





## PROPOSAL COSTS

Event/Activity	Rate per Hour
The Law Firm of Eric M. Bernstein & Associates, L.L.C. will accept all rates and compensation as set forth in the Request for Qualifications in accordance with such rates as may be determined by the City of Trenton by Resolution or Ordinance.	
Hourly Rate – All Special Counsel services, before courts, agency, Office of Administrative Law, Department of Personnel or in negotiations, or in-office, including client meetings, depositions, motion or conference hearings, and trial time. Hourly Rate - All Attorneys	\$150.00 per hour
Hourly Rate - Paralegals (when requested and authorized)	\$60.00 per hour
Postage (includes Federal Express and USPS Priority)	Market Rate
Copying (in house, legal or letter sized)	\$0.20 per page
Copying/Printing (outside supplier, briefs and volume)	Market Rate
Facsimile transmittal (sending only)	\$0.20 per page
Electronic transmission (email or other)	None

## CITY OF TRENTON

### LEGAL SERVICES – SPECIAL COUNSEL TO CITY COUNCIL FOR REDEVELOPMENT

Submitted By:

**Eric M. Bernstein & Associates, L.L.C.**  
**34 Mountain Boulevard**  
**Building A**  
**P.O. Box 4922**  
**Warren, New Jersey 07059**  
**Phone: (732) 805-3360**  
**Fax: (732) 805-3346**  
**www.embalaw.com**

**BID PROPOSAL FORM  
RESPONDENT MUST COMPLETE**

We the undersigned propose to furnish and deliver the above services pursuant to the scope of services and requirements and made part hereof:

**HOURLY RATE** \$ 175.00

**(ORIGINAL SIGNATURE BY AUTHORIZED REPRESENTATIVE)**

The undersigned is a Corporation, Partnership or Individual under the laws of the State of New Jersey having its principal office at 21 Roszel Road, Princeton, NJ 08540

COMPANY Hill Wallack LLP  
ADDRESS 21 Roszel Road  
ADDRESS Princeton, New Jersey 08540  
FEC \_\_\_\_\_

NAME Michael Kahme  
TELEPHONE 609-924-0808

FAX 609-452-1888

EMAIL mkahme@hillwallack.com

DATE July 17, 2020

SIGNATURE 

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# MALEY GIVENS

A PROFESSIONAL CORPORATION

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M. James Maley, Jr. \*

Emily K. Givens

Erin E. Simone

M. Michael Maley\*

Kevin Diduch

Navin H. Advani

Taylor J. Derleth\*

\* Admitted in PA & NJ

## POSITION – SPECIAL COUNSEL TO CITY COUNCIL FOR REDEVELOPMENT 2020-36

### COST PROPOSAL

The undersigned individual, firm, or corporation, hereby proposes to serve as Legal Services – Special Counsel To The City Council For Redevelopment based upon the following compensation:

On a reduced “government rate” hourly basis as follows:

M. James Maley, Jr.	\$175.00
Emily K. Givens	\$175.00
Erin Simone	\$135.00
Michael Maley	\$135.00
Kevin Diduch	\$135.00
Navin H. Advani	\$135.00
Taylor R. Derleth	\$135.00
Paralegal/Law Clerk	\$ 85.00

In addition to the hourly rate for services, reasonable expenses will be billed for photocopies, long distance telephone charges, automated legal research, experts, court costs and other expenses reasonably incurred in representing the City’s interests.

In the event funds for services are paid through an escrow from a private party or redevelopment project, then, with the City’s approval, the firm will charge its usual billing rates.

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**FLORIO ♦ KENNY ♦ RAVAL, L.L.P.**

**ATTORNEYS AT LAW**

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SUITE 310 N  
LYNDHURST, NEW JERSEY 07071  
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EDWARD J. FLORIO  
BERNARD F. KENNY, JR.  
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CHRISTOPHER K. HARRIOTT

DAVID J. YANOTCHKO  
CHRISTIAN M. HIBINSKI  
ALEXANDER J. CORRADO  
EMILY M. MOWER

COUNSEL  
KEITH KANDEL^  
MICHAEL T. WILKOS\*

\*ADMITTED TO NJ & NY BAR  
^CERTIFIED AS A WORKERS'  
COMPENSATION ATTORNEY

July 10, 2020

Isabel C. Garcia, Purchasing Agent  
City Hall Annex  
Division of Purchasing  
City of Trenton  
319 East State Street, 1<sup>st</sup> Floor  
Trenton, New Jersey 08608

**RE: FEE PROPOSAL FOR THE POSITION OF LEGAL SERVICES - SPECIAL  
COUNSEL TO CITY COUNCIL FOR REDEVELOPMENT (2020-36)**

Dear Ms. Garcia:

We propose a rate of \$175.00 per hour per partners, \$135.00 per hour per associate attorneys, and \$85.00 per hour per paralegals for the term of the Contract.

