

The Legislature of Rockland County



MICHAEL M. GRANT
LEGISLATOR – DISTRICT 2
CHAIR, BUDGET & FINANCE COMMITTEE

Members Present:

Leg. M. Grant, Chair
Leg. A. Wolfe, Vice Chair
Leg. H. Cornell
Leg. T. Earl
Leg. J. Hood, Jr.
Leg. N. Low-Hogan
Leg. J. Murphy
Leg. F. Sparaco

Members Absent:

Leg. I. Schoenberger
Leg. P. Soskin

Others Present:

Leg. C. Carey
Leg. A. Paul
Leg. B. Kantrowitz
Leg. D. Jobson
P. Brennan
B. Gruffi
M. Drummond
S. Grogan
J. Molof
R. Brega

R. McKay, Esq
N. Doliner
S. Powers
S. DeGroat
A. Connors
S. Cerra
D. Schuetz
M. Haesche
J. Parietti
D. Pauldine

MINUTES
BUDGET & FINANCE COMMITTEE
TUESDAY, JUNE 10, 2014
7:15 PM

ADOPTION OF MINUTES, MEETING OF MAY 27, 2014

MOTION TO ADOPT:
WOLFE/MURPHY

UNAN

I. BONDS/PUBLIC WORKS MATTER:

1PPW) REF. #8896 - APPROVING AN ANNUAL MAINTENANCE SERVICE AGREEMENT BETWEEN THE COUNTY OF ROCKLAND AND MOTOROLA, INC. IN ORDER FOR MOTOROLA, INC. TO PERFORM ON-SITE MAINTENANCE OF THE COUNTY'S PLANT VESTA PALLAS WORKSTATIONS LOCATED AT THE SHERIFF'S COMMUNICATION CENTER AND THE CLARKSTOWN POLICE DEPARTMENT IN AN AMOUNT NOT TO EXCEED \$100,937.40 FOR THE PERIOD JANUARY 1, 2014 THROUGH DECEMBER 31, 2014 AND AUTHORIZING THE EXECUTION OF THIS AGREEMENT BY THE COUNTY EXECUTIVE (OFFICE OF FIRE AND EMERGENCY SERVICES) (\$100,937.40) (GORDON W. WREN, DIRECTOR FIRE & EMERGENCY)
DL#2014-01893

(TRANSFERRED FROM PPW)

ADDED SPONSORS: LEGS. WOLFE, GRANT, JOBSON, PAUL, MORONEY

MOTION TO APPROVE:
HOOD, JR./LOW-HOGAN

UNAN

ADDED SPONSORS: LEGS. CORNELL, EARL, HOOD, JR., SPARACO

2PPW) REF. #0107 - AUTHORIZING AND DIRECTING THE CLERK TO THE LEGISLATURE TO ADVERTISE FOR BIDS - FIRE TRAINING CENTER BUILDING IMPROVEMENTS ADMINISTRATION BUILDING ROOF REPLACEMENT CAPITAL PROJECT NO. 1864 (DEPARTMENT OF GENERAL SERVICES - FACILITIES MANAGEMENT)
(GERRY WALSH, COMMISSIONER DGS-PURCHASING)
DL#2014-02056

(TRANSFERRED FROM PPW)

ADDED SPONSORS: LEGS. WOLFE, GRANT, JOBSON, PAUL, MORONEY

MOTION TO APPROVE:
EARL/SPARACO

UNAN

ADDED SPONSORS: LEGS. CORNELL, EARL, HOOD, JR., SPARACO

3PPW) REF. #0107 - AUTHORIZING AND DIRECTING THE CLERK TO THE LEGISLATURE TO ADVERTISE FOR BIDS - FIRE TRAINING CENTER BUILDING & INFRASTRUCTURE IMPROVEMENTS ROOFTOP HVAC UNITS REPLACEMENT CAPITAL PROJECT NO. 1865 (DEPARTMENT OF GENERAL SERVICES - FACILITIES MANAGEMENT)
(GERRY WALSH, COMMISSIONER DGS-PURCHASING)
DL#2014-02061

(TRANSFERRED FROM PPW)

ADDED SPONSORS: LEGS. WOLFE, GRANT, JOBSON, PAUL, MORONEY

MOTION TO APPROVE:
CORNELL/WOLFE

UNAN

ADDED SPONSORS: LEGS. CORNELL, EARL, HOOD, JR., SPARACO

4PPW) REF.#2994 - APPROVING ADDITIONAL PURCHASES IN EXCESS OF \$100,000 FROM BREGA DOT MAINTENANCE CORP. FOR BUS FLEET - INSPECTION, PREVENTIVE MAINTENANCE AND REPAIR FOR THE DEPARTMENT OF PUBLIC TRANSPORTATION IN AN ADDITIONAL AMOUNT OF \$40,000 FOR THE INITIAL PERIOD OF THE CONTRACT FROM JUNE 1, 2013 THROUGH MAY 30, 2014 AND APPROVING THE FIRST OPTION TERM OF THE CONTRACT IN THE AMOUNT OF \$274,148.37 AND AN EXTENSION OF THE TERM OF THE CONTRACT FROM JUNE 1, 2014 THROUGH MAY 30, 2015 FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$588,296.74 FOR THE PERIOD FROM JUNE 1, 2013 THROUGH MAY 30, 2015 WITH THREE (3) ADDITIONAL ONE (1) YEAR OPTIONS WITH ALL PURCHASES TO BE MADE BY FORMAL PURCHASE ORDER UNDER RFB-RC-2013-001 (DEPARTMENT OF GENERAL SERVICES - DIVISION OF PURCHASING) (\$588,296.74)
(GERRY WALSH, COMMISSIONER DGS-PURCHASING)
DL#2014-01752
ADDITIONAL BACK-UP WITH CLERK

