

# **Request for Proposals**

PROJECT: 26T03

### **CRASH DATA ANALYTICS / TELEMATICS REVIEW**

**ISSUE DATE** 

July 30, 2025

**DUE DATE** 

September 10, 2025 (2:00 PM)

Submit Questions and Proposals (by email only) to:

Cynthia Burch: cburch@baltometro.org

Due Date: 9/10/2025

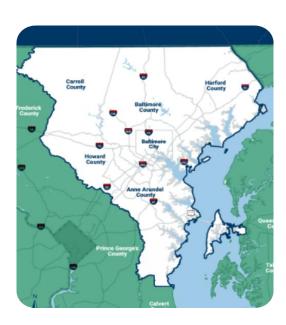
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### Introduction

BMC is a private nonprofit organization committed to identifying regional interests and developing collaborative strategies through plans and programs, which will improve the quality of life and economic vitality throughout the region. BMC's Board of Directors includes the Mayor of Baltimore City, Executives of Anne Arundel, Baltimore, Harford and Howard counties, a Carroll County Commissioner, a Queen Anne's County Commissioner, a Delegate and Senator from the State of Maryland, and a gubernatorial appointee.

The Baltimore Regional Transportation Board (BRTB) is the designated Metropolitan Planning Organization (MPO) for the Baltimore region. members consist of designated representatives from Baltimore City, Anne Arundel County, Baltimore County, Carroll County, Harford County, Howard County, Queen Anne's County, and the City of Annapolis, plus the Maryland Department of Transportation, the Maryland Department of the Environment, the Maryland Department of Planning, the MDOT Maryland Transit Administration, and the Regional Transportation Agency of Central Maryland. The Baltimore Metropolitan Council (BMC) staff provides technical support to the BRTB.



The work of BMC staff includes transportation forecasting and analysis, economic and demographic research, computer mapping applications, air and water quality programs, multimodal planning, cooperative purchasing, workforce development, housing and rideshare coordination.

### **Purpose**

The Baltimore area is home to millions of residents who walk, drive and bike throughout the region. Speed is a contributing factor in nearly one of every five fatalities on Maryland's roadways. It is also a significant factor in all fatal crashes throughout the Baltimore region and is an Emphasis Area in each jurisdictions' Strategic Highway Safety Plans. Speeding has a great impact on both non-motorist safety and survivability, as well as those within vehicles.

In the last five years for which complete data are available (2019-2023), the Baltimore region accounted for close to 48 percent of the fatal speed-related crashes statewide and 40 percent of the speed-related fatalities in the State. In 2023, the Baltimore region had 69 speed-related fatalities. Preliminary data for 2024 show a drop in speed-related fatalities in the region to 41 (these are preliminary figures and are likely to change).

From 2019-2023, approximately two-thirds of all speed-related fatal and injury crashes in Maryland occurred in the Baltimore and Washington Metropolitan Areas, including **Anne Arundel**, **Baltimore**, **Howard**, Montgomery, and Prince George's counties and **Baltimore City**.

The BRTB Long-Range Transportation Plan, *Resilience2050*, includes regional transportation goals and strategies related to safety as a means to achieve the regional safety performance targets. Those targets are similar to the state targets to eliminate traffic fatalities and serious injuries. The *Resilience2050* safety goals and strategies relate to total system safety, infrastructure and accessibility for non-motorized persons, and incorporating safety into stakeholder decision-making and planning. In an effort to achieve those goals, the Safe System Approach (SSA) will be utilized. In the SSA, one of the elements is safer speeds and one of the principles is that humans are vulnerable. A focus of the SSA is to reduce kinetic energy that the body is exposed to during crashes and the simplest way to do so is to lower travel speeds at impact.

Across the region, crash reports are the primary sources of information used to identify locations and conditions that contribute to serious injury and fatal crashes. However, the travel speed of vehicles involved in crashes is not included in the standard crash

report. In cases of additional investigation, such as fatal crashes and those resulting in individuals suffering life-threatening injuries, travel speed may be calculated if the necessary evidence is available. The speed limit of the roadway is captured in all reports, but recent trends in speeding since the pandemic in 2020 have shown that vehicles are traveling at speeds significantly higher than the posted limit. Travel speed is critical to identify locations for enforcement or other traffic calming and speed reduction strategies, through education or engineering.

