

Goal Management: View Goal Plan

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Development Authority of North Country

FY 2223

Time Frame: 4/1/2022 to 3/31/2023

Status: **Accepted**

Goal Plan

ORGANIZATION	Development Authority of North Country
PERIOD	FY 2223
TIME FRAME	4/1/2022 to 3/31/2023
STATUS	Accepted
SUBMITTED BY	Leslie Petrie
DATE SUBMITTED	5/25/2022
REVIEWED BY	Matthew Besong
DATE REVIEWED	1/13/2023
REVIEWER COMMENTS	Accepted

Acceptance Letter(s)

Actions	Sent By	Date	Letter Type	Viewed
View Letter	Matthew Besong	1/13/2023	Goal Plan Accepted (DANC for FY 2223)	

Goal Summary

Projected Total Agency Budget	\$29,905,842
Projected Exempt Contracts and Expenditures	\$17,870,890
Projected Excluded Contracts and Expenditures	\$2,999,731
Available Budget for Goals	\$9,035,221
Total Goal	30.00%

Exemptions

Debt Service	\$680,800	Interest on debt
Intergovernmental Charges	\$125,051	Division of Treasury- Administrative Assessment
Intergovernmental Charges	\$53,000	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	\$7,080	Sponsorship costs of local government conferences and expos
Intergovernmental Charges	\$700	Town of Cape Vincent reserves
Miscellaneous/Other	\$558,753	Insurance premiums less broker fees for Liability and automobile insurance
OGS Centralized Services & Space	\$20,000	Automobile and equipment tire purchases off state contract (Goodyear). No

Chargebacks		MWBE resellers of Goodyear in the region
OGS Centralized Services & Space Chargebacks	\$437,800	Bulk gasoline and diesel fuel deliveries purchased off state contract-no MWBE fuel delivery companies in region
OGS Centralized Services & Space Chargebacks	\$95,120	IT commodity purchases off state contract including computers and peripherals-no subcontracting opportunities
OGS Centralized Services & Space Chargebacks	\$168,276	OGS leased office space in Dulles State Office Building, Watertown, NY
OGS Centralized Services & Space Chargebacks	\$34,000	Propane fuel deliveries off state contract-no MWBE propane fuel delivery companies in region
Postage	\$8,408	Postage and shipping expenses-Pitney Bowes, Neopost, UPS, USPS, Federal Express
Sole Source Contracts	\$307,094	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	\$290,537	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. ECMS expense.
Staff Expenses	\$28,045	125 Fees, 105 Fees, Cobra administration-Benefit Services Group, VDC expense
Staff Expenses	\$19,951	Disability insurance
Staff Expenses	\$11,040	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	\$1,007,297	Employee and Retiree health insurance premiums and prescription coverage premiums-Excellus Health Plan, Simply Prescriptions
Staff Expenses	\$15,842	Employee physicals, drug screening, on the job injuries
Staff Expenses	\$7,373,566	Employee Wages- 6,924,961 FICA- 438,605 Unemployment- 10,000
Staff Expenses	\$709,787	NYS Pension expense for employees
Staff Expenses	\$8,463	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	\$57,000	Staff Training & Development-Safety training, defensive driving, computer training, leadership training, professional conferences and seminars
Staff Expenses	\$39,400	Third Party Temporary Staffing/Labor
Staff Expenses	\$193,202	Workers Compensation Insurance-The State Insurance Fund/Lovell
Taxes, Fines, Fees & Assessment	\$11,600	Filing fees-Telecom mandatory local number portability filing fees
Taxes, Fines, Fees & Assessment	\$988,256	Host Community Benefits-Contractual obligation paid to the Town of Rodman and Watertown City School District
Taxes, Fines, Fees & Assessment	\$50,621	Investment Banking fees