(TRANSFERRED FROM PPW)

ADDED SPONSORS: LEGS. WOLFE, JOBSON, PAUL, MORONEY

MOTION TO APPROVE:
HOOD, JR./LOW-HOGAN

UNAN

ADDED SPONSORS: LEGS. CORNELL, EARL, HOOD, JR., SPARACO

5PPW) REF. #9355 - APPROVING AN AMENDMENT AND EXTENSION TO AN AGREEMENT IN EXCESS OF \$100,000 WITH GOOSETOWN ENTERPRISES, INC. D/B/A/ GOOSETOWN COMMUNICATIONS FOR RADIO EQUIPMENT/EMERGENCY VEHICLE ACCESSORIES, MAINTENANCE, REPAIR AND INSTALLATION FOR VARIOUS COUNTY DEPARTMENTS ON AN AS NEEDED BASIS IN THE ADDITIONAL AMOUNT OF \$100,000 AND TO EXTEND THE TERM FROM JULY 15, 2014 THROUGH JULY 14, 2015 FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$324,721.50 FOR THE PERIOD FROM JULY 15, 2013 THROUGH JULY 14, 2015 WITH TWO (2) ADDITIONAL ONE YEAR TERMS WITH ALL PURCHASES TO BE MADE BY FORMAL PURCHASE ORDER UNDER RFB-RC-2013-042 (DEPARTMENT OF GENERAL SERVICES - DIVISION OF PURCHASING) (\$324,721.50)
(GERRY WALSH, COMMISSIONER DGS-PURCHASING)
DL#2014-01751

(TRANSFERRED FROM PPW)

ADDED SPONSORS: LEGS. WOLFE, GRANT, JOBSON, PAUL, MORONEY

**MOTION TO APPROVE:
CORNELL/LOW-HOGAN**

UNAN

ADDED SPONSORS: LEGS. CORNELL, EARL, HOOD, JR., SPARACO

2. GRANTS/DONATIONS:

2A) REF. #6704- APPROVING AN INTERMUNICIPAL COOPERATION AGREEMENT BETWEEN THE COUNTY OF ROCKLAND AND THE TOWN OF HAVERSTRAW POLICE DEPARTMENT IN AN AMOUNT NOT TO EXCEED \$60,000 (NCTD) FOR THE PERIOD APRIL 1, 2014 THROUGH DECEMBER 31, 2015 IN ORDER FOR SAID TOWN TO PROVIDE AN EXPERIENCED DOMESTIC VIOLENCE OFFICER IN CONNECTION WITH AN ENHANCED DOMESTIC VIOLENCE PROSECUTION PROGRAM GRANT THAT WAS PREVIOUSLY ACCEPTED BY RESOLUTION NO. 615 OF 2013 AND AUTHORIZING THE EXECUTION OF THIS AGREEMENT BY THE COUNTY EXECUTIVE (OFFICE OF THE DISTRICT ATTORNEY) (\$60,000)
(THOMAS ZUGIBE, DISTRICT ATTORNEY)
DL#2014-01767
ADDITIONAL BACK-UP WITH CLERK

(TRANSFERRED FROM PUBLIC SAFETY)

ADDED SPONSORS: LEGS. HOOD, JR., EARL, CAREY, JOBSON, KANTROWITZ

**MOTION TO APPROVE:
CORNELL/LOW-HOGAN**

UNAN

ADDED SPONSORS: LEGS. GRANT, WOLFE, CORNELL, LOW-HOGAN, SPARACO

2B) REF. #6311 - APPROVING ACCEPTANCE OF GRANT FUNDS FROM THE NYS DIVISION OF CRIMINAL JUSTICE SERVICES IN THE AMOUNT OF \$250,000 (NCTD) FOR A NEIGHBORHOOD VIOLENCE PROTECTION PROJECT GRANT (PROJECT NO. NS14-1003-E00) THAT WILL FOCUS ON PREVENTING YOUTH VIOLENCE IN THE COMMUNITIES OF SPRING VALLEY AND HAVERSTRAW FOR THE PERIOD APRIL 1, 2014 THROUGH SEPTEMBER 30, 2015 AND AUTHORIZING THE EXECUTION OF ALL NECESSARY GRANT DOCUMENTS BY THE COUNTY EXECUTIVE (YOUTH BUREAU) (\$250,000)
(MARIANNE MCCARNEY-HAESCHE, ASSISTANT DIRECTOR, YOUTH BUREAU)
DL#2014-02008
ADDITIONAL BACK-UP WITH CLERK

MOTION TO APPROVE:
EARL/HOOD, JR.

