

TABLE OF CONTENTS

Cover Letter	3
Team Overview	4
GM Development, Cripe, FRP	
Organizational Chart	6
Areas of Responsibility	
Similar Experience	7
Relevant Projects and References	
Staff Resumes	16
GM Development, Cripe, FRP	
Proposed Schedule	17
General Construction Timing	
Project and Financing Approach	18
Team Approach	
Insurance	22
Acknowledgments	23

March 19, 2025

City of Greenfield, Indiana Lori Elmore, Clerk Treasurer 10 S. State Street Greenfield, IN 46140

Ms. Elmore,

On behalf of the GM Development team, including Cripe Architects and FRP Structural Engineers, I would like to thank you for the opportunity to submit this proposal for a new parking garage at the Southeast corner of the intersection of South Pennsylvania Street and West South Street in the City of Greenfield. Per the requirements of the RFP, we have included several examples of past projects, references, a proposed schedule, and proposed financing strategy.

The GM Development team is submitting this proposal as an independent developer (i.e. - without a contractor partner). I have worked with many qualified contractors. I did not select a contractor as I thought it would be better to leave this important decision to your committee rather than try to make a "guess" as to which firm would best fit your needs. Should you choose, I would be happy to discuss my relationship with any of the responding firms during an interview. Additionally, the GM Development team will strive to engage local trade contractors during construction to ensure the delivery of the best value to the City.

I believe that having a separate developer paired with your contractor can have many advantages, not the least of which are having independent budget analysis and project oversight. GM Development has developed more BOT projects than any other company in the state, having now completed over 180 BOT projects out of approximately 220 in the state's history. This includes numerous parking garage BOT projects.

We look forward to discussing your project further. In the meantime, please feel free to email or call me should you have any questions about this proposal. I will respond with answers immediately.

Thank you again for this opportunity, and I look forward to the potential of working with you.

Best regards,

Greg Martz, President

GM Development Companies LLC

(317) 417-5094

GM Development Company



ABOUT GM DEVELOPMENT

GM Development's sole focus is to develop municipal projects. Over the past 12 years, we have developed over 180 municipal projects throughout Indiana. Our projects have included some of the most unique, complex, and challenging types of public projects, including projects that have required 24-month permitting processes from all levels of government (including the Federal Government), simultaneous projects requiring precise schedule sequencing, and fully guaranteed budgets with a myriad of unknown risks. Despite these challenges, every municipal project has been completed within budget.

FINANCIAL CAPACITY

We have developed over \$500 million of similar projects over the past 12 years, including over 180 projects under the IC 5-23 BOT Statute. We have ample capability to develop the proposed project.

Statistical Overview of Municipal Development Experience:

12+

Years Operating in Indiana

100%

Projects Located in Indiana

100%

Projects Completed in Budget

180+

BOT Projects in Indiana

\$200K - \$65M

Range of Project Value

0

Projects Over Budget



Cripe Architects



ABOUT CRIPE

Our history is a testament to our dedication and evolution. What began as a surveying firm founded by Paul I. Cripe in 1937 expanded to include architecture, civil engineering, and equipment planning, growing into a leading, award-winning multidisciplinary design firm. Today, Cripe is proudly headquartered in Indianapolis, with offices in Evansville, IN and Edgewood, KY.

We wear our legacy with pride. For almost 90 years, Cripe has built a reputation for quality, sustainability, and innovation. In 2024, we became a 100% employee-owned firm, ensuring that every client works directly with an owner who is fully invested in delivering exceptional results.

At Cripe, our architecture team embraces a collaborative and client-centered approach, ensuring that every design reflects the unique vision of the owner. Through tools like Building Information Modeling (BIM), we enhance communication from concept to completion. With a strong focus on efficiency, creativity, and long-term value, we are dedicated to delivering inspiring and impaction spaces.

FRP Structural Engineers



ABOUT FRP

Fink Roberts & Petrie, Inc. was founded in 1944 and operates out of one office in Indianapolis, Indiana. FRP is a 27-person consulting engineering firm offering structural engineering to owners, architects, developers, and contractors.

