



Capital:

SERVICE: Promotion & Tourism

Contract ID #:CQPK15000003

NIFS Entry Date: 07-NOV-19

Term: from 01-JAN-20 to 31-DEC-20

Amendment	
Time Extension:	
Addl. Funds:	
Blanket Resolution:	
RES#	

1) Mandated Program:	N
2) Comptroller Approval Form Attached:	Y
3) CSEA Agmt. § 32 Compliance Attached:	N
4) Material Adverse Information Identified? (if yes, attach memo):	Y
5) Insurance Required	Y

Vendor Info:	
Name: Discover Long Island, Inc.	Vendor ID#:
Address: 330 Motor Parkway	Contact Person:
Suite 203	
Hauppauge, NY 11788	
	Phone:

Department:		
Contact Name: Eileen Krieb		***************************************
Address: Administration Bldg.		
Address. Administration Bldg.	(222) (222) (222)	
Eisenhower Park	erin.	i in
	chi	13 (12) 74 00
E. Meadow, NY 11554	15.5	cn
	CQ.	- I have
Phone: 516-572-0272		TICE
	U	
	N	

Routing Slip

Department	NIFS Entry: X	12-NOV-19 PABUFFOLINO
Department	NIFS Approval: X	12-NOV-19 LBARKER
DPW	Capital Fund Approved:	
OMB	NIFA Approval: X	12-NOV-19 IQURESHI
ОМВ	NIFS Approval: X	12-NOV-19 SJACOB
County Atty.	Insurance Verification: X	12-NOV-19 AAMATO
County Atty.	Approval to Form: X	12-NOV-19 DMCDERMOTT

СРО	Approval: X	08-JAN-20 KOHAGENCE
DCEC	Approval: X	08-JAN-20 JCHIARA
Dep. CE	Approval: X	09-JAN-20 BSCHNEIDER
Leg. Affairs	Approval/Review: X	28-FEB-20 JSCHANTZ
Legislature	Approval:	
Comptroller	Deputy:	
NIFA	NIFA Approval:	

Contract Summary

Purpose: This is an amendment to extend the term for an additional year to 12/31/20. This is an agreement with Discover Long Island to stimulate economic growth through fostering tourism and activities across Long Island. Discover Long Island markets, develops and administers programs and strategies designed to encourage tourism, business and sporting events in Nassau County

Method of Procurement: RFP was issued 8/21/14 through posting's on the County Website and Newsday. There was one proposal received and reviewed

Procurement History: RFP Issued 8/21/14; Original contact-CQPK15000003, Amendment 1-CLPK18000001

Description of General Provisions: Amended Term only for year 2020 Discover Long Island, formerly known as Long Island Convention and Visitors Bureau, Inc. markets, develops and administers programs and sales strategies designed to encourage, attract, solicit and promote meetings, convention business, tourism and sporting events with Nassau County

Impact on Funding / Price Analysis: same terms as previous amendment

Max amount \$800,000

Change in Contract from Prior Procurement: n/a

Recommendation: (approve as submitted)

Advisement Information

BUDGI	ET CODES
Fund:	GEN
Control:	PK
Resp:	3110
Object:	DE500
Transaction:	109
Project #:	
Detail:	

RENEWAL		
%		

FUNDING SOURCE	AMOUNT
Revenue	
Contract:	
County	\$ 800,000.00
Federal	\$ 0.00
State	\$ 0.00
Capital	\$ 0.00
Other	\$ 0.00
TOTAL	\$ 800,000.00

LINE	INDEX/OBJECT CODE	AMOUNT
1	PKGEN3110DE500	\$ 800,000.00
		\$ 0.00
		\$ 0.00
		\$ 0.00
		\$ 0.00
		\$ 0.00
	TOTAL	\$ 800,000.00

Increase			
%			
Decrease			

A RESOLUTION AUTHORIZING THE COUNTY EXECUTIVE TO EXECUTE AN AMENDMENT TO A PERSONAL SERVICES AGREEMENT BETWEEN THE COUNTY OF NASSAU, ACTING ON BEHALF OF THE NASSAU COUNTY DEPARTMENT OF PARKS, RECREATION AND MUSEUMS, AND DISCOVER LONG ISLAND, INC., FORMERLY KNOW AS THE LONG ISLAND CONVENTION AND VISITORS BUREAU, INC.

WHEREAS, the County has negotiated an amendment to a personal services agreement with the Discover Long Island, Inc. to provide tourism promotional services pursuant to Title 24 of the Miscellaneous Laws of Nassau County, a copy of which is on file with the Clerk of the Legislature; now, therefore, be it

RESOLVED, that the Rules Committee of the Nassau County
Legislature authorizes the County Executive to execute the said amended
agreement with the Discover Long Island, Inc.

1. Vendor: Discover Long Island, Inc.

Contract ID

NIFA Nassau County Interim Finance Authority

Contract Approval Request Form (As of January 1, 2015)

2. Dollar amount requiring NIFA approval: \$80000	
Amount to be encumbered: \$800000	
This is a Amendment	
If new contract - \$ amount should be full amount of co If advisement – NIFA only needs to review if it is incre If amendment - \$ amount should be full amount of am	asing funds above the amount previously approved by NIFA
3. Contract Term: 1/1/20-12/31/20 Has work or services on this contract commenced	?Y
If yes, please explain: Original contact commenced	i 1/1/15
4. Funding Source:	
X General Fund (GEN) Capital Improvement Fund (CAP) Other	Federal % 0 State % 0 County % 0
Is the cash available for the full amount of the contract If not, will it require a future borrowing?	Y Y N
Has the County Legislature approved the borrowing?	N/A
Has NIFA approved the borrowing for this contract?	N/A
5. Provide a brief description (4 to 5 sentences) of	the item for which this approval is requested:
Amended Term only for year 2020	
6. Has the item requested herein followed all prop	per procedures and thereby approved by the:
Nassau County Attorney as to form	Υ
Nassau County Committee and/or Legislature	
Date of approval(s) and citation to the resolution	on where approval for this item was provided:

7. Identify all contracts (with dollar amounts) with this or an affiliated party within the prior 12 months:

Amount

Date

AUTHORIZATION

To the best of my knowledge, I hereby certify that the information contained in this Contract Approv al Request Form and any additional information submitted in connection with this request is true and accurate and that all expenditures that will be made in reliance on this authorization are in conformance with the Nassau County Approved Budget and not in conflict with the Nassau County Multi-Year Financial Plan. I understand that NIFA will rely upon this information in its official deliberation s.

IQURESHI 12-NOV-19

Authenticated User Date

COMPTROLLER'S OFFICE

To the best of my knowledge, I hereby certify that the information listed is true and accurate and is in conformance with the Nassau County Approved Budget and not in conflict with the Nassau County Multi-Year Financial Plan.

Regarding funding, please check the correct response:

I certify that the funds are available to be encumbered pending NIFA approval of this contract.

If this is a capital project:

I certify that the bonding for this contract has been approved by NIFA.

Budget is available and funds have been encumbered but the project requires NIFA bonding authorization

<u>Authenticated User</u> <u>Date</u>

NIFA

Amount being approved by NIFA: _

Payment is not guaranteed for any work commenced prior to this approval.

Authenticated User Date

NOTE: All contract submissions MUST include the County's own routing slip, current NIFS pri ntouts for all relevant accounts and relevant Nassau County Legislature communication documents and relevant supplemental information pertaining to the item requested herein.

NIFA Contract Approval Request Form MUST be filled out in its entirety before being submitted to NIFA for review.

NIFA reserves the right to request additional information as needed.

Jack Schnirman Comptroller



Redacted

OFFICE OF THE COMPTROLLER

240 Old Country Road Mineola, New York 11501

COMPTROLLER APPROVAL FORM FOR PERSONAL, PROFESSIONAL OR HUMAN SERVICES CONTRACTS

Attach this form along with all personal, professional or human services contracts, contract renewals, extensions and amendments.

CONTRACTOR NAME: Discover Long Island formerly known as LICVB
CONTRACTOR ADDRESS: 330 Motor Parkway, Suite 203, Hauppauge, NY 11788
FEDERAL TAX ID #: 52-1137306
<u>Instructions:</u> Please check the appropriate box ("M") after one of the following roman numerals, and provide all the requested information.
I. The contract was awarded to the lowest, responsible bidder after advertisement for sealed bids. The contract was awarded after a request for sealed bids was published in [newspaper] on [date]. The sealed bids were publicly opened on [date]. [#] of sealed bids were received and opened.
II. The contractor was selected pursuant to a Request for Proposals. The Contract was entered into after a written request for proposals was issued on [date]. Potential proposers were made aware of the availability of the RFP by advertisement in [newspaper], posting on industry websites, via email to interested parties and by publication on the County procurement website. Proposals were due on [date] [state #] proposals were received and evaluated. The evaluation committee consisted of:
(list # of persons on
committee and their respective departments). The proposals were scored and ranked. As a result of the scoring and ranking, the highest-ranking proposer was selected.

The contract was originally executed by Nassau County on December 16, 2014, Amendment 1 within the scope of the contract CQPK 15000003 was executed on October 17, 2018. IV.

— Pursuant to Executive Order No. 1 of 1993, as amended, at least three proposals were solicited and received. The attached memorandum from the department head describes the proposals received, along with the cost of each proposal. ☐ A. The contract has been awarded to the proposer offering the lowest cost proposal; OR: D B. The attached memorandum contains a detailed explanation as to the reason(s) why the contract was awarded to other than the lowest-cost proposer. The attachment includes a specific delineation of the unique skills and experience, the specific reasons why a proposal is deemed superior, and/or why the proposer has been judged to be able to perform more quickly than other proposers. V.

— Pursuant to Executive Order No. 1 of 1993 as amended, the attached memorandum from the department head explains why the department did not obtain at least three proposals. A. There are only one or two providers of the services sought or less than three providers submitted proposals. The memorandum describes how the contractor was determined to be the sole source provider of the personal service needed or explains why only two proposals could be obtained. If two proposals were obtained, the memorandum explains that the contract was awarded to the lowest cost proposer, or why the selected proposer offered the higher quality proposal, the proposer's unique and special experience, skill, or expertise, or its availability to perform in the most immediate and timely manner. D B. The memorandum explains that the contractor's selection was dictated by the terms of a federal or New York State grant, by legislation or by a court order. (Copies of the relevant documents are attached). C. Pursuant to General Municipal Law Section 104, the department is purchasing the services required through a New York State Office of General Services contract , and the attached memorandum explains how the purchase is within the scope of the terms of that contract.

III. I This is a renewal, extension or amendment of an existing contract.

□ D. Pursuant to General Municipal Law Section 119-0, the department is purchasing the services required through an inter-municipal agreement.

VI.

This is a human services contract with a not-for-profit agency for which a competitive process has not been initiated. Attached is a memorandum that explains the reasons for entering into this contract without conducting a competitive process, and details when the department intends to initiate a competitive process for the future award of these services. For any such contract, where the vendor has previously provided services to the county, attach a copy of the most recent evaluation of the vendor's performance. If the contractor has not received a satisfactory evaluation, the department must explain why the contractor should nevertheless be permitted to contract with the county.

In certain limited circumstances, conducting a competitive process and/or completing performance evaluations may not be possible because of the nature of the human services program, or because of a compelling need to continue services through the same provider. In those circumstances, attach an explanation of why a competitive process and/or performance evaluation is inapplicable.

VII.

This is a public works contract for the provision of architectural, engineering or surveying services. The attached memorandum provides details of the department's compliance with Board of Supervisors' Resolution No. 928 of 1993, including its receipt and evaluation of annual Statements of Qualifications & Performance Data, and its negotiations with the most highly qualified firms.

<u>Instructions with respect to Sections VIII, IX and X:</u> All Departments must check the box for VIII. Then, check the box for either IX or X, as applicable.

VIII. El Participation of Minority Group Members and Women in Nassau County Contracts. The selected contractor has agreed that it has an obligation to utilize best efforts to hire MWBE sub-contractors. Proof of the contractual utilization of best efforts as outlined in Exhibit "EE" may be requested at any time, from time to time, by the Comptroller's Office prior to the approval of claim youchers.

IX.

Department MWBE responsibilities. To ensure compliance with MWBE requirements as outlined in Exhibit "EE", Department will require vendor to submit list of sub-contractor requirements prior to submission of the first claim voucher, for services under this contract being submitted to the Comptroller.

In addition, if this is a contract with an individual or with an entity that has only one or two employees:
a review of the criteria set forth by the Internal Revenue Service, Revenue Ruling No. 87-41, 1987-1 C.B. 296, attached as Appendix A to the Comptroller's Memorandum, dated February 13, 2004, concerning independent contractors and employees indicates that the contractor would not be considered an employee for federal tax purposes.

Department Head Signature

Date

<u>NOTE:</u> Any information requested above, or in the exhibit below, may be included in the county's "staff summary" form in lieu of a separate memorandum.

Compt. form Pers./Prof. Services Contracts: Rev. 01/18 3



COUNTY OF NASSAU

POLITICAL CAMPAIGN CONTRIBUTION DISCLOSURE FORM

1. Has the vendor or any corporate officers of the vendor provided campaign contributions pursuant to the New York State Election Law in (a) the period beginning April 1, 2016 and ending on the date of this disclosure, or (b), beginning April 1, 2018, the period beginning two years prior to the date of this disclosure and ending on the date of this disclosure, to the campaign committees of any of the following Nassau County elected officials or to the campaign committees of any candidates for any of the following Nassau County elected offices: the County Executive, the County Clerk, the Comptroller, the District Attorney, or any County Legislator?

YES NO X If yes, to what campaign co	mmittee?
2. VERIFICATION: This section must be signed by a princ signatory of the firm for the purpose of executing Contracts	ipal of the consultant, contractor or Vendor authorized as a
The undersigned affirms and so swears that he/she has re his/her knowledge, true and accurate.	ad and understood the foregoing statements and they are, to
The undersigned further certifies and affirms that the contrade freely and without duress, threat or any promise of a remuneration.	ibution(s) to the campaign committees identified above were governmental benefit or in exchange for any benefit or
Electronically signed and certified at the date and time indi Kristen Jarnagin [KJARNAGIN@DISCOVERLONGISLANI	
Dated: 02/24/2020 02:08:46 PM	Vendor: Discover Long Island
	Title: President & CEO

PRINCIPAL QUESTIONNAIRE FORM

All questions on these questionnaires must be answered by all officers and any individuals who hold a ten percent (10%) or greater ownership interest in the proposer. Answers typewritten or printed in ink. If you need more space to answer any question, make as many photocopies of the appropriate page(s) as necessary and attach them to the questionnaire.

COMPLETE THIS QUESTIONNAIRE CAREFULLY AND COMPLETELY. FAILURE TO SUBMIT A COMPLETE QUESTIONNAIRE MAY MEAN THAT YOUR BID OR PROPOSAL WILL BE REJECTED AS NON-RESPONSIVE AND IT WILL NOT BE CONSIDERED FOR AWARD

1.	Principal Name: Kristen Jarna	gin			
	Date of birth:			110.00	
	Home address:				
	City:	State/Province/T	err.:	Zip/Postal:	Country:
	Business Address:				Ooditity, Cons
	City:	State/Province/T	err.: NY	Zip/Postal:	Country:
	Telephone:				Ocanay.
	Other present address(es):				
	City:	State/Province/T	orr ·	Zip/Postal:	Country
	Telephone:			_ Zip/Fostal.	Country:
	List of other addresses and teleph	none numbers attache	d		
2.	Positions held in submitting busin	ess and starting date	of each (che	ck all applicable)	
	President 11/02	2/2015	Treasurer		
	Chairman of Board	12010	Shareholde		
		2/2015			
	Chief Financial Officer	72010	Secretary Partner		
	Vice President		Parmer		
	(Other)	···	•		
	(Onler)				
3.	Do you have an equity interest in t	tha business submittin			
0.	Do you have an equity interest in t		g the question	onnaire?	
		es, provide details.	*		
					
4.	Are there any outstanding loans, g	illiarantees or only othe	ar form of so	aurity or loops or any	ath and man and
	contribution made in whole or in pa	art hetween voluend t	ha husinass	submitting the guest	other type of
		es, provide details.	ne business	santilitiitig the questi	onnaire?
	I NO X II TE	es, provide details.			-
		······································			
		· · · · · · · · · · · · · · · · · · ·			
_	MEG 1 U				
5.	Within the past 3 years, have you	been a principal owne	r or officer of	f any business or not	for-profit organization
	other than the one submitting the	questionnaire?			
	YES NO X If Ye	es, provide details.			
l					
6.	Has any governmental entity awar	ded any contracts to a	ı business or	organization listed in	Section 5 in the past
	3 years while you were a principal	owner or officer?			•
-	YES NO X If Ye	s, provide details.			
Page '	1 of 5				Rev. 3-2016

In th in wh a.	e past (5) years, have you and/or any affiliated businesses or not-for-profit organizations listed in Section nich you have been a principal owner or officer: Been debarred by any government agency from entering into contracts with that agency? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
b.	Been declared in default and/or terminated for cause on any contract, and/or had any contracts cancelled for cause? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
C.	Been denied the award of a contract and/or the opportunity to bid on a contract, including, but not limited to, failure to meet pre-qualification standards? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
d.	Been suspended by any government agency from entering into any contract with it; and/or is any action pending that could formally debar or otherwise affect such business's ability to bid or propose on contract? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
been last 7 years initiat YES all qu	any of the businesses or organizations listed in response to Question 5 filed a bankruptcy petition and/o the subject of involuntary bankruptcy proceedings during the past 7 years, and/or for any portion of the year period, been in a state of bankruptcy as a result of bankruptcy proceedings initiated more than 7 ago and/or is any such business now the subject of any pending bankruptcy proceedings, whenever ed? NO X If 'Yes', provide details for each such instance. (Provide a detailed response to estions check "Yes". If you need more space, photocopy the appropriate page and attached it to the ionnaire.)

9.	a.	Is there any felony charge pending against you? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
	b.	Is there any misdemeanor charge pending against you? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
	C.	Is there any administrative charge pending against you? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
	d.	In the past 10 years, have you been convicted, after trial or by plea, of any felony, or of any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? Y YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
	e.	In the past 5 years, have you been convicted, after trial or by plea, of a misdemeanor? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
	f.	In the past 5 years, have you been found in violation of any administrative or statutory charges? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
10.	prosection acti	dition to the information provided in response to the previous questions, in the past 5 years, have you the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local cuting or investigative agency and/or the subject of an investigation where such investigation was related vities performed at, for, or on behalf of the submitting business entity and/or an affiliated business listed conse to Question 5? NO X If yes, provide an explanation of the circumstances and corrective action taken.
11. Page 3	to Que	lition to the information provided, in the past 5 years has any business or organization listed in response estion 5, been the subject of a criminal investigation and/or a civil anti-trust investigation and/or any other

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type of inve	estigation by any government agency, including but not limited to federal, state, and local regulato vhile you w <u>ere a pr</u> incipal owner or officer?
YES	NO X If yes, provide an explanation of the circumstances and corrective action taker
	: 5 years, have you or this business, or any other affiliated business listed in response to Question
	anction imposed as a result of judicial or administrative proceedings with respect to any profession
licens <u>e hel</u>	
YES	NO X If yes, provide an explanation of the circumstances and corrective action take
For the pas	st 5 tax years, have you failed to file any required tax returns or failed to pay any applicable feder
	cal taxes or other assessed charges, including but not limited to water and sewer charges?
YES	NO X If yes, provide an explanation of the circumstances and corrective action take
•	

l, Kristen Jarnagin , hereby acknowledge that a materially false statement willfully or fraudulently made in connection with this form may result in rendering the submitting business entity and/or any affiliated entities non-responsible, and, in addition, may subject me to criminal charges.
I, Kristen Jarnagin , hereby certify that I have read and understand all the items contained in this form; that I supplied full and complete answers to each item therein to the best of my knowledge, information and belief; that I will notify the County in writing of any change in circumstances occurring after the submission of this form; and that all information supplied by me is true to the best of my knowledge, information and belief. I understand that the County will rely on the information supplied in this form as additional inducement to enter into a contract with the submitting business entity.
CERTIFICATION A MATERIALLY FALSE STATEMENT WILLFULLY OR FRAUDULENTLY MADE IN CONNECTION WITH THIS QUESTIONNAIRE MAY RESULT IN RENDERING THE SUBMITTING BUSINESS ENTITY NOT RESPONSIBLE WITH RESPECT TO THE PRESENT BID OR FUTURE BIDS, AND, IN ADDITION, MAY SUBJECT THE PERSON MAKING THE FALSE STATEMENT TO CRIMINAL CHARGES. Discover Long Island
Name of submitting business
Electronically signed and certified at the date and time indicated by: Kristen Jarnagin [KJARNAGIN@DISCOVERLONGISLAND.COM]
President/CEO
Title
10/29/2019 10:07:44 AM
Date

PRINCIPAL QUESTIONNAIRE FORM

All questions on these questionnaires must be answered by all officers and any individuals who hold a ten percent (10%) or greater ownership interest in the proposer. Answers typewritten or printed in ink. If you need more space to answer any question, make as many photocopies of the appropriate page(s) as necessary and attach them to the questionnaire.

COMPLETE THIS QUESTIONNAIRE CAREFULLY AND COMPLETELY. FAILURE TO SUBMIT A COMPLETE QUESTIONNAIRE MAY MEAN THAT YOUR BID OR PROPOSAL WILL BE REJECTED AS NON-RESPONSIVE AND IT WILL NOT BE CONSIDERED FOR AWARD

Business Ad		PO Box 430				
City:	Old Westbury		State/Province/Territory:	NY	Zip/Postal Code:	_11568
Country Telephone:	US 516-333-0048	<u> </u>			- 1	
reiephone.	010-000-0040					
•	nt address(es):		Otata /Duna dina a /Ta wita wa		7:/D	
City: Country:			State/Province/Territory:		Zip/Postai Code:	
Telephone:						
President Chairman of	Board		ers attached arting date of each (check Treasurer Shareholder Secretary		cable) 1/2020	
President Chairman of Chief Exec. Chief Finand Vice Preside	Board Officer	business and sta	arting date of each (check Treasurer Shareholder Secretary			
President Chairman of Chief Exec. Chief Financ	Board Officer	business and sta	arting date of each (check Treasurer Shareholder Secretary			
President Chairman of Chief Exec. Chief Financ Vice Preside (Other)	Board Officer	business and sta	arting date of each (check Treasurer Shareholder Secretary Partner		1/2020 Start Date	
President Chairman of Chief Exec. Chief Finand Vice Preside (Other)	Board Officer	business and st	arting date of each (check Treasurer Shareholder Secretary Partner		1/2020	
President Chairman of Chief Exec. Chief Financ Vice Preside (Other) Type Secretary	Board Officer cial Officer ent	Description	arting date of each (check Treasurer Shareholder Secretary Partner ss submitting the question	01/01	1/2020 Start Date	

Iam	X NO If Yes, provide details. currently the CEO of Old Westbury Gardens, a New York 501(c)3 organization.
	any governmental entity awarded any contracts to a business or organization listed in Section 5 in the pas ars while you were a principal owner or officer?
YES	NO X If Yes, provide details.
lt of any	ffirmative answer is required below whether the sanction arose automatically, by operation of law, or as a action taken by a government agency. Provide a detailed response to all questions checked "YES". If yospace, photocopy the appropriate page and attach it to the questionnaire.
	e past (5) years, have you and/or any affiliated businesses or not-for-profit organizations listed in Section nich you have been a principal owner or officer:
a.	Been debarred by any government agency from entering into contracts with that agency? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
b.	Been declared in default and/or terminated for cause on any contract, and/or had any contracts cancelled for cause? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
	Been denied the award of a contract and/or the opportunity to bid on a contract, including, but not
C.	
C.	limited to, failure to meet pre-qualification standards? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.

b la y ir Y a	ave any of the businesses or organizations listed in response to Question 5 filed a bankruptcy petition and/or een the subject of involuntary bankruptcy proceedings during the past 7 years, and/or for any portion of the st 7 year period, been in a state of bankruptcy as a result of bankruptcy proceedings initiated more than 7 ears ago and/or is any such business now the subject of any pending bankruptcy proceedings, whenever itiated? ES NOX If 'Yes', provide details for each such instance. (Provide a detailed response to I questions check "Yes". If you need more space, photocopy the appropriate page and attached it to the uestionnaire.)
L	
9. 8	Is there any felony charge pending against you? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
t	Is there any misdemeanor charge pending against you? YES NO X If yes, provide an explanation of the circumstances and corrective action
	taken.
(Is there any administrative charge pending against you? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
(In the past 10 years, have you been convicted, after trial or by plea, of any felony, or of any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? Y YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
(In the past 5 years, have you been convicted, after trial or by plea, of a misdemeanor? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
f	In the past 5 years, have you been found in violation of any administrative or statutory charges? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.

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	been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency and/or the subject of an investigation where such investigation was related to activities performed at, for, or on behalf of the submitting business entity and/or an affiliated business listed in response to Question 5? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
	In addition to the information provided, in the past 5 years has any business or organization listed in response to Question 5, been the subject of a criminal investigation and/or a civil anti-trust investigation and/or any other type of investigation by any government agency, including but not limited to federal, state, and local regulatory agencies while you were a principal owner or officer? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
2.	In the past 5 years, have you or this business, or any other affiliated business listed in response to Question 5 had any sanction imposed as a result of judicial or administrative proceedings with respect to any professional license held? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
3.	For the past 5 tax years, have you failed to file any required tax returns or failed to pay any applicable federal, state or local taxes or other assessed charges, including but not limited to water and sewer charges? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.

