

Adopted: April 17, 2009
Amended: August 20, 2010
Amended: February 24, 2012
Amended: October 13, 2017

COUNTY OF ORLEANS INDUSTRIAL DEVELOPMENT AGENCY PROCUREMENT POLICY

A. Introduction

1. Scope - In accordance with Article 18-A of the General Municipal Law (the "IDA Act"), Section 104-b of the General Municipal Law (GML), and the Public Authorities Law, the Orleans County Industrial Development Agency (the "Agency") is required to adopt procurement policies which will apply to the procurement of goods and services not subject to the competitive bidding requirements of Section 103 of the GML and paid for by an IDA for its own use and account.
2. Purpose - Pursuant to Section 104-b of the GML, the primary objectives of this policy are to assure the prudent and economical use of public monies in the best interests of the taxpayers of a political subdivision or district, to facilitate the acquisition of goods and services of maximum quality at the lowest possible cost under the circumstances and to guard against favoritism, improvidence, extravagance, fraud and corruption.

B. Procurement Policy

1. Determination Required - Prior to commencing any procurement of goods and services, the CFO or an authorized designee shall prepare a written statement setting forth the basis for (1) the determination that competitive bidding is not required for such procurement, and if applicable (2) the determination that such procurement is not subject to any requirements set forth in this policy. Such written statements shall be maintained by the CFO or such authorized designee in a specially designated procurement file.
2. Procedure for determining whether Procurements are subject to Competitive Bidding - The procedure for determining whether a procurement of goods and services is subject to competitive bidding shall be as follows:
 - a. The CFO or an authorized designee shall make the initial determination as to whether competitive bidding is required. This determination will be based on Section 103 of the GML which requires competitive bidding for expenditures of (1) more than \$35,000 for the performance of any public works contract (services, labor or construction), and (2) more than \$20,000 for any purchase contract (acquisition of commodities, materials, supplies or equipment).
 - b. The CFO or such authorized designee shall review the purchase request against prior years' expenditures and a good faith effort will be made to

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determine whether it is known or can reasonably be expected that the aggregate purchases of a similar nature will exceed the above thresholds and whether competitive bidding procedures shall be followed for said expenditure.

- c. The CFO or such authorized designee shall present any legal issues regarding the applicability of the competitive bidding requirements stated herein to the Agency's Counsel.
3. Methods of Competition to be used for Non-Bid Procurements and Procurements Exempt by Statute - Alternative proposals or quotations for goods and services shall be secured by use of written requests for proposals or written quotations, verbal quotations or any other method of procurement which furthers the purposes of this policy except for items excepted herein (see 7 below) or procurements made pursuant to:
 - a. GML, Section 103 (3) (through county contracts), or
 - b. GML, Section 104 (through state contracts), or
 - c. State Finance Law, Section 175-b (from agencies for the blind or severely handicapped), or
 - d. Correction Law, Section 186 (articles manufactured in correctional institutions).
4. Procedures for the Purchase of Commodities, Equipment or Goods under \$20,000.
 - a. Up to \$500 The discretion of the CFO or authorized designee.
 - b. \$501 - \$5,000 Documented verbal quotations from at least three vendors.
 - c. \$5,001 - \$20,000 Written/fax quotations from at least three vendors.
5. Procedures for the Purchase of Public Works or Services under \$35,000.
 - a. Up to \$1000 The discretion of the CFO or authorized designee.
 - b. \$1,001 - \$5,000 Documented verbal quotations from at least three vendors.
 - c. \$5,001 - \$35,000 Written/fax quotations from at least three vendors.

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6. Basis for the Award of Contracts – Except as provided herein, contracts will be awarded to the lowest responsible vendor who meets the specifications.
7. Circumstances justifying an Award to other than the Lowest Cost quoted.
 - a. Delivery requirements
 - b. Quality requirements
 - c. Past vendor performance
 - d. The unavailability of three or more vendors who are able to quote on procurement.
 - e. It may be in the best interests of the Agency to consider only one vendor who has previous expertise with respect to a particular procurement.
8. Documentation
 - a. For each purchase made the CFO or authorized designee shall set forth in writing the category of procurement that is being made and what method of procurement is specified.
 - b. The basis for any determination that competitive bidding is not required shall be documented, in writing, by the CFO or such authorized designee, and filed with the purchase order or contract therefore.
 - c. For those items not subject to competitive bidding such as professional services, emergencies, purchased under county contracts or procurements from sole sources, documentation should include a memo to the files, which details why the procurement is not subject to competitive bidding and include, as applicable:
 - (1) a description of the facts giving rise to the emergency and that they meet the statutory criteria; or
 - (2) a description of the professional services; or
 - (3) written verification of county contracts; or
 - (4) opinions of Counsel, if any; or
 - (5) a description of sole source items and how such determinations were made.

