vendor under NYS DHCR competitive contract	5
HCDC	New York Heating Corp.	3/31/2014	8639	74,999	Demolition of the old boiler piping system and the installation of a new boiler piping system at 532-540 West 145th Street.	-	On-going	YES	Best Value	Vendor under NYS DHCR competitive contract	4
HCDC	New York Heating Corp.	3/31/2014	8640	69,999	Demolition of the old boiler piping system and the installation of a new boiler piping system at 2657 Frederick Douglas Boulevard.	-	On-going	YES	Best Value	Vendor under NYS DHCR competitive contract	4
HCDC	New York Heating Corp.	12/10/2013	8458	65,449	Provide removal and installation of heating system at 1512-14 Amsterdam Avenue.	35,735	On-going	YES	Best Value	Vendor under NYS DHCR competitive contract	2
		TOTAL HCDC:		**$750,302**		**$413,950**					

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MOYNIHAN STATION DEVELOPMENT CORPORATION											
MSDC	Skanska USA Civil Northeast Inc 75 - 20 Astoria Boulevard Queens, NY 11370	6/21/2013	8262	17,506,500	Provide construction and related services for enhancements to the 33rd Street subway connector between Penn Station and the West End Concourse as part of Phase 1 of the Moynihan Station Project.	-	On-going	YES	Best Value		4
	TOTAL MSDC:			**$17,506,500**		**$0**					
USA NIAGARA DEVELOPMENT CORPORATION											
USAN	Global Spectrum, LP 3601 South Broad Street Philadelphia, PA 19148	1/1/2014	8676	725,628	Provide management services for maintenance and programming services of Old Falls Street, Niagara Falls, NY.	-	On-going	YES	Best Value		1
USAN	Global Spectrum, LP 3601 South Broad Street Philadelphia, PA 19148	1/1/2014	8525	345,060	Provide management services for the USA Niagara owned Conference Center Niagara Fall.	50,000	On-going	YES	Best Value		1
	TOTAL USA NIAGARA:			**$1,070,688**		**$50,000**					
				$28,125,482	**Contract Totals**	**$3,705,766**					
				$82,613,455	**Amendment Totals**	**$130,590,279**					
				$110,738,937	**Grand Totals**	**$134,296,045**					

Empire State Development
Annual Procurement Contracts (Amendments)
Executed During Fiscal Year 2014 (04/01/2013 - 03/31/2014)

CO.	VENDOR NAME	AMEND. DATE	CONTRACT NUMBER	ORIGINAL CONTRACT AMOUNT	AMEND AMOUNT	SCOPE OF SERVICES	REVISED CONTRACT AMOUNT	AMOUNT EXPENDED FOR FISCAL YEAR	CURRENT STATUS	CONTRACT REPORTER	COMMENTS	TOTAL OF BIDS
EMPIRE STATE DEVELOPMENT CORPORATION												
ESD	BBDO USA LLC	5/1/2013	7506	50,000,000	36,500,000	Provide marketing, branding, media, and communications agency to promote the "New York State Open for Business" program, with a supplement focus within such scope to promote seasonal businesses in areas impacted by Hurricane Sandy.	136,500,000	65,405,271	On-going	Legally Exempt	Single Source	
ESD	Henningson, Durham, and Richardson	7/25/2013	4869	360,000	450,000	Provide environmental monitoring throughout the construction of the Atlantic Yards Redevelopment Project.	2,645,000	314,514	On-going	N/A	Amendment provided for in original contract	
ESD	Spectrum Personal Communications Corp	7/29/2013	7882	350,000	375,000	Continue to provide assistance to ESD in overseeing Columbia University's compliance with Project obligations, including construction milestones and community benefits.	700,000	283,753	On-going	N/A	Amendment provided for in original contract MBE	
ESD	Hyjek and Fix	5/1/2013	7758	350,000	313,000	Continue to provide assistance in identifying growth opportunities and retention strategies to keep New York State military bases as economic contributors and job generators.	663,000	87,634	Completed	N/A	Renewal option in original RFP	
ESD	Greystone Servicing Corporation	4/30/2013	12	2,625,000	165,000	Provide necessary loan servicing functions until ESD's Housing Portfolio is transferred to NYSHCR.	11,880,000	38,333	Completed	YES		1
ESD	Foley & Lardner, LLP	11/6/2013	7859	50,000	100,000	Provide advice and counsel in connection with the lease negotiations for the Ralph Wilson Jr. Stadium.	300,000	137,550	On-going	Legally Exempt	Single Source	
ESD	Willis North America	1/30/2014	8528	15,000	84,000	Provide ESD with expertise in reviewing and assessing surety underwriters' credit assessment for the issuance or denial of Irrevocable Letter of Credits.	99,000	0	On-going	NO	"Piggyback" from MTA Contract	
ESD	Marcum Technology	6/21/2013	8113	141,012	72,623	Provide hardware, software, maintenance, and support services to upgrade the NetApp Storage Area Network (SAN) for ESD's disaster recovery operations.	213,635	197,030	On-going	N/A	Vendor under State OGS competitive contract	

