

OGDENSBURG BRIDGE AND PORT AUTHORITY
BOARD MEETING

THURSDAY, MARCH 10, 2022 - 4:00 PM

- I. Meeting Called to Order by Chairperson Vernon D. Burns at 4:00 PM.
- II. Letters and Communications to the Board.
- III. Approval of Board Minutes:
 - February 10, 2022
 - February 24, 2022
- IV. Reports
 - Presentations and Reports:
 - 1. Committee Reports:
 - a) Facilities Committee
 - b) Finance Committee
 - 2. Reports:
 - a) Income/Expense Report
 - b) Bridge Traffic Report
 - c) Airport Activity/Occupancy Report
 - d) Port Activity Report
 - e) Building Occupancy Report
 - f) Industrial/Commercial Prospect Report
- V. Unfinished Business. None.
- VI. Business Items.
 - A. General Administration
 - 1. Approval of Sale of Surplus Property
 - B. Ogdensburg-Prescott International Bridge
 - None
 - C. Commerce Park
 - 1. Approval of Supplemental Lease Agreement No. 3 with Supreme Court, Appellate Division, Third Judicial Department, Mental Hygiene Legal Service
 - D. Ogdensburg International Airport
 - 1. Approval of Rates and Charges 2022 Schedule
 - E. Port of Ogdensburg
 - 1. Approval of Base Bid Award for Railcar Transloader Conveyor

F. Other Such Matters

VII. Concluding Comments from Citizens, Board Members, and/or Authority Staff.

VIII. Next Meeting Dates:

April 7, 2022	Thursday	4:00 PM	_____	(Proposed)
May 12, 2022	Thursday	4:00 PM	_____	(Proposed)
June 9, 2022	Thursday	4:00 PM	_____	(Proposed)
July 14, 2022	Thursday	4:00 PM	_____	(Proposed)
August 18, 2022	Thursday	4:00 PM	_____	(Proposed)
September 15, 2022	Thursday	4:00 PM	_____	(Proposed)
October 13, 2022	Thursday	4:00 PM	_____	(Proposed)
November 10, 2022	Thursday	4:00 PM	_____	(Proposed)
December 15, 2022	Thursday	4:00 PM	_____	(Proposed)

IX. Adjournment

Dated: March 8, 2022



Steven J. Lawrence
Executive Director

/amg

Ccs

Board of Directors:

Mr. Vernon D. "Sam" Burns, Chairperson
Ms. Megan J. M. Whitton, Vice Chair
Mr. Christopher B. T. Coffin, Treasurer
Mr. David King, Secretary
Ms. Jennifer Quirk-Pickman, Member
Ms. Nicole Terminelli, Member
Ms. Toni Kennedy, Member

Staff:

Mr. Steven J. Lawrence, Executive Director
Ms. Patricia A. Nisco, CFO
Ms. Stephanie Saracco, Airport Manager
Mr. Anthony Adamczyk, Dir of Economic Development
Mr. Robert F. Mujica, Jr., Division of the Budget
Ms. Karen Persichilli Keogh, Secretary to the Governor

Press:

Mr. Tom Graser, WDT
Ms. Monica Sandreczki, North. Country Public Radio
Ms. Dawn Merz, Radio Station WNCQ/WPAC
Mr. Keith Benman, WWNY TV-7
Mr. Jimmy Lawton, North Country Now
Mr. Jim Leven, Community Broadcasters

OGDENSBURG BRIDGE & PORT AUTHORITY
STATEMENT OF FINANCIAL POSITION
as of January 31, 2022

Current Assets:

Cash - Checking Accounts	313,312	
Cash - Reserves & Other Restricted Accounts	1,289,649	
Cash - Security Deposits	5,647	
Accounts Receivable	296,328	
Grants Receivable	25,458	
Investments	0	
Inventories	50,510	Fuel Inventory
Prepaid Expenses	32,765	DBL/PFL
Total Current Assets	<u>2,013,670</u>	

Fixed Assets:

Land & Land Improvements	46,568,435
Buildings & Building Improvements	89,277,544
Machinery & Equipment	7,522,934
Vehicles	1,494,752
Furniture & Fixtures	142,506
Signage	181,132
Bond Issuance Costs - 2017 Series	200,883
Total Fixed Assets	145,388,187
Less Accumulated Depreciation	(69,624,581)
Net Fixed Assets	<u>75,763,605</u>

Other Assets: 1,492,959

Construction in Progress 30,156,102

TOTAL ASSETS 109,426,335

Current Liabilities:

Accounts Payable - Regular	849,923
Accounts Payable - NYS Retirement	285,124
Accounts Payable - NYS TIGER & Bridge Repair	125,332
Current Portion of Long Term Debt	646,326
Accrued Expenses	22,789,836
Total Current Liabilities	<u>24,696,541</u>

Other General Liabilities 166,714

Long Term Liabilities

Long Term Portion of Long Term Debt	10,089,561
Total Long Term Liabilities	<u>10,089,561</u>

Capital 74,473,520

TOTAL LIABILITIES 109,426,335

0

Restricted Accounts - Top 5 Bank Accounts

Debt Service Reserve Fund - Wilmington Trust	499,800
Tompkins Trust Security Reserve Deposit	326,627
Consolidated Reserve Fund - CBNA	297,258
M&T Deposit-Bond Payment Reserve Funds	136,898
Parking Lot Operations - MAPCO Account	13,754
	<u>1,274,337</u>
8 Additional Restricted Bank Accounts share the balance	15,312

Construction in Progress - Top 4 Projects	
TIGER Grant Painting/Rehab Project	19,287,817
Harbor Deepening Project	7,171,877
MASLF	1,883,001
Airport Entitlement Grant - Equipment	707,729
	<u>29,050,423</u>
8 Additional Projects share the balance	1,105,679

Regular Accounts Payable - Top 5 Vendors		
Greenman-Pederson, Inc. (GPI) Bridge Repair Project	328,556	\$8,590.71 Paid 23 February
E-Transit - Maintenance Fees	91,369	
Baseline King - MALSF Project	58,506	
The Wladis Law Firm	37,071	\$13,896.19 Paid in February
Excellus	33,905	\$33,904.50 Paid 07 February
	<u>549,407</u>	
82 Additional Vendors share the balance	300,516	

