

113323

DATE March 25, 2026

TO: Board of Acquisition and Contract

FROM: Blanca P. Lopez, M.S.
Commissioner of Planning

SUBJECT: Resolution Authorizing an Agreement between the County of Westchester and Westchester Residential Opportunities, Inc. (WRO) pursuant to which WRO will provide a fair housing and asset building program.

The attached resolution, if approved by your Honorable Board, would authorize the County of Westchester (the "County") to enter into an agreement with Westchester Residential Opportunities, Inc. ("WRO") pursuant to which WRO will provide fair housing and asset building programs that will promote diverse and inclusive communities; maximize equal housing opportunities through fair housing education and outreach to potential home purchasers.

WRO will provide one-on-one homebuyer education and counseling to low- and moderate-income households interested in purchasing a home. Individualized counseling will address topics such as the importance of credit, building equity, co-op ownership, and the benefits of homeownership. WRO will also conduct group workshops covering the Home Buying Process, Financial Literacy, and Fair Housing. In addition, WRO will Affirmatively Further Fair Housing by offering educational workshops to local real estate professionals, developers, co-op boards, and other housing providers. The term of the agreement shall commence retroactively on January 1, 2026, and continue through December 31, 2026, for an amount not to exceed \$38,469.00.

Ordinarily, under Section 5(b) of the Westchester County Procurement Policy and Procedures, the County is required to solicit written quotations from no fewer than three persons customarily providing such services in order to procure this type of service. However, pursuant to Section 3(a)xxi, the Procurement Policy is 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 interest of the County.

Authority to exempt the proposed Agreement from the requirements of the Westchester County Procurement Policy and Procedures, pursuant to Section 3(a)(xxi) thereof, has been submitted for your Honorable Board's consideration via a separate Resolution of even date herewith.

The goal and objective of the proposed Agreement is to provide educational opportunities for low to moderate income first time homebuyers which will result in mortgage ready home purchasers. Planning Department staff will monitor the work provided by WRO.

Accordingly, I respectfully recommend your Honorable Board's approved of the attached Resolution.

BPL/je

APPROVED BOARD OF ACQUISITION & CONTRACT - 04/02/2026 - RAYMOND SCULKY, SECRETARY

RESOLUTION

UPON A COMMUNICATION FROM THE COMMISSIONER OF PLANNING, BE IT HEREBY

RESOLVED, that the County of Westchester (the "County") is authorized to enter into an agreement with Westchester Residential Opportunities, Inc. ("WRO"), pursuant to which WRO will provide County-wide asset building and affirmative fair housing marketing and educational programs in accordance with an agreed-upon scope of services (the "Project"), for a term commencing retroactively on January 1, 2026, and continuing through December 31, 2026 in an amount not to exceed \$38,469.00, pursuant to an approved budget; and be it further

RESOLVED, that this Agreement is subject to County appropriations; and be it further

RESOLVED, that this Agreement is 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 release of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period thereafter, to analyze the impact of such State Budget on County finances. Following such analysis, the County may either terminate this Agreement or renegotiate the amounts and rates approved herein. If the County offers a reduced amount to WRO, then WRO shall have the right to terminate the Agreement upon reasonable written notice; and be it further

RESOLVED, that the County Executive or his authorized designee is authorized to execute any and all documents necessary and appropriate to effectuate the purposes of this resolution.

Account to be Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub Object	Trust Account	Dollars
101	19	0100	4420	n/a	\$38,469.00

Budget Funding Year(s) FY 2026 Start Date January 1, 2026 End Date December 31, 2026
(must match resolution)

Funding Source

Tax Dollars \$38,469,000

State Aid _____

\$38,469
(must match resolution)

Federal Aid _____

Other _____