UNAN
TRANSFER TO MULTI-SERVICES

ADDED SPONSORS: LEGS. GRANT, WOLFE, CORNELL, EARL, HOOD, JR., LOW-HOGAN, SPARACO, JOBSON

2C) REF. #3977 - APPROVING THE SUBMISSION OF THE CONSOLIDATED ACTION PLAN FOR FY2014 TO THE U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT AND APPROVING EXECUTION BY THE COUNTY EXECUTIVE OF ALL NECESSARY INSTRUMENTS AND DOCUMENTS (NO COUNTY TAX DOLLARS) (OFFICE OF COMMUNITY DEVELOPMENT) (\$2,049,017)
(S. RAM NAGUBANDI, DIRECTOR, COMMUNITY DEVELOPMENT)
DL#2014-02000 rev 6/3/14
ADDITIONAL BACK-UP WITH CLERK

MOTION TO APPROVE:
HOOD, JR./LOW-HOGAN

UNAN
TRANSFER TO MULTI-SERVICES

ADDED SPONSORS: : LEGS. GRANT, WOLFE, CORNELL, EARL, HOOD, JR., LOW-HOGAN, SPARACO, JOBSON

2D) REF. #3977 - APPROVING THE FY2014 SUBMISSION OF THE HOME INVESTMENT PARTNERSHIP PROGRAM (HOME) APPLICATION IN THE AMOUNT OF \$606,834 FOR HOME ALLOCATION WITH A COUNTY MATCH OF 25% TO BE DOCUMENTED WITH THE U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT AND UPON ITS APPROVAL AUTHORIZING THE COUNTY EXECUTIVE TO EXECUTE ALL NECESSARY INSTRUMENTS AND DOCUMENTS AND AUTHORIZING THE COMMISSIONER OF FINANCE TO ESTABLISH NEW ACCOUNTS FOR THE FY2014 HOME FUNDS (OFFICE OF COMMUNITY DEVELOPMENT) (\$606,834)
(S. RAM NAGUBANDI, DIRECTOR, COMMUNITY DEVELOPMENT)
DL#2014-02068
ADDITIONAL BACK-UP WITH CLERK

MOTION TO APPROVE:
MURPHY/HOOD, JR.

UNAN
TRANSFER TO MULTI-SERVICES

ADDED SPONSORS: : LEGS. GRANT, WOLFE, CORNELL, EARL, HOOD, JR., LOW-HOGAN, SPARACO, JOBSON

2E) REF. #3977 - APPROVING SUBMISSION OF THE FY2014 EMERGENCY SOLUTIONS GRANT PROGRAM APPLICATION IN THE AMOUNT OF \$167,781 WITH A MATCH (\$167,781) TO BE DOCUMENTED WITH THE U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT AND UPON ITS APPROVAL AUTHORIZING THE COUNTY EXECUTIVE TO EXECUTE THE NECESSARY INSTRUMENTS AND DOCUMENTS AND AUTHORIZING THE COMMISSIONER OF FINANCE TO ESTABLISH NEW ACCOUNTS FOR THE FY2014 EMERGENCY SHELTER GRANT RECIPIENTS (OFFICE OF COMMUNITY DEVELOPMENT) (\$167,781)
(S. RAM NAGUBANDI, DIRECTOR, COMMUNITY DEVELOPMENT)
DL#2014-02069
ADDITIONAL BACK-UP WITH CLERK

MOTION TO APPROVE:
LOW-HOGAN/MURPHY

UNAN
TRANSFER TO MULTI-SERVICES

ADDED SPONSORS: : LEGS. GRANT, WOLFE, CORNELL, EARL, HOOD, JR., LOW-HOGAN, SPARACO, JOBSON

2F) REF. #8894 - APPROVING ACCEPTANCE OF CONTINUATION GRANT FROM THE NEW YORK STATE DEPARTMENT OF HEALTH FOR THE EARLY INTERVENTION (EI) ADMINISTRATION PROGRAM IN THE AMOUNT OF \$131,433 WITH A LOCAL SHARE MATCH OF \$34,076 FOR THE PERIOD OCTOBER 1, 2013 THROUGH SEPTEMBER 30, 2014 AND AUTHORIZING EXECUTION OF ALL NECESSARY GRANT DOCUMENTS BY THE COUNTY EXECUTIVE (DEPARTMENT OF HEALTH) (\$131,433)
(PATRICIA SCHNABEL RUPPERT, COMMISSIONER, HEALTH DEPT.)
DL#2014-01419

MOTION TO APPROVE:
CORNELL/LOW-HOGAN

UNAN

ADDED SPONSORS: : LEGS. GRANT, WOLFE, CORNELL, EARL, HOOD, JR., LOW-HOGAN, SPARACO, JOBSON

2G) REF. #8634 - ACCEPTANCE OF CONTINUATION GRANT IN THE AMOUNT OF \$273,133 (NCTD) [\$248,302 + POTENTIAL COST OF LIVING ADJUSTMENT (COLA) OF NO MORE THAN \$24,831] FROM THE NEW YORK STATE DEPARTMENT OF HEALTH FROM THE FAMILY HEALTH SERVICES PROGRAM FOR THE PERIOD JANUARY 1, 2014 THROUGH DECEMBER 31, 2014 AND AUTHORIZING EXECUTION OF ALL NECESSARY GRANT DOCUMENTS BY THE COUNTY EXECUTIVE (DEPARTMENT OF HEALTH) (\$273,133)
(PATRICIA SCHNABEL RUPPERT, COMMISSIONER, HEALTH DEPT.)
DL#2014-01359

