Contract #: 2025-1725

Contract Type: standard

Contract Action: new

Procurement Type: Other

Department: District Attorney A1165

Date Submitted: 12/03/2025

Contact Person: [Patrick Collins],[Julianne Okun]

Contact Phone: ,518-391-8925

Vendor Info: Jeanne Geiger Crisis Center

Estimated Amount: 30,000

Scope of Services: Geiger Institute

Budget Line Item:

Fiscal Impact:

County: 50.00

State: 50.00

Federal: 0.00

BID, RFP, RFQ Completed? Yes - Other

_____ _____

Budget Analyst Date

For Contract Board Use:

_____

Date Approved

Daniel P. McCoy	Bruce A. Hidley	Joanne Cunningham, Chairwoman
Albany County Executive	Albany County Clerk	Albany County Legislature

DIGITAL SIGNATURE PAGE

DANIEL P. McCOY
COUNTY EXECUTIVE

COUNTY OF ALBANY
DEPARTMENT OF GENERAL SERVICES
PURCHASING DIVISION
112 STATE STREET, ROOM 1000
ALBANY, NEW YORK 12207-2021
(518) 447-7140 - FAX (518) 447-5588

DAVID M. LATINA
COMMISSIONER OF GENERAL SERVICES

PAMELA O NEILL
PURCHASING AGENT

MEMORANDUM

TO: Patrick Collins, Esq.
Office of the Albany County District Attorney

FROM: Pamela O Neill
Purchasing Agent

DATE: November 25, 2025

RE: STRIVE Grant Training

I am in receipt of your documentation regarding the STRIVE Grant Training from the NYS Division of Criminal Justice Services in the amount of $27,648.00.

As the chosen High-Risk Team model requires the use of proprietary "Danger Assessment for Law Enforcement (DALE) provided by the Geiger Institute, I approve this sole source in the amount of $27,648.00.

Please obtain the necessary contract approval of the Albany County Contract Administration Board so that we may issue a Notice of Award.

November 21, 2025

Chief Brendan Cox
Albany Police Department
165 Henry Johnson Boulevard
Albany, NY 12210

District Attorney Lee Kindlon
Office of the Albany County District Attorney
Albany County Judicial Center
6 Lodge Street, Fourth Floor
Albany, NY 12207

Dear Chief Cox and District Attorney Kindlon:

This letter will serve as the Agreement under which the Geiger Institute (a division of the Jeanne Geiger Crisis Center) will provide training and technical assistance ("**TTA**") to the Albany Police Department (APD) and the Albany County District Attorney's (ACDA) Office (the "**Site**" and, collectively with the Geiger Institute, the "**Parties**" and each, a "**Party**") to implement the Danger Assessment for Law Enforcement ("**DA-LE**"). The site will receive TTA through funding provided to the Site by the New York State Division of Criminal Justice Services (DCJS) through the STRIVE Initiative. All TTA costs associated with DA-LE implementation will be paid to the Geiger Institute under a contract between the Geiger Institute and ACDA.

DA-LE IMPLEMENTATION OVERVIEW AND SCOPE OF WORK

This Agreement sets forth the terms and obligations between the Geiger Institute and the Site in relation to implementation of the DA-LE. TTA will be delivered through in-person training, video conference calls, phone calls, email and other written communications. The implementation process is comprised of the following components:

- **Project Orientation Call**

- **Regular Technical Assistance Calls**

The Geiger Institute will deliver reasonable technical assistance throughout DA-LE implementation through a series of regular video conference calls. Topics of technical assistance will include:

- Development of mandatory written policies/directives on DA-LE administration
- Development of a DA-LE high-risk intervention protocol which connects high-risk victims to DV services
- Customization of a DA-LE training curriculum
- Preparation for a DA-LE Train-the-Trainer event
- Preparation for training events for advocates, prosecutors and judges
- Post-implementation troubleshooting
- Data collection and analysis

- Officer Training and Trainer Observation

Geiger Institute trainers will deliver an in-person training on the DA-LE curriculum to officers with law enforcement trainers observing.

- Train-the-Trainer Event

Geiger Institute trainers will deliver an in-person Train-the-Trainer event. The training event will prepare designated law enforcement trainers to deliver the DA-LE training to officers. The Geiger Institute will provide a customized Train-the-Trainer Curriculum.

- Law Enforcement Trainer Observations

Geiger Institute trainers will observe law enforcement trainers delivering the DA-LE curriculum to officers and provide feedback.

- Training for Advocates

The Geiger Institute trainers will deliver a training for advocates that will provide an overview of the DA-LE and prepare advocates to begin receiving the DA-LE.

- Training for Prosecutors

The Geiger Institute trainers will deliver a training for prosecutors on the DA-LE and its use in court.

- Training for Judges

The Geiger Institute trainers will deliver a training for judges on the DA-LE and its role in court.

TERM OF AGREEMENT

This Agreement shall commence on the date of signing and shall terminate upon the earlier of (a) one year after the training of officers/deputies, or (b) termination of the DCJS-Geiger Contract. Notwithstanding termination of this Agreement, the Site agrees to provide monthly data on its use of the DA-LE to the Geiger Institute for as long as the Site uses the DA-LE.

INDEPENDENT CONTRACTOR

It is the express intention of the Parties that the Geiger Institute is an independent consultant/contractor under this Agreement and not an employee, agent, or partner of the Site or its partners. Nothing in this Agreement shall be interpreted or construed as creating or establishing the relationship of an employer and employee. The Parties acknowledge that the Geiger Institute is not an employee for state and federal tax purposes.

GEIGER INSTITUTE

DA-LE ACKNOWLEDGEMENT AND AUTHORIZATION OF USE FORM

Upon completion of all officer training, the Site will provide the Geiger Institute with a signed DA-LE Acknowledgement and Authorization of Use Form ("**Authorization**") (attached hereto as Addendum A), after which the Site may begin using the DA-LE. The Site agrees that it will not begin use of the DA-LE until the signed Authorization is provided to the Geiger Institute.

PROPRIETARY INFORMATION

All intellectual property rights, including copyrights, patents, patent disclosures and inventions (whether patentable or not), trademarks, service marks, trade secrets, know-how and other confidential information, trade dress, trade names, logos, corporate names and domain names, together with all of the goodwill associated therewith, derivative works and all other rights (collectively, "**Intellectual Property Rights**") in and to all documents, work product, and other information and materials that are provided to the Site under this Agreement or prepared by or on behalf of the Geiger Institute in the course of performing the TAA (collectively, the "**Deliverables**") shall be owned by Geiger Institute and may not be reproduced, sold, manipulated or incorporated into other materials by APD or any agent, representative, contractor, employee, vendor or affiliate thereof without the express written consent of Geiger Institute. Geiger Institute hereby grants the Site a license to use all Intellectual Property Rights in the Deliverables free of additional charge and on a non-exclusive, non-transferable, non-sublicensable, fully paid- up, royalty-free, and perpetual basis to the extent necessary to enable the Site to use the DA-LE after the signed Authorization is provided to the Geiger Institute. The Geiger Institute reserves the right to revoke the aforementioned license to use the Deliverables if (a) the Deliverables have become outdated and updated Deliverables have been developed and provided to the site, or (b) it determines that the Site has substantively altered the Deliverables or is using the Deliverables in a manner in which they were not intended to be used. In the event the Site or any agent, representative, contractor, employee, vendor or affiliate thereof develops new intellectual property based on the Deliverables provided to the Site by the Geiger Institute, such intellectual property shall be owned by the Geiger Institute.

CONFIDENTIALITY

Confidential Information. From time to time during the term of this Agreement, either Party (as the "**Disclosing Party**") may disclose or make available to the other Party (as the "**Receiving Party**"), non-public, proprietary, and confidential information of Disclosing Party ("**Confidential Information**"); *provided*, *however*, that Confidential Information does not include any information that: (a) is or becomes generally available to the public other than as a result of Receiving Party's breach of this Agreement; (b) is or becomes available to the Receiving Party on a non-confidential basis from a third-party source, *provided* that such third party is not or was not prohibited from disclosing such Confidential Information; (c) was in the Receiving Party's possession prior to the Disclosing Party's disclosure hereunder; or (d) was or is independently developed by Receiving Party without using any Confidential Information (as evidenced by contemporaneous written records).

Maintenance of Confidentiality. The Receiving Party shall: (i) protect and safeguard the confidentiality of the Disclosing Party's Confidential Information with at least the same degree of care as the Receiving Party would protect its own Confidential Information, but in no event with less than a commercially reasonable degree of care; (ii) not use the Disclosing Party's Confidential Information, or permit it to be accessed or used, for any purpose other than to exercise its rights or perform its obligations under this Agreement; and (iii) not disclose any such Confidential Information to any person or entity, except to the Receiving Party's employees who need to know the Confidential Information to assist the Receiving Party, or act on its behalf, to exercise its rights or perform its obligations under this Agreement. The Receiving Party shall neither disclose any Disclosing Party Confidential Information nor permit any Disclosing Party Confidential Information to be disclosed, either directly or indirectly, to any third party without the Disclosing Party's prior written consent. Receiving Party shall not make any copies of Disclosing Party's Confidential Information unless the same are previously approved in writing by the Disclosing Party. The Receiving Party shall reproduce the Disclosing Party's proprietary rights notices on any such authorized copies, in the same manner in which such notices were set forth in or on the original. The Receiving Party shall immediately notify Disclosing Party of any unauthorized use or disclosure, or suspected unauthorized use or disclosure, of Disclosing Party Confidential Information.

Required Disclosures. If the Receiving Party is required by applicable law or legal process to disclose any Confidential Information, it shall, prior to making such disclosure, use commercially reasonable efforts to notify Disclosing Party of such requirements to afford Disclosing Party the opportunity to seek, at Disclosing Party's sole cost and expense, a protective order or other remedy.

Return of Confidential Information. All documents and other tangible objects containing or representing Disclosing Party's Confidential Information and all copies of them will be and remain the property of Disclosing Party. Upon expiration or termination of this Agreement or Disclosing Party's earlier request, Receiving Party will: (a) promptly deliver to Disclosing Party all Disclosing Party Confidential Information, except that the Receiving Party may retain one copy to ensure compliance with its obligations under this Agreement or pursuant to an established back up or document retention policy; and (b) promptly cease the use of all analyses, studies, and other documents prepared based on the Disclosing Party Confidential Information and will maintain any such documents in confidence in accordance with the obligations above under "Maintenance of Confidentiality."

Confidential Terms. Except as otherwise required by applicable law, each of the Parties hereto agrees not to disclose to any third party the terms of this Agreement without the prior written consent of the other Party hereto; provided that the Parties shall be free to disclose such terms to the extent required by applicable law or to advisors, and in addition, with respect to the Geiger Institute as the Receiving Party, to existing and potential investors, existing and potential partners and acquirers, licensees, and others on a need-to-know basis under circumstances that reasonably ensure the confidentiality thereof.

Right to Equitable Relief. Receiving Party agrees that any violation or threatened violation of this section (Confidentiality) will cause irreparable injury to Disclosing Party, entitling Disclosing Party

to obtain injunctive relief in addition to all legal remedies without showing or proving any actual damage and without any bond required to be posted.

INDEMNIFICATION

Indemnification Obligation. To the extent allowable, each Party hereby agree to indemnify and hold harmless the other Party against all losses, claims, damages, liabilities, costs, and expenses (including reasonable attorneys' fees) (collectively, "**Losses**") by any third party as a result of or related to (i) any breach by the indemnifying Party of any term, representation, or warranty of this Agreement, or (ii) any gross negligence or willful misconduct of the indemnifying Party. Additionally, the Site will indemnify the Geiger Institute against any Losses arising out of the Geiger Institute's performance of the TTA, other than Losses arising out of the Geiger Institute's gross negligence, willful misconduct, or willful breach of this Agreement.

Indemnification Procedure. Each Party shall promptly notify the other Party in writing of any claim, complaint, suit, proceeding, or cause of action for which such Party believes it is entitled to be indemnified pursuant to this section (Indemnification) (each, a "**Claim**"). The Party seeking indemnification (the "**Indemnitee**") shall cooperate with the other Party (the "**Indemnitor**") at the Indemnitor's sole cost and expense. The Indemnitor shall promptly assume control of the defense of such Claim and employ counsel reasonably acceptable to the Indemnitee to handle and defend the same at the Indemnitor's sole cost and expense. If both Parties are named as defendants in such Claim and the Site is the Indemnitor, then the Site will use reasonable efforts to support any efforts to dismiss or otherwise remove the Geiger Institute from such Claim if possible. The Indemnitee may participate in and observe the proceedings at its own cost and expense with counsel of its own choosing. The Indemnitor shall not settle any Claim on any terms or in any manner that adversely affects the rights of any Indemnitee without the Indemnitee's prior written consent. If the Indemnitor fails or refuses to assume control of the defense of such Claim, then the Indemnitee shall have the right, but no obligation, to defend against such Claim, including settling such action after giving notice to the Indemnitor, in each case in such manner and on such terms as the Indemnitee may deem appropriate. The Indemnitee's failure to perform any obligations under this section (Indemnification Procedure) will not relieve the Indemnitor of its indemnification obligations above, except to the extent that the Indemnitor can demonstrate that it has been materially prejudiced as a result of such failure.

Disclaimer

THE TTA AND DELIVERABLES ARE PROVIDED "AS IS." THE GEIGER INSTITUTE SPECIFICALLY DISCLAIMS ALL IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, TITLE, AND NON-INFRINGEMENT, AND ALL WARRANTIES ARISING FROM COURSE OF DEALING, USAGE, OR TRADE PRACTICE. THE SITE IS SOLELY RESPONSIBLE FOR DETERMINING THE APPROPRIATENESS OF IMPLEMENTING AND USING THE DELIVERABLES PROVIDED UNDER THIS AGREEMENT AND THE SITE ASSUMES ANY RISKS ASSOCIATED WITH DOING SO.

Limitation of Liability.

IN NO EVENT SHALL THE GEIGER INSTITUTE BE LIABLE TO THE SITE OR TO ANY THIRD PARTY FOR ANY LOSS OF USE, REVENUE, OR PROFIT OR LOSS OF DATA OR DIMINUTION IN VALUE, OR FOR ANY CONSEQUENTIAL, INCIDENTAL, INDIRECT, EXEMPLARY, SPECIAL, OR PUNITIVE DAMAGES WHETHER ARISING OUT OF BREACH OF CONTRACT, TORT (INCLUDING NEGLIGENCE), OR OTHERWISE, REGARDLESS OF WHETHER SUCH DAMAGE WAS FORESEEABLE AND WHETHER OR NOT GEIGER INSTITUTE HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES, AND NOTWITHSTANDING THE FAILURE OF ANY AGREED OR OTHER REMEDY OF ITS ESSENTIAL PURPOSE.

IN NO EVENT SHALL THE GEIGER INSTITUTE'S AGGREGATE LIABILITY ARISING OUT OF OR RELATED TO THIS AGREEMENT, WHETHER ARISING OUT OF OR RELATED TO BREACH OF CONTRACT, TORT (INCLUDING NEGLIGENCE), OR OTHERWISE, EXCEED THE AGGREGATE AMOUNTS PAID OR PAYABLE TO GEIGER INSTITUTE.

ENTIRE AGREEMENT

This Agreement, including any attachments, constitutes the entire agreement and understanding between the Parties concerning this subject and as of its date, cancels, terminates, and supersedes all prior written and oral understandings, agreements, proposals, promises, and representations of the parties respecting any of the subject matter contained herein. If any provision of this Agreement is held to be illegal, invalid or unenforceable by a competent jurisdiction, then that provision will be fully severable, and the remaining provisions of this Agreement will remain in full force and effect. This Agreement can be amended if, and only if, such amendment is in writing and is signed by each Party.

GOVERNING LAW

This Agreement is governed by and is to be interpreted and enforced in accordance with, the Laws of the State of Massachusetts without giving effect to any choice of law or conflict of laws rules or provisions.

GEIGER INSTITUTE

ACCEPTANCE

Your signature below indicates acceptance of this proposal and its terms and forms an agreement between the Geiger Institute and the Site as of the date of such signature.

_____ _____

Kelly Dunne
Executive Director
The Geiger Institute

Date

_____ _____

Chief Brendan Cox
Albany Police Department

Date

_____ _____

District Attorney Lee Kindlon
Office of the Albany County District Attorney

Date

Contract #: 2025-1772

Contract Type: standard

Contract Action: amend

Procurement Type: RFP

Department: County Executive A1230

Date Submitted: 12/10/2025

Contact Person: [Patrick Curran]

Contact Phone: 518-447-7040

Vendor Info: Deckard Technologies, Inc.

Estimated Amount: 3000

Scope of Services: Deckard Technologies - Albany County - Short Term Rental Agreement - Amendment

Budget Line Item:

Fiscal Impact:

County: 100.00

State: 0.00

Federal: 0.00

BID, RFP, RFQ Completed? Yes - RFP

_____ _____

Budget Analyst Date

For Contract Board Use:

_____

Date Approved

_____	_____	_____
Daniel P. McCoy	Bruce A. Hidley	Joanne Cunningham, Chairwoman
Albany County Executive	Albany County Clerk	Albany County Legislature

DIGITAL SIGNATURE PAGE

DANIEL P. MCCOY
COUNTY EXECUTIVE

COUNTY OF ALBANY
OFFICE OF THE EXECUTIVE
112 STATE STREET
ALBANY, NEW YORK 12207-2021
(518) 447-7040 - FAX (518) 447-5589
WWW.ALBANYCOUNTY.COM

MICHAEL P. MCLAUGHLIN, JR.
DEPUTY COUNTY EXECUTIVE

December 10th, 2025

Honorable Joanne Cunningham
Chair, Albany County Legislature
112 State St. Rm. 710
Albany, NY 12207

Dear Chairwoman Cunningham,

I respectfully request authorization to submit an amendment to the agreement with Deckard Technologies, Inc. to provide Albany County with short-term rental registry services and software that was approved by the Contract Administration Board on October 27th, 2025.

The original contract was approved for three years with a total compensation to Deckard Technologies, Inc. for $62,250. The original proposal from Deckard Technologies, Inc. was for $65,250. This amendment will add the remaining $3,000 to the total compensation based off of Deckard's original proposal.

Deckard Technologies, Inc. will provide Albany County with a short-term rental registry software to monitor and analyze County-wide short-term rental data as requested by the Office of the Management and Budget. New York State Senate Bill S885C, Assembly Bill A4130C requires a registration system for short term rentals in New York State and allows for the collection of sales tax & applicable occupancy tax generated from such rentals to the state and localities. In February of 2025, Governor Hochul signed a chapter amendment (Chapter 99 of the Laws of 2025 – S.820 / A.5686) creating the final framework for counties to implement this new legislation. Deckard Technologies, Inc. submitted an application to RFP #2025-102 and was selected to provide a County-wide short-term rental registry and database for the County to meet the obligations of the new State law. Short term rentals are rentals with a duration shorter than 30 days. Deckard Technologies, Inc. will provide a web-based solution that compiles comprehensive data on short term rental listings for compliance activities and enforcement, as well as data on aggregate short-term rental performance and individual short-term rental listings.

The term of the contract will be three years and will cost the County $21,750 annually for the duration of the contract.

Sincerely,

Daniel P. McCoy

Daniel P. McCoy
Albany County Executive

Contract #: 2025-1333

Contract Type: CAB Contract

Contract Action: New Contract

Procurement Type: RFP

Department: CEO

Date Submitted: 12/10/2025

Contact Person: Patrick Curran

Contact Phone: 518-447-5639

Vendor Info: Deckard Technologies, Inc.

Estimated Amount: $3,000

Scope of Services: The following is an overview of the services that this RFP is requesting. This is just an overview, any services listed may or may not be required. We are looking for firms to provide at a minimum, these services, and any necessary related services throughout the contract period:

1. Locate all short-term rental (STR) property listings and owners within Albany County
2. Identify and address patterns of non-compliance
3. Address and enforce compliance of related regulations (Automated email/SMS notifications for renewal reminders, non-compliance, and tax reporting deadlines should be included in the web application)
4. Provide monitoring services of rental activity to include nights booked and revenue
5. Provide education to hosts and training for county personnel to utilize the platform
6. Perform community outreach regarding short-term rentals, requirements and how to register
7. Address Identification tied to unique county parcel data
8. Provide an easy to use online STR rental registry portal for owners/property managers and hosts to register
9. Provide an online portal that is separate and distinct from the above stated registration portal that will assist with revenue collection and county government auditing (All portals must be responsive and mobile-friendly}.
10. Assist with enforcement activities as needed
11. Provide GIS solution that can provide segmentation for

each incorporated area within the County

12. The registry portal and outreach materials must support multiple languages, including Spanish and other languages commonly spoken in Albany County.

