

Goal Management: View Goal Plan



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Development Authority of North Country
Time Frame: 4/1/2025 to 3/31/2026

FY 2526
Status: **Accepted**

Goal Plan

ORGANIZATION	Development Authority of North Country
GOAL PLAN TYPE	Annual Goal Plan
PERIOD	FY 2526
TIME FRAME	4/1/2025 to 3/31/2026
VERSION	Version 1
STATUS	Accepted
SUBMITTED BY	Robin Davis on 9/15/2025 View Action History

Update Goal Plan

Acceptance Letter(s)

Actions	Sent By	Date	Letter Type	Viewed
View Letter	Lida Attenborough	12/12/2025	Goal Plan Accepted (DANC for FY 2526)	

Goal Summary

	FY 2526	FY 2425	Difference
PROJECTED TOTAL AGENCY BUDGET	\$31,820,625	\$32,139,427	(\$318,802)
PROJECTED EXEMPT CONTRACTS AND EXPENDITURES	\$22,974,282	\$20,432,804	\$2,541,478
PROJECTED EXCLUDED CONTRACTS AND EXPENDITURES	\$2,047,203	\$4,580,097	(\$2,532,894)
AVAILABLE BUDGET FOR GOALS	\$6,799,140	\$7,126,526	(\$327,386)
TOTAL GOAL	30.00%	30.00%	0.00%

Budget Explanations

BUDGET VARIANCE EXPLANATION	There was a decrease in the annual capital budget for FY2526
GOAL AMOUNT EXPLANATION	

Exemptions

Debt Service	\$75,000	Debt issuance cost
Debt Service	\$978,646	Debt Services- interest expense
Intergovernmental Charges	\$7,750	Book Debinding
Intergovernmental Charges	\$125,049	NYS Administrative assessment
Intergovernmental Charges	\$7,250	Sponsorship cost of local government conference and expos
Intergovernmental Charges	\$1,700	Town of Cape Vincent reserves
Miscellaneous/Other	\$769,100	Insurance premiums less broker fees for liability
Miscellaneous/Other	\$78,200	vehicle insurance