MOTION TO APPROVE:
EARL/MURPHY

UNAN

ADDED SPONSORS: : LEGS. GRANT, WOLFE, CORNELL, EARL, HOOD, JR., LOW-HOGAN, SPARACO, JOBSON

3. BUDGET ITEMS:

3A) REF. #5327 - APPROPRIATION OF FEDERAL FORFEITURE FUNDS REQUESTED BY THE SHERIFF TO COVER VARIOUS TECHNOLOGICAL PURCHASES THAT ARE NEEDED TO UPDATE VILLAGE OF SPRING VALLEY PATROL CARS (OFFICE OF THE SHERIFF) (\$50,000)
(LOUIS FALCO, SHERIFF)
DL#2014-01817

(TRANSFERRED FROM PUBLIC SAFETY)

ADDED SPONSORS: LEGS. HOOD, JR., EARL, CAREY, JOBSON, KANTROWITZ

MOTION TO APPROVE:
EARL/HOOD, JR.

UNAN

ADDED SPONSORS: LEGS. GRANT, WOLFE, CORNELL, SPARACO

3B) REF. #9495 - AMENDING BOND RESOLUTION DATED _____ 2014
BOND RESOLUTION OF THE COUNTY OF ROCKLAND, NEW YORK, AMENDING THE BOND RESOLUTION ADOPTED FEBRUARY 4, 2014 IN RELATION TO FINANCING THE COST OF LIQUIDATING CURRENT DEFICITS IN THE COUNTY'S GENERAL FUND AS OF DECEMBER 31, 2010, DECEMBER 31, 2011 AND DECEMBER 31, 2012, AT THE ESTIMATED MAXIMUM COST OF \$125,607,865.
(STEPHEN DEGROAT, COMMISSIONER FINANCE)
LM#2014-01298
(DEFERRED AT THE 4/19/14, 5/13/14 AND 5/27/14 MEETINGS)

Leg. Hood, Jr. reiterated what he had said at the last B&F meeting that he believes a cushion is needed to offset taxes for future years. He has not seen anything to change his mind. Leg. Hood stated he has tried very hard to work with County Executive Day on this and other issues but his comments to the press such as "The Chair and his Cohorts" are unacceptable.

Chair of the Legislature Wolfe said the reason this has not been voted on yet is because the Legislature has not received a clear and concise plan from the County Executive as to how the interest payments would be made. The only plan the County Executive has sent to the Legislature states that he will include in the proposed county budget the necessary actions, which may involve cuts to services, raising revenues or a combination of both to pay the debt service.

Leg. Grant said that language is very important when talking about the \$11 million premium. It is not a "windfall". The initial legislation is very clear, the money must be held to pay down the debt service. Leg. Grant is not comfortable using the premium to pay down the County's deficit. He does not believe that Moody's would see this in a poor light. There has been no compelling argument to amend the bond.

MOTION TO APPROVE: FAILED
WOLFE/GRANT

AYES: 0
NAYS: 7
U.A. NAY: 1
ABSENT: 2

NAYS: LEGS. WOLFE, GRANT, CORNELL, EARL, HOOD, JR., LOW-HOGAN, MURPHY
U.A. NAY: LEG. SPARACO
ABSENT: LEGS. SCHOENBERGER, SOSKIN

4. AUTHORIZATIONS:

4A) REF. #9495 - RESOLUTION NO. _____, 2014
REVENUE ANTICIPATION NOTE RESOLUTION DATED JUNE _____, 2014
RESOLUTION DELEGATING TO THE COUNTY COMMISSIONER OF FINANCE THE
POWERS TO AUTHORIZE THE ISSUANCE OF \$20,000,000 REVENUE ANTICIPATION
NOTES OF THE COUNTY OF ROCKLAND, NEW YORK, OR SO MUCH THEREOF AS
MAY BE NECESSARY, IN ANTICIPATION OF THE RECEIPT OF CERTAIN REVENUES
FOR THE FISCAL YEAR ENDING DECEMBER 31, 2014 AND MATURING WITHIN
ONE YEAR OF THE ISSUANCE DATE OF SUCH NOTES, AND TO PRESCRIBE THE
TERMS, FORM AND CONTENTS, AND PROVIDE FOR THE SALE AND CREDIT
ENHANCEMENT OF SUCH NOTES
(STEPHEN DEGROAT, COMMISSIONER FINANCE)
DL#2014-02201

Leg. Grant questioned Commissioner of Finance DeGroat on the timing of this RAN. Commissioner DeGroat said in order to address the cash flow problems, they would need a decision tonight. Leg. Grant said he is prepared to vote for this tonight with the hope that we do not borrow any more than is needed.

Chairman of the Legislature Wolfe said he wanted the County Executive to put in writing his support of this RAN. Steve Powers said the County Executive was told by the Commissioner of Finance they need this money for cash flow purposes.

MOTION TO APPROVE: PASSED
GRANT/HOOD, JR.

