

Economic Development & Planning Committee



AGENDA - REGULAR MEETING

OSWEGO COUNTY, NEW YORK

Date/ Time: Tuesday, February 6, 2024 at 9:00 a.m.

Location: Conference Room E - Legislative Office Building 46 East Bridge Street Oswego

COMMITTEE MEMBERS:

Mary Ellen Chesbro, Chair	Legislator, 10 th District
Noelle Salmonsens, Vice Chair	Legislator, 21 st District
Paul House	Legislator, 8 th District
Edward Gilson	Legislator, 3 rd District
Paul Connolly	Legislator, 20 th District
Roy Reehil	Legislator, 5 th District
Marie Schadt	Legislator, 19 th District

CALL TO ORDER:

- Pledge of Allegiance

APPROVAL OF MINUTES:

- Approval of Minutes for the Economic Development and Planning Committee's regular meeting on December 5, 2023.

RESOLUTIONS:

- EP-1** Resolution Authorizing the Oswego County Office of Mobility Management to Accept Funding from the Alzheimer's Association (Central New York Chapter)
- EP-2** Resolution Awarding Professional Services Contract – RFP 23-CDTP-005 Transit Software

COMMITTEE REVIEW AND DECISIONS:

- None

REPORTING DEPARTMENTS:

- Promotion and Tourism Department Updates
- Planning and Community Development Department Updates
- Operation Oswego County Updates
- Workforce Development Department Updates

ADJOURNMENT:

Economic Development & Planning Committee

DRAFT



MINUTES - REGULAR MEETING

OSWEGO COUNTY, NEW YORK

Date/ Time: Tuesday, December 5, 2023 at 9:00 a.m.

Location: Conference Room E - Legislative Office Building 46 East Bridge Street Oswego, New York 13126

COMMITTEE MEMBERS:

Mary Ellen Chesbro, Chair	Legislator, 10 th District	Present
Noelle Salmonsens, Vice-Chair	Legislator, 21 st District	Present
Edward Gilson	Legislator, 3 rd District	Present
Paul House	Legislator, 8 th District	Present
Roy Reehil	Legislator, 5 th District	Present
Marie Schadt	Legislator, 19 th District	Present
Paul Connolly	Legislator, 20 th District	Present

STAFF AND GUESTS:

Jim Weatherup	Frank Castiglia	Tim Stahl	Daniel Breitweg
Savannah Wyckoff	Ausin Wheelock	Rachel Pierce	Dave Turner
Veronica Turner	Paul Forestiere	Brian Heffron	Amber Preston
Amanda Petrie			

CALL TO ORDER:

A Regular Meeting of the Economic Development & Planning Committee was called to order at 9:00 a.m. by Committee Chair Mary Ellen Chesbro with the Deputy Clerk of the Legislature present. The meeting commenced with the Pledge of Allegiance.

APPROVAL OF MINUTES:

Motion to approve the meeting minutes from October 31, 2023, and Special Meeting November 8, 2023: Legislator Gilson

Second: Legislator Connolly

Vote: Unanimous, motion carried

The minutes for the Economic Development & Planning Committee Regular Meeting on October 31, 2023, and Special Meeting November 8, 2023, were approved.

RESOLUTIONS:

EP-1 Resolution Authorizing the Transfer of Accelerated Transit Capital (ATC) Funds from Shop Equipment Line to the Diagnostic Equipment Line

Motion to approve: Legislator Reehil

Second: Legislator Gilson

Meeting Minutes

Page 1 of 2

Vote: Unanimous, motion carried

EP-2 Resolution Authorizing Budgetary Modification for the Department of Community Development, Tourism and Planning – Snowmobile Trail Grants

Motion to approve: Legislator Connolly

Second: Legislator Salmonsens

Vote: Unanimous, motion carried

COMMITTEE REVIEW AND DECISIONS:

- BID 23-CDTP-004 – Vinyl Wrapping of Public Transportation Buses

Motion to approve: Legislator Reehil

Second: Legislator Connolly

Vote: Unanimous, motion carried

- Citi/P-Tech Presentation Regarding Request of Internal ARPA Funds

REPORTING DEPARTMENTS:

- Paul Forestiere provided an update on the 8-year Agricultural District Review
- Daniel Breitweg provided a verbal Promotion and Tourism Department Update
- Tim Stahl provided a Planning and Community Development Department Update
- Austin Wheelock provided an Operation Oswego County Department Update.
- Rachel Pierce provided a workforce Development Department update (See handout).

