

# Goal Management: View Goal Plan

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Development Authority of North Country  
 Time Frame: 4/1/2024 to 3/31/2025

FY 2425  
 Status: **Pending Review**

Withdraw & Resubmit Goal Plan

## Goal Plan

ORGANIZATION	Development Authority of North Country		
GOAL PLAN TYPE	Master Goal Plan		
PERIOD	FY 2425		
TIME FRAME	4/1/2024 to 3/31/2025		
VERSION	Version 1		
STATUS	<b>Pending Review</b>		
SUBMITTED BY	<a href="#">Leslie Petrie</a> on 1/11/2024		<a href="#">View Action History</a>

## Goal Summary

	FY 2425	FY 2324 <b>Pending Review</b>	Difference
PROJECTED TOTAL AGENCY BUDGET	\$32,139,427	\$36,507,490	(\$4,368,063)
PROJECTED EXEMPT CONTRACTS AND EXPENDITURES	\$20,432,804	\$19,438,182	\$994,622
PROJECTED EXCLUDED CONTRACTS AND EXPENDITURES	\$4,580,097	\$2,447,276	\$2,132,821
AVAILABLE BUDGET FOR GOALS	\$7,126,526	\$14,622,032	(\$7,495,506)
TOTAL GOAL	30.00%	30.00%	0.00%

## Budget Explanations

BUDGET VARIANCE EXPLANATION	There was a decrease in capital expenditures for FY25.
GOAL AMOUNT EXPLANATION	

## Exemptions

Debt Service	\$50,000	Debt issuance cost
Debt Service	\$1,292,236	Interest on Debt, lease ROU
Intergovernmental Charges	\$125,050	NYS Administrative Assessment
Intergovernmental Charges	\$4,620	Sponsorship costs of local government conference and expos
Intergovernmental Charges	\$1,700	Town of Cape Vincent reserves
Miscellaneous/Other	\$710,200	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	\$567,189	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	\$73,140	IT commodity purchases off state contract including computers and peripherals- no subcontracting opportunities	
OGS Centralized Services & Space Chargebacks	-\$124,940	Lease ROU	
OGS Centralized Services & Space Chargebacks	\$123,550	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	\$10,797	Postage and shipping expenses- Pitney Bowes, Neopost, UPS, USPS, FedEx	
Sole Source Contracts	\$15,000	Computer Maintenance	<a href="#">View Linked Contracts</a>
Sole Source Contracts	\$293,094	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	<a href="#">View Linked Contracts</a>
Sole Source Contracts	\$352,420	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, Portfolio Software, RTBOnBase, Scadatak, Win-911 software, VHB Engineering, Waypoint technology Group, EVO Studios, and GIS. ECMS Expenses.	<a href="#">View Linked Contracts</a>
Sole Source Contracts	\$21,750	SCADA	<a href="#">View Linked Contracts</a>
Sole Source Contracts	\$6,122	Web page design and maintenance	<a href="#">View Linked Contracts</a>
Staff Expenses	\$28,112	Disability Insurance	
Staff Expenses	\$11,225	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, Scoiety 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	\$1,227,501	Employee and retiree health insurance premiums and prescription coverage premiums- Escellus Health Plan, Simply Prescriptions	
Staff Expenses	\$17,628	Employee physicals, drug screening, on the job injuries	
Staff Expenses	\$8,231,959	Employee wages- \$7,716,900 FICA- \$505,059 Unemployment- \$10,000	
Staff Expenses	\$1,045,936	NYS Pension for Employees	
Staff Expenses	\$78,765	Staff training and development- Safety training, defensive driving, computer training, leadership training, professional	

		conferences and seminars, misc employee costs	
Staff Expenses	\$19,967	VDC expense, benefit admin fees	
Staff Expenses	\$177,771	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	\$1,189,089	Host community benefits- contractual obligation paid to the Town of Rodman and Watertown City School district	
Taxes, Fines, Fees & Assessment	\$54,089	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	\$7,500	Trustee fees	
Telephones	\$101,669	Landline and cellphone expenses- Verizon, Frontier, TDS Telecom, Creg Systems, Paetec, Verizon Wireless, Webex, and other admin communications	
Travel Reimbursements	\$91,329	Employee and board of directors travel reimbursements for mileage, meals, lodging, and other relevant reimburseable expenses	
Utilities	\$210,840	Co-location expesne- Telecommunications- Frontier Citizens Comm of NY , Wholesale Carrier Servcies, Windstream, Level 3 Communications, TVC Albany, Windstream KDL, Cable Communications of Willsboro	<a href="#">View Linked Contracts</a>
Utilities	\$20,907	Conduit lease- Telecommunications- Niagara Mohawk, Verizon	<a href="#">View Linked Contracts</a>
Utilities	\$175,500	Natural gas and electric- National Grid.	<a href="#">View Linked Contracts</a>
Utilities	\$774,216	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	<a href="#">View Linked Contracts</a>
Utilities	\$367,128	Pole Attachment fees- Telecommunications- Chazy Westport Communications, TDS Edwards Telephone Co, Township Telephone Co, Frontier Communications, NYSEG, Niagara Mohawk, Verizon	<a href="#">View Linked Contracts</a>
Utilities	\$2,019,087	Sewage treatment and leachate disposal- City of Watertown	<a href="#">View Linked Contracts</a>
Utilities	\$68,000	Underground locating services- Premier Utility Locating, Dig Safely	<a href="#">View Linked Contracts</a>
Utilities	\$926,958	Water treatment and municipal water purchases- City of Watertown, Town of Cape Vincent, Village of Cape Vincent	<a href="#">View Linked Contracts</a>
<b>Total Exemptions:</b>		<b>\$20,432,804</b>	