13. Vendor will provide training to County officials on all aspects of their proposed product.

14. Vendor must document procedures for scope expansion, rate negotiation, and approval of additional services.

4.2 The vendor and the product should include three distinct features:

1. Registration Portal- will create the registry referenced in the NYS Law, collect a registration fee to offset contract costs, provide listing to ensure rentals as registered per new law. Registration portal should include validation rules for data accuracy and completeness (e.g., valid parcel ID, matching address format, required documentation uploads).

2. Quarterly Payment Portal-The creation of a separate and distinct online tax portal for the collection AND payment of hotel occupancy tax from hosts directly to the County (this includes the collection of backup

documentation, inclusive of quarterly returns and rental room night exemption detail, from owners/hosts for county government auditing purposes). This will comply with Albany County Local Law as it relates to taxable stays and payment to the County. Vendor must either provide or integrate with an approved PCI-compliant payment processor.

3. Audit Data- vendor would provide data on available rental nights, per location as listed online platforms; the number of rooms rented (if known), the listed range of rental rates (in order to detect any and all discrepancies).

4.3 The vendor should create a customizable, web-based online solution that collects and supplies the following aggregate data on short term rentals from all STR platforms on a monthly basis for all short-term rentals in Albany County:

• The total number of active short-term rental property addresses

• The total number of active short-term rental listings on each platform

• The average daily rate for short term rental properties

• The average occupancy rate for short term rental

properties

4.4 Additionally, the County is seeking registration data on individual short-term rental properties located within its boundaries that consists of the following:

• Property address and Tax Map Number
• Property type (i.e. entire house or partial house)
• Number of units in the building where the STR unit is located
• Whether the owner or host of the STR unit resides in the building, and whether they reside in the unit that is being utilized as an STR
• The number of STR units owned by the same owner within Albany County
• The number of STR units hosted by the same host within Albany County
• Property amenities
• Number of Rooms Available for Rental at that location
• Maximum Occupancy-number of beds
• Proof of Registration to pay sales tax
• Name and complete legal address of person hosting the unit (operator/manager), if not the owner
• Operator/manager contact information

• Booking platform(s) where property is listed (Airbnb.com, VRBO, etc.)
• Listing URL(s)
• Rental history (number of nights booked per month)
• Number of guest reviews
• Expected Date of First Rental

4.4 Data on individual short-term rentals should be regularly maintained and reportable data should be accessible to the County. Quarterly reports should be provided to the County. All data collected and provided by the vendor will be owned by Albany County. Furthermore, said data is confidential and cannot be shared publicly.

• Reports should include geospatial visualizations and heatmaps of STR concentration and activity.
• The platform should integrate with other County systems such as GIS (Esri AcrGIS), permitting (Tyler Community Development), and tax software (Tyler Munis/EERP).

4.5 The County is also seeking a vendor who can assist municipalities with the enforcement of State and local short-term rental regulations, which includes the following:

• Support for permitting and registration of short-term rental

properties, including outreach and direction to owners/hosts with portal/registration information.

• Preparation and mailing of form letters to short term rental owners.

• Municipality-specific dashboards should be available to local officials to monitor compliance and activity in their jurisdiction.

4.6 Cybersecurity considerations;

• Vendor must comply with all applicable data privacy laws (e.g., NY SHIELD Act), and data must be stored in a secure, U.S.-based environment.

• Both portals must include audit logs, user activity tracking, and secure user authentication (e.g., 2FA) to prevent misuse.

• Proposals must include SLAs for support response times, system uptime, and maintenance windows.

• The vendor must provide technical support and maintain 99.9% uptime for all public-facing portals.

NOTE: The county reserves the right to add any additional services related to or as a result of the services provided in the scope, at a negotiated rate.

Budget Line Item: A1310-44046

Fiscal Impact:

County: 100

State: 0

Federal: 0

BID, RFP, RFQ Completed? Yes - #2025-102

DANIEL P. MCCOY
COUNTY EXECUTIVE

COUNTY OF ALBANY
OFFICE OF THE EXECUTIVE
112 STATE STREET
ALBANY, NEW YORK 12207-2021
(518) 447-7040 - FAX (518) 447-5589
WWW.ALBANYCOUNTY.COM

MICHAEL P. MCLAUGHLIN, JR.
DEPUTY COUNTY EXECUTIVE

September 19th, 2025

Honorable Joanne Cunningham
Chair, Albany County Legislature
112 State St. Rm. 710
Albany, NY 12207

Dear Chairwoman Cunningham,

I respectfully request authorization to enter into an agreement with Deckard Technologies, Inc. to provide Albany County with short-term rental registry services and software.

Deckard Technologies, Inc. will provide Albany County with a short-term rental registry software to monitor and analyze County-wide short-term rental data as requested by the Office of the Management and Budget. New York State Senate Bill S885C, Assembly Bill A4130C requires a registration system for short term rentals in New York State and allows for the collection of sales tax & applicable occupancy tax generated from such rentals to the state and localities. In February of 2025, Governor Hochul signed a chapter amendment (Chapter 99 of the Laws of 2025 – S.820 / A.5686) creating the final framework for counties to implement this new legislation. Deckard Technologies, Inc. submitted an application to RFP #2025-102 and was selected to provide a County-wide short-term rental registry and database for the County to meet the obligations of the new State law. Short term rentals are rentals with a duration shorter than 30 days. Deckard Technologies, Inc. will provide a web-based solution that compiles comprehensive data on short term rental listings for compliance activities and enforcement, as well as data on aggregate short-term rental performance and individual short-term rental listings.

The term of the contract will be three years and will cost the County $21,750 annually for the duration of the contract.

Sincerely,

Daniel P. McCoy

Daniel P. McCoy
Albany County Executive

Contract #: 2025-1333

Contract Type: CAB Contract

Contract Action: New Contract

Procurement Type: RFP

Department: CEO

Date Submitted: 9/19/2025

Contact Person: Patrick Curran

Contact Phone: 518-447-5639

Vendor Info: Deckard Technologies, Inc.

Estimated Amount: $62,250

Scope of Services: The following is an overview of the services that this RFP is requesting. This is just an overview, any services listed may or may not be required. We are looking for firms to provide at a minimum, these services, and any necessary related services throughout the contract period:

1. Locate all short-term rental (STR) property listings and owners within Albany County
2. Identify and address patterns of non-compliance
3. Address and enforce compliance of related regulations (Automated email/SMS notifications for renewal reminders, non-compliance, and tax reporting deadlines should be included in the web application)
4. Provide monitoring services of rental activity to include nights booked and revenue
5. Provide education to hosts and training for county personnel to utilize the platform
6. Perform community outreach regarding short-term rentals, requirements and how to register
7. Address Identification tied to unique county parcel data
8. Provide an easy to use online STR rental registry portal for owners/property managers and hosts to register
9. Provide an online portal that is separate and distinct from the above stated registration portal that will assist with revenue collection and county government auditing (All portals must be responsive and mobile-friendly).
10. Assist with enforcement activities as needed
11. Provide GIS solution that can provide segmentation for

each incorporated area within the County

12. The registry portal and outreach materials must support multiple languages, including Spanish and other languages commonly spoken in Albany County.

13. Vendor will provide training to County officials on all aspects of their proposed product.

14. Vendor must document procedures for scope expansion, rate negotiation, and approval of additional services.

4.2 The vendor and the product should include three distinct features:

1. Registration Portal— will create the registry referenced in the NYS Law, collect a registration fee to offset contract costs, provide listing to ensure rentals as registered per new law. Registration portal should include validation rules for data accuracy and completeness (e.g., valid parcel ID, matching address format, required documentation uploads).

2. Quarterly Payment Portal—The creation of a separate and distinct online tax portal for the collection AND payment of hotel occupancy tax from hosts directly to the County (this includes the collection of backup

documentation, inclusive of quarterly returns and rental room night exemption detail, from owners/hosts for county government auditing purposes). This will comply with Albany County Local Law as it relates to taxable stays and payment to the County. Vendor must either provide or integrate with an approved PCI-compliant payment processor.

3. Audit Data— vendor would provide data on available rental nights, per location as listed online platforms; the number of rooms rented (if known), the listed range of rental rates (in order to detect any and all discrepancies).

4.3 The vendor should create a customizable, web-based online solution that collects and supplies the following aggregate data on short term rentals from all STR platforms on a monthly basis for all short-term rentals in Albany County:

- The total number of active short-term rental property addresses
- The total number of active short-term rental listings on each platform
- The average daily rate for short term rental properties
- The average occupancy rate for short term rental

properties

4.4 Additionally, the County is seeking registration data on individual short-term rental properties located within its boundaries that consists of the following:

• Property address and Tax Map Number

• Property type (i.e. entire house or partial house)

• Number of units in the building where the STR unit is located

• Whether the owner or host of the STR unit resides in the building, and whether they reside in the unit that is being utilized as an STR

• The number of STR units owned by the same owner within Albany County

• The number of STR units hosted by the same host within Albany County

• Property amenities

• Number of Rooms Available for Rental at that location

• Maximum Occupancy—number of beds

• Proof of Registration to pay sales tax

• Name and complete legal address of person hosting the unit (operator/manager), if not the owner

• Operator/manager contact information

• Booking platform(s) where property is listed (Airbnb.com, VRBO, etc.)
• Listing URL(s)
• Rental history (number of nights booked per month)
• Number of guest reviews
• Expected Date of First Rental

4.4 Data on individual short-term rentals should be regularly maintained and reportable data should be accessible to the County. Quarterly reports should be provided to the County. All data collected and provided by the vendor will be owned by Albany County. Furthermore, said data is confidential and cannot be shared publicly.

• Reports should include geospatial visualizations and heatmaps of STR concentration and activity.
• The platform should integrate with other County systems such as GIS (Esri AcrGIS), permitting (Tyler Community Development), and tax software (Tyler Munis/EERP).

4.5 The County is also seeking a vendor who can assist municipalities with the enforcement of State and local short-term rental regulations, which includes the following:

• Support for permitting and registration of short-term rental

properties, including outreach and direction to owners/hosts with portal/registration information.

• Preparation and mailing of form letters to short term rental owners.

• Municipality-specific dashboards should be available to local officials to monitor compliance and activity in their jurisdiction.

4.6 Cybersecurity considerations;

• Vendor must comply with all applicable data privacy laws (e.g., NY SHIELD Act), and data must be stored in a secure, U.S.-based environment.

• Both portals must include audit logs, user activity tracking, and secure user authentication (e.g., 2FA) to prevent misuse.

• Proposals must include SLAs for support response times, system uptime, and maintenance windows.

• The vendor must provide technical support and maintain 99.9% uptime for all public-facing portals.

NOTE: The county reserves the right to add any additional services related to or as a result of the services provided in the scope, at a negotiated rate.

Budget Line Item: A1310-44046

Fiscal Impact:

County: 100

State: 0

Federal: 0

BID, RFP, RFQ Completed? Yes - #2025-102

COUNTY OF ALBANY

REQUEST FOR PROPOSALS

ALBANY COUNTY EXECUTIVE & DEPARTMENT OF MANAGEMENT AND BUDGET

RFP#2025-102

SHORT TERM RENTAL REGISTRY SOFTWARE

ALBANY COUNTY DEPARTMENT OF GENERAL SERVICES
PURCHASING DIVISION
PAMELA O NEILL, PURCHASING AGENT
112 STATE STREET, ROOM 1000
ALBANY, NY 12207

COUNTY OF ALBANY
DEPARTMENT OF GENERAL SERVICES PURCHASING DIVISION
112 STATE STREET, ROOM 1000, ALBANY, NY 12207
TELEPHONE: 518-447-7140/ FAX: 518-447-5588
Pamela.oneill@albanycountyny.gov

TITLE: SHORT TERM RENTAL REGISTRY SOFTWARE RFP NUMBER: 2025-102

Receipt Confirmation Form

Please complete and return this confirmation form as soon as possible:

Pamela O Neill
Purchasing Agent
County of Albany
112 State Street, Room 1000
Albany, NY 12207

IF YOU PLAN TO SUBMIT A PROPOSAL, YOU MUST RETURN THIS FORM TO ENSURE THAT YOU WILL RECEIVE ALL FURTHER COMMUNICATION REGARDING THIS RFP.

Company Name: _____

Address: _____

City: _____State: _____ Zip Code: _____

Contact Person: _____

Title: _____

Phone Number: _____ Fax Number: _____ E-Mail: _____

If a Bidders/Proposers meeting has been arranged for this Bid/RFP, please indicate if you plan to attend: ☐ **Yes / ☐ No**

I authorize the County of Albany to send further correspondence that the County deems to be of an urgent nature by the following method (check):

Fax Number: _____ E-Mail _____

COUNTY OF ALBANY
DEPARTMENT OF GENERAL SERVICES
PURCHASING DIVISION
112 STATE STREET, ROOM 1000
ALBANY, NY 12207

NON-PROPOSER RESPONSE

RFP # 2025-102

The Albany County Department of General Services, Purchasing Division, is interested in the reasons why bidders/proposers fail to submit bids/proposals. Please indicate your reason(s) by checking all appropriate item(s) below and returning this form to the above address.

☐ Could not meet Scope of Services.
☐ Items or materials requested not manufactured by us or not available to our company.
☐ Insurance requirements too restricting.
☐ Bond requirements too restricting.
☐ Scope of Services not clearly understood or applicable (too vague, too rigid, etc.).
☐ Project not suited to firm.
☐ Quantities too small.
☐ Insufficient time allowed for preparation of bid/proposal.
☐ Other reasons; please state and define:_____

_____

_____

_____

_____

_____

Vendor Name:_____
Contact Person:_____
Vendor Address:_____
Vendor Telephone:_____

NOTICE TO PROPOSERS -- ALBANY COUNTY
REQUEST FOR PROPOSALS #2025-102

Sealed Proposals for **Short Term Rental Registry Software** as requested by Albany County Executive & Department of Management and Budget will be received by the Albany County Purchasing Agent, Room 1000, 112 State Street, Albany, New York 12207 until 4:30 PM, local time on Thursday, July 3, 2025 and or electronic submission Bid Net, Empire State Purchasing Group.

Request for Proposal (RFP) documents may be obtained at the office of the Albany County Purchasing Agent, as noted above. RFP documents may be available for download from the Empire State Bid System website at **http://www.empirestatebidsystem.com, starting** by close of business (4:30 p.m.) on Thursday, June 19, 2025

Pamela O Neill
Purchasing Agent

Dated: ***Date June 13,2025***
Albany, New York

PUBLISH ONE DAY – ***June 19, 2025*** -- THE EVANGELIST
PUBLISH ONE DAY – ***June 19, 2025*** -- THE TIMES UNION

COUNTY OF ALBANY

REQUEST FOR PROPOSALS

SHORT TERM RENTAL REGISTRY SOFTWARE

ALBANY COUNTY EXECUTIVE & DEPARTMENT OF MANAGEMENT AND BUDGET

RFP #2025-102

RFP DISTRIBUTION- IMPORTANT *NOTICE*

The County of Albany officially distributes RFP documents through the Purchasing Division Office or through the Empire State Bid System website at **http://www.empirestatebidsystem.com**. Copies of RFP documents obtained from any other source are not considered official documents. Only those vendors who obtain proposal documents from either the Purchasing Division Office or the Empire State Bid System are guaranteed to receive addendum information, if such information is issued.

If you have obtained this document from a source other than the Albany County Purchasing Division or the Empire State Bid System, it is strongly recommended that you obtain an official copy.

SECTION 1: PURPOSE

1.1 The County of Albany is seeking proposals for a short-term rental registry software to monitor and analyze County-wide short-term rental data as requested by the Office of the Management and Budget.

1.2 New York State Senate Bill S885C, Assembly Bill A4130C was signed by the Governor and made law on December 21st, 2024. This bill creates a registration system for short term rentals in New York State and allows for the collection of sales tax & applicable occupancy tax generated from such rentals to the state and localities. In February of 2025, Governor Hochul signed a chapter amendment (Chapter 99 of the Laws of 2025 – S.820 / A.5686) creating the final framework for counties to implement this new legislation. The County is seeking services for the creation of a County-wide short-term rental registry and database to meet the obligations of the new State law.

1.3 Short term rentals are rentals with a duration shorter than 30 days. Albany County is seeking a vendor to provide a web-based solution that compiles comprehensive data on short term rental listings for compliance activities and enforcement. The County is seeking data on aggregate short-term rental performance and individual short-term rental listings. The vendor should create a web-based solution that supplies the full services that are outlined in the scope of services below.

1.4 After the receipt of proposals and upon request of the County, proposers shall provide a thorough and in-depth demonstration of their proposed short-term rental registries at an agreed upon time that is acceptable to the County.

1.5 Proposer shall comply with the Albany County Contractor Administrative Terms and Conditions, review addendum.

SECTION 2: RECEIPT OF PROPOSALS

2.1 Five (5) copies, and (1) electronic copy on CD or flash drive, of the Proposal and other required documents must be submitted, sealed in an opaque envelope clearly marked with the name and number of the Proposal and the name and address of the Proposer. Proposals must be received no later than **4:30 P.M. on *Thursday, July 3, 2025***, at the following address:

Pamela O Neill
Albany County Purchasing Agent
112 State Street, ***Room 1000***
Albany, New York 12207

Or electronic submission on BidNet Empire State Purchasing Group
http://www.empirestatebidsystem.com

2.2 The Proposal submitted by the individual Proposer(s) is the document upon which Albany County will make its initial judgment regarding the Proposer's qualifications, understanding of the County's scope and objectives, methodology, and ability to complete services under the contract.

2.3 Those submitting Proposals do so entirely at their expense. There is no express or implied obligation by Albany County to reimburse any firm or individual for any costs incurred in preparing or submitting Proposals, preparing or submitting additional information requested by the County, or for participating in any selection interviews.

2.4 Submission of any Proposal indicates acceptance of the conditions contained in the RFP, unless clearly and specifically noted otherwise in the Proposal.

2.5 Albany County reserves the right to reject any and all Proposals, in whole or in part, submitted in response to its RFP.

2.6 Albany County reserves the right to waive any and all informalities and to disregard all non-conforming, non-responsive or conditional Proposals.

2.7 Albany County may, at any time by written notification to all Proposers, change any portion of the RFP described and detailed herein.

2.8 Proposals will be examined and evaluated by the Office of Management and Budget.

2.9 During the evaluation of Proposals, the County may require clarification of information or may invite Proposers to an oral presentation to amplify and or validate Proposal contents.

SECTION 3: QUALIFICATION OF PROPOSER

Provide a statement of Proposer qualifications including:

3.1 Provide the name, a brief history and description of your firm.

3.2 Identify your firm's professional staff members who will be involved in the County engagement and the experience each possesses and the location of the office from which each work.

3.3 Name and title of person(s) authorized to bind the Proposer, together with the main office address, and telephone number (including area code).

3.4 Detail your firm's experience with short term rental registrations software and municipal enforcement.

3.5 Provide at least two (2) references from similar projects including name, addresses and telephone numbers.

3.6 Provide any additional information that would distinguish your firm in its service to Albany County.

3.7 Proposer shall include a completed "Vendor Responsibility Questionnaire" (Attachment "C") with the Proposal.

3.8 In addition, Albany County may make such investigations it deems necessary to determine the ability of the Proposer to perform the work. The Proposer shall furnish to the County, within five (5) days of a request, all such information and data for this purpose as may be requested. The County reserves the right to reject any Proposal if the information submitted by, or investigation of, such Proposer fails to satisfy the County that such Proposer is properly qualified to carry out the obligations of the contract and to complete the work contemplated therein. Conditional Proposals will not be accepted.

SECTION 4: SCOPE OF SERVICES

4.1 The following is an overview of the services that this RFP is requesting. This is just an overview, any services listed may or may not be required. We are looking for firms to

provide at a minimum, these services, and any necessary related services throughout the contract period:

1. Locate all short-term rental (STR) property listings and owners within Albany County
2. Identify and address patterns of non-compliance
3. Address and enforce compliance of related regulations (Automated email/SMS notifications for renewal reminders, non-compliance, and tax reporting deadlines should be included in the web application)
4. Provide monitoring services of rental activity to include nights booked and revenue
5. Provide education to hosts and training for county personnel to utilize the platform
6. Perform community outreach regarding short-term rentals, requirements and how to register
7. Address Identification tied to unique county parcel data
8. Provide an easy to use online STR rental registry portal for owners/property managers and hosts to register
9. Provide an online portal that is separate and distinct from the above stated registration portal that will assist with revenue collection and county government auditing (All portals must be responsive and mobile-friendly).
10. Assist with enforcement activities as needed
11. Provide GIS solution that can provide segmentation for each incorporated area within the County
12. The registry portal and outreach materials must support multiple languages, including Spanish and other languages commonly spoken in Albany County.
13. Vendor will provide training to County officials on all aspects of their proposed product.
14. Vendor must document procedures for scope expansion, rate negotiation, and approval of additional services.