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- d. Whenever an award is made to other than the lowest quote the reasons for doing so shall be set forth in writing and maintained in the procurement file.
 - e. Whenever the specified number of quotations cannot or will not be secured, the reasons for this shall be indicated in writing and maintained in the procurement file.
 - f. Procurements are intended to be made for no greater than fair market value of the asset procured. In the event the circumstances exist in which the acquisition of an asset is made where the contract price to be paid by the Agency exceeds the fair market value of the asset, the Agency shall include in its annual report required by Section 2800 (2) of the Public Authorities Law a detailed explanation of the justification for making the purchase without competitive bidding and a certificate by the CEO and CFO that they have reviewed the terms of the acquisition and determined that it complies with applicable law and this policy.
9. Exceptions to Bidding
- a. Emergency Situation - An emergency exists if the delay caused by soliciting quotes would endanger the public health or welfare or the property or interests of the Agency. With approval by the CFO, such emergency shall not be subject to competitive bidding or the procedures stated above.
 - b. Resolution Waiving Bidding Requirements - The Agency may adopt a resolution waiving the competitive bidding requirements whenever it is determined to be impracticable.
 - c. Sole Source - Defined as a situation when there is only one possible source item which to procure goods and/or services and it is shown that the item needed has unique benefits, the cost is reasonable for the product offered and there is no competition available. In this situation, a request for a resolution waiving bidding requirements, as described above, is required.
 - d. True Lease - Prices will be obtained through quotations whenever possible. The award shall be made on the basis of goods and/or services to be provided, ability to meet the specifications desired and price.
 - e. Insurance - All insurance policies shall be procured in accordance with the following procedures:

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- (1) Premium less than \$10,000 - documented telephone quotations from at least three agents (if available).
 - (2) Premium over \$10,000 - written quotations/fax or proposals from at least three agents (if available)
 - f. Professional Services - This category includes services, which require special education and/or training, license to practice or are creative in nature. Examples of professional services are: lawyers, doctors, accountants, engineers, artists, etc.
10. Minority and Women Business Enterprises
 - a. The Agency shall comply with all applicable legal requirements relating to the hiring of such businesses and, to the extent a procurement of a good or service is to be accomplished using funds other than the Agency's funds, the Agency shall comply with all Minority and Women Business Enterprise requirements applicable to such funding.
11. Approval Thresholds – The following approval thresholds shall apply to the procurement of goods and services:
 - a. The CFO is authorized to procure goods and services in an amount up to \$1,000.
 - b. The CFO is also authorized to procure goods and services greater than \$1,000, but not in excess of \$5,000, provided that prior to procuring such goods or services, the CFO confers with the Finance Committee Chair to confirm that the proposed expenditure is within budgetary limits. The CFO shall report the procurement of goods and services at the next Board of Directors meeting following the date of procurement.
 - c. The Finance Committee may authorize the procurement of goods and services greater than \$5,000, but not in excess of \$20,000, provided that prior to procuring such goods or services, the CFO confers with the Finance Committee Chair to confirm that the proposed expenditure is within budgetary limits. The Chair of the Finance Committee or CFO shall report the procurement of goods and services authorized by the Finance Committee at the next Board of Directors meeting following the date of procurement.
 - d. The procurement of goods and services in an amount greater than \$20,000 shall require the approval of the Board of Directors. By resolution, the Board may delegate to the CFO or a committee of the Board the authority

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to procure goods or services in an amount greater than \$20,000 without Board approval.

12. Input from members of the Agency - Comments concerning the procurement policy shall be solicited from the members of the Agency from time to time.
13. Annual Review - the Agency shall annually review its policies and procedures.
14. Unintentional Failure to Comply - The unintentional failure to comply with the provisions of Section 104-b of the GML shall not be grounds to void action taken or give rise to a cause of action against the Agency or any officer thereof.