

January 27, 2022

WESTMORELAND COUNTY INDUSTRIAL DEVELOPMENT CORPORATION

A meeting of the Westmoreland County Industrial Development Corporation was held on Thursday, January 27, 2022 at the Westmoreland County Courthouse, Public Meeting Rooms, 2 North Main Street Greensburg, PA. The following were present: Commissioner Sean Kertes, Commissioner Douglas W. Chew, Commissioner Gina Cerilli Thrasher, Esq. and Executive Director Jason Rigone. The following business was conducted:

Mr. Kertes called the meeting to order at 10:08am

Motion was made by Mr. Chew, seconded by Mrs. Cerilli Thrasher and it was unanimously agreed to approve the minutes of regular meeting held Thursday, December 16, 2021 as presented

Upon review and recommendation of Jason Rigone, Executive Director, motion was made by Mr. Chew, seconded by Mrs. Cerilli Thrasher and it was unanimously agreed to approve the following:

- (1) Third Addendum to Southwestern Pennsylvania Commission (SPC), Contract 19-10(i) for the PREP Program. The Contract is for WCIDC staff to provide coordination of economic development efforts within Westmoreland County through the Partnership for Regional Economic Performance (PREP) Grant. The Addendum extends SPC's current contract by twelve (12) months with effective dates thru June 30, 2022 for \$37,310.
- (2) Proposal for Engineering Services with H.F. Lenz Engineering Company in the amount of \$28,250 for the Hempfield development project. This agreement is to provide engineering services for a wetland delineation, traffic study and coordination meetings.
- (3) Proposal with H.F. Lenz Engineering Company in the amount of \$20,380 for Lot 5 at Commerce Crossing at Westmoreland. This agreement is to provide engineering, public bidding and project management services, which will include concrete, foundations and fencing demolition and removal, as well as, minor site grading.
- (4) Proposal with DelGross Services LLC in the amount of \$15,650 for certain sprinkler system replacement upgrades and improvements at Mount Pleasant Glass Centre located in Mount Pleasant Township. Other proposals:

*Non-Responsive:
Fire Fighter Sales & Service
AFP*

- (5) Quote for demolition services with FourBros Contracting in the amount of \$8,500 for the WCIDC new records storage space being developed at the Mount Pleasant Glass Centre located in Mt. Pleasant Township. This quote is for interior demolition, electrical demolition and drywall infill.

Other quotes received:
Minniefield Demolition Services, LLC \$13,000
GSalandro Excavating, LLC \$14,500
Lutterman Excavating, LLC \$22,500

- (6) Change Order #1 with Moret Construction Company, Inc. for an increase of \$10,018.54 and a completion date of January 31, 2022 for Jeannette Industrial Park 100B Renovation project located in the City of Jeannette. The increase in the original contract of \$174,553 is for tenant space improvements.
- (7) Resolution No. WCIDC-1-2022 authorizing the execution of a 7-year Lease Agreement starting May 1, 2022, with WESTMORELAND HUMAN OPPORTUNITIES, INC. for approximately 8,310 SF of total space within Suite 201 and Suite 111 at the GreenForge building complex. The total lease payments to be received over this term will be \$617,017.50.
WESTMORELAND HUMAN OPPORTUNITIES, INC. is a nonprofit organization needing additional office space for expanding operations. The suites at the GreenForge complex will serve as their administrative headquarters for all programs that they operate throughout Westmoreland County. Approximately 30 employees will be at this location.
- (8) Purchase of nine licenses from Salesforce.com for a one-year term at the cost of \$9,144. The licenses will be assigned to WCIDC staff and enable their access to Salesforce's specialized customer relationship management (CRM) platform. This platform will allow staff to access organizational data that will now be housed in one place, automate their workflow and create detailed reports.

Motion was made by Mr. Chew, seconded by Mrs. Cerilli Thrasher and it was unanimously agreed to amend the following item to Green Impact LLC and to approve the statement of work with Green Impact LLC

- (9) Statement of Work submitted by Plus Consulting, LLC. Plus Consulting will provide services for the planning, design, execution, testing, training, and deployment of Salesforce's CRM software. Plus Consulting's services will not exceed \$22,400.

Motion was made by Mr. Chew, seconded by Mrs. Cerilli Thrasher and it was unanimously agreed that being no further business, the meeting be adjourned at 10:12am

Certified by,

Gina Cerilli Thrasher, Esq.
Secretary