



19387

Date: May 11, 2011

To: Honorable Board of Acquisition and Contract

From: Hon. Kenneth W. Jenkins
Westchester County Board of Legislators

Re: Resolution to exempt from the Westchester County's Procurement Policy and Procedures an agreement with the African American Chamber of Commerce of Westchester & Rockland Counties, Inc. ("AACC"), for the period of January 1, 2011 through December 31, 2011, in an amount not to exceed \$45,000.00 pursuant to Section 3(a)xxi of the Westchester County Procurement Policy and Procedures

Authority is hereby requested from your Honorable Board to exempt from the Westchester County Procurement Policy a contract with the African American Chamber of Commerce of Westchester & Rockland Counties, Inc. ("AACC") pursuant to which AACC provide M/WBE certification seminars and workshops to a minimum of 60 Minority and Women owned Businesses ("M/WBEs"). Businesses which become certified M/WBEs will then be enrolled in AACC's Preparing for Profit ("PREP") course which will teach companies how to interact with government entities and other corporations, for an amount not to exceed Forty-Five Thousand (\$45,000.00) dollars for the period January 1, 2011 through December 31, 2011.

Ordinarily, under Section 6 of the Procurement Policy, the County is required to issue a Request for Proposals for such services. It is proposed that compliance with the Procurement Policy would not be in the best interests of the County with respect to this procurement because the AACC was created as an advocate for local African American - owned businesses and serves to promote economic development and business opportunities. AAC is a voluntary organization of individuals and businesses that ban together to advance the commercial, financial, industrial and civic interest of the community.

AACC was established in 1996 as an independent not-for-profit agency to counsel and aid African American businesses and to protect their interests. Through the years, AACC has brought high-caliber services and resources to their constituents, including procurement assistance, access to capital, and operational and infrastructure development. AACC is the only such agency authorized by New Edge Capital, LLC, as a representative, to locate prospective clients for its Capital Access Program, which gives M/WBE immediate cash for working capital needs. It is in the best interests of the County to contract with AACC.

Based on the above, it is respectfully submitted that AACC is uniquely qualified to provide this service to the County and that an exemption to compliance with the procedures of the Procurement Policy be granted by your Honorable Board in accordance with section 3(a)xxi of said Policy.

KWJ/mlg

APPROVED BOARD OF ACQUISITION & CONTRACT - 08/11/2011 - JOMARY VIEIRA, SECRETARY

RESOLUTION

Upon a communication from the Chairman of the Westchester County Board of Legislators, be it hereby

RESOLVED, that pursuant to Section 3(a)(xxi) of the Westchester County Procurement Policy and Procedures, it is hereby determined that application of the procedural requirements contained therein, including the necessity of soliciting proposals, is neither cost effective nor expedient, and accordingly, not in the best interests of the County in connection with the procurement of an agreement with African American Chamber of Commerce of Westchester & Rockland Counties, Inc. ("AACC"), pursuant to which AACC will provide M/WBE certification seminars and workshops to a minimum of 60 Minority and Women Owned Businesses ("M/WBEs"). Businesses which become certified M/WBEs will then be enrolled in AACC's Preparing for Profit ("PREP") course which will teach companies how to interact with government entities and other corporations, in an amount not to exceed Forty-five thousand (\$45,000.00) dollars for the period from January 1, 2011 through December 31, 2011.