AYES: 6
NAYS: 1
U.A. NAY: 1
ABSENT: 2

AYES: LEGS. GRANT, CORNELL, EARL, HOOD, JR., LOW-HOGAN, MURPHY
NAYS: LEG. WOLFE
U.A. NAY: LEG. SPARACO
ABSENT: LEGS. SCHOENBERGER, SOSKIN

ACTION:

CHAIRMAN WOLFE REQUESTS, BEFORE NEXT TUESDAY'S FULL LEGISLATIVE MEETING, THAT THE COUNTY EXECUTIVE PROVIDE A WRITTEN REQUEST ASKING THE LEGISLATURE FOR SUPPORT OF THE RAN DESPITE THE BORROWING COSTS.

5. CONTRACTS/AGREEMENTS:

5A) REF. #6391 - APPROVING AN INTERMUNICIPAL COOPERATION AGREEMENT BETWEEN THE COUNTY OF ROCKLAND AND THE TOWN OF CLARKSTOWN TO REIMBURSE SAID TOWN FOR \$2,765.94 OF COSTS RELATED TO ATTENDING THE 2014 NEW YORK TACTICAL OFFICERS TRAINING CONFERENCE USING LAW ENFORCEMENT TERRORISM PREVENTION PROGRAM GRANT FUNDS THAT WERE PREVIOUSLY APPROPRIATED FOR THE PERIOD SEPTEMBER 1, 2012 THROUGH AUGUST 31, 2014 AND AUTHORIZING THE EXECUTION OF SAID AGREEMENT BY THE COUNTY EXECUTIVE (SHERIFF'S DEPARTMENT) (\$2,765.94)
(LOUIS FALCO, SHERIFF)
DL#2014-02124
ADDITIONAL BACK-UP WITH CLERK
(TRANSFERRED FROM PUBLIC SAFETY)
ADDED SPONSORS: LEGS. HOOD, JR., EARL, CAREY, JOBSON, KANTROWITZ

MOTION TO APPROVE:
WOLFE/EARL

UNAN

ADDED SPONSORS: LEGS. GRANT, WOLFE, CORNELL, SPARACO

Budget & Finance Minutes
June 10, 2014
Page 8

5B) REF. #9361 - APPROVING AN INTERMUNICIPAL COOPERATION AGREEMENT BETWEEN THE COUNTY OF ROCKLAND AND THE VILLAGE OF SPRING VALLEY TO REIMBURSE SAID VILLAGE FOR \$5,071.00 OF COSTS RELATED TO ATTENDING THE 2014 NEW YORK TACTICAL OFFICERS TRAINING CONFERENCE USING LAW ENFORCEMENT TERRORISM PREVENTION PROGRAM GRANT FUNDS THAT WERE PREVIOUSLY APPROPRIATED FOR THE PERIOD SEPTEMBER 1, 2012 THROUGH AUGUST 31, 2014 AND AUTHORIZING THE EXECUTION OF SAID AGREEMENT BY THE COUNTY EXECUTIVE (SHERIFF'S DEPARTMENT) (\$5,071.00)
(LOUIS FALCO, SHERIFF)
DL#2014-02134

(TRANSFERRED FROM PUBLIC SAFETY)

ADDED SPONSORS: LEGS. HOOD, JR., EARL, CAREY, JOBSON, KANTROWITZ

MOTION TO APPROVE: UNAN
WOLFE/EARL

ADDED SPONSORS: LEGS. LEGS. GRANT, WOLFE, CORNELL, SPARACO

6. ALLOCATION/RECLASSIFICATION OF POSITIONS:

7. BIDS: NONE

8. TRANSFER OF FUNDS/OTHERS: NONE

9. TAX ITEMS:

9A) REF. #7070 - RESOLUTION NO. ____ OF 2014
OF THE LEGISLATURE OF THE COUNTY OF ROCKLAND, AMENDING RESOLUTION NO. 298 OF 2012, TO PROVIDE THAT THE EXEMPTION OF RESIDENTIAL ENERGY SOURCES AND SERVICES FROM THE COUNTY'S SALES AND COMPENSATING USE TAXES SHALL RESUME IN 2015 RATHER THAN IN 2022, PURSUANT TO THE AUTHORITY OF ARTICLE 29 OF THE TAX LAW OF THE STATE OF NEW YORK
(HON. ALDEN H. WOLFE, CHAIR, HON. FRANK SPARACO, HON. ILAN S. SCHOENBERGER, HON. ARON B. WIEDER, LEGISLATURE)

Leg. Wolfe made a motion to table, seconded by Leg. Sparaco

MOTION TO TABLE: FAILED AYES: 4
NAYS: 4
ABSENT: 2
AYES: LEGS. WOLFE, EARL, MURPHY, SPARACO
NAYS: LEGS. GRANT, CORNELL, HOOD, JR., LOW-HOGAN
ABSENT: LEGS. SCHOENBERGER, SOSKIN

MOTION TO APPROVE: FAILED AYES: 4
NAYS: 4
ABSENT: 2
GRANT/HOOD, JR.
AYES: LEGS. WOLFE, EARL, MURPHY, SPARACO
NAYS: LEGS. GRANT, CORNELL, HOOD, JR., LOW-HOGAN
ABSENT: LEGS. SCHOENBERGER, SOSKIN

10. PUBLIC HEARINGS: **NONE**

11. LOCAL LAWS/HOME RULES: **NONE**

12. PRESENTATIONS/DISCUSSIONS:

12A) REF. #5726 - *DISCUSSION/PRESENTATION:* REDC PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC) - MS. LIZ KALLEN
(HON. MICHAEL M. GRANT, LEGISLATURE)

Ms. Liz Kallen, Procurement Technical Assistance Center (PTAC) Program Manager, gave a power point presentation on the Accomplishments (2013) and Goals (2014) of the Rockland County PTAC (see attached handout).