FRP is probably best recognized for its structural engineering design of large complex projects over the past four decades. Some of our structural engineering projects include Lucas Oil Stadium, Circle Centre Mall, Indiana Convention Center, Victory Field, Gainbridge Fieldhouse (formerly Bankers Life Fieldhouse), Indiana Government Center South, Indiana University Cancer Research Center, Eiteljorg Museum, and the Conrad Hotel.

In addition to these well-known high-profile projects, FRP works extensively with Owners and physical plant administrators directly to handle their specific needs. These projects range from small building additions to structural studies to structural repair or reinforcement of existing building components.





Monroe County Parking Garage

 $\begin{tabular}{ll} \textbf{Location Bloomington, IN} & \textbf{Client Monroe County} & \textbf{Size } 106,\!050 \text{ s.f.} /\!/ 7 \text{ levels} /\!/ 244 \text{ spaces} \\ \textbf{Services Developer} & \textbf{Completed } 2016 & \textbf{Cost } \$9.3 \ \textbf{M} \\ \end{tabular}$

This project was financed and developed using the model outlined in this proposal. The repayment source for the financing was Cumulative Capital Funds from Monroe County. GM Development was selected as the BOT developer for the new Monroe County parking structure located next to the justice center and Axis Architecture + Interiors served as the architect. The parking structure is a seven-story, cast-in-place, post-tensioned concrete parking structure with 244 parking spaces. The parking structure serves the dual purpose of providing parking for county employees and as a secure evacuation site for county jail inmates. Solar panels were installed to offset some utility expenses.



Reference

Pat Stoffers, Commissioner Monroe County (812) 361-0888 // pstoffer@alumni.iu.edu



Plainfield Retail & Parking Garage

Hagerman and GM Development partnered to build and finance the new 250 space public parking facility in downtown Plainfield, which includes 8,500 square feet of retail space and extensive off site utility development. The delivery method for this project is public-private-partnership (P3) utilizing the Build-Operate-Transfer Agreement (BOT). This facility will be shared by patrons of the retail establishments as well as visitors of the City. It is a three-story, cast-in-place concrete structure featuring a façade that blends in with the neighborhood and surrounding structures.



Reference

Tim Belcher, Town Engineer
Town of Plainfield
(317) 839-2561 // tbelcher@town.plainfield.in.us



Fishers Police Station & Parking Garage

Location Bloomington, IN Client Fishers Police Department Size 84,000 s.f. // 3.5 levels // 240 spaces

Services Developer Completed 2018 Cost \$10.7 M

This project was financed and developed using the model outlined in this proposal. The repayment source for the financing was TIF revenues. GM Development was selected as the BOT developer for the new Fishers Police Station and Parking Garage. The parking structure serves the dual purpose of providing secure and non-secure parking for the Fishers Police Department, as well as parking for businesses and the public located in downtown Fishers. The structure consists of a combination of precast concrete panels and poured-in-place columns, walls and slabs.



Reference

Pete Peterson, Council President City of Fishers (317) 523-8321



Indianapolis Airport Parking Garage Expansion

Location Indianapolis, IN Client Indianapolis Airport Authority Size 500,00 s.f. // 5 levels // 1,450 spaces

Services Architecture CDs Completed 2024 Construction Cost \$76 M

Cripe provided comprehensive design and project management services for the expansion of the parking garage at Indianapolis International Airport. This project added over 500,000 square feet and approximately 1,450 parking spaces across five levels. The expansion not only increased public parking capacity but also created additional space to support car rental operations. A key feature of the project is the steel canopy on the top level, offering weather protection and integrating photovoltaic solar panels, further enhancing the airport's solar energy generation. The expansion includes the installation of electric vehicle charging stations, supporting sustainable transportation initiatives.



Reference

Joe Raper, Project Manager CSO Architects jraper@csoinc.net



IU Indy Sports District Parking Garage

Location Indianapolis, IN Client Indiana University Size 465,125 s.f. // 5 levels // 1,300 spaces Services Architecture, Civil, Survey Completed 2012 Construction Cost \$15.5 M

The Indiana University Sports District Parking Garage is located on the campus of IU Indy, previously IUPUI, in Indianapolis, Indiana. This parking structure includes spaces for 1,300 vehicles parked on flat decks with a dedicated speed ramp to allow convenient loading and unloading during special event use. The parking structure includes the use of a terra cotta exterior skin with two elevator towers at opposing corners. A pedestrian walkway bridge connects the new structure to an existing campus parking structure.



