



October 4, 2019

Unatego Central School District  
Attn: Sheila Nolan  
2641 State Highway 7, PO Box 483  
Otego, NY 13825

To Whom It May Concern:

I am Brigg Goodwin, President and majority owner of Granite Data Solutions. I am very excited with the many prospects of submitting this RFP on behalf of GDS for the benefit of the Village of Otego, Unatego Central School District and the State of NY.

Growing up in Glenwood, Ia (population ~3800), I not only understand small community dynamics, but I enjoy them. The sense of home that I felt in Otego, made for a very nice visit. Given the small budgets and tax basis in upstate Villages, I can appreciate how community involvement and volunteers are crucial to survival.....altruism is a way of life for many. Very similar to farming life in Iowa, for me.

The purpose of this cover letter is in hopes for consideration of who we are as a company, our culture, and missions (especially social). Given that we are Disabled Veteran Owned and utilize our contractual advantages via Government Contracting, we initially began our search for a facility in Albany, which makes perfect sense being the State Capitol. Many options there, if Business were our only concern. Through a local business connection, Custom Electronics (Michael Pentaris), we were heavily encouraged to consider the Oneonta area. During a meeting with Senator Seward and Michael, the Senator suggested we consider the Otego Elementary School and here we are. In many ways this opportunity poses additional challenges we would not have to consider if going a more traditional expansion route. However.....

If we (GDS, Otego, Unatego District) can pull this off, what an amazing opportunity for all. Conducting business "is what it is", but that same business committing to Otego revitalization and jobs, hiring of Veterans and persons with disabilities, becomes much more rewarding than debits and credits! This will not be easy and business consideration has to come first as you all know we have to create a profitable scenario to succeed. My first touch in Otego has convinced me that this can be done and done well, given the quality and character of this Village.

I wish the board all the best during the evaluation phase and thank you for your consideration regarding this RFP.

A handwritten signature in blue ink that reads "Brigg Goodwin".

Brigg Goodwin



BY: 1:45pm



**GRANITE**  
DATA SOLUTIONS

**PROPOSAL FOR:**

SALE AND REDEVELOPMENT  
OF THE  
FORMER OTEGO ELEMENTARY SCHOOL

## **CORPORATE INTRODUCTION**

Established in January of 2000, Granite Financial Solutions, Inc dba Granite Data Solutions (GDS) is a California, New York and Federal Service Disabled Veteran Owned Business/Enterprise, specializing in Client Life-Cycle Management with focus on serving State, Local, Education, Cities and Counties. We are a Value-Added Reseller (VAR) with focus on providing core enterprise and client hardware solutions from trusted OEMs and Channel Partners and serve your client life-cycle needs from decision, purchase, configuration, deployment to take back.

**Corporate Mission** – We are a Disabled Veteran Owned IT Service Provider and Reseller offering customizable logistics and price competitive hardware solutions.

**Social Mission** – We are a Socially Responsible Enterprise proud to partner with our local communities to provide job assistance and training for our disabled and veteran employees.

### **Current Employment:**

- GDS currently operates on a former AFB in 120K sq ft facility, with 35 W-2 employees, of which 15 are veterans.
- In addition, and through a non-profit partnership with Pride Industries, GDS brings in 20-30 Developmentally Disabled Clients to perform various logistical work.

### **Ownership:**

Brigg Goodwin – 51% owner (resume attached A, pg 1)

Todd Yoshida – 25% owner (resume attached A, pg 2)

Scott Mitchell – 24% owner (resume attached A, pg 3)

### **Corporate Documents:**

- Corporate Capabilities Statement (attached B)
- GDS Line Card (attached C)

### **Financials:**

- 2018 Financial Statement (attached D, pg 1-2)
- 2019 Financial Statement YTD (attached E, pg1-2)
- 2018 Federal Tax Return (request only, NOT attached)

## **REVITALIZATION PLAN**

Our intention is to acquire for redevelopment Otego Elementary School, the Bus Barn and adjoining green space between and behind the school and Bus Barn, located in the Village of Otego at 353 Main Street. We are proposing this facility be developed into a full-service NY/East Coast sales and logistics operation of GDS' normal and customary business practices while meeting both our Corporate and Social missions. (See attachment F)

Offer: GDS proposes \$150, 000.00 (negotiable) for the purchase of the said property and building to include the Bus Barn with an indefinite lease back to Unatego School District. Further, in consideration of the adjacent green space, we propose relocating at our cost the soccer and baseball fields to the lower section of greenspace, below and to the rear of the proposed property (currently owned by Otego) under the direction of the Village of Otego. Final negotiation would be considered a condition of taking conveyance of the proposed property. (See attachment G)

