

# Goal Management: View Goal Plan

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Development Authority of North Country  
 Time Frame: 4/1/2023 to 3/31/2024

FY 2324  
 Status: **Pending Review**

Withdraw & Resubmit Goal Plan

## Goal Plan

ORGANIZATION	Development Authority of North Country		
PERIOD	FY 2324		
TIME FRAME	4/1/2023 to 3/31/2024		
VERSION	Version 1		
STATUS	<b>Pending Review</b>		
SUBMITTED BY	<a href="#">Leslie Petrie</a> on 1/12/2023		<a href="#">View Action History</a>

## Goal Summary

	FY 2324	FY 2223	Difference
PROJECTED TOTAL AGENCY BUDGET	\$36,507,490	\$29,905,842	\$6,601,648
PROJECTED EXEMPT CONTRACTS AND EXPENDITURES	\$19,438,182	\$17,870,890	\$1,567,292
PROJECTED EXCLUDED CONTRACTS AND EXPENDITURES	\$2,447,276	\$2,999,731	(\$552,455)
AVAILABLE BUDGET FOR GOALS	\$14,622,032	\$9,035,221	\$5,586,811
TOTAL GOAL	30.00%	30.00%	0.00%

## Budget Explanations

BUDGET VARIANCE EXPLANATION  
 GOAL AMOUNT EXPLANATION

## Exemptions

Debt Service	\$1,053,965	Interest on Debt
Intergovernmental Charges	\$125,050	NYS Administrative Assessment
Intergovernmental Charges	\$6,150	Sponsorship costs of local government conference and expos
Intergovernmental Charges	\$700	Town of Cape Vincent rserve
Miscellaneous/Other	\$643,200	Insurance premiums less broker fees for liability and automobile insurance
OGS Centralized Services & Space Chargebacks	\$20,000	Automonile and equipment tire purchases off state contract (Goodyear). No MWBE resellers of Goodyear in the region.
OGS Centralized Services & Space Chargebacks	\$566,201	Bulk gasoline and diesel fuel deliveries purchased off state contract- no MWBE fuel delivery companies in region, WEX

		card fuel purchases
OGS Centralized Services & Space Chargebacks	\$84,140	IT commodity purchases off state contract including computers and peripherals- no subcontracting opportunities
OGS Centralized Services & Space Chargebacks	\$125,356	OGS leased office space in Dulles State Office Building, Watertown, NY
OGS Centralized Services & Space Chargebacks	\$40,000	Propane fuel deliveries off state contract- no MWBE propane fuel delivery companies in region.
Postage	\$10,159	Postage and shipping expenses- Pitney Bowes, Neopost, UPS, USPS, FedEx
Sole Source Contracts	\$290,594	Maintenance and Repair contracts and annual NYS calibration for certified trucks scales- Scale Service and Supply Maintenance and Repair contracts/ OEM parts for heavy equipment- Deere and Company, Milton Cat, Bobcat
Sole Source Contracts	\$308,744	Proprietary software/computer technical maintenance, licensing and software update expenses for current software programs used in Authority Division/Operations- Solarwinds, IV4, Enghouse Networks, NexGen, Knowbe4, Docusign, Pipelogix, Paradigm Software, SVA Consulting, Fraxion Spend Management, ERequestor, Zoho Corp, Bamboo HR, Portfolio Software, RTBOnBase, Scadatek, Win-911 software, VHB Engineering, Waypoint technology Group, EVO Studios, and GIS. ECMS Expenses.
Staff Expenses	\$29,748	125 Fees, 105 Fees Cobra Administration, Benefit Services Group, VDC expense
Staff Expenses	\$20,565	Disability insurance
Staff Expenses	\$9,125	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 Organization, North Country Alliance Local Development Corp., NYS Economic Development, Points North Housing Coalition, NYS Rural Housing Coalition, North Country Human Resources, Society for Human Resources, NYS Ag & Markets, NYS Assn of Solid Waste Management, Solid Waste Assn of North America, Greater Watertown Chamber of Commerce, St. Lawrence County Chamber of Commerce, Lewis County Chamber of Commerce
Staff Expenses	\$1,151,433	Employee and retiree health insurance premiums and prescription coverage premiums- Escellus Health Plan, Simply Prescriptions
Staff Expenses	\$15,000	Employee physicals, drug screening, on the job injuries
Staff Expenses	\$7,715,629	Employee wages- \$7,231,624 FICA- \$475,000 Unemployment- \$10,000
Staff Expenses	\$1,178,156	Host community benefits- contractual obligation paid to the Town of Rodman and Watertown City School district
Staff Expenses	\$821,675	NYS Pension for Employees
Staff Expenses	\$50,150	Staff training and development- Safety training, defensive driving, computer training, leadership training, professional conferences and seminars
Staff Expenses	\$35,520	Third party, temporary staffing/labor
Staff Expenses	\$186,191	Workers compensation insurance- State Insurance Fund/Lovell
Taxes, Fines, Fees & Assessment	\$700	Filing fees- Telecom mandatory local number portability filing fees