I, Nancy Costopulos	, hereby acknowledge that a materially false statement				
willfully or fraudulently made in connection with this form ma	v result in rendering the submitting husiness entity and/or				
any affiliated entities non-responsible, and, in addition, may	Subject me to criminal charges				
, , , , , , , , , , , , , , , , , , , ,	ounjoot mo to omma onergoo.				
I, Nancy Costopulos	, hereby certify that I have read and understand all the				
items contained in this form; that I supplied full and complete	answers to each item therein to the host of my				
knowledge, information and belief; that I will notify the Count	V in writing of any change in circumstance accurring				
after the submission of this form; and that all information sup	whiled by me is true to the best of reviewed de-				
information and helief Lunderstand that the County will rely	on the information cumplied in this forms as additional				
information and belief. I understand that the County will rely on the information supplied in this form as additional inducement to enter into a contract with the submitting business entity.					
madochion to office and a contract with the subtritting busin	ess enury.				
CERTIFICATION					
	LIDIU FAITI VALABE III GOVERNO				
A MATERIALLY FALSE STATEMENT WILLFULLY OR FRA	JUDULENTLY MADE IN CONNECTION WITH THIS				
QUESTIONNAIRE MAY RESULT IN RENDERING THE SU	BMITTING BUSINESS ENTITY NOT RESPONSIBLE				
WITH RESPECT TO THE PRESENT BID OR FUTURE BID	S, AND, IN ADDITION, MAY SUBJECT THE PERSON				
MAKING THE FALSE STATEMENT TO CRIMINAL CHARG	ES.				
Diagonal and the state of the s					
Discover Long Island					
Name of submitting business					
Electronically signed and certified at the date and time indica	ated by:				
Nancy Costopulos [NCOSTOPULOS@OLDWESTBURYGA	RDENS.ORG]				
Secretary					
Title					
01/07/2020 03:16:18 PM					
Date					

PRINCIPAL QUESTIONNAIRE FORM

Page 1 of 5

All questions on these questionnaires must be answered by all officers and any individuals who hold a ten percent (10%) or greater ownership interest in the proposer. Answers typewritten or printed in ink. If you need more space to answer any question, make as many photocopies of the appropriate page(s) as necessary and attach them to the questionnaire.

COMPLETE THIS QUESTIONNAIRE CAREFULLY AND COMPLETELY. FAILURE TO SUBMIT A COMPLETE QUESTIONNAIRE MAY MEAN THAT YOUR BID OR PROPOSAL WILL BE REJECTED AS NON-RESPONSIVE AND IT WILL NOT BE CONSIDERED FOR AWARD

Principal Nar	·— ····	pally		
Date of birth: Home addres	_			
City:	55.	Ctoto	Drovingo/Torritory	7:-/0
Country:		State/	Province/Territory:	Zip/Postal Code:
oodinay.				
Business Ad		1757-8 veterans m		
City:	islandia	State	Province/Territory: N	Y Zip/Postal Code: 11749
Country	US			
Telephone:	6312322345		1911	
Other preser	nt address(es):			
City:		State	Province/Territory:	Zip/Postal Code:
Country:				
Telephone:			,	No.
			1141.	
List of other a	addresses and	telephone numbers at	tached	
D = :4: 1 1	1-1 5 1 140			
Positions nei	ia in submitting	business and starting	date of each (check all	applicable)
President			Treasurer	11/01/2019
Chairman of	Board		Shareholder	11/01/2010
Chief Exec. (Officer		Secretary	
Chief Financ			Partner	
Vice Preside				
(Other)				
, ,				
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, ,	an equity inter	est in the business sul		ire?
Do you have				ire?
Do you have				ire?
Do you have				ire?
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Do you have YES	NO X y outstanding le	If Yes, provide deta	ils.	y or lease or any other type of
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8. Have any of the businesses or organizations listed in response to Question 5 filed a bankruptcy petition and/or been the subject of involuntary bankruptcy proceedings during the past 7 years, and/or for any portion of the last 7 year period, been in a state of bankruptcy as a result of bankruptcy proceedings initiated more than 7 years ago and/or is any such business now the subject of any pending bankruptcy proceedings, whenever initiated?

a.	Is there any felony charge pending against you? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
b.	Is there any misdemeanor charge pending against you? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
C.	Is there any administrative charge pending against you? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
d.	In the past 10 years, have you been convicted, after trial or by plea, of any felony, or of any other crim an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? Y YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
e.	In the past 5 years, have you been convicted, after trial or by plea, of a misdemeanor? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
f.	In the past 5 years, have you been found in violation of any administrative or statutory charges? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.

10. In addition to the information provided in response to the previous questions, in the past 5 years, have you been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency and/or the subject of an investigation where such investigation was related to activities performed at, for, or on behalf of the submitting business entity and/or an affiliated business listed in response to Question 5?

to Que	stion 5, be investiga	en the	e subje / any g	ect of a crimi	nal investigat agency, includ	ion and/or a civ	il anti-trust inves	zation listed in respor stigation and/or any o tate, and local regulat
YES_		0	Х			ation of the circ	umstances and	corrective action take
In the	nast 5 vea	rs hav	ve vol	ı or this busi	ness oranyo	other affiliated b	usiness listed in	response to Questio
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had ar	y sanctior held?			s a result of j	udicial or adn	ninistrative prod	eedings with res	

Page **4** of **5** Rev. 3-2016

i, mitchell pally	, hereby acknowledge that a materially false statement
willfully or fraudulently made in connection with this form made	ay result in rendering the submitting business entity and/or
any affiliated entities non-responsible, and, in addition, may	subject me to criminal charges.
-	
I, mitchell pally	, hereby certify that I have read and understand all the
items contained in this form; that I supplied full and complet	te answers to each item therein to the best of my
knowledge, information and belief; that I will notify the Cour	
after the submission of this form; and that all information su	pplied by me is true to the best of my knowledge,
information and belief. I understand that the County will rely	
inducement to enter into a contract with the submitting busi	ness entity.
CERTIFICATION	
A MATERIALLY FALSE STATEMENT WILLFULLY OR FR	
QUESTIONNAIRE MAY RESULT IN RENDERING THE SU	
WITH RESPECT TO THE PRESENT BID OR FUTURE BIL	
MAKING THE FALSE STATEMENT TO CRIMINAL CHARG	jES.
Discover long island	
Name of submitting business	
Name of Submitting business	
Electronically signed and certified at the date and time indic	eated by:
mitchell pally [MITCH@LIBI.ORG]	
	- Address - Addr
treasurer	
Title	The first of the second of the
12/17/2019 12:48:37 PM	
Date	

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PRINCIPAL QUESTIONNAIRE FORM

Page 1 of 5

All questions on these questionnaires must be answered by all officers and any individuals who hold a ten percent (10%) or greater ownership interest in the proposer. Answers typewritten or printed in ink. If you need more space to answer any question, make as many photocopies of the appropriate page(s) as necessary and attach them to the questionnaire.

COMPLETE THIS QUESTIONNAIRE CAREFULLY AND COMPLETELY. FAILURE TO SUBMIT A COMPLETE QUESTIONNAIRE MAY MEAN THAT YOUR BID OR PROPOSAL WILL BE REJECTED AS NON-RESPONSIVE AND IT WILL NOT BE CONSIDERED FOR AWARD

Principal N		Monte			
Date of bir					
Home add	ess: _	J	Otata /Danishan /Tamitan /	Zin/Doctol Codo:	
City:		· · · · · · · · · · · · · · · · · · ·	State/Province/Territory:	Zip/Postal Code: _	
Country:					
Business A	vddress:	Discover	er Long Island, 330 Motor Pkwy		4700
City:	_Hauppau	ge	State/Province/Territory: NY	Zip/Postal Code: _1	1788
Country	US				
Telephone	: 631-951-	3900			
Other pres	ent address((es):			
City:			State/Province/Territory:	Zip/Postal Code:	
Country:					
Telephone					•
, Giopiione	-			- n 4P	
List of other	er addresses	and telephone r	numbers attached		
Positions I	ield in submi	itting business a	and starting date of each (check all ap	oplicable)	
1 Oditiono	iola III oabiiii	ating backings a	ma starting acres or early (content on the	,	
President			Treasurer		
Chairman	of Board	12/01/2017	Shareholder		
Chief Exe	c. Officer		Secretary		
	ncial Officer		Partner		
Vice Presi					
(Other)	done				
(Other)					
		interest in the b	ousiness submitting the questionnaire	?	
Do vou ha	ve an equity			•	
	ve an equity		provide details.		
Do you ha				•	
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				•	
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YES Are there	NO NO	X If Yes, pr	antees or any other form of security o	or lease or any other type	of
YES Are there	NO NO	X If Yes, pr	antees or any other form of security o	or lease or any other type	of
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Are there contribution	any outstand	X If Yes, profile X If Yes, pr	antees or any other form of security of se	or lease or any other type	of
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Are there contribution YES	any outstand on made in w NO	If Yes, profile ing loans, guaranthole or in part both X If Yes, profile in the interval of th	antees or any other form of security of se	or lease or any other type ting the questionnaire?	
Are there contribution YES	any outstand on made in wing NO	If Yes, profiled in the second of the second	antees or any other form of security of setween you and the business submit provide details. In a principal owner or officer of any bestionnaire?	or lease or any other type ting the questionnaire?	
Are there contributed YES Within the other than YES	any outstand on made in w NO past 3 years the one sub	If Yes, profiled in the second of the second	antees or any other form of security of setween you and the business submit provide details. In a principal owner or officer of any bestionnaire?	or lease or any other type ting the questionnaire?	

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YES	NC	· ;	X If Y	es, provide details.					
t of any	action taken	by a g	overnme	below whether the sanction arose automatically, by operation of law, or as a nt agency. Provide a detailed response to all questions checked "YES". If yo riate page and attach it to the questionnaire.					
In the	the past (5) years, have you and/or any affiliated businesses or not-for-profit organizations listed in Section which you have been a principal owner or officer:								
a.	_		/ any goν	vernment agency from entering into contracts with that agency? If yes, provide an explanation of the circumstances and corrective action					
b.	Been decla cancelled f YES taken.	red in or caus NO	se?	Ind/or terminated for cause on any contract, and/or had any contracts If yes, provide an explanation of the circumstances and corrective action					
c.	Been denie limited to, f YES taken.	ed the a ailure t	o meet p	a contract and/or the opportunity to bid on a contract, including, but not ore-qualification standards? If yes, provide an explanation of the circumstances and corrective action					
d.	Been susping the contract? YES taken.	ended at could	d formally	overnment agency from entering into any contract with it; and/or is any action y debar or otherwise affect such business's ability to bid or propose on If yes, provide an explanation of the circumstances and corrective action					

8. Have any of the businesses or organizations listed in response to Question 5 filed a bankruptcy petition and/or been the subject of involuntary bankruptcy proceedings during the past 7 years, and/or for any portion of the last 7 year period, been in a state of bankruptcy as a result of bankruptcy proceedings initiated more than 7 years ago and/or is any such business now the subject of any pending bankruptcy proceedings, whenever initiated?

a.	Is there any felony charge pending against you? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
b.	Is there any misdemeanor charge pending against you? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
C.	Is there any administrative charge pending against you? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
d.	In the past 10 years, have you been convicted, after trial or by plea, of any felony, or of any other crim an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? Y YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
e.	In the past 5 years, have you been convicted, after trial or by plea, of a misdemeanor? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.
f.	In the past 5 years, have you been found in violation of any administrative or statutory charges? YES NO X If yes, provide an explanation of the circumstances and corrective action taken.

10. In addition to the information provided in response to the previous questions, in the past 5 years, have you been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency and/or the subject of an investigation where such investigation was related to activities performed at, for, or on behalf of the submitting business entity and/or an affiliated business listed in response to Question 5?

to Que	stion 5, b investiga	een the	e subje y any g	ect of a crim	iinal investiga	ation and/or a ciruding but not lim	/il anti-trust inves	zation listed in respor stigation and/or any c tate, and local regula
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had ar	y sanctio held?		-	s a result of	judicial or ac	lministrative pro	ceedings with res	-

I, Paul Montemarano	, hereby acknowledge that a materially false statement
willfully or fraudulently made in connection with this form ma	ay result in rendering the submitting business entity and/or
any affiliated entities non-responsible, and, in addition, may	subject me to criminal charges.
I, Paul Montemarano	, hereby certify that I have read and understand all the
items contained in this form; that I supplied full and complet	e answers to each item therein to the best of my
knowledge, information and belief; that I will notify the Coun	ty in writing of any change in circumstances occurring
after the submission of this form; and that all information su	
information and belief. I understand that the County will rely	
inducement to enter into a contract with the submitting busing	ness entity.
CERTIFICATION	
A MATERIALLY FALSE STATEMENT WILLFULLY OR FRA	
QUESTIONNAIRE MAY RESULT IN RENDERING THE SU	
WITH RESPECT TO THE PRESENT BID OR FUTURE BID	
MAKING THE FALSE STATEMENT TO CRIMINAL CHARC	GES.
8'	
Discover Long Island	
Name of submitting business	
Electronically signed and certified at the date and time indic	· ·
Paul Montemarano [PAUL.MONTE@GURNEYSMONTAUR	(.COM]
Chairman	
Title	
11/26/2019 03:03:22 PM	
Date	

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Business History Form

The contract shall be awarded to the responsible proposer who, at the discretion of the County, taking into consideration the reliability of the proposer and the capacity of the proposer to perform the services required by the County, offers the best value to the County and who will best promote the public interest.

In addition to the submission of proposals, each proposer shall complete and submit this questionnaire. The questionnaire shall be filled out by the owner of a sole proprietorship or by an authorized representative of the firm, corporation or partnership submitting the Proposal.

NOTE: All questions require a response, even if response is "none" or "not-applicable." No blanks.

(USE ADDITIONAL SHEETS IF NECESSARY TO FULLY ANSWER THE FOLLOWING QUESTIONS).

Dat	e: 10/03/2019		
1)	Proposer's Legal Name: Discover Long Island, Inc.		
2)	Address of Place of Business:		
	City:	State:	Zip Code:
3)	Mailing Address (if different):		
	City:	State:	Zip Code:
	Phone:		
	Does the business own or rent its facilities? Rent		f other, please provide details:
4)	Dun and Bradstreet number: n/a		•
5)	Federal I.D. Number		
6)	The proposer is a: Corporation	(F)	
٠,	The proposor to a:	(Describe)	
7)	Does this business share office space, staff, or equipr	nent exponency with any oth	aon bugina 0
. ,	YES NO X If yes, please provide detail		ier business?
_8)	Denothic husiness control and an activate at the state of		
0)	Does this business control one or more other business YES NO X If yes, please provide detai		
9)	Does this business have one or more affiliates, and/or	io it a outhoridiom, of an ac-	for the state of t
-,	YES NO X If yes, please provide detail	is it a subsidiary or, or con	trolled by, any other business?
10)	Has the proposer ever had a bond or curoty concelled	or forfaited and and	
,	Has the proposer ever had a bond or surety cancelled a 1 of 6	or rorreited, or a contract w	
~5			Rev. 3-2016

	other government entity terminated? YES NOX If yes, state the name of bonding agency, (if a bond), date, amount of bond
	and reason for such cancellation or forfeiture: or details regarding the termination (if a contract).
11)	Has the proposer, during the past seven years, been declared bankrupt? YES NO X If yes, state date, court jurisdiction, amount of liabilities and amount of assets
12)	In the past five years, has this business and/or any of its owners and/or officers and/or any affiliated business, been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency? And/or, in the past 5 years, have any owner and/or officer of any affiliated business been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency, where such investigation was related to activities performed at, for, or on behalf of an affiliated business. YES NO X If yes, provide details for each such investigation, an explanation of the circumstances and corrective action taken.
13)	In the past 5 years, has this business and/or any of its owners and/or officers and/or any affiliated business been the subject of an investigation by any government agency, including but not limited to federal, state and local regulatory agencies? And/or, in the past 5 years, has any owner and/or officer of an affiliated business been the subject of an investigation by any government agency, including but not limited to federal, state and local regulatory agencies, for matters pertaining to that individual's position at or relationship to an affiliated business. YES NO X If yes, provide details for each such investigation, an explanation of the circumstances and corrective action taken.
14)	Has any current or former director, owner or officer or managerial employee of this business had, either before or during such person's employment, or since such employment if the charges pertained to events that allegedly occurred during the time of employment by the submitting business, and allegedly related to the conduct of that business: a) Any felony charge pending? YES NO X If yes, provide details for each such investigation, an explanation of the circumstances and corrective action taken.
	b) Any misdemeanor charge pending? YES NO X If yes, provide details for each such investigation, an explanation of the circumstances and corrective action taken.
	c) In the past 10 years, you been convicted, after trial or by plea, of any felony and/or any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? YES NO X If yes, provide details for each such investigation, an explanation of the circumstances and corrective action taken.
Page	2 of 6 Rev. 3-2016

	YES	he past 5 years, been convicted, after trial or by plea, of a misdemeanor? NO X If yes, provide details for each such investigation, an explanation of the instances and corrective action taken.
	YES	he past 5 years, been found in violation of any administrative, statutory, or regulatory provisions? NO X If yes, provide details for each such investigation, an explanation of the nstances and corrective action taken.
15)	sancti held? YES	past (5) years, has this business or any of its owners or officers, or any other affiliated business had any ion imposed as a result of judicial or administrative proceedings with respect to any professional license NO X If yes, provide details for each such investigation, an explanation of the instances and corrective action taken.
40)		
16)	federa YES quest	e past (5) tax years, has this business failed to file any required tax returns or failed to pay any applicable al, state or local taxes or other assessed charges, including but not limited to water and sewer charges? NO X If yes, provide details for each such year. Provide a detailed response to all ions checked 'YES'. If you need more space, photocopy the appropriate page and attach it to the ionnaire.
17	Confli a)	ct of Interest: Please disclose any conflicts of interest as outlined below. NOTE: If no conflicts exist, please expressly state "No conflict exists." (i) Any material financial relationships that your firm or any firm employee has that may create a conflict of interest or the appearance of a conflict of interest in acting on behalf of Nassau County. No conflict exists
to victoria de la descripción de la constanta	·	(ii) Any family relationship that any employee of your firm has with any County public servant that may create a conflict of interest or the appearance of a conflict of interest in acting on behalf of Nassau County.
		No conflict exists
		(iii) Any other matter that your firm believes may create a conflict of interest or the appearance of a conflict of interest in acting on behalf of Nassau County. No conflict exists
	b)	Please describe any procedures your firm has, or would adopt, to assure the County that a conflict of interest would not exist for your firm in the future.
Page	3 of 6	Rev. 3-2016

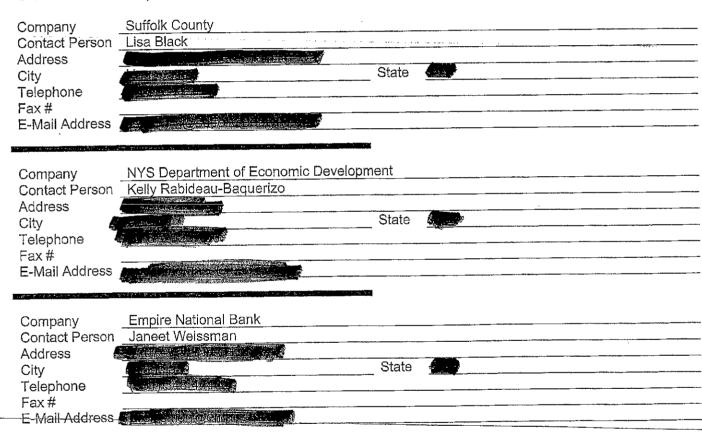
Every member of the board of directors must annually sign a conflict of interest form indicating they
have no outside relationship, either familial or otherwise that would constitute a conflict of interest.
These signed forms are kept on file in the DLI's office in Hauppauge.

A.	nclude a resume or detailed description of the Proposer's professional qualifications, demonstrating extensive experience in your profession. Any prior similar experiences, and the results of these experiences, must be dentified.
	Have you previously uploaded the below information under in the Document Vault?
	s the proposer an individual? /ES NOX Should the proposer be other than an individual, the Proposal MUST include:
	Date of formation; 09/28/1978
	Name, addresses, and position of all persons having a financial interest in the company, including shareholders, members, general or limited partner. If none, explain. See files attached.
No ind	iduals with a financial interest in the company have been attached
	4 File(s) Uploaded
	Name, address and position of all officers and directors of the company. If none, explain. See file attached.
First I Last I MI	ame
Addre	S
City Positi	State Zip Code
. 4. 4	
	2 File(s) Uploaded
	v) State of incorporation (if applicable); NY
	The number of employees in the firm; 12
	/i) Annual revenue of firm;
	vii) Summary of relevant accomplishments See attached file.
	1 File(s) Uploaded
Page	

- viii) Copies of all state and local licenses and permits.
 - 1 File(s) Uploaded
- B. Indicate number of years in business.
- C. Provide any other information which would be appropriate and helpful in determining the Proposer's capacity and reliability to perform these services.

Dscover Long Island is currently under contract with both Nassau and Suffolk Counties, The regional organization charged with furthering the \$6.1 billion tourism economy. DLI contributes to the economic development and quality of life on Long Island by promoting the region as a world-class destination for visitors, meetings and conventions, trade shows, sporting events and related activities.

D. Provide names and addresses for no fewer than three references for whom the Proposer has provided similar services or who are qualified to evaluate the Proposer's capability to perform this work.



I, Kristen Jarnagin , hereby acknowledge that a materially false statement willfully or fraudulently made in connection with this form may result in rendering the submitting business entity and/or any affiliated entities non-responsible, and, in addition, may subject me to criminal charges. I, Kristen Jarnagin , hereby certify that I have read and understand all the items contained in this form; that I supplied full and complete answers to each item therein to the best of my knowledge, information and belief; that I will notify the County in writing of any change in circumstances occurring after the submission of this form; and that all information supplied by me is true to the best of my knowledge, information and belief. I understand that the County will rely on the information supplied in this form as additional inducement to
enter into a contract with the submitting business entity.
CERTIFICATION
A MATERIALLY FALSE STATEMENT WILLFULLY OR FRAUDULENTLY MADE IN CONNECTION WITH THIS QUESTIONNAIRE MAY RESULT IN RENDERING THE SUBMITTING BUSINESS ENTITY NOT RESPONSIBLE WITH RESPECT TO THE PRESENT BID OR FUTURE BIDS, AND, IN ADDITION, MAY SUBJECT THE PERSON MAKING THE FALSE STATEMENT TO CRIMINAL CHARGES.
Name of submitting business: Discover Long Island, Inc.
Electronically signed and certified at the date and time indicated by: Kristen Jarnagin [KJARNAGIN@DISCOVERLONGISLAND.COM]
President & CEO
Title
10/29/2019 10:13:34 AM
Date

DISCOVER LONG ISLAND Board of Directors 2019

Chair
Paul Monte
General Manager
Gurney's Resort



Vice-Chair
Bryan Deluca
Executive Director
Atlantis Holdings LLC



Secretary
Nancy Costopulos
President/CEO
Old Westbury Gardens



<u>Treasurer</u>
<u>Mitchell Pally (2019)</u>
Suffolk County Representative - MTA
Chief Executive Officer
Long Island Builders Institute



Immediate Past Chair Steve Bate Long Island Wine Council 301 West 108th Street; Apt 9E



George Gorman (2021) Regional Director NYS Parks- L! Region



Matthew Cohen, Esq. (2021)

VP of Government Affairs & Communications

Long Island Association



Marc Weinstein (2020) Owner Mark of Elegance



County Representatives:

Lisa Black
Deputy County Executive, Chief of Staff
Suffolk County
100 Veterans Memorial Highway, 11th Floor



Andrew Goldstein Nassau County Representative 1550 Franklin Avenue



DISCOVER LONG ISLAND Board of Directors 2019

J. Grady Collin (2019)

General Manager Garden City Hotel



Alan Fairbairn, CHIA, CHA (2019)

Associate Professor New York Institute of Technology



Gail Lamberta (2019)

Associate Dean
St Joseph's College



Nancy Gilbert (2019)

Director of Marketing Simon/Roosevelt Field Mall



Shelley LaRose Arken (2021)

Commissioner Long Island MacArthur Airport 100 Arrivals Way



Gary Lewi (2020)

Executive Vice President American Air Power Museum



Wilfred Joseph (2019)

Owner

Arbor View House B&B



Kristen Reyes (2019)



Gloria Rocchio (2020)

President

The Ward Melville Heritage Organization



Laura Mercogliano (2020)

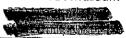
Owner

Palms Hotel Group



Terrie Sultan (2019)

Executive Director Parrish Art Museum



TALTICO PORTO S

DISCOVER LONG ISLAND Board of Directors 2019

Duncan Kennedy (2020)

Owner

Duncan Inn



Gus Montesantos (2020)

General Manager

Hilton Long Island



Michael Papierno (2021)

VP Of Sales & Marketing

Samar Hospitality



Tom Hermann (2021)

Dune Management



Victor Scotto (2021)

General Manager

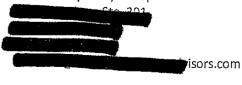
Scotto Brothers/Fox Hollow



Dorothy Roberts (2021)

Vice President Hotel Operations

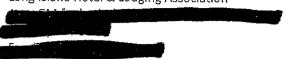
Oxford Hospitality Group



Ex- Officio

Mark Irgang

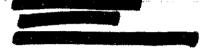
Long Island Hotel & Lodging Association



Cara Longworth

NYS Economic Development

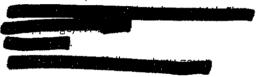
150 Motor Parkway



Lisa Black

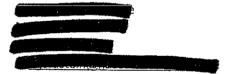
Deputy County Executive, Chief of Staff

Suffolk County



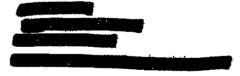
Andrew Goldstein

Nassau County Representative



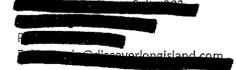
George Gorman

NYS Parks- LI Region



Kristen Jarnagin

Discover Long Island-



Summary of Relevant Accomplishments

The professional experience and knowledge of the Discover Long Island® senior staff is exemplified in the levels of demonstrable productivity outlined below:

Consumer advertising

- In 2019, Discover Long Island conducted a multifaceted advertising campaign in the Philadelphia market which delivered 8,136,100 targeted impressions. After campaign completion, for the months of June, July and August 2019, Philadelphia was the number one inbound visitation to Long Island for the first time ever.
- In 2018, Discover Long Island entered into partnership with the Professional Golfers Association (PGA) in order to assist in the organization and promotion of the 2019 PGA Championship played at Bethpage Black Course. 2019 advertising executions were placed in Golf Week and on CBS, driving 1,497,478 impressions. As a result of these cumulative yearlong efforts, the PGA plans a continued partnership for the 2024 Ryder Cup at Bethpage.
- In 2019, major updates to www.discoverlongisland.com were made, including a content overhaul, enhanced partner accessibility, inclusion of user generated social content and a customized itinerary creation tool for visitors. The updates, combined with the organization's Search Engine Optimization, Pay-Per-Click and AdWords marketing campaigns have driven the site to #2 Google Ranking for search term "Long Island", behind only Google-backed Wikipedia.

