

George Latimer
County Executive

83434

Date: March 12, 2021

To: The Honorable Board of Acquisition and Contract

From: George Latimer
County Executive

Re: Authorization to exempt from the Westchester County Procurement Policy pursuant to Section 3(a)(xxi) thereof, the procurement of 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.

Authority of your Honorable Board is requested to exempt from the Westchester County Procurement Policy (the "Procurement Policy") pursuant to Section 3(a)(xxi) thereof, an agreement with Co-Communications, Inc. ("Co-Communications") 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.

Ordinarily under Section 6 of the Procurement Policy, the County is required to issue an RFP to procure these services. However, these services are necessary to promote Westchester County as a destination for businesses and individuals promoting the growth of the Westchester County economy. Co-Communications is best qualified to perform the services because their experience working with Westchester County and BJH Advisors in the past. They have developed communication strategies to help advocate Westchester County as the destination for individuals and businesses looking to relocate or expand in this post COVID-19 economy.

Pursuant to Section 3(a)(xxi), the Westchester County Procurement Policy is not applicable to any procurement for which your Honorable Board determines, by Resolution passed prior to commencing such procurement, that compliance with the policy would not be in the best interest of the County. It is proposed that the County's interest would be served by exempting the procurement of this agreement from the County Procurement Policy. A Resolution to exempt the procurement of this agreement is submitted for your consideration.

As I believe this agreement to be in the best interests of the County, I most respectfully recommend and urge the adoption of the annexed Resolution.

GL/BG/DLV/dv

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RESOLUTION

Upon a communication from the County Executive, be it hereby:

RESOLVED, that pursuant to Section 3(a)xxi of the Westchester County Procurement Policy, 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 interest of the County of Westchester in connection with the procurement of 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

APPROVED BOARD OF ACQUISITION & CONTRACTS 03/18/2021 - USAMRIID, SECRETARY