Totals adjusted for multiple amendments

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ESD	Hodgson Russ LLP	7/24/2013	7959	49,500	50,500	Continue to provide real estate legal services in order to negotiate for a proposed lease extension of Ralph Wilson Stadium to the Buffalo Bills.	100,000	44,019	On-going	N/A	Pre Qualified List	
		ESDC TOTAL:		**53,940,512**	**38,110,123**		**153,100,635**	**66,508,105**				
EMPIRE STATE NEW MARKET CORPORATION												
ESNMC	Holland and Knight LLP	4/11/2013	6297	64,217	65,000	Continue to provide legal services in all matters related to the federal New Market Tax Credits Program.	129,217	0	On-going	N/A	Pre Qualified List	
		ESNMC TOTAL:		**64,217**	**65,000**		**129,217**	**0**				
ERIE CANAL HARBOR DEVELOPMENT CORPORATION												
ECHDC	McKinsey & Company Inc	8/9/2013	7863	2,883,551	2,399,796	Continue to provide consulting services to assist ESD and the WNY Regional Economic Development Council to create and implement a strategy to leverage the $1 billion State investment into transformational development positively impacting the City of Buffalo and its surrounding area.	5,283,307	4,459,996	On-going	N/A	Amendment provided for in original contract	
ECHDC	Foit-Albert Associates	6/18/2013	7767	305,011	1,535,786	Provide lighting and engineering design services related to the Buffalo River Corridor.	1,840,797	436,266	On-going	N/A	Amendment provided for in original contract	
ECHDC	C and S Engineers, Inc.	6/5/2013	7359	1,777,000	500,000	Continue to provide construction administration services related to the Public Canal Environments thru the end of 2013.	2,277,000	476,239	On-going	Legally Exempt	Single Source	
ECHDC	Phillips, Lytle, LLP	1/13/2014	7957	300,000	500,000	Provide legal services for the various real estate, environmental, construction and current litigation matters involving DiPizio Construction v. ECHDC.	800,000	219,475	On-going	N/A	Pre Qualified List	
		ECHDC TOTAL:		**5,265,562**	**4,935,582**		**10,201,104**	**5,591,976**				
HARLEM COMMUNITY DEVELOPMENT CORPORATION												
HCDC	Ross Window Corporation	12/10/2013	8385	137,755	30,600	Provide window replacement and installation at 2101 Lexington Avenue.	168,355	137,755	On-going	N/A	Vendor under NYS DHCR competitive contract	

