

MEMORANDUM

To: Dan DeBerardinis (OGS)
CC: Earl Thomason (ESD), Gerardo Rodriguez (ESD)
From: Elizabeth Lusskin, EVP SBTB, Empire State Development
Date: January 13th, 2025
RE: ESD Analysis: Preferred Source Applications 2513-C, 2514-C, and 2515-C

Overview

Empire State Development (ESD) has reviewed the three (3) related Preferred Source Applications submitted by the New York State Industries for the Disabled (NYSID) for selling 14' Inflatable Boats with Trailers and Motors. This analysis examines their economic and market impacts under preferred source guidelines.

Description of Applications

NYSID has submitted applications to sell, through their partner Arc Herkimer, the following products:

- **Application 2513-C:** 14' Inflatable Boat, Trailer & 30 HP Motor with Rescue Pump Jet G7570 at \$29,817.33 each.
- **Application 2514-C:** 14' Inflatable Boat, Trailer & 30 HP Motor with Propeller G7571 at \$28,120.15 each
- **Application 2515-C:** 14' Inflatable Boat, Trailer & 30 HP Motor with Propeller & Prop Guard G7572 at \$28,385.00 each

As these applications are for related procurements, all were covered by the same analysis. For simplicity, these applications will collectively be referred to as the "Rescue Boat, Trailer & Motor Package."

Data Sources

The sources below were used to assess the market:

- Estimate of Annual Sales
- Comparable Products from Other Preferred Sources
- NYS Government Entities purchases
- Current RFPs
- Open Book NY

ESD Analysis: Preferred Source Applications 2513-C, 2514-C, and 2515-C

- OGS Centralized Contracts
- Search of NYS Small Businesses
- Survey of Identified Companies

NYS Contract Reporter Historical Search

Empire State Development performed its analysis based on available data gathered from publicly available data sources and survey responses. All survey data collected from agencies and businesses is voluntary and self-reported. Therefore, a complete market analysis is not possible.

The following sections present an analysis and survey results utilizing the available data resources. The analysis does not cover the total spending for the Rescue Boat, Trailer & Motor Package.

The decision to combine the three applications (2513-C, 2514-C, and 2515-C) into a single memo is based on the recognition that most of the content in the individual memos would be identical. The businesses identified as potentially impacted are suppliers within the broader product category rather than exclusive suppliers of the specific products tied to each individual application.

Estimate of Annual Sales

NYSID projects the following annual sales:

- **Application 2513-C:** \$238,538.64
- **Application 2514-C:** \$221,961.20
- **Application 2515-C:** \$227,080.00

Comparable Products from Other Preferred Sources

A review of Preferred Source offerings identified no comparable products available from other entities.

NYS Contract Reporter Historical Search

A search on the NYS Contract Reporter website from October 1st, 2014, to September 28th, 2024, revealed 162 Boat-related ad solicitations. The significant government entities that published advertisements for Boat related products like the product under evaluation are as follows:

- NYS Department of Environmental Conservation
- NYS Office of Parks Recreation & Historic Preservation
- NYS Dept of Transportation

NYS Government Entities

The government entities identified in New York State that purchase any or all elements of Rescue Boat, Trailer & Motor Package, based on research from NYS Contract Reporter, are listed below. The results include only those entities with which we connected or spoke directly to a representative.

NYS Government Entity	Total amount per year spent on Rescue Boat, Trailer & Motor	Purchasing method	Comments
NYS Department of Environmental Conservation	\$0		No purchases that match the product description.
NYS Office of Parks Recreation & Historic Preservation			No response after three phone and email follow-ups.
NYS Department of Transportation	\$0		No, NYSDOT does not purchase rescue boats trailers or motors.
NYS Police	\$228,000	GSA request	Inflatable boats were last purchased in 2019 at \$38,000 each, with no annual spending data available.
Town of North Hempstead	\$28,000		One-time purchase.

Current RFPs

A search on NYS Contract Reporter revealed no open ads under various keywords related to Rescue Boat, Trailer & Motor.

OGS Centralized Contracts

A search on the OGS Centralized Contract List revealed no centralized contracts under various keywords related to "Rescue Boat, Trailer & Motor".

Search of NYS Small Business

Searches were conducted in the NYS Contract System (MWBE Directory), the SDVOB Directory, NYS Contract Reporter Business Registry, and Google. The results are below:

Data Sources	MWBE Directory	SDVOB Directory	NYSCR- Business Registry	Google Search
Product keyword search	Number of search results¹			
Rescue boat	0	0	0	5
Boat	6	2	0	5
Lifeboat	0	0	0	3

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Skiff	0	0	0	3
Workboat	0	0	0	0
Total	6	2	0	16
Grand Total	24			

¹Total Business counts are non-exclusive per category. Each Company may be classified in multiple product categories due to the variety of products and services they offer.

Survey of Identified Companies

The search of NYS Small Businesses resulted in 24 findings. After reviewing the descriptions of all 24 businesses, 3 were identified that sold the product, and they were subsequently surveyed.

Company	Total # of Employees	Do you sell Rescue Boat, Trailer & Motor to government entities?	% of government sales for Rescue Boat, Trailer & Motor annually	\$ value of government sales Rescue Boat, Trailer & Motor annually	Certifications	Comments
Metalcraft Marine US						No response received after three phone and email follow ups.
Larry's Lighthouse Marina, Inc.	17	No	0%	\$0		
Sea Eagle Boats, Inc						No response received after three phone and email follow ups.

Recommendation

Based on the analysis, Empire State Development concludes that:

- **Application 2513-C:** No objection. A substantial number of small businesses will not be significantly impacted.
- **Application 2514-C:** No objection. A substantial number of small businesses will not be significantly impacted.
- **Application 2515-C:** No objection. A substantial number of small businesses will not be significantly impacted.