Public Relations

- Over 400 earned media placements across print, digital and broadcast in both International and Domestic markets, including Vogue, Travel & Leisure, AFAR, Conde Nast Traveler, CNN Travel, The New York Times, ABC, NBC and CBS affiliates
- Audience of media reach was over 500,000,000 consumers
- Accolades: "Short Flight. Long Island." campaign, recipient of a Gold Adrian Award, and our public relations efforts highlighting Long Island's 150th Celebration of the Belmont Stakes, recipient of a Bronze Adrian Award.

Visitor Services

- Launched Mobile Visitor Center to act as vehicle of communication for the tourism industry across Long Island. Bringing an immersive visitor experience to the visitor directly by being present at major regional festivals.
- Launched Virtual Reality activation with two video options to help assist with visitor perception and understanding.
- Branded Long Island as a destination and represented the region at North America's number one consumer travel show, New York Times Travel Show.
- Launched Long Island, NY apparel, and collaborated with local brands and shops to authentically represent the destination.

 Distribution of Long Island Travel Guide to visitors by marketing inquiries, consumer tradeshows and regional visitor activations.

Corporate Group& Sports Events Sales

- To date in 2019, Discover Long Island™ sales initiatives have secured 72 leads which turned definite, resulting in 12,886 room nights for an economic impact of \$19,822,241.75
- The organization has brought in 153 prospective leads to date in 2019 for a potential 27,583 room nights and a potential economic impact of \$14,284,127.69

International Development

- In 2019, Discover Long Island secured international sales contracts with twenty new regional hotel properties, including ten Nassau properties
- In 2019, Discover Long Island brought in tour operators from China, Australia and the United Kingdom to tour Long Island properties and attractions in order to further promote offerings in those international markets

In 2017, the organization hired a German PR Agency of Record as well as a UK PR Agency of Record, marking the first time Long Island has ever had official representation in target international markets

In 2017, Discover Long IslandTM developed a strategic alliance with New York City & Company to feature the Long Island region as the only region beyond New York City to be listed on its international travel trade website

N. Y. S. DEPARTMENT OF STATE DIVISION OF CORPORATIONS AND STATE RECORDS

ALBANY, NY 12231-0001

FILING RECEIPT

TO A SHARED BY THE CONTROL OF THE PROPERTY OF

ENTITY NAME: DISCOVER LONG ISLAND, INC.

DOCUMENT TYPE: AMENDMENT (DOMESTIC NFP)
PROCESS NAME

COUNTY: NASS

FILED:12/05/2016 DURATION:******* CASH#:161205000504 FILM #:161205000462

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FILER:

FARRELL FRITZ, P.C. 1320 RXR PLAZA

UNIONDALE, NY 11556

ADDRESS FOR PROCESS:

THE CORPORATION 330 MOTOR PARKWAY HAUPPAUGE, NY 11788

REGISTERED AGENT:



SERVICE COMPANY: CORPORATION SERVICE COMPANY - 45 SERVICE CODE: 45 FEES 65.00 PAYMENTS 65.00 FILING 30.00 CASH 0.00 TAX 0.00 CHECK 0.00 CERT 0,00 CHARGE 0.00 COPIES 10.00 DRAWDOWN 65.00 HANDLING 25.00 OPAL 0.00 REFUND 0.00

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STATE OF NEW YORK DEPARTMENT OF STATE

I hereby certify that the annexed copy has been compared with the original document in the custody of the Secretary of State and that the same is a true copy of said original.



WITNESS my hand and official seal of the Department of State, at the City of Albany, on December 6, 2016.

Brendan W. Fitzgerald Executive Deputy Secretary of State

CSC 45 Drawdown

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New York State
Department of State
Division of Corporations, State Records
And Uniform Commercial Code
99 Washington Avenue
Albany, NY 12231
www.dos.state.ny.us

CERTIFICATE OF AMENDMENT OF THE CERTIFICATE OF INCORPORATION OF LONG ISLAND CONVENTION & VISITORS BUREAU, INC.

Under Section 803 of the Not-for-Profit Corporation Law

FIRST: The name of the corporation is LONG ISLAND CONVENTION &

VISITORS BURBAU, INC. The name under which the corporation was

formed is LONG ISLAND TOURISM COMMISSION, INC.

SECOND: The certificate of incorporation was filed by the Department of State on

SEPTEMBER 8, 1978.

THIRD: The law the corporation was formed under is the Not-for-Profit

Corporation Law.

FOURTH: The corporation is a corporation as defined in subparagraph (5) of

paragraph (a) of Section 102 of the Not-for-Profit Corporation Law.

FIFTH: the certificate of incorporation is amended as follows:

Article FIRST of the Certificate of Incorporation, relating to the name of the Corporation, shall be amended in its entirety. To accomplish the foregoing, Article FIRST is hereby amended in its entirety to read as

follows:

"FIRST: The name of the Corporation is DISCOVER LONG ISLAND,

INC."

SIXTH: The Secretary of State is designated as agent of the corporation upon whom process against it may be served. The address to which the Secretary of State shall forward copies of process accepted on behalf of the corporation is 330 Motor Parkway, Hauppange, New York 11788.

SEVENTH: The Certificate of Amendment is authorized by a vote of a majority of the entire board of directors. The corporation has no members.

IN WITNESS WHEREOF, the undersigned has executed this Certificate of Amendment of the Certificate of Incorporation this 2-9 day of Nopvember 2016.

Name: Kristen Jamasin.

Title: President

CSC 45 Drawdown

163

New York State
Department of State
Division of Corporations, State Records
And Uniform Commercial Cade
99 Washington Avenue
Albany, NY 12231
www.dos.state.ny.us

DESCRIPTION OF THE PROPERTY OF

CERTIFICATE OF AMENDMENT OF THE CERTIFICATE OF INCORPORATION OF LONG ISLAND CONVENTION & VISITORS BUREAU, INC

Under Section 803 of the Not-for-Profit Corporation Law

FILED BY:

FARRELL FRITZ, P.C.
1320 RXR Plaza
Uniondale, New York 11556
CUSH RRF: 388944MRC

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STATE OF NEW YORK DEPARTMENT OF STATE

FILED DEC 0 5 2016

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COUNTY OF NASSAU

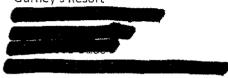
CONSULTANT'S, CONTRACTOR'S AND VENDOR'S DISCLOSURE FORM

Name of the Entity: Discover Long Islan	d	
Address: 330 Motor Parkway		
City:	State:	Zip Code:
2. Entity's Vendor Identification Number:		
3. Type of Business:	(specify)	
4. List names and addresses of all principals; to body, all partners and limited partners, all corpofficers of limited liability companies (attach addresses)	orate officers, all parties of Join	the Board of Directors or comparable t Ventures, and all members and
1 File(s) uploaded		
No principals have been attached to this form.	, ., ., ., ., ., ., ., ., ., ., ., .,	
 List names and addresses of all shareholde individual, list the individual shareholders/partr 10K in lieu of completing this section. If none, explain. 	rs, members, or partners of the ners/members. If a Publicly held	firm. If the shareholder is not an Corporation, include a copy of the
See file attached	The state of the s	
1 File(s) uploaded		
No shareholders, members, or partners have been	attached to this form.	
6. List all affiliated and related companies and "None"). Attach a separate disclosure form for performance of this contract. Such disclosure spreviously disclosed that participate in the performance.	each affiliated or subsidiary cor shall be updated to include affili	npany that may take part in the
none		
7. List all lobbyists whose services were utilize "None." The term "lobbyist" means any and ev to influence - or promote a matter before - Nas legislators or committees, including but not lim Commission. Such matters include, but are no property subject to County regulation, procurer employee, counsel or agent of the County of N	ery person or organization retai sau County, its agencies, board ited to the Open Space and Par t limited to, requests for proposa ments. The term "lobbyist" does	ned, employed or designated by any client is, commissions, department heads, is Advisory Committee and Planning als, development or improvement of real not include any officer, director, trustee,
Are there lobbyists involved in the YES NO X	nis matter?	
(a) Name, title, business addres	s and telephone number of lobb	pyist(s):
n/a		Article 2004 (1994)
(b) Describe lobbying activity of n/a	each lobbyist. See below for a	complete description of lobbying activities.

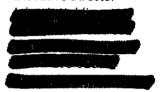
	(c) List whether and where the person/organization is registered as a lobbyist (e.g., Nassau County, New York State):
	n/a
8. VERIFICA signatory of	ATION: This section must be signed by a principal of the consultant, contractor or Vendor authorized as a the firm for the purpose of executing Contracts.
	gned affirms and so swears that he/she has read and understood the foregoing statements and they are, to redge, true and accurate.
	y signed and certified at the date and time indicated by: again [KJARNAGIN@DISCOVERLONGISLAND.COM]
Dated:	10/29/2019 02:31:57 PM
Title:	President/CEO

The term lobbying shall mean any attempt to influence: any determination made by the Nassau County Legislature, or any member thereof, with respect to the introduction, passage, defeat, or substance of any local legislation or resolution; any determination by the County Executive to support, oppose, approve or disapprove any local legislation or resolution, whether or not such legislation has been introduced in the County Legislature; any determination by an elected County official or an officer or employee of the County with respect to the procurement of goods, services or construction, including the preparation of contract specifications, including by not limited to the preparation of requests for proposals, or solicitation, award or administration of a contract or with respect to the solicitation, award or administration of a grant, loan, or agreement involving the disbursement of public monies; any determination made by the County Executive, County Legislature, or by the County of Nassau, its agencies, boards, commissions, department heads or committees, including but not limited to the Open Space and Parks Advisory Committee, the Planning Commission, with respect to the zoning, use, development or improvement of real property subject to County regulation, or any agencies, boards, commissions, department heads or committees with respect to requests for proposals, bidding, procurement or contracting for services for the County; any determination made by an elected county official or an officer or employee of the county with respect to the terms of the acquisition or disposition by the county of any interest in real property, with respect to a license or permit for the use of real property of or by the county, or with respect to a franchise, concession or revocable consent; the proposal, adoption, amendment or rejection by an agency of any rule having the force and effect of law; the decision to hold, timing or outcome of any rate making proceeding before an agency; the agenda or any determination of a board or commission; any determination regarding the calendaring or scope of any legislature oversight hearing; the issuance, repeal, modification or substance of a County Executive Order, or any determination made by an elected county official or an officer or employee of the county to support or oppose any state or federal legislation, rule or regulation, including any determination made to support or oppose that is contingent on any amendment of such legislation, rule or regulation, whether or not such legislation has been formally introduced and whether or not such rule or regulation has been formally proposed.

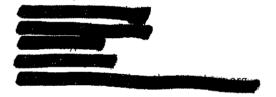
Chair Paul Monte General Manager Gurney's Resort



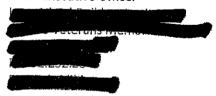
Vice-Chair Bryan Deluca Executive Director



Secretary
Nancy Costopulos
President/CEO



Treasurer
Mitchell Pally
Suffolk County Representative - MTA
Chief Executive Officer



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11782			59 West Tlana Road	Bayview Resort
11739			Middle Road	Bayport Heritage Association/Meadow Croft House Museum
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11963	Sag Harbor NY		72 Foster Avanue	Bay Watch Motel & Marina
11706	Bay Shore NY		Box Strock and Age Co.	Bay Street Theater and Sag Harbor Center for the Arts
11518	East Rockaway NY		200 Barrishop Bood	Bay Shore Inn
11804	Old Bethpage NY		100 4th Arc	Bay Park
11937	East Hampton NY		1 Charles Highway	Battle Row Campground
11963			31 West Water Street	Bassett House Inn
11770	Ocean Beach NY		318 Bay Walk	Barons Cove
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11707	Babyion	Suite #3	47 West Main Street	Battle II-line
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11787	W)		3240 Route 112	America's Roadside Motor Inn
11776	on Station		755 Route 112	Americas Best Value Inn - Smithtown
11735			1271 Booth 110	Americas Best Value Inn - Port Jefferson Station
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11971			32 South Elmwood Avenue	A Wave Inn
11941			9680 N. Bavylety Road	A Walk In The Woods B&B
11968			450 County Rd. 39	A Victorian on the Bay B&B
11968	on		244 North Main Street	A Southampton Long Island Hotel
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Clegg's Hotel Cliff & Ed's Campground Cliffside Resort Condominiums CM Performing Arts Center. Home of The Noel S. Ruiz Theatre and The Onyx Theatre Coastal Research and Education Society of Long Island, Inc.	Chamber of Commerce of the Bellmores Chateau Briand Christopher Morley Park Golf Course City Cellar City of Glen Cove IDA Clation Hotel and Conference Center Claudio's Restaurant & Clam Bar	Caumsett Historic State Park Cedar Beach Babylon Cedar Creek Park Cedar House on Sound B&B Cedar Point County Park Centernial Park Centernial Park Center for Science Teaching and Learning	Canoe Place Inn c/o Rechier Equity Partners Cantingue Park Capri Jynbrook Motor Inn Capri Southampton Captain Lou Fleet & Sapphire Cruises Captain Lou Fleet & Sapphire Cruises Captain For Captain Lou Fleet Park Catamaran Mon Tikl Cathedrel Pines County Park	Brookhaven Gymnasium at Suffolk Community College Brookhaven IDA Brookhaven National Laboratory Bruce Michael Guided Tours Budget Host Inn Budget Host Inn Budget Host Inn Budget Host Ann Budget Morel - Patchogue Budget Morel - Patchogue Burcliffe by the Sea By the Bluff Bed & Breakfast c/o The Madistone Hotel Caleb Smith State Park Preserve Candelite Inn & Guest House	Born Free Hotel Bowen's by the Bays, Inc. Bowlero Corp Breakers at Montauk Brentwood State Park Brew Cycles Bridge Gardens Bridge Gardens Bridgehampton Inn & Restaurant Bridgeport/sept-Leffesson Steamboat Ferry Company Bridgeworks LLC	Black Dog Digital Blakes Bed and Breakfast Blue Iris Bed & Breakfast Blue Point Brewing Company Blue Waters Hotel Bohlsen Restaurant Group BOLD Media, LLC. Booking.com USA Inc. Borelias Farmstand
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NY	East Hampton			
24	Hampton Bays		588 Park Place	East Hair profit Charities of Commerce
NY	Riverhead		P.O. Box 49	cast the volteyball
YN	Greenport		431 East Wain Street	East End Tourism Allance
NY	Babylon		3rd Street and Wilgrins Street	East End Seaport Museum
NY	Cherry Grove		10 John Street	Dynasty Limousine
NY	Jamesport		134 Lewis Walk	Dune Point
NY	Weter Mill		1399 Main Street	Duncan Inn at Jamesport
NΥ	Greenport	P.O. Box 70	231 Manharik Highway	Duck Walk Vineyards
NY S	Long Beach		780 Long Beach BLVD	Drossos Matel
NY NY	Amagansett		2178 Montauk Highway	DropDesk
NIA.	Baldwin		70 Wilburn Ave	Driftwood on the Ocean
NY Y	Freehort		27 St. John Street	Oream Event Planning
2	Freezort CE		27 St John's Place	Dover Sroup
. P.Y	colo spring Harbor		PO Box 720	Dover Caterers
NY	Stony Brook		334 Main Street	Donalis Day Generalisa
NΥ	Sag Harbor		Shore Rd. and Main Street	Discovery westand Cruises
YN	Hauppauge	Suite 203	P.O. Box 1625	Discovery Maps
NY	Amītyville		330 Motor Parkway	Discover Long Island
NY	Shefter Island	PO Box 5028	334 South Barview Ave	Dinghy Shop
YY	Port Washington		13 Winthrop Road	Dering Harbor Inn
NY	Deer Park		62-R Main Street	Delux Transportation
NY :	St. James		ASA Command Moriches Road	Deer Park Motor Inn
NY :	Hicksville		828 South Dyster Bay Road	Deepwells Farm County Park
N.	Woodbury		BOS Jerson Turnpike	Days inn Hicksville
NY .	Copiague		10-34th Street	Days Inn at Woodbury
ZY :	Town of Brookhaven	Fire Island National Seashore	Davis Park Beach,	Days Inn - Copalgue
2 2	Islandia		1856 Veterans Memoriai Highway	Davis Park
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NY	New YORK		25 East Broadway	Daugits Alfrahmer Record
NY	Westnampton		4 New York Plaza	Danford Cotto o Santo
NY	New York	70116 74170	906 Dune Road	Capsague Beach County Park
NY	Cold Spring Harbor	Suite 2010	555 8th Avenue	CINI Media Group
NY	Montauk		301 Main Street	CTM Modis Crame
NY	Orient Point		4 Old West Lake	Crow's Nest Inn
NY	Woodbury		41270 Route 25	Cross Sound Ferry Services, inc.
ΥN	Garden City		8325 Jericho Turnnike	Crest Hollow Country Club
NY	Hampton Bays		Charles Lindhergh Bouleves	Cradle of Aviation
NY :	Freeport	South Main Street	LOW Meadow Park,	Cowfish New American Cuisine
NY I	Aquebogue		15 Bay Avenue	Cow Meadow Park
NY T	Central Islin		11 Court House Drive	Cove Place inn
NY	No ship		1800 Privado Road	Courband Islin Courbonnes Complex
NY	East Farmingdale		5000 Express Drive South	Courtyard by Marriott Long Island MacArthur Airport
NY	Commack		2 Marriott Plaza	Courtyard by Marriott Farmingdale
NY	MONTAUK		1126 Jestcho Turnpike	Courtesy Inn
NY	Baldwin		PO BOX 2648	CoreysWave Professional Surf Instruction
NA	Copiague		70 Milhum Avenue	Coral House
NY :	Southampton		268 Weadow Lane	Copiague Chamber of Commence
NY	Calverton		2218 Sound Avenue	Coopers Beach
NV II	Oakdale	Sunrise Highway/Route 27	Connetquot River State Park Preserve,	Cooperage inn
NV YY	Commack		2231 Jericho Turnpike	Connetquot River State Park Presente
NY NY	Hampton Bays		24 Oak Drive	Commack Major Jan
NY	East Meadow		83 West Tiana Road	Comfort Ing Spoots
NY	Cold Spring Harbor	Main Street/ Route 25A	1650 Hempstead Turnpike	Collseum Motor Itn
NY	Cold Spring Harbor		Cold Spring Harbor State Park	Cold Spring Harbor State Park
NY X	Cold Spring Harbor		1660 Route 25A	Cold Spring Harbor Laboratory
NIN	Oyster Bay		1395 Planting Fields Road	Cold Spring Harbor Fish Hatchery & Amarchim
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Greg DeClamente - Individual Membership	Crossification pressure company	Steenbort Harbor Bressing Commerce	Greater Poet lefferson Chamber of Commerce	Greater Cathoring Clause Co	Graybari Cortage	Grant Park	Governor Alfred E. Smith Sunken Meadow State Park Golf Course	Gon' loca!	Golden Pineapple Bed & Breakfast	Global Center for Hospitality at NYIT	Gertler Law Group LLC	Geiger	Gateway inn	Garret H. Moore Cottages	Gardiner County Park	Cancett Cross Masses	College Nove.	rreeport inn & Marina	Fox Hollow Catering & Conference Center	Four Points by Sheraton - Melville	Forever Bungalows	Fordham House Bed & Breakfast	Food Done it? Edible Mystery Tours	Fogo De Chao	Floral Park Motor Lodge	Five Town Mater Inn	First Glass William Torra	tire island National Seashore	Fire Island Lighthouse Preservation Society, Inc.	Fire Island Lighthouse	Fire Island Hotel and Resort	Fire Island Ferries, Inc.	Fig and Olive inn	Family Residences and Essential System in the	Family Affair	Extended Stay America Efficiency Studios-Melville	Extended Stay America - Bethpage	Expedia	Exhibition Center at Suffolk Community College	Event Kines	Ellis House Bed & Breakfact	Elsenhower Park	Edible Fact End 110	Edinizad sattle	Easterner Motel	Eastern Star Cruises (nc.	Eastern L.I. Kampgrounds	East Wind Long Island	East Quogue Chamber of Commerce	East Norwich (nn	East Hampton Village Bed and Breakfest	East Hampton Point	East Hampton Inn	East Hampton Colonia! Inn East Hampton House
1433 West Main Street 1010 Northern Boulevard	234 Carpenter Street	118 West Broadway	15 North Ocean Avenue	101-24 Dupont Street	31 North Waln Street	Broadway at Shoridan Avenue	FO MAN STREET	201 Liberty Avenue	Rte. 25A Weisser Library	90 Merrick Ave	24 Apricot Ct	1780 Sunrise Highway	1 Smith Lane	Gardiner County Park	273 Main Street	90 North Country Road	211 Woodcleft Avanue	445 Spills Main Street	7725 Jarieho Tirraniko	333 SOUTH STATE BOARD	765 Bouts 11.	33 East Main Street	235 Old Country Road	30 Jericho Turnpike	655 Rockaway Turnpike	165 SECATOGUE LANE WEST	PO Box 333	Burria Road	ASAO Cristina Library	25 Cayuga Walk	99 Maple Ave.	580 Skunk Lane	191 Bethpage-Sweet Hollow Road	PO Box 1976	2695 Route 112	100 Spagnoli 8d	gos south Outbar Barron	Crooked Hill Road	1010 Grand Slvd.	47100 Main Road	Merrick Avenue and Park Boulevard	15 Wooded Path	38 Jericho Tumpike	429 Duffy Avenue	639 Montauk Highway	Gien Cove Ferry Terminal	57 ZU KOURE ZEA	4/2 Montauk Highway	6321 Northern Boulevard	172 Newtown Lane	295 Three Mile Road	490 Pantigo Road	226 Pantigo Road	108 Montauk Highway
Sulte 228						Sunken Meadow State Parkway	Suite 8		Hospitality Studies, Room 337, 3rd Floor Old Westhury	Suite 400		i de mont see	Pri Boy 38	Montant Windstein	act was OB														Field # 5									Michael J. Grant Campus			Eisenhower Park				73 Garvies Point Road			P.O. Box 877				1	Strike 2	
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Dock Walk P.D.Box 4199 Cherry Grove		Southampto		125 Merrick Road	Hampton Inn and Suites Rockville Centre
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Dock Walk P.D.Box 4199 Cherry Grove		Calverton		158 Main Street	Guild Hall of East Hampton
		Cherry Gro	P,O.Box 4199	Dock Walk	Grumman Memorial Park

Calverton		Fire constitution that	
Syosset		140 Edularity May	Long Island Sports Park
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Brooklyn	11th Floor	15 Metro Tech Center	Long Island Rail Road
Stony Brook		1200 Route 25A	ਪਹਾਲੂ Island Museum of American Art, History & Carriages Long Island Nets
West Sayville		101 James Doolittle Boulevard	Long Island Marriott
Ronkonkoma		88 West Avenue	Long Island Maritime Museum
Stony Brook		Ind Articals Associated	Long Island MacArthur Airport
Garden Çity		11 Davis Avenue	Long Island Heritage Trail
Riverhead		469 East Main Street	Long Island Children's Misseum
Ronkonkoma	!	2150 Smithtown Avenue	tong island Cance Variet Bouts
Melville	Suite 110W	300 Broadhollow Road	Long Island Association
Riverhead	Hillwood Commons #172	720 Northern Blvd	Long Island Arts Alliance
Long Beach		431 East Main Street	Long Island Aquarium
Long Beach		405 East Broadway	Long Beach Hotel
Centerport		350 National Regionary	Long Beach Chamber of Commerce
Baiting Hollow		2282 Sound Avenue	locall bred
Brookville		720 Northern Boulevard, Rm 123	UV Lone Island Spirits
indephire		150 West Montauk Highway	III Post
equency		200 Executive Dr. Unit D	Lighten Marriors
Montauk		ZO Crossways Park Dr N	LGBT Network
Montauk	X7U#1	50 South Fairniew Avenue	Lessing's 360 East
Greenport		471 Old Montant Highway	Lenhart Cottages
East Marjon		7540 Main Road	Layfa Sailing
Sayville		70 Browns River Road	Lavender by the Bay
Bohemia		. 1630 Lakeland Avenue	Lands End Motel & Marina
Tabo Bankankana		Lake Shore Road	Lake Ronkolkolma Lounty Park
Bohemia		821 Stewart Avenue	La Quinta inn Garden City
Greenport		10 Aero Road	La Quinta Inn & Suites Islip Mac Arthur Airport
Port Washington		824 North Road	Kontokosta Winery
Ocean Beach		A33 Main Street	Knickerbocker Yacht Hotel
Babylon		LOU DEST PAIX AVENUE	Kline's
Montauk		432 West Lake Drive	Kiiwins Babylon Village
Stony Brook	100 Nicolls Road	. LaValle Stadium at Stony Brook University	Kenny's Tipperary Inn
West Hempstead		894 Ostego Rd	Keeper of the Grand
Wantagh		490 Fantigo Road	Journey East Hampton
Wantagh		Ocean Parkway	Jones Beach State Park
Northport		250 Main Street	Jones Beach Hotel
Jericho		32 West Jericho Turnpike	John W. Engerran Theater at Northbort
Jamesport		400 South Jamesport Avenue	Jedediah Hawkins inn
South Jamesport		1216 Main Rd.	Jamesport Vineyards
Islandia		67 Front Street	Jamesport Bay Suites
Aquebogue		2635 Fynress Drive Month	Jake's 58 Hotel & Casino
disi		28 Wikito Land	J&S Reeve Cottages
Ocean Beach		780 Bay Waik	Islip Chamber of Commerce
West Hempstead		45 Cherry Valley Avenue	Island Mermaid
DWOOD!		50 Peppe Dr	Irland Godon Bollowick
Amagansett	FO 80% 8000	610 Smithtown Bypass	Insignla
Great Neck		23 Windmill Lane	lng at Windmill Lane
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Riverhead		451 East Main Street	Hyatt Place East End & Resort Marina Hyatt Place Gooden Cit.