Reference

Rich Thompson, Sr. Associate Architect Indiana University Indianapolis (812) 855-0108 // rithomps@iu.edu



Ascension St. Vincent Parking Garage

Location Indianapolis, IN Client Ascension Size 384,209 s.f. // 4 levels // 1,190 spaces Services Structural Engineering Completed 2023 Construction Cost \$3.8 M

This parking garage consists of four levels over a roughly 300' x 300' footprint. A bridge connects an existing medical office building to the garage lobby at Level 2.5. Each parking level consists of a one-way post-tensioned concrete slab and beam system supported by concrete columns. The lateral system consists of the concrete beams and columns participating in moment frames in each primary direction. Two large predominately glass enclosed lobbies are constructed out of exposed structural steel. The almost 100'-0" long bridge has structural steel floor and roof with two supporting steel frames on concrete piers. The bridge is also clad all in glass.



Reference

Stephen Causseaux, Architect FA Wilhelm Construction Company (317) 359-5411



The Corner Parking Garage

Location Carmel, IN Client Ascension Size 130,000 s.f. // 4.5 levels // 364 spaces Services Structural Engineering Completed 2022

The Corner parking garage is a four-and-a-half-level, cast-in-place concrete structure encompassing approximately 130,000 square feet. It provides 364 parking spaces and includes two bridge connections for convenient access to adjacent residential buildings. Located at the intersection of 116th Street and Rangeline Road, this garage is a key component of The Corner, a \$69 million mixed-use development featuring 285 luxury apartments, 25,000 square feet of office and retail space, and significant public infrastructure improvements.



Reference

Chris Haley, Associate LRK (901) 521-1440

Additional Parking Garage Projects





1. Brownsburg Public Parking Garage

\$4,500,000

2. Fishers Parking Garage

\$5,774,913

3. Lafayette Parking Structure

\$5,000,000

1. Ball State University Parking Garage

Muncie, IN | 600 spaces

2. Roche Diagnostics Parking Garage

Indianapolis, IN | 1,493 spaces

3. Butler University Parking Garage

Indianapolis, IN | 1,035 spaces

4. Circle Centre Above/Under Ground Garage

Indianapolis, IN | 1,500 spaces

5. Harrah's Horseshoe Casino Parking Garage

Hammond, IN | 1,200 spaces

6. First Internet Bank Parking Garage

Fishers, IN | 750 spaces

7. White River State Park Parking Garage

Indianapolis, IN | 700 spaces

8. Zionsville Parking Garage Master Planning

Zionsville, IN | in design

Additional Parking Garage Projects



1.	LaGrotte Square Parking Garage Indianapolis, IN 134 spaces	10.	Depot at Nickle Plate Fishers, IN 400 spaces
2.	First Internet Bank Parking Garage Fishers, IN 750 spaces	11.	Eskenazi Health Parking Garage Indianapolis, IN 2,750 spaces
3.	Four Winds Casino Parking Garage South Bend, IN 3,000 spaces	12.	Children's Museum Parking Garage Indianapolis, IN 475 spaces
4.	Plainfield Parking Garage Plainfield, IN 250 spaces	13.	R.L.VA Medical Parking Garage Indianapolis, IN 3,000 spaces
5.	Monroe County Parking Garage Bloomington, IN 244 spaces	14.	Riley Towers Parking Garage Indianapolis, IN 450 spaces
6.	Midtown North Parking Garage Carmel, IN 563 spaces	15.	Hamilton Crossing Parking Garage Carmel, IN 360 spaces
7.	Midtown South Parking Garage Carmel, IN 307 spaces	16.	Eddy St. Commons Parking Garage South Bend, IN 1,200 spaces
8.	Kokomo Parking Garage Kokomo, IN 400 spaces	17.	Indiana LIVE! Parking Garage Shelbyville, IN 1,100 spaces
9.	Cardinal Square Parking Facility Muncie, IN 300 spaces	18.	BSU McKinley Ave. Parking Garage Muncie, IN 590 spaces