OGDENSBURG BRIDGE & PORT AUTHORITY: JANUARY 2022 BUDGET TO ACTUAL

	Monthly Budget	Monthly Actual	Over/ (Under)	YTD Budget	YTD Actual	Over/ (Under)
INCOME						
Bridge Revenue	161,845	196,372	34,527	1,616,278	2,007,371	391,093
Airport Revenue	29,692	40,255	10,563	251,791	380,246	128,455
Airport Revenue - Fuel Sales	9,300	15,082	5,782	135,714	318,383	182,669
Industrial Park Campus Revenue	72,175	77,515	5,340	727,821	754,537	26,716
Marine Terminal (Port) Revenue	143,177	107,524	(35,653)	679,094	1,545,181	866,087
Railroad Revenue	0	29,859	29,859	25,000	38,247	13,247
Wind Turbine Revenue	0	0	0	1,035,121	0	(1,035,121)
TOTAL INCOME	416,189	466,607	50,418	4,470,819	5,043,965	573,146

EXPENSES

BRIDGE EXPENSE

Salary Expense	76,317	99,142	22,825	839,487	911,787	72,300
Employee Benefits	42,830	43,836	1,006	682,633	592,943	(89,690)
Maintenance Expense	3,948	12,200	8,252	68,687	88,088	19,401
Bridge Maintenance Expense	324	88	(236)	19,426	14,943	(4,483)
Utility Expense	4,529	6,731	2,202	96,245	65,074	(31,171)
General Expenses	21,564	42,929	21,365	370,900	494,452	123,552
Interest Expense	3,142	59	(3,083)	43,617	49,457	5,840
Legal Expense	8,992	8,681	(310)	89,917	85,298	(4,619)
TOTAL BRIDGE EXPENSES	161,645	213,666	52,021	2,210,912	2,302,042	91,130

AIRPORT EXPENSE

Salary Expense	21,301	27,528	6,227	234,311	279,020	44,709
Employee Benefits	56,086	9,578	(46,508)	153,627	134,788	(18,839)
Maintenance Expense	1,794	17,796	16,002	17,938	136,577	118,639
Fuel Sales Expense	0	38,571	38,571	45,000	215,263	170,263
Utility Expense	6,143	7,156	1,013	57,589	58,047	458
General Expenses	16,005	33,844	17,840	242,737	493,762	251,025
Interest Expense	51,512	45,030	(6,481)	515,115	452,450	(62,665)
Legal Expense	6,425	9,700	3,275	64,250	91,404	27,154
TOTAL AIRPORT EXPENSES	159,264	189,203	29,939	1,330,567	1,861,309	530,742

INDUSTRIAL PARK EXPENSE

Salary Expense	477	0	(477)	5,244	4,677	(91)
Employee Benefits	263	1,337	1,074	2,894	1,895	(588)
Maintenance Expense	1,896	1,373	(523)	17,775	21,435	4,134
Utility Expense	3,683	10,276	6,594	61,868	37,408	(20,777)
General Expenses	3,410	8,088	4,679	34,098	31,682	994
Interest Expense	250	0	(250)	2,500	1,866	(384)
TOTAL INDUSTRIAL PARK EXPENSES	9,978	21,075	11,097	124,379	98,963	(16,712)

MARINE TERMINAL (PORT) EXPENSE

Salary Expense	25,600	20,381	(5,219)	256,000	228,454	(27,546)
Employee Benefits	30,273	13,348	(16,926)	104,777	154,791	50,014
Maintenance Expense	2,652	10,386	7,734	37,128	137,901	100,773
Utility Expense	5,378	4,913	(465)	51,779	39,863	(11,916)
General Expenses	18,559	24,444	5,885	187,910	190,939	3,029
Interest Expense	0	0	0	0	731	731
Legal Expense	0	0	0	0	10,524	10,524
TOTAL MARINE TERMINAL EXPENSES	82,462	73,471	(8,991)	637,594	763,203	125,609

WIND TURBINE EXPENSE

Salary Expense	19,165	0	(19,165)	268,304	0	(268,304)
Maintenance Expense	34,147	0	(34,147)	478,060	0	(478,060)
General Expenses	21,428	0	(21,428)	300,000	0	(300,000)
Interest Expense	2,500	0	(2,500)	25,000	10,036	(14,964)
TOTAL WIND TURBINE EXPENSES	77,240	0	(77,240)	1,071,364	10,036	(1,061,328)

	Monthly Budget	Monthly Actual	Over/ (Under)	YTD Budget	YTD Actual	Over/ (Under)
RAILROAD EXPENSES	0	0	0	0	5,825	5,825
BORDER STATION EXPENSES	0	0	0	0	22,412	22,412
TOTAL EXPENSES	490,590	497,415	6,825	5,374,813	5,063,790	(311,023)
OPERATING INCOME (Net Gain/(Loss))	(74,401)	(30,808)		(903,994)	(19,825)	
CARES ACT Reimbursements	0	337,693	337,693	850,000	1,459,636	609,636
OPERATING INCOME (Net Gain/(Loss))	(74,401)	306,885		(53,994)	1,439,811	
Principal-Current Portion of Long Term Debt	83,795	55,191	(28,604)	754,157	520,633	(233,524)
2.5% Non Reimbursed OBPA Grant Portion	13,047	12,134	(914)	117,427	36,690	(80,737)
OPERATING INCOME (Net Gain/(Loss))	(171,243)	239,560		(925,578)	882,488	

February 1 - February 28 (29)	Auto Crossings			All Other Crossings			Total Crossings			Revenue	
	2022	2019	% Chg	2022	2019	%Chg	2022	2019	%Chg	2022	2021
	8,871	35,864	-75.26%	5,211	5,662	-7.97%	14,082.00	41,526.00	-66.09%	31,882.00	106,063.25
February 1 - February 28 (29)	Auto Crossings			All Other Crossings			Total Crossings			Revenue	
	2022	2021	% Chg	2022	2021	%Chg	2022	2021	%Chg	2022	2021
	8,871	4,871	82.12%	5,211	5,918	-11.95%	14,082.00	10,789.00	30.52%	31,882.00	23,988.75