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Kings Park	Sente Politisher Koad	35995 Main Road 25	North Fork Guest House
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Brightwaters		285 Binders Board	Newsday Media Group
Elmont		b U govies results (registration)	New York State Tour Boat Association
Huntington Sta		ZOIL COSTUPTIONO I UTIPAIKE	New York Racing Association Inc./Belmont Race Track
Hempstead	Hofstra University	James M. Shuart Stadjum	New York Lizards Office
Melville		25 Hub Dr	New York Lizards
Amagansett		PO Box 2292	National Grid
Mineola		1550 Franklin Avenue	Nathariel Raker Honce
Mineola	4th Floor	1 West Street	Nassau County IDA
East Meadow		na i	Nassau County Executive
Mineola	1550 Frankin Blvd.	Eisenhower Park	Nassau County Department of Park, Recreation & Museum
Roslyn		Theories Roosewalk Executive & Joseph No. 1981	Nassau County
East Norwich		1221 Old Northern Blod	My Father's Place at The Roslyn Hotel
Restoration Old Bethpage	Old Bethpage Village Resto	1303 Round Swamp Road	Muttontown Preserve
Mount Sinai		P.O. Box 555	Museum of American Armor at Old Bethnage William Best and Con-
Aquebogue		PO 80x 222	Mount Shai's Miller Place Chamber Allegge
Montack	P.O. Box 607	88 Firestone Road	Mother Hithhard's Ourhound pop
Montauk		Montauk Point State Parkway	Months Hotel
Montauk'	PO Box 943	2000 Montauk Highway	Workfauk Polint Eighthouse Museum
Montaut		236 Edgemere Street	Montaux Manor Resort
Montant		50 South Fairview Avenue	Wontauk Downs State Park
Montack		Montauk Highway	Moncaux County Park
Montage		742 Montauk Highway	Wiontaux Chamber of Commerce
Montauk		108 South Emerson Ave	Montauk Blue Hotel
Backer		55 South Elmwood Avenue	Montauk Beach House
Rocky Point		48 Deer Park Ave	Monsoon
Mill Neck		346 Route 25A.	Mission Fencing Center
East Hampton		40 Frost Mill Road	Mill Neck Manor House
Jamesport		RI North Main Street	Mill House Inn
Hampton Bay		Latiat Road at Old North Highway	Milford T. Benjamin House 8&B
Montauk		Canal Book at Old Shower at the Canal Book with the Canal Book at	Meschutt Beach County Park
Melville		2350 Old Wait Whitman Road	Memory Motel
Jerícho ,		440 Jericho Turnpike	Melville Marriott
Uniondale		626 RXR Plaza	Meadowhropk Motor I oden
Mattituck		2150 Bay Avenue	McAndrows & Smith 114
ocean beach		935 baywaik	Mattituck Motel
Montauk		21 Oceanview Terrace	Manthemy's
Haunnauer Sperident		1717 Motor Parkway	Mark ul clegarce Limousine service
Hallmaniga		644 Vanderblit Motor Parkway	Mario Restaurant
viesuiampro		134 East Montauk Highway	Marina Motel
brightwaters		91 Potunk Lane	Mari Manor
Long Beach		P.O. Box 83	Margarita Villas LLC
Riverhead	Suite 200	1500 Lido Blvd	Maliblue Oyster Bar
Ocean Beach	3	SO MAIN Street	Main Street Agency
Hampton bar		1-5 Responsed Highway	Maguires Bayfront Restaurant
Garden City		100 Wort Name of History	Macy's Hampton Bays
Mattituck		630 Old Chintry Road	Macy's
Holbrook		TSO Retton Svenie	Macari Vineyards and Winery Ltd
Mattituck		6444 Vaterano Mamoriai Uliabra	Mac Arthur Inn
Jericho j	Suite 203	50 Jericho Tpke	Love Lane Kitchen
East Hampto		133 Hands Creek Road	long-cland nors (long-teland Modic In-
Riverhead		542 East Main Street	Long-House Resource
Freeport		111 Albany Avenue	Long Island Wine Compell Outs / Metro Limousine Service
Point Looko		PO BOX 431	Long Island Street Fairs & Nassau County Craft & Gift Shows
Datehoaria		90 Colonial Dr	Long Island Stand Up Paddle Boarding
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			dative Building		
Saint Johnland Road	Hofstra University	4th Floor	Old Bethpage Village Restoration 1550 Frankin Blvd.	Suite 203 Suite 200 Suite 200 P.O. Box 943 P.O. Box 607)
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Old Washington		71 Old Westbury Road	Olympic Motor Lodge
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nampton Bays		2136 Montauk Highway	Oheka Castle
Wontauk		285 East Montauk Highway	Ocean Vista Resort
WORLDUK	P.O. Box 5050	84 South Emerson Avenue	Ocean View Terrario
Wontauk		95 South Emerson Avenue	Ocean Surf
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Hauppaüge		2004 Montauk Highway	Ocean End Apartments (14)
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Hauppauge		625 Belmont Avenue	NYS Senators
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Hauppauge	100 Veterans Hwy, 3rd Floor	n. Lee Dethison Building	Suffolk County Legislator
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Hauppauge	100 Veterans Memorial highway	H. Lee Dennison Building	Suffolk County Film Commission
West Sayville	Montauk Highway	F.O. BOX 144	Suffolk County Executive
Hauppauge	11th Floor	100 Veterans Highway	Suffolk County Department of Parks Regression & Consequence
	Suffolk County Community College	Health Sports and Education Center	Suffolk County Department of Sconomic Development
Huntington	Sulte 222	775 Park Ave	Suffalk County Community College Great Community
Brentwood	Michael J. Grant Campus	Crooked Hill Road	Suffolk College Of Chambers Suffolk College Ontoot Track
Bohemia		30 Orville Drive Suite A	Suifolk Association of Municiple Employees
Mattitucki		2400 Camp Mineola Road	Strong's Marine
Stony Brook		1.1.1 Main Street	Stony Brook Village Center
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Montauk		100 Harbor Road	Stony Brook Grist Mill
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Greenport		TOA Bay Avenue	Stirling House Bed & Breakfast
Brookville	Long Island University	The Station Street	Sterling Harbor House
Bay Shore		225 NOTES FEBT WAY	Steinberg Museum of Art at Hillwood
Stony Brook		Nicolis Road, Stony Brook University	Starfish Junction
Patchogue		155 West Roe Boulevard	Stallar Contest
Bellport !		2 Sawgrass Drive	StringHill Sulfes Long Island Brookhaven
Carle Place		20 Westbury Avenue	Springhill Suites Carle Place Garden City
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Riverhead		2746 Sound Ave	Spirits Promise Equine Rescue Program at Blossom Hollow Ranch
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Brightwaters		P.O. Box 98	South Shore Promotion Council Inc.
Bay Shore	Clinton Avenue	Bay Shore Manor Park,	South Bay Paddlewheel Cruises-Lauren Kristy
Montauk:		1159 Merrick Road	South Bay Motel
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Smithtown		495 Landing Avenue	Snug Harbor Motel & Marina
Smithtown		880 Jericho Turnpike	Smithtown Landing Country Civil
Shirley		165 William Floyd Pkwy	Smithpoint Motel
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Garden City		630 Old Country Rd	Small Batch
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The Renewable Energy Home	43 South Bay Avenue		PortJefferson	ĘĘ
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he Surf Lodge	118 East Main Street		Riverhead	NY :
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sthampton Beach Business Alliance	PO Box 246		Westbury	3
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lite Fences Inn	371 Montauk Highway		Saint James	N۲
ike Sands Resort Motel	28 Shore Road		Amagansett	ž ž

AMENDMENT NO. II

This AMENDMENT, dated as of the date last executed by the parties hereto, (together with any exhibits hereto, this "Amendment No. 1"), by and between (i) the County of Nassau, a municipal corporation of the State of New York having its principal office at 1550 Franklin Avenue, Mineola, New York 11501 (the "County"), acting for and on behalf of the County Department of Parks, Recreation & Museums,, having its principal office at the Administration Building, Eisenhower Park, East Meadow, New York 11554 (the "Department"), and (ii) Discover Long Island, formerly known as the Long Island Convention and Visitor's Bureau, Inc. ("DLI"), a New York not-for-profit corporation, having its principal office at

WITNESSETH:

WHEREAS, pursuant to Request for Proposals #PK 0814-1423 issued on August 21, 2014, the County awarded a contract to the Bureau (the "Promotion Agreement") dated January 1, 2015 to foster tourism and convention activities within Nassau County and to develop, facilitate, improve and enhance the public use and enjoyment of Nassau County; and

WHEREAS, the term of the Promotion Agreement, including amendments and extensions, runs from January 1, 2015 through December 31, 2019; and

WHEREAS, the County desires to extend the Promotion Agreement with DLI so to continue to stimulate economic growth by fostering tourism, convention activities and individual personal visits within Nassau County; and

WHEREAS, Discover Long Island, is a tourism promotion agency which devotes all of its efforts in Nassau and Suffolk Counties to the furtherance of activities which attract visitors to Long Island; and

NOW, THEREFORE, in consideration of the premises and the mutual covenants contained herein, the County and the Bureau agree as follows:

- 1. <u>Amended Term.</u> The Promotion Agreement is hereby amended so that the term thereof is renewed for a period of one (1) year from January 1, 2020 through December 31, 2020.
- 2. <u>Prohibition of Gifts.</u> In accordance with County Executive Order 2-2018, the Permittee shall not offer, give, or agree to give anything of value to any County employee, agent, consultant, construction manager, or other person or firm representing the County (a "County Representative"), including members of a County Representative's immediate family, in connection with the performance by such County Representative of duties involving transactions with the Permittee on behalf of the County, whether such duties are related to this Agreement or any other County contract or matter. As used herein, "anything

of value" shall include, but not be limited to, meals, holiday gifts, holiday baskets, gift cards, tickets to golf outings, tickets to sporting events, currency of any kind, or any other gifts, gratuities, favorable opportunities or preferences. For purposes of this subsection, an immediate family member shall include a spouse, child, parent, or sibling. The Permittee shall include the provisions of this subsection in each subcontract entered into under this Agreement.

- 3. Disclosure of Conflicts of Interest. In accordance with County Executive Order 2-2018, the Permittee has disclosed as part of its response to the County's Business History Form, or other disclosure form(s), any and all instances where the Permittee employs any spouse, child, or parent of a County employee of the agency or department that contracted or procured the goods and/or services described under this Agreement. The Permittee shall have a continuing obligation, as circumstances arise, to update this disclosure throughout the term of this Agreement.
- 4. Vendor Code of Ethics. By executing this Agreement, the Contractor hereby certifies and covenants that:
- (i) The Contractor has been provided a copy of the Nassau County Vendor Code of Ethics issued on June 5, 2019, as may be amended from time to time (the "Vendor Code of Ethics"), and will comply with all of its provisions;
- (ii) All of the Contractor's Participating Employees, as such term is defined in the Vendor Code of Ethics (the "Participating Employees"), have been provided a copy of the Vendor Code of Ethics prior to their participation in the underlying procurement;
- (iii) All Participating Employees have completed the acknowledgment required by the Vendor Code of Ethics;
- (iv) The Contractor will retain all of the signed Participating Employee acknowledgements for the period it is required to retain other records pertinent to performance under this Agreement:
- (v) The Contractor will continue to distribute the Vendor Code of Ethics, obtain signed Participating Employee acknowledgments as new Participating Employees are added or changed during the term of this Agreement, and retain such signed acknowledgments for the period the Contractor is required to retain other records pertinent to performance under this Agreement; and
- (vi) The Contractor has obtained the certifications required by the Vendor Code of Ethics from any subcontractors or other lower tier participants who have participated in procurements for work performed under this Agreement.
- 5. Full Force and Effect. All the terms and conditions of the Promotion Agreement not expressly amended by this Amendment No. 1 shall remain in full force and effect and govern the relationship of the parties for the remainder of the Promotion Agreement, as hereby amended.

IN WITNESS WHEREOF, the parties have executed this Amendment No. 1 as of the date first above written.

DISCOVER/LONG/ISLAND
By:
Name: Kristen Jarnagin
Title: Prisidentardo
Date: 10/2/18
<u> </u>
r
NASSAU COUNTY
Зу:
Name:
Title:
Date:

PLEASE EXECUTE IN BLUE INK

STATE OF NEW YORK)
)ss.: COUNTY OF NASSAU)
On the day of October in the year 20 hefore me personally came KRISTEN JARNAGIN to me personally known, who, being by me duly sworn, did depose and say that he or she resides in the County of SISTEM ; that he or she is the President according to the described herein and which executed the above instrument; and that he or she signed his or her name thereto by authority of the board of directors of said corporation.
NOTARY PUBLIC NOTARY PUBLIC, State of New York NnSZTRASS1624 U.J. tilbud in Suffolk County Term 6 xpress Fabruary 5 June 1
STATE OF NEW YORK)
COUNTY OF NASSAU)
On theday of in the year 20 before me personally came to me personally known, who, being by me duly sworn, did depose and say that he or she resides in the County of; that he or she is a Deputy County Executive of the County of Nassau, the municipal corporation described herein and which executed the above instrument; and that he or she signed his or her name thereto.
NOTARY PUBLIC



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 01/15/2020

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).

PRO	DUCER					CONTAC NAME:	T Vivlan We	lss				
AssuredPartners Northeast, LLC.					PHONE (A/C, No, Ext): (631) 465-4000 (A/C, No): (631) 465-4005							
100	Baylis R	Road				PHONE (631) 465-4000 FAX (A/C, No.): (631) 465-4005 E-MAIL ADDRESS: vivian.weiss@assuredpartners.com						
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Mel	ville				NY 11747	INSURE	The Trues	Travelers Indemnity Co.			25658	
INSU	IRED	100,000				INSURE	Tennelow	Casualty Insu	ırance Co. of Ame	rica		19046
		Discover Long Island, Inc.				INSURE						
		330 Vanderbilt Motor Parkway				INSURE			· · · · · · · · · · · · · · · · · · ·			ne
		Suite 203				INSURE						
		Hauppauge			NY 11788	INSURE						
	VERAGE				NUMBER: CL201244486				REVISION NUM			
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RE: Tourism Promotion County of Nassau is included as an Additional insured as required by written contract. Weiver of Subrogation applies in favor of the County of Nassau.												
County of Nassau is included as an Additional Insured as required by written contract. Waiver of Subrogation applies in favor of the County of Nassau.												
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CEF	RTIFICA	TE HOLDER				CANC	ELLATION				- 24 / 112///	
									SCRIBED POLICI F, NOTICE WILL B) BEFORE
		County of Nassau							PROVISIONS.			
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						AUTHOR	RIZED REPRESEN	ITATIVE	-10-4			
		Mineola 1			NY 11501				61.B-			
		· · · · · · · · · · · · · · · · · · ·					(© 1988-2015	ACORD CORPO	RATION.	All rig	hts reserved.



COUNTY OF NASSAU DEPARTMENT OF PARKS, RECREATION & MUSEUMS EISENHOWER PARK - EAST MEADOW, NEW YORK 11554 WWW.nassaucountyny.gov/parks

February 6, 2019

Ms. Sharon Wyman
Director of Administration
Discover Long Island
330 Motor Parkway
Suite 203
Hauppauge, New York 11788

RE: EXTENSION TO CONTRACT CQPK15000003, AMENDMENT 1 CLPK18000001-JANUARY 1, 2019-DECEMBER 31, 2019

Dear Sharon:

Pursuant to Amendment I, (Section 1. Amended Term), the Parks Department hereby exercises the option to renew the Promotion Agreement for one (1) additional one (1) year period.

Kindly sign below to acknowledge the extension from January 1, 2019 through December 31, 2019 and return a copy with an original signature to my office.

Sincerely,

Eileen Krieb

Commissioner, Parks,

Recreation and Museums

een kne L

Sharon Wyman

Director of Administration

Date: 012/19



NIFS ID:CLPK18000001 Department: Parks

Capital:

SERVICE: Promotion and Tourism

Contract ID #:CQPK15000003

NIFS Entry Date: 23-JAN-18

Term: from 01-JAN-18 to 31-DEC-18

Amendment	 ·		
Time Extension:	 ·······		
Addl. Funds:			
Blanket Resolution:	 		
RES#	 		_

1) Mandated Program:	T _N
Comptroller Approval Form Attached:	
3) CSEA Agmt. § 32 Compliance Attached:	N
4) Vendor Ownership & Mgmt. Disclosure Attached:	Y.
5) Insurance Required	Y

Vendor Info:	
Name: Discover Long Island, Inc., formerly known as Convention and Vistors Bureau	Vendor ID∺:
Address:	Contact Person: Sharon Wymar
8	
	Phone: 631-951-3900x301

Department:	
Contact Name: Eileen Krieb	
Address: Administration Bldg.	
Eisenhower Park	•
East Meadow, NY 11554	
Phone: 516-572-0272	

Routing Slip

Department	NIFS Entry: X	22 IAN (D. DADIVERO
Department	NIFS Approval: X	23-JAN-18 PABUFFOLINO
DPW	Capital Fund Approved:	24-JAN-18 LBARKER
OMB	NiFA Approval; X	25-JAN-18 MWORSHAM
ОМВ	NIFS Approval: X	25-JAN-18 MWORSHAM
County Atty.	Insurance Verification: X	24-JAN-18 AAMATO
County Atty.	Approval to Form; X	24-JAN-18 DGREGWARE

Dep. CE	Approval: X	08-MAR-18 BSCHNEIDER
Leg. Affairs	Approval/Review: X	28-FEB-18 MREYNOLDS
Legislature	Approval:	
Comptroller	NIFS Approval: X	17-MAY-18 RBURKERT
NIFA	NIFA Approval: X	13-JUN-18 MKWIATKOWSKI

Contract Summary

Purpose: Amended Term only. (copy attached).

Method of Procurement: RFP #PK0814-1423 dated 1/1/15

Procurement History: Procurement History: RFP PK0814-1423 dated 1/1/15; CAPK17000002 (CQPK15000003-03-04); CAPK17000010 (CQPK15000003-05)

Description of General Provisions: Discover Long Island, formerly known as Long Island Convention and Visitors Bureau, Inc. markets, develops and administers programs and sales strategies designed to encourage, attract, solicit and promote meetings, convention business, tourism and sporting events with Nassau County

Impact on Funding / Price Analysis: none

Change in Contract from Prior Procurement: n/a

Recommendation: (approve as submitted)

Advisement Information

BUDGI	ET CODES
Fund;	GEN
Control:	PK
Resp:	1100
Object:	DE518
Transaction:	109
Project #:	
Detail:	

	RENEWAL
%	
Increase	ļ
%	
Decrease	

FUNDING SOURCE	AMOUNT	
Revenue Contract:		
County	\$ 0.00	
Federal	\$ 0.00	
State	\$ 0.00	
Capital	\$ 0.00	
Other	\$ 800,000,00	
TOTAL	\$ 800,000.00	

LINE	CODE	AMOUNT
1	PKGEN1100DE518	\$ 800,000.00
		\$ 0.00
		\$ 0.00
		\$ 0.00
		\$ 0.00
		\$ 0.00
	TOTAL	\$ 800,000.00

George Maragos Comptroller



OFFICE OF THE COMPTROLLER 240 Old Country Road Mineola, New York 11501

COMPTROLLER APPROVAL FORM FOR PERSONAL, PROFESSIONAL OR HUMAN SERVICES CONTRACTS

Attach this form along with all personal, professional or human services contracts, contract renewals, extensions and amendments.

CONTRACTOR NAME: Discover Long Island Inc. formerly known as Long Island Convention and Visitors Bureau
CONTRACTOR ADDRESS:
FEDERAL TAX ID #:
Instructions: Please check the appropriate box ("\overline{\Omega}") after one of the following roman numerals, and provide all the requested information.
I. The contract was awarded to the lowest, responsible bidder after advertisement for sealed bids. The contract was awarded after a request for sealed bids was published in [newspaper] on [date]. [date]. The sealed bids were publicly opened on [date]. [#] of sealed bids were received and opened.
II. X The contractor was selected pursuant to a Request for Proposals. The Contract was entered into after a written request for proposals was issued on August 21. 2014. Potential proposers were made aware of the availability of the RFP by Newspaper and posting on website. [newspaper advertisement, posting on website, mailing, etc 1 [#] of potential proposers requested copies of the RFP. Proposals were due on September 5.2014 1 [#] proposals were received and evaluated. The evaluation committee consisted of:: Frank Puglisi. Frank Camerlengo. Timothy O'Connell and Eileen Krieb [list members]. The proposals were scored and ranked. As a result of the scoring and ranking (attached), the highest-ranking proposer was selected. The Contract was member of the County Executive's Office. The proposals were scored and ranked. As a result of the scoring and ranking, the highest-ranking proposer was selected.

III Y This is a remarkal automation and a second
III. X This is a renewal, extension or amendment of an existing contract. The contract was originally executed by Nassau County on August 10, 2015. This is a pursuant to the amendment within the scope of the contract or RFP The original contract was entered into 1/1/15.
IV. Pursuant to Executive Order No. 1 of 1993, as amended, at least three proposals were solicited and received. The attached memorandum from the department head describes the proposals received, along with the cost of each proposal.
A. The contract has been awarded to the proposer offering the lowest cost proposal; OR:
B. The attached memorandum contains a detailed explanation as to the reason(s) why the contract was awarded to other than the lowest-cost proposer. The attachment includes a specific delineation of the unique skills and experience, the specific reasons why a proposal is deemed superior, and/or why the proposer has been judged to be able to perform more quickly than other proposers.
V. □ Pursuant to Executive Order No. 1 of 1993 as amended, the attached memorandum from the department head explains why the department did not obtain at least three proposals.
A. There are only one or two providers of the services sought or less than three providers submitted proposals. The memorandum describes how the contractor was determined to be the sole source provider of the personal service needed or explains why only two proposals could be obtained. If two proposals were obtained, the memorandum explains that the contract was awarded to the lowest cost proposer, or why the selected proposer offered the higher quality proposal, the proposer's unique and special experience, skill, or expertise, or its availability to perform in the most immediate and timely manner.
☐ B. The memorandum explains that the contractor's selection was dictated by the terms of a federal or New York State grant, by legislation or by a court order. (Copies of the relevant documents are attached).
C. Pursuant to General Municipal Law Section 104, the department is purchasing the services required through a New York State Office of General Services contract no, and the attached memorandum explains how the purchase is within the scope of the terms of that contract.
☐ D. Pursuant to General Municipal Law Section 119-o, the department is purchasing the services required through an inter-municipal agreement.
VI. This is a human services contract with a not-for-profit agency for which a competitive process has not been initiated. Attached is a memorandum that explains the reasons for entering into this contract without conducting a competitive process, and details when the department intends to initiate a competitive process for the future award of these services. For any such contract, where the vendor has previously provided services to the county, attach a copy of the most recent evaluation of the vendor's performance. If the contractor has not received a satisfactory evaluation, the department must explain why the contractor should nevertheless2be permitted to contract with the county.

In certain limited circumstances, conducting a competitive process and/or completing performance evaluations may not be possible because of the nature of the human services program, or because of a compelling need to continue services through the same provider. In those circumstances, attach an explanation of why a competitive process and/or performance evaluation is inapplicable.

Instructions with respect to Sections VII. VIII and IX: All Departments must check the box for VII. Then, check either box Section VIII or IX, as applicable.

VII.
This is a public works contract for the provision of architectural, engineering or surveying services. The attached memorandum provides details of the department's compliance with Board of Supervisors' Resolution No. 928 of 1993, including its receipt and evaluation of annual Statements of Qualifications & Performance Data, and its negotiations with the most highly qualified firms.

VIII. X Participation of Minority Group Members and Women in Nassau County Contracts. The selected contractor has agreed that it has an obligation to utilize best efforts to hire MWBE sub-contractors. Proof of the contractual utilization of best efforts as outlined in Exhibit "BE" may be requested at any time, from time to time, by the Comptroller's Office prior to the approval of claim vouchers.

IX. II Department MWBE responsibilities. To ensure compliance with MWBE requirements as outlined in Exhibit "EE", Department will require vendor to submit list of sub-contractor requirements prior to submission of the first claim voucher, for services under this contract being submitted to the Comptroller.

X. X Vendor will not require any sub-contractors.

In addition, if this is a contract with an individual or with an entity that has only one or two employees: X a review of the criteria set forth by the Internal Revenue Service, Revenue Ruling No. 87-41, 1987-I C.B. 296, attached as Appendix A to the Comptroller's Memorandum, dated February 13, 2004, concerning independent contractors and employees indicates that the contractor would not be considered an employee for federal tax purposes.

Department Head Signature

Data

NOTE: Any information requested above, or in the exhibit below, may be included in the county's "staff summary" form in lieu of a separate memorandum.

Compt. form Pers./Prof. Services Contracts: Rev. 03/16

Exhibit A



COUNTY OF NASSAU

POLITICAL CAMPAIGN CONTRIBUTION DISCLOSURE FORM

1. Has the vendor or any corporate officers of the vendor provided campaign contributions pursuant to the New York State Election Law in (a) the period beginning April 1, 2016 and ending on the date of this disclosure, or (b), beginning April 1, 2018, the period beginning two years prior to the date of this disclosure and ending on the date of this disclosure, to the campaign committees of any of the following Nassau County elected officials or to the campaign committees of any candidates for any of the following Nassau County elected offices: the County Executive, the County Clerk, the Comptroller, the District Attorney, or any County Legislator? If yes, to what campaign committee?
None
· · · · · · · · · · · · · · · · · · ·
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2. VERIFICATION: This section must be signed by a principal of the consultant, contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contracts. The undersigned affirms and so swears that he/she has read and understood the foregoing statements and they are, to his/her knowledge, true and accurate. The undersigned further certifies and affirms that the contribution(s) to the campaign committees dentified above were made freely and without duress, threat or any promise of a governmental benefit or in exchange for any benefit or renumeration.
Vendor: Discover long/sland Inc- Dated: 18/5/17 Signed: Frint Name: Kisten Taraagin Title: President (PEO)

PRINCIPAL QUESTIONNAIRE FORM.

All questions on these questionnaires must be answered and the answers typewritten or printed in ink, if you need more space to answer any question, make as many photocopies of the appropriate page(s) as necessary and attach them to the questionnaire.

COMPLETE THIS QUESTIONNAIRE CAREFULLY AND COMPLETELY. FAILURE TO SUBMIT A.

COMPLETE QUESTIONNAIRE MAY MEAN THAT YOUR BID OR PROPOSAL WILL BE REJECTED

AS NON-RESPONSIVE AND IT WILL NOT BE CONSIDERED FOR AWARD.

