

Goal Management: View Goal Plan

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Development Authority of North Country

FY 2122

Time Frame: 4/1/2021 to 3/31/2022

Status: **Accepted**

Goal Plan

ORGANIZATION	Development Authority of North Country
PERIOD	FY 2122
TIME FRAME	4/1/2021 to 3/31/2022
STATUS	Accepted
SUBMITTED BY	Leslie Petrie
DATE SUBMITTED	8/9/2021
REVIEWED BY	Michele June
DATE REVIEWED	10/21/2021

Acceptance Letter(s)

Actions	Sent By	Date	Letter Type	Viewed
View Letter	Michele June	10/22/2021	Goal Plan Accepted (DANC for FY 2122)	

Goal Summary

Projected Total Agency Budget	\$23,748,545
Projected Exempt Contracts and Expenditures	\$17,614,524
Projected Excluded Contracts and Expenditures	\$1,968,720
Available Budget for Goals	\$4,165,301
Total Goal	30.00%

Exemptions

Debt Service	\$714,950	Interest on debt
Intergovernmental Charges	\$125,049	Division of Treasury- Administrative Assessment
Intergovernmental Charges	\$308,814	Recycling rebates/incentives to Jefferson, Lewis and St. Lawrence Counties to offset costs of single stream recycling initiatives and assist with capital costs incurred for recycling equipment
Intergovernmental Charges	\$9,000	Sponsorship costs of local government conferences and expos
Intergovernmental Charges	\$700	Town of Cape Vincent reserves
Miscellaneous/Other	\$475,200	Insurance premiums less broker fees for Liability and automobile insurance
OGS Centralized Services & Space Chargebacks	\$20,000	Automobile and equipment tire purchases off state contract (Goodyear). No MWBE resellers of Goodyear in the region

OGS Centralized Services & Space Chargebacks	\$360,500	Bulk gasoline and diesel fuel deliveries purchased off state contract-no MWBE fuel delivery companies in region
OGS Centralized Services & Space Chargebacks	\$76,020	IT commodity purchases off state contract including computers and peripherals-no subcontracting opportunities
OGS Centralized Services & Space Chargebacks	\$170,609	OGS leased office space in Dulles State Office Building, Watertown, NY
OGS Centralized Services & Space Chargebacks	\$29,000	Propane fuel deliveries off state contract-no MWBE propane fuel delivery companies in region
Postage	\$8,000	Postage and shipping expenses-Pitney Bowes, Neopost, UPS, USPS, Federal Express
Sole Source Contracts	\$361,194	Maintenance & Repair contract and annual NYS calibration for certified truck scales -Scale Service & Supply Maintenance and Repair Contracts / OEM parts for heavy equipment -Deere and Company, Milton Cat, Bobcat
Sole Source Contracts	\$297,517	Proprietary software/computer technical support maintenance, licensing and software update expenses for current software programs used in Authority Divisions/Operations-Solarwinds, IV4, Enghouse Networks, NexGen,Knowbe4, Docusign, Pipelogix, Paradigm Software, SVA Consulting, Fraxion Spend Mgmt-eRequester, Zoho Corp, Bamboo HR, Portfol Software, RTBOnBase, Scadatek, Win-911 Software, VHB Engineering, Waypoint Technology Group, Evo Studios, and GIS.
Staff Expenses	\$13,730	125 Fees, 105 Fees, Cobra administration-Benefit Services Group
Staff Expenses	\$17,671	Disability insurance-First Unum
Staff Expenses	\$11,225	Dues, Memberships, Subscriptions to Job Related Professional Organizations/Publications-NYS Assn for Reduction, Reuse & Recycling, Rural Water Assn, Jefferson County Highway Assn, Fort Drum Regional Liaison Org, North Country Alliance Local Development Corp, NYS Economic Dev., Points North Housing Coalition, NYS Rural Housing Coalition, North Country Human Resources, Society for Human Resources, NYS Dept of Ag & Markets, NYS Assn of Solid Waste Mgmt, Solid Waste Assn of North America, Greater Watertown Chamber of Commerce, St. Lawrence County Chamber of Commerce, Lewis County Chamber of Commerce
Staff Expenses	\$960,355	Employee and Retiree health insurance premiums and prescription coverage premiums-Excellus Health Plan, Simply Prescriptions
Staff Expenses	\$15,787	Employee physicals, drug screening, on the job injuries-Occupational Medicine
Staff Expenses	\$7,223,473	Employee Wages-\$6762464 FICA- \$451009 Unemployment- \$10,000
Staff Expenses	\$944,124	NYS Pension expense for employees -NYSERS
Staff Expenses	\$9,515	Parking space rental (American Legion) for employees working at the Dulles State Office Building, parking space rental for employees in the Dulles State Office Building garage, employee ID cards and other misc employee expenses
Staff Expenses	\$52,700	Staff Training & Development-Safety training, defensive driving, computer training, leadership training, professional conferences and seminars
Staff Expenses	\$45,000	Third Party Temporary Staffing/Labor-Cortech
Staff Expenses	\$219,606	Workers Compensation Insurance-The State Insurance Fund/Lovell
Taxes, Fines, Fees & Assessment	\$600	Credit card processing fees
Taxes, Fines, Fees & Assessment	\$9,600	Filing fees-Telecom mandatory local number portability filing fees
Taxes, Fines, Fees & Assessment	\$878,937	Host Community Benefits-Contractual obligation paid to the Town of Rodman