ADJOURNMENT:

*Note Legislator House Arrived at 9:03 a.m.

*Note Legislator Scanlon entered the meeting at 10:43 a.m.

*Note Legislator Kline entered the meeting at 10:44 a.m.

Motion to adjourn at 10:56 a.m.: Legislator Salmonsens

Second: Legislator Connolly

Vote: Unanimous, motion carried

DRAFT

Raven Ahart
Deputy Clerk of the Legislature

RESOLUTION NO.

February 15, 2024

RESOLUTION AUTHORIZING THE OSWEGO COUNTY OFFICE OF MOBILITY MANAGEMENT TO ACCEPT FUNDING FROM THE ALZHEIMER'S ASSOCIATION (CENTRAL NEW YORK CHAPTER)

By Legislator Mary Ellen Chesbro:

WHEREAS, the Alzheimer's Association will be supporting the efforts of Oswego County Office of Mobility Management Public Transportation initiatives; and

WHEREAS, the Oswego County Office of Mobility Management has received a donation from the Alzheimer's Association for \$20,000 for the County ACCESS, Curb-to-Curb for Seniors, and Farmers' Market transportation initiatives; and

NOW, upon recommendation of the Economic Development and Planning Committee, of this body, and with the approval of the Finance and Personnel Committee; be it

RESOLVED, that the County accepts the donation in support of the transportation initiatives into revenue account line A8021.427701.FARE; and be it further

RESOLVED, that a certified copy of this resolution be delivered to the County Treasurer and Budget Officer shall be their authority to affect such transfer and make such adjustments.

RESOLUTION PASSED/FAILED, WITH A VOICE/ROLL CALL VOTE

YES:

NO:

ABSENT:

ABSTAIN:



COUNTY OF OSWEGO Mobility Management

County Office Building • 46 East Bridge Street • Oswego, NY 13126
Phone 315-746-4220 Fax 315-349-8237

TO: Oswego County Legislators
FROM: Heather Snow, Director Mobility Management, Office of Mobility Management
DATE:
RE: Alzheimer's Association Donation

SUBJECT: Alzheimer's Association Donation to support the efforts and initiatives of the Office of Mobility Management

BACKGROUND:

The Central New York Chapter of the Alzheimer's Association is pleased to express its intention to contribute a sum of \$20,000 to the Oswego County Office of Mobility Management. This donation is intended to provide support for the ACCESS, Curb-to-Curb, and Farmer's Market transportation services.

FISCAL IMPACT: Simple resolution, this funding allows us to utilize other funding sources (DOH, ATC, CARES) for other services.

RECOMMENDATION: Approval of the resolution to acknowledge and accept the \$20,000 donation from the Alzheimer's Association.

Alzheimer's of Central New York Chapter
315 472 4201 p 800.272.3900 315 472 4202 f
5015 Campuswood Dr. East Syracuse, NY 13057



Central New York Chapter

December 21, 2023

Dear Heather Snow:

It is with pleasure that the Alzheimer's Association, Central New York Chapter will be supporting the efforts of Oswego County Office of Mobility Management and Curb-to-Curb for Seniors/ACCESS transportation programs. Along with this program our Chapter would like to also support the Oswego and Fulton Farmers' Markets Free Rides program also. The Alzheimer's Association of Central New York would like to give \$20,000 to these efforts in Oswego County.

We will be requesting an invoice for the programs and services that the funds are going to be used for showing the program name, amount, and approximately how many people the funds will be serving. Thank you again for providing such amazing services in your community and we are grateful we are able to help support them. If you have any questions, please feel free to reach out to me at any time.

Thank you for this collaboration.

Sincerely,

Vicky Sokolowski

Program Manager

Alzheimer's Association of Central New York

vsokolowski@aiz.org

315-512-3427

RESOLUTION NO.