	Principal Name Coul Moneto
L.	Date of birth 9 / /0 / 5 7
	Home address
	City/state/zip
	Business address:
	City/state/zip
	Telephone
	Other present address(es),
	City/state/zip
	Telephone List of other addresses and telephone numbers attached
2.	Positions held in submitting business and starting date of each (check all applicable)
	President Treasurer
	Chairman of Board / / Shareholder / / Shareholder / / / Secretary / / / / / / / / / / / / / / / / / / /
	Chief Financial Officer/Partner/
	Vice President
	(Other) Vict Electron /////
	C MANTENNAMON ////////////////////////////////////
-	Do you have an equity interest in the business submitting the questionnaire?
B.;	NO_XYESIf Yes, provide details.
	-140 -v - 152 - u 162) bigaige greating
4.	Are there any outstanding loans, guarantees or any other form of security or lease or any other
	type of contribution made in whole or in part between you and the business submitting the
	questionnaire? NO _X_YES If Yes, provide details.
5:	Within the past 3 years, have you been a principal owner or officer of any business or not-for-
	profit organization other than the one submitting the questionnaire? NOYES _x/; if Yes,
	provida detalis
•	Montaule Chamber of Commerce - President
	4.11.
	East End Tourism Alliance - Sceretary
	5

6. Has any governmental entity awarded any contracts to a business or organization listed in Section 5 in the past 3 years while you were a principal owner or officer? NO YES XHYes, provide details. REDC and MYS Craft Beyonage Grants to EE.T.A.

NOTE: An affiritative answer is required below whether the sanction grose gutomatically, by operation of law, or as a result of any action taken by a government agency.

Provide a detailed response to all questions checked "YES", if you need more space, photocopy the appropriate page and attach it to the questionnaire.

- In the past (5) years, have you and/or any affiliated businesses or not-for-profit organizations listed in Section 5 in which you have been a principal owner or officer:
 - Been debarred by any government agency from entering into contracts with that agency? NO X YES ... If Yes, provide details for each such instance.
 - Been declared in default and/or terminated for cause on any contract, and/or had any contract cancelled for cause? NO ______ YES _____ If Yes, provide details for each such instance.
 - Gen denied the award of a contract and/or the opportunity to bid on a contract, including, but not limited to, fallure to meet pre-qualification standards?
 NO XYES If Yes, provide details for each such jirstance.
 - de Been suspended by any government agency from entering into any contract with it; and/or is any action pending that could formally debar or otherwise affect such business's ability to bid or propose on contract? NO __X__YES ____ If Yes, provide details for each such instance,
- Have any of the businesses or organizations listed in response to Question 5 filed a bankruptcy petition and/or been the subject of involuntary bankruptcy proceedings during the past 7 years, and/or for any portion of the last 7 year period, been in a state of bankruptcy as a result of bankruptcy proceedings initiated more than 7 years ago and/or is any such business now the subject of any pending bankruptcy proceedings, whenever initiated? If 'Yes', provide details for each such instance. (Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.)
 - a) Is there any felony charge pending against you? NO X YES ___ If Yes, provide details for each such charge.
 - b) Is there any misdemeanor charge pending against you? NO X YES if Yes, provide details for each such charge.
 - c) , is there any administrative charge pending against you? NO X: YES ____ if Yes, provide details for each such charge.

- d) In the past 10 years, have you been convicted, after trial or by plea, of any felony, or of any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? NO X YES _____ If Yes, provide details for each such conviction.
- e) in the past 5 years, have you been convicted, after trial or by plea, of a misdemeanor? NO XYES ____ If Yes, provide details for each such conviction.
- f) In the past 5 years, have you been found in violation of any administrative or statutory charges? NO × YES If Yes, provide details for each such occurrence.
- 9. In addition to the information provided in response to the previous questions, in the past 5 years, have you been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency and/or the subject of an investigation where such investigation was related to activities performed at, for, or on behalf of the submitting business entity and/or an affiliated business listed in response to Question 5? NO × YES ____ If Yes, provide details for each such investigation.
- 10. In addition to the information provided, in the past 5 years has any business or organization listed in response to Question 5, been the subject of a criminal investigation and/or a civil anti-trust investigation and/or any other type of investigation by any government agency, including but not limited to federal, state, and local regulatory agencies while you were a principal owner or officer?

 NO 15 YES ____ If Yes; provide details for each such investigation.
- 11. In the past 5 years, have you or this business, or any other affiliated business listed in response to Question 5 had any sanction imposed as a result of judicial or administrative proceedings with respect to any professional license held? NO XYES ____ If Yes; provide details for each such respect to any professional license held?
- 12. For the past 5 tax years, have you failed to file any required tax returns or failed to pay any applicable federal, state or local taxes or other assessed charges, including but not limited to water and sewer charges? NO 🔀 YES ____ If Yes, provide details for each such year.

Signature

CERTIFICATION
A MATERIALLY FALSE STATEMENT WILLFULLY OR FRAUDULENTLY MADE IN CONNECTION
WITH THIS QUESTIONNAIRE MAY RESULT IN RENDERING THE SUBMITTING BUSINESS ENTITY
NOT RESPONSIBLE WITH RESPECT TO THE PRESENT BID OR FUTURE BIDS, AND, IN ADDITION,
MAY SUBJECT THE PERSON MAKING THE FALSE STATEMENT TO CRIMINAL CHARGES.

being duly swom, state that I have read and understand all the items contained in the foregoing pages of this questionnaire and the following pages of attachments; that I supplied full and complete answers to each item therein to the best of my knowledge, information and belief; that I will notify the County in writing of any change in circumstances occurring after the submission of this questionnaire and before the execution of the bontract; and that all information supplied by me is true to the best of my knowledge, information and belief. I understand that the County will rely on the information supplied in this questionnaire as additional inducement to enter into a contract with the submitting business entity.

Sworn to before me this /o day of JADUAR. / 2018

Barbara M. Russo Notary Public-State of New York No. 01RU6129040 Quaitted in Suffolk County My Commission Expires June 6, 2021.

Notary Public

Market M. Kusho

Name of submitting business

Printname Discover Long Island

Signaturs Tax 11

Title Chairman

7 1 10 1 18 ..

PRINCIPAL QUESTIONNAIRE FORM

All questions on these questionnaires must be answered by all officers and any individuals who hold a ten percent (10%) or greater ownership interest in the proposer. Answers typewritten or printed in lnk. If you need more space to answer any question, make as many photocopies of the appropriate page(s) as necessary and attach them to the questionnaire.

COMPLETE THIS QUESTIONNAIRE CAREFULLY AND COMPLETELY. FAILURE TO SUBMIT A COMPLETE QUESTIONNAIRE MAY MEAN THAT YOUR BID OR PROPOSAL WILL BE REJECTED AS NON-RESPONSIVE AND IT WILL NOT BE CONSIDERED FOR AWARD

<u>\VV</u>	
2.	Principal Name Kristen January Date of birth Home address City/state/zlp Business address City/state/zip Telephone Other present address(es) City/state/zip Telephone List of other addresses and telephone numbers attached Positions held in submitting business and starting date of each (check all applicable) President 11 2 15 Treasurer
•	Chief Exec. Officer / / Partner / / Vice President / / (Other)
3.	Do you have an equity interest in the business submitting the questionnaire? YES NO If Yes, provide details.
4,	Are there any outstanding loans, guarantees or any other form of security or lease or any other type of contribution made in whole or in part between you and the business submitting the questionnaire? YES NO/_ If Yes, provide details.
5.	Within the past 3 years, have you been a principal owner or officer of any business or not-for-profit organization other than the one submitting the questionnaire? YES NO; If Yes, provide details.

3. Has any governmental entity awarded any contracts to a business or organization listed in Section 5 in the past 3 years while you were a principal owner or officer? YES NO If Yes, provide details.	
NOTE: An affirmative answer is required below whether the sanction arose automatically, by operation of law, or as a result of any action taken by a government agency. Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.	
 In the past (5) years, have you and/or any affiliated businesses or not-for-profit organizations listed in Section 5 in which you have been a principal owner or officer: 	
 a. Been debarred by any government agency from entering into contracts with that agency? YES NOt if Yes, provide details for each such instance. 	
 Been declared in default and/or terminated for cause on any contract, and/or had any contracts cancelled for cause? YES NO If Yes, provide details for each such instance. 	
 Been denied the award of a contract and/or the opportunity to bid on a contract, including, but not limited to, failure to meet pre-qualification standards? YES	
d. Been suspended by any government agency from entering into any contract with it; and/or is any action pending that could formally debar or otherwise affect such business's ability to bid or propose on contract? YES NO _b If Yes, provide details for each such instance.	
8. Have any of the businesses or organizations listed in response to Question 5 filed a bankruptcy petition and/or been the subject of involuntary bankruptcy proceedings during the past 7 years, and/or for any portion of the last 7 year period, been in a state of bankruptcy as a result of bankruptcy proceedings initiated more than 7 years ago and/or is any such business now the subject of any pending bankruptcy proceedings, whenever initiated? If 'Yes', provide details for each such instance. (Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.)	
attach it to the questionnaire.) a) Is there any felony charge pending against you? YES NO If Yes, provide details for each such charge.	
b) Is there any misdemeanor charge pending against you? YESNOIf Yes, provide details for each such charge.	
Yes, provide details for each such charge. c) Is there any administrative charge pending against you? YES NO If Yes, provide details for each such charge.	
d) In the past 10 years, have you been convicted, after trial or by plea, of any felony, or of any other crime, an element of which relates to truthfulness of the underlying facts of which related to the conduct of business? YESNO/ If Yes, provide details for each such conviction.	
Rev. 3-2016	

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	e)		have you been convicted, after trial or by plea, of a
			If Yes, provide details for each such conviction.
	f)	In the past 5 years, statutory charges? occurrence.	have you been fourld in violation of any administrative or YES NO <u>t/</u> If Yes, provide details for each such
	years, invest subject for, or respon	have you been the significant by any federal at of an investigation of the state of	n provided in response to the previous questions, in the past 5 ubject of a criminal investigation and/or a civil anti-trust it, state or local prosecuting or investigative agency and/or the where such investigation was related to activities performed at, mitting business entity and/or an affiliated business listed in IFYes, provide details for each such
10.	0. In addition to the information provided, in the past 5 years has any business or organization listed in response to Question 5, been the subject of a criminal investigation and/or a civil anti-trust investigation and/or any other type of investigation by any government agency, including but not ilmited to federal, state, and local regulatory agencies while you were a principal owner or officer? YES NO _t / If Yes; provide details for each such investigation.		
11.		naa ta Ougatian 5 ba	ou or this business, or any other affiliated business listed in d any sanction imposed as a result of judicial or administrative or any professional license held? YES NO If Yes;

12. For the past 5 tax years, have you failed to file any required tax returns or failed to pay any applicable federal, state or local taxes or other assessed charges, including but not limited to water and sewer charges? YES _____ NO __ If Yes, provide details for each such

9. ln

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provide details for each such instance.

CERTIFICATION

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being duly sworn, state that I have read and understand all the items contained in the foregoing pages of this questionnaire and the following pages of attachments; that I supplied full and complete answers to each item therein to the best of my knowledge, information and belief; that I will notify the County in writing of any change in circumstances occurring after the submission of this questionnaire and before the execution of the contract; and that all information supplied by me is true to the best of my knowledge, information and belief. I understand that the County will rely on the information supplied in this questionnaire as additional inducement to enter into a contract with the submitting business entity.

Notary Public

ALYSSA SILVER GROSTOM NOTARY PUBLIC, State of New York Suffolk County No. 01515054572 Commission Expires Oct. 17, 20

DISCOVET CONT Name of submitting business

Print/names

Signature

Yre

__*tU__/_*{__ Date

Rev. 3-2016

PRINCIPAL QUESTIONNAIRE FORM

All questions on these questionnaires must be answered and the answers typewritten of printed in ink. If you need more space to answer any question, make as many photocopies of the appropriate page(s) as necessary and attach them to the questionnaire.

COMPLETE THIS QUESTIONNAIRE CAREFULLY AND COMPLETELY FAILURE TO SUBMIT A GOMPLETE OUTSTIONNAIRE MAKINEAN THAT YOU'VE DO OR PROPOSAL WILL BE REJECTED AS NOW RESPONSIVE AND IT WILL NOT BE CONSIDERED TO A WARD

J.,	Principal Name Deluca
	Date of birth
	Home address City/state/zip
	Business address
	City/state/zip_
	Telephane.
	Other present address(es) City/state/zip
	Telephone.
	List of other addresses and telephone numbers attached
	, and the state of
ż. '	Positions held in submitting business and starting date of each (check all applicable) President/ Treasurer/_/_ Zo/C Chairman of Board/ Shareholder/ Chief Exec. Officer/_ Secretary/ Chief Financial Officer/_ Partner/_ Vice President/_ (Other)
3.	Do you have an equity interest in the business submitting the questionnaire? NO _XYES If Yes, provide details.
Į	Are there any outstanding loans, guarantees or any other form of security or lease or any other type of contribution made in whole or in part between you and the business submitting the questionnaire? NOX_YES If Yes, provide details.
.	Within the past 3 years, have you been a principal owner or officer of any business or not-for-profit organization other than the one submitting the questionnaire? NOYES(If Yes, provide details.

6. Has eny governmental authy awarded any contracts to a business or official lated in section 5 to the past a years while you were a principal owner or officer? NO. YES Vif Yes, acovide details:

NOTE: An affirmative answer is required below whether the sanction arose automatically, by operation of law, or as a result of any action taken by a government agency.

Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.

- In the past (5) years, have you and/or any affiliated businesses or not-for-profit organizations.
 Issted in Section 5 in which you have been a principal owner or officer:
 - a. Been debarred by any government agency from entering into contracts with that agency? NO X YES ____ If Yes, provide details for each such instance.
 - b. Been declared in default and/or terminated for cause on any contract, and/or had any contract cancelled for cause? NO X YES ___ If Yes, provide details for each such instance.
 - c. Been denied the award of a contract and/or the opportunity to bid on a contract, including but not limited to, failure to meet pre-qualifications and ards?

 NO X 155 If Yes provide details for each such instance.
 - ds Been suspended by any government agency from entering into any contract with it; and/or is any action bending that could formally debaggiotherwise affect such business's ability to dicompropose on contract? NO 20 YES If Yes, provide details for each such instance.
- 8. Have any of the businesses or organizations listed in response to Question 5 filed a bankruptcy petition and/or been the subject of involuntary bankruptcy proceedings during the past 7 years, and/or for any portion of the last 7 year period, been in a state of bankruptcy as a result of bankruptcy proceedings initiated more than 7 years ago and/or is any such business now the subject of any pending bankruptcy proceedings, whenever initiated? If Yes'; provide details for each such instance. (Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionmaire.)
 - a) Is there any felony charge pending against you? NO XYES ___ If Yes, provide details for each such charge.
 - b) Is there any misdemeanor charge pending against you? NO X YES If Yes, provide details for each such charge.
 - c) Is there any administrative charge pending against you? NO YES ___ If Yes, provide details for each such charge.

- d) In the past 10 years, have you been convicted, after trial or by plea, of any felony, or of any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? NO XYES ____ if Yes, provide details for each such conviction.
- e) liritifertäst 5 years, have you been canvicted after trial or by plea, of a misdemeanor?
 <u>លុខ វី</u>វូមីទ ____ If Yes, provide details for និងមិនជីវូទី conviction.
- f) In the past 5 years, have you been found in violation of any administrative or statutory charges? NO X YES ____ If Yes, provide details for each such occurrence.
- 9. In addition to the information provided in response to the previous questions, In the past 5 years, have you been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency and/or the subject of an investigation where such investigation was related to activities performed at, for, or on behalf of the submitting business entity and/or an affiliated business listed in response to Question 5? NO _X YES ___ If Yes, provide details for each such investigation.
- 10. In addition to the information provided, in the past 5 years has any business or organization listed in response to Question 5, been the subject of a criminal investigation and/or a civil anti-trust investigation and/or any other type of investigation by any government agency, including but not limited to federal, state, and local regulatory agencies while you were a principal owner or officer?

 NO XYES If Yes; provide details for each such investigation.
- 11. In the past 5 years, have you or this business, or any other affiliated business listed in response to Question 5 had any sanction imposed as a result of judicial or administrative proceedings with respect to any professional license held? NO X YES If Yes; provide details for each such instance.
- 12. For the past 5 tax years, have you falled to file any required tax returns or falled to pay any applicable federal, state or local taxes or other assessed charges, including but not limited to water and sewer charges? NO ______ YES _____ if Yes, provide details for each such year.

19-20-fi-

Karan L Villa Norare 24 ' Suffor ' My Commissio '020 TOTY - 2588



CERTIFICATION

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Sworn to before me this 5th day of January 2018

Motary Public

Keren L'Viler Notery Public Suffolk County, NY Commission Espires 11.

Name of submitting business

Print name

Signature

PRINCIPAL CUESTIONNAIRE FORM

provide details.

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ICOMBIETE THIS QUESTIONNAIRE CAREFUILY AND COMPLETEIN FAILURE TO SUBMIT COMPLETE GUESTIONNAIRE MAY MEAN THAT YOUR BID ON PROPOSAL WILL BE RELE To locaco Principal Name. 1. Date of birth. Home address City/state/zipy_ Business address City/state/zip :: Telephone, Other present address(es) City/state/zip Telephone, List of other addresses and telephone numbers attached Positions held in submitting business and starting date of each (check all applicable) President 12/ 1/80 Treasurer Shareholder Chairman of Board Secretary. Chief Exec. Officer Chief Financial Officer Partner Vice President_ (Other) Do you have an equity interest in the business submitting the questionnalre? 3. NO _X__YES ___ If Yes, provide details. Are there any outstanding loans, guarantees or any other form of security or lease or any other 4. type of contribution made in whole or in part between you and the business submitting the questionnaire? NO _X_YES ___ If Yes, provide details. Within the past 3 years, have you been a principal owner of any spiriture of any spiriture

6. Has any governmental entity awarded any contracts to a business or organization listed in Section 5 in the past 3 years while you were a principal owner or officer? NO YES ____ if Yes, provide details.

NOTE: An affirmative answer is required below whether the sanction arose automatically, by operation of law, or as a result of any action taken by a government agency.

Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.

- 7. In the past (5) years, have you and/or any affiliated businesses or not-for-profit organizations listed in Section 5 in which you have been a principal owner or officer:
 - a. Been debagged by any government agency from entering into contracts with that agency? No. 755 provide details for each such instance.
 - b. Been declared in default and/or terminated for cause on any contract, and/or had any contract cancelled for cause? NO 15 Yes, provide details for each such instance.

 - d. Been suspended by any government agency from any pine into any use the city in any of the country in any of the country in any of the country in the coun
- Have any of the businesses or organizations listed in response to Question 5 filed a bankruptcy petition and/or been the subject of involuntary bankruptcy proceedings during the past 7 years, and/or for any portion of the last 7 year period, been in a state of bankruptcy as a result of bankruptcy proceedings initiated more than 7 years ago and/or is any such business now the subject of any pending bankruptcy proceedings, whenever initiated? If 'Yes', provide details for each such instance. (Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.)
 - a) Is there any felony charge pending against you? NO Y YES ___ If Yes, provide details for each such charge.
 - b) Is there any misdemeanor charge pending against you? NO YES ___ If Yes, provide details for each such charge.
 - c) Is there any administrative charge pending against you? NO _______ if Yes, provide details for each such charge.

- d) In the past 10 years, have you been convicted, after trial or by plea, of any felony, or of any other chineses, have you been convicted, after trial or by plea, of any felony, or of any other chineses, have your or of which related to the conduct of business? NO with the conviction of the conduction of business? NO with the conviction of the conduction.
- e) In the past 5 years, have you been convicted after trial or by plea, of a misdemeanor?

 NOT: YES ____ If Yes, provide details for each such conviction.
- f) In the past 5 years have you been found in golation of any administrative or statutory charges? No YES If yes, provide details for each such occurrence.
- 9. In addition to the information provided in response to the previous questions, in the past 5 years, have you been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency and/or the subject of an investigation where such investigation was related to accivities performed at, topy or on behalf of the submitting business entirely and/or an addition of the submitting business entirely and/or an addition was fed investigation.
- 10. In addition to the information provided, in the past 5 years has any business or organization listed in response to Question 5, been the subject of a criminal investigation and/or a civil anti-trust investigation and/or any other type of investigation by any government agency, including but not limited to rederal, state, and local regulatory agencies while you were a principal owner or officer?

14. Witherpasts years have your or this business, prairy other still at the line she do in response to our estion. Shadrany sanction imposed as a result of fluid all or administrative, proceedings with respect to any professional resease helds no way yes if Yes, provide details for each such instance.

Gloria D. Rocchio, Ben

CERTIFICATION

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Sworn to before me this I day of Junior

Notary Public

JAMES 1 HATTER NOTARY PUBLIC STATE OF NEW YORK が0、日下は次でで2749

Suggested in Sulfolk County My Commission Expires Fabruary 28, 2019

Name of submitting business

D. Rokchio, Pres :

Title

0

Date

PRINCIPAL GUESTIONNAIRE FORM

5,,

provide details.

All questions on these questionnaires must be answered and the answers typewritten or printed in ink. If you need more space to answer any question, make as many photocopies of the appropriate page(s) as necessary and attach them to the questionnaire.

COMPLETE THIS CUESTIONNAIRE CAREFULLY AND COMPLETELY, FAILURE TO SUBMIT A COMPLETE QUESTIONNAIRE WAY MEAN THAT YOUR BID OF PROPOSALWILL BE REJECTED: AS NON-RESPONSIVE AND IT WILL NOT BE CONSIDERED FOR AWARD.

1.	Principal Name Paul Evasick Date of birth Home address City/state/zlp Business address City/state/zip Telephone Other present address(es) City/state/zip Telephone List of other addresses and telephone numbers attached
2.	Positions held in submitting bosiness and stailing gate of each (check all applicable) President
3.	Do you have an equity interest in the business submitting the questionnaire? NO _XYES if Yes, provide details.
4.	Are there any outstanding loans, guarantees or any other form of security or lease or any other type of contribution made in whole or in part between you and the business submitting the questionnaire? NOX_YES if Yes, provide details.

Within the past 3 years, have you been a principal owner or officer of any business or not for profit organization other than the one submitting the question alice? NO 人 後夏上午时後底,

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6;:	Şecu	any governmental entity awarded any contracts to a business or officialization listed in on 5 in the past 3 years while you were a principal owner or officee. No wes if Yes, ide details.
of law Provid	, or as a le a det	Irmative answer is required below whether the sanction arose automatically, by operation a result of any action taken by a government agency. Tailed response to all questions checked "YES". If you need more space, photocopy the page and attach it to the questionnaire.
7,≓		e past (5) years, have you and/or any affiliated businesses or not-for-profit organizations I in Section 5 In which you have been a principal owner or officer:
	з.	Been desarred by any government against from entering into contracts with that agency? NO X ES
	b.	Been declared in default and/or terminated for cause on any contract, and/or had any contract cancelled for cause? NO X YES If Yes, provide details for each such instance.
	c.	Been denied the award of a contract and/or the opportunity to bid on a contract, including, but not limited to, failure to meet pre-auditional standards? NO X YES If Yes, provide details for each auditionation.
	ن	Been suspended by any government agency from entering into any contract with it; and/or is any action pending that could formally depart or otherwise affect such business's ability to bid or propose on contract? No. YES If Yes, provide details for each such instance.
S _*	petiti and/o bankı subje each	any of the businesses or organizations listed in response to Question 5 filed a bankruptcy on and/or been the subject of involuntary bankruptcy proceedings during the past 7 years, or for any portion of the last 7 year period, been in a state of bankruptcy as a result of ruptcy proceedings initiated more than 7 years ago and/or is any such business now the ct of any pending bankruptcy proceedings, whenever initiated? If 'Yes', provide details for such instance. (Provide a detailed response to all questions checked "YES". If you need space, photocopy the appropriate page and attach it to the questionnaire.)
	ä}	is there any felony charge pending against you? NO \underline{X} YES $\underline{\hspace{0.2cm}}$ if Yes, provide details for each such charge.
	þ)	is there any misdemeanor charge pending against you? NO X YES If Yes, provide details for each such charge.
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- d) In the past 10 years, have you been convicted, after trial or by plea, of any felony, or of any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conviction.

 YES ____ If Yes, provide setalls for each such conviction.
- e) In the past 5 years, have you been convicted, after trial or by plea, of a misdemeanor? NO XYES ____ If Yes, provide details for each such conviction.
- f) In the past 5 reach have you been found in violation of any administrative or statutory charges? NO ** ** ** *** *** *** *** provide details for each such occurrence.
- 9. In addition to the information provided in response to the previous questions, in the past 5 years, have you been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency and/or the subject of an investigation where such investigation was related to activities period at a federal for the submitting business entity and/or an artifacted business listed in response to Question 57 NO YES 18765, provide details for each such investigation.
- 10. In addition to the information provided, in the past 5 years has any business or organization listed in response to Question 5, been the subject of a criminal investigation and/or a civil anti-trust investigation and/or any other type of investigation by any government agency, including but not limited to federal, state, and local regulatory agencies while you were a principal owner or officer?

 NO X YES if Yes; provide details for each such investigation.
- 11. In the past 5 years, have you or this business, or any other affiliated business listed in response to Question 5 had any sanction imposed as a result of indicial or administrative proceedings with respect to any professional liggings held? NO X YES If Yes, provide details for each such instance.
- 12. For the past 5 tax years, have you falled to file any required tax returns or falled to pay any applicable federal, state or local taxes or other assessed charges, including but not limited to water and sewer charges. NO. ** VES _____ if Yes, provide details for each such year.

Toul Evasuel

Completion Express Fabriers 7, 2027

CERTIFICATION

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Sworn to before me this 5 day of January

Notary Public

SUSAN MULLIN NOTARY PUBLIC, SIBLE OF NEW YORK

No. OTMLICT22333 Electrica in Marcini Connty Commission Spiras Fabruary 7, 20 21

Name of submitting business

Paul Evasick Print name

Signature Paul Warch
Title - General Manager

Business History Form

The contract shall be awarded to the responsible proposer who, at the discretion of the County, taking into consideration the reliability of the proposer and the capacity of the proposer to perform the services required by the County, offers the best value to the County and who will best promote the public interest.

In addition to the submission of proposals, each proposer shall complete and submit this questionnaire. The questionnaire shall be filled out by the owner of a sole proprietorship or by an authorized representative of the firm, corporation or partnership submitting the Proposal.

(USE ADDITIONAL SHEETS IF NECESSARY TO FULLY ANSWER THE FOLLOWING QUESTIONS).