Respectfully submitted,

FLORIO♦KENNY♦RAVAL, L.L.P.

EDWARD J. FLORIO  
[eflorio@fkrlaw.com](mailto:eflorio@fkrlaw.com)

Writer's direct email address:  
EJF/aym

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**BID PROPOSAL FORM  
RESPONDENT MUST COMPLETE**

We the undersigned propose to furnish and deliver the above services pursuant to the scope of services and requirements and made part hereof:

HOURLY RATE

\$ 175 Attorney, \$ 135 Assoc.  
\$ 85 paralegal

(ORIGINAL SIGNATURE BY AUTHORIZED REPRESENTATIVE)

The undersigned is a Corporation, Partnership or Individual under the laws of the State of New Jersey having its principal office at 44 Euclid ST Woodbury NJ 08094

COMPANY Grace Marmero + Assoc. LLP  
ADDRESS 44 Euclid ST  
ADDRESS Woodbury NJ 08094  
FED. ID # \_\_\_\_\_

NAME Albert K. Marmero  
TELEPHONE 856 848 6440

FAX 856 848 5002

EMAIL amarmero@gracemarmero.com

DATE 7/17/2020

SIGNATURE 

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**BID PROPOSAL FORM  
RESPONDENT MUST COMPLETE**

We the undersigned propose to furnish and deliver the above services pursuant to the scope of services and requirements and made part hereof:

**HOURLY RATE**

\$ 175.00 per hopur for shareholders

  
**(ORIGINAL SIGNATURE BY AUTHORIZED REPRESENTATIVE)**

The undersigned is a Corporation, Partnership or Individual under the laws of the State of new Jersey \_\_\_\_\_ having its principal office at 494 Broad Street, Newark, NJ 07102

COMPANY Genova Burns LLC

ADDRESS 494 Broad Street, Newark, NJ 07102

ADDRESS \_\_\_\_\_

FE \_\_\_\_\_

NAME Angelo J. Genova, Esq.

TELEPHONE 973.533.0777

FAX 973.533.1112

EMAIL agenova@genovaburns.com

DATE July 23, 2020

SIGNATURE 



- Resumes of our Redevelopment Team and Public Finance attorneys (**Exhibit B**).
- Summary of our relevant experience on redevelopment projects (**Exhibit C**).
- General summary describing the Firm (**Exhibit A**).

## I. COMPLIANCE WITH REQUEST FOR PROPOSALS

To comply with the Outside Counsel Guidelines of the Request for Proposals, WG&S provides the following information:

A. **Qualifications and Experience** – Please see attached **Exhibit B** for the qualifications and experience of the attorneys that will handle the matters identified in the Scope of Services. The attorneys and staff are available to adequately and effectively handle such matters. Please see attached **Exhibit C** for a list of relevant qualifications and experience as it pertains to redevelopment.

B. **Price Proposal** - Any legal fees paid for by the City out of its budget will be billed at a blended rate of \$250 per hour for all attorneys, and \$100 per hour for paralegals. Our legal fees for redevelopment services paid out of escrow funds funded by developers and redevelopers will be billed at a blended rate of \$350 per hour for all attorneys, and \$175 per hour for paralegals.

C. **History and Experience** – Specific examples of cases and matters handled by the firm related to the provision of legal services for redevelopment are listed and described in **Exhibit A** and **Exhibit C**, attached hereto.

D. **Familiarity with the City** - We have served as bond counsel to the City for the past five (5) years so we are very familiar with the City's procedures, personnel and preferences. We have also recently served as Redevelopment Counsel for the City Council.

E. **Availability** – Throughout the course of these services, WG&S will be available for meetings and conversations with City officials and professionals, its attorney, financial advisor, if any, and its other representatives, officials or professionals, and WG&S will be available to meet with developers and redevelopers along with attorneys, planners, engineers and other professionals.

F. **Services** – WG&S will provide direct advice to the Mayor, the City Council and the City's administration, including the Director of the Department of Housing and Economic Development on redevelopment matters, including negotiation of redevelopment agreements, advise on the granting of pilot programs and the use of other state approved tax incentives.

**Other Factors** - Our close proximity to the City with our offices in Woodbridge allows us to be responsive to the City in ways that other law firms cannot. We currently represent many municipalities with similar demographics to the City, and we have significant experience with representing public and private entities in redevelopment projects.

**Required Documents** – In compliance with the Request for Proposals, attached hereto as **Exhibit D** is the Checklist and all required documents as required by the City.