## Exclusions

Business Services (e.g. copying, advertising, secretarial, janitorial)	\$56,964	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.
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Services	\$7,750	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	\$180,188	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	\$38,445	Office cleaning servies, employee uniforms- both have been bid out multiple times with no MWBE response	
Services	\$170,000	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)	\$90,000	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)	\$212,550	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)	\$215,000	Telecom Division- central office enhancements	
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$150,200	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	<a href="#">View Linked Contracts</a>
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$317,000	Specialized equipment (Admin)server equipment, ESRI software	<a href="#">View Linked Contracts</a>
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$38,000	Specialized equipment (ASL) security cameras to be procured via state contract	<a href="#">View Linked Contracts</a>
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$2,504,000	Specialized equipment (Solid Waste Management Facility)- waste dozer, articulated hauler, landfill compactor, security cameras to be pruchased via state contract	<a href="#">View Linked Contracts</a>
Wholesale/Retail Goods (e.g. hospital supplies, office products, equipment)	\$600,000	Specialized equipment-Telecommunications. Standardized telecommunications DWDM equipment, ethernet equipment	<a href="#">View Linked Contracts</a>

Total Exclusions: \$4,580,097

## 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%	\$1,344,223
	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%	\$4,114,854
	WBE	5.00%	16.00%	21.00%	
SC: Services/Consultants	MBE	1.00%	8.00%	9.00%	\$1,667,449
	WBE	9.00%	12.00%	21.00%	
Total	MBE	1.93%	7.07%	9.00%	\$7,126,526
	WBE	8.39%	12.61%	21.00%	

## Goal Plan Documents

AGENCY OVERVIEW	(PDF, 113.78 KB)	1- Agency Overview X.pdf Filename: 1-_Agency_Overview_X_20240111142857_9468.pdf
POLICY STATEMENT/MWBE GOALS FOR CONTRACTS	(PDF, 110.41 KB)	2- Policy Statement X.pdf Filename: 2-_Policy_Statement_X_20240111142928_5860.pdf
DESCRIPTION OF PROCUREMENT STRATEGY	(PDF, 282.96 KB)	3- Description of Procurement Strategy X.pdf Filename: 3- _Description_of_Procurement_Strategy_X_20240111142947_1568.pdf
AGENCY SPECIFIC GOALS	(PDF, 515.32 KB)	4- Agency Specific Goals X.pdf Filename: 4-_Agency_Specific_Goals_X_20240111142959_4001.pdf
SELF DETERMINATION STATEMENT	(PDF, 113.43 KB)	5- Self Determination Statement X.pdf Filename: 5-_Self_Determination_Statement_X_20240111143015_6312.pdf
COPY OF AGENCY RELATED LEGISLATION	(PDF, 634.63 KB)	6- Agency Related Legislation X.pdf Filename: 6-_Agency_Related_Legislation_X_20240111143115_3843.pdf
BOILERPLATE LANGUAGE	(PDF, 3.24 MB)	7- Boilerplate Language X.pdf Filename: 7-_Boilerplate_Language_X_20240111143443_5671.pdf
ADMINISTRATIVE UNIT'S RESPONSIBILITIES	(PDF, 112.97 KB)	9- Administrative Unit s Responsibilities X.pdf Filename: 9- _Administrative_Unit_s_Responsibilities_X_20240111143543_4796.pdf
CONTRACT COMPLIANCE UNIT'S RESPONSIBILITIES	(PDF, 104.03 KB)	10- Contract Compliance Unit s Responsibilities X.pdf Filename: 10- _Contract_Compliance_Unit_s_Responsibilities_X_20240111143556_8286.pdf
OUTREACH EFFORTS	(PDF, 108.00 KB)	11- Outreach Efforts X.pdf Filename: 11-_Outreach_Efforts_X_20240111143608_8192.pdf
PROCEDURES FOR RESOLUTION OF	(PDF, 106.94 KB)	13- Procedures for Resolution of Contractor Issues X.pdf

CONTRACTOR ISSUES		Filename: 13- _Procedures_for_Resolution_of_Contractor_Issues_X_20240111143620_9598.pdf
STANDARDIZED FORMS	(PDF, 794.95 KB)	14- Standardized Forms X.pdf Filename: 14-_Standardized_Forms_X_20240111143820_5180.pdf
AGENCY INITIATIVES/DETERMINATION FOR AREAS OF BUSINESS DEVELOPMENT	(PDF, 6.68 KB)	16- Agency Initiatives X.pdf Filename: 16-_Agency_Initiatives_X_20240111143837_8461.pdf
PREVIOUSLY EXCLUDED CONTRACTS	(PDF, 4.21 KB)	18- Previously Excluded Contracts X.pdf Filename: 18-_Previously_Excluded_Contracts_X_20240111143854_9315.pdf
ORGANIZATION AMENDMENTS' SECTION	(PDF, 176.61 KB)	N.pdf Filename: N_20240111144533_2723.pdf
FOUR YEAR GROWTH PLAN	(PDF, 25.22 KB)	Four Year Growth Plan 2024-2028.pdf Filename: Four_Year_Growth_Plan_2024-2028_20240111143953_9077.pdf
ADDITIONAL DOCUMENTS	(PDF, 78.35 KB)	12- Flow Chart X.pdf Filename: 12-_Flow_Chart_X_20240111144428_8256.pdf
	(PDF, 386.57 KB)	8- MWBE Program Responsibilities X.pdf Filename: 8-_MWBE_Program_Responsibilities_X_20240111144428_8519.pdf

<b>Additional Information</b>
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