GREG MARTZ

President | GM Development
greg@gm-development.com

Relevant Project Experience

- Monroe County Parking Garage, Bloomington, IN
- Plainfield Retail and Parking Garage, Plainfield, IN
- Fishers Police Station and Parking Garage, Fishers, IN
- · Brownsburg Parking Garage, Brownsburg, IN



Education

Ball State University, B.S. Finance and Economics



STEVE HOERSTENSenior Project Manager | Cripe
shoersten@cripe.biz

Relevant Project Experience

- Indiana LIVE! Parking Garage, Shelbyville, IN
- First Internet Bank Parking Garage, Fishers, IN
- CityView 55+ Apartments Parking Garage, Fishers, IN
- Indianapolis Museum of Art Under Ground Garage, Indianapolis, IN



Ball State University
Architecture



MELLISA STUMP
President | FRP
mstump@frpinc.com

Relevant Project Experience

- Monroe County Parking Garage, Bloomington, IN
- · Plainfield Retail and Parking Garage, Plainfield, IN
- Wishard Hospital Replacement Parking Garage, Indianapolis, IN
- 9 on Canal Apartments Parking Garage, Indianapolis, IN
- The Children's Museum Parking Structure, Indianapolis, IN
- Indiana University Blackford St. Parking Garage, Bloomington, IN

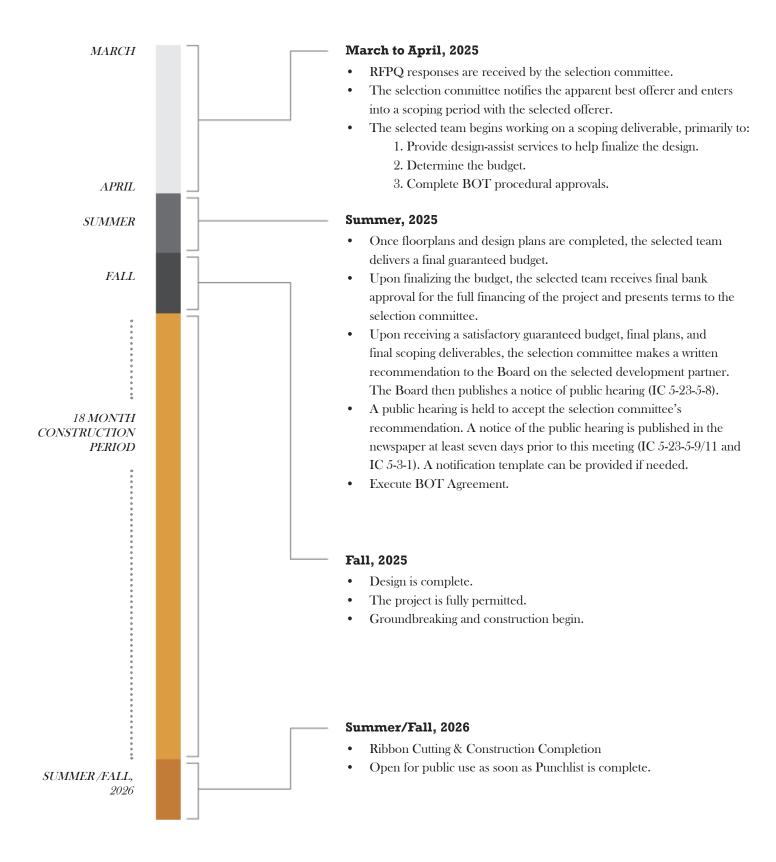
Education

Purdue University, B.S.
Civil Engineering

Designations

Professional Engineer (IN, NC, AK, TN, TX)

PROPOSED SCHEDULE



PROJECT & FINANCING

APPROACH

Project Approach

Our proposal should be considered a turn-key solution, which includes all construction, design, and development services. As mentioned previously, we have purposely not included a construction manager partner as we would like to make this selection in conjunction with the City. The appropriate partner will depend on the type of parking garage structure, and we have several suggestions that we would like to discuss with you when appropriate.

PRECONSTRUCTION

During the preconstruction phase we will work with you to finalize budgets, designs, construction drawings, permits, scheduling and logistics. We are sure to include every single line item, so your project runs as smoothly as possible, without any surprises down the road. Throughout the project, we present all viable options and make recommendations, while giving you enough time to make decisions carefully and thoughtfully.

