



Robert P. Astorino  
County Executive

Department of Social Services

Kevin M. McGuire  
Commissioner

**50666**

DATE: January 20, 2016

TO: Board of Acquisition and Contract

FROM: Kevin M. McGuire  
Commissioner

SUBJECT: Authority to enter into an agreement with the Economic Modeling, LLC pursuant to which Economic Modeling, LLC will license to the County access to *Analyst*, a web-based tool providing labor market analysis data which will be used by the Westchester Putnam Local Workforce Development Board (“WDB”) to determine the latest employment trends, projections, and occupational staffing patterns for jobs in Westchester County, for the period from July 1, 2015 through June 30, 2016 for an amount not to exceed \$23,000.

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Authority is hereby requested from your Honorable Board for the County of Westchester (the “County”), acting by and through its Department of Social Services, Office of Workforce Development (the “Department”), on behalf of the WDB, to enter into an agreement with Economic Modeling, LLC (“Economic Modeling”) pursuant to which Economic Modeling will license to the County access to *Analyst*, a web-based tool providing labor market analysis data which will be used by the WDB to determine the latest employment trends, projections, and occupational staffing patterns for jobs in Westchester County, for the period from July 1, 2015 through June 30, 2016 for an amount not to exceed \$23,000, payable in one lump-sum within thirty (30) days of contract execution (the “Agreement”).

This Agreement will serve a **public purpose** by providing labor market analysis data to enable the WDB to determine the latest employment trends, projections, and occupational staffing patterns for jobs in Westchester County. This information will be used to determine the viability of our employment training programs. In addition, this information will be disseminated to our business customers and job seekers in order to

determine the trend in wage rates, conditions of employment, level of competition, jobs location.

The **goals and objectives** of this contract are to assist Westchester residents to find employment and for employers to find qualified workers.

The **goals and objectives** are in the best interest of the County by helping Westchester County residents to generate personal income and reduce or eliminate reliance on public support and will help promote provide economic growth in Westchester County.

The **goals and objectives** will be tracked and monitored by Westchester Putnam Workforce Development Staff assigned to this project.

The Department has complied with sections 5(b) and 13 of the Westchester County Procurement Policy. On March 27 and April 6, 2015, the Department solicited price quotations by telephone from agencies specializing in labor market analytics. Three (3) firms were contacted and three (3) firms submitted price quotations as follows: Geographic Solutions Inc. (\$68,775), Economic Modeling (\$23,000) and Burning Glass (\$25,000). Economic Modeling was chosen because it submitted the lowest price quotation.

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

KMM/AT/jpg

APPROVED BOARD OF ACQUISITION & CAPITAL PROJECTS 02/19/2016 - LISA BRUJAJ, SECRETARY

## RESOLUTION

Upon a communication from the Commissioner of Social Services, be it hereby

**RESOLVED**, that the County of Westchester (the “County”), acting by and through its Department of Social Services (the “Department”), Office of Workforce Development, on behalf of the Westchester Putnam Local Workforce Development Board (“WDB”), is hereby authorized to enter into an agreement with Economic Modeling, LLC (“Economic Modeling”) pursuant to which Economic Modeling will license to the County access to *Analyst*, a web-based tool providing labor market analysis data to be used by the WDB to determine the latest employment trends, projections, and occupational staffing patterns for jobs in Westchester County, for the period from July 1, 2015 through June 30, 2016 for an amount not to exceed \$23,000 payable in one lump-sum within thirty (30) days of contract execution; and be it further

**RESOLVED**, that the County Executive or his duly 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
275	22		7338	403Q	\$11,500
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Budget Funding Year(s): 2015-2016  
(must match resolution)

Start Date: 7/1/15

End Date: 6/30/16

Funding Source

**\$23,000**

(must match resolution)

Tax Dollars:

State Aid:

Federal Aid: 100%

Other: