



January 7th, 2021

Conor Eckert
Executive Director
Town of Montgomery IDA
110 Bracken Road
Montgomery, NY 12549

Project: USEF Sailfish, LLC – Requests for Verified Exemptions
Significant Price Differential: Painting

Van Eerden Painting is being considered to perform painting work at USEF Sailfish, LLC. It is important to know that this is the second submission for this waiver request, with details provided on the following page **Background:**

RC Andersen (G.C. @ Sailfish) initially invited 9 bidders for painting work at the Sailfish project. Of those 11, 7 were from the local area or could provide local labor for the project, and 2 were non-local. Of those 11 invited to bid on the project, only 5 companies submitted bids, and 4 companies declined to bid in writing, verbally, or no response was given. It is important to know that the list of contractors RC Andersen invited, was the same list provided to them by Tony Speziale who is the local agent for the painters union. The list considered large enough and capable companies able to perform work on a project of this size. After the initial submission of the waiver, we were concerned that not enough companies were invited, and implored RC Andersen to re-contact some companies who did not initially submit a bid. RC Andersen went back out and was able to contact 2 of the companies from the initial bid (Peter Gisondi & TEC) who then submitted bids. Additionally, RC Andersen invited two additional companies to bid, per recommendation by Tony Speziale. We feel as though RC Andersen did their due diligence in attempting to hire a local company to perform the work, but ultimately Van Eerden's price was 20% lower than the next lowest bidder.

Loewke Brill considers this waiver request to be valid based on significant cost differential and recommends the waiver to be processed.

Sincerely,

Kevin E Loewke



491 Elmgrove Rd, Ste 2, Rochester, NY 14606

Toll Free: 866-647-9350 Phone: 585-647-9350 Fax: 585-647-3508



www.loewkebrill.com