Passenger Activity Report
2022

	Flights	Enplaned	Fit. Load	Non Rev.	Fit. Load	Deplaned	Non Rev.	Total
Jan	45	608	27%	19	28%	620	23	1270
Feb	38	758	40%	14	41%	699	13	1484
March								
April								
May								
June								
July								
Aug								
Sept								
Oct								
Nov								
Dec								
2022 Total	83	1366	33%	33	34%	1319	36	1270
2021 Total	613	10292						
2020 Total:	548	4279						
2019 Total:	806	12115						

2020 Enplanements with Allegiant 8944
 2019 Enplanements with Allegiant 22438

	Flights	Enplaned	Fit. Load	Deplaned	Total
2020	41	4665	64%	4774	9439
2019	84	11268	76%	17561	28829



Airport Occupancy Report

Facility	Total SF	Airport	Rentable	Occupant	Expiration	Rate	
ARFF/FBO		100%	0%	OBPA	N/A		
Conventional Hangar	3672 interior		3668 3.5 S.F.	OBPA SITA	N/A 5/6/22 renewed annually	\$500 mo	
GSE Building	5978 interior	2989	2989	Skywest OBPA	3/31/2024	\$1,500 mo.	
T-Hangars	11550 exteior	956 S.F.	10,594 Hangar #1 Hangar #2 Hangar #3 Hangar #4 Hangar #5 Hangar #6 Hangar #7 Hangar #8 Hangar #9 Hangar #10	Robertson Frank Richardson Fred Proven Jim Phillips Mark Mueller Pete Bogardus Steven Williams Bird Tate Jr. unoccupied Frank Richardson	9/30/2022 7/31/2021 8/31/2022 9/30/2022 8/31/2022 8/31/2022 6/14/2022 12/31/2022 4/19/2021	\$215 mo \$215 mo \$215 mo \$215 mo \$215 mo \$215 mo \$215 mo \$215 mo \$215 mo	
		478 478		OBPA OBPA			
Terminal Building	10800		440 558 2913 5919 126	TSA Skywest Public/Utility Per Turn/Public Concession	N/A 3/31/2024 3/31/2024 unoccupied		

Updated 3/2/2022

**OGDENSBURG BRIDGE & PORT AUTHORITY
MARCH 10, 2022, BOARD MEETING**

Agenda Item A. General Administration

1. Approval of Sale of Surplus Property

REPORT:

The Authority held a public auction on March 1, 2022 for sealed bids on an Authority owned 1.86-acre parcel (St. Lawrence County Tax Map #: 48.002-2-40) located in the Town of Lisbon at the corner of NYS Rt 37 and County Rt 28. Only 1 bid was received.

The Authority received a bid from Lori A. Aubrey-Smith in the amount of \$25,276.00. The submitted bid amount is above the minimum bid requirement of \$20,000 set forth in the bid documents.

Staff recommends acceptance and approval of the bid amount for the surplus property.

RESOLUTION:

RESOLVED, that the Board of the Ogdensburg Bridge and Port Authority does hereby authorize and accept the bid amount by Lori A. Aubrey-Smith in the amount of \$25,276.00 on the 1.86-acre parcel (St. Lawrence County Tax Map #: 48.002-2-40) located in the Town of Lisbon at the corner of NYS Rt 37 and County Rt 28.

BE IT FURTHER RESOLVED, that it is the Authority's interpretation that this sale complies with its policies and the New York State Public Authorities Law in regard to the disposition of public authority property because the land has been appraised and is being sold at public auction in an open and competitive process.

INITIATOR/PREPARER: Steve Lawrence/A.M. Grabetz

APPROVED BY: 

MOTION PASSED BY: Megan J. M. Whitton

Unanimous: Yes No

SECONDED BY: Nicole Terminelli

Abstained By: N/A

**OGDENSBURG BRIDGE & PORT AUTHORITY
MARCH 10, 2022, BOARD MEETING**

Agenda Item C. Commerce Park Campus

1. Approval of Supplemental Lease Agreement No. 3 with Supreme Court, Appellate Division, Third Judicial Department, Mental Hygiene Legal Service

REPORT:

The current lease with Supreme Court, Appellate Division, Third Judicial Department, Mental Hygiene Legal Service, for space in Building 12, 806 Commerce Park Drive, Ogdensburg, NY, is set to expire on March 31, 2022. A new 5-year agreement has been negotiated and prepared.

RESOLUTION:

RESOLVED, that the Executive Director is hereby authorized to enter into Renewal & Amendment No. 3 with Supreme Court, Appellate Division, Third Judicial Department, Mental Hygiene Legal Service for the rental of 2,424 s.f. of office space in Building 12;

RESOLVED, that the annual base rent for the Renewal Term shall be \$22,826.29 (Base Rent) payable by Lessee to the Authority in equal monthly installments of \$1,902.19 per month and that the Base Rent shall be subject to a 4 percent annual increase on each anniversary of the Effective Date;

RESOLVED, that the additional monthly rent for janitorial and snow removal services for the Renewal Term shall be \$469.98 per month; and that this rate shall be subject to a 4 percent annual increase on each anniversary of the Effective Date;

BE IT FURTHER RESOLVED, that all other terms and conditions of the original agreement shall remain in full force and effect.

INITIATOR/PREPARER: Steven Lawrence/A.M. Grabetz APPROVED BY: 

MOTION PASSED BY: _____ Unanimous: Yes No

SECONDED BY: _____ Abstained By: _____

**OGDENSBURG BRIDGE & PORT AUTHORITY
MARCH 10, 2022 BOARD MEETING**

Agenda Item D. Ogdensburg International Airport
1. Approval of Airport Rates and Charges 2022 Schedule

REPORT:

In order for the airport to operate in a "self-sustaining as possible" position, it is necessary to evaluate and update airport rates and charges and create reasonable fees for new services and adjust current fees. The attached Rates and Charges 2022 Schedule details the proposed levels. These reflect the current services and costs that the airport incurs for the performance/use of OBPA resources. The Facilities Committee met on February 17, 2022 and reviewed the Schedule.

RESOLUTION:

RESOLVED that the Authority Board of Directors authorizes the enactment of the Rates and Charges 2022 Schedule.

