

George Latimer  
County Executive

83433

Date: March 12, 2021

To: The Honorable Board of Acquisition and Contract

From: George Latimer  
County Executive

Re: Authority to enter into an agreement with Co-Communications, Inc. to implement additional recommendations from BJH Advisors pertaining to business attraction and attracting new residents, for a term from January 1, 2021 through December 31, 2021, for an amount not-to-exceed \$763,500.00 payable pursuant to an approved budget.

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Authority of your Honorable Board is requested for the County of Westchester ("County") to enter into an agreement with Co-Communications, Inc. to implement additional recommendations from BJH Advisors pertaining to business attraction and attracting new residents, for a term from January 1, 2021 through December 31, 2021, for an amount not-to-exceed \$763,500.00 payable pursuant to an approved budget.

Co-Communications will be building upon the foundation established when working under a prior agreement in order to focus on (1) achieving these key objectives, (2) addressing business and resident retention, and (3) attracting the remote workforce to live in the County.

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 promote Westchester County as a destination for businesses attracting new residents and companies helping to promote the growth of the Westchester County economy. Additionally, this agreement will help the County further its goals of developing the Westchester economy by growing key industry sectors.

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

GL/BG/DLV/dv

Office of the County Executive

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**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 Co-Communications, Inc. to implement additional recommendations from BJH Advisors pertaining to business attraction and attracting new residents, for a term from January 1, 2021 through December 31, 2021, for an amount not-to-exceed \$763,500.00 payable pursuant to an approved budget; 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                                   | 4380               |               | \$763,500.00 |
|                                |      |      |                                        |                    |               |              |
|                                |      |      |                                        |                    |               |              |

Budget Funding Year(s) 2021 Start Date 01/01/2021 End Date 12/31/2021  
 (must match resolution)

Funding Source Tax Dollars \$763,500.00  
 State Aid \_\_\_\_\_  
 \$ 763,500.00 Federal Aid \_\_\_\_\_  
 (must match resolution) Other \_\_\_\_\_