Several companies have begun mining telematics data from cell phones for use in traffic safety analysis and program evaluation. This includes capturing when a driver's phone is on, when it is picked up and being held, any sharp braking, travel speed, sharp turns, etc.

With travel speed as a key missing value from crash reports, using telematics data may be a significant advantage for safety planners. Not only will it provide a general overview of travel speeds on a longer and more consistent basis and in more locations than standard speed studies, it will also illustrate the extent of driving habits and behaviors on different roadways and in different conditions and times of day.

The Baltimore Metropolitan Council (BMC) is soliciting proposals from a qualified firm, joint ventures, and/or partnerships (hereinafter referred to as "Consultant") to provide professional services for the following tasks related to the Baltimore region's goal to make conditions safer for pedestrians, bicyclists, transit riders and operators, and motorists. This project will identify how telematics data could be incorporated into safety program planning and evaluation.

#### The tasks will include:

- Project management: telematics data discussion and documentation with member jurisdictions; project update meetings with the BMC Project Manager; monthly invoices.
- Identification of current practices:
  - Collect and evaluate current safety analytical needs of local agencies
  - Collect and evaluate telematics data offerings and availability
- Recommendations development: suggestions for utilizing safety telematics data effectively and efficiently among member agencies.

### Scope of Work

The proposed Scope of Work shall include sufficient detail to determine how each task shall be accomplished; it shall include, but not be limited to, descriptions of the anticipated deliverables and a project timeline in Gantt chart format. It will describe how the consultant proposes to complete the project, including the allocation of resources to accomplish each task. The Scope of Services must be sufficiently detailed for the BMC to determine the effectiveness of the proposal and should spell out how this work can be performed in a cost-efficient and timely manner.

The proposed Scope of Work shall address the following components:

### **Task 1. Project Management**

This project will be managed by BMC staff and include a Steering Committee, which includes local members and a safety representative from the State agencies, such as the Maryland Department of Transportation Motor Vehicle Administration Highway Safety Office.

The Consultant shall coordinate with the BMC Project Manager to schedule and facilitate a project kickoff meeting for BMC staff to launch the work program for the project and clarify roles, project schedule, and scope. The emphasis of this meeting will be on the Consultant's planned management, administrative, deliverables, and technical approach. The kickoff meeting will provide the Consultant with a forum to introduce the Consultant Project Manager and proposed project team members and solicit input from BMC on the individual elements of the project approach. The Consultant shall present their project approach regarding scope and schedule and propose how to share files between BMC staff and the Consultant.

The Consultant shall communicate progress of the work regularly with the BMC Project Manager, through short (i.e., 30 minute) virtual meetings that are scheduled approximately every month throughout the project; coordinate reviews of deliverables with the project Steering Committee; and provide updates to the Steering Committee at key milestones (at meetings or through e-mail correspondence).

Invoices should be prepared and submitted to the BMC Project Manager monthly.

#### Task 1 Deliverables:

- Preparation and maintenance of project schedule
- Facilitation of a kickoff meeting and two (2) subsequent Steering Committee meetings
- Monthly status meetings between BMC Project Manager and Consultant Project Manager (and key team members as needed)
- One presentation to Baltimore Regional Safety Subcommittee
- Monthly invoices
- Meeting minutes including, but not limited to, monthly status meetings and Steering Committee meetings

### Task 2. Local/Regional Needs Review

The consultant will be asked to gather information on how local jurisdictions in the region (Baltimore City and six surrounding counties) conduct crash analysis to support safety programs and evaluation (e.g. enforcement, planning, and infrastructure). There will also be two (2) to three (3) contacts outside of Maryland that will be interviewed about their use of telematics data and lessons learned; all contacts will be provided to the consultant by BMC. This task will include:

- Developing a questionnaire that will be sent to a contact in each of the seven member jurisdictions' (and municipalities) law enforcement, public works/transportation agencies, or other appropriate partners. This questionnaire will address:
  - Current crash analysis processes, including data sources,
  - Analytical capabilities and resources (technology, personnel),
  - Planned use for telematics data, and
  - Ideas for incorporating telematics into crash analysis practices.

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• Conducting a follow-up interview as needed (in person or remotely) with each agency to discuss the answers/gather additional information.

#### Task 2 Deliverables:

• Draft (with one round of comments) and final summary report (with one round of comments) on current safety analysis practices and capabilities in the region.