February 15, 2024

**RESOLUTION AWARDING PROFESSIONAL SERVICES CONTRACT –
RFP 23-CDTP-005 TRANSIT SOFTWARE**

By Legislator Mary Ellen Chesbro:

WHEREAS, the County issued a request for proposal for a vendor to provide Transit Software; and

WHEREAS, in accordance with Oswego County Purchasing Policy, the Oswego County Purchasing Department solicited Requests for Proposals (RFP 23-CDTP-005) from multiple qualified firms to provide Transit Software; and

WHEREAS, the Oswego County Community Development Tourism and Planning Department and Oswego County Purchasing Department have reviewed the proposals received and determined the proposal from Via Mobility, LLC., New York, NY 10011 meets the County's needs; and

NOW, THEREFORE, BE IT RESOLVED, that upon the recommendation of the Economic Development and Planning Committee that the County of Oswego awards the professional service contract for providing Transit Software, to Via Mobility, LLC, 114 5th Avenue, FL 17, New York, NY 10011 with an initial start-up fee of \$90,300 and a monthly subscription fee of \$112,800 for a total year 1 cost of \$203,100 and year 2 and 3 annual costs of \$112,800; and be it further

RESOLVED that a certified copy of this resolution be delivered to the Treasurer and Purchasing Director and it shall be their authority to affect the procurement of services.

RESOLUTION PASSED/FAILED, WITH A VOICE/ROLL CALL VOTE

YES:

NO:

ABSENT:

ABSTAIN:



OSWEGO COUNTY PURCHASING

46 E Bridge Steet, Oswego NY 13126
 Phone (315)326-6050 Fax (315)342-2468
 Email: Purchasing@Oswegocounty.com

RFP 23-CDTP-005 – TRANSIT SOFTWARE

Name of Company	Location	Costs	Evaluation Rating	Required Documentation PRCS/PIS/SHC/NCC/RFC
Ecolane USA, Inc.	940 W. Valley Rd. Suite 1400 Wayne, PA 19087	See attachment	69.8	X X X X X
HBSS Connect Corp.	1075 Westford Street, Suite 304 Lowell, MA 01851	See attachment	81.8	X X X X X
Kevadiya, Inc.	100 N Saginaw St Pontiac, MI 48342	See attachment	58.0	X X X X
Trapeze Software Group, Inc. (TripSpark)	5625 Rockwell Dr. NE Cedar Rapids, IA 52402	See attachment	84.3	X X X X X
Via Mobility, LLC	114 5 th Avenue, FL 17 New York, NY 10011	See attachment	90.0	X X X X

SHC=Sexual Harassment Certification; PRCS=Proposer Reply Cover Sheet; PIS=Proposer Information Sheet; NCC=Non-Collusion Certification; RFC= Resolution for Corporations

Solicitation Process: RFP 23-CDTP-005 was publicly advertised in the official newspaper, on Bidnet, and on the Oswego County website on October 11, 2023. It was also sent directly to the following vendors:

Ecolane North America Trip Spark Ride with Via Remix by Via

Number of Responses: Five (5)

Ecolane USA, Inc.	Pro <ul style="list-style-type: none"> • Detailed proposal Con <ul style="list-style-type: none"> • No software integration. • Cost
HBSS Connect Corp.	Pro <ul style="list-style-type: none"> • Strong demand response system. • Integration with Centro data Con <ul style="list-style-type: none"> • Cost
Kevadiya Inc.	Pro <ul style="list-style-type: none"> • Cost Con <ul style="list-style-type: none"> • Limited references • Newer company • General software, not transport specific.
Trapeze Software Group, Inc. (TripSpark)	Pro <ul style="list-style-type: none"> • Fixed route capabilities Con <ul style="list-style-type: none"> • Cost • Customer / Tech support
Via Mobility, LLC	Pro <ul style="list-style-type: none"> • Experience • Use of mobile app. • Has local customers. Con <ul style="list-style-type: none"> • None

Proposals Reviewed By:

Donna Scanlon, Gidget Stevens, Heather Snow, Robert Brown

Evaluation Summary: The evaluation committee reviewed and rated the proposal according to the criteria listed on the attached schedule. The Committee recommends awarding the contract to **Via Mobility, LLC.**

Recommended Actions: Oswego County Purchasing Department certifies that the solicitation complies with Oswego County Purchasing Policy and New York State General Municipal Law. The Purchasing Department recommends awarding the contract.

Proposer Reply Cover Sheet

Sealed Proposals are due by **2:00 p.m., Wednesday, November 8, 2023**, at: Oswego County Purchasing, 46 East Bridge Street, Oswego, NY 13126.