Taxes, Fines, Fees & Assessment	\$52,558	Investment banking fees
Taxes, Fines, Fees & Assessment	\$10,000	NYS DOT Fee
Taxes, Fines, Fees & Assessment	\$5,000	Regulatory permitting fees- SPDES, bulk petroleum storage, 364 permit, Title V, building permit fees
Taxes, Fines, Fees & Assessment	\$7,500	Trustee fees
Telephones	\$92,547	Landline and cellphone expenses- Verizon, Frontier, TDS Telecom, Creg Systems, Paetec, Verizon Wireless, Webex
Travel Reimbursements	\$76,311	Employee and board of directors travel reimbursements for mileage, meals, lodging, and other relevant reimbursable expenses
Utilities	\$211,260	Co-location expesne- Telecommunications- Frontier Citizens Comm of NY , Wholesale Carrier Servcies, Windstream, Level 3 Communications, TVC Albany, Windstream KDL, Cable Communications of Willsboro
Utilities	\$20,907	Conduit lease- Telecommunications- Niagara Mohawk, Verizon
Utilities	\$176,000	Natural gas and electric- National Grid
Utilities	\$965,696	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,irg, Westelecom, Windstream KDL
Utilities	\$291,717	Pole Attachment fees- Telecommunications- Chazy Westport Communications, TDS Edwards Telephone Co, Township Telephone Co, Frontier Communications, NYSEG, Niagara Mohawk, Verizon
Utilities	\$2,038,486	Sewage treatment and leachate disposal- City of Watertown
Utilities	\$62,000	Underground locating services- Premier Utility Locating, Dig Safely
Utilities	\$940,049	Water treatment and municipal water purchases- City of Watertown, Town of Cape Vincent, Village of Cape Vincent
<b>Total Exemptions: \$19,438,182</b>		

## Exclusions

Business Services (e.g. copying, advertising, secretarial, janitorial)	\$49,830	Local media for advertising, includes local newspapers, television, radio, websites used for the Authority's recycling public educaiton campaign, sponsored household hazardous waste collection events and other Authority advertising needs.
Business Services (e.g. copying, advertising, secretarial, janitorial)	\$79,680	Office cleaning servies, employee uniforms- both have been bid out multiple times with no MWBE response
Services	\$7,500	Hard cover book debinding for recycling hard books. Cost associated with the Authority's hard cover book recycling program. Specialized piece of equipment that requires OEM parts.
Services	\$300,000	Mattress recycling- costs associated with the Authority's mattress recycling programs in Jefferson, Lewis, and St. Lawrence counties. Triad (Casella) recycling is the only NYS licensed mattress recycling center in NYS. No MWBE subcontracting opportunities.



