



EC LEG SEP 1 '21 PM12:47

COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

August 31, 2021

Erie County Legislature
92 Franklin Street, 4th Floor
Buffalo, New York 14202

RE: Lease Agreement between SUNY Erie and Key Bank

Dear Honorable Members:

Please find enclosed a resolution from SUNY Erie Community College seeking approval for SUNY Erie to enter into a lease agreement with KeyBank for the purchase of new wireless networking infrastructure to be installed at the City, North and South campuses.

Should your Honorable Body require further information, I encourage you to contact SUNY Erie Community College Interim President William Reuter. Thank you for your consideration on this matter.

Sincerely yours,

A handwritten signature in blue ink that reads "Mark C. Poloncarz".

Mark C. Poloncarz, Esq.
Erie County Executive

MCP/tcc
Enclosure

cc: William Reuter, Interim President SUNY Erie Community College

MEMORANDUM

To: Honorable Members of the Erie County Legislature
From: William Reuter, Interim President of SUNY Erie Community College
Re: Lease Agreement between SUNY Erie and Key Bank
Date: August 31, 2021

SUMMARY

SUNY Erie Community College is in need of new wireless infrastructure to replace essential equipment, located at the City, North and South campuses. This equipment has reached the end of its useful life and can no longer receive computer support services. In accordance with New York General Municipal Law (GML) §103(16), SUNY Erie has chosen to 'piggyback' on a contract with Cisco Corporation let by NCPA National Cooperative Purchasing Alliance (Bid Number 01-97) to lease the necessary equipment with five years of hardware and support services for a total cost of \$1,536,700.75.

Based on a review of financing alternatives, it is in the best interest of SUNY Erie to lease the equipment through Key Bank, with five annual payments of \$307,340.15 for the total cost of \$1, 536,700.75. At the termination of the lease, SUNY Erie will have the option to purchase all equipment for a cost of no more than \$90,000.00. SUNY Erie is requesting to enter into this agreement.

FISCAL IMPLICATIONS

Distribution of the payments over five years eases the financial burden of each fiscal year. It also distributes the cost of the purchase of the equipment over the actual life cycle of the equipment. The alternative, paying in one lump sum, would create an unexpected financial hardship for the 20/21 fiscal year.

REASONS FOR RECOMMENDATION

This College has essential existing equipment that is at the end of its life cycle and needs replacement and service. Providing stable wireless service to the faculty, staff and students is vital to the learning environment.

CONSEQUENCES OF NEGATIVE ACTION

Inability to purchase the critical equipment and maintain the entire wireless network at all three SUNY Erie campuses.

STEPS FOLLOWING APPROVAL

Upon Legislative approval, the County Executive shall approve the Lease Agreement between SUNY Erie and Key Bank.

**A RESOLUTION SUBMITTED BY:
SUNY ERIE COMMUNITY COLLEGE**

RE: Lease Agreement between Erie County and Key Bank

WHEREAS, SUNY Erie Community College is in need of new wireless infrastructure to replace essential equipment, located at the City, North and South campuses, that has reached the end of its useful life and can no longer receive computer support services, and

WHEREAS, In accordance with New York General Municipal Law (GML) §103(16), SUNY Erie has chosen to 'piggyback' on a contract with Cisco Corporation let by NCPA National Cooperative Purchasing Alliance (Bid Number 01-97) to lease the necessary equipment with five years of hardware and support services for \$1,536,700.75, and

WHEREAS; Based on a review of financing alternatives, it is in the best interest of SUNY Erie to lease the equipment through Key Bank, with five annual payments of \$307,340.75 for the total cost of \$1,536,700.75, and

WHEREAS; At the termination of the lease, SUNY Erie will have the option to purchase all equipment for a cost of no more than \$90,000.00, and

WHEREAS; SUNY Erie is requesting Erie County to enter into this agreement, and

WHEREAS; Denial of this request would negatively impact the ability for the College to provide stable wireless network service to all three campuses; and

WHEREAS, at its June 24, 2021 meeting, the SUNY Erie Community College Board of Trustees approved the Lease Agreement between SUNY Erie and Key Bank and on June 24, 2021 also approved seeking Erie County Legislature approval of the same amendment; and

NOW, THEREFORE, BE IT

RESOLVED, that the Erie County Legislature hereby approve the Lease Agreement between SUNY Erie and Key Bank; and be it further

RESOLVED, that the Erie County Executive or his designee is hereby authorized to enter into the Lease Agreement between SUNY Erie and Key Bank; and be it further

RESOLVED, that copies of the resolution be forwarded the Erie County Executive, President of SUNY Erie Community College and the Chairwoman of the SUNY Erie Community College Board of Trustees.