THE COUNTY RESERVES THE RIGHT TO REJECT ANY OR ALL PROPOSALS

The undersigned hereby certifies that he/she has examined and fully comprehends the requirements and intent of the Notice, Information, and Specifications for **Request for Proposal RFP 23-CDTP-005 – Transit Software** and offers to fulfill the activities as shown in the attached proposal for the cost listed below.

The fees below include all expenses for services connected with RFP 23-CDTP-005.

Initial Startup fees	\$ <u>90,300.00</u>	
Year 1 Monthly subscriptions fees	\$ <u>112,800.00</u>	Year 1 total cost \$ <u>203,100.00</u>
Year 2 Monthly subscriptions fees	\$ <u>112,800.00</u>	Year 2 total cost \$ <u>112,800.00</u>
Year 3 Monthly subscriptions fees	\$ <u>112,800.00</u>	Year 3 total cost \$ <u>112,800.00</u>

30-1031498

Not M/WBE

Federal ID Number:

M/WBE Status:

Dillon Twombly

Via Mobility, LLC

Type or Print Name

Firm

Manager

114 5th Avenue, FL 17

Title

Address

DocuSigned by:

Dillon Twombly
3D9717A739E245B...

New York, NY 10011

Authorized Signature

1/23/2024

(888) 501-7511 / () N/A

Date

Telephone Number / Fax Number

Please attach any additional information to this sheet.



Subject: Pricing Revision for RFP 23-CDTP-005 — Transit Software

To: Oswego County

Attn: Cheyenne Beardsley

Dear Ms. Beardsley,

Thank you again for the opportunity to submit revised pricing for Via's response to Oswego County's RFP 23-CDTP for Transit Software. We are very excited about the opportunity to support Oswego County with Via's demand-response software across a 30-bus fleet.

Since launching in New York over 11 years ago, Via has helped our partners deliver higher performing, more cost-effective demand-response services. Our advanced algorithms are central to this success, and with each incremental trip we power, our algorithms unlock even greater efficiencies for our partners. We consistently find that our software becomes more beneficial as our partners add more vehicles to their Via-powered services. We recognize the benefits that come with the flexibility to change demand-response fleet size as Oswego County continues to evolve its transit network and mobility service, and we have therefore structured our software pricing to provide a per-vehicle discount for larger fleets.

We are committed to helping Oswego County leverage its fleet in the most strategic and cost-effective way possible. In the following pages, you will find detailed information on our updated pricing proposal for Oswego County. We appreciate the time that the County has invested in reviewing our proposal and we look forward to developing our partnership.

Sincerely,

Thomas De Ridder

Partnerships Lead

Via Transportation, Inc.

(888) 501-7511, ext. 4

114 5th Avenue, 17th Floor

New York, NY 10011

thomas.deridder@ridewithvia.com

Section 7 — Fee

We are very enthusiastic about the opportunity to partner with the County and are committed to delivering a best-in-class demand response service. Below, please find Via's pricing proposal for software and hardware for a fleet of 30 demand-response vehicles.

Via SaaS Pricing Proposal for Oswego County



	Description	Amount
Installation Fee	One-Time Fee	\$45,000
Hardware Fee	One-Time Fee for 30 Tab A7 Devices, Hint mounts, and De-Install + Install on 30 Vehicles	\$45,300
Monthly Per Vehicle Fees	Fixed Monthly Fee - Up to 8 Vehicles	\$2,800
	Monthly Fee per Vehicle - Vehicles 9+	\$300
Total 1-Year Cost	30-Vehicle Fleet	\$203,100

Our Software-as-a-Service solution includes two fee categories:

- **Installation Fee:** We are pleased to present Oswego County with a discounted one-time fee of \$45k (25% discount vs. list price of \$60k). This fee covers all technical tasks and start-up activities required to launch a successful microtransit system, including training, configuration, testing, and quality assurance (QA).
 - This fee also includes the cost of certain features that will enhance Oswego County's service such as a **Web Booking Application** for riders who prefer to book using a computer, **Integrated Transit Features** allowing Oswego County riders to view and book trips that include fixed-route legs by integrating with Oswego County's General Transit Feed Specification (GTFS).

- **Recurring Fees:** After launch, our solution is priced as a monthly fee that includes a fixed, all-inclusive rate for up to eight vehicles plus a per-vehicle fee for the additional vehicles in Oswego's 30-vehicle fleet.
 - **Fixed Monthly Fee:** This fee covers the first eight vehicles in Oswego's fleet and grants ongoing access to Via's software, including our Rider App, Driver App, administrative console, reporting suite, Amazon Web Services cloud

hosting, marketing support, technical support, continuous Via software upgrades, and unlimited user licenses.