4.2 The vendor and the product should include three distinct features:

1. Registration Portal— will create the registry referenced in the NYS Law, collect a registration fee to offset contract costs, provide listing to ensure rentals as registered per new law. Registration portal should include validation rules for data accuracy and completeness (e.g., valid parcel ID, matching address format, required documentation uploads).

2. Quarterly Payment Portal—The creation of a separate and distinct online tax portal for the collection AND payment of hotel occupancy tax from hosts directly to the County (this includes the collection of backup documentation, inclusive of quarterly returns and rental room night exemption detail, from owners/hosts for county government auditing purposes). This will comply with Albany County Local Law as it relates to taxable stays and payment to the County. Vendor must either provide or integrate with an approved PCI-compliant payment processor.

3. Audit Data— vendor would provide data on available rental nights, per location as listed online platforms; the number of rooms rented (if known), the listed range of rental rates (in order to detect any and all discrepancies).

4.3 The vendor should create a customizable, web-based online solution that collects and supplies the following aggregate data on short term rentals from all STR platforms on a monthly basis for all short-term rentals in Albany County:

- The total number of active short-term rental property addresses
- The total number of active short-term rental listings on each platform
- The average daily rate for short term rental properties
- The average occupancy rate for short term rental properties

4.4 Additionally, the County is seeking registration data on individual short-term rental properties located within its boundaries that consists of the following:

- Property address and Tax Map Number
- Property type (i.e. entire house or partial house)
- Number of units in the building where the STR unit is located
- Whether the owner or host of the STR unit resides in the building, and whether they reside in the unit that is being utilized as an STR
- The number of STR units owned by the same owner within Albany County
- The number of STR units hosted by the same host within Albany County
- Property amenities
- Number of Rooms Available for Rental at that location
- Maximum Occupancy—number of beds
- Proof of Registration to pay sales tax
- Name and complete legal address of person hosting the unit (operator/manager), if not the owner
- Operator/manager contact information
- Booking platform(s) where property is listed (Airbnb.com, VRBO, etc.)
- Listing URL(s)
- Rental history (number of nights booked per month)
- Number of guest reviews
- Expected Date of First Rental

4.4 Data on individual short-term rentals should be regularly maintained and reportable data should be accessible to the County. Quarterly reports should be provided to the County. All data collected and provided by the vendor will be owned by Albany County. Furthermore, said data is confidential and cannot be shared publicly.

- Reports should include geospatial visualizations and heatmaps of STR concentration and activity.
- The platform should integrate with other County systems such as GIS (Esri AcrGIS), permitting (Tyler Community Development), and tax software (Tyler Munis/EERP).

4.5 The County is also seeking a vendor who can assist municipalities with the enforcement of State and local short-term rental regulations, which includes the following:

- Support for permitting and registration of short-term rental properties, including outreach and direction to owners/hosts with portal/registration information.

- Preparation and mailing of form letters to short term rental owners.
- Municipality-specific dashboards should be available to local officials to monitor compliance and activity in their jurisdiction.

4.6 Cybersecurity considerations;

- Vendor must comply with all applicable data privacy laws (e.g., NY SHIELD Act), and data must be stored in a secure, U.S.-based environment.
- Both portals must include audit logs, user activity tracking, and secure user authentication (e.g., 2FA) to prevent misuse.
- Proposals must include SLAs for support response times, system uptime, and maintenance windows.
- The vendor must provide technical support and maintain 99.9% uptime for all public-facing portals.

NOTE: The county reserves the right to add any additional services related to or as a result of the services provided in the scope, at a negotiated rate.

SECTION 5: TERM OF CONTRACT:

5.1 The contract period shall be ***for three years upon full execution of the contract.***

OPTIONAL RENEWAL CLAUSE- <u>MODIFY TIMES/ TERMS AS NEEDED:</u>

5.2 At the end of the **initial three-year contract** term upon mutual agreement of the County and the Contractor, the agreement may be renewed for two (2) additional years. Renewal of multiple item bid awards shall be contingent upon renewal of all items; partial renewals shall not be accepted by the County.

5.2 The successful Proposer shall execute a contract with the County of Albany in substantial conformance with this RFP as prepared and approved by the County Attorney.

SECTION 6: COST PROPOSAL:

6.1 Submit a cost proposal for the services described above in Section 4, Scope of Services, and on the Cost Proposal Form included herein.

6.2 Detail the fee structure for the Proposal. Provide hourly rates and reimbursable costs if not included in the lump sum.

6.3 Provide any other relevant information that will assist the County in evaluating your Proposal.

SECTION 7: PROPOSAL SUBMISSIONS

7.1 In order for the County to conduct a uniform review process of all proposals, proposals must be submitted in the format set forth below. Failure to follow this format may be cause for rejection of a proposal because adherence to this format is critical for the County's evaluation process:

SECTION I:

Title Page - The title page should reflect the Request for Proposal subject, name of the proposer, address, telephone number and contact person.

Table of Contents - The Table of Contents must indicate the material included in the proposal by section and page number.

SECTION II:

Qualification / Experience - The Qualification / Experience section must address proposer's qualifications and experience to carry out the requested service, inclusive of, but not limited to: qualification to do business in NYS, number of years in business and length of experience.

Resumes - Resumes of professional staff members who will be involved in the County engagement must be included in this section.

SECTION III:

References - The References section must include references from similar type projects.

SECTION IV:

Plan Implementation - The Plan Implementation Section must address the Scope of Services in terms of the proposer's plan to carry out the requested service.

SECTION V:

Cost Proposal Section - The Cost Proposal Section must include all costs associated with the proposer's plan to carry out the requested service. Any cost proposal forms furnished by the County must be included in this section.

SECTION VI:

Mandatory Documentation - The Mandatory Documentation Section must include: The Non-Collusive Bidding Certificate (Attachment "A"), Acknowledgment by Proposer (Attachment "B"), and Vendor Responsibility Questionnaire (Attachment "C"); Iranian Energy Divestment Certification (Attachment "D").

SECTION 8: PROPOSAL EVALUATION

8.1 Proposals will remain valid until the execution of a contract by Albany County, unless otherwise rejected consistent with this RFP.

8.2 Proposals received will be evaluated by a committee with representation from the Albany County ***Department of Management and Budget***. Proposals shall be evaluated based upon the following:

CRITERIA	***WEIGHT***
Professional experience with the creation and management of short-term rental online registries and municipal enforcement, and quality of resumes	30%
Quality of past performance with the type of work outlined in this RFP with references to support	30%
Cost proposal	30%
Familiarity with Albany County and municipal government laws and regulations	10%
Total	100%

8.3 Proposals will be examined and evaluated by the Albany County Department of Management and Budget, with the advice of the Albany County Purchasing Agent to determine whether the requirements of this RFP are met and to make a recommendation to the Albany County Executive, the Albany County Contracts Administration Board or the County Legislature for a contract award.

8.4 A notice of contract award shall not be binding upon the County until the contract has been fully executed by both parties.

SECTION 9: NOT NEEDED

SECTION 10: ALTERNATIVES

10.1 Proposer may include in its Proposal items not specified in this RFP, which it would consider pertinent. All such alternatives must be listed separately from the Proposal and the cost thereof must be separate and itemized.

SECTION 11: INDEMNIFICATION

11.1 The successful Proposer shall defend, indemnify and save harmless the County, its employees and agents, from and against all claims, damages, losses and expenses (including without limitations, reasonable attorneys' fees) arising out of, or in consequence of, any negligent or intentional act or omission of the successful Proposer, its employees or agents, to the extent of its or their responsibility for such claims, damages, losses and expenses.

SECTION 12: SPECIFICATION CLARIFICATION

12.1 All inquiries with respect to this Request for Proposals must be directed to the Albany County Purchasing Agent as follows:

Pamela O Neill
Albany County Purchasing Agent
112 State Street, ***Room 1000***
Albany, NY 12207
Telephone: (518) 447-7140
Facsimile: (518) 447-5588
Email: pamela.oneill@albanycountyny.gov

12.2 All questions about the meaning or intent of the specifications must be submitted to the aforementioned designated person in writing. Replies will be issued by Addenda mailed or delivered to all parties recorded as having received the proposal documents. Questions received less than four (4) days prior to the date of submission of Proposals will not be answered. The County will be bound only by responses given by formal written Addenda.

12.3 Other than the contact person identified in the Proposal, or their designee, prospective Proposers shall not approach County employees during the period of this RFP process about any matters related to this RFP or any proposals submitted pursuant thereto.

SECTION 13: MODIFICATION AND WITHDRAWAL OF PROPOSALS

13.1 Proposals may be modified or withdrawn at any time prior to the opening of Proposals by an appropriate document duly executed (in the manner that a Proposal must be executed) and delivered to the place where Proposals are to be submitted.

13.2 If within twenty-four (24) hours after the Proposals are opened, any Proposer files a duly signed written notice with the County and promptly thereafter demonstrates to the reasonable satisfaction of the County that there was a material and substantial mistake in the preparation of its Proposal, that Proposer may withdraw its Proposal and the Proposal Security will be returned. Thereafter, that Proposer will be disqualified from making a further or additional proposal on the work contemplated by this RFP.

13.3 Each proposal shall state that it is an irrevocable offer for a period of ninety (90) days from the Proposal opening date. After expiration of the irrevocable offer period, if no contract award has been made, a Proposal may be withdrawn if the Proposer does so in writing directed to the County Purchasing Agent; otherwise, Proposals remain in effect consistent with the terms of this RFP.

SECTION 14: PROPOSAL SECURITY

14.1 No proposal security is requested for this Proposal.

SECTION 15: INSURANCE AND SECURITY REQUIREMENTS

15.1 The successful Proposer will be required to procure and maintain at its own expense, the following insurance coverage:

(a) **Worker's Compensation and Employer's Liability Insurance:** A policy or policies providing protection for Employees in the event of job-related injuries.

(b) **Automobile Liability Insurance:** A policy or policies of insurance with the limits of not less than $500,000 combined for each accident because of bodily injury sickness or disease, sustained by any person, caused by accident, and arising out of the ownership, maintenance or use of any automobile for damage because of injury to or destruction of property, including the loss of use thereof, caused by accident and arising out of the ownership, maintenance or use of any automobile.

(c) **General Liability Insurance:** A policy or policies or comprehensive all-risk insurance with limits of not less than:

Liability For:	Combined Single Limit
Property Damage	$1,000,000
Bodily Injury	$1,000,000
Personal Injury	$1,000,000

(d) **Professional Liability Insurance:** A policy or policies with limits not less than $1,000,000.

15.2 Each policy of insurance required shall be of form and content satisfactory to the Albany County Attorney:

(a) The insurance policies shall name the County of Albany as certificate holder and primary/non-contributory additional insured on all liability and errors and omissions policies. **Proposal number must appear on insurance certificate.**

(b) The policy shall not be changed or canceled until the expiration of thirty (30) days after written notice to Albany County. It shall be automatically renewed upon expiration and continued in force unless Albany County is given at least thirty (30) days written notice to the contrary.

15.3 No work shall be commenced under the contract until the successful Proposer has delivered to the County Purchasing Agent or his designee proof of issuance of all policies of insurance required by the Contract to be procured by the successful Proposer. If at any time, any of said policies shall expire or become unsatisfactory to the County, the successful Proposer shall promptly obtain a new policy and submit proof of insurance of the same to the County for approval. Upon failure of the successful Proposer to furnish, deliver and maintain such insurance as above provided, the contract may, at the election of the County, be forthwith declared suspended, discontinued or terminated. Failure of the successful Proposer to procure and maintain any required insurance, shall not relieve the successful Proposer from any liability under the contract, nor shall the insurance requirements be construed to conflict with the obligations of the successful Proposer concerning indemnification.

SECTION 16: REMEDY FOR BREACH

16.1 In the event of a breach by CONTRACTOR, CONTRACTOR shall pay to the COUNTY all direct and consequential damages caused by such breach, including, but not limited to, all sums expended by the COUNTY to procure a substitute contractor to satisfactorily complete the contract work, together with the COUNTY's own costs incurred in procuring a substitute contractor.

SECTION 17: CASH DISCOUNT

17.1 Cash discounts may be offered by a Proposer for prompt payment of bills, but such cash discounts will not be taken into consideration in determining the low Proposer.

17.2 For purposes of any applicable cash discount, the payment date shall be calculated from the receipt of invoice or final acceptance of the goods, whichever is later.

SECTION 18: FREEDOM OF INFORMATION LAW

18.1 Confidential, trade secret or proprietary materials as defined by the laws of the State of New York must be clearly marked and identified as such upon submission. Proposers intending to seek an exemption from disclosure of these materials under the Freedom of Information Law (New York State Public Officers Law, Sections 84-90) must request the exemption in writing, at the time of the submission of the materials, setting forth the reason for the claimed exemption. In addition, the proposer must mark each page of its submission on

which there appears any material claimed to be protected as confidential or proprietary with the following legend, in bold face, capital letters at the top of each page: "THE PROPOSER BELIEVES THAT THIS INFORMATION IS PROTECTED FROM DISCLOSURE UNDER THE NEW YORK STATE FREEDOM OF INFORMATION LAW". Acceptance of the claimed materials does not constitute a determination on the exemption request, which determination will be made in accordance with statutory procedures.

SECTION 19: MACBRIDE PRINCIPLES

19.1 Contractor/Proposer hereby represents that said contractor/proposer is in compliance with the MacBride Principles of Fair Employment as set forth in Albany County Local Law No. [3] for 1993, in that said contractor/proposer either (a) has no business operations in Northern Ireland or (b) shall take lawful steps in good faith to conduct any business operations in Northern Ireland in accordance with the MacBride Principles, and shall permit independent monitoring of their compliance with such principles. In the event of a violation of this stipulation, the County reserves all rights to take remedial measures as authorized under section 4 of Local Law No. [3] in 1993, including, but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the contract/proposer in default and/or seeking debarment or suspension of the contractor/proposer.

19.2 In the case of a contract which must be let by competitive sealed bidding, whenever the lowest bidder has not agreed to stipulate to the conditions set forth in this section, and another bidder who has agreed to stipulate to such conditions has submitted a bid within five percent of the lowest bid for a contract to supply goods, services or construction of comparable quality, the contracting entity shall refer the contract to the County Legislature, which shall determine whether the lowest bidder is responsible. In making such determination, the County Legislature may consider, as a factor bearing on responsibility, whether the lowest bidder discriminates in employment in Northern Ireland.

19.3 As used in this section, the term "contract" shall not include contracts with government and non-profit organizations, contracts awarded pursuant to an emergency procurement procedure or contracts, resolutions, indentures, declarations of trust or other instruments of authorizing or relating to the authorization, issuance, award, sale or purchase or bonds, certificates of indebtedness, notes or other fiscal obligations of the County, provided that the policies of this section shall be considered when selecting managing underwriters in connection with such activities.

19.4 The provisions of this section shall not apply to contracts for which the County receive funds administered by the United States Department of Transportation, except to the extent Congress has directed that the Department of Transportation not withhold funds from states and localities that choose to implement selective purchasing policies based on agreement to comply with the MacBride Principles, or to the extent that such funds are not otherwise withheld by the Department of Transportation.

SECTION 20: NOT NEEDED

SECTION 21: ANTIDISCRIMINATION CLAUSE

21.1 In accordance with Article 15 of N.Y. EXECUTIVE LAW (also known as the Human Rights Law) and all other State and Federal statutory and constitutional non-discrimination provisions, the Contractor agrees that neither it nor any of its County-approved subcontractors shall, by reason of age, race, creed, color, national origin, sexual orientation, gender identity or expression, military status, sex, disability, predisposing genetic characteristics, familial status, marital status, or status as a victim of domestic violence, refuse to hire or employ or to bar or to discharge from employment such individual or to discriminate against such individual in compensation or in terms, conditions or privileges of employment.

SECTION 22: EXTENSION OF CONTRACTS TO ALL POLITICAL SUBDIVISIONS AND AUTHORIZED DISTRICTS LOCATED IN THE STATE OF NEW YORK

22.1 It is the intent of this Request For Proposals that all political subdivisions, and districts located in the State of New York, be entitled to make purchases of services from the resulting contract award.

22.2 No officer, board or agency of a county, town, village, or school district shall make any purchase through the County when bids have been received for such purchase by such officer, board or agency, unless such purchase may be made upon the same terms, conditions and specifications at a lower price through the County.

22.3 All purchases shall be subject to audit by the other political subdivisions for which the purchase was made.

22.4 All orders will be placed by the participating entities. Each participating entity shall be billed by and make payment directly to the successful Bidder.

22.5 Upon request, participating entities must furnish the Contractor with the proper tax exemption certificates or documentation of tax-exempt status.

22.6 The sole responsibility in regard to performance of the contract, or any obligation, covenant, condition or term thereunder by the successful Proposer and the participating entities will be borne and is expressly assumed by the successful Proposer and the participating entities and not by Albany County. In the event of a failure or breach in performance of any such contract by a participating entity or the successful Proposer, Albany County, specifically and expressly disclaims any and all liability for such defective performance or breach, or failure of either party to perform in accordance with its obligations, covenants and the terms and conditions of this Albany County centralized contract.

SECTION 23: INTERPRETATION

23.1 In the event of any discrepancy, disagreement or ambiguity among the documents which comprise this RFP, and/or, the Agreement (between the County and the successful Proposer) and its incorporated documents, the documents shall be given preference in the following order to interpret and to resolve such discrepancy, disagreement or ambiguity: 1) the Agreement; 2) the RFP; 3) the Contractor's proposal.

SECTION 24: NON-APPROPRIATIONS CLAUSE

24.1 Notwithstanding anything contained herein to the contrary, no default shall be deemed to occur in the event no funds or insufficient funds are appropriated and budgeted by or are otherwise unavailable to the County for payment under this Agreement. The County will immediately notify the Contractor of such occurrence and this Agreement shall terminate on the last day of the fiscal period for which appropriations were received without penalty or expense to the County of any kind whatsoever, except as to those portions herein agreed upon for which funds shall have been appropriated and budgeted.

SECTION 25: IRANIAN ENERGY SECTOR DIVESTMENT

25.1 Contractor/Proposer hereby represents that said Contractor/Proposer is in compliance with New York State General Municipal Law Section 103-g entitled "Iranian Energy Sector Divestment", in that said Contractor/Proposer has not:

(a) Provided goods or services of $20 Million or more in the energy sector of Iran including but not limited to the provision of oil or liquefied natural gas tankers or products used to construct or maintain pipelines used to transport oil or liquefied natural gas for the energy sector of Iran; or

(b) Acted as a financial institution and extended $20 Million or more in credit to another person for forty-five days or more, if that person's intent was to use the credit to provide goods or services in the energy sector in Iran.

25.2 Any Contractor/Proposer who has undertaken any of the above and is identified on a list created pursuant to Section 165-a (3)(b) of the New York State Finance Law as a person engaging in investment activities in Iran, shall not be deemed a responsible bidder pursuant to Section 103 of the New York State General Municipal Law.

25.3 Except as otherwise specifically provided herein, every Contractor/Proposer submitting a bid/proposal in response to this Request for Bids/Request for Proposals must certify and affirm the following under penalties of perjury:

(a) "By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid, each party thereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief,

that each bidder is not on the list created pursuant to NYS Finance Law Section 165-a (3)(b).

Albany County will accept this statement electronically in accordance with the provisions of Section 103 of the General Municipal Law.

25.4 Except as otherwise specifically provided herein, any Bid/Proposal that is submitted without having complied with subdivision (a) above, shall not be considered for award. In any case where the Bidder/Proposer cannot make the certification as set forth in subdivision (a) above, the Bidder/Proposer shall so state and shall furnish with the bid a signed statement setting forth in detail the reasons therefor. The County reserves its rights, in accordance with General Municipal Law Section 103-g to award the Bid/Proposal to any Bidder/Proposer who cannot make the certification, on a case-by-case basis under the following circumstances:

(1) The investment activities in Iran were made before April 12, 2012, the investment activities in Iran have not been expanded or renewed after April 12, 2012, and the Bidder/Proposer has adopted, publicized and is implementing a formal plan to cease the investment activities in Iran and to refrain from engaging in any new investments in Iran; or

(2) The County of Albany has made a determination that the goods or services are necessary for the County to perform its functions and that, absent such an exemption, the County of Albany would be unable to obtain the goods or services for which the Bid/Proposal is offered. Such determination shall be made by the County in writing and shall be a public document.