OGS Centralized Services & Space Chargebacks	\$425,000	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	\$144,603	Auto/light truck fuel	
OGS Centralized Services & Space Chargebacks	\$30,000	Automobile and equipment tire purchases off state contract (Goodyear). No MWBE resellers of Goodyear in the region.	
OGS Centralized Services & Space Chargebacks	\$91,840	Computer equipment	
OGS Centralized Services & Space Chargebacks	\$152,350	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.	
OGS Centralized Services & Space Chargebacks	\$912,000	Specialized equipment (Solid Waste Management Facility)- waste dozer, articulated hauler, landfill compactor, security cameras to be purchased via state contract. These are OGS or Piggy back purchases of a leachate truck tractor, wheel loader replacement and min excavator. These types of purchases can either be OGS centralized contract or piggyback off of another NYS entities IFB/RFP which specifically allows for piggybacking. In FY2526 the \$912,000 consisted of a leachate truck, a loader and a mini excavator. All three items (leachate truck, loader and mini excavator) have been purchased in FY2526 and they have each been purchased using OGS centralized contracts	
Postage	\$7,350	Postage and shipping expenses- Pitney Bowes, Neopost, UPS, USPS, FedEx	
Sole Source Contracts	\$53,300	ECMS Expense	View Linked Contracts
Sole Source Contracts	\$45,440	GIS	View Linked Contracts
Sole Source Contracts	\$294,224	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	View Linked Contracts
Sole Source Contracts	\$264,455	Programming and software Proprietary software/computer technical 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 Management, ERequestor, Zoho Corp, Bamboo HR, Portfol Software, RTBOnBase, Scadatek, Win-911 software, VHB Engineering, Waypoint technology Group, EVO Studios, and GIS. ECMS Expenses.	View Linked Contracts
Sole Source Contracts	\$23,351	SCADA	View Linked Contracts
Sole Source Contracts	\$6,210	Web Page Design & Maintenance	View Linked Contracts
Staff Expenses	\$1,451,306	Administrative Wages	
Staff Expenses	\$10,900	Benefit Admin Fees	
Staff Expenses	\$23,305	Continuing education	
Staff Expenses	\$13,500	Dues & Subscriptions Dues, memberships, subscriptions to job related professional organizations/publications- NYS Assn for Reduction, Resuse & recycling, Rural Water Assn, Jefferson County Highwat Assn, Fort Drum Regional Liason Organization, North Country Alliance Local Deveopment 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	\$15,760	Employees Physicals and Screenings	
Staff Expenses	\$967,250	Engineering Wages	
Staff Expenses	\$614,544	FICA Expense	
Staff Expenses	\$1,268,320	Health Insurance	
Staff Expenses	\$11,379	Misc. employee cost	
Staff Expenses	\$1,555,419	MMF Wages	
Staff Expenses	\$234,265	Next Move NyWages	
Staff Expenses	\$1,238,104	NYS Pension Expense	
Staff Expenses	\$247,550	Overtime Wages- \$177349 On- Call Stipend-\$70201	
Staff Expenses	\$306,902	Regional Development Wages	
Staff Expenses	\$135,750	retiree health insurance premiums and prescription coverage premiums- Excellus Health Plan, Simply Prescriptions	
Staff Expenses	\$1,492,566	Technology Wages	
Staff Expenses	\$76,220	Training and development Safety training, defensive driving, computer training, leadership training, professional conferences and seminars, misc employee costs	
Staff Expenses	\$31,639	VDC Expense	
Staff Expenses	\$241,564	Workers comp- \$201 Disability Insurance-\$29601 Unemployment_\$10000	
Staff Expenses	\$2,230,605	WQ Wages	
Taxes, Fines, Fees & Assessment	\$700	Filing Fees- Telecom Mandatory local number portability filing fees	
Taxes, Fines, Fees & Assessment	\$1,251,402	Host Community Benefit	
Taxes, Fines, Fees & Assessment	\$54,628	investment banking fees	
Taxes, Fines, Fees & Assessment	\$5,000	Regulatory permitting fees- SPDES, bulk petroleum storage, 364 permit, Title V, building permit fees	
Taxes, Fines, Fees & Assessment	\$13,500	trustee Fees	
Telephones	\$63,100	cellular services Landline and cellphone expenses- Verizon, Frontier, TDS Telecom, Creg Systems, Paetec, Verizon Wireless, Webex, and other admin communications	
Telephones	\$19,009	Landline and cellphone expenses- Verizon, Frontier, TDS Telecom, Creg Systems, Paetec, Verizon Wireless, Webex, and other admin communications	
Travel Reimbursements	\$98,254	Employee and board of directors travel reimbursements for mileage, meals, lodging, and other relevant reimbursable expenses	
Utilities	\$2,115,339	Sewage treatment and leachate disposal- City of Watertown	View Linked Contracts
Utilities	\$243,240	Co-location expesne- Telecommunications- Frontier Citizens Comm of NY , Wholesale Carrier Servcies, Windstream, Level 3 Communications, TVC Albany, Windstream KDL, Cable Communications of Willsboro	View Linked Contracts
Utilities	\$20,907	Conduit lease	View Linked Contracts
Utilities	\$175,500	Natural gas and electric- National Grid	View Linked Contracts
Utilities	\$767,496	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	View Linked Contracts

Utilities	\$17,900	Other Communications	View Linked Contracts
Utilities	\$399,764	Pole Attachment fees- Telecommunications- Chazy Westport Communications, TDS Edwards Telephone Co, Township Telephone Co, Frontier Communications, NYSEG, Niagara Mohawk, Verizon	View Linked Contracts
Utilities	\$70,000	Underground locating services- Premier Utility Locating, Dig Safely	View Linked Contracts
Utilities	\$958,877	Water treatment and municipal water purchases- City of Watertown, Town of Cape Vincent, Village of Cape Vincent	View Linked Contracts
Total Exemptions:		\$22,974,282	

Exclusions

Services	\$40,089	Employee Uniforms	
Services	\$169,000	Residential Household Hazardous Waste Collection Events- vey limited number of qualified, licensed firms to perform this service due to required special permits, liability, insurance, licenses. Highly regulated. No MWBE subcontracting opportunities. ESD approved this IYE 12-13-24	
Special Trade Contractors (e.g. plumbing, heating, surveying)	\$144,200	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 ESD approved this IYE 3-12-2025	
Special Trade Contractors (e.g. plumbing, heating, surveying)	\$85,000	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. The contract start/end date is 3/10/2022-3/10/2026	
Special Trade Contractors (e.g. plumbing, heating, surveying)	\$234,282	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)	\$150,000	Telecom Division- central office enhancements	
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$324,632	Specialized equipment (Admin)server equipment, ESRI software	
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$900,000	Specialized equipment-Telecommunications. Standardized telecommunications DWDM equipment, ethernet equipment	
Total Exclusions:		\$2,047,203	