Ms. Kallen explained the PTAC is a resource for businesses to market and sell their products or services to Federal, State, and Local Government agencies. They offer free assistance including seminars and workshops. In 2013 Rockland County PTAC clients were awarded 674 contracts totaling almost \$35 million.

12B) REF. #9495 - *DISCUSSION ITEM:* OPERATIONAL REVIEW OF COUNTY DEPARTMENT FUNCTIONS AND PROGRAMS
-HOSPITAL
(HON. MICHAEL M. GRANT, LEGISLATURE)

***DEFERRED**

12C) REF. #9500 - *DISCUSSION ITEM:* SIGNIFICANT BUDGET ISSUES FOR 2015

- DEFICIT BOND DEBT SERVICE
- LOCAL LAW 10 OF 2012 - ROCKLAND COUNTY DEFICIT REDUCTION ACT
- LOCAL ELECTION CHARGEBACKS
- COMPTROLLER'S REVIEW: TAX OVERLAY, SALES TAX PROJECTIONS, TAX CERTIORARI PAYMENTS, AND ESTIMATES/USE OF PREMIUMS ON BONDS, ETC.

Handout provided by Leg. Grant on file with clerk.

DISCUSSED

13. MISCELLANEOUS: **NONE**

14. RECEIVE & FILE: **NONE**

15. CORRESPONDENCE/REVIEW & DISCUSSION: **NONE**

ADDENDUM:

1. REF. #2825 - APPROVING AN AGREEMENT BETWEEN THE COUNTY OF ROCKLAND (COUNTY) AND THE CAPITAL DISTRICT TRANSPORTATION AUTHORITY OF ALBANY (CDTA) TO TRANSFER THE OWNERSHIP AT NO COST TO THE COUNTY OF FOUR CDTA OWNED 1999 NOVA LFS40102 BUSES FOR USE IN THE COUNTY'S TRANSPORT OF ROCKLAND (TOR) BUS SERVICE AND FOR THE COUNTY TO COMPENSATE THE CDTA IN THE AMOUNT OF \$8,000 TO BUY OUT THE REMAINDER OF THE TIRE LEASES FOR THE BUSES AND AUTHORIZING ITS EXECUTION BY THE COUNTY EXECUTIVE (NO COUNTY TAX DOLLARS) (DEPARTMENT OF PUBLIC TRANSPORTATION) (\$8,000) (D. SCHUETZ, ACTING COMMISSIONER, PUBLIC TRANSPORTATION) DL#2014-02354

Doug Schuetz, Acting Commissioner Public Transportation, said the County is in need of 4 additional buses to maintain the present level of service provided by TOR. The CDTA has four available 1999 buses they no longer require and are willing to transfer ownership to the County. This agreement requires no expenditure of County tax dollars.

MOTION TO APPROVE:
SPARACO/EARL

UNAN

ADDED SPONSORS: : LEGS. WOLFE, CORNELL, EARL, HOOD, JR., SPARACO, JOBSON

2. REF. #9481 - YEAR-END ADJUSTMENT TO THE 2013 BUDGET TRANSFER OF FUNDS (HON. S. DEGROAT, COMMISSIONER FINANCE) DL#2014-02322

MOTION TO APPROVE:
GRANT/HOOD, JR.

UNAN

ADDED SPONSORS: : LEGS. GRANT, WOLFE, CORNELL, EARL, HOOD, JR., SPARACO, JOBSON

3. REF. #4732 - PROVIDING FOR AN INCREASE IN THE MINIMUM HOURLY WAGE FOR COMMUNITY SERVICE TRAINEES IN THE ROCKLAND COUNTY OFFICE FOR THE AGING AND FOR YOUTH WORKERS IN THE ROCKLAND COUNTY YOUTH BUREAU AND STUDENT WORKERS EMPLOYED BY THE COUNTY OF ROCKLAND IN ACCORDANCE WITH THE NEW YORK STATE MINIMUM WAGE INCREASE (J. MOLOF, DIRECTOR, OFFICE OF THE AGING/M. MCCARNEY, DIRECTOR, YOUTH BUREAU) DL#2014-02400

MOTION TO APPROVE:
WOLFE/CORNELL

UNAN

ADDED SPONSORS: : LEGS. GRANT, WOLFE, CORNELL, HOOD, JR., SPARACO, JOBSON

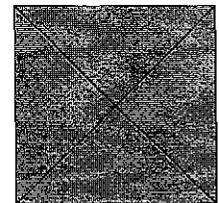
MOTION TO ADJOURN: 10:15 PM
HOOD, JR./LOW-HOGAN

UNAN

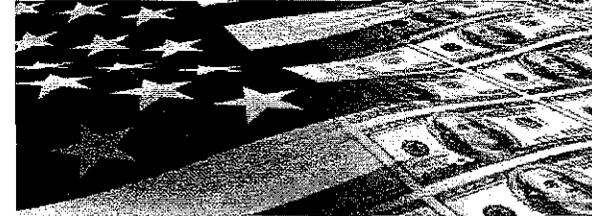
PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

LIZ KALLEN

PTAC Program Manager

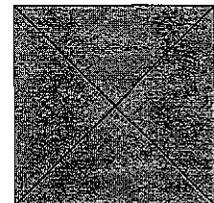


What is a PTAC?