SECTION 26: NOT NEEDED
SECTION 27: NOT NEEDED
SECTION 28: NOT NEEDED

COUNTY OF ALBANY

PROPOSAL FORM

PROPOSAL IDENTIFICATION:

Title: SHORT TERM RENTAL REGISTRY SOFTWARE
RFP Number: 2025-102

THIS PROPOSAL IS SUBMITTED TO:

Pamela O Neill, Purchasing Agent
Albany County Department of General Services
Purchasing Division
112 State Street, Room 1000
Albany, NY 12207

1. The undersigned Proposer proposes and agrees, if this Proposal is accepted, to enter into a Contract with the owner in the form included in the Contract Documents to complete all Work as specified or indicated in the Contract Documents for the Contract Price and within the Contract Time indicated in this Proposal and in accordance with the Contract Documents.

2. Proposer accepts all of the terms and conditions of the Instructions to Proposers, including without limitation those dealing with the Disposition of Proposal Security. This Proposal may remain open for ninety (90) days after the day of Proposal opening. Proposer will sign the Contract and submit the Contract Security and other documents required by the Contract Documents within fifteen days after the date of County's Notice of Award.

3. In submitting this Proposal, Proposer represents, as more fully set forth in this Contract, that:

(a) Proposer has examined copies of all the Contract Documents and of the following addenda: (If none, so state)

Date Number

(receipt of all of which is hereby acknowledges) and also copies of the Notice to Proposers and the Instructions to Proposers;

(b) Proposer has examined the site and locality where the Work is to be performed, the legal requirements (federal, state and local laws, ordinances, rules and regulations) and the conditions affecting cost, progress or performance of the Work and has made such independent investigations as Proposer deems necessary;

(c) This Proposal is genuine and not made in the interest of or on behalf of any undisclosed person, firm or corporation and is not submitted in conformity with any agreement or rules of any group, association, organization or corporation; Proposer has not directly or indirectly induced or solicited any other Proposer to submit a false or sham Proposal; PROPOSER has not solicited or induced any person, firm or a corporation to refrain from Proposing; and Proposer has not sought by collusion to obtain for himself any advantage over any other Proposer or over the owner.

4. Proposer will complete the Work for the following prices(s): (Attach Proposal)

5. Proposer agrees to commence the Work within the number of calendar days or by the specific date indicated in the Contract. Proposer agrees that the Work will be completed within the number of Calendar days or by the specific date indicated in the contract.

6. The following documents are attached to and made a condition of this Proposal:

(a) Non-Collusive Bidding Certificate (Attachment "A")

(b) Acknowledgment by Bidder (Attachment "B")

(c) Vendor Responsibility Questionnaire (Attachment "C")

(d) Iranian Energy Divestment Certification (Attachment "D")

(e) Proposer Qualification Questionnaire (Attachment "E")

7. Communication concerning this Proposal shall be addressed to:

_____

_____

_____

Phone: _____

8. Terms used in this Proposal have the meanings assigned to them in the Contract and General Provisions.

COUNTY OF ALBANY

COST PROPOSAL FORM

PROPOSAL IDENTIFICATION:

Title: SHORT TERM RENTAL REGISTRY SOFTWARE
RFP Number: _2025-102

COMPANY: _____

ADDRESS: _____

CITY, STATE, ZIP: _____

TEL. NO.: _____

FAX NO.: _____

FEDERAL TAX ID NO.: _____

REPRESENTATIVE: _____

E-MAIL: _____

SIGNATURE AND TITLE _____

DATE _____

ATTACHMENT "A"
NON-COLLUSIVE BIDDING CERTIFICATE PURSUANT TO SECTION 103-D OF THE NEW YORK STATE GENERAL MUNICIPAL LAW

A. By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid, each party thereto certifies as to its own organizations, under penalty of perjury, that to the best of knowledge and belief:

(1) The prices in this bid have been arrived at independently without collusion, consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other bidder or with any competitor.

(2) Unless otherwise required by law, the prices which have been quoted in this bid have not knowingly been disclosed by the bidder and will not knowingly be disclosed by the bidder, directly or indirectly, prior to opening, to any bidder or to any competitor.

(3) No attempt has been made or will be made by the bidder to induce any other person, partnership or corporation to submit or not to submit a bid for the purpose of restricting competition.

A bid shall not be considered for award nor shall any award be made where (1), (2), and (3) above have not been complied with; provided, however, that in any case the bidder cannot make the foregoing certification, the bidder shall so state and shall furnish with the bid a signed statement which sets forth in detail the reasons thereof. Where (1), (2), and (3) above have not been complied with, the bid shall not be considered for any award nor shall any award be made unless the head of the Purchasing Unit to the political subdivision, public department, agency or official thereof to which the bid is made, or his designee, determines that such disclosure was not made for the purpose of restricting competition.

The fact that a bidder (a) has published price lists, rates, or tariffs covering items being procured, (b) has informed prospective customer of proposed or pending publication of new or revised price lists for such items, or (c) has sold the same items to other customers at the same prices being bid, does not constitute, without more, a disclosure within the meaning of paragraph "A" above.

B. Any bid hereafter made to any political subdivision of the state or any public department, agency or official thereof by a corporate bidder for work or services performed or to be performed or goods sold or to be sold, where competitive bidding is required by statute, rule, regulation, local law, and where such bid contains the certification referred to in paragraph "A" of this section, shall be deemed to have been authorized by the Board of Directors of the bidder, and such authorization shall be deemed to include the submission of the bid and the inclusion therein of the certificate as to non-collusion as the act and deed of the corporation

_____
Signature

_____
Title

_____
Date

_____
Company Name

ATTACHMENT "B"
ACKNOWLEDGMENT BY PROPOSER

If Individual or Individuals:

STATE OF _____) COUNTY OF _____) SS.:

On this _____day of _____, 20____, before me personally appeared _____ to me known and known to me to be the same person(s) described in and who executed the within instrument, and he (or they severally) acknowledged to me that he (or they) executed the same.

_____

Notary Public, State of _____

Qualified in _____

Commission Expires _____

If Corporation:

STATE OF _____) COUNTY OF _____) S S . :

On this _____day of _____, 20____, before me personally appeared _____ to me known, who, being by me sworn, did say that he resides at (give address) _____; that he is the (give title) _____ of the (name of corporation) _____, the corporation described in and which executed the above instrument; that he knows the seal of the corporation, and that the seal affixed to the instrument is such corporate seal; that it was so affixed by order of the board of directors of the corporation, and that he signed his name thereto by like order.

_____

Notary Public, State of _____

Qualified in _____

Commission Expires _____

If Partnership:

STATE OF _____) COUNTY OF _____) SS.:

On the_____day of_____, 20___, before me personally came_____ _____, to me known to be the individual who executed the foregoing, and who, being duly sworn, did depose and say that he / she is a partner of the firm of_____ and that he / she has the authority to sign the same, and acknowledged that he / she executed the same as the act and deed of said partnership.

_____

Notary Public, State of _____

Qualified in _____

Commission Expires _____

ATTACHMENT "C"
ALBANY COUNTY
VENDOR RESPONSIBILITY QUESTIONNAIRE

1. VENDOR IS: ☐ PRIME CONTRACTOR		
2. VENDOR'S LEGAL BUSINESS NAME	3. IDENTIFICATION NUMBERS a) FEIN # b) DUNS #	
4. D/B/A – Doing Business As (if applicable) & COUNTY FIELD:	5. WEBSITE ADDRESS (if applicable)	
6. ADDRESS OF PRIMARY PLACE OF BUSINESS/EXECUTIVE OFFICE	7. TELEPHONE NUMBER	8. FAX NUMBER
9. ADDRESS OF PRIMARY PLACE OF BUSINESS/EXECCUTIVE OFFICE *IN NEW YORK STATE, if different from above*	10. TELEPHONE NUMBER	11. FAX NUMBER
12. AUTHORIZED CONTACT FOR THIE QUESTIONNAIRE Name Title Telephone Number Fax Number e-mail		

13. LIST ALL OF THE VENDOR'S PRINCIPAL OWNERS.

a) NAME	TITLE	b) NAME	TITLE
c) NAME	TITLE	d) NAME	TITLE

A DETAILED EXPLANATION IS REQUIRED FOR EACH QUESTION ANSWERED WITH A "YES," AND MUST BE PROVIDED AS AN ATTACHMENT TO THE COMPLETED QUESTIONNAIRE. YOU MUST PROVIDE ADEQUATE DETAILS OR DOCUMENTS TO AID THE COUNTY IN MAKING A DETERMINATION OF VENDOR RESPONSIBILITY. PLEASE NUMBER EACH RESPONSE TO MATCH THE QUESTION NUMBER.

14. DOES THE VENDOR USE, OR HAS IT USED IN THE PAST FIVE (5) YEARS, ANY OTHER BUSINESS NAME, FEIN, or D/B/A OTHER THAN THOSE LISTED IN ITEMS 2-4 ABOVE? List all other business name(s), Federal Employer Identification Number(s) or any D/B/A names and the dates that these names or numbers were/are in use. Explain the relationship to the vendor. ☐ Yes ☐ No

15. ARE THERE ANY INDIVIDUALS NOW SERVING IN A MANAGERIAL OR CONSULTING CAPACITY TO THE VENDOR, INCLUDING PRICIPAL OWNERS AND OFFICERS, WHO NOW SERVE OR IN THE PAST ONE (1) YEARS HAVE SERVED AS:

a) An elected or appointed public official or officer? ☐ Yes ☐ No
List each individual's name, business title, the name of the organization and position elected or appointed to, and dates of service

b) An officer of any political party organization in Albany County, whether paid or unpaid? ☐ Yes ☐ No
List each individuals name, business title or consulting capacity and the official political position held with applicable service dates.

16. WITHIN THE PAST (5) YEARS, HAS THE VENDOR, ANY INDIVIDUALS SERVING IN MANAGERIAL OR CONSULTING CAPACITY, PRINCIPAL OWNERS, OFFICERS, MAJOR STOCKHOLDER(S) (10% OR MORE OF THE VOTING SHARES FOR PUBLICLY TRADED COMPANIES, 25% OR MORE OF THE SHARES FOR ALL OTHER COMPANIES), AFFLITIATE OR ANY PERSON INVOLVED IN THE BIDDING OR CONTRACTING PROCESS:

a) 1. been suspended, debarred or terminated by a local, state or federal authority in connection with a contract or contracting process; ☐ Yes ☐ No

2. been disqualified for cause as a bidder on any permit, license, concession franchise or lease;

3. entered into an agreement to a voluntary exclusion from bidding/contracting;

4. had a bid rejected on an Albany County contract for failure to comply with the MacBride Fair Employment Principles;

5. had a low bid rejected on a local, state or federal contract for failure to meet statutory affirmative action or M/WBE requirements on a previously held contract;

6. had status as a Women's Business Enterprise, Minority Business Enterprise or Disadvantaged Business Enterprise, de-certified, revoked or forfeited;

7. been subject to an administrative proceeding or civil action seeking specific performance or restitution in connection with any local, state or federal government contract;

8. been denied an award of a local, state or federal government contract, had a contract suspended or had a contract terminated for non-responsibility; or

9. had a local, state or federal government contract suspended or terminated for cause prior to the completion of the term of the contract.

b) been indicted, convicted, received a judgment against them or a grant of immunity for any business-related conduct constituting a crime under local, state or federal law including but not limited to, fraud extortion, bribery, racketeering, price-fixing, bid collusion or any crime related to truthfulness and/or business conduct? ☐ Yes ☐ No

c) been issued a citation, notice, violation order, or are pending an administrative hearing or proceeding or determination of violations of: ☐ Yes ☐ No

1. federal, state or local health laws, rules or regulations.

17. IN THE PAST THREE (3) YEARS, HAS THE VENDOR OR ITS AFFILIATES [1] HAD ANY CLAIMS, JUDGMENTS, INJUNCTIONS, LIENS, FINES OR PENALTIES SECURED BY ANY GOVERNMENTAL AGENCY? ☐ Yes ☐ No
Indicate if this is applicable to the submitting vendor or affiliate. State whether the situation(s) was a claim, judgment, injunction, lien or other with an explanation. Provide the name(s) and address(es) of the agency, the amount of the original obligation and outstanding balance. If any of these items are open, unsatisfied, indicate the status of each item as "open" or "unsatisfied."

18. DURING THE PAST THREE (3) YEARS, HAS THE VENDOR FAILED TO:

a) file returns or pay any applicable federal, state or city taxes? ☐ Yes ☐ No
Identify the taxing jurisdiction, type of tax, liability year(s), and tax liability amount the vendor failed to file/pay and the current status of the liability.

b) file returns or pay New York State unemployment insurance? ☐ Yes ☐ No
Indicate the years the vendor failed to file/pay the insurance and the current status of the liability.

c) Property Tax ☐ Yes ☐ No
Indicate the years the vendor failed to file.

19. HAVE ANY BANKRUPTCY PROCEEDINGS BEEN INITIATED BY OR AGAINST THE VENDOR OR ITS AFFILIATES [1] WITHIN THE PAST SEVEN (7) YEARS (WHETHER OR NOT CLOSED) OR IS ANY BANKRUPTCY PROCEEDING PENDING BY OR AGAINST THE VENDOR OR ITS AFFILIATES REGARDLESS OR THE DATE OF FILING? ☐ Yes ☐ No
Indicate if this is applicable to the submitting vendor or affiliate. If it is an affiliate, include the affiliate's name and FEIN. Provide the court name, address and docket number. Indicate if the proceedings have been initiated, remain pending or have been closed. If closed, provide the date closed.

20. IS THE VENDOR CURRENTLY INSOLVENT, OR DOES VENDOR CURRENTLY HAVE REASON TO BELIEVE THAT AN INVOLUNTARY BANKRUPTCY PROCEEDING MAY BE BROUGHT AGAINST IT? Provide financial information to support the vendor's current position, for example, Current Ration, Debt Ration, Age of Accounts Payable, Cash Flow and any documents that will provide the agency with an understanding of the vendor's situation. ☐ Yes ☐ No

21.	IN THE PAST FIVE (5) YEARS, HAS THE VENDOR OR ANY AFFILIATES[1]:	☐ Yes ☐ No
	a) defaulted or been terminated on, or had its surety called upon to complete, any contract (public or private) awarded;	
	Indicate if this is applicable to the submitting vendor or affiliate. Detail the situation(s) that gave rise to the negative action, any corrective action taken by the vendor and the name of the contracting agency.	

1 "Affiliate" meaning: (a) any entity in which the vendor owns more than 50% of the voting stock; (b) any individual, entity or group of principal owners or officers who own more than 50% of the voting stock of the vendor; or (c) any entity whose voting stock is more than 50% owned by the same individual, entity or group described in clause (b). In addition, if a vendor owns less than 50% of the voting stock of another entity, but directs or has the right to direct such entity's daily operations, that entity will be an "affiliate" for purposes of this questionnaire.

ALBANY COUNTY
VENDOR RESPONSIBILITY QUESTIONNAIRE

FEIN #

State of:)
) ss:
County of:)

CERTIFICATION:

The undersigned: recognizes that this questionnaire is submitted for the express purpose of assisting the County of Albany in making a determination regarding an award of contract or approval of a subcontract; acknowledges that the County may in its discretion, by means which it may choose, verify the truth and accuracy of all statements made herein; acknowledges that intentional submission of false or misleading information may constitute a felony under Penal Law Section 210.40 or a misdemeanor under Penal Law Section 210.35 or Section 210.45, and may also be punishable by a fine and/or imprisonment of up to five years under 18 USC Section 1001 and may result in contract termination; and states that the information submitted in this questionnaire and any attached pages is true, accurate and complete.

The undersigned certifies that he/she:

- Has not altered the content of the questions in the questionnaire in any manner;
- Has read and understands all of the items contained in the questionnaire and any pages attached by the submitting vendor;
- Has supplied full and complete responses to each item therein to the best of his/her knowledge, information and belief;
- Is knowledgeable about the submitting vendor's business and operations;
- Understands that Albany County will rely on the information supplied in the questionnaire when entering into a contract with the vendor;
- Is under duty to notify the Albany County Purchasing Division of any material changes to the vendor's responses.

Name of Business

Address

City, State, Zip

Signature of Owner _____

Printed Name of Signatory _____

Title

Sworn before me this _____ day of _____, 20___;

_____
Notary Public

_____
Printed Name

_____
Signature

_____
Date

Attachment "D" Certification
Pursuant to Section 103-g Of the
New York State General Municipal
Law

A. By submission of this bid/proposal, each bidder/proposer and each person signing on behalf of any bidder/proposer certifies, and in the case of a joint bid, each party thereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief that each bidder is not on the list created pursuant to paragraph (b) of subdivision 3 of Section 165-a of the New York State Finance Law.

B. A Bid/Proposal shall not be considered for award, nor shall any award be made where the condition set forth in Paragraph A above has not been complied with; provided, however, that in any case the bidder/proposer cannot make the foregoing certification set forth in Paragraph A above, the bidder/proposer shall so state and shall furnish with the bid a signed statement which sets forth in detail the reasons therefor. Where Paragraph A above cannot be complied with, the Purchasing Unit to the political subdivision, public department, agency or official thereof to which the bid/proposal is made, or his designee, may award a bid/proposal, on a case by case business under the following circumstances:

1. The investment activities in Iran were made before April 12, 2012, the investment activities in Iran have not been expanded or renewed after April 12, 2012, and the Bidder/Proposer has adopted, publicized and is implementing a formal plan to cease the investment activities in Iran and to refrain from engaging in any new investments in Iran; or

2. The political subdivision makes a determination that the goods or services are necessary for the political subdivision to perform its functions and that, absent such an exemption, the political subdivision would be unable to obtain the goods or services for which the contract is offered. Such determination shall be made in writing and shall be a public document.

_____
Signature

_____
Title

_____ _____
Date Company Name

Addendum

Albany County Technology Procurement – Contractor Administrative Terms & Conditions

1. Secure System Development Lifecycle and Specifications

Unless otherwise agreed to by the Authorized User (AU), "Albany County," in writing, the contractor's current version of the solution must function as specified in the associated Request for Proposal, Contract, or other agreement in an environment comprised solely of components including, but not limited to operating system and database platform versions which are in an active support phase (e.g., no requirement to run on End of Life software, such as Windows 7, etc.).

Unless otherwise agreed to by the Authorized User in writing, the Contractor shall represent the below practices by providing the documentation of Contractor's adherence to the below policies available in a public website or secure portal that shall be provided to Authorized Users upon request.

a) Secure System Development Lifecycle
   i) Policies that govern software development practices commensurate with the risk of the intended use of each software component:
      (1) Such policies shall define documented security roles for the software development team
      (2) On no less than an annual basis, the contractor shall conduct a comprehensive review of software development policies and make changes where indicated to adequately address new or changed risk
   ii) At least annually, the contractor shall provide training in secure software development practices to its developer workforce.
      (1) Such training shall be focused on the technologies in use within the software development environment
      (2) Such training shall include a review of the contractor's chosen secure coding framework (see "Vulnerability Management" section) and related policies, procedures and standards
      (3) Such training shall include a review of the security-related roles and responsibilities conferred on development personnel by organizational policy
   iii) The contractor shall, to the extent legally permissible, conduct criminal background checks, credit checks and reference checks for all personnel engaged in the software development process, and establish a set of criteria for when management must be engaged regarding the results of such checks.
   iv) The contractor shall deliver remote and /or on premises support only with approval of AU and with the option for AU to supervise / observe the support activity
   v) At no time during remote and /or on premises support, or any other time, shall contractor transfer AU's data from AU's on-premise installation to a remote location without the express written permission of the AU

vi) The contractor shall 1) utilize uniquely assigned credentials for each of its workforce members to be used in supporting the AU's solution and 2) revoke those credentials within 24 hours of the departure of a contractor's workforce member who had knowledge of credentials used to support the AU's solution or notify the AU within 24 hours if the credentials used exist on an AU on-premise system. Credential management must be in accordance with NIST 800-63-3, Digital Identity, or its successor.

vii) Upon request and with reasonable notice, the contractor shall provide the AU with a list of its workforce members with knowledge of credentials used to access the AU's solution.

b) Vulnerability Management
   i) The contractor shall make commercially reasonable efforts to ensure that components including but not limited to third party libraries, components and APIs are maintained at their most recent, stable version within the released application made available to the AU.
   ii) The contractor shall follow a secure coding framework appropriate to the nature of its software components. For example, web application development teams may follow the Open Web Application Security Project's Secure Coding Practices
   iii) The contractor shall document and execute a remediation plan for any vulnerability identified through dynamic or static analysis, vulnerability scans or penetration tests, where the vulnerability has a CVSS severity of 7.0 or higher
   iv) The contractor shall establish processes for monitoring and acting upon vulnerability notices published regarding components of the software development environment as well as components used in the solution provided to the AU
   v) The contractor shall maintain publicly available mechanisms for receiving reports of vulnerabilities identified by its customers, security researchers and similar entities.

c) Application Lifecycle Management
   i) The contractor shall ensure that any open source licenses which apply to components used in the solution confer no obligations upon the AU, or that in the event of such obligation, the AU is aware of and agrees to same.
   ii) All applications released by contractor to the AU shall be signed by a publicly trusted code signing certificate so that the AU may verify the authenticity and integrity of the release. This code signing certificate shall be rotated on at least an annual basis.
   iii) The contractor shall ensure that all implementation services and / or guides comprehensively address security hardening for the solution. Such hardening shall include, but not be limited to, the disabling of unnecessary features based on the Scope of Work and the implementation of a "least privilege" access model for all users and service accounts.
   iv) The contractor shall implement processes to ensure that all changes to the solution:
      (1) Are made at the direction of its product managers or equivalent role
      (2) Are documented in a work management / issue tracking application
      (3) Maintain evidence of security checks and approvals
      (4) Include documented functional requirements and non-functional security requirements
      (5) Include a plan for notifying customers, including the AU, of any substantive changes upon release
   v) The contractor shall provide ample notice, and in no case less than six months, should the solution version used by the AU reach End of Life, such that it will no longer receive security updates to address vulnerabilities.

d) Specifications

   During the term of the Contract, the Authorized User may request Product specifications for particular items that have been included by the Contractor on its approved price list for the Contract. These specifications will be provided by the Contractor at no cost.