INITIATOR/PREPARER: Stephanie L. Saracco/A.M. Grabetz APPROVED BY: 

MOTION PASSED BY: _____ Unanimous: Yes No

SECONDED BY: _____ Abstained By: _____



*Proposed Rates and Charges
Rates as of 01 April 2022*

COMMERCIAL AVIATION

Signatory EAS Rates

	<i><=Cessna</i>	<i>> Cessna</i>
	<u>402</u>	<u>402</u>
Base Rent	\$100	\$100 per turn
Ramp Charges	\$70	\$135 per turn
Terminal Charges	\$100	\$165 per turn plus 5.45% of utilities
Office Rent (1 office)	\$30	\$30 per turn
In To Plane Fee	\$175	\$175 If OGS is handling fuel inventory
GSE Storage	\$1,500	\$1,500 Flat fee per month plus 51% of electricity billing for 1/2 of building

Subsequent Annual Increases based on CPI increase

Non-Signatory

	<i><=Cessna</i>	<i>> Cessna</i>
	<u>402</u>	<u>402</u>
Base Rent	\$100	\$100 per turn
Ramp Charges	\$80	\$145 per turn
Terminal Charges	\$125	\$185 per turn
Office Rent (1 office)	\$40	\$40 per turn
In To Plane Fee	\$185	\$185 If OGS is handling fuel inventory

As Negotiate/As Negotiated

Subsequent Annual Increases based on CPI increase

Commercial Airline Ramp Fees

Category	(per 1 to 12 hour period)	<i>Aircraft Class Categories</i>
1	\$15	1-20 seats
2	\$55	21-90 seats
3	\$90	91-200 seats
4	\$180	201+ seats

Aircraft parked on the ramp for other than turns or scheduled RON

GENERAL AVIATION

	<u>RON*</u>	<u>Ramp Fee**</u>	<u>Min. Fuel Purchase</u>
Small Helicopter	\$20	\$25	25
Large Helicopter	\$30	\$50	50
Light Piston	\$20	\$0	0
Twin Piston	\$30	\$70	70
Turbine	\$75	\$100	100
Light Jet	\$75	\$200	150
Medium Jet	\$100	\$250	200
Heavy Jet	\$125	\$300	300
Super Heavy Jet	\$150	\$400	400

*Remain Over Night-from 8 pm-8 am

**Waived if purchasing minimal fuel



*Proposed Rates and Charges
Rates as of 01 April 2022*

LANDING FEES

Based on Maximum Gross Takeoff Weight. \$2 per 1,000 lbs.

Transient Traffic

Small Helicopter			\$0
Large Helicopter			\$0
Light Piston	0	5,999	\$0
Twin Piston	6,000	8,999	\$2.00/1,000 lbs.
Turbine	9,000	10,999	\$2.00/1,000 lbs.
Light Jet	11,000	19,999	\$2.00/1,000 lbs.
Medium Jet	20,000	34,999	\$2.00/1,000 lbs.
Heavy Jet	35,000	59,999	\$2.00/1,000 lbs.
Super Heavy Jet	60,000	300,000	\$2.00/1,000 lbs.

BUILDING RENT

GSE Building (Signatory)	\$1,500 per month for 1/2 space plus 51% electricity billing
GSE Building (Non Signatory)	As Negotiated
T-Hangar Overnight Rental	\$40
T-Hangar	\$215 per month plus 1 month security deposit
Terminal Hold Room	As Negotiated

LAND RENT

Tie Down	\$60 per month on General Aviation Ramp
Land to build hangars	As Negotiated

SECURITY FEES

Note: There is no badge fee for GA tenants

Initial Badge Fee	\$75
Late Badge Fee	\$50
Lost Badge Fee	\$40
Lost Key Fee	\$100 plus cost of re-key (if necessary)

OTHER FEES

<u>After Hours Call In Fee (minimum 2 hours)</u>	(between 8:00pm and 8:00 am)
Airport Tenant	\$25 per hour per OBPA personnel
Private Aircraft	\$75 per hour per OBPA personnel
Corporate Aircraft	\$250 per hour per OBPA personnel
(Used if personnel are called in for traffic)	
Personnel Fee	\$70 per hour, minimum 2 hours
(Charged if OBPA personnel are used for tenant work or escorts)	

Catering	20% surcharge
----------	---------------

**OGDENSBURG BRIDGE & PORT AUTHORITY
MARCH 10, 2022 BOARD MEETING**

Agenda Item E. Port of Ogdensburg

1. Approval of Base Bid Award for Railcar Transloader Conveyor

REPORT:

The Authority solicited bids on February 9, 2022 for the purchase of new Railcar Transloader Conveyor for the Port of Ogdensburg. The Authority received 1 Bid from US Material Handling Corporation, East Syracuse, NY, for a Gruber 40" Railcar Transloader Conveyor.

Based upon the attached bid analysis, available CRISI Grant funding and the vendors' qualifications, staff is recommending award of the base bid including alternate #1 to US Material Handling Corporation for a cost not to exceed \$229,684.44.

The project cost (\$229,684.44) is being funded as follows:

Consolidated Rail Infrastructure and Safety Improvements Program

CRISI Grant (80%)	\$183,748.00
Ogdensburg Bridge and Port Authority (20%)	<u>\$ 45,936.44</u>
	\$229,684.44

RESOLUTION:

RESOLVED, that the Executive Director is hereby authorized and directed to execute a Purchase Order with US Material Handling Corporation, East Syracuse, NY, for a Gruber 40" Railcar Transloader Conveyor with associated hydraulic railcar vibrator, for the Port of Ogdensburg for a cost not to exceed \$229,684.44. and be it,

FURTHER RESOLVED, that this project cost (\$229,684.44) is being funded as follows:

Consolidated Rail Infrastructure and Safety Improvements Program

CRISI Grant (80%)	\$183,748.00
Ogdensburg Bridge and Port Authority (20%)	<u>\$ 45,936.44</u>
	\$229,684.44

and be it,

FURTHER RESOLVED, that acceptance and approval of this contract with US Material Handling Corporation, East Syracuse, NY is contingent upon funding, acceptance, and approval by the Federal Railroad Administration which administers the CRISI Grant Award.

INITIATOR/PREPARER: **Steven J. Lawrence/A.M. Grabetz** APPROVED BY: 

MOTION PASSED BY: _____ Unanimous: Yes No

SECONDED BY: _____ Abstained By: _____



Ogdensburg Bridge & Port Authority

One Bridge Plaza, Ogdensburg, New York 13669
(315) 393-4080 (Phone) - (315) 393-7068 (Fax)

Re: Railcar Transloader Conveyor Bid Summary
Ogdensburg Bridge and Port Authority
Ogdensburg, New York
Bid Analysis

This letter will serve as a summary of the competitive bid process conducted by the OBPA during the period of January 11, 2022 through February 9, 2022 on the referenced project.