PTAC is a resource for businesses to market and sell their products or services to government agencies:

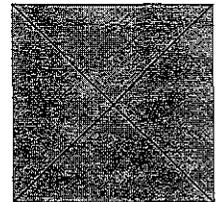
- **Federal,**
- **State**
- **Local, and**
- **Prime contractors.**



Procurement Technical Assistance Program (PTAP)

PTAP program

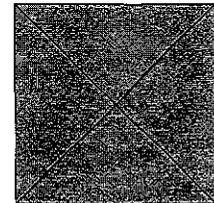
- PTAP was authorized by Congress in 1985 in an effort to expand the number of businesses capable of participating in the government marketplace.



Procurement Technical Assistance Program (PTAP)

- **PTAP's primary mission**

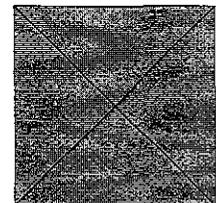
- **Support our national security** by ensuring a broad base of capable suppliers for the defense industry and other agencies
- **Increasing competition** to provide better products and services at lower costs



Procurement Technical Assistance Program (PTAP)

PTA Centers work with:

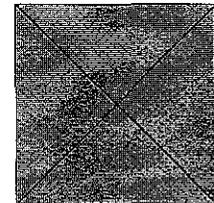
- small,
- minority,
- disadvantaged,
- veteran-owned and
- women-owned businesses,





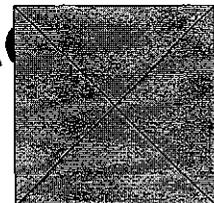
Did you know...

In 2013, RC PTAC
clients were awarded
674 contracts totaling
almost **\$35 million**.



REDC PTAC's Agreement

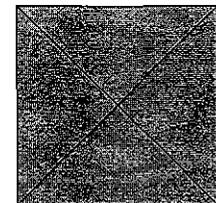
- PTACs are hosted by colleges/universities or non-profits such as the REDC.
- The REDC PTAC's agreement is between Rockland Economic Development Corporation and the US Department of Defense.
- REDC is essential to the existence of PTAC in R



PTAC offers...

Free services including:

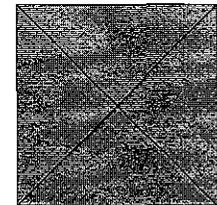
- Confidential one-on-one counseling sessions
- Bid match service
 - Assistance with bid preparation and post award functions
 - Assistance with various registrations and certifications
 - Educational seminars and workshops



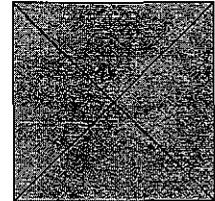
PTAC offers...

Seminar/Workshop examples:

- How to do business with... (NYS, Counties of Rockland, Orange & Westchester, various federal agencies)
- MWBE & DBE benefits and applications
- Maximizing your MWBE/DBE certification(s)
- How to find opportunities that don't go to bid
- Stay-In-Touch campaigns – Why & How
- Teaming – Benefits and pitfalls to avoid



Client Obligation

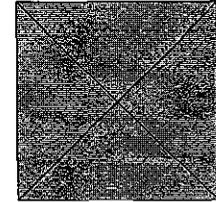


- Create a PTAC New Client Sign-up profile
- Report government funded awards (PTAC sends out surveys)
- Attend an REDC PTAC workshop or have a minimum of 30 minutes of counseling during any 12-month period

-



Thank You!!



For more information, contact:

Liz Kallen
Program Manager
845-735-7040
lizk@redc.org

Rockland Economic Development Corporation PTAC
Two Blue Hill Plaza, Pearl River, NY 10965-1575

Want to Sell to the Government?

PTAC – The Ultimate Resource

BACKGROUND

Congress created the **Procurement Technical Assistance Program (PTAP)** to help businesses seeking to **compete successfully in federal, state and local government contracting**. Funded through Cooperative agreements between Department of Defense and state/local entities, PTACs provide a range of expert services.