2. Instruction Manuals and Associated Documentation

Product shall be furnished, at no extra charge, with one complete set of standard operator instruction manuals and Documentation (hard copy, CD/DVD, or web link) as would normally accompany such Product. Contractor shall also ensure that the part numbers and net prices associated with the documentation are available to the Authorized User and included on its approved price list for this Contract should an Authorized User need to purchase additional sets of technical manuals. Where Documentation is provided in electronic format, an Authorized User shall be entitled to make copies to the extent necessary to fully enjoy the rights granted under this Contract provided that the Authorized User reproduces the copyright notice and any other legend of ownership on any copies made.

3. Security

a) Security Incidents

The Authorized User and the Contractor must, in writing, determine a Security Incident notification policy prior to the finalization of the Authorized User Agreement. If no such agreement is in place, then the default agreement shall be notification of all Security Incidents that may have a direct impact on the AU by phone immediately upon detection to the Authorized User representative.

All AU notifications will be followed with a notification to the Albany County Chief Information Officer.

If requested in the Authorized User agreement and agreed to by the Contractor, a written preliminary incident analysis report must be provided to AU within 72 hours of discovery. Contractor representative must be available by phone and email for discussions with the Albany County Chief Information Officer and AU representative throughout incident response activity and must provide status updates at mutually agreed upon cadences. A written final incident analysis report, including a detailed technical section including root cause of incident, timeline, scope, impact and corrective actions taken must be delivered to AU at the conclusion of incident response.

b) Data Breach – Required Contractor Actions

Unless otherwise provided by law, in the event of a Data Breach, the Contractor shall:

i) notify the Albany County Chief Information Officer, the Albany County Cyber Incident Response Team, and any potentially affected Authorized User's representative, by telephone as soon as possible from the time the Contractor confirms Data Breach. An Authorized User may specify a maximum notification time in their RFQ or RFP.;
ii) consult with and receive authorization from the Authorized User as to the content of any notice to affected parties prior to notifying any affected parties to whom notice of the Data Breach is required, either by statute or by the Authorized User;

iii) coordinate all communication regarding the Data Breach with the Albany County Chief Information Officer and Authorized User (including possible communications with third parties);
iv) cooperate with the Authorized User, Albany County Chief Information Officer, Albany County Division of Information Services and any Contractor working on behalf of the Authorized User or Albany County in attempting (a) to determine the scope and cause of the breach; and (b) to prevent the future recurrence of such security breaches; and
v) promptly take commercially reasonable steps to mitigate the effects and minimize any damage resulting from the Security Event. Contractor shall provide Written notice to the Authorized User as to all such corrective actions taken by the Contractor to remedy the Data Breach. Unless otherwise agreed to in the Authorized User Agreement, if Contractor is unable to complete the corrective action within the required timeframe, the Authorized User may contract with a third party to provide the required services until corrective actions and services resume in a manner acceptable to the Authorized User, or until the Authorized User has completed a new procurement for a replacement service system; (ii) and the Contractor will be responsible for the reasonable cost of these services during this period.

Nothing herein shall in any way (a) impair the authority of the Office of the Attorney General or other investigative or law enforcement entity to bring an action against Contractor to enforce the provisions of the New York State Information Security Breach Notification Act (ISBNA) or (b) limit Contractor's liability for any violations of the ISBNA or any other applicable statutes, rules or regulations.

c) Location of Data; CONUS or OCONUS

i) The RFQ or RFP must specify if the AU will allow Data to be located outside of the Continental United States (OCONUS).
ii) Unless otherwise authorized in the RFQ and agreed to in the Authorized User Agreement, when the Contractor is responsible for managing the Data, the Contractor shall meet the following requirements:
    a. All Data shall remain in the Continental United States (CONUS).
    b. Any Data stored, or acted upon, shall be solely located in Data Centers within CONUS.
    c. Any services which directly or indirectly access Data shall be performed only from locations within CONUS.
    d. All Data in transit shall remain in CONUS and shall be encrypted in accordance with generally accepted standards.
    e. All helpdesk, online and support services which may access Data shall be performed only from locations within CONUS.
    f. No Follow the Sun support shall be allowed to access Data directly or indirectly from locations outside CONUS.
iii) Unless otherwise authorized in the RFQ or RFP and agreed to in the Authorized User Agreement, when the Authorized User is responsible for managing the Data, the Contractor

shall provide the Authorized User with the capability and the means or tools to meet the following requirements:

a. All Data shall remain in the Continental United States (CONUS).
b. Any Data stored, or acted upon, shall be solely located in Data Centers within CONUS.
c. Any services which directly or indirectly access Data shall be performed only from locations within CONUS.
d. All Data in transit shall remain in CONUS and shall be encrypted in accordance with generally accepted standards.
e. All helpdesk, online and support services which may access Data shall be performed only from locations within CONUS.
f. No Follow the Sun support shall be allowed to access Data directly or indirectly from locations outside CONUS.

iv) Unless otherwise authorized in the RFQ or RFP and agreed to in the Authorized User Agreement, Contractor may not store, act upon, or access Data outside of the Continental United States (OCONUS) and may not perform support services that may access Data from OCONUS.

Authorized Users must receive prior written approval from the Albany County Chief Information Officer, before authorizing Data to be stored, acted upon, or accessed OCONUS, and before authorizing support services to be performed from OCONUS.

v) Notwithstanding the foregoing, all services must be performed within CONUS and may not be authorized to be performed from OCONUS.

d) Security Reports

Contractor must log in accordance with NIST 800-92, or its successor. Upon request, the Contractor must provide the Authorized User with security logs and reports (such as SOC2 Type 2, CAIQ, and ISO27001) to allow the Authorized User to make an informed decision about the Contractor's security controls and their effectiveness.

Contractor shall cooperate with all reasonable Authorized User requests for a written description of Contractor's physical/virtual security and/or internal control processes. The Authorized User shall have the right to reject any Contractor's RFQ or RFP response or terminate an Authorized User Agreement when such a request has been denied.

e) Support Services

All helpdesk, online, and support services which access any Data must be performed from within CONUS, unless expressly authorized by the Authorized User in writing. Unless such authorization is granted, at no time will any Follow the Sun support be allowed to access Data directly, or indirectly, from outside CONUS. If an Authorized User agrees to OCONUS services that access Data, then the Authorized User must be provided any information requested such as security

reports (e.g. SOC2 Type 2, CAIQ and ISO27001) to allow the Authorized User to make an informed decision about the security of the Data in that location.

f) Infrastructure Support Services

Infrastructure support services that do not directly or indirectly access Data may be provided in a Follow the Sun format, if expressly outlined within the Authorized User Agreement.

g) Requests for Data by Third Parties

Unless prohibited by law, Contractor shall notify the Authorized User in writing within 24 hours of any request for Data (including requestor, nature of Data requested and timeframe of response) by a person or entity other than the Authorized User, and the Contractor shall secure Written acknowledgement of such notification from the Authorized User before responding to the request for Data.

Unless compelled by law, the Contractor shall not release Data without the Authorized User's prior written approval.

h) Security Policies

Contractor must maintain records documenting adherence to the following security policies and must provide such records to an Authorized User, or to the Albany County Chief Information Officer or Division of Information Services, upon request, through a public website or secure portal.

Policies that govern software development practices commensurate with the risk of the intended use of each software application

- Such policies shall define documented security roles for the software development team
- On no less than an annual basis, the contractor shall conduct a comprehensive review of software development policies and make changes where indicated to adequately address new or changed risk

The contractor shall deliver remote and /or on premises support only with approval of AU and with the option for AU to supervise / observe the support activity

At no time during remote and /or on premises support, or any other time, shall contractor transfer AU's data from AU's on-premise installation of the software application to a remote location without the express written permission of the AU

The contractor shall 1) utilize uniquely assigned credentials for each of its workforce members to be used in supporting the AU's software application or 2) notify the AU within 24 hours of the departure of a contractor's workforce member who had knowledge of credentials used to support the AU's software application.

Upon request and with reasonable notice, the contractor shall provide the AU with a list of its workforce members with knowledge of credentials used to access the AU's software application

The contractor shall make commercially reasonable efforts to ensure that components including but not limited to third party libraries, components and APIs are maintained at their most recent, stable version within the released application made available to the AU.

The contractor shall follow a secure coding framework appropriate to the nature of its software application. For example, web application development teams may follow the Open Web Application Security Project's Secure Coding Practices

The contractor shall document and execute a remediation plan for any vulnerability identified through dynamic or static analysis, vulnerability scans or penetration tests, where the vulnerability has a CVSS severity of 4.0 or higher

The contractor shall establish processes for monitoring and acting upon vulnerability notices published regarding components of the software development environment as well as components used in the software application provided to the AU

The contractor shall maintain publicly available mechanisms for receiving reports of vulnerabilities identified by its customers, security researchers and similar entities.

The contractor shall ensure that any open source licenses which apply to components used in the software application confer no obligations upon the AU, or that in the event of such obligation, the AU is aware of and agrees to same.

All applications released by contractor to the AU shall be signed by a publicly trusted code signing certificate so that the AU may verify the authenticity and integrity of the release. This code signing certificate shall be rotated on at least an annual basis.

The contractor shall ensure that all implementation guides and training comprehensively address security hardening for the application. Such hardening shall include, but not be limited to, the disabling of unnecessary features based on the Scope of Work and the implementation of a "least privilege" access model for all users and service accounts.

The contractor shall implement processes to ensure that all changes to the software application:

- Are made at the direction of its product managers or equivalent role
- Are documented in a work management / issue tracking application
- Maintain evidence of security checks and approvals
- Include documented functional requirements and non-functional security requirements
- Include a plan for notifying customers, including the AU, of any substantive changes upon release

In no case shall the contractor knowingly release to the AU an application which contains a vulnerability with a CVSS severity of 7.0 or higher, without the direct written permission of the AU.

i) Secure Data Disposal

After 60 calendar days from expiration or termination of an Authorized User Agreement, or at a time mutually agreed upon by the Authorized User and the Contractor, the Contractor shall destroy Data in all of its forms, including all back-ups. Data shall be permanently deleted and shall not be recoverable, according to National Institute of Standards and Technology (NIST) 800-88, or its successor, as designated by the Authorized User, as applicable. If requested by the Authorized User, certificates of destruction, in a form acceptable to the Authorized User, shall be provided by the Contractor to the Authorized User.

j) Authentication Tokens

If included in an RFQ or RFP, the Authorized User Agreement may require authentication tokens for all systems in accordance with NIST 800-63B Authentication and Lifecycle Management, or its successor.

Section I

Title Page/Table of Contents

Dave Brown
NE Sales Director
(508) 561-3227
dave@deckard.com

REQUEST FOR PROPOSAL

Short Term Rental Registry Software

RFP #2025-102

Albany County, NY

July 3, 2025

presented by

RENTALSCAPE

engineered by

deckard technologies

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Section II

Qualification / Experience

Company Profile

Legal Entity:	Deckard Technologies, Inc. C Corporation – a Delaware Corporation EIN – 0532772 (No other names previously used, nor other company affiliations)
Principal Place of Business:	1620 5TH Ave. #400, San Diego CA 92101
Website:	https://www.deckard.com/
Phone:	(619) 501-4208
Date of Establishment:	May 8, 2018
Subsidiary:	NO – Not Applicable
Primary Contact:	Thomas Hemmings, Vice President & Chief Financial Officer (619) 501-4208 tom.hemmings@deckard.com 620 5TH Ave. #400, San Diego CA 92101 (Headquarters)
Support Staff:	1620 5TH Ave. #400, San Diego CA 92101 8am – 5pm PST – email support 24/7 Melissa Mejia – Director of Client Success Thomas Hemmings – Chief Financial Officer
License Number:	Deckard understands that if a business license is required to do business with the County. This license will be obtained immediately upon being awarded this contract.
Bankruptcy:	None
Mergers/ Acquisitions/Sale:	None

Qualification & Experience

Headquartered in San Diego, California, Deckard Technologies was founded in 2018 to support compliance within the U.S. real estate market for the public sector. Deckard leverages data science expertise to assist local governments in managing compliance activities and enforcement, particularly regarding short-term rental (STR) properties. Our technology ensures that everyone is held accountable to the same set of rules, adheres to all guidelines and ordinances, and pays their fair share of fees and taxes.

The Deckard Team - See Page 8 - has successfully implemented hundreds of Rentalscape platforms across the U.S. With over 400 clients, our customers range in size from small jurisdictions like Dalton, GA, to larger ones like Placer County (Lake Tahoe), CA; Asheville, NC; and Galveston, TX. With over 12 customers across New York State, our client base includes jurisdictions such as the counties of Sullivan, Washington, Clinton, Suffolk ...and growing!

Deckard employs 114 staff members, including administrative (9), sales (10), technology (21), data operations support (47), client experience (22) and data science (5) across all offices.

With a retention rate of 99%, our success is directly attributed to the vast knowledge and experience of our team. This 'well-oiled machine' works closely with our customers to deliver the most accurate data and the highest quality support, helping cities and counties improve compliance and increase tax and fee revenue while preserving the quality of local life.

	PUB.APP.NO.	For more information, please visit the following links:
Patent 1	U.S. Patent No. 11,790,466 B2	Identifying and validating rental property addresses
Patent 2	U.S. Patent No. 11,741,560 B2	Detecting and validating improper homeowner exceptions through data mining, natural language processing, and machine learning
Patent 3	U.S. Patent No. 12,277,625 AI Newly allowed	Detecting and validating improper residency status through data mining, natural language processing, and machine learning

Rentalscape, by Deckard Technologies, tracks short-term rental activity across the internet every day. While others focus on major sites, Rentalscape continually scans the internet looking for short-term rental listings. To date Rentalscape has identified over **10,000 websites advertising short-term rentals** with new ones being discovered regularly. **A key differentiator, Deckard's Patents, protects our data mining and the analysis of the data collected to generate deep insights. No other company can match our accuracy on identifying short-term rental addresses.**

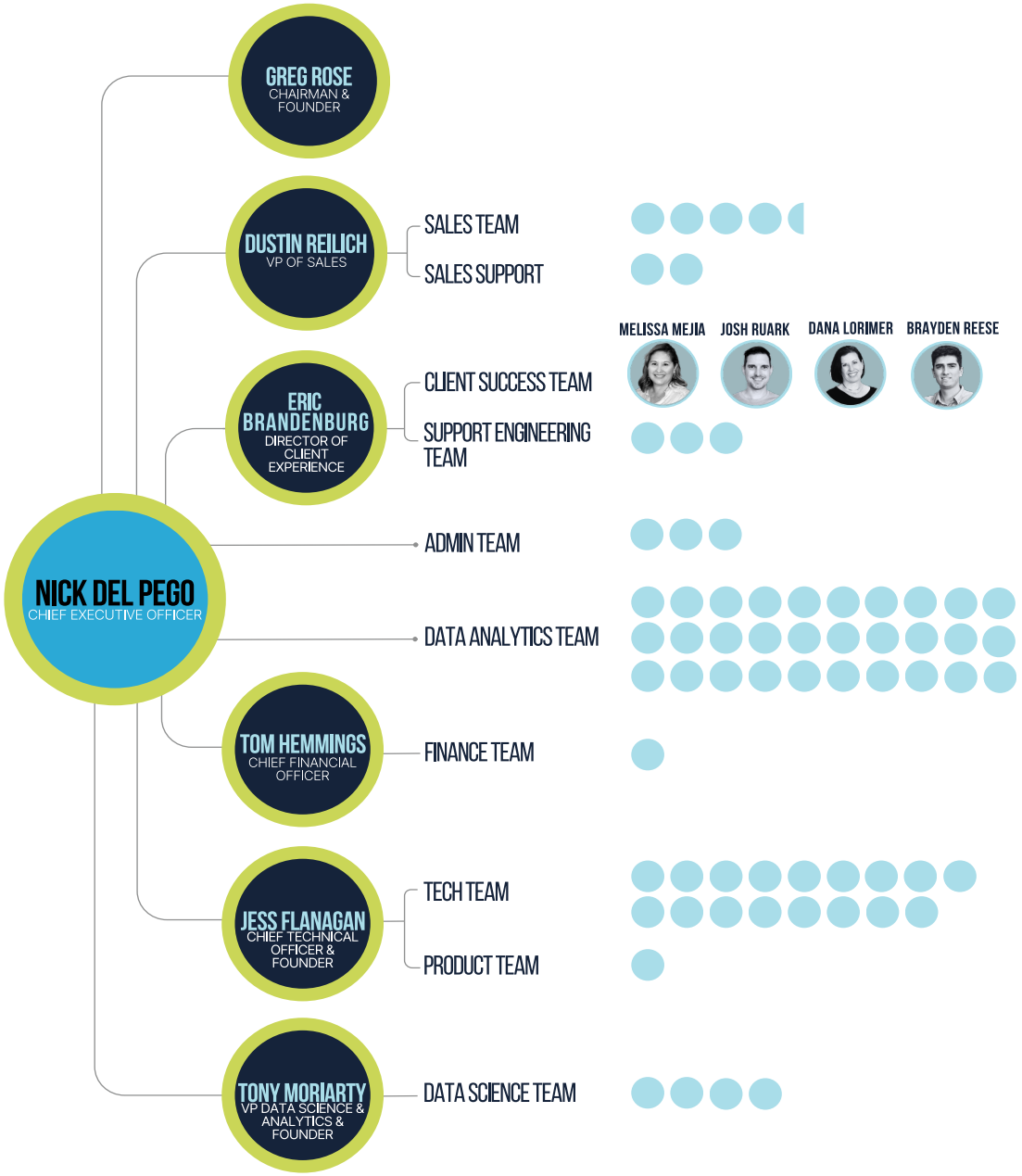
The Rentalscape platform pinpoints the exact addresses of STR listings within County limits, providing an accurate representation of STR activity across the County and its community districts. Rentalscape organizes listings and

calculates statistics on a per-property basis, ensuring that activity is not double-counted by mapping each property's precise location. This level of accuracy enhances compliance, enforcement, tax collection, and complaint management.

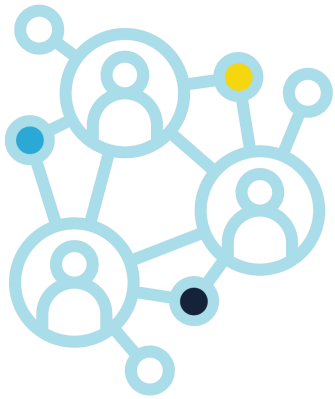
Rentalscape is the only platform that automatically updates upcoming rentals and bookings shortly after reservations are made.

In every jurisdiction where we provide our service, we have increased compliance and improved tax/fee collection. Our process starts with producing the cleanest data possible – ensuring reporting is accurate and compliance levels are carefully monitored. We also regularly consult with County staff to ensure we stay up to date with the latest STR best practices.

Organizational Chart



Staff Members



A successful short-term rental program only works through close and continual collaboration.

Unlike others, Deckard provides direct access to all the senior staff. The executive team frequently travels to meet our clients, speak at County meetings, and continually incorporate feedback into our products. We are always seeking improvements in our systems, and this is only possible by working directly with our customers.