We forwarded the Bid information to the NYS Contract Reporter and it was published on January 11, 2022 and remained available for viewing until February 9, 2022. In addition, complete bidding documents and specifications containing the advertisement were also submitted to the BidNet Direct Empire State Purchasing group for viewing, at no cost, by interested contractors, equipment suppliers and subcontractors.

Subsequent to this advertisement, nine (9) vendors requested complete bidding documents. The plan holders are noted on the attached list.

<u>Organization Name</u>	<u>Main Contact</u>	<u>Download Date</u>	<u>City</u>	<u>Province/State</u>
Sparta Manufacturing	Hughes Arseneau	02/01/2022 07:29 AM EST	Notre-Dame	New Brunswick
Baschmann Services, Inc	Mike Peters	01/31/2022 09:20 AM EST	Elma	New York
American Material Processing, Inc.	Matthew Eddy	01/27/2022 03:50 PM EST	Phoenix	New York
Shreevastava Inc.	Sweety Srivastava	01/24/2022 02:40 AM EST	Bhagalpur	
Nation Wide Welding Services LLC	Joshua Posada	01/13/2022 12:48 PM EST	Woodgate	New York
Allied Solutions	Jason Collier	01/13/2022 10:24 AM EST	Carmel	Indiana
Shay Enterprise	Tamara Shay	01/13/2022 10:23 AM EST	Tacoma	Washington
North America Procurement Council, Inc. PBC	Tim Loncarich	01/11/2022 09:47 PM EST	Grand Junction	Colorado
US Material Handling Corporation	Shane OBrien	01/11/2022 10:46 AM EST	East Syracuse	New York

No Addendum was published.

Attached are the bid results for the Railcar Transloader Conveyor



Ogdensburg Bridge & Port Authority

One Bridge Plaza, Ogdensburg, New York 13669
(315) 393-4080 (Phone) - (315) 393-7068 (Fax)

On February 9, 2022 at 3:00 PM, bids were received and publicly opened for the subject project. Only one bid was submitted from one (1) vendor. That contractor, and their respective bid amounts, are summarized on the attached bid tabulation (Record of Bids).

US Material Handling Corporation, 6624 Joy Rd, East Syracuse, NY, 13057 has been determined to be the sole apparent low bidder.

The following list identifies the irregularities we observed in their bids as submitted.

NO IREGULARITIES NOTED

Following the bid, we spoke with Joe Saraceni from US Material Handling Corporation and he stated they were comfortable with their bid and would accept award.

The bid meets all the Railcar Transloader Conveyor bid specification requirements

Respectfully Submitted,
Steve Lawrence
Executive Director

https://www.nny360.com/news/stlawrencecounty/two-airlines-make-proposals-for-ogdensburg-international-airport-s-eas-contract/article_bdb6b9b7-a9e4-5f25-9c8b-8e2be261a95c.html

Two airlines make proposals for Ogdensburg International Airport's EAS contract

By ANDY GARDNER
agardner@wdt.net
Feb 13, 2022



Passengers line up as they arrive at Ogdensburg International Airport and wait to check in at the SkyWest ticket counter in January. Christopher Lenney/Watertown Daily Times

OGDENSBURG — The Ogdensburg Bridge and Port Authority has received two proposals, from Boutique Air and Air Charter Express, to take over the Essential Air Service contract at Ogdensburg International Airport.

OBPA Executive Director Steven J. Lawrence said OBPA board members will have to review the proposals. The bidding deadline was 11:59 p.m. Thursday night.

He expects the board to go over the two proposals "in the coming days, next week, when we can get together for a Facilities Committee meeting to review it."

"I need the board's input," Mr. Lawrence said. "We'll see if they're what we're looking for."

San Francisco-based Boutique Air is the Essential Air Service carrier at Massena International Airport. They're proposing two options. Both would shuttle 14,976 scheduled seats on a total of 1,872 scheduled flights per year on pressurized twin-propeller Pilatus PC-12 airplanes that seat eight or nine passengers. Boutique is offering a two-year contract or four years.

The first option for destinations is 18 weekly non-stop round-trip flights, 11 to Boston Logan International Airport and seven to Baltimore/Washington International Thurgood Marshall Airport. For that service, Boutique would seek a \$4,934,628 subsidy in year one and \$5,033,320 in year two.

Boutique's second destination option is also for 18 weekly flights, 11 to Westchester County Airport and seven to Baltimore/Washington International Thurgood Marshall Airport. For this option, the company would seek \$4,958,913 in first-year subsidies and \$5,058,091 in the second year.

The proposal says service would begin 60 to 90 days after the U.S. Department of Transportation issues the order selecting Boutique Air as the EAS carrier.

"Boutique air will start service as early as operationally possible," the proposal reads.

Based out of Rome, Air Charter Express is proposing 12 weekly round-trip flights, two daily, between Ogdensburg and Albany International Airport. The proposal says the company would also consider adding Syracuse Hancock International Airport as a scheduled route. It also says the airline will use nine-seat twin-propeller Piper Navajo Chiefan airplanes, with plans to upgrade to turboprop aircraft this year.

Air Charter's proposal is for 1,248 annual scheduled flights with 11,232 scheduled seats. It would seek a \$1,622,400 subsidy in the first year and \$1,703,520 in year two.

Ogdensburg's current EAS airline, SkyWest, announced in January that it would cease EAS operations at the Ogdensburg International Airport and the Plattsburgh International Airport by mid-April. The DOT has required the airline to stay until a new EAS carrier is in place. SkyWest issued a statement at the time saying staffing challenges generated by a surge in COVID-19 cases is the reason for departing Ogdensburg.

The EAS program was developed after the airline industry was deregulated in 1978. The EAS program was put into place to guarantee air service to underserved communities. EAS subsidizes commuter airlines across the country to serve approximately 140 rural communities, including six communities in upstate New York: Watertown, Jamestown, Massena, Ogdensburg, Plattsburgh and Saranac Lake/Lake Placid.