**Building Remodel:** We intend to open up the building from the gymnasium to the rear for the purpose of rackable, warehouse storage with direct access to loading docks that we will build in the center rear. We would also like to open up the addition space opposite the cafeteria for production. The remainder of the building would remain mostly intact. This will be done in two phases. (see attachment H, pg 1-2)

- Phase 1 – Make minimal and least expensive modifications allowing the space business usable at our own cost via cash assets on hand or through an SBA or commercial loan so we can occupy and begin work as soon as possible.
- Phase 2 – Based upon fully engineered plans, permitting, construction quotes and any necessary requirements (ie asbestos abatement), we will utilize NY revitalization grants and programs and Corporate financing/equity to do a final buildout.

**Timeline:**

October

- Meeting with Jody Zakrevsky to look at buildings and discuss revitalization programs available in NY. Brief on meeting with Senator Seward and Michael Pentaris (CE). Trying to get GDS there vs. Albany.
- Impromptu meeting with Dr. Richards and Village Council. Mayor Ernie Kroll, Trustees Joe Stanton, Jim Salisbury
- Property appraisal, Lonnie Ridgeway
- General Contractor preliminary work on construction costs/proposal – phase 1 & 2 and is reaching out to Clarks Sports Fields for relocation costs for soccer/baseball field relocation, Mike Perry

November

- RFP award
- Meet with School Board and Village Counsel regarding final negotiations, timelines 20% deposit, building costs, engineering plans, etc.
- Finalize corporate fiscal evaluation for project viability. (ie, build costs vs property value assessment, Sports field relocation costs, etc)
- Permitting and preparation for phase 1 buildout
- Obtain funding for phase one buildout through corporate assets and/or SBA/Commercial lending.
- Get Village approval for Commercial Use Zoning.

December – March

- Execution of phase 1 construction (Phase 2 will be based upon production needs, and obtaining the various program assistance, grants, etc). Phase two could take 6 -9 months given the Grants are processed one per quarter.
- Production build out and team hiring/development
- Sports field construction (weather permitting)

### **CONTINGENCIES**

Revitalization projects like this pose many known and unknown challenges requiring weeks and months to pull together. Unfortunately, we didn't have the time to get structural engineering and construction plans for the purpose of hard construction costs and an accurate appraisal. So unfortunately, below are contingencies that will have to be answered before we can fully commit to the project. As much as we hate to present this reality, we believe it important to be transparent. We have seen nothing to date that would raise any red flags. Our visit to Otego recently, was very helpful in alleviating several other contingent "deal breakers".

- Given our financial covenants and requirements for our corporate lending (credit, flooring, and general banking), we must show a positive equity position between the value of the property and any debt we incur, to include build out costs. We have had preliminary conversations with our Financial institutions, which have been very positive. We have already ordered an appraisal for the end of the week of the 7<sup>th</sup> or the beginning of the following week. We feel comfortable with the outlook of receiving grants to help an expensive remodel offset potential negative equity scenarios.
- Cost of phase 1 construction will be key. Before we have accurate numbers to do a final decision/assessment, we will need to invest in engineering renderings to prepare construction costs. We have already identified a GC that lives in Otego, who has been willing, on good faith, to do preliminary work to assess a best and most affordable Phase 1 plan. This assessment began the week of Sept 30<sup>th</sup>.
- Regarding the proposed trade for the upper green space for relocating and constructing a suitable sports park below, we will need to get an estimate to make sure the cost of construction doesn't exceed the value of the property in trade. Again, our bank covenants will dictate.
- If needed, we will have to be approved for an SBA or Commercial loan for phase 1 and potentially Phase 2. With acceptable appraised value/equity, we may be able to do phase 1 with corporate equity on hand (cash) as this investment opportunity will be evaluated towards our total corporate fiscal position.

## COMMUNITY VALUE PROPOSITION

We feel that the essence of revitalization is the value proposition that one offers the actual community itself. We would not have proposed had we not had a chance to meet the leaders of this community (Mayor Ernie Kroll, Trustees Joe Stanton and Jim Salisbury) and a representative of the Unatego School Board (Dr. Richards). Dr. Richards was gracious enough to arrange that meeting on Sept 24<sup>th</sup> after touring the building on the 23<sup>rd</sup> and on very short notice. The following are just a few of the things that we discussed:

- Assuring that we keep as much tax base revenue in the Village/Town/County as possible:
  - o Even though our social mission is veterans first and the developmentally disabled, we intend to put Otego residence in that hiring preference. Otego Veterans would clearly be our first choice and then Village non-Veterans. If we benefit from this project, then we in turn agree to commit to the tax basis of this Village. Business clearly dictates our hiring, but we anticipate 8 – 12 hires in the first six months of occupying the space and could easily be over 25 in the first 24 month. Given the nature of our work, we require very little experience and no formal education. Dependable with a great attitude gets you 11-14 per hour up to 18-20 per hr for our entry to light experienced techs. We expect to train our teams and offer full benefits. With the operations growth, there will be future leadership opportunities as well.
  - o Hiring local contractors to keep the revenue of this project in the Village. We are already working with General Contractor and Otego resident, Mike Perry. Our appraisal company is in Oneonta, Lonnie Ridgeway.
- The relocation of the baseball and soccer field serves several purposes. The black top space out back does not give us ample space to maneuver and back in large trucks. The green space also serves future expansion. Although we don't have heavy semi-truck activity, we do need access. When asked about extending the black top into the green space, it was brought to our attention that the right field foul line on the baseball field was just past the black top. We also noticed that the diamond area is very close to the Bus Barn. I then asked about the lower area, which is larger, level and well drained. This represents a great opportunity for Otego to get more soccer pitch space and a multi-use baseball field (softball, little league and HS) with room on both foul lines and ample space for families to enjoy. We, in turn, benefit with needed dock access and room for future expansion.
- Building and property use is another huge benefit. We intend to keep the cafeteria and kitchen in its current condition/configuration for our own employee use. This area can be segregated and secured away from the rest of the building for community evening and weekend use. Community assets like this can be huge for hosting community events, parties, reunions, wedding parties, or whatever the community needs it for. We intend to make that available to the Village.
- General community support (ie sports sponsorship, community involvement, etc.) We will take leadership and guidance from Village Council.

# A

## BRIGG GOODWIN

### WORK HISTORY

**President**, 01/2000 to Current

**Granite Data Solutions**

5321 Luce Ave, McClellan, CA 95652  
(916) 735-3554

- Maintains agile, responsible organization with sustained revenue growth by monitoring industry forecasts, honing budgets and adjusting marketing strategies.
- Initiate operational improvements using lean methodologies to drive efficiency and reduce costs.
- Develops and implements new strategies and policies in collaboration with executive partners/management to establish and achieve long-term business objectives, providing company with strong and sustainable organizational leadership.
- Build and strengthen productive and valuable industry partnerships to drive collaboration, engagement and revenue stream development.
- Shaped solutions and approaches by leveraging trends in customer marketplaces and industries.
- Oversight of supply chain to reduce material costs and optimize distribution.
- Oversees business-wide changes to modernize procedures and organization.
- Aligns organizational objectives with company's mission, increasing revenue, profit and business growth by collaboratively developing integrated strategies with Corporate Management.
- Effectively delegates integration of new media and web advertising initiatives into client's marketing strategies to enhance brand awareness.
- Directs technological improvements, reducing waste and business bottlenecks.
- Drives industry-leading profit increase by transforming production process and aligning sales targets to meet dynamic industry conditions.
- Facilitated over \$18M in annual business for 2018.
- Orchestrates positive media coverage and stakeholder relations as public face of GDS.
- Oversight of P&L to ensure optimal fiscal responsibility.
- Spearheads expansion strategies to increase business market share....ie negotiating of 85k sq ft building from 18K in fall of 2017 and additional 20K sq ft spring of 2019).
- Fostered new business through participation in trade shows and initiating communications with prospective clients via phone and email.
- Overall responsibility and oversight of all aspects of Granite Data Solutions.

### MILITARY EXPERIENCE

1987-1995

**United States Army National Guard/Reserve (1992-1995)**  
**SSG (promotable), Chief of Firing Battery (Active Duty 1987-1992)**

**Military Training/Schools** – Ranger School, Airborne, Air Assault, Rappel Master, Pre-Ranger, PLDC, BNCOC, ANCOG, Pre-Ranger, Combat Lifesavers, Unit Armorer, Light Fighter Course

**Notable Accomplishments/Awards** – ACOM x2, AAM x7, Numerous Certificates of Achievement, 10<sup>th</sup> Mountain Division Soldier of the Quarter/Yr, 10<sup>th</sup> Mountain Division NCO of the Quarter.