With a focus on achieving your goals, we will work in tandem with the design team to select systems and materials, as well as adjust designs for constructibility. This proven methodology guides the design process, establishes milestone dates, and develops accurate estimates.

Most importantly, all budgeting will be done in a completely open book manner.

→

ESTIMATING

A quality estimate begins with a comprehensive review of the critical success factors for the City, accounting for the goals of the facilities, long term maintenance considerations, efficiencies and aesthetics. The earliest budgets will be detailed and compiled through in-depth review with the City.

The detailed information will be reviewed with all stakeholders early and often to ensure that the decision making process is supported and allows for guidance of the design process within the constraints of a stringent budget. Using this approach to budget development and maintenance, supports proactive management of project financials throughout the design phase and into the Guaranteed Maximum Price (GMP). This helps eliminate costly surprises and frustrations of incomplete budgets, which unfortunately, is the norm in the construction industry.

VALUE & COST MANAGEMENT

There are numerous risks to the budget process, including overly simplified dollar and square foot budgets, construction partners and design teams that communicate poorly, as well as design and construction teams that are out of sync with facilities management directives.

High profile projects like this demand an aggressive approach that mitigates these risks. Partnering from day one is a key factor for success. We will engage with the design team in a very complementary manner. Frequently we have found that co-locating at our design partners offices supports a strong bond between design and construction disciplines – and ultimately makes the designs and budgets better.

The results of our work sessions will be presented to the City for review, necessary edits and approval. This aggressive approach towards value and risk management provides a streamlined design process that incorporates all stakeholder comments, produces design documents with significantly fewer errors and produces a more accurate budget from day one through GMP.

We will use Building Information Modeling (BIM) in conjunction with the design team on all of our projects. We have found that this streamlines quantity takeoffs and minimizes design iteration time, giving the design team more time to focus on the building design and less time detailing 2D drawings. Using a software called Assemble, we can extract information and quantities from the design team's 3D models for quicker and more accurate estimating and bid verification.

CONSTRUCTION

As we transition into the construction phase, we will work with the City to determine, or reconfirm, the Critical Success Factors, which will be posted in the job trailer for all to see. From this point, we will actively communicate with the project stakeholders by whatever means necessary, holding weekly progress meetings with the team to provide any updates and review issues that may have arisen.

Communication is a necessary element in any project's success. Owners, designers and contractors are often motivated by different primary goals, and projects can suffer delays, higher costs and lower quality when these participants do not concentrate on shared goals. Cooperation, teamwork and clearly understood mutual goals facilitate smooth communication and decision-making. For both internal and external communications between the project team, key players will develop common goals to create priorities. These goals and priorities will become the essence of the execution process.

BI-WEEKLY REVIEW MEETINGS

Holding bi-weekly meetings, both in the office and on-site, is an effective way to review results, update goals and maintain timetables. At these meetings we will provide project updates and detailed descriptions of each task accomplished throughout the week, addressing the critical success factors as warranted. One way that this will be provided to the City is by using our online project management software called Procore. This software will give up-to-the-minute access to project updates. Procore is user-centric and easy to use, adding time-to-value.

The bi-weekly packaging reports will include:

- Bi-weekly Summary of Daily Field Activities
- Three Week Look-ahead Schedule (with projected finish date status)
- Request for Information (RFI) Outstanding Report
- Potential Change Order Status Report

BONDING

The performance and payment bond are provided by the construction manager partner.

OPEN BOOK

We will work with any construction partner that you select. However, we do require that all construction partners provide budgeting and project accounting in an open book manner.

SAVINGS

We will work with any construction partner that you select. However, we do require that all construction partners return 100% of the savings to the City.

PROPOSAL

This proposal is intended to be complementary to the proposals being submitted by construction managers, and not adversarial or competitive with them.

SCOPING PERIOD FEES

We understand that, per the RFPQ, there will be a scoping period to provide design-assist services, determine final budgets, and provide scoping period deliverables. We will charge \$0 to help during this scoping period, as we understand that you will need all of this information prior to taking a financial risk on the project.

In other words, there is no charge if you decide not to move forward with the project after we have provided all of the scoping period deliverables (i.e.—the financing approval and the guaranteed budget).

