

79036

Date: August 31, 2020

To: The Honorable Board of Acquisition and Contract

From: George Latimer  
County Executive

Re: Authority to enter into an agreement with Entrepreneur Ready, Inc. dba How to Start Something, Inc., to provide an online entrepreneur training program for up to 1,000 entrepreneurs, for a term from August 1, 2020 through March 31, 2021, for an amount not-to-exceed \$1,559,000.00 payable pursuant to an approved budget and subject to appropriation.

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Authority of your Honorable Board is requested for the County of Westchester (“County”) to enter into an agreement with Entrepreneur Ready, Inc. dba How to Start Something, Inc., to provide an online entrepreneur training program for up to 1,000 entrepreneurs, for a term from August 1, 2020 through March 31, 2021, for an amount not-to-exceed \$1,559,000.00, payable pursuant to an approved budget and subject to appropriation.

A separate Resolution is being submitted to your Honorable Board this date to grant an exemption from the Westchester County Procurement Policy pursuant to Section 3(a)(xxi) thereof.

The goals and objectives of this agreement are to combat steep unemployment which has arisen during 2020 as a result of the COVID-19 pandemic, and the inability or unwillingness of some people to return to their old jobs or workspaces. The County will provide 1,000 people with the tools, skills, and money to launch a business or develop a new stream of income.

Accordingly, your favorable action on the annexed Resolution is most respectfully urged and recommended.

GL/BG/DLV/dv

## RESOLUTION

Upon a communication from the County Executive, be it hereby

**RESOLVED**, that the County of Westchester (“County”) is hereby authorized to enter into an agreement with Entrepreneur Ready, Inc. dba How to Start Something, Inc., to provide an online entrepreneur training program for up to 1,000 entrepreneurs, for a term from August 1, 2020 through March 31, 2021, for an amount not-to-exceed \$1,559,000.00, payable pursuant to an approved budget and subject to appropriation; and be it further

**RESOLVED**, that this 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 this agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to the Contractor, then the Contractor shall have the right to terminate this agreement upon reasonable prior written notice; and be it further

**RESOLVED**, that the County Executive or his duly appointed designee be, and hereby is, authorized to take such action and execute such documents as may be necessary and proper to effect the purposes hereof.

Account to be Charged/credited	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub Object	Trust Account	Dollars
	101	11	0710	4998		\$974,375 (2020)
	101	11	0710	4380		\$584,625 (2021)

Budget Funding Year(s) 2020 & 2021 Start Date 08/01/2020 End Date 03/31/2021  
 (must match resolution)

Funding Source Tax Dollars \$584,375  
 State Aid \_\_\_\_\_  
\$974,375 Federal Aid \_\_\_\_\_  
 (must match resolution) Other \_\_\_\_\_