At Deckard, you receive the direct cell phone numbers of your Client Success Representative and our executive team. We prioritize building strong relationships with our customers and are committed to ensuring success at every level. When you reach out to us—whether for support, assistance with enforcement, or to suggest system enhancements—you'll always connect with a dedicated team member, never a call center.

Nick Del Pego

Chief Executive Officer
EXPERIENCE: **25 YEARS**

Mathematician, U.S. SpecOps veteran, seasoned corporate senior leader and all-around problem solver. Nick's career path has always left him solving difficult problems with finesse and efficiency. He stays actively engaged with our customers and takes pride in providing solutions that meet your needs. Nick demonstrates his commitment to client engagement by sharing his personal cell phone on LinkedIn.

Jessica Flanagan

Chief Technical Officer
EXPERIENCE: **16 YEARS**

Jess is a career software engineer, technical manager, accomplished communicator and public speaker, team mentor, gamer, women-in-tech advocate and former white hat hacker, bringing over 12 years of software engineering experience to the team. Our data engineering team is the backbone of everything we build. Jess will provide strategic oversight to ensure the County short-term rental platform is built and maintained to the highest technical standards.

Tony Moriarty

VP of Data Science
EXPERIENCE: **16 YEARS**

Machine Learning & Data Science Lead, Big Data native and software research engineer, and Open-Source contributor. Tony and his team elevate what is possible through modern data science techniques and allow us to find more property locations and uncover more sights than anyone else in the market. Tony will ensure the County data remains the strongest foundation for accurately identifying and analyzing short-term rentals.

Dustin Reilich

VP Sales & Govt Affairs
EXPERIENCE: **31 YEARS**

As the head of Sales, Dustin brings decades of government experience to the Deckard team. His far-reaching experience has taken him to every city and county in California, as well as countless other jurisdictions nationwide. He is passionate about staying involved throughout the implementation process to ensure his clients get exactly what he promised, and more.

Melissa Mejia

Director of Client Success
EXPERIENCE: **20 YEARS**

Melissa, our Director of Client Success, leverages 20+ years in real estate appraisal to drive results. Her strategic client engagement, data-driven decisions, and client-centric leadership have boosted retention and business growth. She believes clients are a business's heart and leads her team to deliver exceptional experiences, exceeding expectations for mutual success.

Dana Lorimer

Snr Client Success Manager
EXPERIENCE: **30 YEARS**

Dana has worked in many industries, ranging from customer service in the Hotel Industry to Financial Compliance. Over the past 8 years Dana's specialty has been working in Financial Compliance, Risk Management and maintenance. Dana has worked with Cities and Counties across the board solving problems and creating processes.

Dave Brown

NE Region Director of Sales
EXPERIENCE: **23 YEARS**

Dave is our NE Region Sales executive with more than 23 years' experience in both SLED and Public Safety Markets working with city managers, procurement directors, and finance managers. Dave has a vast knowledge of how local governments work and a bachelor's degree in criminal justice. Dave will remain a dedicated point of contact for the entire duration of the contract with the County , guaranteeing consistent support for any contract-related discussions or needs.

Eric Brandenburg

Dir Project Management
EXPERIENCE: **24 YEARS**

Eric Brandenburg is a highly accomplished military leader with extensive experience in program management, cyber warfare, and technical sales engineering. His proven ability to handle complex programs and deep cybersecurity knowledge make him an indispensable asset to elevate your project.

While Deckard Technologies is headquartered in San Diego, California, much of our team operates remotely across the country to ensure we remain responsive and closely connected to the jurisdictions we serve. This distributed structure allows us to provide localized support while maintaining the resources and expertise of a centralized team. Whether from our main office or remote locations, our staff is fully integrated and aligned in delivering responsive, high-quality service to every client.

Team Resumes

Eric Brandenburg

Senior Director of Client Experience

deckard technologies

A highly accomplished military leader with extensive experience in program management, cyber warfare, and technical sales engineering. His proven ability to handle complex programs and deep technical knowledge make him an indispensable asset to elevate your project. Eric will certify the jurisdiction's project timelines are met and the system is configured for optimal performance. Eric has worked on 100 simliar projects to date.

WORK EXPERIENCE

Deckard Technologies
2023 - Present

Senior Director of Client Experience

Oversees Customer Onboarding:

- Leads the onboarding process for new customers
- Conducts detailed requirements gathering to ensure a smooth implementation
- Oversees initial software implementation and configuration
- Directly supervises and empowers cross-functional teams, including the Customer Support Team, Tier 1 and Tier 2 Technical Support, Client Success Director and Managers, and the Senior Program Manager.

Freelance
2022 - 2023

Technology Consultant

Independent Consultant for Intelligence/Business Intelligence systems to include: Cyber Warfare, Cellular Intercept, Open Source Intelligence (OSINT), Geo-Location and Tracking, Airborne Intelligence Surveillance and Reconnaissance (ISR), Software/Hardware Development, and Systems Integration.

University of Maryland Global Campus
2015 - Present

Adjunct Professor

Cyber Security Program

IHSS Development Group
2023

Vice President - Cyber Warfare

Vice President in charge of Cyber Warfare Operations and Systems to include cellular intercept, Open Source Intelligence (OSINT), Geo-Location and Tracking.

IA2G/International
2021 - 2023

Director of Business Development

Cyber Security Program

EDUCATION

Capitol Technology University
2023-2025 (Current)

Doctor of Philosophy - PhD, Intelligence and Global Security

American Military University
2012-2014

Master of Science (MS), IT/Digital Forensics

3.97 GPA, Golden Key International Honour Society

American Military University
2006-2008

Bachelor of Science (BS), Information Technology

With Honors

Anthony Moriarty

VP of Data Science
Co-Founder of Deckard

deckard technologies

Tony is Deckard's Machine Learning & Data Science Lead, Big Data native and software research engineer, and Open-Source contributor. Tony and his team elevate what is possible through modern data science techniques and allow us to find more property locations and uncover more data driven insights than anyone else in the market. Tony will ensure the jurisdiction's data remains the strongest foundation for accurately identifying and analyzing short-term rentals.

WORK EXPERIENCE

Deckard Technologies
2018 - Present

VP of Data Science, Co-Founder of Deckard

- Leads the DeckardML initiative, having architected the company's original data science roadmap.
- Developed DRKv1, a proprietary heuristic for identifying target properties.
- Oversees the integration of advanced machine learning and deep data mining techniques to enhance STR identification and property intelligence.
- Elevates the platform's capabilities by driving innovation in predictive analytics and large-scale pattern recognition.
- Spearheads AI/Machine learning initiatives for Deckard.

Qualcomm
2010 - 2018

Senior Staff Machine Learning Engineer

Led the Machine Learning effort in Chip Testing; Forecasting & Finance. Designed and built systems to analyze, join, and visualize data from disparate sources using pySpark,AWS-EMR, scikit-learn, Postgres and ELK. Deep Learning & Natural Language Processing to classify documents. Excellent communication skills required to convey conclusions to internal departments and leadership of a fortune 500 company.

Canon Information Systems Research Australia (CISRA)
2007 - 2010

Software Engineer

Embedded design and C coding in the field of display rendering, implementation, analysis and optimization of a large system, test systems with Python, patent evaluation and creation, brainstorming ideas and presentations to superiors, liaising with customers: communication and negotiation.

EDUCATION

University of Sydney
2016-2019

Masters of Data Science, Machine Learning and Data Visualization

HD GPA. Academic Honour Roll. Masters of Data Science Entry Scholarship.

University of Queensland
2001-2006

BENG/IT, Computer Systems Engineering

90% GPA, First class honours, High Distinction for thesis

Nickolas R. Del Pego

Chief Executive Officer

deckard technologies

Mathematician, U.S. SpecOps veteran, seasoned corporate senior leader and all-around problem solver. Nick's career path has always left him solving difficult problems with finesse and efficiency. He stays actively engaged with our customers and takes pride in providing solutions that meet your needs. Nick demonstrates his commitment to client engagement by sharing his personal cell phone on LinkedIn. Your jurisdiction will have access to Nick's direct email and phone number.

WORK EXPERIENCE

Deckard Technologies
2023 - Present

Chief Executive Officer

Responsible for end to end operations and product development across a geographically distributed team; identifying opportunities, setting customer expectations and driving the team to efficiently and elegantly address and overcome the challenges to rapidly developing data driven solutions.

InQualcomm ESG Data Analytics
2015 - 2018

Senior Program Manager

- Led and ran operations for successful data science and engineering efforts across varied subject areas; including data management for autonomous driving (Petabytes monthly), machine learning and data pipelines for big data across Chipset Performance and Test Engineering and Global Chipset Market Forecasting
- Managed an annual budget exceeding $17M for a team with 70 team members across the globe; accountable for the spend and transparent communication to highlight changes and mitigate risks to key stake holders
- Created the push for millions of dollars' worth of investments, in hardware, software, external expert engagements to both aide and train internal resources as we pushed further into tackling big data opportunities with cutting edge methods in parallel computing, containerization and modern machine learning techniques.

InQualcomm ESG Data Analytics
2011 - 2015

Senior Program Manager

- As the team's lead subject matter expert for intellectual property data, worked to align a suite of software and data analytics tools to efficiently monetize and leverage Qualcomm's patent portfolio
- Set expectations with customers, drove execution of our projects to meet those expectations, and communicated the results with key stakeholders to ensure that the right products were being delivered and achieving measurable results

EDUCATION

University of California San Diego

B.A. in Mathematics

3.891 GPA, Summa Cum Laude, Phi Beta Kappa academic honors society

University of California Los Angeles

Mathematics

Jessica Flanagan

Chief Technology Officer

deckard technologies

A career software engineer, technical manager, accomplished communicator and public speaker, team mentor, gamer, women-in-tech advocate and former white hat hacker. Jess leads our data engineering team which is the backbone of everything we build. Jess will provide strategic oversight to ensure the jurisdiction's short-term rental platform is built and maintained to the highest technical standards.

WORK EXPERIENCE

Deckard Technologies
2018 - Present

CTO Co-founder

Role within Deckard has been to:

- Designed and implemented scalable data architecture to support high-volume data processing.
- Leads the engineering team, providing mentorship and technical guidance.
- Developed reliable, cost-efficient data pipelines for numerous data feeds.
- Established data warehouse and database environments to support analytics and data science.
- Unified disparate data sources to ensure consistency and accessibility.

InQualcomm ESG Data Analytics
2017 - 2018

Lead Data Architect (Senior Staff Engineer)

- Led architecture and development of big data solutions across domains including wireless communications, IP, and financial analysis.
- Split role between hands-on development and providing architectural oversight across multiple internal projects.
- Evaluated technologies and established architecture standards and best practices within the team.
- Prototyped Kylo/NiFi pipelines for operator services and chipset testing teams.
- Advised on migrating an Apache Airflow pipeline to Google Cloud for the self-driving car division.
- Supported AWS pipeline development for the 5G testing group and improved prototypes for the network monitoring team.

InQualcomm ESG Data Analytics
2014 - 2017

Developer / Solution Architect (Senior Staff Engineer)

Managing a team of data scientists and developers to build a unified database by combining information from many sources, purchased, web scraped and inferred from other data sets. To start with we had to create a canonical name system for linking these sources.

EDUCATION

The University of Queensland

Bachelor of Engineering, Software

3.891 GPA, Summa Cum Laude, Phi Beta Kappa academic honors society

The University of New South Wales

Graduate Diploma of Engineering Science, Telecommunications Engineering

Our support philosophy

The Rentalscape Advantage

Dedicated Client Success Manager (CSM)

Your CSM serves as an ongoing partner, advocating for your success and facilitating collaboration between Deckard Technologies and your team. This relationship ensures staff needs are met efficiently, creating a foundation for exceptional service and long-term success. At Deckard Technologies, exceptional customer service isn't an extra feature - it's our philosophy!

Comprehensive and Ongoing Training

- Initial and refresher training sessions tailored for County staff
- Training materials provided electronically for easy access
- Virtual training reduces costs and ensures consistency
- Unlimited users

Unlimited Access and Support

Unlimited users and training included at no extra cost, your CSM is available to provide assistance and address your concerns. Your CSM is always accessible via phone, email, and/or virtual meetings, ensuring you have the partner you need to achieve your program goals.

Proactive Updates and Enhancements

Quarterly software updates keep the system aligned with the evolving needs of the short-term rental market and ensures continuous improvement.

Rapid Issue Resolution

All In addition to having access to a dedicated CSM, you'll have access to the Customer Support Portal for fast and efficient issue resolution. Requests are reviewed daily, and all reported issues are escalated the same business day through our monitored email and online support system. Deckard is equipped with the tools and resources necessary to support your customer journey effectively.

With Rentalscape, exceptional customer service isn’t extra—it’s our mission.

Authorized Negotiator

Thomas Hemmings, Vice President & Chief Financial Officer
(619) 501-4208
tom.hemmings@deckard.com
620 5TH Ave. #400, San Diego CA 92101 (Headquarters)

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Section III

References

References

We believe that **continuous innovation** is essential to meeting the challenges of today and tomorrow. We are proud of our achievements and solutions, which enable cities and counties to manage short-term rental activities and ensure that local rules and ordinances are enforced for the betterment of local residents.

The following References are examples of successful partnerships between Deckard Technologies and its clients.

Sullivan County, NY

NANCY BUCK
COUNTY TREASURER

nancy.buck@sullivanny.us
845-807-0210

PRODUCT:
RENTALSCAPE

Calaveras County, CA

LEHUA MOSSA
TREASURER TAX COLLECTOR

lmossa@co.calaveras.ca.us
209-754-6350

PRODUCT:
RENTALSCAPE

Suffolk County, NY

DAVID PETRIE
SYSTEMS ANALYST

david.petrie@suffolkcountyny.gov
(631) 759-5754

PRODUCT:
RENTALSCAPE, OUTREACH CAMPAIGN, REGISTRATION PORTAL, TAX PORTAL

Placer County, CA

DOUG JASTROW
REVENUE SERVICES MANAGER

dwjastro@placer.ca.gov
916-543-3945

SERVICE PROVIDED:
RENTALSCAPE, TAX PORTAL

Town of Mount Pleasant, SC

JANE YAGER-BAUMRIND
PLANNING & DEVELOPMENT

jyager-baumrind@tompsc.com
843-884-1229

PRODUCT:
RENTALSCAPE, STR REGISTRATION PORTAL

City of Galveston, TX

BRYSON FRAZIER
CHIEF FINANCIAL OFFICER

bfrazier@galvestonparkboard.org
409-797-5137

SERVICE PROVIDED:
RENTALSCAPE, TAX PORTAL

Section IV

Plan Implementation

The Rentalscape STR Identification & Management Process

At Deckard, we don't just sell software.

Unlike many SaaS (Software as a Service) companies that roll out a solution then "set it and forget it", Deckard partners with 400+ jurisdictions across the US to build a complete short-term rental program tailored to their communities. We also continuously enhance the software with new features and improvements to optimize usability and functionality. In 2024 alone, we onboarded over 100 new clients.

Our goal isn't just to provide software; it's to empower communities to identify all short-term rental activity, ensure operators comply with applicable laws, bring people into compliance, and reduce the workload on your staff. Managing issues such as noise complaints or underpaid taxes is a breeze with Rentalscape by Deckard.

> *Rentalscape is an absolute game-changer - we had 100% more information and that makes my job 1000% easier*

Jane Yager-Baumrind
Short-Term Rental Coordinator
TOWN OF MT PLEASANT, SC

Example of a recent successful STR program

On January 3, 2023, Deckard Technologies replaced Avenu Insights as the provider of Short-Term Rental Identification and Management Services for South Padre Island, Texas—a premier beach destination with a high-demand short-term rental market. This successful transition highlights our expertise in implementing large-scale compliance and monitoring solutions. Managing a dynamic market like South Padre Island has provided invaluable real-world experience directly applicable to Albany, which had over 884 active short-term rental listings last year. The best practices we've developed in project like these equip Deckard to help Albany effectively manage its short-term rental marketplace in compliance and a streamlined registration efforts.

In just 10 business days, we kicked off our program, configured the core Rentalscape system and opened access to staff in South Padre Island, which had over **9,000** short-term rental listings across more than **3,000** properties. South Padre Island started using Rentalscape on January 18 – just 15 days after finalizing their contract!

How is this possible? It's because Rentalscape by Deckard is the only platform that tracks short-term rental activity for every town, city, county, and state in the U.S.—not just for our customers, but for every single jurisdiction in the country. Rentalscape is already configured and live for the County of Albany – we just need to give you access. Our competitors typically take months to build and configure a system for tracking your short-term rentals, all while charging you for a service that has yet to be built. With Rentalscape, you get a solution within weeks of signing the contract.

Shortly after signing with Deckard, South Padre Island decided to expire all existing licenses and launch a new registration program. While this is uncommon, South Padre Island took this bold step to ensure that registered properties were well managed. Deckard configured South Padre Island's Short-Term Rental Registration platform to exactly match their ordinance between February and April for a go-live before May 1. After identifying over 95% of all short-term rentals on the island and with the help of the Rentalscape Outreach Campaign, we received over 2,300 license applications between May 1 and October 1, with more than 1,000 submitted in the first 24 hours of the new system going live.

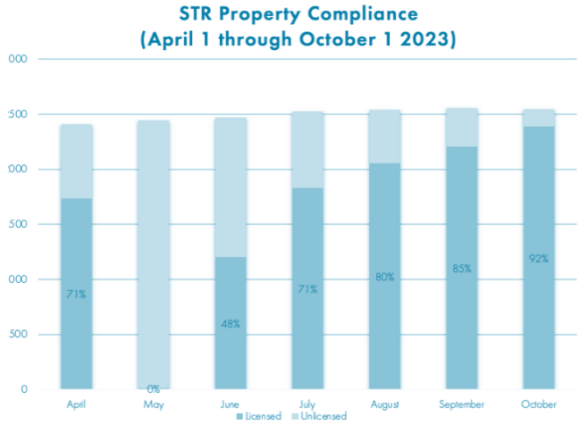


Figure 1: ***Compliance in South Padre Island***

After four years with Avenu Insights, South Padre Island had 72% compliance in short-term rental registration as of April 2023.

By October 2023, with the help of Deckard, South Padre Island raised their registered properties by over 600 and increased compliance to over 92%, with further gains still coming.

Senate Bill 2025-S820

01

Step one in a great STR program is having a well-designed regulatory framework. Deckard regularly works with the counties to develop great ordinances. New York State just enacted an exciting new law originally introduced as a Senate bill.

What makes it stand out?

- Each county is required to establish and maintain a STR registry
- The law mandates the collection of state and local taxes on short-term rentals
- The legislation imposes penalties for non-compliance
- Booking platforms are obligated to submit detailed quarterly reports to the New York State Department of State and, where applicable, to counties with registries.

The Message

02

Step two in a great STR program is **communication**. Deckard regularly works with council to communicate to the operators their responsibilities. The County of Albany can do this well too.

What would make Albany excel in communication?

- Clearly define on the County website how SB-820 will affect STR operators
- Create an FAQ for STR operators to understand their responsibilities
- Provide contact information for the appropriate County contact in regard to STR's

Many of our 400+ customers who utilize the Rentalscape Outreach program can enhance their messaging. Once we have identified all the non-compliant operators, multi-letter campaigns are incredibly effective in bringing operators into compliance. The key is to clearly communicate that you have been tracking their operations, have accurately identified their address, and have tied the identification of the advertised property to an exact the County of Albany parcel number.

Deckard ties STR listings to exact parcel numbers and regularly updates parcel owner contact details from county data. Unlike competitor systems, there is no manual work required by County staff to contact non-compliant operators.

The Data

03

Running a successful program is all about excellent data.

Having data that is complete, accurate, timely and actionable are all extremely important.

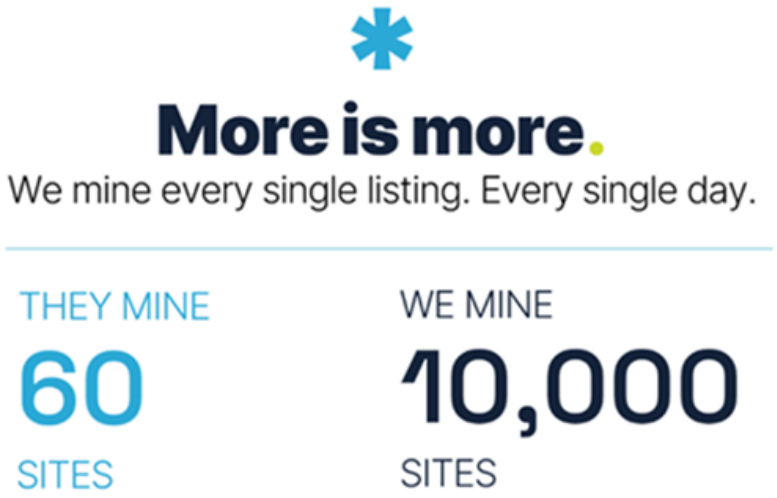
Deckard is a data company! We store over half a billion real estate images and monitor every listing in every city worldwide for changes daily. We store terabytes of data and add over one billion new records to our repository each day.