Financial Approach

If you need us to provide a financing solution, then we will work with your legal counsel and financial advisor to provide appropriate options. In short, our financing strategy will be to do whatever your legal counsel and financial advisor directs us to do upon receiving our guaranteed budget at the conclusion of the scoping period. If existing cash or bond proceeds are not able to fully fund the project budget, we are able and willing to finance any capital shortfalls if directed by you and your legal counsel, whether on a short-term or permanent basis. Our proposed financing would be provided by adding financing terms to our proposed Build-Operate-Transfer Agreement pursuant to IC 5-23. The financing would not encumber the constructed improvements or underlying land in any way, so the improvements can be conveyed to the City (or its assigned operator) at any time after construction completion no matter which financing solution is used.

We are able to meet all requirements listed in the RFPQ and state statute, and we are very flexible in regard to the timing and terms. Here are some examples of how we can approach the financing for the project:

- 1. The BOT Agreement can be structured with no financing terms at all, but still achieve the primary goal of construction delivery for a guaranteed price. Under this scenario, the City would simply make monthly payments via certified pay applications (presumably from existing cash or bond funds).
- 2. The BOT Agreement can include temporary or short-term financing through the construction period, and the City can pay the BOT Agreement in one lump sum upon the completion of construction (either by using bond or cash proceeds).
- 3. We can utilize the BOT Agreement as temporary financing for any funding shortfall that extends past the construction period. In this scenario, we could hold the financing for up to 3 years, and the City would only need to make interest payments. This method can be helpful if the City anticipates issuing a bond in the next few years, as the BOT Agreement can be absorbed into that future bond. If this is the case, we can help bridge the gap until the timing is right for the City to issue the bond.
- 4. We can utilize the BOT Agreement as the permanent financing for any funding gaps. Under this scenario, we can provide amortization up to 20 years.

For any of these scenarios listed above, we will work with your legal counsel and financial advisor so they can determine the most advantageous approach and repayment source. We will work with an underwriter to solicit banks if directed by your advisory team to do so. We can provide templates for your legal team to review for any of these methods, as we have completed dozens of similar projects for each of the development models listed above. No matter which model is selected, our standard documents will allow the City to independently negotiate the scope and timing of (1) the financing period, (2) the construction period, (3) the operating period, and (4) the transfer date.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 7/11/2024

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).

-					CONTA	CT					
PRODUCER Arthur J. Gallagher Risk Management Services, LLC			CONTACT Jeff Narlock PHONE CONTACT FAX								
2850 Golf Rd				(A/C, No, Ext): 030-094-5041 (A/C, No):							
Ro	lling Meadows IL 60008				ADDRESS: Jeff_Narlock@ajg.com						
						INS	SURER(S) AFFOR	DING COVERAGE		NAIC#	
					INSURER A: Mt Hawley Insurance Company				37974		
INSU	RED I Development Companies LLC			GMDEVEL-02	ınsurer в : Underwriters at Lloyd's, London					32727	
	eg Martz				INSURER C:						
856	61 North County Road 175 E				INSURE	INSURER D:					
Spi	ringport IN 47386				INSURER E :						
					INSURER F:						
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	OTHER:								\$		
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	OFFICER/MEMBEREXCLUDED? (Mandatory in NH)							E.L. DISEASE - EA EMPLOYEE	\$		
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - POLICY LIMIT	\$			
В	Professional Liab.			ANE535009424		7/15/2024	7/15/2025	Limit Aggregate Retention	\$1,00 \$1,00 \$25,0	0,000	
DES	CRIPTION OF OPERATIONS / LOCATIONS / VEHIC	LES (A	CORD	101, Additional Remarks Schedu	le, may b	attached if mor	e space is require	ed)			
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CERTIFICATE HOLDER				CANCELLATION							
CENTIFICATE HOLDEN					CAN	LLLATION					
					SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.						
			AUTHORIZED REPRESENTATIVE								
							2 - 11				

ACORD 25 (2016/03)

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THANK YOU

The GM Development Team greatly appreciates the opportunity to submit a Response to the Proposal for the City of Greenfield Parking Garage project.

We thank you in advance for your consideration and look forward to the steps ahead.