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HCDC	Brooklyn Mechanical HTG Corp.	1/7/2014	8388	116,000	2,800	Demolish boiler room equipment and install replacement equipment and accessories for the new boiler room at 2101 Lexington Avenue.	118,800	116,000	On-going	N/A	Vendor under NYS DHCR competitive contract	
		HCDC TOTAL:		**253,755**	**33,400**		**287,155**	**253,755**				
LOWER MANHATTAN DEVELOPMENT CORPORATION												
LMDC	Winston & Strawn LLP	11/12/2013	7918	6,600,000	7,425,000	Provide legal services in connection with 130 Liberty Street, including advise and services in connection with pending or potential claims, disputes and/or litigation relating to the abatement and deconstruction of the building.			On-going	Legally Exempt	Single Source	
LMDC	Winston and Strawn LLP	5/23/2013	7918		4,400,000	Continue to provide legal advice and services related to 130 Liberty Street and extend the term through March 31, 2014.	18,425,000	5,618,686	On-going	Legally Exempt	Single Source	
LMDC	AKRF Inc	2/7/2014	5661	1,720,000	700,000	Provide environmental consulting services which may include air monitoring, hazardous materials testing, and environmental assessment and review associated with LMDC funded projects in Lower Manhattan.	2,420,000	106,269	On-going	N/A	Pre Qualified List	
LMDC	TRC Engineering, Inc.	6/20/2013	7161	145,120	397,935	Continue to provide environmental monitoring and testing services to support the operations of the Lower Manhattan Construction Command Center.	1,195,000	412,705	On-going	N/A	Amendment within original RFP 3 year term	
LMDC	Carter Ledyard & Milburn LLP	2/7/2014	5833	790,000	300,000	Provide real estate, condemnation, and any related litigation services in connection with the ongoing implementation of the General Project Plan for the WTC Memorial and Cultural Program.	1,090,000	118,872	On-going	N/A	Pre Qualified List	
LMDC	Venable LLP	2/7/2014	5405	325,000	300,000	Provide legal environmental related litigation matters services on an as needed basis.	625,000	80,250	On-going	N/A	Pre Qualified List	
LMDC	Duane Morris LLP	5/17/2013	5772	500,000	100,000	Continue to provide legal advice and services related to 130 Liberty Street and extend the term through December 31, 2013.	1,275,000	0	On-going	Legally Exempt	Single Source	

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LMDC	Richard J Davis	3/20/2014	8178	49,500	50,000	Provide legal counsel services on an as needed basis.	99,500	25,160	On-going	Legally Exempt	Single Source	
LMDC	Something Digital Inc	2/7/2014	5978	241,760	42,000	Provide maintenance and design services to LMDC's website used to disseminate information regarding the rebuilding of WTC and revitalization of Lower Manhattan.	283,760	39,700	On-going	YES	Awarded to Lowest Qualified Bidder	
		LMDC TOTAL:		**10,129,620**	**13,714,935**		**25,313,760**	**6,376,483**				
MOYNIHAN STATION DEVELOPMENT CORPORATION												
MSDC	Skansa USA Civil Northeast Inc	9/26/2013	7833	162,525,000	24,487,100	Provide train shed structural work associated with the Platform Ventilation System of the Moynihan Station Phase 1 Project.	187,012,100	48,396,960	On-going	Legally exempt	Single Source	
MSDC	Thacher Associates, LLC	9/6/2013	7914	2,099,000	457,727	Provide integrity monitoring services to include the connecting corridor construction and the new fan room work in C-Yard related to the Moynihan Station Phase 1 Project.	2,556,727	441,496	On-going	Legally exempt	Single Source	
MSDC	Skidmore Owings & Merrill LLP	1/13/2014	7273	6,500,000	398,200	Provide additional work relating to the expanded feasibility and conceptual Master Plan studies for the Moynihan Station Project.	13,785,130	2,808,838	On-going	Legally Exempt	Single Source	
MSDC	Holland and Knight LLP	7/26/2013	6687	750,000	150,000	Continue to provide real estate , construction, financing, development, land use, and related legal services necessary to complete Phase 1 of the Moynihan Station Project at the James A. Farley Post Office Building.	900,000	54,273	On-going	N/A	Pre Qualified List	
		MSDC Total:		**171,874,000**	**25,493,027**		**204,253,957**	**51,701,566**				
QUEENS WEST DEVELOPMENT CORPORATION												
QWDC	Fleming Lee Shue Inc	6/21/2013	7383	989,810	190,888	Provide quarterly water sampling and reporting of Center Boulevard between 47th Road and 48th Avenue.	1,180,698	130,517	On-going	Legally Exempt	Sole Source MWBE Firm	
QWDC	Abel Bainnson Butz LLP	6/13/2013	106	4,091,000	70,500	Provide design services with respect to Stage 2 parks, esplanade, water's edge structure and utilities infrastructure.	5,700,358	27,878	On-going	Legally Exempt	Single Source	
		QWDC TOTAL:		**5,080,810**	**261,388**		**6,881,056**	**158,394**				
		GRAND TOTAL:		**246,608,476**	**82,613,455**		**400,166,884**	**130,590,279**				

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