- **Monthly Fee per Vehicle:** For the additional 22 vehicles in the fleet, Oswego County will be charged a discounted rate of \$300 per vehicle per month, for active vehicles actually used each month.

Via's fee structure is fully flexible, and we welcome further discussion to determine a pricing strategy in line with Oswego County's goals and needs. For example, we can adjust our fee structure to charge more in upfront costs, and reduce monthly fees to maintain the same total cost over the contract term.

We look forward to further discussing our pricing proposal with the evaluation committee should you have any questions, feedback, or clarifications.

Proprietary and Confidential Information

Via Mobility LLC's ("Via") response and all supporting documentation, including associated exhibits and appendices, contain confidential information exempt from disclosure under the New York's Public Officers Law, Article 6, § 84-90 ("Freedom of Information Law"). The confidential materials include, but are not limited to, information relating to the pricing of Via's services, back-end application processes, proprietary algorithms, unique business methodologies, entity officer and member details, market positioning, third party reference letters, and sensitive information on key performance indicator]. This information is exempt from disclosure under several provisions of the Freedom of Information Law, including but not limited to § 87(2)(d) (as trade secrets and records submitted to an agency by a commercial enterprise), § 87(2)(b) (as information that, if disclosed, would constitute an unwarranted invasion of personal privacy), and § 87(2)(c) (as records that, if disclosed, would impair present or imminent contract awards). Pursuant to § 89(5)(b)(1), we request that your office maintain the confidentiality of Via's response and provide Via with timely notice of any third party's request for these materials prior to production by contacting compliance@ridewithvia.com.

Proposer Reply Cover Sheet

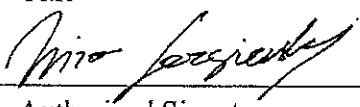
Sealed Proposals are due by **2:00 p.m., Wednesday, November 8, 2023**, at: Oswego County Purchasing, 46 East Bridge Street, Oswego, NY 13126.

THE COUNTY RESERVES THE RIGHT TO REJECT ANY OR ALL PROPOSALS

The undersigned hereby certifies that he/she has examined and fully comprehends the requirements and intent of the Notice, Information, and Specifications for **Request for Proposal RFP 23-CDTP-005 – Transit Software** and offers to fulfill the activities as shown in the attached proposal for the cost listed below.

The fees below include all expenses for services connected with RFP 23-CDTP-005.

Initial Startup fees	<u>\$ \$118,582.93</u>	
Year 1 Monthly subscriptions fees	<u>\$ \$13,033.67</u>	Year 1 total cost \$ <u>\$156,404</u>
Year 2 Monthly subscriptions fees	<u>\$ \$13,033.67</u>	Year 2 total cost \$ <u>\$156,404</u>
Year 3 Monthly subscriptions fees	<u>\$ \$13,033.67</u>	Year 3 total cost \$ <u>\$156,404</u>

<u>261890678</u>	<u>N/A</u>
Federal ID Number:	M/WBE Status:
<u>Spiro Gjorgjievski</u>	<u>Ecolane USA, Inc.</u>
Type or Print Name	Firm
<u>President</u>	<u>940 W. Valley Rd Suite 1400</u>
Title	Address
	<u>Wayne, PA 19087</u>
Authorized Signature	
<u>11/1/23</u>	<u>() 484-753-9085 / () N/A</u>
Date	Telephone Number / Fax Number

Proposer Reply Cover Sheet

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The fees below include all expenses for services connected with RFP 23-CDTP-005.

Initial Startup fees	\$ <u>295,737.46</u>	
Year 1 Monthly subscriptions fees	\$ <u>35,730.75</u>	Year 1 total cost \$ <u>350,028.21</u>
Year 2 Monthly subscriptions fees	\$ <u>37,159.98</u>	Year 2 total cost \$ <u>37,159.98</u>
Year 3 Monthly subscriptions fees	\$ <u>38,646.38</u>	Year 3 total cost \$ <u>38,646.38</u>

46-5277876
Federal ID Number:

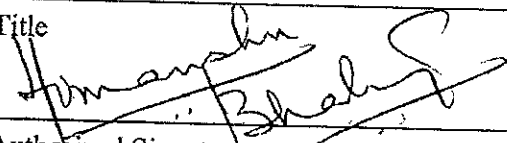
MBE/Asian American
M/WBE Status:

Dr. Himanshu Bhatnagar
Type or Print Name

HBSS Connect Corp.
Firm

CEO
Title

1075 Westford Street, Suite 304 Lowell, MA, 01851
Address


Authorized Signature

11/1/2023
Date

() 978 580-9065 / () 978 379-0014
Telephone Number / Fax Number

3.1.1 Section 1 – Proposal Additional Required Documentation
 Proposer Reply Cover Sheet

Proposer Reply Cover Sheet

Sealed Proposals are due by **2:00 p.m., Wednesday, November 8, 2023**, at: Oswego County Purchasing, 46 East Bridge Street, Oswego, NY 13126.

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The fees below include all expenses for services connected with RFP 23-CDTP-005.

Initial Startup fees	\$ 41,250.00	
Year 1 Monthly subscriptions fees	\$ 4,020.00	Year 1 total cost \$ 49,200.00
Year 2 Monthly subscriptions fees	\$ 4,020.00	Year 2 total cost \$ 49,200.00
Year 3 Monthly subscriptions fees	\$ 4,020.00	Year 3 total cost \$ 49,200.00

26-3926905

 Federal ID Number:

Women-Owned Small Business

 M/WBE Status:

H. David Lester

 Type or Print Name

Kevadiya, Inc.


 Firm

Director of Business Development

 Title

100 N. Saginaw Street

 Address



 Authorized Signature

Pontiac, MI 48342

11/15/2023

 Date

(248) 387-2843 / () N/A

 Telephone Number / Fax Number

1. Required Documentation

RFP 23-CDTP-005 – Transit Software

Proposer Reply Cover Sheet

Sealed Proposals are due by **2:00 p.m., Wednesday, November 8, 2023**, at: Oswego County Purchasing, 46 East Bridge Street, Oswego, NY 13126.

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The fees below include all expenses for services connected with RFP 23-CDTP-005.

Initial Startup fees	\$ 282,001	
Year 1 Monthly subscriptions fees	\$ 7,227.58	Year 1 total cost \$ 368,732
Year 2 Monthly subscriptions fees	\$ 7,589.91	Year 2 total cost \$ 91,067
Year 3 Monthly subscriptions fees	\$ 7,968.41	Year 3 total cost \$ 95,621

98-0358175

Not Applicable

Federal ID Number:

M/WBE Status:

Robert DeSanti

Trapeze Software Group, Inc.

Type or Print Name

Firm

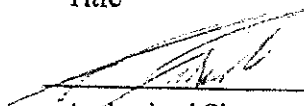
General Manager

5625 Rockwell Dr. NE

Title

Address

Cedar Rapids, IA 52402


Authorized Signature

Date

(905)629-8727 x105479/ (905) 629-5460
Telephone Number / Fax Number



Schedule A

Evaluation Comparison
RFP 23-CDTP-005 TRANSIT SOFTWARE

Total Points	Evaluation Criteria	ECOLANE				HBSS CONNECT CORP.			
		DS	GS	HS	RB	DS	GS	HS	RB
40	Evaluator Experience & Capabilities	35	36	21	25	30	38	24	35
30	Management Outline and Project Approach	24	25	13	20	23	30	26	24
10	Business & Organization	10	8	4	9	10	9	5	10
20	Cost	12	13	9	15	10	19	16	18
100	Total Points	81	82	47	69	73	96	71	87
Rating per Evaluation		69.8				81.8			

Total Points	Evaluation Criteria	KEVADIYA				TRIPSPARK				VIA MOBILITY			
		DS	GS	HS	RB	DS	GS	HS	RB	DS	GS	HS	RB
40	Evaluator Experience & Capabilities	30	35	13	10	35	39	30	39	35	40	32	36
30	Management Outline and Project Approach	20	24	9	10	22	29	20	28	27	30	27	29
10	Business & Organization	10	7	4	8	10	9	6	10	10	9	9	10
20	Cost	10	14	9	19	13	19	12	16	15	19	17	15
100	Total Points	70	80	35	47	80	96	68	93	87	98	85	90
Rating per Evaluation		58.0				84.3				90.0			

DS = Donna Scanlon
RB = Robert Brown

GS = Gidget Stevens

HS = Heather Snow