

## Goal Management: View Goal Plan

Goal Plan List **Goal Plan** Comments Messages Reports

Development Authority of North Country  
Time Frame: 4/1/2018 to 3/31/2019

FY 1819  
Status: **Accepted**

## Goal Plan

Organization	Development Authority of North Country
Period	FY 1819
Time Frame	4/1/2018 to 3/31/2019
Status	Accepted
Submitted By	<a href="#">Jan Oatman</a>
Date Submitted	6/1/2018
Reviewed By	<a href="#">Brendan Regan</a>
Date Reviewed	8/23/2018
Reviewer Comments	Acceptance letter to follow shortly.

## Acceptance Letter(s)

Actions	Sent By	Date	Letter Type	Viewed
<a href="#">View Letter</a>	Brendan Regan	8/23/2018	Goal Plan Accepted (DANC for FY 1819)	

## Goal Summary

Projected Total Agency Budget	\$29,997,660
Projected Exempt Contracts and Expenditures	\$13,350,030
Projected Excluded Contracts and Expenditures	\$3,196,693
Available Budget for Goals	\$13,450,937
Total Goal	30.00%

## Exemptions

Debt Service	\$370,000	Interest expense on debt
Intergovernmental Charges	\$150	Association of the US Army-dues
Intergovernmental Charges	\$125,000	Division of Treasury-NYS Administrative Assessments
Intergovernmental Charges	\$300	Empire State Development-forum fees
Intergovernmental Charges	\$15,300	Jefferson Community College-Community Study
Intergovernmental Charges	\$750	Jefferson County Clerk-notary licenses/renewals, deed copies, other legal documents
Intergovernmental Charges	\$250	Jefferson County Highway Association-membership dues
Intergovernmental Charges	\$500	Jefferson County Recycling & Waste Management-waste and recycling fees
Intergovernmental Charges	\$500	Jefferson County Treasurer-code enforcement, permit applications
Intergovernmental Charges	\$12,000	Lewis County-single stream recycling rebate based on tonnages of material processed
Intergovernmental Charges	\$44,000	Municipal agreements for water testing, Access & Line agreements (right of ways), mowing, raking along pipeline(s), -Town of Brasher, Cape Vincent, Champion, Fine, Oswegatchie, Pamelia, and Villages of Cape Vincent, Carthage, Philadelphia, Tupper Lake, Carthage and West Carthage. Other Towns and Villages that the Authority has municipal and/or contractual agreements with.
Intergovernmental Charges	\$3,500	Municipal Commission of Boonville-Telecommunications rental of poles from Municipality to hang fiber.
Intergovernmental Charges	\$300	New York Section AWWA-dues and fees
Intergovernmental Charges	\$100	NYS Dept of Ag and Markets-weighmaster licenses

Intergovernmental Charges	\$5,000	NYS Dept of Environmental Conservation-Regulatory and permit fees
Intergovernmental Charges	\$4,000	NYS Dept of Labor-Public Work Fund
Intergovernmental Charges	\$100	NYS Dept of State-UCC filing fees and continuation
Intergovernmental Charges	\$1,000	NYS Economic Development Council-membership dues
Intergovernmental Charges	\$125	NYS Rural Housing Coalition-membership renewal
Intergovernmental Charges	\$650	Ogdensburg Bridge Authority-easement fees
Intergovernmental Charges	\$1,000	Oswego County Department of Solid Waste-disposal of pharmaceuticals from collection events in Jefferson, Lewis and St. Lawrence Counties
Intergovernmental Charges	\$15,000	St. Lawrence County-single stream recycling rebate based on tonnages of material processed
Intergovernmental Charges	\$550	The Potsdam College Foundation-sponsorship local government conference
Intergovernmental Charges	\$120	United States Treasury-PCORI-annual fee paid to the government based on health insurance being offered to the employee base
Intergovernmental Charges	\$6,600	Village of Lake Placid-Telecommunications rental of poles from Municipality to hang fiber
OGS Centralized Services & Space Chargebacks	\$25,000	CDW Government, Inc-IT commodity purchases, no subcontracting opportunities
OGS Centralized Services & Space Chargebacks	\$6,000	Dell Marketing-IT commodity purchases, no subcontracting opportunities
OGS Centralized Services & Space Chargebacks	\$223,000	Fuels- Griffith Energy (gas and diesel-landfill)-no local MWBE fuel delivery companies in the region
OGS Centralized Services & Space Chargebacks	\$118,000	New York State Office of General Services-Office rent at State Office Building
OGS Centralized Services & Space Chargebacks	\$2,000	Veritiv
OGS Centralized Services & Space Chargebacks	\$87,731	Wright Express-fuel card services
Postage	\$8,700	Federal Express, United Parcel Service, Pitney Bowes, Neopost, US Postal Service
Sole Source Contracts	\$20,000	Anderson Equipment-proprietary maintenance and repair contracts and OEM parts for large equipment at the solid waste management facility
Sole Source Contracts	\$25,000	Deere & Company-proprietary maintenance and repair contracts and OEM parts for large equipment at the solid waste management facility
Sole Source Contracts	\$10,500	Enghouse Networks LLC-annual support/licensing for proprietary Fiber management software
Sole Source Contracts	\$6,200	eRequester- annual technical support/licensing for proprietary accounting software
Sole Source Contracts	\$19,950	ESRI- annual technical support/licensing for proprietary GIS software
Sole Source Contracts	\$25,000	Milton Cat-proprietary maintenance and repair contracts and OEM parts for large equipment at the solid waste management facility
Sole Source Contracts	\$17,500	NexGen- annual technical support/licensing for proprietary asset management software
Sole Source Contracts	\$6,000	Paradigm Software-annual technical support/licensing for proprietary scale/solid waste industry software
Sole Source Contracts	\$17,000	RTB, Inc.-Annual support/licensing for proprietary data management software
Sole Source Contracts	\$12,000	SCADATEK-Technical support/licensing for proprietary SCADA (Supervisory Control and Data Acquisition) software
Sole Source Contracts	\$35,000	SVA Consulting-annual technical support /licensing for accounting system software-proprietary by Microsoft territory
Sole Source Contracts	\$8,000	VHB Engineering, Surveying, Landscape, Architecture, PC- technical support/licensing for proprietary IMA Platform for GIS software
Staff Expenses	\$8,700	Benefit Services Group-125 Fees, 105 Fees, COBRA Administration Fees
Staff Expenses	\$43,500	CorTech, LLC-3rd Party Temporary Labor/Staffing
Staff Expenses	\$604,651	Excellus Health Plan Inc., Simply Prescriptions-Medical Insurance-Major Medical an Hospital Coverage (active and retired employees) Simply Prescriptions-Retirees over 65 prescription coverage