#### **Task 3: Telematics Data Review**

The consultant will be asked to gather information on different companies that provide telematics data and/or analysis to support local safety planning and evaluation. This task will include:

- Researching at least five (5) different companies that promote the availability and/or analysis of telematics data for safety planning. This review will include:
  - Estimated costs for data acquisition (regional and statewide),
  - Viability of the project (e.g. short-term development and handover or ongoing contract with the company to maintain product),
  - Data access/rights during and after conclusion of project development (e.g. data transferred from vendor vs. vendor-assisted model),
  - Ability to share/display data and/or analytics to the public,
  - Ability to incorporate telematics data into dashboards and if that would be done by the vendor or locally,
  - One (1) case study for each company as to how the product has been used in other states/regions/jurisdictions,
  - Compatibility with other data sources (e.g. INRIX) and uses (e.g. travel demand model), and
  - Coverage of and representativeness of data captured (geographically, subscription service, fleet vehicles), and
  - Any other information of interest identified by the consultant.

#### Task 3 Deliverables:

 Draft (with one round of comments) and final summary report (with one round of comments) on availability of telematics data and/or analysis.

#### **Task 4: Recommendations**

Utilizing the summaries from Tasks 2 and 3, the Consultant will prepare a set of recommendations and provide a training to address the feasibility and benefit of incorporating telematics data into safety planning for the region.

#### Task 4 Deliverables:

- Draft (with one round of comments) and final Project Summary Report (with one round of comments) to include telematics analysis concepts tailored to local safety stakeholders.
- Conduct two (2) presentations:
  - Hybrid meeting with regional and local partners to share study findings and serve as a training, including maintenance of data and incorporation of new sources.
  - Virtual meeting of the BRTB Technical Committee to share study findings and recommendations.

Upon delivery of the closeout materials, the consultant will coordinate a final project debriefing meeting (virtual). The debriefing will review the goals/purpose of the project and discuss if the RFP as well as consultant scope and management structure met the original purpose and any unforeseen challenges that could have been foreseen with a purpose of improving future project scoping.

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# Proposal Content and Requirements

The proposal shall consist of two separate parts: (1) a Technical Proposal, and (2) a Cost Proposal. Each offeror shall provide their technical proposal and cost proposal in separate .pdf files. Proposals shall meet, at a minimum, the following requirements.

#### **Technical Proposal**

The Technical Qualifications shall contain the following:

- Cover Letter summarizing the offeror's expertise and availability to do the work, all firms on the team and DBE commitment. Letter must be signed by an executive with authority to commit the offeror and stating the period for which the proposal is valid. (1 page maximum)
- Experience and Qualification The offeror shall list the qualifications of the prime and subconsultants, as applicable, with regard to the selection criteria identified in this RFP. The summary should contain information on projects of a similar nature that offeror has completed, including brief descriptions, dates, and names of contact persons. In the project descriptions, identify the roles of the identified project manager and key personnel. Please include links to relevant work if possible. (10 pages maximum)
- Work Program Offerors shall provide a discussion of each task to be undertaken, how it will be performed, and the products/deliverables to be provided. An overall schedule of work in Gantt chart or similar format should be included. Offerors may include but are not limited to the tasks identified in the Scope of Work, and are encouraged to suggest modifications that would facilitate a successful work program. (14 pages maximum)
- Project Management Designation of a project manager and the responsibilities of the manager and key staff. Resumes of the project manager and key staff from

any firm involved, should be included in this section. Note that the resulting contract will require commitment of the specified personnel. (9 pages maximum)

- DBE Participation The offeror shall present the program for assuring the maximum opportunity for participation by Disadvantaged Business Enterprises (DBEs) in accord with BMC's goals. See the section of MANDATORY STATEMENTS for statement of DBE participation goals.
- Other Information Any other material that the offeror wishes to provide. Please limit to relevant information. (4 pages maximum)

The body/narrative of all documents will be formatted to a 12-point font size. Headers and cover pages may utilize larger font sizes. Cover, table of contents or divider pages without content will not be counted toward the page limits. Digital signatures are acceptable for all documents.

#### **Cost Proposal**

The Cost Proposal shall be composed of two parts: (1) Project Budget and (2) Affidavits and Certifications.