Date;	Seifentier 12, 2017
1)	Proposer's Legal Name: Discover Long Island, The Asiand Vong Island Conver
2)	Address of Place of Business:
List all	other business addresses used within last five years: None
3)	
Phone	<u>;; (631) 951-3900</u>
Does th	ne business own or rent its facilities?
4)	Dun and Bradstreet number
5)	Federal I.D. Number
6)	The proposer is a (check one):Sole ProprietorshipPartnershipx CorporationOther (Describe)Not-for proprietorshipCorporationOther
7)	Does this business share office space, staff, or equipment expenses with any other business? YesNo _X If Yes, please provide details;
3)	Does this business control one or more other businesses? Yes No _X_ If Yes, please provide details:
9)	Does this business have one or more affiliates, and/or is it a subsidiary of, or controlled by, any other business? Yes No _X_ if Yes, provide details.
0)	Has the proposer ever had a bond or surety cancelled or forfelted, or a contract with Nassau County or any other government entity terminated? YesNo_X If Yes, state the name of bonding agency, (if a bond), date, amount of bond and reason for such cancellation or forfeiture: or details regarding the termination (if a contract).

Has the proposer, during the past seven years, been declared bankrupt? Yes ____No _X _ if Yes, state date, court jurisdiction, amount of liabilities and amount of assets

12) In the past five years, has this business and/or any of its owners and/or officers and/or any affiliated business, been the subject of a oriminal investigation and/or a civil anti-trust investigation by any federal, of its owners and/or properties or investigative agency? And/or, in the past 5 years, have any owner and/or officers.

business, been the subject of a oriminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency? And/or, in the past 5 years, have any owner and/or officer of any affiliated business been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency, where such investigation was related to activities performed at, for, or on behalf of an affiliated business.

Yes ____ No _X__ If Yes, provide details for each such investigation.

Yes ____No__X__IT Yes, provide details for each such investigation.

- In the past 5 years, has this business and/or any of its owners and/or officers and/or any affiliated business been the subject of an investigation by any government agency, including but not limited to federal, state and local regulatory agencies? And/or, in the past 5 years, has any owner and/or officer of an affiliated business been the subject of an investigation by any government agency, including but not limited to federal, state and local regulatory agencies, for matters pertaining to that individual's position at or relationship to an affiliated business. Yes ____ No _X__ If Yes, provide details for each such investigation.
- Has any current or former director, owner or officer or managerial employee of this business had, either before or during such person's employment, or since such employment if the charges pertained to events that allegedly occurred during the time of employment by the submitting business, and allegedly related to the conduct of that business:
 - a) Any felony charge <u>pending</u>? No X Yes ___ If Yes, provide details for each such charge.
 - b) Any misdemeanor charge pending? No X Yes ___ If Yes, provide details for each such charge.
 - c) in the past 10 years, you been convicted, after trial or by plea, of any felony and/or any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? No _X_ Yes ___ if Yes, provide details for each such conviction
 - d) In the past 5 years, been convicted, after trial or by plea, of a misdemeanor? No X_Yes ____ If Yes, provide details for each such conviction.
 - e) In the past 5 years, been found in violation of any administrative, statutory, or regulatory provisions? No X Yes If Yes, provide details for each such occurrence.
- In the past (5) years, has this business or any of its owners or officers, or any other affiliated business had any sanction imposed as a result of judicial or administrative proceedings with respect to any professional license held? No __X _ Yes ___; If Yes, provide details for each such instance.
- For the past (5) tax years, has this business failed to file any required tax returns or failed to pay any applicable federal, state or local taxes or other assessed charges, including but not limited to water and sewer charges? No X Yes ___ if Yes, provide details for each such year. Provide a detailed response to all questions checked 'YES'. If you need more space, photocopy the appropriate page and attach it to the questionnaire.

Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.

.17) Conflict of Interest:

- a) Please disclose any conflicts of interest as outlined below. NOTE: If no conflicts exist, please espressly state "No conflict exists."
 - (i) Any material financial relationships that your firm or any firm employee has that may create a conflict of interest or the appearance of a conflict of interest in acting as collection agent on behalf of Nassau County. No conflict exists.
 - (ii) Any family relationship that any employee of your firm has with any County public servant that may create a conflict of interest or the appearance of a conflict of Interest in acting as collection agent on behalf of Nassau County. No conflict exists.
 - (iii) Any other matter that your firm believes may create a conflict of interest or the appearance of a conflict of interest in acting as a collection agent on behalf of Nassau County. No conflict exists.
- b) Please describe any procedures your firm has, or would adopt, to assure the County that a conflict of interest would not exist for your firm in the future.

Every member of the board of directors must annually sign a conflict of interest form indicating they have no outside relationship, either familial or otherwise that would constitute a conflict of interest. These signed forms are kept on file in the DLI's office in Hauppauge.

Attachments to Business History Form
Please provide any other information which would be appropriate and helpful in determining the Proposer's capacity and reliability to perform these services.

A. Include a resume or detailed description of the Proposer's professional qualifications, demonstrating extensive experience in your profession. Any prior similar experiences, and the results of these experiences, must be identified. Resumes of the President & CEO;

B. Should the proposer be other than an individual, the Proposal should include:

- i) Date of formation; incorporated in New York State, Sept. 8, 1978 as a not-for-profit 501(c)6 corporation.
- ii) Name, addresses, and position of all persons having a financial interest in the company, including shareholders, members, general or limited partner. A list of all business members paying annual dues to Discover Long Island is attached.

iii) Name, address and position of all officers and directors of the company Attached list of officers of the organization;

N) State of incorporation (if applicable); Articles of incorporation (in New York State) attached.

v) The number of employees in the firm; 11 fulltime and 4 part-time and 4 seasonal.

vi) Annual revenue of firm; Annual budget is currently \$3.2 million

vii) Summary of relevant accomplishments Attached

- viii) Copies of all state and local licenses and permits. Not required to have.
- C. Indicate number of years in business. 39 years.
- D. Provideany other information which would be appropriate and helpful indetermining the Proposer's capacity and reliability to perform these services. Discover Long sland is currently under contract with both Nassau and Suffolk Counties to market, promote and sell the counties as tourism destinations and sites for meetings and conventions and sporting events under the Long Island region brand.
- E. Provide names and addresses for no fewer than three references for whom the Proposer has provided similar services or who are qualified to evaluate the Proposer's capability to perform this work.

Company	Courtyard Travel Ltd
Contact Person	Grea DeClemente, Managing Director/COO
Address	
City/State	
Telephor	ne Carlos Res
Fax#	
E-Mail Addres	ss.

Company	Suffolk County Economic Deviepment
ContactPerson	Regina Zara, Dept. of Economic
<u>Development</u> Addres	3
City/State	
Telephone	644.066-4004
Fax#	
E-Mail Address	
Company .	Ward Melville <u>Heritage Organization</u>
Contact Person	Gloria Rocchlo President
Address	in the second
City/State	
Telephone	4
Fax#	
F-Mall Address	

GERTIFICATION

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Sworn to before me this day of the 20/7

Notary Public

ALYSSA SILVER CROSTUN NOTAEY PUBLIC, State of New York Suffolk County 4to, 01515034572 Commission Expires Oct. 17, 20 1

DISCOVER LONG &&

Print/namen

Cianaltice

Dooll

Title

10/11/17

Date

A

Kristen B. Jarnagin

Tel:

At-a-Glance career summary

My career began as a public relations professional, but my passion for the tourism industry and its contributions to countless employees who rely on this industry for their livelihood, as well as the generated tax revenues that fund our state's most critical programs has eclipsed my interest in communications in order to serve a broader purpose. My expertise encompasses everything from grassroots community relations to international media and marketing to government relations and producing and promoting special events. My experience in agency, government, corporate and non-profit environments makes me a valuable and well rounded professional with diverse talent and innovative ideas.

Professional Accomplishments

- Secured media placements in New York Times, USA Today, Travel + Leisure, Chicago Tribune, Washington Post, LA Times, Wall St. Journal, Condé Nast, CNN, CNBC, Fox and much more.
- Original member of The Giving Girls, local charitable group of executive women (AZ)
- · Former Chair of the Public Relations Society of America Travel & Tourism Section
- Associate member of Society of American Travel Writers
- · Recipient of Governor's Tourism Award for Sustainability (AZ)

Relevant Employment

Discover Long Island Responsibilities Include: President & CEO

2015 - Present

- Principal executive officer of the Corporation and, subject to the control of the Board of Directors, in general supervise and control all the business and affairs of the Corporation.
- Attend all Board of Directors, Executive Committee and member meetings; monitor and manage the receipt of funds from Nassau and Suffolk Counties, membership dues, assessments and other sources of income
- Manage the marketing and sales strategies of the Corporation, maintain lists of members, directors and officers; keep members informed of all matters of interest pertaining to the Corporation; provide notice and retaining records of meetings
- Serve as the spokesperson of the Corporation for applicable community and industry events.
- Appoint such agents and employees of the Corporation as necessary, prescribe their powers, duties and compensation, and delegate authority.
- Develop and supervise plans to promote Long Island as a site for meetings, conventions and sporting
 events and as a leisure travel destination for domestic and international group and independent travelers.
- Establish attainable marketing and sales goals and provide focus, clarity and direction to staff in the attainment of these objectives.
- · Maintain awareness and understanding of changing disciplines that impact marketing decisions.
- Maintain awareness of national and global travel/consumer trends and attitudes impacting and influencing travel decisions.

Arizona Hotel & Lodging Association *VP of Communications* 2009-2015
Valley Hotel & Resort Assoc./Arizona Tourism Alliance/Southern Arizona Resort & Lodging Assoc.
Responsibilities included:

- Supporting the President & CEO in all Association management aspects
- Strategizing and implementing all communications efforts for the four organizations
- Planning and implementing multiple monthly and annual events and fundraisers
- Serving as spokesperson for Arizona's Tourism Industry for various audiences
- Participating in all aspects of government affairs and community relations

Sheraton Wild Horse Pass

Director of Public Relations

2003-2009

Resort & Spa

Responsibilities included:

- Serving as resort spokesperson for all media interviews and interaction
- Reviewing and fulfilling all charitable donation requests:
- Writing and editing all press releases, newsletters, direct mail pieces and package promotions

Leading and reviewing all Resort branding initiatives for a consistent message Developing public relations annual plan and budget and presenting to owners and corporate staff

Arizona Office of Tourism

Director of Media Relations

1997 - 2003

Responsibilities included:

Managing PR initiatives via agencies in Mexico, Canada, Germany Japan and the United Kingdom

Monitoring contracts with domestic PR agencies and managing four in-house staff members Developing and implementing strategic pr and media plans

Initiating and fulfilling domestic and international promotions and coordinating special events

Conducting seminars to educate rural-Arizona legislators on the importance of tourism

EDUCATION

Arizona State University

Bachelor of Arts in Journalism/Public Relations

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Art League of Long Island	DEOLI SIME SIME		Mangrville	<u>:</u>	11944 (541) 041
Arts Alive LI - Long Island Arts Aillance	Hillian of Commons and		DIX HIIIs	ΝĶ	11745 (Gar) 462-8400
Aris in The Plaza	1 West Charter St	720 Northern Blyd.	Spokelite	ž	11542 (516) 224-8440
Athonic Banquets & Evants	491 East Main Street		Long Beach	Ä	11561 (516) 507-8383
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Cold Spring Harbor Fire House Museum, The	St. 5 Stale Street	Muntington Harbor	Huntlagton	ž	11743 63-277-7800
Cold Spring Harbor Fish Hatchery & Aguarium	1660 Roule 25A		Cold Spring Harbor	Ā	11774 (\$16) 759-427D
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East End Shirt Company	3 Will Creek Road		Port le flance		
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East Hampton Chamber of Commerce	42 Squiretovyn Road 588 Park Place		Hampton Bays	,	11946 (651) 728-087
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South Share Promotion Council inc.	And Connectfulor Die		Southwardon	ž	11968 (631) 283-0402
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illus cente is the reporting one	228 Flandome Road		Manitasset	<u>></u>	11030 (516) 869-7739
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Wheston Airport Shuttle	111 Main Street	,	Melvilla
WMRO Edurational and Cultural Center	3 Catton Street		East Bampton
World Up: Long Mand Littlest	512 Time Mile Harbor-Hog Creek Road		
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11746 (Ext) 427-5240 11794 (Ext) 622-1025 1180 (Ext) 724-522 1176 (Ext) 527-522 1176 (Ext) 587-522 1179 (Ext) 588-588 1179 (Ext) 588-588 1199 (Ext) 589-588

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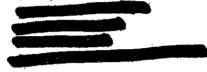
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Discover Long Island, Inc. Formerly known as Long Island Convention & Visitor Burëa u

List of officers of the organization:

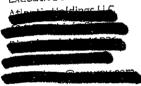
<u>Chair</u>

Paul Monte General Manager Gurney's Resort



Vice Chair

Bryan Deluca Executive Director

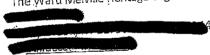


Secretary

Gloria Rocchio

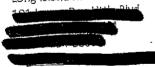
President

The Ward Melville Heritage Organization



Treasurer

Paul Evasick General Manager Long Island Marriott



President

Kristen Jarnagin Discover Long Island

CSC 45 Drawdown

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New York State
Department of State
Division of Corporations, State Records
And Uniform Commercial Code
99 Washington Avenue
Albany, NY 12231
www.dos.afate.ny.us

是其他思想的《古法》

CERTIFICATE OF AMENDMENT OF THE CERTIFICATE OF INCORPORATION OF LONG ISLAND CONVENTION & VISITORS BUREAU, INC.

Under Section 803 of the Not-for-Profit Corporation Law

FIRST:

The name of the corporation is LONG ISLAND CONVENTION & VISITORS BUREAU, INC. The name under which the corporation was formed is LONG ISLAND TOURISM COMMISSION, INC.

SECOND:

The certificate of incorporation was filed by the Department of State on SEPTEMBER, 8, 1978.

AGCTARAT JOS

THIRD:

The law the corporation was formed under is the Not-for-Profit Corporation Law.

FOURTH:

The corporation is a corporation as defined in subparagraph (5) of paragraph (a) of Section 102 of the Not-for-Profit Corporation Law.

FIFTH:

the certificate of incorporation is amended as follows:

Article FIRST of the Certificate of Incorporation, relating to the name of the Corporation, shall be amended in its entirety. To accomplish the foregoing, Article FIRST is hereby amended in its entirety to read as follows:

"FIRST: The name of the Corporation is DISCOVER LONG ISLAND, INC." $\,$

· 化物理型工作。在2000年,在100年中,100年

The Secretary of State is designated as agent of the corporation upon whom process against it may be served. The address to which the Secretary of State shall forward copies of process accepted on behalf of the corporation is 330 Motor Parkway, Hauppauge, New York 11788.

SEVENTH: The Certificate of Amendment is authorized by a vote of a majority of the entire board of directors. The corporation has no members.

IN WITNESS WHEREOF, the undersigned has executed this Certificate of Amendment of the Certificate of Incorporation this 27day of Nopvember 2016.

Title: President

in changes, to represent the constant and analysis and an N. Y. S. DEPARTMENT OF STATE DIVISION OF CORPORATIONS AND STATE RECORDS

ALBANY, NY 12231-0001

FILING RECEIPT

ENTITY NAME: DISCOVER LONG ISLAND, INC.

DOCUMENT TYPE; AMENDMENT (DOMESTIC NFP) PROCESS NAME

COUNTY: NASS

FILED: 12/05/2016 DURATION: ******* CASH#: 161205000504 FILM #:161205000462

FILER: -----

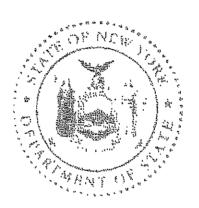
FARRELL FRITZ, P.C. 1320 RXR FLAZA

UNIONDALE, NY 11556

ADDRESS FOR PROCESS:

THE CORPORATION 330 MOTOR PARKWAY HAUPPAUGE, NY 11788

REGISTERED AGENT:



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Summary of Relevant Accomplishments

The professional experience and knowledge of the Discover Long IslandTM senior staff is exemplified in the levels of demonstrable productivity outlined below:

Consumer advertising

- > In 2017 to date, consumer advertising generated over 40,314 requests for the Long Island Travel Guide.
- ➤ In 2017, Discover Long IslandTM added an aggressive Search Engine Optimization and Pay-Per-Click advertising campaign for www.discoverlongisland.com, increasing monthly traffic compared to 2016 by 76%
- > In 2016, a bi-weekly Consumer Newsletter was created to share events and notable destination updates this now reaches over 33,000 opt-in subscribers

Public Relations

- > Over 345 earned media placements across print, digital and broadcast to date in 2017, including Travel&Leisure, AFAR, Conde Nast Traveler, CNN Travel, Coastal Living, ABC, NBC and CBS affiliates
- > Audience of media reach was over 270,000,000 consumers
- > Total advertising equivalency for 2017 to date equals \$3,996,000.00

Visitor Services

- > Serviced 6,135 visitors at the Long Island MacArthur Airport Information Center and the Visitor Center on the Southern Parkway at Valley Stream State Park (Exit 14) to date in 2017
- > Provided direct service to 1,318 telephone inquiries and 1,986 website inquiries to date in 2017

Corporate Group& Sports Events Sales

- > To date in 2017, Discover Long IslandTM sales initiatives have secured 99 leads which turned definite, resulting in 15,154 room nights for an economic impact of \$7,827,242.00
- > The organization has brought in 102 prospective leads to date in 2017 for a potential 42,812 room nights and a potential economic impact of \$20,442,210.00

International Development

➤ In 2016, Discover Long IslandTM added a destination presence on Brand USA's website, www.visittheusa.com as well as created a German-specific and UK-specific multichannel within the site designed to drive international awareness through the United States tourism agency for the first time

> In 2017, the organization hired a German PR Agency of Record as well as a UK PR Agency of Record, marking the first time Long Island has ever had official representation in target international markets

➤ In 2017, Discover Long IslandTM developed a strategic alliance with New York City & Company to feature the Long Island region as the only region beyond New York City to be listed on its international travel trade website

Page 1 of 4

COUNTY OF NASSAU

CONSULTANT'S, CONTRACTOR'S AND VENDOR'S DISCLOSURE FORM

1. Name of the Butity: Discover Long Island, Inc. Formully 1	, ruopa
Address Certa Island (nventin = Visitors
City, State and Zip Code	-Bikear
2. Entity's Vendor Identification Number:	
3. Type of Business:Public CorpPartnershipJoint Venture	
Ltd. Liability CoClosely Held CorpOther (specify)	
4. List names and addresses of all principals; that is, all individuals serving on the Board of Directors or comparable body, all partners and limited partners, all corporate officers, all parties of Joint Ventures, and all members and officers of limited liability companies (attach additional sheets if necessary):	
- See Board of Directors 18st	
attached.	
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•	
5. List names and addresses of all shareholders, members, or partners of the firm. If the shareholder is not an individual, list the individual shareholders/partners/members. If a Publicly held Corporation, include a copy of the 10K in lieu of completing this section.	. ′
. Please see list of membershyp	
. Please see list of membershyp attached.	
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Page 2 of 4
6. List all affiliated and related companies and their relationship to the firm entered on line 1. above (if none, enter "None"). Attach a separate disclosure form for each affiliated or subsidiary company that may take part in the performance of this contract. Such disclosure shall be updated to include affiliated or subsidiary companies not previously disclosed that participate in the performance of the contract.
None
7. List all lobbyists whose services were utilized at any stage in this matter (i.e., pre-bid, bid, post-bid, etc.). If none, enter "None." The term "lobbyist" means any and every person or organization retained, employed or designated by any client to influence - or promote a matter before - Nassau County, its agencies, boards, commissions, department heads, legislators or committees, including but not limited to the Open Space and Parks Advisory Committee and Planning Commission. Such matters include, but are not limited to, requests for proposals, development or improvement of real property subject to County regulation, procurements. The term "lobbyist" does not include any officer, director, trustee, employee, counsel or agent of the County of Nassau, or State of New York, when discharging his or her official duties.
(a) Name, title, business address and telephone number of lobbyist(s):
None

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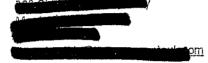
Page 3 of 4	
(b) Describe labbying activity of each lobbyist. See below for a complete description of lobbying activities.	
	
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None	
	
(c) List whether and where the person/organization is registered as a lobbyist (e.g., Nassau County, New York State):	
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store!	
8. VERIFICATION: This section must be signed by a principal of the consultant, contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contractor or Vendor authorized	iracts.

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The term lobbying shall mean any attempt to influence: any determination made by the Nassau County Legislature, or any member thereof, with respect to the introduction, passage, defeat, or substance of any local legislation or resolution; any determination by the County Executive to support, oppose, approve or disapprove any local legislation or resolution, whether or not such legislation has been introduced in the County Legislature; any determination by an elected County official or an officer or employee of the County with respect to the procurement of goods, services or construction, including the preparation of contract specifications, including by not limited to the preparation of requests for proposals, or solicitation, award or administration of a contract or with respect to the solicitation, award or administration of a grant, loan, or agreement involving the disbursement of public monies; any determination made by the County Executive, County Legislature, or by the County of Nassau, its agencies, boards, commissions, department heads or committees, including but not limited to the Open Space and Parks Advisory Committee, the Planning Commission, with respect to the zoning, use, development or improvement of real property subject to County regulation, or any agencies, boards, commissions, department heads or committees with respect to requests for proposals, bidding, procurement or contracting for services for the County; any determination made by an elected county official or an officer or employee of the county with respect to the terms of the acquisition or disposition by the county of any interest in real property, with respect to a license or permit for the use of real property of or by the county, or with respect to a franchise, concession or revocable consent; the proposal, adoption, amendment or rejection by an agency of any rule having the force and effect of law; the decision to hold, timing or outcome of any rate making proceeding before an agency; the agenda or any determination of a board or commission; any determination regarding the calendaring or scope of any legislature oversight hearing; the issuance, repeal, modification or substance of a County Executive Order; or any determination made by an elected county official or an officer or employee of the county to support or oppose any state or federal legislation, rule or regulation, including any determination made to support or oppose that is contingent on any amendment of such legislation, rule or regulation, whether or not such legislation has been formally introduced and whether or not such rule or regulation has been formally proposed.

Discover Long Island, Inc. Formerly known as Long Island Convention & Visitor Bureau List of officers of the organization:

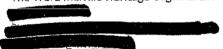
Chair Paul Monte General Manager Gurney's Resort



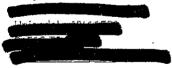
Vice Chair
Bryan Deluca
Executive Director



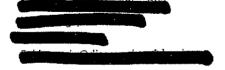
Secretary
Gloria Rocchio
President
The Ward Melville Heritage Organization



Treasurer
Paul Evasick
General Manager
Long Island Marriott



<u>President</u> Kristen Jarnagin Discover Long Island



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AMENDMENT NO. I

This AMENDMENT, dated as of the date last executed by the parties hereto, (together with any exhibits hereto, this "Amendment No. 1"), by and between (i) the County of Nassau, a municipal corporation of the State of New York having its principal office at 1550 Franklin Avenue, Mineola, New York 11501 (the "County"), acting for and on behalf of the County Department of Parks, Recreation & Museums, having its principal office at the Administration Building, Eisenhower Park, East Meadow, New York 11554 (the "Department"), and (ii) Discover Long Island, formerly known as the Long Island Convention and Visitor's Bureau, Inc. ("Bureau"), a New York not-for-profit corporation, having its principal office at

WITNESSET'H:

WHEREAS, pursuant to Request for Proposals #PK 0814-1423 issued on August 21, 2014, the County awarded a contract to the Bureau (the "Promotion Agreement") dated January 1, 2015 to foster tourism and convention activities within Nassau County and to develop, facilitate, improve and enhance the public use and enjoyment of Nassau County; and

WHEREAS, the term of the Promotion Agreement is from January 1, 2015 through December 31, 2017, with the Department having the option to renew the Promotion Agreement under the same terms and conditions for two (2) additional one (1) year periods; and

WHEREAS, the County desires to continue to stimulate economic growth by fostering tourism, convention activities and individual personal visits within Nassau County; and

WHEREAS, Discover Long Island, formerly known as the Long Island Convention and Visitor's Bureau, Inc., is a tourism promotion agency which devotes all of its efforts in Nassau and Suffolk Counties to the furtherance of activities which attract visitors to Long Island; and

WHEREAS, the County selected the Bureau, based upon the view that the Bureau is well-qualified to develop, facilitate, improve and enhance the public use and enjoyment of Nassau County; and

WHEREAS, the Bureau (now known as Discover Long Island) is able and willing to perform the services which are required by Title 24 of the Miscellaneous Laws of Nassau County ("the hotel-motel occupancy tax law"); and

WHEREAS, this is a personal service contract within the intent and purview of Section 2206 of the County Charter; and

WHEREAS, the County desires to exercise its first right to renew the Promotion Agreement for an additional one (1) year upon the same terms and conditions.

NOW, THEREFORE, in consideration of the premises and the mutual covenants contained herein, the County and the Bureau agree as follows:

- 1. <u>Amended Term.</u> The Promotion Agreement is hereby amended so that the term thereof is renewed for a period of one (1) year from January 1, 2018 through December 31, 2018, with the Department having the right to renew the Promotion Agreement for one (1) additional one (1) year period.
- 2. <u>Full Force and Effect</u>. All the terms and conditions of the Promotion Agreement not expressly amended by this Amendment No. 1 shall remain in full force and effect and govern the relationship of the parties for the remainder of the Promotion Agreement, as hereby amended.

IN WITNESS WHEREOF, the parties have executed this Amendment No. 1 as of the date first above written.

DISCOVER LONG ISLAND, FORMERLY KNOWN AS LONG ISLAND CONVENTION AND VISITORS BUREAU, INC.

