

**87568**

Date: September 8, 2021

To: Honorable Board of Acquisition and Contract

From: Joseph K. Spano  
Commissioner of Correction

Re: Authority for the County of Westchester exercise a two-year option to renew a concession agreement dated November 9, 2018 with Global Tel\*Link for the provision of inmate telephone and payment services and coin telephone services from August 1, 2018 through July 31, 2021, in order to extend the term from August 1, 2021 through July 31, 2023.

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By resolution adopted by your Honorable Board of September 13, 2018, the County of Westchester (the "County") entered into a concession agreement for the provision of coin telephone service at various public places, and telephone and automated payment services to the inmates at the Department of Correction with Global Tel\*Link Corporation ("GTL") for the term August 1, 2018 through July 31, 2021 (the "Agreement"), with a two-year renewal at the County's sole option. As well as providing a service to those who need them, the Agreement is a source of revenue as the County receives a commission on their use from GTL. Revenue in the past year totaled \$552,000. Because GTL has provided reliable service for the past two years and for many years before that, the Department of Corrections would like to exercise its two-year option and extend the term of the Agreement from August 1, 2021 through July 31, 2023, upon the same terms and conditions.

For the term of the proposed extension, the commission rate would remain 62% and the estimated annual commission revenue for the Department of Correction is \$721,000. All other terms and conditions of the Agreement will remain in full force and effect.

Authority of your Honorable Board is requested to extend the Agreement for the term from August 1, 2021 through July 31, 2023.

As a concession, this agreement is exempt from the County Procurement Policy pursuant to Section 3(b) thereof.

The Goals & Objectives of the proposed extension are to continue to deliver these important telephone and payment services to inmates at the Department of Correction while providing the County with a reliable stream of commission revenue.

Accordingly, we recommend approval of the annexed Resolution.

JKS/DI

APPROVED BOARD OF ACQUISITION & CONTRACT - 10/07/2021 - RAYMOND SCULKY, SECRETARY

**RESOLUTION**

Upon a communication from the Commissioner of Correction, be it hereby

**RESOLVED**, that the County of Westchester is authorized to exercise its two-year option to renew a concession agreement with Global Tel\*Link Corporation (“GTL”) dated November 9, 2018, for the provision of inmate telephone and payment services and coin telephone services, for the term August 1, 2018 through July 31, 2021 (the “Agreement”), in order to extend the term from August 1, 2021 through July 31, 2023; and be it further

**RESOLVED**, that all other terms and conditions of the Agreement shall remain in full force and effect; 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.

Agreement  
Account to be charged/credited:

Year	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub Object	Trust Account	Dollars
2021	101	35	1000	9065		\$300,417
2022	101	35	1000	9065		\$721,000
2023	101	35	1000	9065		\$420,583

Budget Funding Year(s): 2021-2023      Start Date: August 1, 2021      End Date: July 31, 2023  
(must match resolution)

Funding Source      Tax Dollars: \_\_\_\_\_  
                                  State Aid: \_\_\_\_\_  
\$1,442,000      Federal Aid: \_\_\_\_\_  
 (must match resolution)      Other:      Estimated Commission Revenue: \$1,442,000

APPROVED BOARD OF COUNTY OFFICERS & COMPTROLLER - 10/07/2021 - RAYMOND SULKY, SECRETARY