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## TODD YOSHIDA

5321 Luce Ave, McClellan, CA 95652

(916) 735-3555

tyoshida@granitedatasolutions.com

### WORK HISTORY

#### **Granite Data Solutions** – McClellan, CA

Chief Financial Officer, 01/2000 to Current

- Oversee accounts payable and receivable operations for Granite Data Solutions (GDS) with ~\$36M in annual revenues (2018).
- Verify accurate completion of corporate income tax returns and optimal use of favorable tax codes.
- Maximize year-end tax benefits by efficiently managing cash flows.
- Create and distributed reports on internal and external finances, audits and budgets.
- Update and review financial reporting packages and manage financial reporting processes.
- Introduced and manage US GAAP technical accounting policies and best practices.
- Complete year-end close processes through effective supervision of financial functions and regular treasury transactions.
- Prepared corporate fiscal and business plans to help strategically direct business operations and strengthen controls.
- Calculate salesperson commissions based on established parameters and disburse Bi-monthly payments.
- Accurately complete financial statement audits and thoroughly review results.
- Organize and maintain GDS's budget and financial administration for all business segments.
- Complete journal entries, reconciliations and account analysis to prepare quarterly financial documents and general account management for share holder review on a monthly basis.

#### **Romac International** – Sacramento, CA

Executive Search, 1999 – 2000

#### **Ernst and Young LLP** – Sacramento, CA

Sr. Audit Manager, 1990 – 1999

### EDUCATION

**Bachelor of Arts:** 1990

**San Jose State University** - San Jose State University, CA

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**SCOTT M. MITCHELL**

5321 Luce Ave. McClellan, CA 95652

916.760.4115 smitchell@granitedatasolutions.com

**EXPERIENCE**

**2013 – Pres. Director of Sales/Partner Granite Data Solutions, Sacramento, CA**

- Leads sales planning, development and account management for California’s State, Local and Education territories
- Drives organizational development of annual and 5-year business planning process.
- Negotiates and manages partner and customer contracts.
- Cultivates strong professional relationships with suppliers and key clients to drive long-term business development
- Maintains active sales contacts with assigned accounts to keep communication open and capture consistent revenue
- Strategically manages revenue streams by establishing sales targets, deployment strategies and go-to-market initiatives
- Dramatically increases business revenue through proactive management of relationships and sales strategies
- Develops and presents creative ideas to internal stakeholders and customers to initiate new programs and successful sales initiatives
- Oversees the promotion of products at trade shows across region, connecting with prospects and improving market penetration
- Facilitates improvement in sales outcomes by holding performance evaluations to assess team members' strengths and weaknesses and counsel on improvement strategies
- Consults with OEM’s and vendors to assess costs and market levels, determining optimal price points to meet profit demands
- Directs training improvements to reduce knowledge gaps and eliminate workforce performance and process inefficiencies
- Maintains sales processes involving technical and commercial responses to customers, consultants and colleagues

**2010 – 2012 Business Integration Manager Western Blue/NWN, Sacramento, CA**

- President’s Club 2010-2012
- National quota and profit performance in 2011.

**2008 - 2009 Lead Analyst Delegata, Sacramento, CA**

**1993 – 2007 WW Business Planning Manager Hewlett-Packard, Roseville, CA**  
**WW Program/Project Manager**  
**Customer Account Manager**  
**Business Process Analyst**

**EDUCATION**

B.A., Economics and Philosophy, Occidental College, Los Angeles, CA 1992  
M.B.A., Business, University of California, Davis, CA 1999

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# GRANITE DATA SOLUTIONS

# B

Sales, Corporate Office, 90,000+ Sq. Ft.  
Logistics and Warehouse Space –  
McClellan Park, Ca

75+ channel partners with access to more  
than 500,000 hardware and software SKUs  
Supply Chain - Facilities, Distribution,  
Deployment, Recycling/Re-purposing

Established in January of 2000, Granite  
Financial Solutions, Inc. dba Granite  
Data Solutions (GDS) is a California  
Certified Disabled Veteran Owned  
Business Enterprise specializing in  
Client Lifecycle Management for State,  
Local, Education, Cities and Counties.

*Granite Data proudly employs veteran and  
disabled labor on IT deployment projects.*

## PROCUREMENT VEHICLES

### GRANITE DATA SOLUTIONS PC GOODS

- SWC# 1-17-70-01A, Dell Desktops
- SWC# 1-17-70-07, Dell WYSE Thin and Zero Clients
- SWC# 1-17-70-11B, Dell Rugged and Semi Rugged Laptops
- SWC# 1-17-70-05A, Dell Monitors

### DELL

- NASPO 7-15-70-34-003 (CA)  
Platinum Partner, Service Provider, Authorized  
Managed Deployment Partner

### TIG

- SWC# 1-17-70-02A, Dell Laptops
- SWC# 1-14-75-60A, Toner and Ink Cartridges
- SWC# 1-16-70-08A-B – Tablet  
SWC#1-16-70-08B, Dell  
SWC# 1-16-70-08A, Microsoft
- SWC# 1-19-70-19D, Enterprise Technology,  
Dell/EMC (Indirect)