Nabrie:

Title: President & CEC Date: 10/7/10

NASSAU COUNTY

Name: DEIAN J-SCHWOVOM

Title: DEPUTY COUNTY EXECUTION

PLEASE EXECUTE IN BLUE INK

STATE OF NEW YORK) COUNTY OF NASSAU) in the year 20 u before me personally came in the year 20 before me personally came and say that he or she resides in the County of Saffeld; that he or she is the ; that he or she is the of Miscons Cons Deland herein and which executed the above instrument; and that he or she signed his or her name thereto by authority of the board of directors of said corporation. NOTARY PUBLIC ALYSSA SILVER CROSTON NOTARY PUBLIC, State of New York Sulfolk County No. 01315034672 Commission Expires Oct. 17, 20 STATE OF NEW YORK) COUNTY OF NASSAU) On the Oday of Une in the year 20 before me personally came and say that he or she resides in the County of 10.50 u.; that he or she is a Deputy which executive of the County of Nassau, the municipal corporation described herein and which executed the above instrument; and that he or she signed his or her name thereto pursuant to Section 205 of the County Government Law of Nassau County. pursuant to Section 205 of the County Government Law of Nassau County. NOTARY PUBLIC TANYA L CARTER

Notary Public, State of New York

No. 01CA6072855

Qualified in Nessau County
Commission Expires April 15, 20 2

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#### CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 12/22/2017

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(les) 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 the certificate does not confer points to the certificate holder in fleu of such endorsement(s).

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PRODE	ICER				NAME	Vivian Wei			*== /:	
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	aylis Road				E-MAIL ADDRES	s: vivian.weis	s@assuredpa	mers.com		
Suite								ING COVERAGE		NAIC#
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DES	CRIPTION OF OPERATIONS / LOCATIONS / YEHICL	ES (A	CORD	191, Additional Remarks Schedule	e, may be a	ttached if more	space is required	1		
The	Certificate Holder is included as an Additio	nal (n	sured	. Waiver of Subrogation app	iles in fav	ror of the Cou	nty of Nassau.			
GF	RTIFICATE HOLDER				CAN	CELLATION				
	County of Nessau				I THI	EXPIRATION	DATE THERE	ESCRIBED POLICIES OF, NOTICE WILL BE I CY PROVISIONS.	BE CANCE CELIVERED	LLED BEFORE IN
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Contract ID#: <u>CQP K\5000053</u>



#### Department: Parks, Rec & Museums

# E-72-15

SERVICE: TOURISM PROMOTION Contract Details NIFS ID #:CQPK15000002 NIFS Entry Date: 112 Term: January 1,2015 - Dec. 31,2017 No 🛛 Yes 🗌 New X Renewal 1) Mandated Program: Yes 🛛 No 🗌 2) Comptroller Approval Form Attached: Amendment No 🗵 Time Extension 3) CSEA Agmt. § 32 Compliance Attached: Yes  $\Box$ Yes X No 4) Vendor Ownership & Mgmt. Disclosure Attached: Addl. Funds Blanket Resolution Yes 🕅 🛚 No 🗌 5) Insurance Required RES# Agency Information Vendor ID# 521137306 Department Contact Name: Long Island Convention & Eileen Krieb Visitors Bureau Address: Address Contact Person: Administration Bldg. Yan Baczkowski Eisenhower Park East Meadow, NY 11554 Phone (516) 572-0238 Phone EMAIL: Fax; 516-572-0227 Fax Routing Slip Brian Nugent, Chief Dep. Commissioner Frank Camerlengo, Dep. Commissione Eileen Krieb, CSR NIFS Entry (Dept) NIFS Appvl (Dept. Head) Department Contractor Registered Yes□ No 🗀 NIFS Approval Not required if OMB (Contractor Registered) CA RE & Insurance County Attorney **Ferification** County Attorney CA Approval as to form Fw'd Original Contract to Legislative Affairs NIFS Approval County Attorney NIFS Approval Comptroller PR5254 (1/06)

# Contract Summarv

Commany								
Description: The County and the Contractor desire to amend the original contract, (copy attached), to extend the Term until the end of 2014.								
Purpose: To renew the Terms of the original contract until the end of 2014. (copy attached).								
Method of Procurement: Contract already on file (copy attached), and in place since April, 2010								
Procurement History: Contract already on file (copy attached), and in place since April, 2010								
Description of General Provisions: Contract already in place since April, 2010. The Long Island Convention and Visitors Bureau markets, develops and administers programs and sales strategies designed to encourage, attract, solicit and promote meetings, convention business, tourism and sporting events with Nassau County								
Impact on Funding / Price Analysis: none Pursuant to New York State and Local law, facilities that provide overnight lodging in Nassau County must collect a Hotel/Motel tax. This tax is remitted quarterly to the Nassau County Treasurer. The County Treasurer then remits 81% of the funds collected to the Department of Parks, Recreation & Museums. The amount that is remitted to the Long Island Convention Bureau will amount to 16.7% of the total funds collected by the County Treasurer.								
Change in Contract from Prior Procurement: n/a								
Recommendation: (approve as submitted)								
Advisement Information								
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6-72-15

# RULES RESOLUTION NO. 9/-2015

A RESOLUTION AUTHORIZING THE COUNTY EXECUTIVE
TO EXECUTE A PERSONAL SERVICES AGREEMENT BETWEEN
THE COUNTY OF NASSAU, ACTING ON BEHALF OF THE NASSAU
COUNTY DEPARTMENT OF PARKS, RECREATION AND MUSEUMS
AND LONG ISLAND CONVENTION AND VISITORS BUREAU, INC.

Passed by the Rules Committee

Name County Logislature

By Voice Voice on 5-4-13

WOTHE:

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Logislators present:

WHEREAS, the County has negotiated a personal services agreement with the Long Island Convention and Visitors Bureau, Inc. to provide tourism promotional services pursuant to Title 24 of the Miscellaneous Laws of Nassau County, a copy of which is on file with the Clerk of the Legislature; now, therefore, be it

RESOLVED, that the Rules Committee of the Nassau County
Legislature authorize the County Executive to execute the said agreement
with the Long Island Convention and Visitors Bureau, Inc.

#### RULES RESOLUTION NO. -2015

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Legislature authorize the County Executive to execute the said agreement
with the Long Island Convention and Visitors Bureau, Inc.

George Maragos Comptroller



Office of the comptroller 240 Old Country Road Mineola, New York 11501

# COMPTROLLER APPROVAL FORM FOR PERSONAL,

PROFESSIONAL OR HUMAN SERVICES CONTRACTS

Attach this form along with all personal, professional or human services contracts, contract renewals, extensions and amendments.

CONTRACTOR NAME: Long Island Convention and Visitors Bureau CONTRACTOR ADDRESS FEDERAL TAX ID
<u>Instructions:</u> Please check the appropriate box ("Ø") after one of the following roman numerals, and provide all the requested information.
I.   The contract was awarded to the lowest, responsible hidder after advertisement for sealed bids. The contract was awarded after a request for sealed bids was published in [newspaper] on [data]. The sealed bids was published in [newspaper].
[date]. The sealed bids were publicly opened on [date]. [#] of sealed bids were received and opened.
<ul> <li>II.          ☐ The contractor was selected pursuant to a Request for Proposals.</li> <li>The Contract was entered into after a written request for proposals was issued on August 21, 2014</li> </ul>
[date]. Potential proposers were made aware of the availability of the RFP by Newspaper and posting on website. [newspaper advertisement, posting on website, mailing, etc.]. [#] of potential proposers
requested copies of the RFP. Proposals were due on September 5, 2014 [date]. 1 [#] proposals were
received and evaluated. The evaluation committee consisted of: Frank Puglisi, Frank Camerlengo.
Timothy O'Connell and Eileen Krieb [list members]. The proposals were scored and ranked. As a result of the scoring and ranking (attached), the highest-ranking proposer was selected.
as me agoing and semestically and instituting highorer was selected.

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П	D. Pursuant required th	to General Mun rough an int	icipal Lav er-municij	7 Section 119- pal agreement 2	o, the departm	ent is pur	chasing the se	rvices

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VI. I This is a human services contract with a not-for-profit agency for which a competitive process has not been initiated. Attached is a memorandum that explains the reasons for entering into this contract without conducting a competitive process, and details when the department intends to initiate a competitive process for the future award of these services. For any such contract, where the vendor has previously provided services to the county, attach a copy of the most recent evaluation of the vendor's performance. If the contractor has not received a satisfactory evaluation, the department must explain why the contractor should nevertheless be permitted to contract with the county.

In certain limited circumstances, conducting a competitive process and/or completing performance evaluations may not be possible because of the nature of the human services program, or because of a compelling need to continue services through the same provider. In those circumstances, attach an explanation of why a competitive process and/or performance evaluation is inapplicable.

VII. This is a public works contract for the provision of architectural, engineering or surveying services. The attached memorandum provides details of the department's compliance with Board of Supervisors' Resolution No.928 of 1993, including its receipt and evaluation of annual Statements of Qualifications & Performance Data, and its negotiations with the most highly qualified firms.

In addition, if this is a contract with an individual or with an entity that has only one or two employees:

a review of the criteria set forth by the Internal Revenue Service, Revenue Ruling No. 87-41, 1987-1 C.B. 296, attached as Appendix A to the Comptroller's Memorandum, dated February 13, 2004, concerning independent contractors and employees indicates that the contractor would not be considered an employee for federal tax purposes.

Department Head Signature

Brian Nugent, Chief Dep. Commissioner

Date

<u>NOTE:</u> Any information requested above, or in the exhibit below, may be included in the county's "staff summary" form in lieu of a separate memorandum.

Compt. form Pers./Prof. Services Contracts: Rev. 02/04

#### TOURISM AND CONVENTION BUSINESS PROMOTION AGREEMENT

This Agreement ("Agreement") made and entered as of January 1, 2015 by and between the County of Nassau ("County"), a municipal corporation of the State of New York, having its principal office at 1550 Franklin Avenue, Mineola, New York 11501, acting on behalf of the County Department of Parks, Recreation and Museums ("Department"), having its principal office at Administration Building, Eisenhower Park, East Meadow, New York 11554 and the Long Island Convention and Visitors Bureau, Inc. ("Bureau"), a New York not-for-profit corporation, having its principal place of business at

WHEREAS, the County desires to stimulate economic growth by fostering tourism, convention activities and individual personal visits within Nassau County; and

WHEREAS, the Bureau is a tourism promotion agency which devotes all of its efforts in Nassau and Suffolk Counties to the furtherance of activities which attract visitors to Long Island; and

WHEREAS, in connection with this continued development of Nassau County tourism, convention activities and individual personal visits, the County issued a Request for Proposals #PK 0814-1423 on August 21, 2014; and

WHEREAS, the County selected the Operator, based on the view that the Operator is well-qualified to develop, facilitate, improve and enhance the public use and enjoyment of Nassau County; and

WHEREAS, the Bureau is able and willing to perform the services which are required by Title 24 of the Miscellaneous Laws of Nassau County ("the hotel-motel occupancy tax law"); and

WHEREAS, this is a personal service contract within the intent and purview of Section 2206 of the County Charter;

WHEREAS, the County desires to enter into a contract with the Bureau to carry out the services that are listed in said local law and as described in this Agreement.

NOW, THEREFORE, in consideration of the premises and the mutual covenants contained herein, the County and the Bureau agree as follows:

Bureau Responsibilities

1. Bureau Responsibilities

aut (a), same County engages the Bureau to Amarket Movelott and administer programs and sales that offer designed to encourage, after 1 solen to County meetings convention bisiness being several within Nessau County (Services). Such programs shall include but not be implicated the following.

***Programs**

(a) ... The Bureau shall provide to the County, simultaneously with the execution of this Agreement and thereafter no later than ninety (90) days before the end of sach calendar year during the contract term, an up-to-date "Marketing Plan." As used in this Agreement, the term "Marketing Plan" shall mean a document that includes the following information: (i) mission statement and goals; (II) organizational chart (iii) services summary; (iv) marketing and sales plan strategy and goals; (v) fundraising strategy and goals; (vi) operating procedures; (vii)

personnel plan; (lx) insurance summary; (x) profit and loss statement; (xi) cash flow analysis; (xii) balance sheet; and (xiii) any other relevant material used by the Bureau.

(b) The Bureau shall provide to the Department, on an annual basis and on such date as specified by the Department, a copy of its Budget. Revisions to the Budget shall also be provided to the Department on such date as specified by the Department. The submission by the Bureau to the Department of such Budget, as well as any revisions to the Budget, shall include category detail.

#### 3. Payment and Compensation

- (a) The County shall pay to the Bureau sixty-six and two-thirds percent (66 ^{2/3}%) of twenty-five percent (25%) of the tax receipts received by the County under the hotel-motel tax occupancy law. Said receipts received by the County in each calendar quarter year, shall be paid to the Bureau within thirty (30) days after the end of said calendar quarter year. Such receipts shall be used by the Bureau solely for the performance of the Services described barely.
- (b) It is expressly agreed that the total payment to the Bureau is limited to the actual collection of receipts, and shall include a pro rate portion of the penalties or interest which may be collected by the County for noncompliance with the local law.

#### Expenditures.

- (a) The Bureau shall establish internal controls wherein the governing board of the Bureau shall review and approve all expenditures of employees relating to travel, entertainment, marketing, and other expenses associated with promoting tourism in Nassau County.
- (b) The Bureau shall require that all checks expending Nassau County hotel/motel tax monies are executed with dual signatures and hereby affirmatively states that a policy has been established instituting such measures to assure that the requirement of dual signatures is enforced.
- (c) The Bureau shall submit annually to the Nassau County Executive and the Clerk of the Nassau County Legislature an audited financial report and a copy of the agency's bylaws.
- (d) All sums paid to the Bureau shall be expended on promoting and advancing Nassau County tourism, and its historic or cultural areas, programs, events or activities as required under New York State Tax Law § 1202-q(6) and Title 24 of the Miscellaneous Laws of Nassau County. The percentage of time devoted by Bureau to Nassau County related activities must be equal to that of its annual contribution to Bureau. Bureau shall also maintain a contemporaneous record of expenditures made, indicating in brief summary the Services performed pursuant to this Agreement with the understanding that all expenditures must be made in strict compliance with any and all applicable laws and terms of this Agreement

5: Financial Statements

The Bureau shall submit to the County Within one hundred twenty (120) days effect the close of each annual fiscal period all eport on the overall financial condition and operations of the Bureau including a balance sheet and statement of income and expenses audited by a Settined Public Accountant. Such report shall be submitted to the County Executive, County Comptroller, County Legislature and the Department.

The term critics Agreement ishall commence on Manuary (1420) 5, and terminate on Describered a 2017, unless soone terminate in a coordinate with the provisions of this Agreement in product, however, the Department are read on the white Agreement in product in wear the polarity of the Agreement in product in the control of the Agreement in the provisions of this Agreement in the provisions of this Agreement in the Agreement in t

activity that is contrary to and/or in conflict with the goals and purposes of the County except however, the Bureau may provide similar services on benalf of the County of Suffolk during the term héreof.

- (b) Bureau may not simultaneously represent other clients in matters or proceedings adverse to the County or its agencies without the prior written approval of the County. The representation of any individual in a dispute concerning the legal relationship between the individual and the County or its agencies shall be deemed a conflict that will require disqualification.
- (c) Bureau is charged with the duty to disclose to the County the existence of any such adverse interests, whether existing or potential. This duty shall continue so long as the Bureau is retained on behalf of the County. The determination as to whether or when a conflict exists or may potentially exist shall ultimately be made by the County Attorney after full disclosure is obtained.
- (d) The Bureau, during the term of this Agreement, shall maintain on file a "Policy on Conflicts of Interest" that is consistent with the policy of the County. The Bureau shall provide the County with a copy of same and shall, on an annual basis, collect "Conflict of Interest Statements" from all directors and employees of the Bureau. Such "Conflicts of Interest Statements" shall be kept on file at the Bureau and made available to the County upon request.
- (e) The Bureau shall use the Nassau County hotel/motel tax revenues in a manner so as to avoid any conflict of interest between the personal, professional or business interests of any Officer or Member of the Board of Directors with the interests of the Bureau.

#### 9. Intellectual Property Rights

- (a) During the term of this Agreement, the County grants the Bureau a limited, non-exclusive, license to use the County's trademarks, trade names, service marks, logos and symbols ("Trademark") in connection with advertising, promotion and/or publicity (including, without limitation, press announcements, etc.) (collectively, the "Promotional Materials") in relation to the Services to be provided under this Agreement.
- (b) During the term of this Agreement, the Bureau grants the County a limited, non-exclusive license to use Bureau's Trademarks (as hereinafter defined) in connection with Promotional Materials in relation to the Services to be provided under this Agreement.
- (c) Each party warrants that their respective Promotional Materials will be of high standard, style, appearance and quality so as not to reflect adversely upon the good names of the parties.
- (d) Each party shall retain all rights, title and interest in and to all of the information, content, data, designs, materials and all copyrights, Trademark rights and other proprietary rights thereto, provided to the other party for limited use pursuant to this Agreement. Except as expressly provided herein, no other right or license with respect to any, copyrights, Trademark rights or other proprietary rights is granted under this Agreement. All rights not expressly granted hereunder by a party are expressly reserved to such party and its licensors and information and content providers.
- (e) If the work of the Bureau under this Agreement should result in the production of original books, manuals, films or other materials for which a copyright may be granted, the Bureau may secure copyright protection. However, the County reserves, and the Bureau

hareby foves to the County and to any other municipality of dovernment agency or body designated by the County a rovely resignated by the produce, population and all the produce of the p subject to the Policles and Standards for Marketing and Advertising (hereinafter, the "County's Advertising Policy") attached hereto as Exhibit "A", as may be amended from time to time by the County.

- (b) <u>Nassau County Living Wage Law.</u> Pursuant to LL 1-2006, as amended, and to the extent that a waiver has not been obtained in accordance with such law or any rules of the County Executive, the Contractor agrees as follows:
  - Contractor shall comply with the applicable requirements of the Living Wage Law, as amended;
  - (ii) Failure to comply with the Living Wage Law, as amended, may constitutes a material breach of this Agreement, the occurrence of which shall be determined solely by the County. Contractor has the right to cure such breach within thirty days of receipt of notice of breach from the County. In the event that such breach is not timely cured, the County may terminate this Agreement as well as exercise any other rights available to the County under applicable law.
  - (iii) On a yearly basis, Contractor shall provide the County with any material changes to its Certificate of Compiliance, attached to this Agreement as Appendix L.
- (c) Records Access. The parties acknowledge and agree that all records, information, and data ("Information") acquired in connection with performance or administration of this Agreement shall be used and disclosed solely for the purpose of performance and administration of the contract or as required by law. The Bureau acknowledges that Contractor information in the County's possession may be subject to disclosure under Section 87 of the New York State Public Officer's Law. In the event that such a request for disclosure is made, the County shall make reasonable efforts to notify the Bureau of such request prior to disclosure of the Information so that the Bureau may take such action as it deems appropriate.

#### 13. Minimum Service Standards

Regardless of whether required by Law:

- (a) The Bureau shall, and shall cause Bureau Agents to, conduct its, his or her activities in connection with this Agreement so as not to endanger or harm any Person or property.
- (b) The Bureau shall deliver services under this Agreement in a professional manner consistent with the best practices of the industry in which the Bureau operates. The Bureau shall take all actions necessary or appropriate to meet the obligation described in the immediately preceding sentence, including obtaining and maintaining, and causing all Bureau Agents to obtain and maintain, all approvals, licenses, and certifications ("Approvals") necessary or appropriate in connection with this Agreement.
- (c) The Bureau specifically represents and warrants that it has and shall possess, and that its employees, agents and subcontractors have and shall possess, the required education, knowledge, experience and character necessary to qualify them individually for the particular duties they perform.

Edition of the properties of the reach for emitted of the edition of the kildesinant the bureau shall regard so of the reach for emitted has all calons reasonably regimented by the County (including those set forth in chief provisions of this varieties) of a satisfactor of the reach of the county (including the Bureau's responsibilities that this varieties) in the provisions of this alternation. The provisions of this alternation in the provision of the subsection shall survive the remnation of this Agreement. The provisions of this alternation is alternative than the provision of the subsection shall survive the remnation of this Agreement. The provisions of this alternation is also because the county the population of the survive the remnation of this Agreement is a subsection shall survive the remnation of the county of the provision of the county of the population of the county of the provision of the survive the county of the provision of the county of the provision of the survive that the provision of the county of the provision of the county of the provision of the county of the provision of the provisio

One or more policies for commercial general liability insurance, which policy(les) shall marne Nassau County as an additional insured and have a minimum single combined limit of liability of not less than three million dollars ं (\$3,000,000) peroccurrence; अर्था क्रिक्ट क्रिक्ट क्रिक्ट क्रिक्ट क्रिक्ट क्रिक्ट क्रिक्ट क्रिक्ट क्रिक्ट क् **产者 多多的产品数。一定** 

ii. If contracting in whole or part to provide professional services, one or more policies for professional liability insurance, which policy(ies) shall have a minimum single combined limit liability of not less than three million dollars (\$3,000,000) per occurrence,

- iii. Compensation insurance for the benefit of the Bureau's employees ("Workers' Compensation Insurance"), which insurance is in compliance with the New York State Workers' Compensation Law, and
- iv. Such additional insurance as the County may from time to time specify.
- (b) Acceptability; Deductibles; Subcontractors. All insurance obtained and maintained by the Bureau pursuant to this Agreement shall be: i. Written by one or more commercial insurance carriers licensed to do business in New York State and acceptable to the County, and ii. In form and substance acceptable to the County. The Bureau shall be solely responsible for the payment of all deductibles to which such policies are subject. The Bureau shall require any subcontractor hired in connection with this Agreement to carry insurance with the same limits and provisions required to be carried by the Bureau under this Agreement.
- (c) Delivery: Coverage Change: No Inconsistent Action. Prior to the execution of this Agreement, copies of current certificates of insurance evidencing the insurance coverage required by this Agreement shall be delivered to the Department. Not less than thirty (30) days prior to the date of any expiration or renewal of, or actual, proposed or threatened reduction or cancellation of coverage under, any insurance required hereunder, the Bureau shall provide written notice to the Department of the same and deliver to the Department renewal or replacement certificates of insurance. The Bureau shall cause all insurance to remain in full force and effect throughout the term of this Agreement and shall not take or omit to take any action that would suspend or invalidate any of the required coverages. The failure of the Bureau to maintain Workers' Compensation insurance shall render this contract void and of no effect. The failure of the Bureau to maintain the other required coverages shall be deemed a material breach of this Agreement upon which the County reserves the right to consider this Agreement terminated as of the date of such failure.

### 16. Assignment; Amendment; Waiver; Subcontracting.

This Agreement and the rights and obligations hereunder may not be in whole or part (i) assigned, transferred or disposed of; (ii) amended; (iii) waived; or (iv) subcontracted, without the prior written consent of the County Executive or his or her duly designated deputy (the "County Executive"), and any purported assignment, other disposal or modification without such prior written consent shall be null and void. The failure of a party to assert any of its rights under this Agreement, including the right to demand strict performance, shall not constitute a waiver of such rights.

#### 17. Termination.

- (a) Generally. This Agreement may be terminated:
  - (i) For any reason by the County upon thirty (30) days' written notice to the Bureau; (ii) by operation of law; (iii) for "Cause" by the County Immediately upon the receipt

by the Barean of whitein notice of termination; (v) tool modulal written Agreement of the Courty and the Bireaul; and (v) in accordance with any other provisions of this Agreement expressive actives in termination.

As used in this Agreement has word (cause (noticles).

(i) A breach of his Agreement in The failure to obtain and maintain in full force and eried all Abbrus a featured for the services described by the Agreement to be death and provisional and p

In the event of the Bureau's dissolution, insolvency or cessation of business, this Agreement shall terminate, effective seven (7) days after receipt of notice from the County, and all unallocated and/or non-appropriated funds received from the County shall be accounted for and promptly paid to the County.

#### 18. Accounting Procedures; Records

- (a) The Bureau shall maintain and retain, for a period of six (6) years following the later of termination of or final payment under this Agreement, complete and accurate records, documents, accounts and other evidence, whether maintained electronically or manually ("Records"), pertinent to performance under this Agreement. Records shall be maintained in accordance with Generally Accepted Accounting Principles and, if the Bureau is a non-profit entity, must comply with the accounting guidelines set forth in the federal Office of Management & Budget Circular A-122, "Cost Principles for Non-Profit Organizations." Such Records shall at all times be available for audit and inspection by the Comptroller, the Department, any other governmental authority with jurisdiction over the provision of services hereunder and/or the payment therefore, and any of their duly designated representatives. The provisions of this Section shall survive the termination of this Agreement.
- (b) If the Bureau fails to cooperate with an audit by the Comptroller, the County shall have the right to suspend or partially withhold payments under this Agreement or under any other agreement between the parties until such cooperation is forthcoming. If such an audit discloses overpayments by the County to the Bureau, within thirty (30) days after the issuance of an official audit report by the Comptroller or his duly designated representatives, the Bureau shall repay the amount of such overpayment by check to the order of the Nassau County Treasurer or shall submit a proposed plan of repayment to the Comptroller. If there is no response or if satisfactory repayments are not made, the County may recoup overpayments for any amount due or becoming due to the Bureau from the County under this Agreement or otherwise. The provisions of this subparagraph shall survive the expiration or termination of the Agreement.
- (c) Payments made under this Agreement are subject to revisions based on audits and inspections conducted by the Comptroller of the County or his duly designated representative.

## 19. Limitations on Actions and Special Proceedings against the County

No action or special proceeding shall lie or be prosecuted or maintained against the County upon any claims arising out of or in connection with this Agreement unless:

- (a) Notice. At least thirty (30) days prior to seeking relief the Bureau shall have presented the demand or claim(s) upon which such action or special proceeding is based in writing to the Applicable DCE for adjustment and the County shall have neglected or refused to make an adjustment or payment on the demand or claim for thirty (30) days after presentment. The Bureau shall send or deliver copies of the documents presented to the Applicable DCE under this Section to each of:
  - (i) The Department and the
  - (ii) The County Attorney (at the address specified above for the County) on the same day that documents are sent or delivered to the Applicable DCE.

The complaint or necessary moving papers of the Bureau shall allege that the above-described

The complaint or necessary moving papers of the Bureau shall allege that the above-described actions and hactions preceded the Bureau's action or special proceeding a cainst the County.

(b) Time Limitation. Such action or special proceeding is commenced within the earlier of:

(c) Constitution of the carrier of the car

- - Postage prepaid via certified mall, return receipt requested, or
  - Overnight delivery via a nationally recognized courier service, (iii)
- Deemed given or made on the date the delivery receipt was signed by a County employee, three (3) business days after it is malled or one (1) business day after it is released to a courier service, as applicable, and

- (d)
  (i) If to the Department, to the attention of the Commissioner at the address specified above for the Department,
  - (ii) If to an Applicable DCE, to the attention of the Applicable DCE (whose name the Bureau shall obtain from the Department) at the address specified above for the County.
  - (iii) If to the Comptroller, to the attention of the Comptroller at 240 Old Country Road, Mineola, NY 11501, and
  - (iv) If to the Bureau, to the attention of the person who executed this Agreement on behalf of the Bureau at the address specified above for the Bureau, or in each case to such other persons or addresses as shall be designated by written notice.