That's all great – but what does it get you?
How does the County of Albany benefit from great data?

Great data Great data enables effective outreach. It helps ease people into compliance, but more on compliance below. Deckard's data collection is unlike any other platform in the industry. While other providers mine a fixed set of platforms, Deckard uses AI systems to scour the web 24/7, continuously searching for new sites with short-term rental listings.

The short-term rental industry is expansive, with thousands of platforms, brands, and providers across the globe. Just how many STR platforms are out there? With **19,502 incorporated places** in the U.S. alone (each potentially hosting its own local STR website) the number is likely far greater than most realize. So far, we've identified over 10,000 platforms worldwide and continue to expand our database daily. It's a diverse and constantly evolving landscape, and our mission is to uncover and track every platform operating in this space.

But what does it all mean? Below is a sample breakdown of the types of sites, the information available on each, and why it's essential to look everywhere.



The Big Guys

Airbnb, Expedia, TripAdvisor, and Booking.com are the four largest advertising platforms for U.S. short-term rentals. However, these platforms often exist in different forms. For example, Stayz.com.au contains identical information to vrbo.com—both are Expedia sites. Stayz.com.au is simply the Australian version. Similarly, Bookabach.co.nz is another version of vrbo.com with a different logo; it's the New Zealand version. All three sites feature the same listings—they just have different branding.

Figure 2 lists the various forms these four platforms take. Note that many of these sites no longer exist; HomeAway.com and CanadaStays.com now simply redirect to VRBO.

Other solution providers that list all these sites as part of the catalog they monitor are just counting the same listings repeatedly, making it appear as though they monitor much more than they actually do.

Figure 2: ***Various guises of the four major STR platforms***

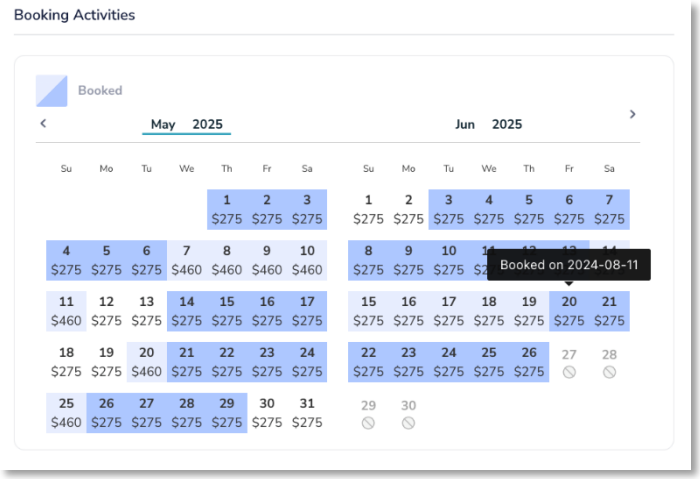
The Medium Guys

Deckard also monitors many smaller platforms, primarily specialty advertising sites such as Hipcamp.com, which focuses on camping sites, and BringFido.com, which specializes in pet-friendly accommodations. Another type of mid-sized STR site includes property management companies like Vacasa and Evolve.

Rentalscape by Deckard regularly tracks listings on Hipcamp, BringFido, HolidayRentalsByOwner, Evolve, Vacasa, and hundreds of other mid-sized short-term rental sites. These large property management companies operate nationally and frequently list their properties on both major platforms and their own sites. **MisterBandB advertises around 38 listings in the County of Albany and many of their bookings are taken directly on their platform. Evolve has a presence in the County of Albany with 22 listings.**

The Data Store

Rentalscape is the only system that continuously monitors short-term rental listings. It's the only platform that closely tracks every calendar and booking, ensuring that even last-minute reservations are captured. Without frequent monitoring, identifying these late additions would be impossible.



FutureCast™ tracks bookings as they are made. Rentalscape shows calendars for every property including the rate, the individual bookings and the date booked.

Figure 3 shows the calendar available within Rentalscape for every short-term rental property. The calendar on the left shows both past and future bookings. When two bookings are made back-to-back, they are highlighted in a different color (note change in color on May 7-11). The nightly rate is shown on all bookings along with the date the booking was made. To the right, the booking from June 20 to 26 was taken by the host on August 11, 2024.

Figure 3: ***Rentalscape Calendar***

The Deckard AI platform consists of thousands of computers running 24/7, mining data and analyzing the results with AI. It holds over half a billion images, nearly a billion short-term rental screenshots, and trillions of data records.

This system is the foundation for improving compliance. If there is an interior or exterior photo of a property, we likely have it. Deckard houses the single largest real estate data repository in the world – it's what we use every day to identify properties, track activity and generate the evidence required to ensure near-total compliance in the County of Albany.

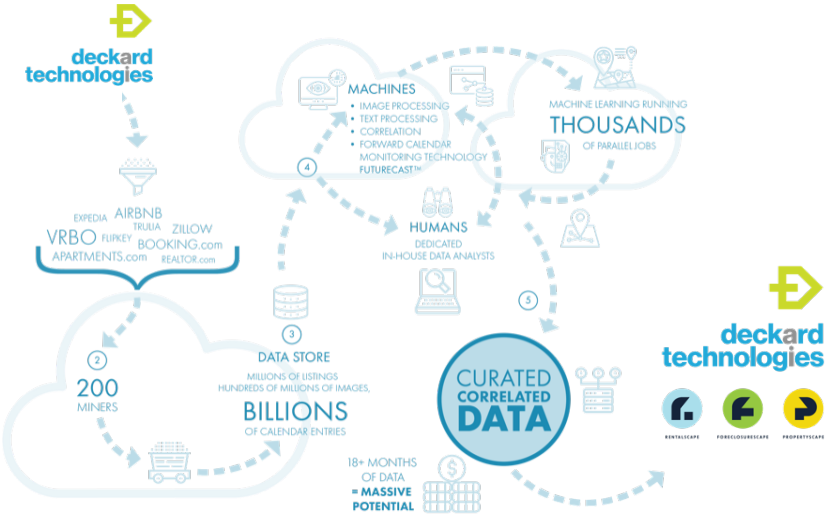


Figure 4: ***Deckard AI Platform***

The Artificial Intelligence

04

Having the only system that mines every short-term rental listing every day is just part of the solution. Rentalscape discovers thousands of new images each day. Rentalscape processes over a billion new data records daily. This data volume is far beyond what can be managed by humans alone. This is why at Deckard we have built a massive machine learning system that leverages extensive image analysis, natural language processing (text analysis) and artificial intelligence to process the data. The result is that we identify new short-term rentals soon after they start advertising. Our vast real estate data store doesn't just contain short-term rental data—it includes real estate sales, long-term rentals, street view data, county property records, property sales information, and ownership details, all fed into our AI system.

To date, our analysts have already matched over 35 short-term rental listings with the exact property addresses within the County limits. We have approximately 841 listings yet to be mapped. Within 4-6 week of engaging with the County of Albany we expect to have over 95% of listings for properties correctly identified.

Figure 5 shows the Rentalscape map for the **County of Albany** where over **24** properties have already been identified using our artificial intelligence systems. The color-coded map currently uses yellow dots for unmatched addresses and blue dots for verified listings, once a contract is signed all dots will become blue within 4 weeks. When **the County of Albany** licensing data is upload, the team can color code each dot based on compliance so that the map view serves as a command center to quickly identify and address non-compliant properties.

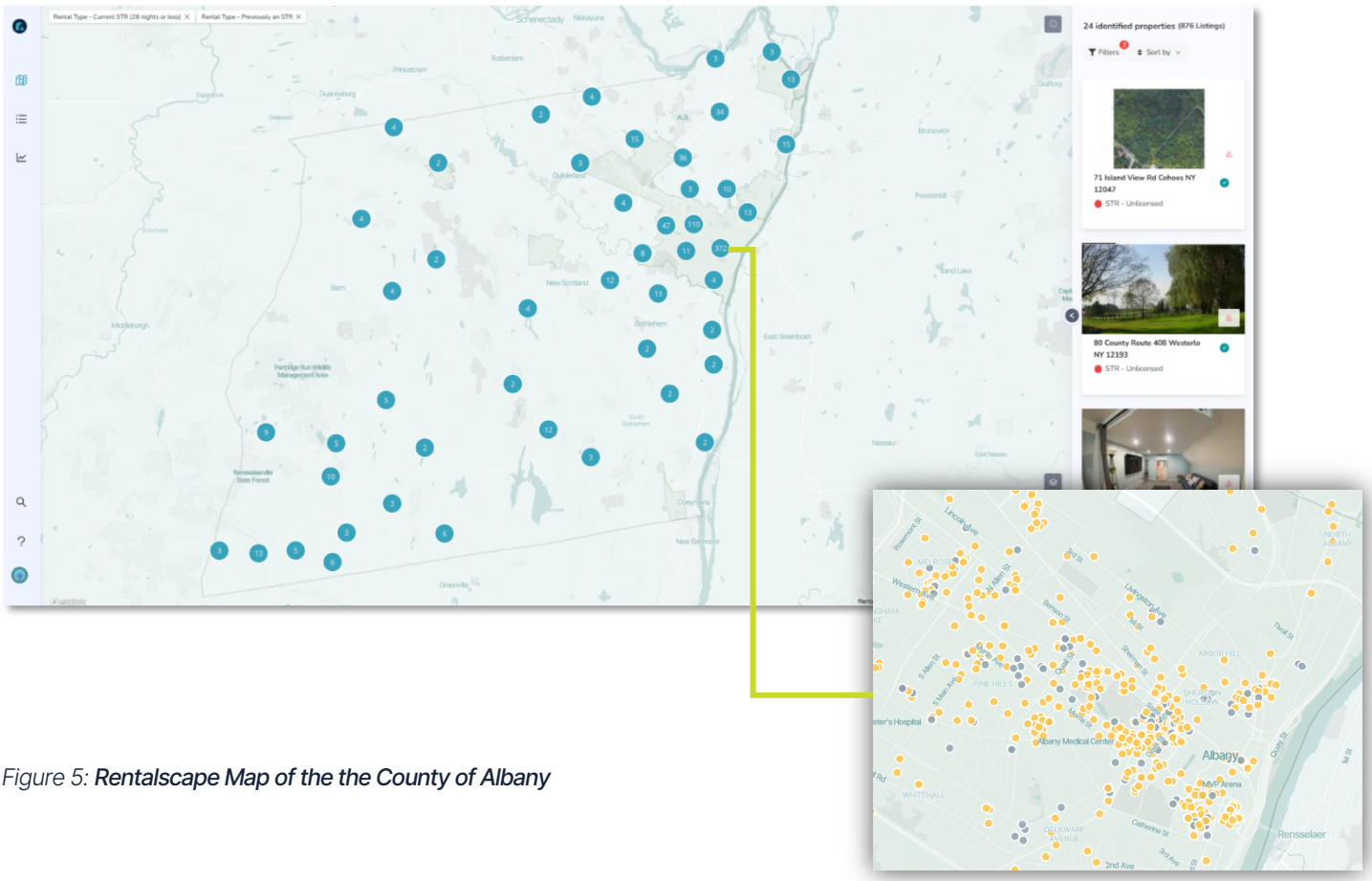


Figure 5: ***Rentalscape Map of the the County of Albany***

Figure 6: ***Image Matching***

How does it all work? The Rentalscape image matching system is completely unique in the industry. This multi-tiered system can, of course, match identical images, but the real magic lies in the ability to match two different images of the same scene, whether internal or external. As shown in Figure 6 above, the Rentalscape image matching identified two different photos of the same property taken from different angles as being the same house. Our technology compares every photo from each short-term rental listing in the County to images in our real estate database. With over 884 listings processed, this has resulted in more than 700,000 photo comparisons. By leveraging publicly available Zillow listings where precise addresses are publicly available further enhances our efficiency, allowing us to pass cost savings on to our clients and achieve an operational speed four times faster than the industry average. With our extensive real estate and street view data, a powerful computing platform is essential to manage this workload. Fortunately, Rentalscape's advanced computing infrastructure operates around the clock, 365 days a year, matching every STR listing to its exact address/parcel number Figure 7 shows how Rentalscape matches an Airbnb listing in the Albany to a Zillow listing and most importantly it is also matched to the exact county parcel record.

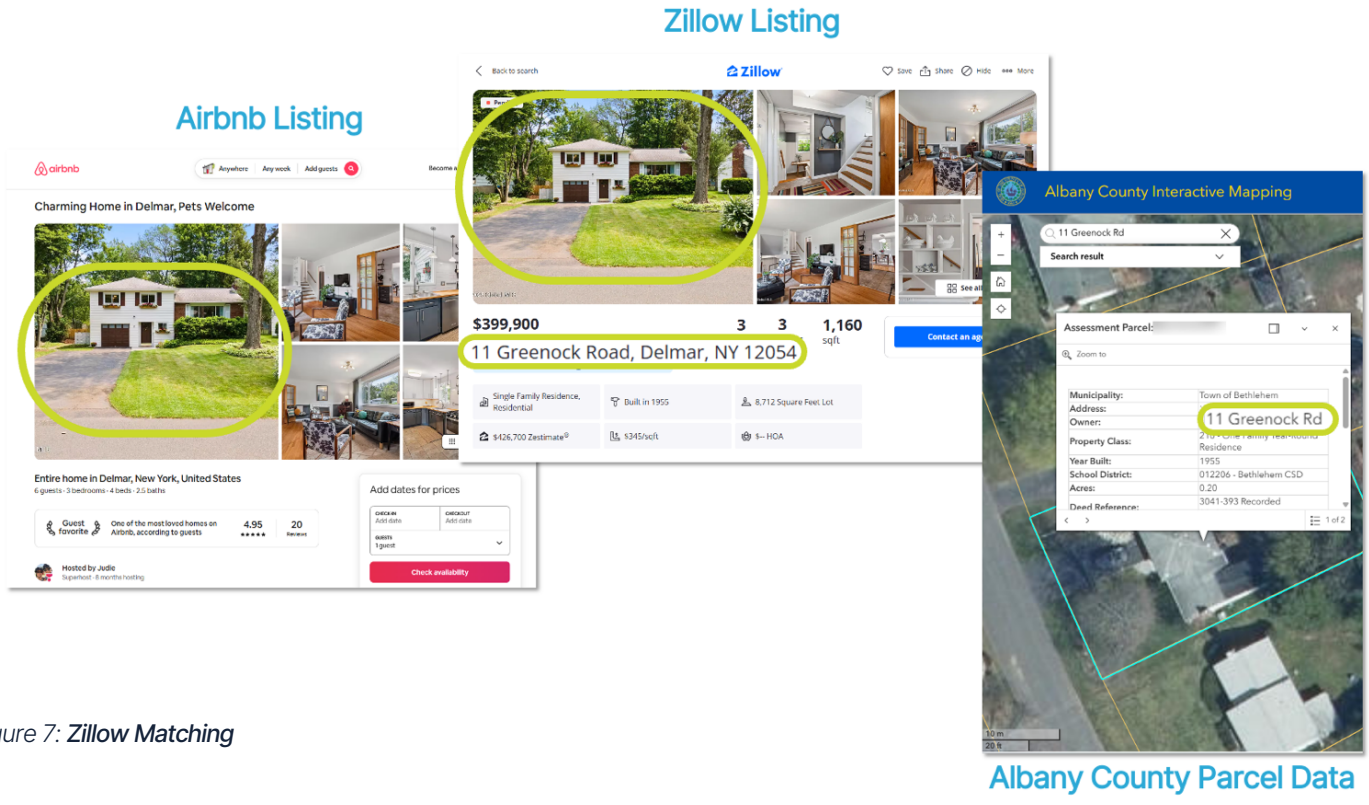


Figure 7: ***Zillow Matching***

Supervised machine learning requires ground truth—the more, the better. Ground truth must be incredibly accurate, and the more data available, the better the results. **This is why Deckard employs over 50 in-house data analysts who meticulously check every AI result and continually feed the machine learning system with additional ground truth.** Our analysts have manually verified over 350,000 short-term rental properties to ensure the accuracy of our data.

No other company invests as heavily into address mapping technology, nor does any other company employ as many full time, in-house analysts as Deckard!

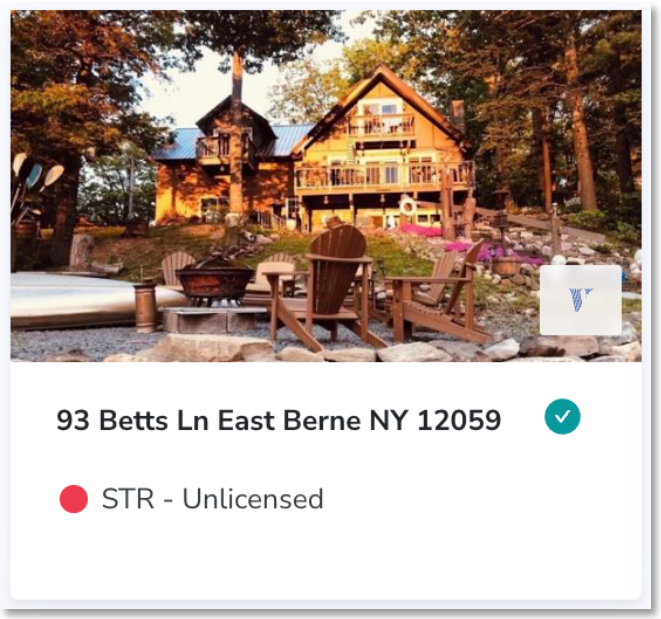


Figure 8: ***Rentalscape verified property***

When you see the verified flag on Rentalscape, you know an in-house Rentalscape analyst has meticulously verified every aspect of the property – the address, the structure, the license, the owner – everything has been thoroughly checked.

Rentalscape is widely praised by its users for uncovering insights that would otherwise be impossible to obtain. It streamlines the work of compliance officers and tax collectors nationwide, ensuring both accuracy and efficiency. Far from simply making the job easier, Rentalscape transforms short-term rental management into a genuinely enjoyable process. By continuously processing massive amounts of real-time data, the platform delivers comprehensive oversight and valuable intelligence, placing it well ahead of competing solutions

Scope of Services

1. The following is an overview of the services that this RFP is requesting. This is just an overview, any services listed may or may not be required. We are looking for firms to provide at a minimum, these services, and any necessary related services throughout the contract period:

    1. Locate all short-term rental (STR) property listings and owners within Albany County

        Deckard Technologies locates all short-term rental (STR) listings and their associated owners within Albany County by using our data mining and proprietary address matching technology. Our Rentalscape platform continuously monitors both major and niche booking platforms including Airbnb, Vrbo, Booking.com, and smaller regional sites, to capture all active STR listings. Each listing is then matched to an exact parcel number and associated address, allowing us to identify the corresponding owner.

        This comprehensive identification process provides Albany County with a verified inventory of STRs, complete with ownership data and listing-level details. The system also enables the County to distinguish between compliant and non-compliant operators and for the Deckard team to initiate targeted outreach when necessary.

    2. Identify and address patterns of non-compliance

        Rentalscape identifies and addresses patterns of non-compliance through continuous monitoring and advanced analytics within the Rentalscape platform. By scraping booking platforms weekly and matching each listing to a parcel number, we track activity such as occupancy levels, booking frequency, and calendar availability. The system flags potential violations such as unregistered rentals, listings that exceed occupancy limits, or properties advertising more units than allowed, based on rules configured to align with Albany County's regulations and state law.

        This ongoing monitoring helps the County detect repeat violations, analyze trends across neighborhoods or property types, and focus enforcement efforts where non-compliance is most common. Combined with our mailed outreach campaigns, the County can proactively communicate with operators and guide properties into compliance more efficiently. Since the Rentalscape compliance system is directly connected to the registration portal, compliance statuses update in real time as registrations are processed, giving the County a current and reliable view of the short-term rental market.

    3. Address and enforce compliance of related regulations (Automated email/SMS notifications for renewal reminders, non-compliance, and tax reporting deadlines should be included in the web application)

        Deckard Technologies' system supports automated email notifications for key compliance events such as renewal reminders, non-compliance alerts, and tax reporting deadlines. These notifications are configured based on the County's preferences and are sent directly through the platform. As part of the registration process, we verify the email address submitted by the registrant to ensure it is active and valid, allowing the County to have confidence that communications are being successfully delivered. While SMS notifications are not currently supported, our email system is proven effective across hundreds of jurisdictions for maintaining timely communication with operators.