Andy Gardner

https://www.nny360.com/communitynews/business/ogdensburg-prescott-bridge-crossing-numbers-still-in-slump-from-pre-pandemic-levels/article_612f12f1-12d8-58aa-a247-039be2a512ca.html

Ogdensburg-Prescott bridge crossing numbers still in slump from pre-pandemic levels

By ANDY GARDNER
agardner@wdt.net
Feb 13, 2022



Sparse traffic crosses the Ogdensburg-Prescott International Bridge. Christopher Lenney/Watertown Daily Times

OGDENSBURG — Ogdensburg Bridge and Port Authority board members say crossing numbers at the Ogdensburg-Prescott International Bridge haven't yet made the pandemic-slump rebound for which they were hoping.

OBPA Executive Director Steven J. Lawrence and Chief Financial Officer Patricia A. Nisco want the numbers to reach 60% of the pre-pandemic count.

Ms. Nisco said the OBPA had hoped to hit about 40% by February and close to 50% by the end of this fiscal year, then bump up to 60% for the 2022-23 fiscal year. The OBPA budgets according to fiscal year April 1 to March 31.

"Unfortunately, I think we probably still have another 18 months to go, another fiscal year, before we're ... solid," Ms. Nisco said.

OBPA Board Chair Vernon D. "Sam" Burns showed some optimism for a recovery. He said "a lot can happen these next couple of months."

"With the mask mandate being removed, that should help. Not knowing what could happen between the two countries between now and then and what things might or might not open up in Canada, we need to keep an eye on that," Mr. Burns said. "I hope we reach that 60 percent."

"When you look at all other crossings from '22 compared to '21, we're down over last year ... This is January. Part of that is vaccine mandate and confusion and what you see with the omicron (coronavirus variant). It's troubling when we see down 7 percent of the year we think is so bad," Mr. Lawrence said. "Trucks were definitely holding their own. When you compare it to 2019 ... the thing I take out of all of that is the '22 (compared to) '21 number. I hope that's just an anomaly right now."

The Bridge and Tunnel Operators Association shows traffic at 11 bridge and tunnel crossings between the United States and Ontario from Michigan to New York, including the Ogdensburg-Prescott bridge and the Seaway International Bridge between Massena and Cornwall, Ontario.

The BTOA says traffic on the Ogdensburg bridge dipped 16.85% between 2020 and 2021. The association's numbers show a 27.31% decrease in passenger cars, just over a 6% increase in truck traffic and an 85.11% decrease in buses and other miscellaneous vehicles.

Comparing January 2022 and January 2021 for the Ogdensburg bridge, a BTOA table shows a 25.54% increase. That includes a 64.53% increase in passenger cars and a 7.67% decrease in truck traffic. No data is reported for buses and other miscellaneous vehicles.

The BTOA says the Seaway International Bridge saw a 3.43% increase in all traffic in 2021 compared to 2020. Passenger cars were up 3.44% and trucks went up 3.13%. No data is reported for buses and other miscellaneous vehicles.

Comparing January 2022 to the same month last year for the Massena-Cornwall bridge, BTOA says traffic increased 12.71%, including a 13.12% increase in passenger cars and just under a 1% increase in trucks. No data is reported for buses and other miscellaneous vehicles.

To view the full bridge and tunnel traffic reports, visit wdt.me/8h6Nts.

Andy Gardner

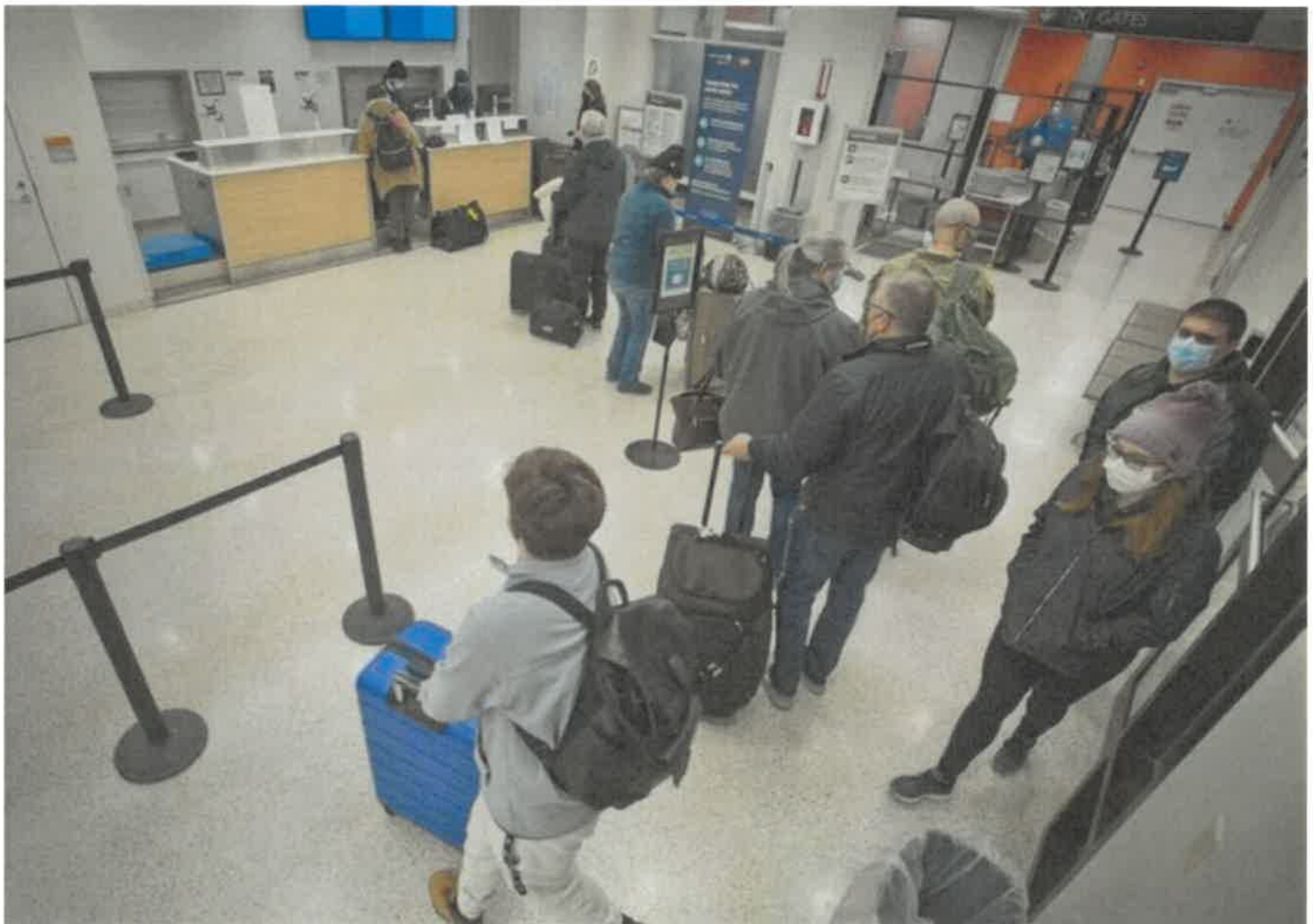
https://www.nny360.com/news/stlawrencecounty/obpa-board-takes-no-action-on-remaining-eas-proposal-after-dot-shoots-down-the-other/article_879e8905-e25a-5dfc-adf5-7d67283effe9.html

