

#112923

DATE: January 27, 2026

TO: Honorable Members of the Board of Acquisition & Contract

FROM: Hugh J. Greechan, Jr., P.E.  
Commissioner of Public Works and Transportation

RE: Authority for the County of Westchester to amend a license agreement with HFT Management, Inc. d/b/a Gateway Outdoor Advertising for advertising on designated County of Westchester transit vehicles in order to allow for larger sized advertisements and full bus wrap advertisements. (Agreement No. DOTOP07-21)

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On October 28, 2021 your Honorable Board authorized the County of Westchester (the "County"), acting by and through the Department of Public Works and Transportation (the "Department") to enter into a license agreement (the "Agreement") with HFT Management, Inc. d/b/a Gateway Outdoor Advertising ("Gateway") for advertising on designated County transit vehicles, for the period of January 1, 2022 through December 31, 2026. In accordance with the terms of the Agreement, the County granted Gateway an exclusive license to sell advertising of specified sizes and types on both the interior and exterior of the Bee-Line Bus System busses for a five (5) year term commencing January 1, 2022 and terminating December 31, 2026 for an aggregate license fee of Three Million Four Hundred Thousand (\$3,400,000.00) Dollars over the five (5) year term, payable on a monthly basis. The Agreement was subsequently executed.

Authority from your Honorable Board is hereby now sought to amend the Agreement in order to permit Gateway to advertise on County busses utilizing "King Kong" larger sized bus wraps and full bus wraps. For consideration of the use of these larger bus wraps, and in addition to the base license fee, Gateway will pay the County an additional \$175.00 per month for every "King Kong" bus wrap and \$1,000.00 per month for every full bus wrap. All other terms and conditions of the Agreement shall remain unchanged.

The goals and objectives of the Agreement and this amendment are for the public good as they provide for informational advertisements on transit buses and also provide revenue to the County. Department personnel will continue monitoring the Agreement, this proposed amendment and Gateway's performance.

This agreement is exempt from the Westchester County Procurement Policy and Procedures pursuant to Section 3(b), thereof.

I respectfully request the approval of the annexed proposed Resolution.

HJG/JPI

# RESOLUTION

Upon a communication from the Commissioner of Public Works and Transportation, be it hereby:

**RESOLVED**, that the County of Westchester (the "County") is hereby authorized to amend a license agreement (the "Agreement") with HFT Management, Inc. d/b/a Gateway Outdoor Advertising ("Gateway") for advertising on designated County transit vehicles and busses in order to permit larger advertisements and full bus wrap advertisements on County busses; and be it further

**RESOLVED**, that pursuant to the terms of the proposed amendment, Gateway will pay the County an additional \$175.00 per month for every "King Kong" large sized bus wrap and \$1,000.00 per month for every full bus wrap, in addition to the Agreement's base license fee; and be it further

**RESOLVED**, that all other terms and conditions of the Agreement shall remain unchanged; and be it further

**RESOLVED**, that the County Executive or his authorized designee is hereby authorized to execute all instruments necessary to implement this Resolution.

License Agreement No. DOTOP07-21

Account to be Charged/Credited	Fund	Dept.	Major Program, Program & Phase Or Unit	Object/ Sub Object	Trust Account	Dollars
	101	44	2100	9289		TBD

Budget Funding Year(s): 2026 Start Date: Upon Execution End Date: 12/31/26  
 (must match resolution)

Funding Source: Tax Dollars: \_\_\_\_\_  
 (must match resolution) State Aid: \_\_\_\_\_  
 Federal Aid: \_\_\_\_\_  
 Other: TBD (Revenue)

APPROVED BOARD OF ACQUISITION & CONTRACT - 02/05/2016 - RAYMOND SUYDEN SECRETARY