Services	\$100,000	Residential Household Hazardous Waste Collection Events-vey limited number of qualified, licensed firms to perform this service due to required special permits, liability, insuracne, licenses. Highly regulated. No MWBE subcontracting opportunities.
Special Trade Contractors (e.g. plumbing, heating, surveying)	\$157,666	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)	\$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)	\$188,000	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)	\$1,035,600	Specialized equipment (Solid Waste Management Facility)-excavator, tank trailer, snow blower, loader. Commodity purchases-no subcontracting opportunities.
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$360,000	Specialized equipment-Telecommunications. Standardized telecommunications DMDW equipment-must be able to communicate with existing equipment (Infinera)
Total Exclusions:		\$2,447,276

## 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%	\$3,152,229

	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%	\$2,357,866
	WBE	5.00%	16.00%	21.00%	
SC: Services/Consultants	MBE	1.00%	8.00%	9.00%	\$9,111,937
	WBE	9.00%	12.00%	21.00%	
Total	MBE	2.56%	6.44%	9.00%	\$14,622,032
	WBE	10.30%	10.70%	21.00%	

## Goal Plan Documents

AGENCY OVERVIEW	(PDF, 113.19 KB)	Agency Overview.pdf Filename: Agency_Overview_20230112132337_3239.pdf
DESCRIPTION OF PROCUREMENT STRATEGY	(PDF, 110.19 KB)	Description of Procurement Strategy.pdf Filename: Description_of_Procurement_Strategy_20230112132414_2714.pdf
BOILERPLATE LANGUAGE	(PDF, 19.99 KB)	Boilerplate Language.pdf Filename: Boilerplate_Language_20230112132606_8600.pdf
AGENCY M/WBE OPERATIONS / ORGANIZATIONAL CHART	(PDF, 67.56 KB)	org chart 1.pdf Filename: org_chart_1_20230112132629_8022.pdf
OUTREACH EFFORTS	(PDF, 110.86 KB)	Outreach Efforts.pdf Filename: Outreach_Efforts_20230112132741_3553.pdf
STANDARDIZED FORMS	(PDF, 20.19 KB)	Standardized Forms.pdf Filename: Standardized_Forms_20230112132902_5017.pdf
ADDITIONAL DOCUMENTS	(PDF, 1.21 MB)	09.2 TEMPLATE IFB FOR COMMODITIES FINAL 11-8-2022.pdf Filename: 09.2_TEMPLATE_IFB_FOR_COMMODITIES_FINAL_11-8-2022_20230112133026_1460.pdf
	(PDF, 1.38 MB)	09.2.1 TEMPLATE IFB FOR CONSTRUCTION FINAL 11-8-2022.pdf Filename: 09.2.1_TEMPLATE_IFB_FOR_CONSTRUCTION_FINAL_11-8-2022_20230112133025_3512.pdf
	(PDF, 0.93 MB)	10.02 TEMPLATE RFP PROFESSIONAL SERVICES FINAL 11-8-2022.pdf Filename: 10.02_TEMPLATE_RFP_PROFESSIONAL_SERVICES_FINAL_11-8-2022_20230112133027_3992.pdf
	(PDF, 523.04 KB)	APPENDIX A-STANDARD TERMS CONDITIONS MANDATORY CLAUSES final 5-3-2022.pdf Filename: APPENDIX_A-STANDARD_TERMS_CONDITIONS_MANDATORY_CLAUSES_final_5-3-2022_20230112133027_4487.pdf
	(PDF, 8.17 KB)	I. MWBE Goals.pdf Filename: I._MWBE_Goals_20230112132955_9363.pdf
	(PDF, 79.20 KB)	II. Four Year Growth Plan.pdf Filename: II._Four_Year_Growth_Plan_20230112133001_8145.pdf
	(PDF, 306.57 KB)	III- Program Changes.pdf

	Filename: III-Program_Changes_20230112133011_6483.pdf
(PDF, 292.41 KB)	IV. V. VI.pdf
	Filename: IV._V._VI_20230112133040_1439.pdf
(PDF, 67.56 KB)	org chart 1.pdf
	Filename: org_chart_1_20230112133028_7582.pdf

## Additional Information

### NOTES

The goal plan document categories above do not coincide with what was requested on the Goal Plan Update 2324 document. I have uploaded our entire goal plan under additional documents using the format that was requested:

- I) MBE and WBE Goals
- II) FY2023-24 Four Year Growth Plan Update
- III) Program Changes
- IV) Agency Specific Program Accomplishments
- V) Upcoming Conferences, Workshops and/or Seminars
- VI) New Initiatives