

52514



Date: August 2, 2016

To: The Honorable Board of Acquisition and Contract

From: Hon. Michael Kaplowitz, Chairman  
Westchester County Board of Legislators

Re: **Resolution authorizing the County of Westchester to enter into an agreement with The Weitzman Group, Inc. to provide real estate advisory services in connection with the proposed ground lease for the “North 60” property between the County and Fareri Associates, LP.**

The County of Westchester, acting by and through its Board of Legislators (the “Board”), seeks to enter into an agreement (“Agreement”) with The Weitzman Group, Inc. (“Weitzman Group”) to provide real estate advisory services in connection with the proposed ground lease between the County and Fareri Associates, LP for approximately sixty (60) acres of County-owned property located at the north portion of the Grasslands Reservation (also known as the Valhalla Campus at Grasslands) in the Valhalla section of the Town of Mt. Pleasant, New York, and commonly referred to as the “North 60”, for the creation of a research and development complex in support of the County’s growing medical and bio-tech industry (the “Project”).

Pursuant to the terms of the Agreement, the Weitzman Group will provide real estate advisory services to the County and will, among other things, identify whether the property possesses the key characteristics necessary to undertake the Project, evaluate the depth of the market to support the Project, evaluate the current state of the BioScience market in Westchester, identify other land uses, opine on the reasonableness of the projections of revenue, expenses and net operating income and also opine on the terms of the proposed ground lease.

The Agreement will commence upon execution and expire on December 31, 2016. The Agreement shall be based on hourly rates ranging from \$125.00 to \$375.00 for an amount not to exceed Forty Five Thousand (\$45,000.00) Dollars inclusive of travel expenses.

The Agreement will serve a public purpose by enabling the Board of Legislators to conduct its due diligence with respect to the proposed legislation to enter into a ground lease with Fareri Associates, LP for the “North 60” in support of the Project.

The Board solicited quotations from potential consultants pursuant to Section 5(b) of the Westchester County Procurement Policy. The following quotations were obtained:

<u>Organization</u>	<u>Price</u>	<u>State of Quotation</u>
The Weitzman Group, Inc.	\$45,000	Complete
HR&A Advisors, Inc.	\$100,000	Complete
Tourism Economics, Inc.		Incomplete

After evaluating the quotations offered, the Weitzman Group was selected as the most advantageous. This selection was based upon the fact the Weitzman Group's quotation was the lowest complete quotation offered and that they provide the experience necessary to conduct the work.

Accordingly, I most respectfully recommend the adoption of the annexed Resolution.

MK/ta

APPROVED BOARD OF ACQUISITION & CONTRACT - 08/24/06 - LISAMAR, 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") acting by and through its Board of Legislators, is hereby authorized to enter into an agreement ("Agreement") with The Weitzman Group, Inc. ("Weitzman Group") to provide real estate advisory services in connection with the proposed ground lease between the County and Fareri Associates, LP for approximately sixty (60) acres of County-owned property located at the north portion of the Grasslands Reservation (also known as the Valhalla Campus at Grasslands) in the Valhalla section of the Town of Mt. Pleasant, New York, and commonly referred to as the "North 60", for the creation of a research and development complex in support of the County's growing medical and bio-tech industry which shall be based on hourly rates ranging from \$125.00 to \$375.00 for a total contract amount not to exceed Forty Five Thousand (\$45,000.00) Dollars, inclusive of travel expenses; and be it further

**RESOLVED** that the Agreement will commence upon execution and expire on December 31, 2016; 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
101	10		4380		\$45,000.00

Budget Funding Year(s) 2016 Start Date upon execution End Date 12/31/16  
(must match resolution)

Funding Source Tax Dollars \$45,000.00  
State Aid \_\_\_\_\_  
\$45,000.00 Federal Aid \_\_\_\_\_  
(must match resolution) Other \_\_\_\_\_