### INSIGHT

- Diversity Partner
- SWC# 1-19-70-19-C, Enterprise Technology,  
Commvault (Indirect)
- SWC# 1-19-70-19N-3, Enterprise Technology,  
Nutanix (Indirect)

### ENTISYS 360

- SWC# 1-19-70-19H-1, Enterprise Technology,  
HPE (Indirect)
- SWC# 1-19-70-19L, Enterprise Technology,  
Luminex (Indirect)
- SWC# 1-19-70-19S, Enterprise Technology, Stor-  
ageCraft (Indirect)

### MSA

- KPMG LLP, National Service Agreement/MSA

### SPIN Number

- 143044161

### LEXMARK

- SWC# 1-16-70-04C, Printers
- NASPO 7-15-70-34-008 (CA)
- NASPO 8346 (NV)
- CMAS# 3-15-70-2204B  
Hardware, IT Consulting, Project Management  
Printers, Accessories, Facsimile, Multi-Function,  
Laser Service – Hardware Maintenance
- CMAS# 4-15-75-0055A  
Printer Supplies

### SYNNEX

- CMAS 3-16-70-2304F  
HP, HPE, Lenovo, Microsoft, Panasonic, Ruckus  
Wireless, Samsung, Tripplite, Viewsonic

## DEPLOYMENT SERVICES

- Build, Kitting, Staging, Storage and Logistics
- Asset Management - Tagging, Security,  
Laser Etching and Reporting
- Lifecycle Management - Site Survey, Business  
Requirement check
- Onsite Physical Deployment, Damaged and  
Warranty Repair
- Data Sanitation - DoD 5220.22-M and other  
approved wipe methods
- Imaging, Application Installation
- Server / Storage Installation - Rack, Cable, Label
- Installation Services - PC and peripheral,  
Printer/MFP/Scanner, Network
- Technology Disposition - Physical removal and  
Documentation
- Mobile Technology - Device Configuration and  
Distribution –iOS and Android



# GRANITE DATA SOLUTIONS

Granite Data  
proudly employs  
disabled and veteran  
workforce on IT  
deployment projects.

## What We Do

Established in January of 2000, Granite Financial Solutions, Inc. dba Granite Data Solutions (GDS) is a California Certified Disabled Veteran Owned Enterprise (DVBE) specializing in Client Life-cycle Management with focus on serving State, Local, Education, Cities and Counties.

## Who We Are

We are a Value Added Services Provider and IT Reseller with focus on providing core enterprise and client hardware solutions from trusted OEMs and Channel Partners. We serve your client life-cycle needs from decision, purchase, configuration, deployment to take back.

**Corporate, Sales and 90,000+ sqft  
Warehouse facility located 15  
minutes from the heart of downtown  
Sacramento, Ca in McClellan Park**

**5321 Luce Avenue McClellan Park, Ca 95652  
hq: 916.735.3550 | fax: 916.735.3551**

## Value Added Services

We offer a variety of IT Services that are fully customizable. With over 20 years of experience and mind-share of successfully deploying 900,000+ devices, our partnership can assist your organization with;

- Build, Kitting, Staging, Storage and Logistics
- Asset Management - Tagging, Security, Laser Etching and Reporting
- Lifecycle Management - Site Survey, Business Requirement check
- Onsite Physical Deployment, Damaged and Warranty Repair
- Data Sanitation - DoD 5220.22-M, NIST 800-88
- Configuration Services - Imaging, Application Installation
- Server / Storage Installation - Rack, Cable, and Label, Installation Services - PC and peripheral devices, Printer/MFP/Scanner, Network
- Disposition - Physical removal and Documentation

For ordering assistance or more information, contact  
[SALES@GRANITEDATASOLUTIONS.COM](mailto:SALES@GRANITEDATASOLUTIONS.COM)

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C

# OEM PRODUCTS AVAILABLE 2019



Adobe



Life Is On



Acer  
 Belkin  
 Brother  
 CA Technologies  
 Check Point Software  
 Double Take Software  
 Epson  
 Infocus  
 Kensington  
 LG Electronics  
 Overland Storage  
 Philips

Asus  
 Black Box  
 Cables To Go  
 CommVault  
 Emerson  
 Ergotron  
 Jabra  
 Kodak  
 LANDesk  
 Logitech  
 Planar  
 Targus  
 Polycom

Barracuda  
 Canon  
 Toshiba  
 Emulex  
 Fortinet  
 Tripp Lite  
 Motorola  
 Pelco  
 Plantronics  
 Samsung  
 Sony  
 Seagate

Don't see your product listed? We work with over 75 channel partners with access to more than 500,000 hardware and software SKUs, contact us at [sales@granitedatasolutions.com](mailto:sales@granitedatasolutions.com) for more information or assistance finding the product you are looking for.

[WWW.GRANITEDATASOLUTIONS.COM](http://WWW.GRANITEDATASOLUTIONS.COM)

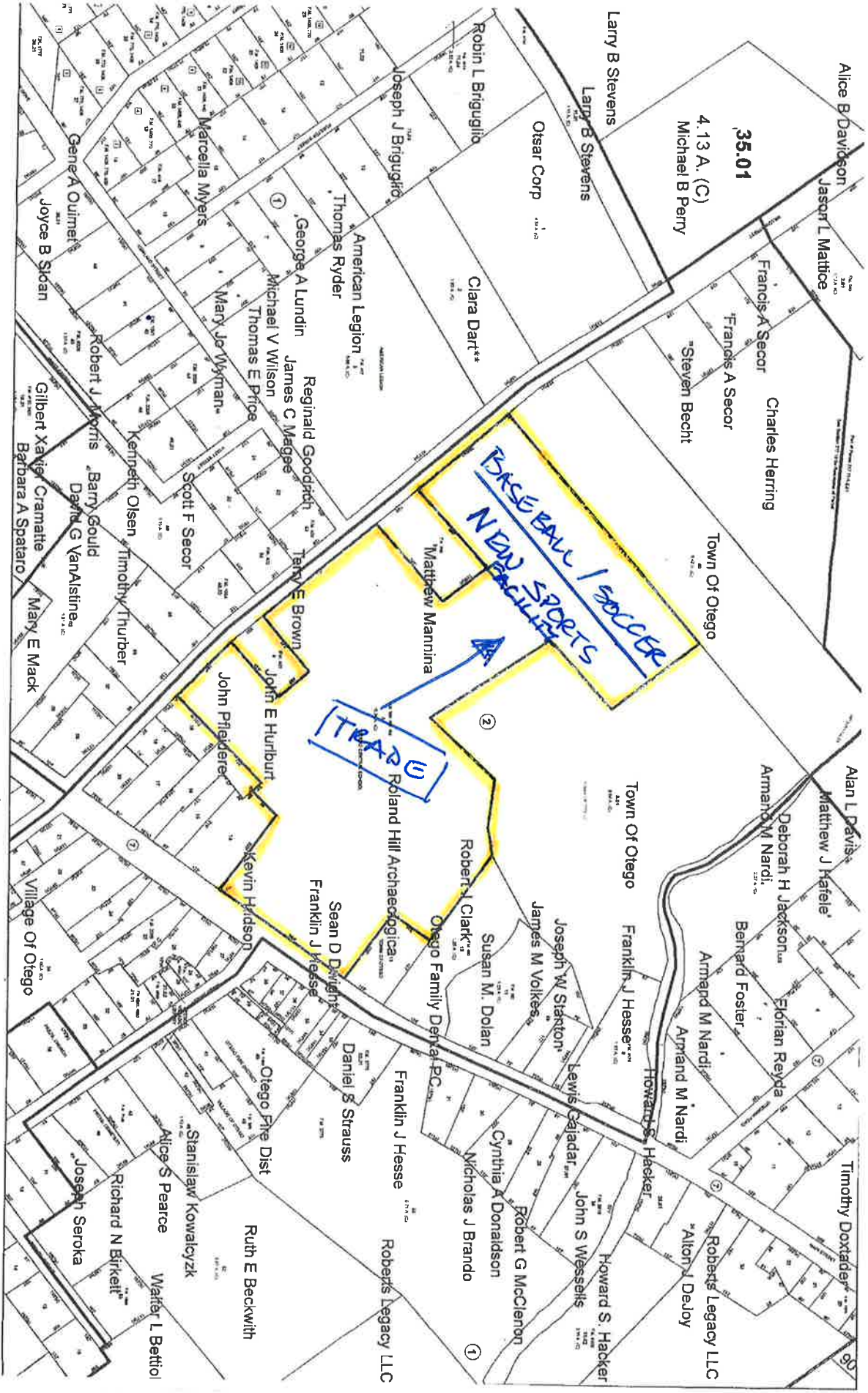
5321 Luce Avenue | McClellan Park, CA 95652  
 hq: 916.735.3550 fax: 916.735.3551

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Imagery ©2019 Google, Imagery ©2019 Maxar Technologies, Map data ©2019 50 ft