Staff Expenses	\$3,424	First Unum Life-Disability Insurance
Staff Expenses	\$15,000	Lovell Safety Management-Workers Compensation Safety Group
Staff Expenses	\$11,975	Med Ready Medical Group-Employee physicals, drug screening, on the job injuries/accidents
Staff Expenses	\$785,639	NYS Employee's Retirement-annual payment to NYSERS for employees retirement
Staff Expenses	\$3,000	Occupational Eyewear Services-Eye exam and fitting for prescription safety glasses for employees
Staff Expenses	\$155,430	The State Insurance Fund-Workers Compensation
Staff Expenses	\$51,435	Training and Development (Safety Training, Defensive Driver Training, Computer Training, Professional Conferences/Seminars)-Citec, NYS Assn for Reduction, Reuse and Recycling, NYS Assn of Solid Waste Mgmt, Solid Waste Assn of North America, NY Rural Water Assn, Thousand Island Emergency Rescue, Greater Watertown Chamber of Commerce (Leadership Training), Morrisville State College, Northern NY Water Works Assn, NYWEA, Jefferson Community College, Fred Pryor Seminars, New Horizons, FBM Hodings
Staff Expenses	\$5,836,641	Wages/Salaries- 5,413,139 FICA- 413,502 Unemployment- 10,000
Taxes, Fines, Fees & Assessment	\$754,035	Town of Rodman, City of Watertown School District-Community Benefits associated by contractual agreements between the municipalities and DANC. Town of Rodman-DANC owned Solid Waste Management Facility located within the town. Watertown City School District for a Project Development Agreement within their district.
Telephones	\$63,080	Landline and cell phones- CREG Systems Corporation, Frontier, PAETEC Communications, Inc., Township Telephone Company, Inc., Verizon, Verizon Wireless
Travel Reimbursements	\$114,097	Employee and Board of Directors travel reimbursements (mileage, lodging, meals)
Utilities	\$172,000	Electricity, Natural Gas, Propane-National Grid, Ferrell Gas
Utilities	\$1,001,860	Services Provided: Telecommunications Circuits, Cross Connections, Dark Fiber Leases, Fiber Leases, Internet Connectivity, Overlash Fiber, Make Ready, Pole Attachments, Conduit Occupancy-Chazy Westport Communications, Citizens Telephone Co., Hammond, Crown Point Network Technologies, CSX Communications, Elizabethtown Hospital, Fibertech Holdings, Glens Falls Hospital, Level 3 Communications, Mohawk Networks, LLC, National Grid, Northland Networks, NYSEG, Syracuse Metronet, TDS Telecom, TDS-Edwards Telephone Company, Time Warner Cable, Time Warner Cable Road Runner, Avangrid, Frontier, Frontier Communications of NY, Frontier Citizens Communications, Township Telephone Company, Inc., Verizon, Verizon New York, Inc., Verizon Select Services, Inc., Premier Utility Locating, LLC, Cable Communications of Willsboro, Oneida County Rural Telephone Co., Windstream Corporation
Utilities	\$2,446,187	Sewage Treatment, Water Purchases, Leachate Processing-City Comptroller-City of Watertown, NY (Sewage, Water, Leachate), Town of Cape Vincent (Water), Village of Cape Vincent (Water)
<b>Total Exemptions:</b>	<b>\$13,350,030</b>	

