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Date: October 18, 2018

To: Board of Acquisition and Contract

From: Hugh J. Greechan, Jr., P.E.
Commissioner
Department of Public Works and Transportation

Gary A. Friedman, Esq.
Director of Real Estate

Re: Authority to exempt from the Westchester County Procurement Policy and Procedures, pursuant to Section 3(a)(xxi) thereof, an agreement with Cushman & Wakefield of Connecticut, Inc., pursuant to which it will act as the County's sole agent with respect to the renegotiation and renewal, or relocation elsewhere within the City of White Plains, of the County's leased real property for certain courts of the State of New York, which are currently located in 140 Grand Street, 6th Floor, in White Plains. (Agreement No. 18-808)

Authority is hereby requested from your Honorable Board to exempt from the Westchester County Procurement Policy and Procedures an agreement (the "Agreement") between the County of Westchester (the "County") and Cushman & Wakefield of Connecticut, Inc. ("C&W"), pursuant to which C&W will act as the County's sole agent with respect to the renegotiation and renewal, or relocation elsewhere within the City of White Plains, of the County's leased real property for certain courts of the State of New York, which are currently located in 140 Grand Street, 6th Floor, in White Plains.

Under the terms of the proposed Agreement, C&W will provide the above-described services through Craig S. Ruoff, an employee of C&W who will be acting on its behalf and who will be the project manager for the County. Mr. Ruoff has considerable expertise and experience in negotiating leases in the building currently occupied by the above-mentioned courts, as he has negotiated leases for no fewer than five (5) tenants in the premises, which is more than any other broker. Mr. Ruoff has also negotiated many leases with the current landlord, which provides an insight that no other broker may have. Furthermore, Mr. Ruoff has considerable experience and expertise in the White Plains real estate market, as he has represented hundreds of tenants as a broker. Accordingly, it is highly advisable for the County to have Mr. Ruoff, through C&W, provide the County with the above-described services.

Therefore, it is proposed that the best interests of the County would be served by exempting the proposed Agreement from the Westchester County Procurement Policy and Procedures, pursuant to Section 3(a)(xxi) thereof. Accordingly, a resolution to exempt this procurement is hereby submitted for your consideration.

I respectfully recommend the adoption of the attached Resolution.

GAF/bdm/nn

RESOLUTION

Agreement No. 18-808

Upon a communication from the Commissioner of Public Works and Transportation and the Director of Real Estate, 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 of Westchester (the "County") in connection with the procurement of an agreement with Cushman & Wakefield of Connecticut, Inc. ("C&W"), pursuant to which C&W will act as the County's sole agent with respect to the renegotiation and renewal, or relocation elsewhere within the City of White Plains, of the County's leased real property for certain courts of the State of New York, which are currently located in 140 Grand Street, 6th Floor, in White Plains.

APPROVED BOARD OF ACQUISITION & CONTRACTS
11/15/2018
LESLIE MARIJAJ, SECRETARY