- Project Budget Proposers shall provide a price quote as a fixed price in United States dollars. The price quote shall include the number of labor hours and cost by staff member and total hours and cost estimated for each task, including the prime firm and all subconsultants. Direct costs shall be itemized by category (e.g., travel, per diem, printing and reproduction, /etc.) for the entire project. The invoice submission schedule is anticipated on a monthly basis.
- Affidavits and Certifications An electronic signature is acceptable on the Proposal Affidavit attached at the end of this RFP and shall be included in the Cost Proposal.
- Additionally, if there are any proposed exceptions to the "sample" form contract, these should be noted here.

BMC reserves the right to reject proposals that do not meet the Technical and Cost Proposal requirements.

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### **Submission of Proposals**

All offerors shall submit by email two (2) separate digital pdf files – one (1) for each of the Technical and Cost Proposals to <a href="mailto:cburch@baltometro.org">cburch@baltometro.org</a>.

The proposal must be received by BMC no later than **2:00 PM on September 10, 2025**. Proposals arriving after the deadline will not be accepted. Note that BMC's email will accept files up to 25MB. If your proposal documents exceed 25MB, please upload the documents to a file sharing service like Google Drive or Dropbox and email the link to the files.

Please direct any questions to Cynthia Burch at <a href="mailto:cburch@baltometro.org">cburch@baltometro.org</a> no later than August 27, 2025. All questions will be collected and answers will be posted to BMC's website by August 29, 2025. Questions arriving after August 27 will not be answered.

BMC will not pay for the development and submission of proposals in response to this RFP. BMC reserves the right to reject any proposals without cost or detriment to BMC.

The offeror shall not make changes in the specifics put forth in a proposal, including staff participation, without the prior written consent of BMC.

The BMC Staff member listed above shall be the sole point of contact for any offeror during the procurement process.

BMC reserves the right to waive minor irregularities, to negotiate in any manner necessary to best serve the public interest, and to make a whole award, multiple awards, a partial award, or no award. BMC reserves the right to cancel this RFP, in whole or in part, any time before the closing date.

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### **Tentative Schedule**

July 30, 2025
,
August 27, 2025, 2 P.M.
August 29, 2025
September 10, 2025, 2 P.M.
Early October
Mid October
June 30, 2026

### **Consultant Selection Criteria**

BMC staff and/or appropriate project partners will conduct an evaluation of proposals. All proposals will be evaluated on the basis of technical merit and proposed cost. Teaming is permissible but the offeror will be with a single prime contractor. Technical merit will be evaluated as follows:

Topic	Considerations	Maximum Points
Project Management	Staff Roles and Responsibilities; Subconsultant/DBE Integration; Staff Availability and Commitment	25 pts
Experience and Qualifications	Firm Experience with Similar Projects; Staff Experience	30 pts
Work Program	Understanding of Issues/Objectives; Technical	30 pts

	Approach; Clarity of Deliverables	
Proposal Quality	Cover Letter; Adherence to Proposal Requirements; Proposal Presentation	15 pts
	Available Technical Score	100 pts

This is not a low-bid procurement. The FY 2026 UPWP budgeted \$175,000 for the consultant part of this task but proposals will be considered outside of this range if the proposed work program will provide a greatly superior product.

BMC reserves the right to negotiate with one or more offerors selected based on the initial technical merit and proposed cost. Offerors may be asked to make personal appearances or to provide additional information regarding their proposals.

## "Sample" Form Contract

BMC's form contract is available on BMC's website and is incorporated into this solicitation.

https://baltometro.org/sites/default/files/bmc\_documents/RFP/sample-rfp-contract\_fy2022.pdf

By the act of submitting a proposal, the offeror expressly acknowledges that he/she/it accepts the terms and conditions as stated in the form contract unless exceptions are submitted in writing with the proposal. Any proposed exceptions or alternations should be noted at the end of the Cost Proposal. BMC reserves the right to amend the terms of the form contract as it sees fit during contract negotiation.

The offeror's acceptance of, or deviations from, the form contract terms and conditions are considered during the evaluation and subsequent award.

If the offeror submits an exception that alters BMC's risk, liability, exposure in, or the intent of this procurement, BMC reserves the right in its sole and absolute discretion to deem the offeror non-responsive.