## 23. All Legal Provisions Deemed Included; Severability; Supremacy

- (a) Every provision required by Law to be inserted into or referenced by this Agreement is intended to be a part of this Agreement. If any such provision is not inserted or referenced or is not inserted or referenced in correct form then:
  - (i) Such provision shall be deemed inserted into or referenced by this Agreement for purposes of interpretation and
  - (ii) Upon the application of either party this Agreement shall be formally amended to comply strictly with the Law, without prejudice to the rights of either party.
- (b) In the event that any provision of this Agreement shall be held to be invalid, illegal or unenforceable, the validity, legality and enforceability of the remaining provisions shall not in any way be affected or impaired thereby.
- (c) Unless the application of this subsection will cause a provision required by Law to be excluded from this Agreement, in the event of an actual conflict between the terms and conditions set forth above the signature page to this Agreement and those contained in any schedule, exhibit, appendix, or attachment to this Agreement, the terms and conditions set forth above the signature page shall control. To the extent possible, all the terms of this Agreement should be read together as not conflicting.
- (d) Each party has cooperated in the negotiation and preparation of this Agreement. Therefore, in the event that construction of this Agreement occurs, it shall not be construed against either party as drafter.

### Section and Other Headings

The section and other headings contained in this Agreement are for reference purposes only and shall not affect the rieaning or interpretation of this Agreement.

25. Entire Agreement

This Agreement represents the full rand corner of corading and agreement between the natics with regard to the subject matter hierard supersedes all prior agreements with regard to the subject matter hierard supersedes all prior agreements with the natics with regard to the subject matter of this Adreement.

26. Administrative Service Charge

The Bursay agrees to pay the County and administrative service charge of five hundred, thirty three dolors, \$5.33.00; for the processor of this Agreement pursuant to Ordinance Nominator Agreement (a) and the county and administrative service charge of five hundred by ordinance Nominator Agreement (a) and the county of the county of the payable to the County by the Bursay population of this agreement agreement of the county of the payable to the County by the Bursay population of this agreement.

(a) Androval and Exponent. The County shall have no liability under this Agreement (including any existing have been obtained, increasing in required agreement by the payable to the County and the county and the county shall have no finality indice this Agreement (including any existing have been obtained, increasing in required agreement by the agreement in the payable of the tweethers agree the county in the state and or reduced and the county from the state and or redeal governments.

IN WITNESS WHEREOF, the BUREAU and the COUNTY have executed this Agreement as of the date first above written.

LONG ISLAND CONVENTION AND VISITORS BUREAU

Name: Yan Aberbaust

Title: President
Date: 12/16/ 2014

NASSAU COUNTY

By:_____

Name: Ander Wards
Title: Deputy County Executive

Date: ______

PLEASE EXECUTE IN BLUE INK

1960年中国的国际管理的国际公司的

人名德克特 建化 经公司经济 医囊性囊肿 建氯甲烷 一一点人

#### Appendix EE

### Equal Employment Opportunities for Minorities and Women

The provisions of this Appendix EE are hereby made a part of the document to which it is attached.

The Contractor shall comply with all federal, State and local statutory and constitutional anti-discrimination provisions. In addition, Local Law No. 14-2002, entitled "Participation by Minority Group Members and Women in Nassau County Contracts," governs all County Contracts as defined by such title and solicitations for bids or proposals for County Contracts. In accordance with Local Law 14-2002:

- (a) The Contractor shall not discriminate against employees or applicants for employment because of race, creed, color, national origin, sex, age, disability or marital status in recruitment, employment, job assignments, promotions, upgradings, demotions, transfers, layoffs, terminations, and rates of pay or other forms of compensation. The Contractor will undertake or continue existing programs related to recruitment, employment, job assignments, promotions, upgradings, transfers, and rates of pay or other forms of compensation to ensure that minority group members and women are afforded equal employment opportunities without discrimination.
- (b) At the request of the County contracting agency, the Contractor shall request each employment agency, labor union, or authorized representative of workers with which it has a collective bargaining or other agreement or understanding, to furnish a written statement that such employment agency, union, or representative will not discriminate on the basis of race, creed, color, national origin, sex, age, disability, or marital status and that such employment agency, labor union, or representative will affirmatively cooperate in the implementation of the Contractor's obligations herein.
- (c) The Contractor shall state, in all solicitations or advertisements for employees, that, in the performance of the County Contract, all qualified applicants will be afforded equal employment opportunities without discrimination because of race, creed, color, national origin, sex, age, disability or marifal status.
- (d) The Contractor shall make Best Efforts to solicit active participation by certified minority or women-owned business enterprises ("Certified MWBEs") as defined in Section 101 of Local Law No. 14-2002, including the granting of Subcontracts.
- (e) The Contractor shall, in its advertisements and solicitations for Subcontractors, indicate its interest in receiving bids from Certified MW/BEs and the requirement that Subcontractors must be equal opportunity employers.
- (f) Contractors must notify and receive approval from the respective Department Head prior to issuing any Subcontracts and, at the time of requesting such authorization, must submit a signed Best Efforts Checklist.
- (g) Contractors for projects under the supervision of the County's Department of Public Works shall also submit a utilization plan listing all proposed Subcontractors so that, to the greatest extent feasible, all Subcontractors will be approved prior to commencement of work.

Any additions or changes to the list of subcontractors under the utilization plan shall be approved by the Commissioner of the Department of Public Works when made. A copy of the utilization plan any additions for changes thereto shall be submitted by the Contractor to the Office of Minority Affairs simultaneously with the subinission to the Department of Public Works.

(h) At any time after Subcontractor approval has been requested and prior to being

Office of Minority Affairs simultaneously with the submission to the Department of Public Works.

(h) At any time after Subcontractor approval has been requested and prior to being granted, the contracting elections what require the Contractor to submit Documentation behaviorated by the Contractor of Submit Documentation behaviorated by the Contractor of Submit Documentation and the Contractor of Submit Documentation of the Contractor of Submit Documentation and the Contractor of Submit recommended or impose any new sanction, or increase the amount of any recommended fine or penalty. The Executive Director, within ten days (10) of receipt of the arbitrator's award and recommendations, shall file a

determination of such matter and shall cause a copy of such determination to be served upon the respondent by personal service or by certified mail return receipt requested. The award of the arbitrator, and the fines and penalties imposed by the Executive Director, shall be final determinations and may only be vacated or modified as provided in the civil practice law and rules ("CPLR").

(m) The contractor shall provide contracting agency with information regarding all subcontracts awarded under any County Contract, including the amount of compensation paid to each Subcontractor and shall complete all forms provided by the Executive Director or the Department Head relating to subcontractor utilization and efforts to obtain MWBE participation..

Failure to comply with provisions (a) through (m) above, as ultimately determined by the Executive Director, shall be a material breach of the contract constituting grounds for immediate termination. Once a final determination of failure to comply has been reached by the Executive Director, the determination of whether to terminate a contract shall rest with the Deputy County Executive with oversight responsibility for the contracting agency.

As used in this Appendix EE the term "Best Efforts Checklist" shall mean a list signed by the Contractor, listing the procedures it has undertaken to procure Subcontractors in accordance with this Appendix EE.

As used in this Appendix EE the term "County Contract" shall mean (i) a written agreement or purchase order instrument, providing for a total expenditure in excess of twenty-five thousand dollars (\$25,000), whereby a County contracting agency is committed to expend or does expend funds in return for labor, services, supplies, equipment, materials or any combination of the foregoing, to be performed for, or rendered or furnished to the County; or (ii) a written agreement in excess of one hundred thousand dollars (\$100,000), whereby a County contracting agency is committed to expend or does expend funds for the acquisition, construction, demolition, replacement, major repair or renovation of real property and improvements thereon. However, the term "County Contract" does not include agreements or orders for the following services: banking services, insurance policies or contracts, or contracts with a County contracting agency for the sale of bonds, notes or other securities.

As used in this Appendix EE the term "County Contractor" means an individual, business enterprise, including sole proprietorship, partnership, corporation, not-for-profit corporation, or any other person or entity other than the County, whether a contractor, licensor, licensee or any other party, that is (i) a party to a County Contract, (ii) a bidder in connection with the award of a County Contract, or (iii) a proposed party to a County Contract, but shall not include any Subcontractor.

As used in this Appendix EE the term "County Contractor" shall mean a person or firm who will manage and be responsible for an entire contracted project.

As used in this Appendix EE "Documentation Demonstrating Best Efforts to Obtain Certified Minority or Women-owned Business Enterprises" shall include, but is not limited to the following:

a. Proof of having advertised for bids, where appropriate, in minority publications, trade newspapers/notices and magazines, trade and union publications, and

publications of weneral birculation in Nassau County and surrounding areas or seriff variativ sublinted MWBEs whom the County Contractor reasonably believe mich have the fluidiffications to do the work. A copy of the drivensement if discut, shall be included to demonstrate that it contained an included an included surrounding mich the County Contractor vesconed bids and quotes from MWBE Subcontractors. In addition, proceeding the Best Effort Documentation, and we will be included in the Best Effort Documentation. It was a single subject of the proceeding with a short soft with a hotology of the proceeding the best subject to be subject to the decrementation. It was a standard to say that a subject of the proceeding the proceeding to include the Best Effort Documentation. It was a standard to the contraction of the proceeding the subject to be subject to the documentation. It was a standard to the contraction of the proceeding the process of the subject to the process of the process of the subject to the process of the subject to the process of the process

Director of the Nassau County Office of Minority Affairs; provided, however, that Executive Director shall include a designee of the Executive Director except in the case of final determinations issued pursuant to Section (a) through (i) of these rules.

As used in this Appendix EE the term "Subcontract" shall mean an agreement consisting of part or parts of the contracted work of the County Contractor.

As used in this Appendix EE, the term "Subcontractor" shall mean a person or firm who performs part or parts of the contracted work of a prime contractor providing services, including construction services, to the County pursuant to a county contract. Subcontractor shall include a person or firm that provides labor, professional or other services, materials or supplies to a prime contractor that are necessary for the prime contractor to fulfill its obligations to provide services to the County pursuant to a county contract. Subcontractor shall not include a supplier of materials to a contractor who has contracted to provide goods but no services to the County, nor a supplier of incidental materials to a contractor, such as office supplies, tools and other items of nominal cost that are utilized in the performance of a service contract.

Provisions requiring contractors to retain or submit documentation of best efforts to utilize certified subcontractors and requiring Department head approval prior to subcontracting shall not apply to inter-governmental agreements. In addition, the tracking of expenditures of County dollars by not-for-profit corporations, other municipalities, States, or the federal government is not required.

Appendix L

Toeffificate of Compliance In compliance with Local Law 1-2006 as amenited (the "Law"), the Proposer/Bidder hereby certifies the following The contractor agrees to either (1) comply with the requirements of the Nassan County Living Wage Law or (2) as applicable, obtain a warver of the requirements of the Law pursuant to section 9 of the Law in the event that the contractor does not comply with the requirements of the Law or obtain a warver of the requirements of the Law, and such contractor establishes to the the Law or obtain a warver of the requirements of the Law, and such contractor establishes to the sansfaction of the Department that at the time of execution of this agreement, it had a reasonable sansfaction of the Department that at the time of execution of this agreement, it had a reasonable sestiantly that it would receive such, warver based on the Law and Rules pertaining to warvers, the Contractor will agree to tenumate the contract without imposing costs or seeking damages against the Contractor 3. In the past five years, Proposer/Bidder has has not been found by a court or a government agency to have violated federal, state, or local laws regulating payment of wages or has has not been found by a court or a benefits; labor relations, or occupational safety and health. If a violation has been assessed by the Proposer/Bidder, describe below:

4.	In the past five years, an administrative proceeding, investigation, or government body-initiated judicial action has has not been commenced against or relating to the Proposer/Bidder. If such a proceeding, action, or investigation has been commenced, describe below:
	•
	374
5.	Proposer/Bidder agrees to permit access to work sites and relevant payroll records by authorized County representatives for the purpose of monitoring compliance with the Living Wage Law and investigating employee complaints of noncompliance.
true, co	y certify that I have read the foregoing statement and, to the best of my knowledge and belief, it is prect and complete. Any statement or representation made herein shall be accurate and true as of e stated below.
12 Dated	116/2014 Signature of Chief Executive Officer
	Van Parzkarcki Name of Chief Executive Officer
	•

JOANN DIAMOND
Notary Public, State of Pres 15-8
No. 010 1117
Outlied to 1
Commission Signer Commission (Commission Commission Commis

Sworn to before me this

Notary Public

# EXHIBIT "A" POLICIES AND STANDARDS FOR MARKETING AND ADVERTISING · 中国 1997 · 中国 1998 · 中国

### L PURPOSE

- A. Objectives. Through this policy, Nassau County (the "County") intends to establish definite, objective, uniform, and enforceable standards for advertising and marketing on County-owned properties, assets, and events ("Advertising"). In setting such standards, the County seeks to properties, assets and events (vacyerusing ). In seeing such standards, the or fulfill certain goals and objectives, including but not limited to:

  (a) maintaining the safe and orderly operation of Departments facilities;

- (b) maximization of revenue generated by Advertising, (c) maintaining a safe and welcoming environment for County residents and visitors, including inmoss:
- (d) avoiding the identification of the County with advertisements of the viewpoints of the
- (d) avoiding the identification of the County with advertisenents of the yiewpoints of the advertisers.

  (e) maintaining an image of neutrality on political matters and other noncommercial issues that are the subject of public debate and concern, and
- B. Nonpublic Forum. By allowing limited types of Advertising, the County does not intend to create a public forum for public discourse or expressive activity, or fo provide a forum for all create a public forum for public discourse or expressive activity, or fo provide a forum for all create a public forum for public discourse or expressive activity, or fo provide a forum for all create a public forum for public discourse or expressive activity, or for the County. The County mismos that Departments assets and events constitute nonmable forums that are subject to the restrictions set form in Section II.

  C. Reservation of Rights. The County reserves the right from time to time to wrive, suspend, modify, or revoke the application of any or all of these policies and standards as it deems necessary to comply with legal mandates and to fulful like goals and objectives referred to herein. All of the provisions of these policies and standards shall be deemed severable.

  - necessary to compay with legar mandates and to night the goals and objectives referred to herein.

    All of the provisions of these policies and standards shall be deemed severable.

    D. Disclaimer. Fire County reserves the night in all circumstances to require that an advertisement inclinde a disclaimer indicating that it is not sponsored by, and does not necessarily reflect the views of the County.
  - E. Applicability. These policies and standards shall apply to all property governed by the Departments pursuant to this Agreement.

## II. ADVERTISING STANDARDS

- A. Commercial Advertisements Only. Except for Advertising defined in Section II.C or Section II.D., only advertisements promoting primarily the sale of commercial goods or services
- B. Prohibited Advertising. Advertisements shall not be accepted, displayed or maintained on Departments assets or events if the advertisements fall within one or more of the following
  - Demeaning or disparaging. The advertisement contains material that demeans or disparages an individual, group, or entity. An advertisement will be deemed to contain

such material where a reasonably prudent person using prevailing community standards would believe that the advertisement contains material that ridicules or mocks, is abusive or hostile to, or debases the dignity or stature of, an individual, group, or entity.

- 2) Tobacco. The advertisement's purpose or effect is to identify a brand of a tobacco product (any substance which contains tobacco, including, but not limited to, cigarettes, cigars, pipe tobacco and chewing tobacco), a trademark of a tobacco product or a trade name associated exclusively with a tobacco product, or to promote the use or sale of a tobacco product.
- 3) Profauity. The advertisement contains profane, vulgar, or scatological language.
- 4) <u>Firearms.</u> The advertisement either (a) contains an image of a firearm in the foreground of the main visual; or (b) contains image(s) of firearm(s) that occupy 15% or more of the overall advertisement; or (c) contain images or depictions of illegal firearms or other illegal weapons, or the unlawful use of firearms or other weapons.
- 5) Violence. The advertisement contains an image or description of graphic violence, including, but not limited to (1) the depiction of human or animal bodies or body parts, or fetuses, in states of mutilation, dismemberment, decomposition, or disfigurement, and (2) the depiction of weapons or other implements or devices used in the advertisement in an act or acts of violence or ham on a person or animal.
- 6) Unlawful goods or services. The advertisement contains any material that promotes or encourages, or appears to promote or encourage, the use or possession of unlawful or illegal goods or services.
- Unlawful conduct. The advertisement contains any material that promotes or encourages, or appears to promote or encourage, unlawful or illegal behavior or activities.
- 8) Obscenity. The advertisement contains obscene material. For purposes of these policies and standards, the term "obscene" shall have the meaning contained in New York Penal Law Section 235.00, as such provision may be amended, modified or supplemented from time to time.
- 9) Indecent Material. The advertisement contains material which, if sold or loaned to a minor for monetary consideration with knowledge of its character and content would give rise to a violation of New York Penal Law Section 235.21, as such provision may be amended, modified, or supplemented from time to time.
- 10) Offensive Sexual Material. The advertisement contains material which constitutes public display of offensive sexual material in violation of New York Penal Law Section 245.11, as such provision may be amended, modified, or supplemented from time to time.
- 11) <u>Patentiv Offensive Material</u>. The advertisement contains material that would be deemed patently offensive by a reasonably prudent person of average sensitivity in the community.
- 12) <u>Political or "Issues" Advertising</u>. The advertisement (1) refers to a specific ballot question, initiative petition, or referendum; (2) refers to any candidate for public office; or (3) promotes, opposes or otherwise directly relates to issues of public debate on

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  13) Endowshing The Burysticeniest: contains say mideful that hitplies or declares an endorsement by the County of any service, product or point of view, without prior written endorsement by the County of any service, product or point of view, without prior written endorsement by the County of the
  - C. County Operations. Nothing in this policy shall limit the County's right to display on Departments assets and events any advertisements and notices that pertain to County operations or initiatives.
    - D. Existing Laws: All advertisements must comply with all applicable federal, state, and local laws, rules, and regulations. *

### III. REVIEW OF ADVERTISING DECISIONS

- A. Initial Reviews. The Licensee will review each advertisement to determine whether the advertisement is in conformity with the policies and standards set forth in Section II. If Licensee determines that an advertisement is not or may not be in conformity with such standards:
  - a) The Licensee shall promptly notify designated County staff of its determination and the reasons for its determination. Upon receipt of such notification, the County shall advise the Licensee whether the County concurs with the contractor's determination concerning the advertisement.
  - b) In the event that the County concurs in the determination of the Licensee, the Licensee may, in consultation with designated County staff, discuss with the advertiser one or more revisions to the advertisement, in order to bring the advertisement into conformity with the policies and standards set forth in Section II. The advertiser shall then have the option of submitting a revised advertisement for review in accordance with these policies and standards:
  - (c) In the event that the Licensee and the advertiser do not reach agreement with regard to a revision of the advertisement, or in the event that the Licensee and the County determine that no appropriate revision could bring the advertisement into conformity with the policies and standards set forth in Section II, the Licensee shall promptly provide the advertiser with a copy of these Policies and Standards and written notice of the determination, the reason(s) for the determination, and the advertiser's right to a review before the County's Designated Advertising Review Committee. The Licensee shall provide such committee with a copy of the written notice to the advertiser and the advertisement at issue.
- B. Appeals to Advertising Review Committee. An advertiser may appeal a decision to reject or remove an advertisement by filing a written request with the Advertising Review Committee within ten (10) business days after receipt of the rejection or removal decision. The advertiser's request must state why the advertiser disagrees with the decision in light of the County's Advertising policies and standards. The Advertising Review Committee at a minimum shall consist of supervisory personnel from the Planning Department and the County Attorney's Office. The Advertising Review Committee shall review the basis for the rejected or removed advertisement and shall consider the advertiser's reasons for filing the request. The Advertising Review Committee shall make a decision on the request and shall notify the advertiser of its decision in writing within fifteen (15) business days after receiving the advertiser's request.

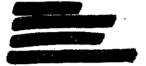
## COUNTY OF NASSAU

# CONSULTANT'S, CONTRACTOR'S AND VENDOR'S DISCLOSURE FORM

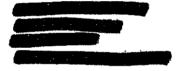
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See attached. list of Board Officers	+ Addresses
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5. List names and addresses of all shareholders, members, or partners of shareholder is not an individual, list the individual shareholders/partners held Corporation, include a copy of the 10K in lieu of completing this s	ATTICITION TO COSTOL
NONE	
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# Long Island Convention & Visitors Bureau

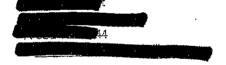
Chair
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Executive Director
LI Wine Council Assoc.



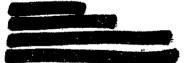
Vice-Chair Paul Monte General Manager Gurney's Resort



<u>Secretary</u> Gloria Rocchio President Ward Melville Heritage Assoc.



Treasurer Michael Johnston Principal Concorde Hotel Group



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l. above (if no subsidiary con be andated to	iated and related companies and their relationship to the firm entered on I ne, enter "None"). Attach a separate disclosure form for each affiliated or apany that may take part in the performance of this contract. Such disclosinclude affiliated or subsidiary companies not previously disclosed that pance of the contract.
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bid, post-bid, organization before - Nass committees, I Planning: Cor development term "lobbyis	etc.). If none, enter "None." The term "tobbyist" means any and every peretained, employed or designated by any client to influence - or promote a sure County, its agencies, boards, commissions, department heads, legislator including but not limited to the Open Space and Parks Advisory Committed mission. Such matters include, but are not limited to, requests for proposor improvement of real property subject to County regulation, procurement does not include any officer, director, trustee, employee, counsel or agencies or State of New York, when discharging his or her official duties.  (a) Name, title, business address and telephone number of lobbyist(s):

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(b) Describe lobbying activity description of lobbying activities.	of each lobbyist. See below for a complete
Nove	
(c) List whether and where the Nassau County, New York State):	ne person/organization is registered as a lobbyist (e.g.,
8. VERIFICATION: This section r contractor or Vendor authorized as	nust be signed by a principal of the consultant, a signatory of the firm for the purpose of executing Contracts
The undersigned affirms and so sw statements and they are, to his/her	years that he/she has read and understood the foregoing
Dated: 4/5/16	Signed: How James Frint Name: Kei Stein James Tamorgin
	Title: President/CEO:

Page 4 of 4

The term lobbying shall mean any attempt to influence: any determination made by the Nassau County Legislature, or any member thereof, with respect to the introduction, passage, defeat, or substance of any local legislation or resolution; any determination by the County Executive to support, oppose, approve or disapprove any local legislation or resolution, whether or not such legislation has been introduced in the County Legislature; any determination by an elected County official or an officer or employee of the County with respect to the procurement of goods, services or construction, including the preparation of contract specifications, including by not limited to the preparation of requests for proposals, or solicitation, award or administration of a contract or with respect to the solicitation, award or administration of a grant, loan, or agreement involving the disbursement of public monies; any determination made by the County Executive, County Legislature, or by the County of Nassau, its agencies, boards, commissions, department heads or committees, including but not limited to the Open Space and Parks Advisory Committee, the Planning Commission, with respect to the zoning, use, development or improvement of real property subject to County regulation, or any agencies, boards, commissions, department heads or committees with respect to requests for proposals, bidding, procurement or contracting for services for the County; any determination made by an elected county official or an officer or employee of the county with respect to the terms of the acquisition or disposition by the county of any interest in real property, with respect to a license or permit for the use of real property of or by the county, or with respect to a franchise, concession or revocable consent; the proposal, adoption, amendment or rejection by an agency of any rule having the force and effect of law; the decision to hold, timing or outcome of any rate making proceeding before an agency; the agenda or any determination of a board or commission; any determination regarding the calendaring or scope of any legislature oversight hearing; the issuance, repeal, modification or substance of a County Executive Order; or any determination made by an elected county official or an officer or employee of the county to support or oppose any state or federal legislation, rule or regulation, including any determination made to support or oppose that is contingent on any amendment of such legislation, rule or regulation, whether or not such legislation has been formally introduced and whether or not such rule or regulation has been formally proposed.

#### Appendix L

#### Certificate of Compliance

In compliance with Local Law 1-2006, as amended (the "Law"), the Proposor/Bidder hereby certifies the following:

l.	The chief executive officer of the Proposer/Bidder is:	
	Greg De Clemente (Name)	_
	(Address)	
	(Telephone Number)	

- 2. The contractor agrees to either (1) comply with the requirements of the Nassau County Living Wage Law or (2) as applicable, obtain a waiver of the requirements of the Law pursuant to section 9 of the Law. In the event that the contractor does not comply with the requirements of the Law or obtain a waiver of the requirements of the Law, and such contractor establishes to the satisfaction of the Department that at the time of execution of this agreement, it had a reasonable certainty that it would receive such waiver based on the Law and Rules pertaining to waivers, the County will agree to terminate the contract without imposing costs or seeking damages against the Contractor
- 3. In the past five years, Proposer/Bidder has has have been found by a court or a government agency to have violated federal, state, or local laws regulating payment of wages or benefits, labor relations, or occupational safety and health. If a violation has been assessed by the Proposer/Bidder, describe below:

4-	In the past five years, an administrative proceeding, investigation, or government body-initiated judicial action has fast not been commenced against or relating to the Proposer/Bidder. If such a proceeding, action, or investigation has been commenced, describe below:
	•
5.	Proposer/Bidder agrees to permit access to work sites and relevant payroll records by authorized County representatives for the purpose of monitoring compliance with the Living Wage Law and investigating employee complaints of noncompliance.
true, co	y certify that I have read the foregoing statement and, to the best of my knowledge and belief, it is rect and complete. Any statement or representation made herein shall be accurate and true as of a stated below.
5 Dated	24/15 Signature of Chief Executive Officer
	Name of Chief Executive Officer
	· · · · · · · · · · · · · · · · · · ·
Sworn	to before me this
28	day of May 2015

MOTARY PUBLIC, STATE OF NEW YORK NO. OTEF4853614
QUALIFIED IN QUEENS COUNTY TERM EXTERNATION TO THE COUNTY TERMATION TO THE