## Exclusions

Financial, Insurance and Real Estate Services	\$53,000	Comerica Bank, The Bank of New York, and Manufacturers and Traders Bank (M&T), Environmental Capital-Trustee fees, Banking fees
Services	\$2,400	Claude Reed-Bulk water delivery of municipal water for Materials Management Facility's (Landfill) holding tanks
Services	\$75,000	Clean Harbors Environmental Services-Household Hazardous Waste Collections
Services	\$1,500	Crystal Rock Holdings-Delivery of potable water for Materials Management Facility (landfill)
Services	\$95,000	Multi Media-(local media outlets)-Community Broadcasters, LLC, Flack Broadcasting Group, LLC, Stephens Media Groups for Massena, Ogdensburg, Watertown, (Radio Stations-local), Time Warner Cable Media Sales, WWNY-TV7,

		WWTI Nexstar Broadcasting (TV Stations-local), Newzjunky (local online news). Advertising for Recycling and Waste Reduction Campaign, Household Hazardous Waste Collection Events.
Services	\$25,000	Print Media (local publications)-North Country This Week, The Conservationist, Watertown Daily Times, Journal & Republican, Jefferson County Journal, The Post Standard, Carthage Tribune, Thousand Islands Printing, (job postings, legal ads, recycling and waste reduction campaign, household hazardous waste, procurement advertisements.
Services	\$1,200	Publications/Subscriptions-Progressive Business Publications
Services	\$155,000	Sunnking Electronics Recycling-E-waste recycling for tri-county region-CRT expense (Cathode Ray Tube)
Transportation, Communication and Sanitary Services	\$4,000	Gleasons-Septic and holding tank pumping & waste disposal
Transportation, Communication and Sanitary Services	\$9,000	Waste Management-Solid Waste and Recycling Services
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$474,593	DPS Telecomm, Infinera Corporation, Solar Winds-Standardized Telecommunications/Parts
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$665,000	Specialized Equipment (Army Water/Sewer Lines) Bar Screen Rehabilitation/Replacement, CCTV Lateral Launch, Variable Frequency Drives, Mainline Valve Replacement
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$1,636,000	Specialized Equipment (Solid Waste Management Facility)-Landfill Waste Compactor, Fuel Truck with Def Tank, Leachate truck tractor, HDPE Welding Machine, Trailer mounted litter vacuum, Skid steer, Leachate Tank upgrades, 4"selfpriming pump, Grounds-keeping machine, Side by side ATV's Leachate Tank Air Scrubber, Radiation Detection System for Landfill operations, Replacement of site surveillance cameras compatible with existing system.
<b>Total Exclusions:</b>		<b>\$3,196,693</b>

## Goal Details

Category	Goal Type	Projected Prime %	Projected Sub %	Projected Total %	Category Amount (\$) (must sum to Available Budget for Goals amount)
C: Commodities	MBE	9.00%	0.00%	9.00%	\$3,865,019
	WBE	21.00%	0.00%	21.00%	
CC: Construction Consultants	MBE	0.00%	0.00%	0.00%	\$0
	WBE	0.00%	0.00%	0.00%	
CN: Construction	MBE	0.00%	9.00%	9.00%	\$6,169,144
	WBE	2.00%	19.00%	21.00%	
SC: Services/Consultants	MBE	0.00%	9.00%	9.00%	\$3,416,774
	WBE	3.00%	18.00%	21.00%	
<b>Total</b>	<b>MBE</b>	<b>2.59%</b>	<b>6.41%</b>	<b>9.00%</b>	<b>\$13,450,937</b>
	<b>WBE</b>	<b>7.71%</b>	<b>13.29%</b>	<b>21.00%</b>	

## Goal Plan Documents

Agency Overview	<a href="#">View</a> (PDF, 165.08 KB)	DANC Agency Overview Filename: Agency_Overview(2).pdf
Description of Procurement Strategy	<a href="#">View</a> (PDF, 166.26 KB)	PROCUREMENT STRATEGY Filename: Procurement_Strategy(1).pdf
Boilerplate Language	<a href="#">View</a> (PDF, 717.77 KB)	DANC Sample IFB-Commodities Filename: SAMPLE_IFB-COMMODITIES.pdf
	<a href="#">View</a> (PDF, 1.09 MB)	DANC Sample IFB-Construction Filename: SAMPLE_IFB-CONSTRUCTION.pdf

	<a href="#">View</a> (PDF, 593.91 KB)	DANC Sample RFP Filename: TEMPLATE_RFP.pdf
Agency M/WBE Operations / Organizational Chart	<a href="#">View</a> (PDF, 14.88 KB)	DANC Organizational Chart by Function Filename: 05-Function_Org_Chart_2017.pdf
	<a href="#">View</a> (PDF, 164.00 KB)	MWBE OPERATIONS Filename: MWBE_Operations(1).pdf
Outreach Efforts	<a href="#">View</a> (PDF, 162.77 KB)	OUTREACH EFFORTS Filename: Outreach_Efforts(1).pdf
Standardized Forms	<a href="#">View</a> (PDF, 1.18 MB)	DANC Standardized Forms Filename: Forms.pdf
Additional Documents	<a href="#">View</a> (PDF, 18.67 MB)	DANC Enabling Legislation Filename: Enabling_Legislation(1).pdf

## Additional Information

Notes

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