OBPA board takes no action on remaining EAS proposal after DOT shoots down the other

By ANDY GARDNER

agardner@wdt.net

Feb 19, 2022



Passengers line up as they arrive at Ogdensburg International Airport and wait to check in at the SkyWest ticket counter in January. Christopher Lenney/Watertown Daily Times

OGDENSBURG — The Ogdensburg Bridge and Port Authority is waiting for more information on options for an Essential Air Service contract.

One of the two EAS proposals the OBPA received for Ogdensburg International Airport has been shot down by the U.S. Department of Transportation. The other didn't seem to impress the OBPA board's Facilities Committee, which took no action on the proposal this week.

Ogdensburg's EAS provider, SkyWest Airlines, announced in January that it will be pulling out of the city airport. The two replacement proposals OBPA received came from Rome, N.Y.-based Air Charter Express and San Francisco-based Boutique Air, Massena International Airport's EAS provider.

Right off the bat, Airport Manager Stephanie L. Saracco said, "Air Charter Express does not meet the minimum standards for the DOT."

"They have notified them they don't meet the minimum criteria," she said.

Boutique offered two destination options. Both would shuttle 14,976 seats on a total of 1,872 scheduled flights per year on pressurized twin-propeller Pilatus PC-12 airplanes that seat eight or nine passengers. Boutique is offering a two-year contract or four years.

The first option for destinations is 18 weekly non-stop, round-trip flights, 11 to Boston Logan International Airport and seven to Baltimore/Washington International Thurgood Marshall Airport.

Boutique's second destination option is also for 18 weekly flights, 11 to Westchester County Airport and seven to Baltimore/Washington International Thurgood Marshall Airport.

OBPA board members said the total number of enplanements from either option, the number of passengers boarding from Ogdensburg, would be around 6,000.

"This is nothing against Boutique, but their proposal doesn't fit, I think, with our short- or long-term plans," said Vernon D. "Sam" Burns, who chairs the full OBPA Board of Directors. "I think we've conditioned the region that we'd offer jet service out of our airport ... jet service offers a different level than what we're talking about today. That's what I think we need to look for, if we're really going to keep investing in the airport ... and expand our base of passengers we attract to the airport. Unfortunately a nine-passenger plane does not do that."

“I think the public needs to know what we’re up against to accept a smaller plane and a smaller enplanement load,” OBPA Executive Director Steven J. Lawrence said.

SkyWest offers flights on 50-passenger jets. If Ogdensburg sees 10,000 enplanements in one year, the Federal Aviation Administration gives \$1 million to the airport.

However, Mr. Lawrence said the FAA grant is great to have but “not anything that helps us with running the airport or paying our debts.”

“With (a smaller airplane), it really is going to make it difficult for us to sustain financially, and as you all know, it’s tough now,” he said. “We want to do what’s best. The general community has to decide on some of this too. It’s not all us. USDOT wants input too.”

Board members also said they don’t think Boutique flights to Westchester County Airport in White Plains is a good option. Passengers landing there would have to take public transportation to get to a larger hub in New York City.

“If White Plains is a destination you can’t get out of, how does that qualify for the intent of a major hub?” Mr. Burns asked.

Ms. Saracco said that as long as some EAS flights go to a larger hub, they’re qualified.

“As long as they go to a major hub, Baltimore or Washington, that’s considered a major hub,” she said.

Ms. Saracco said the closest major hub to Ogdensburg is in Newark, N.J., but that’s not in either of Boutique’s proposals.

She said Boutique is requesting a hangar in Ogdensburg, which doesn’t have one to spare. The company would likely have to fly to Massena to use a hangar during the cold season.

“A logistical question for me would be in inclement weather, not only does our airport have to be ready and open for business, the near airport has to be open and ready for business for morning flights,” Ms. Saracco said.

She said the OBPA has three options — accept Boutique’s proposal, reject the proposal or “something called alternative EAS.”

“(T)hat is a program that is funded by the DOT, but Ogdensburg Bridge and Port Authority would be making the contract with an airline,” she said, adding that there are “pluses and minuses with that, pluses and minuses with rebidding, pluses and minuses with Boutique.”

Ms. Saracco and the board verbally agreed to learn more about the alternative EAS program and come back to the full board with more information.

“I did ask the DOT if they would speak to (Mr. Lawrence and Chief Financial Officer Patricia A. Nisco), the Facilities Committee, in a conference call just to answer any questions you may have,” she said.

Ms. Saracco said there is an advantage with Boutique — it has interline agreements with American Airlines and United Airlines. That means passengers could book an Ogdensburg ticket and smoothly transfer to an American flight.

“They would handle all the baggage. You check in once in Ogdensburg and continue on without having to check in to another airline,” she said.

The EAS program was developed after the airline industry was deregulated in 1978. The EAS program was put into place to guarantee air service to underserved communities. EAS subsidizes commuter airlines across the country to serve approximately 140 rural areas, including six communities in upstate New York: Watertown, Jamestown, Massena, Ogdensburg, Plattsburgh and Saranac Lake/Lake Placid.

Andy Gardner



Boutique Air fails to get recommendation from Ogdensburg Bridge and Port Authority

BY JIMMY LAWTON
North Country This Week

OGDENSBURG — Despite being the only eligible bid for Essential Air Service at the Ogdensburg Airport, Boutique Air failed to garner a recommendation from the Ogdensburg Bridge and Port Authority's Facilities Committee.