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%	\$1,296,264
	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%	\$3,916,006
	WBE	5.00%	16.00%	21.00%	
SC: Services/Consultants	MBE	1.00%	8.00%	9.00%	\$1,586,870
	WBE	9.00%	12.00%	21.00%	
Total	MBE	1.95%	7.05%	9.00%	\$6,799,140
	WBE	8.41%	12.59%	21.00%	

Goal Plan Documents

AGENCY OVERVIEW	(PDF, 140.08 KB)	1- Agency Overview.pdf Filename: 1-_Agency_Overview_20250115095326_8277.pdf
POLICY STATEMENT/MWBE GOALS FOR CONTRACTS	(PDF, 136.46 KB)	2- Policy Statement X.pdf Filename: 2-_Policy_Statement_X_20250115095613_6489.pdf
DESCRIPTION OF PROCUREMENT STRATEGY	(PDF, 137.14 KB)	Description of Procurement Strategy.pdf Filename: Description_of_Procurement_Strategy_20250115094835_4924.pdf
AGENCY SPECIFIC GOALS	(PDF, 182.21 KB)	I. MWBE WBE Goals.pdf Filename: I._MWBE_WBE_Goals_20250115095513_5543.pdf
BOILERPLATE LANGUAGE	(PDF, 525.44 KB)	09.2 TEMPLATE IFB FOR COMMODITIES.pdf Filename: 09.2_TEMPLATE_IFB_FOR_COMMODITIES_20250115095714_1833.pdf
	(PDF, 801.04 KB)	09.2.1 TEMPLATE IFB FOR CONSTRUCTION.pdf Filename: 09.2.1_TEMPLATE_IFB_FOR_CONSTRUCTION_20250115095716_4909.pdf
	(PDF, 795.03 KB)	09.2.2 TEMPLATE IFB FOR FIBER CABLE CONSTRUCTION.pdf Filename: 09.2.2_TEMPLATE_IFB_FOR_FIBER_CABLE_CONSTRUCTION_20250115095716_5550.pdf
	(PDF, 2.11 MB)	APPENDIX B-BIDDER S CHECKLIST Last Revision 8-8-2024 Next Revision 8-8-2025.pdf Filename: APPENDIX_B-BIDDER_S_CHECKLIST_Last_Revision_8-8-2024_Next_Revision_8-8-2025_20250115095715_4029.pdf
	(PDF, 289.54 KB)	APPENDIX D - INSURANCE REQUIREMENTS Last Revision 5-7-2024 Next Revision 5-7-2025.pdf Filename: APPENDIX_D_-_INSURANCE_REQUIREMENTS_Last_Revision_5-7-2024_Next_Revision_5-7-2025_20250115095714_8272.pdf
	(PDF, 354.58 KB)	IFB RFP PROCEDURE AND GUIDANCE.pdf Filename: IFB_RFP_PROCEDURE_AND_GUIDANCE_20250115095713_5568.pdf
	(PDF, 160.57 KB)	III iii- Progam Changes.pdf Filename: III_iii-_Progam_Changes_20250115095712_3923.pdf
	(PDF, 443.93 KB)	MWBE MONTHLY UTILIZATION PAYMENT REPORT FORM version 3.pdf Filename: MWBE_MONTHLY_UTILIZATION_PAYMENT_REPORT_FORM_version_3_20250115095712_3409.pdf
	(PDF, 462.39 KB)	TEMPLATE RFP SERVICES.pdf Filename: TEMPLATE_RFP_SERVICES_20250115095713_4523.pdf
	OUTREACH EFFORTS	(PDF, 117.37 KB)
(PDF, 102.72 KB)		V. Upcoming Conferences Workshops and-or Seminars.pdf

Filename: V_Upcoming_Conferences_Workshops_and-or_Seminars_20250115101731_2808.pdf

STANDARDIZED FORMS (PDF, 719.99 KB)

Standardized Forms.pdf

Filename: Standardized_Forms_20250115095911_2124.pdf

ORGANIZATIONAL/FLOW CHART (PDF, 120.33 KB)

Flow Chart.pdf

Filename: Flow_Chart_20250115100027_3333.pdf

FOUR YEAR GROWTH PLAN (XLSX, 16.46 KB)

II. Four Year Growth Plan FY2526 -FY2829.xlsx

Filename: II_Four_Year_Growth_Plan_FY2526_-FY2829_20250115094433_8843.xlsx

Additional Information

NOTES

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