## Confidentiality

Offerors must specifically identify any portions of their proposals deemed to contain confidential information, proprietary information or trade secrets. Those portions must be readily separable from the balance of the proposal. Such designations will not be conclusive, and offerors may be required to justify why such material should not, upon written request, be disclosed by BMC under the Public Information Act, State Government Article, Title 10, Sub-Title 6, of the Annotated Code of Maryland, as amended. BMC may disclose such information if required by law, court order or subpoena.

# Maryland Registration/Qualification Requirements

BMC requires vendors to register or qualify to do business with Maryland Department of Assessments and Taxation (SDAT) in accordance with the Annotated Code of Maryland, Corporations and Associations Article: §2-102 Formation generally, §7-202 Registration to do interstate and foreign\* business, and/or §7-203 Qualification to do intrastate business.

For information on registering or qualifying a corporation, LLC, LLP or LP, call SDAT at 410-767-1340. Sole Proprietors and General Partnerships should call 410-767-4991 or you may download the SDAT forms at:

http://www.dat.state.md.us/Pages/sdatforms.aspx

The successful offeror may be required to submit a Good Standing Certificate (also known as "Certificate of Status") issued by SDAT within 10 days of being notified of potential award.

(\*Note: "a corporation, association, or joint-stock company organized under the laws of the United States, another state of the United States, a territory, possession, or district of the United States, or a foreign country," Md. Code Ann., Corporations & Associations, §1-101.)

## **Mandatory Statements**

#### **Public Information Act Notice**

Offerors should give specific attention to the identification of those portions of their proposals they deem to be confidential, proprietary information or trade secrets and provide any justification why such materials, upon request, should not be disclosed.

#### **Disadvantaged Business Enterprise Notice**

Disadvantaged business enterprises (DBEs) are encouraged to respond to this solicitation. It is the intent of BMC that certified minority business enterprises and subcontractors be given the opportunity to submit proposals to this RFP and will not be subject to discrimination on the basis of race, color, sex, or national origin in consideration for an award.

All selected contractors will be required to abide by the DBE Program of the Baltimore Regional Transportation Board (BRTB). The DBE Program may be found on BMC's website.

#### **Disadvantaged Business Enterprise Subcontract Participation Goal**

The Baltimore Metropolitan Council hereby notifies all offerors that in regard to any contracts entered into pursuant to this advertisement; MBEs and WBEs will be afforded full opportunity to submit expressions of interest in response to this notice and will not be subject to discrimination on the basis of race, color, sex or national origin, in consideration for an award.

It is the goal of BMC that certified businesses participate in all competitively bid federal-aid contracts. A DBE subcontract participation **goal of 28.4 percent** of the total contract amount has been established for this procurement. Prime contractors holding a DBE certification will be awarded full (100 percent) credit for the DBE goal. Offerors must make a good faith effort to meet this goal in order to receive appropriate consideration. The offeror can demonstrate that it has made a good faith effort by meeting the goal or by documenting good faith efforts to do so in its proposal. Determination of good faith efforts will be made at the discretion of appropriate BMC staff. All offers submitted in response to this RFP must include a statement specifying the Maryland Department of Transportation (MDOT) has certified the DBE or DBEs utilized to meet this requirement. If the DBE has not been certified by MDOT but has been certified by other state transportation agencies receiving federal funding, the name of the agency should be included in the proposal. BMC reserves the option to accept this certification in lieu of MDOT certification.

# **Proposal Affidavit**

### A. (ANTI-BRIBERY AFFIRMATION). I HEREBY CERTIFY THAT

(1) I am the (title)	and the duly authorized representative
of (offeror)	and that I possess the legal authority
to make this Affidavit on behalf of mysel	If and the offeror for which I am acting.
(2) Except as described in paragraph 3 be	elow, neither I, nor to the best of my knowledge
information, and belief, the above offerd	or, nor any of its officers, directors, or partners
nor any of its employees directly involve	ed in obtaining contracts with the State or any

