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Date: February 9, 2021

To: The Honorable Board of Acquisition and Contract

From: Kenneth W. Jenkins
Deputy County Executive

Re: Resolution to exempt from the Westchester County Procurement Policy pursuant to Section 3(a) xxi thereof, the procurement of an Agreement with Greenberg Traurig, LLC for the provision of legislative and executive lobbying services on behalf of the County in connection with its relations with the government of the State of New York.

Authority is hereby requested from your Honorable Board to exempt the procurement of an agreement with Greenberg Traurig, LLC ("Greenberg") from the application of the Westchester County Procurement Policy and Procedures ("Procurement Policy") for the provision of legislative and executive lobbying services on behalf of the County in connection with its relations with the government of the State of New York, for a term commencing on January 1, 2021 and continuing through June 30, 2021 for an amount not to exceed \$30,000, payable at a rate of \$5,000 per month.

Ordinarily, under Section 5(b) of the Procurement Policy, the County is required to solicit written quotations from no fewer than three persons customarily providing the required services. However, Greenberg is eminently qualified to provide lobbying services on behalf of the County. This is because the firm employs an array of government relations professionals in Albany, including former elected officials, as well as former top aides and policy experts, who are uniquely familiar with the workings of both the New York State legislature as well as the executive branch. As such, Greenberg has been very successful in achieving favorable results for its clients.

Pursuant to Section 3(a)xxi, the Westchester County Procurement Policy and Procedures are not applicable to any procurement for which this Honorable Board determines, by resolution passed prior to commencing such procurement, that compliance with the policy would not be in the best interests of the County. For the reasons set forth above, it is proposed that the best interests of the County would be served by exempting the procurement of this agreement from the

County Procurement Policy. Accordingly, a resolution to exempt the procurement of an Agreement with Greenberg Traurig, LLC is hereby submitted for your consideration.

GL/KWJ/FA/jpg
Attachment

APPROVED BOARD OF ACQUISITION & CONTRACT - 03/04/2021 - LISA MRIJAJ, SECRETARY

RESOLUTION

Upon a communication from the Deputy County Executive, 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 price quotations, is neither cost effective nor expedient, and accordingly, not in the best interests of the County of Westchester in connection with the procurement of an agreement for lobbying services with Greenberg Traurig, LLC., 54 State Street, Albany, New York 12207.

APPROVED BOARD OF ACQUISITION & CONTRACT - 03/04/2021 - USA MARIJAJ, SECRETARY