PROPOSED PROPERTY



Scale: 1" = 200' Feet  
 0 50 100 Feet

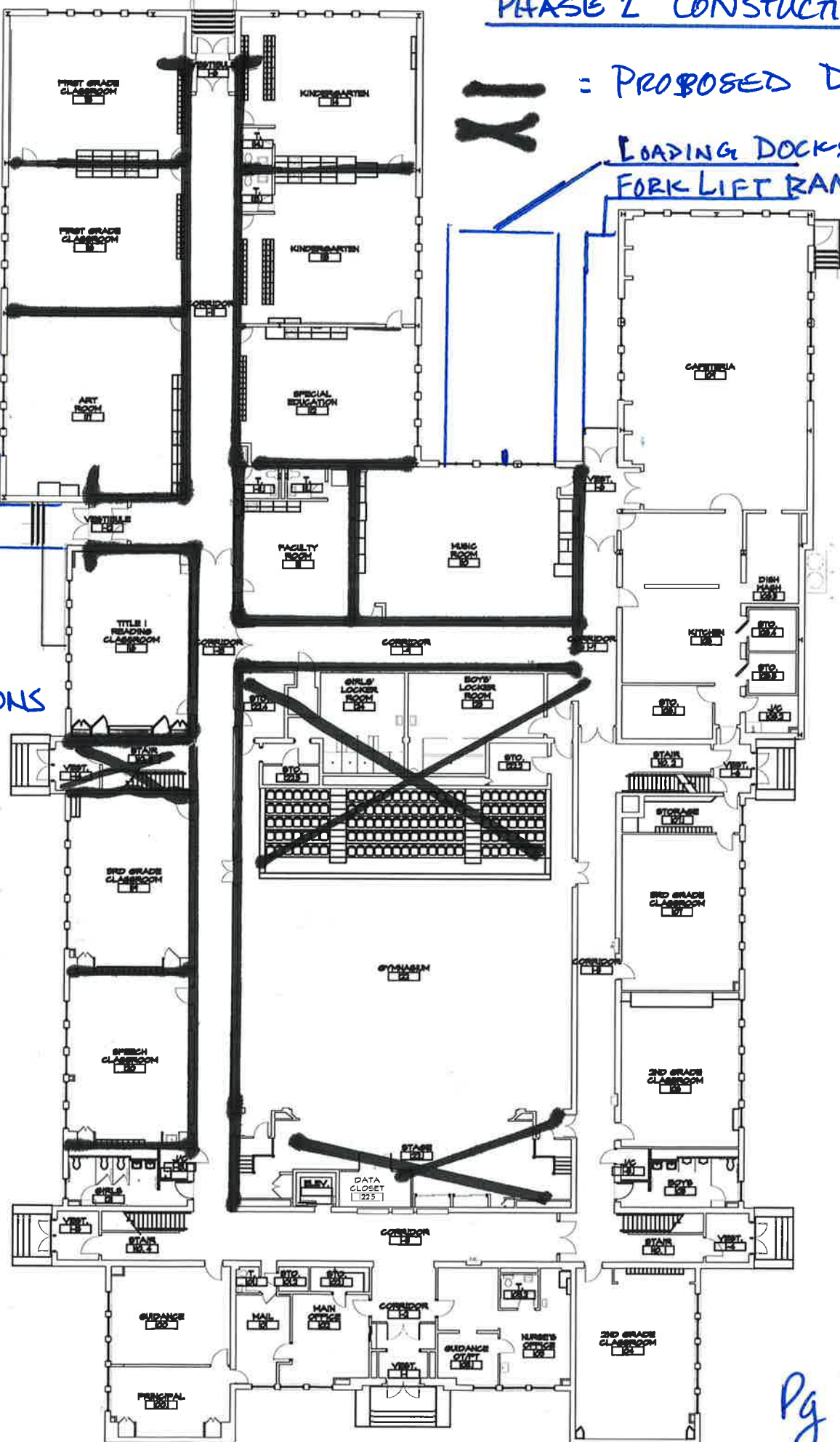
5

# PHASE 2 CONSTRUCTION

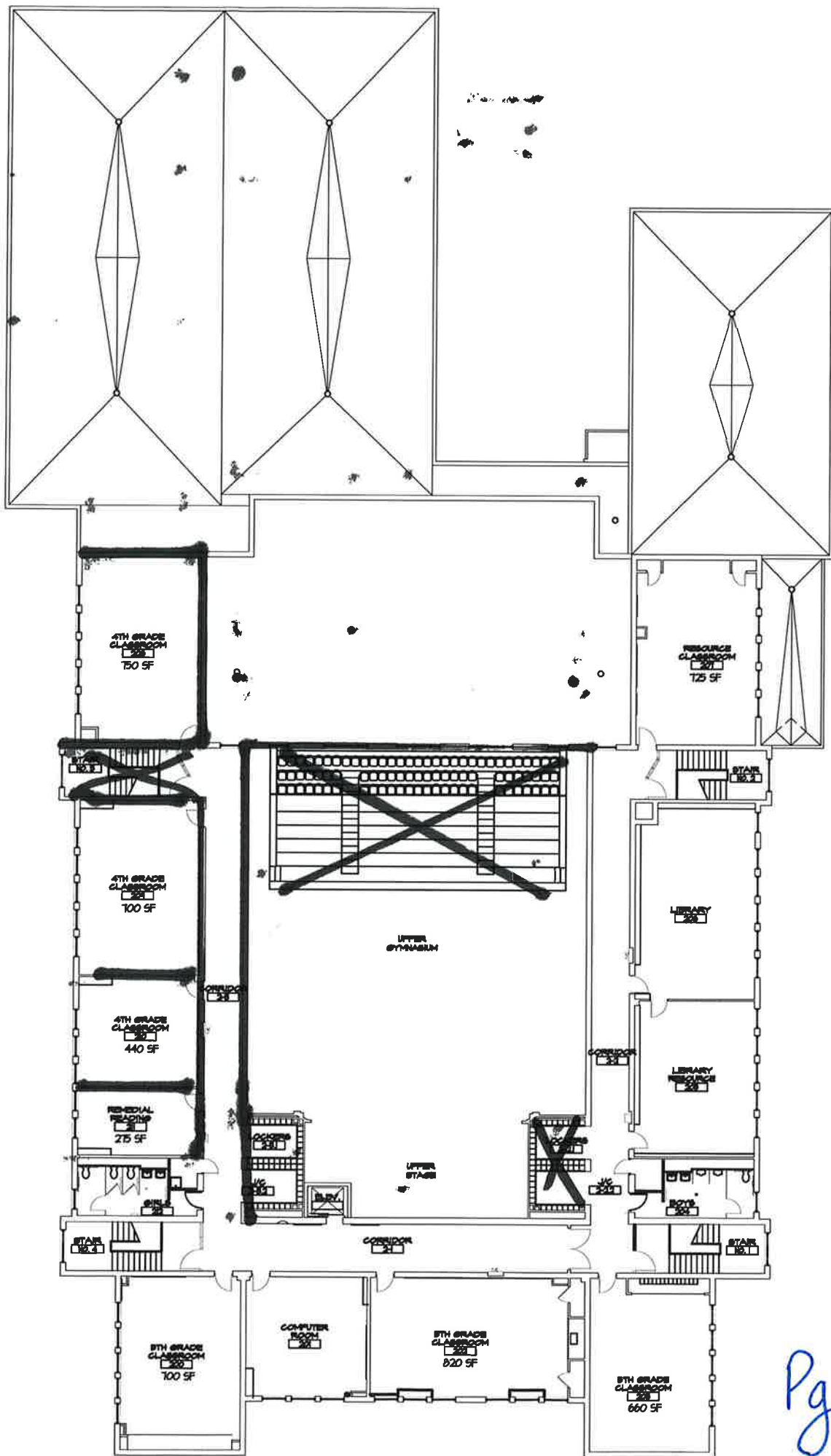
**II** = PROPOSED DEMO

LOADING DOCKS  
FORK LIFT RAMP

POSSIBLE  
PHASE 1  
DOCK OPTIONS



H







October 4, 2019

Unatego Central School District  
2641 State Highway 7, PO Box 483  
Otego, NY 13825

**SUBJECT: Modification of RFP Redevelopment of Otego Elementary School**

To Whom It May Concern:

After receiving information/clarification requests from Unatego School Board, Granite Data Solutions (GDS) is proposing the following:

- Withdraw any consideration for the property and building referred to as the "Bus Barn", since it is NOT for sale.
- Withdraw any consideration for the adjacent green space to include sports facility revitalization on the lower green space in trade, since it is owned by the City of Otego and no longer owned by the District.
- Otego Elementary School located on ~4.8 acres per the RFP, will be the only consideration for the GDS proposal.
- Given the previous changes, GDS would also like to modify its bid price from 150K (negotiable) to 115K (negotiable).

If selected, GDS intends to work with the city of Otego directly for a sports facility revitalization project regarding the adjacent green space as an additional part of our revitalization intent.

Thank you for your time and patience on these matters, we look forward to meeting with you on the 28<sup>th</sup>!

Regards,

A handwritten signature in blue ink, appearing to read "Brigg Goodwin", is written over a light blue horizontal line. The signature is fluid and cursive.

Brigg Goodwin