At the Thursday meeting the committee decided it needed more information before making a recommendation regarding the EAS contract and raised concerns that a nine-passenger flight service may not meet the airport's needs.

The OBPA hopes to find a successor for SkyWest, which receives DOT funding for providing essential air service for the airport. The company is looking to end service, but has been ordered to continue until a replacement is found.

SkyWest provided direct flights on a 50-passenger jet to Washington D.C., and the service was well received in the North Country.

Unfortunately COVID-19 restrictions hurt the travel industry causing many airlines to scale back on services. Ogdensburg airport, which usually benefits from international travelers from Canada, was hit particularly hard due to border closures related to COVID-19 restrictions.

Airlines have faced a variety of problems related to the pandemic including staffing shortages, travel restrictions and higher fuel costs.

Looking for a new provider, the Department of Transportation requested bids for a new EAS provider.

Bids were received from Boutique Air and Air Charter Express, but it was later found that the latter did not meet DOT standards and was deemed ineligible.

Boutique's proposal featured two flight scenarios.

The first option offers 18 non-stop flights per week, 11 flights to Logan International Airport in Boston, Mass. and seven to Baltimore/Washington International Thurgood Marshall Airport. This proposal calls for \$4,934,628 in subsidies the first year and \$5,033,320 the second year.

The second option also involves 18 flights weekly but changes the 11-flight destination to Westchester County Airport and seven to the Baltimore/Washington area. The subsidies requested are \$4,958,913 the first year and \$5,058,091 the second year.

Boutique flies pressurized twin-propeller Pilatus PC-12 airplanes that seat 8 or 9 passengers.

Committee members discussed the flight scenarios Feb. 17, but did not make a recommendation.

They decided instead to gather more information from the DOT regarding an "alternative EAS" program, which would function differently than the traditional EAS program in that the OBPA would make a contract with an airline and receive reimbursement funding from DOT, but further details weren't available.

OBPA Executive Director Steve Lawrence noted that from a financial perspective the model proposed by Boutique Air would not likely meet the needs of the airport.

He pointed out that the improvements to OGS in recent years were aimed at bringing in larger planes with more traffic.

A lengthened runway, modernized equipment and parking improvements were all aimed at offering expanded service offerings.

OBPA Chairman Vernon "Sam" Burns echoed his statement adding that Ogdensburg worked to get a Class 1 status and succeeded.

He said that Ogdensburg's model had been proven to work and that they needed to ensure they can provide the service people have come to expect from them. Specifically, jet service to a hub airport that would allow people to travel anywhere in the country.

"That's what I think we need to look for if we're really going to keep investing in the airport and following what we want to do with the traveling public up north and expand our base of who we attract as passengers to our airport," he said. "Unfortunately a nine-passenger plane will not do that."

No decision was made and the committee directed the airport manager to find out more about the alternative EAS program with hopes of bringing that information before the OBPA board at a special meeting prior to Feb. 25 for which a date has not yet been determined.

The Facilities Committee has scheduled a meeting for Wednesday, Feb. 23 at 2 p.m. to discuss matters leading to the appointment of a particular corporation, which will take place in executive session, but there is no indication if it is related to EAS issues.

View Full Story at: <https://www.northcountrynow.com/news/boutique-air-fails-get-recommendation-ogdensburg-bridge-and-port-authority-0315125>
(<https://www.northcountrynow.com/news/boutique-air-fails-get-recommendation-ogdensburg-bridge-and-port-authority-0315125>)

https://www.nny360.com/news/stlawrencecounty/obpa-board-looks-south-to-keep-jet-service-at-ogdensburg-airport/article_4a852908-d154-5210-a0b3-698e6a463aa2.html

OBPA board looks south to keep jet service at Ogdensburg Airport

By ANDY GARDNER

agardner@wdt.net

Feb 25, 2022



Contour Airlines is an Alternate Essential Air Service carrier that offers flights from regional airports in the South on 30-passenger Embraer E135 jets, like the one above. Contour Airlines photo

OGDENSBURG — The Ogdensburg Bridge and Port Authority will look into the Alternate Essential Air Service, AEAS program to keep jet service in and out of Ogdensburg International Airport.

The airport's Essential Air Service provider, SkyWest Airlines, announced in January that it will cease EAS service this spring, although the U.S. Department of Transportation is requiring the company to stay until a new carrier is found.

The OBPA Board of Directors received two bids for the EAS contract, both of which were ultimately rejected. One came from Boutique Air and the other from Air Charter Express. The DOT rejected Air Charter's proposal because it didn't meet the minimum EAS standards. The OBPA board rejected Boutique, which was offering flights on propeller airplanes that hold eight or nine passengers, because the board said it didn't meet its minimum standards.

Board members on Thursday passed a resolution directing staff to research the AEAS program. Although board members didn't mention any airlines by name, they said they're going to reach out to AEAS carriers at airports in the South.

One of those, according to an article published in January by ch-aviation, an airline news site, is Contour Airlines. Contour offers flights to regional hubs in the South on 30-passenger Embraer E135 jets from regional airports in Tupelo, Miss. and Muscle Shoals, Ala. to larger hubs in Nashville, Tenn. and Charlotte, N.C.

Contour also has interline agreements with American Airlines, which means travelers would buy one ticket and be able to transfer from Contour at the regional airport to an American Airlines flight at the larger airport without having to check in twice, including seamless baggage transfer. Contour took over in Muscle Shoals in January from EAS carrier Boutique Air.

The article also explains the difference between EAS and Alternate EAS.

"Instead of the DOT paying compensation to an air carrier to provide EAS, the department can provide direct financial assistance to a community, to be spent in a way that better suits its needs," it reads. "For example, communities may use the assistance for more frequent services with smaller aircraft, on-demand air taxi services, scheduled or on-demand surface transport, purchasing an aircraft, or regionalised air services."

OBPA Board Chair Vernon D. "Sam" Burns said board members don't have anything against Boutique. The air carrier just isn't what they're looking for.

“They’re a fine airline, a fine company. we of course wish them well. For our plans for the airport and the traveling public, we need to do everything possible to have jet service to a regional hub, and that’s what we’re trying to do here,” he said during a Thursday OBPA board meeting. “We think that’s what the Bridge and Port Authority and Ogdensburg International Airport needs to do to grow for the future, and that’s why we’re doing what we’ve done today.”

Andy Gardner