- information, and belief, the above offeror, nor any of its officers, directors, or partners, nor any of its employees directly involved in obtaining contracts with the State or any county, bi-county, multicounty agency or subdivision of the State has been convicted of, or has pleaded nolo contendere to a charge of, or has during the course of an official investigation or other proceeding, admitted in writing or under oath acts or omissions committed after July 1, 1977, which constitute bribery, attempted bribery, or conspiracy to bribe under the provisions of Article 27 of the Annotated Code of Maryland or under the laws of any state or federal government.
- (3) State "none" or, as appropriate, list any conviction, plea or admission described in paragraph 2 above, with the date; court official, or administrative body; and the sentence or disposition, if any: \_\_\_\_\_\_\_.
- (4) I ACKNOWLEDGE THAT this Affidavit is to be furnished to the Procurement Officer, and may be furnished to the Attorney General pursuant to Sections 16-201, et seq., of the State Finance and Procurement Article of the Annotated Code of Maryland. I acknowledge that if the representations set forth in this Affidavit are not true and correct, the Council may terminate any contract awarded and take any other appropriate action.
- **B.** (NON-COLLUSION AFFIRMATION). I HEREBY FURTHER AFFIRM THAT neither I nor, to the best of my knowledge, information and belief, the above firm nor any of its other representatives I here represent have:
- (1) Agreed, conspired, connived or colluded to produce a deceptive show of competition in the compilation of the bid or offer being submitted herewith;
- (2) In any manner, directly, or indirectly, entered into any agreement, participated in any collusion to fix the bid price or price proposal of the offeror herein or any competitor, or

otherwise taken any action in restraint of free competitive bidding in connection with the contract for which the within bid or offer is submitted.

#### C. (PROCUREMENT AFFIRMATION). I HEREBY FURTHER AFFIRM THAT

- (1) Neither the above business nor, to the best of my knowledge, information, and belief, any officer, controlling stockholders, partner, principal, or other person substantially involved in the contracting activities of the business has in the past five (5) years: (a) been convicted under state or federal statute of a criminal offense incident to obtaining or attempting to obtain or performing a public or private contract, fraud, embezzlement, theft, forgery, falsification or destruction of records, or receiving stolen property; (b) been found civilly liable under state or federal antitrust statutes for acts or omissions in connection with the submission of bids or proposals for a public or private contract; (c) been convicted of any violation of a state or federal antitrust statute; (d) been convicted under the provisions of Title 18 of the United States Code for violation of the Racketeer Influenced and Corrupt Organizations Act, 18 USC Section 1961 et seg.; or (e) the Mail Fraud Act, 18 USC Section 1341 et seg., for acts arising out of the submissions that would constitute grounds for conviction or liability under any statute described above. Also, the undersigned offeror was not founded or established or is not operated in a manner designed to evade the application or defeat the purpose of the Debarment Regulations, COMAR 21.08; is not currently suspended or debarred pursuant to COMAR 21.08 or by the action of any other public entity; and is not a successor, assignee, subsidiary, or affiliate of a suspended or debarred business.
- (2) (a) If the affirmation described in subsection (1) cannot be given and debarment proceedings have not been instituted against the business pursuant to COMAR 21.08, indicate the reasons why the affirmation cannot be given, including any conviction or admission described in subsection (1), above, with the date, court and sentence or disposition, if any; the name(s) of the person(s) involved, and their current positions and responsibilities with the business; the activity specified in COMAR 21.08 in which each person was involved; and the details of the person's participation in the activity, including the name(s) of an entity involved and the person's positions and responsibilities with the entity. (Attach additional sheets as necessary.)
- (b) If the affirmation described in subsection (1) cannot be given, and debarment proceedings have been instituted against the business pursuant to COMAR 21.08, indicate the status of such proceedings.

I ACKNOWLEDGE THAT this Affidavit is to be furnished to the Procurement Officer and may be distributed to units of: (1) the State of Maryland; (2) counties or other subdivisions of the State of Maryland; (3) other states; and (4) the federal government. I further acknowledge that this Affidavit is subject to applicable laws of the United States and the State of Maryland, both criminal and civil, and that nothing in this Affidavit or any contract resulting from the submission of this bid or proposal shall be construed to supersede, amend, modify or waive, on behalf of the State of Maryland or any unit of the State of Maryland having jurisdiction, the exercise of any statutory right or remedy conferred by the Constitution and the laws of Maryland in respect to any misrepresentation made or any violation of the obligations, terms and covenants undertaken by the above firm in respect to (1) this Affidavit, (2) the contract, and (3) other Affidavits comprising part of the contract.

I DO SOLEMNLY DECLARE AND AFFIRM UNDER THE PENALTIES OF PERJURY THAT THE CONTENTS OF THIS AFFIDAVIT ARE TRUE AND CORRECT TO THE BEST OF MY KNOWLEDGE, INFORMATION, AND BELIEF.

(Date)	(Affidavit)