and Watertown City School District

Taxes, Fines, Fees & Assessment	\$10,000	NYS DOT fee
Taxes, Fines, Fees & Assessment	\$11,000	Regulatory permit fees-SPDES, Bulk Petroleum Storage, 364 Permit, Title V, building permit fees
Taxes, Fines, Fees & Assessment	\$47,642	Trustee Fees- Comerica
Taxes, Fines, Fees & Assessment	\$7,500	Trustee Fees- The Bank of New York
Telephones	\$73,590	Landline and Cell phone expenses-Verizon, Frontier, TDS Telecom, Creg Systems, Paetec, Verizon Wireless
Travel Reimbursements	\$92,387	Employee and Board of Directors Travel Reimbursements for mileage, meals, lodging, and other relevant reimbursable expenses
Tuition Reimbursements	\$15,800	Employee tuition reimbursement-continuing education
Utilities	\$171,720	Co-location expense-Telecommunications-Frontier Citizens Comm of NY, Wholesale Carrier Services, Windstream, Level 3 Communications, TVC Albany, Windstream KDL, Cable Communications of Willsboro
Utilities	\$22,195	Conduit lease-Telecommunications-Niagara Mohawk, Verizon
Utilities	\$13,600	Internet services-Time Warner Cable Road Runner, Westelcom
Utilities	\$150,250	Natural Gas and Electricity-National Grid
Utilities	\$677,772	Offnet Circuit Lease-Telecommunications-Primelink, SLIC Networks, Cable Communications of Willsboro, Cogent Communications, Crown Point Network Technologies, Fibertech Holdings, Mohawk Networks, Northland Networks, Syracuse Metronet, Time Warner Cable, NYSERNET,.org Westelcom, Windstream KDL
Utilities	\$310,643	Pole Attachment Fees-Telecommunications-Chazy Westport Communications, TDS Edwards Telephone Co, Township Telephone Co, Frontier Communications, NYSEG, Niagara Mohawk, Verizon
Utilities	\$1,829,029	Sewage Treatment and leachate disposal-City of Watertown
Utilities	\$70,000	Underground locating services-Premier Utility Locating, Dig Safely
Utilities	\$752,520	Water Treatment and Municipal Water purchases-City of Watertown, T of Cape Vincent, V of Cape Vincent
Total Exemptions: \$17,614,524		

Exclusions

Business Services (e.g. copying, advertising, secretarial, janitorial)	\$94,000	Local multi media for advertising, includes local newspapers, television stations, radio, websites used for the Authority's recycling public education campaign, sponsored household hazardous waste collection events and other Authority advertising needs
Services	\$3,000	Hard cover book debinding for recycling hard books. Costs associated with the Authority's hard cover book recycling program. Specialized [piece pf equipment that requires OEM parts.
Services	\$350,000	Mattress Recycling- costs associated with the Authority's mattress recycling programs in Jefferson, Lewis and St. Lawrence Counties . Triad Recycling is the only NYS licensed mattress recycling center in NYS. No MWBE subcontracting opportunities.
Services	\$140,000	Regional tire recycling program- costs associated with the recycling of tires in Jefferson, Lewis and St. Lawrence Counties. No MWBE subcontracting opportunities.
Services	\$75,000	Residential Household Hazardous Waste Collection events-very limited number of qualified, licensed firms to perform this service due to required

special permits, liability, insurance, licenses. Highly regulated. No MWBE subcontracting opportunities



