Taxes, Fines, Fees & Assessment	\$10,000	NYS DOT Fee
Taxes, Fines, Fees & Assessment	\$6,000	Regulatory permit fees-SPDES, Bulk Petroleum Storage, 364 Permit, Title V, building permit fees
Taxes, Fines, Fees & Assessment	\$7,500	Trustee fees
Telephones	\$74,238	Landline and Cell phone expenses-Verizon, Frontier, TDS Telecom, Creg Systems, Paetec, Verizon Wireless
Travel Reimbursements	\$77,280	Employee and Board of Directors Travel Reimbursements for mileage, meals, lodging, and other relevant reimbursable expenses
Tuition Reimbursements	\$6,200	Employee tuition reimbursement-continuing education
Utilities	\$182,580	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	\$20,907	Conduit lease-Telecommunications-Niagara Mohawk, Verizon
Utilities	\$12,320	Internet services-Time Warner Cable Road Runner, Westelcom
Utilities	\$148,730	Natural Gas and Electricity-National Grid
Utilities	\$674,564	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	\$306,117	Pole Attachment Fees-Telecommunications-Chazy Westport Communications, TDS Edwards Telephone Co, Township Telephone Co, Frontier Communications, NYSEG, Niagara Mohawk, Verizon
Utilities	\$2,200,236	Sewage Treatment and leachate disposal-City of Watertown
Utilities	\$70,000	Underground locating services-Premier Utility Locating, Dig Safely
Utilities	\$773,529	Water Treatment and Municipal Water purchases-City of Watertown, T of Cape Vincent, V of Cape Vincent

Total Exemptions: \$17,870,890

Exclusions

Business Services (e.g. copying, advertising, secretarial, janitorial)	\$49,931	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	\$6,000	Hard cover book debinding for recycling hard books. Costs associated with the Authority's hard cover book recycling program. Specialized piece of equipment that requires OEM parts.
Services	\$360,000	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	\$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)	\$95,000	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)	\$149,800	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)	\$680,000	Telecom Division- Customer network, wireless tower service, central office enhancements, DOT road projects
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$74,000	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)	\$1,335,000	Specialized equipment (Solid Waste Management Facility)- dozer, excavator, tank trailer, truck tractor, service truck. Commodity purchases-no subcontracting opportunities.
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$175,000	Specialized equipment-Telecommunications. Standardized telecommunications DMDW equipment-must be able to communicate with existing equipment (Infinera)
Total Exclusions:		\$2,999,731

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%	\$1,665,636
	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%	\$5,316,855
	WBE	5.00%	16.00%	21.00%	
SC: Services/Consultants	MBE	1.00%	8.00%	9.00%	\$2,052,730
	WBE	9.00%	12.00%	21.00%	
Total	MBE	1.89%	7.11%	9.00%	\$9,035,221
	WBE	8.31%	12.69%	21.00%	

Goal Plan Documents

AGENCY OVERVIEW	  (PDF, 113.79 KB)	I-Agency Overview.pdf Filename: I-Agency_Overview_20220113140033_4695.pdf
DESCRIPTION OF PROCUREMENT STRATEGY	  (PDF, 111.17 KB)	II-Description of Procurement Strategy.pdf Filename: II-Description_of_Procurement_Strategy_20220113140047_3740.pdf
BOILERPLATE LANGUAGE	  (PDF, 3.33 MB)	III-Boilerplate Language.pdf Filename: III-Boilerplate_Language_20220113140058_2080.pdf
AGENCY M/WBE OPERATIONS / ORGANIZATIONAL CHART	  (PDF, 403.62 KB)	IV-Agency MWBE Operations and Organizational Chart.pdf Filename: IV-Agency_MWBE_Operations_and_Organizational_Chart_20220113140109_7529.pdf
OUTREACH EFFORTS	  (PDF, 112.88 KB)	V-Outreach Efforts.pdf Filename: V-Outreach_Efforts_20220113140120_6157.pdf
STANDARDIZED FORMS	  (PDF, 878.27 KB)	VI-Standardized Forms.pdf Filename: VI-Standardized_Forms_20220113140142_3161.pdf
ADDITIONAL DOCUMENTS	  (PDF, 79.20 KB)	Four Year Growth Plan.pdf Filename: Four_Year_Growth_Plan_20220525130313_4380.pdf

Additional Information

NOTES

[Customer Support](#)

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