PURPOSE

PTACs are the bridge between buyer and supplier. “Highly trained and experienced personnel are available to provide procurement assistance through one-on-one counseling and/or procurement conferences/seminars. **Those who consult PTACs have a higher rate of winning government contracts.**”¹

PTAC services may include:

- ✓ Counseling and information regarding marketing products and services to federal, state and local governments
- ✓ Assistance with understanding Federal, State and local government procurement requirements
- ✓ Advising and assisting small businesses in the preparation and proper submission of applications, certifications, registrations, etc. to prepare them for doing business with government entities
- ✓ Advising and assisting small businesses with the preparation and submission of bids and proposals
- ✓ Advising and assisting ... in pursuing and securing subcontracting opportunities from prime contractors
- ✓ Advising and assisting small businesses concerning post award functions such as:
 1. Production
 2. Quality Systems
 3. Accounting system requirements, and contract payments
 4. Transportation
 5. Packaging
 6. Subcontracting
 7. Property
 8. Invoicing
- ✓ Educating small businesses about:
 1. Federal, state and local contracting laws, policies and procedures
 2. Government programs that benefit small businesses
 3. Electronic Business (eBusiness) pertaining to tools and technologies as they relate to conducting business with the federal government such as routine exchange of procurement information (solicitations, Offers, contracts, purchase orders, invoices, payments and other contractual documents)
- ✓ Providing regulations and publications resources

FIND THE PTAC CLOSEST TO YOU: www.aptac-us.org

¹Braddock's, The Winning Edge, 2014 Edition





ACCOMPLISHMENTS (2013) & GOALS (2014)
REDC Procurement Technical Assistance Program (PTAC)
ROCKLAND COUNTY

2013

1. **Government Awards:** For fiscal year 2013, PTAC clients located in Rockland County were awarded 674 government prime and sub contracts totaling almost \$35 million.

2. **2013 Goals and Results**

In addition to the federal goals for how many new small businesses in various categories with whom PTAC counselors were to meet, PTAC set additional goals:

1. **PRIME CONTRACTORS** - Develop a list of large Rockland County companies. The purpose is to educate them about the resources we can provide such as assisting them to be in compliance with federal mandated Subcontracting Plan(s). Also, we can help them find the small businesses that need to be included in the Subcontracting Plan(s) and to meet the New York State goals for hiring minority/women owned small businesses.

RESULTS: WE HAVE A LIST OF PRIME CONTRACTORS AND HAVE PARTNERED WITH ELLEN JAFFEE TO ORGANIZE A MINI-MATCHMAKER EVENT ON MAY 15, 2014 WHERE ROCKLAND COUNTY SMALL, CERTIFIED MINORITY AND WOMEN-OWNED BUSINESS ENTITIES (M/WBE) WILL MEET WITH BUYERS FROM LARGE COMPANIES AND GOVERNMENT AGENCIES. THE NYS EMPIRE STATE DEVELOPMENT OFFICE, M/WBE DIVISION THE TAPPAN ZEE CONSTRUCTORS, BUYERS FROM THE ROCKLAND COUNTY PURCHASING DEPARTMENT, NICE PAK, FINKLESTEIN MEMORIAL LIBRARY, ORANGE & ROCKLAND, FIRST NIAGRA BANK AND TIME WARNER PARTICIPATED.

2. **VENDOR QUALIFICATIONS ASSESSMENT** - Develop a SWOT Analysis form so that the small businesses we serve can understand if they are ready for government procurement. If they are deficient in certain areas, they will know what is needed to get them up-to-speed. This will produce a clientele that has a greater chance of getting government contracts.

RESULTS: WE HAVE DEVELOPED AND ARE USING A SWOT ANALYSIS SPECIFIC TO GOVERNMENT PROCUREMENT.

3. **ADDITIONAL COUNSELING:** PTAC plans to hire a counselor to enable more extensive coverage of our service area.

RESULTS: LIN SIMETI, WHO HAS THE RIGHT KIND OF BUSINESS BACKGROUND AND PERSONALITY TO BE VERY SUCCESSFUL IN HELPING TO GROW THE REDC PTAC PROGRAM AND TO ASSIST OUR CLIENTS WAS HIRED IN 2014 TO TAKE THE PLACE OF A PART-TIME COUNSELOR THAT WAS HIRED IN 2013 AND BECAME UNAVAILABLE DUE TO FAMILY CIRCUMSTANCES.

2014

REDC PTAC is participating in the Defense Logistics Agency's PTAC pilot program. Goals for this year are:

1. Number of new clients = 132
2. Amount of counseling time = 945 hours
3. Number of events participated in = 20

Seminars/Workshops for 2014:

- (1) Maximize Your M/WBE Certification - March 13
- (2) How to do business with the County of Orange – March 13
- (3) How to do business with the US Department of Veterans Affairs – April 10
- (4) Webinar: Understanding Solicitations: Demystifying the document – May 5
- (5) How to do business with West Point Mission and Installation Contracting – May 8
- (6) Webinar: Teaming – May 13
- (7) Who's Buying What I'm Selling – May 20
- (8) How to Market to Government Agencies and Stay-In-Touch Campaigns – June 9
- (9) How to do business with the County of Rockland – June 12
- (10) Workshop and panel discussion: Teaming to Secure Contracts – June 24
- (11) How to do business with the Metropolitan Transportation Authority (MTA) – July 10
- (12) How to do business with the General Services Administration (GSA) – July 31
- (13) Disaster Preparedness & Recovery Services (in partnership with ConEd) – September 12
- (14) How to do business with the NYSPRO (NY State Office of General Services)
- (15) How to do business with Westchester County Purchase/Supplies – November 7