



Kenneth W. Jenkins  
County Executive

Department of Social Services

Leonard G. Townes  
Commissioner

112684

DATE: December 15, 2025

TO: Board of Acquisition and Contract

FROM: Leonard G. Townes  
Commissioner, Department of Social Services

SUBJECT: Authority to exercise the County's first one-year option under its agreement with Beatty's Services, Inc. for temporary personnel services for the Department of Social Services (DSS2000HR-25, as amended), and, therefore, amend the agreement by, (1.) extending its term by one (1) year, to a new expiration date of December 31, 2026; (2.) increasing its not-to-exceed amount by \$740,000.00, in order to pay for services during the first option term; and (3.) reflecting the fact that the County will have one (1) remaining one (1) year option.

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By a resolution approved on December 19, 2024, your Honorable Board awarded County of Westchester ("County") Contract No. DSS2000HR-25, for temporary personnel services for the Department of Social Services (the "Services"), to the low bidder, Beatty's Services, Inc. ("Beatty's"), in the amount of \$527,359.56 for the initial term of one (1) year, commencing on January 1, 2025 and continuing through December 31, 2025 (the "Initial Term"), with the County having two (2) additional one (1) year options thereafter, with all amounts to be paid on the particular cost terms specified in the bid solicitation (the "Original Agreement"). The Agreement was subsequently executed.

By a resolution approved on July 17, 2025, your Honorable Board authorized the County to amend the Original Agreement by increasing, by \$378,640.44, the not-to-exceed amount for the Initial Term, to a new total not-to-exceed amount of \$906,000.00 (the "First Amendment"). The First Amendment was subsequently executed.

The County continues to require the Services. Therefore, the Department of Social Services ("DSS") reviewed and analyzed the costs for the first Option Term under the Original Agreement, as amended by the First Amendment, (the "Agreement") in order to ensure that they are reasonable.

As part of its analysis of the costs for the first Option Term, DSS compared Beatty's per-position pricing against the per-title pricing for four (4) other contractors that commonly provide services such as the Services. The result of that analysis was that the per-position pricing from Beatty's was the lowest for ten (10) of the positions included in the Services; was the second-lowest for three (3) of the positions; and was third-lowest for two (2) of the positions, while Beatty's had the lowest average per-position pricing across all fifteen (15) of the positions.

Taking all of the foregoing into consideration, DSS's analysis has determined that the costs specified in the Agreement for the first Option Term are reasonable.

DSS has also determined that the quantity of services that it anticipates requiring during the first Option Term will exceed the \$527,359.56 not-to-exceed amount specified in the Agreement for that period. DSS anticipates, instead, requiring a not-to-exceed amount of \$740,000.00 for the first Option Term. Notably, the Agreement specified as follows:

"However, the parties acknowledge that the County may find, one or more times during the Initial Term and/or any Option Term of this Agreement, that the total cost of the Work required by the County will exceed the pertinent not-to-exceed amount specified above. Accordingly, the parties agree that, in such a case, each initial not-to-exceed amount specified above can be amended and thereby increased, based upon the County's needs, subject to the County's receipt of all necessary legal approvals, with the Work during each such term continuing to be performed at the applicable rates in Schedule "B".

Accordingly, the County respectfully requests authority from your Honorable Board to, (a) amend the Agreement by increasing its not-to-exceed amount for the first Option Term by \$212,640.44, from \$527,359.56 to \$740,000.00, and (b) exercise the County's first option under the Agreement and, therefore, amend the Agreement by, 1.) extending its term by one (1) year, through the first Option Term, to a new expiration date of December 31, 2026; 2.) increasing its not-to-exceed amount by \$740,000.00, in order to pay for the Services during the first Option Term, which shall be payable as specified in the Agreement for the first Option Term; and 3.) reflecting the fact that the County will have one (1) remaining one (1) year option (the "Second Option Term").

Except as specifically described above, all terms and conditions of the Agreement shall remain in full force and effect.

The proposed Second Amendment will serve a public purpose by providing DSS, for an additional year, with the temporary personnel it needs in order to perform various departmental functions.

The goal and objective of the proposed Second Amendment is to provide DSS, for an additional year, with the temporary personnel it needs in order to perform various departmental functions.

The goal and objective of the proposed Second Amendment is in the best interests of the County in terms of ensuring the public welfare, as providing DSS, for an additional year, with the temporary personnel it needs in order to perform various departmental functions will facilitate DSS acting to ensure the welfare of the public.

The goal and objective of the proposed Second Amendment will be tracked and monitored by the staff of DSS.

I respectfully recommend the adoption of the attached resolution.

LGT/LHD/bdm/nn

APPROVED BOARD OF ACQUISITION & CONTRACT - 12/23/2025 - RAYMOND SCULKS SECRETARY

## RESOLUTION

Upon a communication from the Commissioner of Social Services, be it hereby:

RESOLVED, that the County of Westchester (the "County") is hereby authorized to, (a) amend an agreement with Beatty's Services, Inc. ("Beatty's"), pursuant to which Beatty's was to provide temporary personnel services for the Department of Social Services (the "Services"), for a total amount not-to-exceed \$906,000.00 during its initial one (1) year term, commencing on January 1, 2025 and continuing through December 31, 2025, with the County having two (2) additional one (1) year options thereafter (each an "Option Term"), with all amounts to be paid on the particular cost terms specified in the bid solicitation, (the "Agreement") by increasing its not-to-exceed amount for the first Option Term by \$212,640.44, from \$527,359.56 to \$740,000.00, and (b) exercise the County's first option under the Agreement and, therefore, amend the Agreement by, 1.) extending its term by one (1) year, through the first Option Term, to a new expiration date of December 31, 2026; 2.) increasing its not-to-exceed amount by \$740,000.00, in order to pay for the Services during the first Option Term, which shall be payable as specified in the Agreement for the first Option Term, and 3.) reflecting the fact that the County will have one (1) remaining one (1) year option; and be it further

RESOLVED, that except as specifically hereby authorized to be amended, all 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.

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Original Agreement: \$ 527,359.56  
 First Amendment: \$ 378,640.44  
 This Amendment: \$ 740,000.00  
 TOTAL: \$1,646,000.00

**1. Account to be Charged/Credited:**

	Fund	Dept.	Major Program, Program & Phase Or Unit	Object/ Sub- Object	Trust Account	Dollars
2026	101	22	1000:1000	4446		\$740,000.00

**2. Budget Funding Year(s):** 2026

Start Date: January 1, 2026 End Date: December 31, 2026  
 (must match resolution)

**3. Funding Source:**

Federal	50%	CFDA#(s)	N/A		
State	14%	State ID#(s)	N/A		
Operating/ Tax Levy	36%				
Capital	N/A				

**4. Total NTE: \$740,000.00**  
 (must match resolution)

APPROVED BOARD OF ACQUISITION & ASSET MANAGEMENT  
 NOV 17/2023/2025 - RAYMOND SCULKY, SECRETARY