

**#31497**

Date: December 26, 2012

To: Honorable Board of Acquisition and Contract

From: Hon. Kenneth W. Jenkins, Chairman  
Westchester County Board of LegislatorsRe: **Authority to enter into an agreement with the Women's Enterprise Development Center, Inc. ("WEDC") for the provision of business counseling and loan counseling programs and services for entrepreneurs, for a period of one year commencing January 1, 2012 to December 31, 2012 in an amount not to exceed \$40,000.00**

The attached Resolution, if approved by your Honorable Board, would authorize the County of Westchester (the "County") to enter into an agreement with Women's Enterprise Development Center, Inc. ("WEDC") pursuant to which WEDC will provide business counseling and loan counseling programs and services for entrepreneurs.

The term of this agreement will be for the period January 1, 2012 through December 31, 2012, in an amount not to exceed \$40,000.00 Dollars payable upon completion of the contract and receipt by the County of a final report.

The goals and objectives of this agreement are to train low and moderate income women and men in Westchester and the Lower Hudson Valley to achieve economic self-sufficiency through self-employment and to provide business/loan counseling to 45 clients. WEDC will follow up with surveys and phone calls to determine how well the sessions help with their specific business challenges, and track their business growth. WEDC will track number of clients that were provided individual counseling, the dates, session topics and the length of each session, how many new businesses were started, how many existing businesses were retained, how many employees were hired, the number of firms that were certified as M/WBEs and the number of firms that received certification.

The proposed agreement will promote the public health, safety and general welfare by providing women with the training necessary to become economically self-sufficient. The skills learned by participants enable them to depend less on government entitlements or not at all. Some graduates augment their low incomes with entrepreneurship, while others are able to support themselves entirely. Some even hire staff, creating new avenues for employment for Westchester residents.

This Agreement is exempt from the requirements of the Westchester County Procurement Policy and Procedures pursuant to section 3(a)xiv thereof.

Accordingly, I recommend and urge your Honorable Board's approval of the annexed Resolution.

KWJ

APPROVED BOARD OF ACQUISITION & CONTRACT - 02/21/2013 - JOMARY VIEIRA, SECRETARY

## RESOLUTION

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

**RESOLVED**, that the County of Westchester (the "County") is authorized to enter into an agreement with Women's Enterprise Development Center, Inc. ("WEDC") pursuant to which WEDC will provide business counseling and loan counseling programs and services for entrepreneurs for the period of January 1, 2012 to December 31, 2012 for an amount not to exceed \$40,000.00 payable upon completion of the contract and receipt by the County of a final report; and be it further

**RESOLVED**, that the Agreement is subject to County appropriations; and be it further

**RESOLVED**, that the Agreement is also subject to further financial analysis of the impact of any New York State Budget (the "State Budget") proposed and adopted during the term of this Agreement. The County shall retain the right, upon the occurrence of any release by the Governor of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period of time after such release(s) or adoption(s), to conduct an analysis of the impacts of any such State Budget on County finances. After such analysis, the County shall retain the right to either terminate the Agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to the Service Provider, then the Service Provider shall have the right to terminate the Agreement upon reasonable prior written notice; and be it further

**RESOLVED**, that the Chairman of the Westchester County Board of Legislators, or his authorized designee, is hereby authorized to execute any documents and take any actions reasonably necessary and appropriate to effectuate the purposes of this Resolution.

Account to be  
Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub- Object	Trust Account	Dollars
161	52		L003		\$40,000.00

Budget Funding Year(s) 2012

Start Date 01/01/2012 End Date 12/31/2012

Funding Source

Tax Dollars \$40,000.00 \_\_\_\_\_

State Aid \_\_\_\_\_

**\$ 40,000.00** \_\_\_\_\_

Federal Aid \_\_\_\_\_

(must match resolution)

Other \_\_\_\_\_

APPROVED BOARD OF ACQUISITION & CONTRACTS 02/21/2013 - JOMARY WEIRA, SECRETARY