Special Trade Contractors (e.g. plumbing, heating, surveying)	\$309,720	Emergency Restoration and Maintenance of Telecommunications Network. This contract was bid out and MWBE's were solicited. No MWBEs responded to the bid. The contract is predominantly specialized labor for emergency restoration and maintenance of a telecommunications network in the North Country and requires appropriate telecommunications personnel and equipment and the construction must conform to utility, municipality, highway department, public works, NESC, OSHA and DANC codes and specifications. Response time is critical and the contract requires a physical presence in the region, therefore these jobs do not lend themselves to subcontracting opportunities.
Special Trade Contractors (e.g. plumbing, heating, surveying)	\$350,000	Telecommunications small builds-This contract was bid out and MWBEs were solicited. No MWBEs responded to the bid. The contract is predominantly for specialized labor to provide interconnections throughout the Authority's telecommunications network to local municipalities and businesses. Individually, the projects are small but were formally bid in aggregate to obtain fixed pricing to keep costs down for the local municipalities and businesses. the labor is specialized and requires knowledge and experience with telecommunications regulations and protocol. Larger individual projects are bid separately and are not included under this contract. Due to the geographical location and uniqueness of the industry, there are not subcontracting opportunities.
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$67,000	Bulk delivery of sodium hypochlorite. -Slack Chemical. This was bid out and only 1 responsible/responsive bid was received. This material is delivered in bulk to the Warneck pump station in Watertown for disinfection in the wastewater treatment process. Proximity to the area for delivery purposes is the limiting factor for other vendor participation in supplying this chemical. The handling and transportation of this chemical is regulated, so there are no MWBE subcontracting opportunities.
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$460,000	Specialized equipment (Solid Waste Management Facility) Sewer Jet/Vacuum truck. Commodity purchases-no subcontracting opportunities.
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$120,000	Specialized equipment-Telecommunications. Standardized telecommunications DMDW equipment-must be able to communicate with existing equipment (Infinera)
Total Exclusions:		\$1,968,720

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%	\$371,356
	WBE	18.00%	3.00%	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%	\$1,059,384
	WBE	5.00%	16.00%	21.00%	
SC: Services/Consultants	MBE	1.00%	8.00%	9.00%	\$2,734,562

	WBE	9.00%	12.00%	21.00%	
Total	MBE	1.46%	7.54%	9.00%	\$4,165,302
	WBE	8.79%	12.21%	21.00%	

Goal Plan Documents

AGENCY OVERVIEW	  (PDF, 85.52 KB)	Agency Overview.pdf Filename: Agency_Overview_20210115112912_3645.pdf
DESCRIPTION OF PROCUREMENT STRATEGY	  (PDF, 4.95 KB)	VI. New Initiatives.pdf Filename: VI_New_Initiativess_20210115133636_1369.pdf
BOILERPLATE LANGUAGE	  (PDF, 768.10 KB)	10.02 TEMPLATE RFP PROFESSIONAL SERVICES.pdf Filename: 10.02_TEMPLATE_RFP_PROFESSIONAL_SERVICES_20210115132051_2378.pdf
	  (PDF, 0.96 MB)	9.2 TEMPLATE IFB FOR COMMODITIES.pdf Filename: 9.2_TEMPLATE_IFB_FOR_COMMODITIES_20210115132049_8256.pdf
	  (PDF, 1.37 MB)	9.2.1 TEMPLATE IFB FOR CONSTRUCTION.pdf Filename: 9.2.1_TEMPLATE_IFB_FOR_CONSTRUCTION_20210115132051_5631.pdf
	  (PDF, 290.29 KB)	APPENDIX A-STANDARD TERMS CONDITIONS MANDATORY CLAUSES Last Revision 5-22-2019 Next Revision.pdf Filename: APPENDIX_A-STANDARD_TERMS_CONDITIONS_MANDATORY_CLAUSES_Last_Revision_5-22-2019_Next_Revision_20210115132051_0937.pdf
AGENCY M/WBE OPERATIONS / ORGANIZATIONAL CHART	  (PDF, 379.73 KB)	III. Program Changes.pdf Filename: III_Program_Changes_20210115133734_1317.pdf
	  (PDF, 85.78 KB)	Org Chart - Personnel Policy.pdf Filename: Org_Chart_-_Personnel_Policy_20210115132309_9781.pdf
OUTREACH EFFORTS	  (PDF, 105.39 KB)	IV. Agency Specific Program Accomplishments.pdf Filename: IV_Agency_Specific_Program_Accomplishments_20210115133809_4374.pdf
STANDARDIZED FORMS	  (PDF, 18.71 KB)	Standardized Forms.pdf Filename: Standardized_Forms_20210115132853_9118.pdf
ADDITIONAL DOCUMENTS	  (PDF, 211.11 KB)	I. MBE and WBE Goals.pdf Filename: I_MBE_and_WBE_Goals_20210115133103_3465.pdf
	  (PDF, 71.63 KB)	II. Four Year Growth Plan revised Filename: Four_Year_Growth_Plan_revised_080921_20210809124047_3371.pdf
	  (PDF, 4.38 KB)	V. Upcoming Conferences Workshops and-or seminars.pdf Filename: V_Upcoming_Conferences_Workshops_and-or_seminars_20210115133841_4463.pdf

Additional Information

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