4. Provide monitoring services of rental activity to include nights booked and revenue

   The Rentalscape system provides accurate estimates of rental activity by monitoring calendar data across all major booking platforms. Our system scrapes this data daily and uses proprietary algorithms to distinguish between revenue-generating nights and blackout or owner-occupied dates. This allows us to generate reliable estimates of nights booked and associated revenue for each property. By continuously updating and analyzing this data, the County can maintain a clear, real-time understanding of rental activity across both registered and unregistered short-term rentals.

5. Provide education to hosts and training for county personnel to utilize the platform

   Deckard Technologies provides a comprehensive mix of educational materials and personalized training to ensure all hosts and County personnel can effectively use the platform. We offer host-facing materials developed for other jurisdictions that can be tailored to Albany County's requirements. Your assigned Customer Success Manager (CSM) will train County staff during implementation and remain available for additional training as needed, whether for new hires or refresher sessions. We are committed to ensuring that all users are confident in navigating the system, which has been intentionally designed to be intuitive and user-friendly.

6. Perform community outreach regarding short-term rentals, requirements and how to register

   Deckard Technologies performs proactive community outreach on behalf of the County to educate short-term rental operators about local requirements and how to register. Outreach letters are sent using County-approved language and branding, including official letterhead, to ensure legitimacy and encourage action. These campaigns guide operators through the compliance process and direct them to the intuitive online registration portal, helping reduce the administrative burden on County staff while increasing registration rates. See page 45 for more information on the outreach campaign.

7. Address Identification tied to unique county parcel data

   The Rentalscape system matches every identified short-term rental listing to a verified physical address and ties it directly to the County's parcel data. This ensures that all listings are accurately associated with a unique parcel number, enabling the County to maintain a complete inventory of properties and streamline compliance tracking, enforcement, and communication.

8. Provide an easy to use online STR rental registry portal for owners/property managers and hosts to register

   Deckard Technologies provides a user-friendly, cloud-based short-term rental (STR) registration/registry portal designed to streamline the registration process for property owners, managers, and hosts. The system has been successfully deployed in jurisdictions across the country and is configured to match the County's ordinance and state regulations from the start.

   The portal is intuitive, mobile-friendly, and ADA-compliant, enabling users to complete the entire registration workflow (including uploading documents, paying fees, and attesting to requirements such as insurance, safety certifications, or primary residency) without technical assistance. Users are guided step-by-step and receive automated email confirmations and reminders tied to key dates such as renewal deadlines or insurance expirations. As part of the registration process, emails are verified to ensure reliable communication. The portal supports bulk registration for professional managers handling multiple properties, and each registered property is assigned a unique registration number.

All collected data is tied to the County's parcel layer and stored within the Rentalscape platform, which updates the property's compliance status in real time once registration is approved. Document uploads (e.g., insurance, identification) are supplemented by configurable data fields, allowing the County to track expiration dates and enforce missing or incorrect documentation. If needed, the County can block registration approvals until missing documents are re-uploaded.

The registration portal also accommodates Booking Service Providers if required, with a dedicated workflow allowing them to submit platform-specific information through a structured process. All workflows, forms, field requirements, and communication templates are configured specifically to the County's needs and can be updated as regulations change.

Deckard's client success team works closely with County staff throughout the implementation process and beyond, offering ongoing support and training to ensure both staff and end users are comfortable and successful using the platform. See page 46 for information on the Registration Portal.

9. Provide an online portal that is separate and distinct from the above stated registration portal that will assist with revenue collection and county government auditing (All portals must be responsive and mobile-friendly).

Deckard Technologies provides a dedicated, mobile-friendly online portal specifically for revenue collection and county auditing purposes. This tax collection portal is separate from the registration portal and is designed to simplify the remittance process for short-term rental (STR) operators while providing the County with powerful auditing and reconciliation tools.

The portal allows property owners, hosts, or managers to remit STR-related taxes on a monthly, quarterly, or annual basis. As part of the remittance process, the portal can collect detailed information such as number of nights booked, revenue generated, guest counts, and booking platform used. All tax amounts, penalties, and late fees are automatically calculated based on the County's defined rules and tax rates, which are configured during implementation.

Deckard's system is integrated with a variety of payment processors, which are PCI-compliant that supports both credit card, ACH payments, and checks. Funds are remitted directly to the County, and nightly reconciliation reports are generated to assist in financial tracking and auditing. Property managers can utilize the bulk filing feature, allowing them to submit tax data for multiple properties at once while maintaining per-property reporting integrity.

All user activity, remittance history, and payment statuses are documented and stored indefinitely, with access restricted based on user roles and privileges. The County can run ad hoc or scheduled reports to monitor tax compliance and identify discrepancies.

In addition to collecting self-reported revenue, Rentalscape estimates revenue by scraping calendar data and applying advanced algorithms to determine which nights are booked and at what price. This allows the County to compare estimated revenue to reported revenue and flag potential cases of underreporting or non-filing for further investigation.

Automated reminder emails are sent to operators ahead of due dates for tax submissions, with the timing and frequency of those reminders fully configurable by the County. Additionally, all STR compliance data from the Rentalscape monitoring platform is integrated into the tax portal, allowing the County to cross-reference registration, rental activity, and tax remittance status in a consolidated environment.

This separation of portals one for registration and one for tax collection ensures clarity for users and provides the County with a structured, scalable solution for managing financial oversight and enforcement. See page 49 for more information on the Tax Collection Portal.

10. Assist with enforcement activities as needed

Deckard Technologies supports enforcement activities by providing Albany County with the tools, data, and documentation needed to identify and act on non-compliant short-term rental operators. Our Rentalscape system consolidates all relevant information into a property card that includes address, ownership, listing history, registration status, rental activity, and possible violations, allowing County staff to take informed enforcement actions.

The system automatically flags properties that are not registered, exceed occupancy limits, violate minimum night stays, or fail to upload required documentation such as proof of insurance. County staff can filter for these violations, generate outreach or enforcement letters directly from the system, and document communications and responses within the property card.

As needed, Deckard also supports physical outreach campaigns on behalf of the County, using County-approved language and branding to communicate registration requirements or non-compliance notices. For jurisdictions that require documentation for legal enforcement, we provide time- and date-stamped PDF screenshots of listing activity, as well as archived calendar data and platform reviews to establish a clear history of rental activity.

In the event that legal proceedings arise, Deckard is prepared to provide supporting documentation and can offer in-person testimony when necessary. Any associated travel and expert witness time may be billed at a standard hourly rate, to be agreed upon with the County in advance.

This comprehensive approach ensures that Albany County can move beyond monitoring and registration into targeted enforcement (backed by reliable data) a compliant communications process, and a support team familiar with municipal STR enforcement practices.

11. Provide GIS solution that can provide segmentation for each incorporated area within the County

Deckard Technologies provides a GIS-enabled solution that allows Albany County to segment short-term rental data by each incorporated area within the County using jurisdictional shapefiles. Each property in the Rentalscape platform is tied to a verified parcel number with corresponding latitude and longitude coordinates, enabling the system to automatically assign properties to the correct city, town, or other designated area.

County staff can upload shapefiles to define the exact borders of each incorporated area, HOA, or zone. These shapefiles are used to filter and segment the data in both the list view and on the interactive map, allowing users to analyze STR activity and compliance at a highly localized level. For example, staff can view only properties within Albany County or isolate STRs in specific zoning overlays that prohibit rentals.

12. The registry portal and outreach materials must support multiple languages, including Spanish and other languages commonly spoken in Albany County.

The registration portal is designed to support multiple languages, including Spanish and other languages commonly spoken in Albany County. All static text on the portal is fully translatable through browser-based translation tools, ensuring accessibility for a diverse population of property owners and hosts. Outreach materials can be provided in multiple languages upon request, and we regularly work with jurisdictions to

tailor outreach content to the primary languages spoken in their communities. Our team is also experienced in collaborating with local staff to ensure that translated materials are culturally appropriate and aligned with regulatory goals.

13. Vendor will provide training to County officials on all aspects of their proposed product.

Comprehensive training is provided to all relevant County staff as part of the onboarding process. This includes live virtual training sessions that cover every aspect of the system, from navigating the registration portal and accessing compliance data, to generating reports and managing outreach workflows. Training is tailored to the needs of each department, whether staff are involved in enforcement, tax collection, or administrative oversight. A recording of the training session is made available for future reference or onboarding new staff.

In addition, the assigned Client Success Manager (CSM) will remain available throughout the life of the contract to provide ongoing training and support as needed. This ensures that County officials are always equipped to use the system effectively, even as new features are released or team members change.

14. Vendor must document procedures for scope expansion, rate negotiation, and approval of additional services.

Procedures for scope expansion, rate negotiation, and approval of additional services are clearly documented and will be provided upon contract execution. Any request for additional services begins with a discussion between the County and the assigned Client Success Manager to define goals and clarify deliverables. Based on that discussion, Deckard Technologies will provide a formal scope of work, timeline, and pricing proposal for the County's review.

All rate adjustments for additional services are determined based on the level of effort, technical complexity, and impact on existing workflows. No additional work is initiated without written approval from the County. This collaborative and transparent process ensures that all scope changes are fully understood, appropriately resourced, and aligned with the County's objectives.

2. The vendor and the product should include three distinct features:

1. Registration Portal— will create the registry referenced in the NYS Law, collect a registration fee to offset contract costs, provide listing to ensure rentals as registered per new law. Registration portal should include validation rules for data accuracy and completeness (e.g., valid parcel ID, matching address format, required documentation uploads).

Deckard Technologies will provide a comprehensive registration portal specifically designed to support the registry requirements outlined in the NYS Law. The portal is branded with Albany County's information and configured to collect all required data fields, documents, and fees. Property owners and managers can easily register their short-term rental through a mobile-friendly, user-friendly interface that guides them step by step through the process.

The system is equipped with validation rules to ensure data accuracy and completeness. These include checks for valid parcel identification numbers, address formatting that aligns with County records, and enforcement of required fields and document uploads. The portal also includes the ability to upload

compliance documents such as proof of insurance, identification, and any required permits or authorizations.

If the County chooses to implement a registration fee, the portal can collect and track these payments to help offset contract costs. The system automatically flags incomplete or invalid submissions and supports workflows to notify applicants and County staff of missing items.

All registered listings are linked to our compliance monitoring database, ensuring the County can validate that active short-term rentals have completed the registration process per the new law.

2. Quarterly Payment Portal—The creation of a separate and distinct online tax portal for the collection AND payment of hotel occupancy tax from hosts directly to the County (this includes the collection of backup documentation, inclusive of quarterly returns and rental room night exemption detail, from owners/hosts for county government auditing purposes). This will comply with Albany County Local Law as it relates to taxable stays and payment to the County. Vendor must either provide or integrate with an approved PCI-compliant payment processor.

Deckard Technologies will provide a separate and distinct online quarterly payment portal designed specifically for the secure collection and remittance of hotel occupancy tax in compliance with Albany County Local Law. The portal allows property owners and hosts to file returns, remit payment, and upload all required backup documentation, including quarterly returns and any relevant rental room night exemption details. This functionality supports County auditing processes and ensures accurate and complete tax reporting.

The portal is mobile-friendly, easy to navigate, and does not require activation codes or account numbers to access. Each host can associate their user profile with multiple rental properties, pay for all of them simultaneously, and retain historical filing data for audit purposes. Property managers can also take advantage of the bulk filing option, uploading tax details for multiple properties in a single action while preserving individual property-level reporting.

All tax payments are processed through an integrated PCI-compliant payment processor approved by Deckard Technologies or the County. The system generates downloadable reconciliation and audit reports and stores historical data indefinitely, providing a full financial record that can be accessed by County staff for oversight or investigation. This dedicated tax portal ensures streamlined, secure, and transparent tax remittance aligned with Albany County's requirements.

3. Audit Data— vendor would provide data on available rental nights, per location as listed online platforms; the number of rooms rented (if known), the listed range of rental rates (in order to detect any and all discrepancies).

Deckard Technologies provides robust audit data to support Albany County's enforcement and tax verification efforts. Our system scrapes calendar data daily from all major short-term rental platforms to determine the number of nights each property is available for rent. This allows us to calculate accurate estimates of booked versus blocked nights, distinguish between owner stays and revenue-generating activity, and identify listings that may be advertising but not actively renting.

For each listing, we provide the number of rooms or entire units offered (when disclosed), as well as the full range of advertised nightly rates over the reporting period. This data can be used to identify discrepancies between reported tax filings and actual rental activity, such as listings with active calendars but no reported revenue, or properties consistently priced well above declared values.

Our audit data includes time-stamped calendar availability, pricing history, and listing metadata tied to a verified parcel number. This level of detail equips County staff with the insights necessary to investigate potential underreporting or misclassification and supports enforcement actions with defensible, platform-sourced evidence.

3. The vendor should create a customizable, web-based online solution that collects and supplies the following aggregate data on short term rentals from all STR platforms on a monthly basis for all short-term rentals in Albany County:

- The total number of active short-term rental property addresses
  Deckard Technologies provides a monthly count of all active short-term rental advertised listing and associated property addresses; all matched to verified parcel numbers within Albany County.

- The total number of active short-term rental listings on each platform
  Our system tracks all major short-term rental platforms and delivers a monthly breakdown of active listings by platform (e.g., Airbnb, VRBO, Booking.com).

- The average daily rate for short term rental properties
  We calculate and report the average daily rate for all active listings in Albany County each month based on scraped calendar and pricing data.

- The average occupancy rate for short term rental properties
  Deckard's system estimates the average occupancy rate by analyzing daily scraped calendar availability and booked dates, providing monthly county-wide averages.

4. Additionally, the County is seeking registration data on individual short-term rental properties located within its boundaries that consists of the following:

- Property address and Tax Map Number
  This information is captured and displayed on each property card within the Rentalscape system, with all listings matched to verified parcel data, including Tax Map Number.

- Property type (i.e. entire house or partial house)
  The Rentalscape system classifies each listing by property type, such as entire home, private room, or shared space, based on platform data.

- Number of units in the building where the STR unit is located
  We identify the number of units in the building when available through assessor data or registration inputs, and display it on the property card.

- Whether the owner or host of the STR unit resides in the building, and whether they reside in the unit that is being utilized as an STR
  Owner occupancy is indicated on the property card, using mined data from the advertisement to see if the property has an owner on premise.

- The number of STR units owned by the same owner within Albany County
  The system tracks and displays the number of short-term rental units associated with each verified property owner across the County.

- The number of STR units hosted by the same host within Albany County
  Listings associated with the same host ID are grouped, allowing us to show how many listings a single host manages in the County.

- Property amenities
  Amenities are extracted from listing data and listed on the property card, including details like Wi-Fi, kitchen, air conditioning, etc.

- Number of Rooms Available for Rental at that location
  The system collects and displays the number of rooms offered for rent, as stated on the listing platforms.

- Maximum Occupancy—number of beds
  Occupancy and number of beds are tracked on each property card, as disclosed in the listing description.

- Proof of Registration to pay sales tax
  The registration portal can collect and store tax registration documentation/status, which is linked to the property card for County to track compliance on a per property basis.

- Name and complete legal address of person hosting the unit (operator/manager), if not the owner
  This information is collected via the registration portal and shown in the Rentalscape system when provided.

- Operator/manager contact information
  Contact information for the host or manager is collected through registration and tied to the listing in the system.

- Booking platform(s) where property is listed (Airbnb.com, VRBO, etc.)
  The system lists all platforms where the property is currently active, based on cross-platform monitoring.

- Listing URL(s)
  Each property card contains direct URLs to all active/innactive listings associated with the property.

- Rental history (number of nights booked per month)
  We provide monthly booking estimates based on daily calendar scraping, which are displayed in the rental history section of the property card.

- Number of guest reviews
  The total number of reviews and associated content is captured and updated regularly for each listing within the history section of the property card.

- Expected Date of First Rental
  The system tracks when the listing was first seen online and displays the earliest recorded rental availability date on the property card.

5. Data on individual short-term rentals should be regularly maintained and reportable data should be accessible to the County. Quarterly reports should be provided to the County. All data collected and provided by the vendor will be owned by Albany County. Furthermore, said data is confidential and cannot be shared publicly.

- Reports should include geospatial visualizations and heatmaps of STR concentration and activity.
  The Rentalscape platform includes dynamic geospatial visualizations and property counts that display STR concentration, activity levels, and compliance status. These visual tools can be filtered by zone, neighborhood, or custom shapefiles provided by the County. All quarterly reports include downloadable reports to support enforcement and policy decisions. The system includes a wide range of filtering options, developed in collaboration with over 400 customers to ensure practical, real-world usability. Users can filter the map by violations, geographic location, active listings, and other key attributes to quickly identify areas of concern and focus enforcement efforts.

  All data collected through the Rentalscape system is solely owned by Albany County. Deckard Technologies acts only as a data processor and does not share, repurpose, or distribute County data for any other use. The data is stored securely and can be easily extracted at any time in standard formats such as CSV or Excel for internal use, reporting, or integration with other County systems. Quarterly reports, as well as on-demand exports, are available to ensure full transparency and County control over all information collected and maintained.

- The platform should integrate with other County systems such as GIS (Esri AcrGIS), permitting (Tyler Community Development), and tax software (Tyler Munis/EERP).
  Deckard Technologies supports integration with external systems, including Esri ArcGIS for GIS overlays and mapping, and can export data in formats compatible with Tyler Community Development and Tyler Munis/EERP. We also offer automated data sharing via secure SFTP or custom API integration, subject to a defined scope and technical review. If technical integrations are required, we will work with the County to fully understand the integration points and system architecture in order to accurately assess the level of effort and associate a corresponding cost. Integration planning will be coordinated with the County to ensure seamless alignment with internal workflows.

6. The County is also seeking a vendor who can assist municipalities with the enforcement of State and local short-term rental regulations, which includes the following:
   - Support for permitting and registration of short-term rental properties, including outreach and direction to owners/hosts with portal/registration information.
     Deckard Technologies provides full support for permitting and registration efforts through a mobile-friendly portal designed to guide owners and hosts through the registration process. Our system matches each STR listing to a verified property address and tax mailing contact, enabling us to conduct direct outreach campaigns on behalf of the County and its municipalities. Outreach materials can include detailed instructions, portal links, and jurisdiction-specific requirements to ensure owners are clearly informed of their obligations.

   - Preparation and mailing of form letters to short term rental owners.
     We handle the preparation and mailing of compliance letters to STR owners, including registration notices, permit reminders, and violation warnings. Letters are customized to each municipality's branding and regulations, and are mailed to verified tax mailing addresses. All outreach activity is logged in the Rentalscape system and can be tracked by County and municipal staff. Please see page 45 for more information on the outreach campaigns.

   - Municipality-specific dashboards should be available to local officials to monitor compliance and activity in their jurisdiction.
     Each municipality within Albany County can be granted access to a tailored dashboard that shows only the STR activity within its defined boundaries. Dashboards include filters for compliance status, booking activity, violations, registration status, and more. Data is viewable in map and list formats, with export options for reporting and enforcement follow-up. Dashboards are designed to provide local officials with a real-time, actionable view of STR activity in their communities.

7. Cybersecurity considerations:

   - Vendor must comply with all applicable data privacy laws (e.g., NY SHIELD Act), and data must be stored in a secure, U.S.-based environment.
     Deckard Technologies complies with all applicable data privacy and protection laws, including the NY SHIELD Act. All data is stored in secure, U.S.-based cloud infrastructure with encryption applied both in transit and at rest. Our systems and internal processes are SOC 2 Type II compliant, ensuring adherence to rigorous standards for data security, availability, processing integrity, and confidentiality. Role-based access control and continuous monitoring are in place to safeguard sensitive information and ensure accountability. See page 39 for more information on Deckard Security.

   - Both portals must include audit logs, user activity tracking, and secure user authentication (e.g., 2FA) to prevent misuse.
     Both the registration and tax portals include comprehensive logs and user activity tracking to ensure transparency and security. Secure user authentication is built into the platform, and two-factor

authentication (2FA) can be enabled for County staff and administrators to prevent unauthorized access and misuse. Single sign-on (SSO) can also be supported for County Staff, allowing integration with the County's existing identity provider for streamlined and secure access management.

- Proposals must include SLAs for support response times, system uptime, and maintenance windows.
  Our standard Service Level Agreement (SLA) includes a 99.9% uptime commitment, response times based on severity level, and scheduled maintenance windows with prior notification. See page 40 for Deckard's SLA.

- The vendor must provide technical support and maintain 99.9% uptime for all public-facing portals.
  Deckard Technologies maintains 99.9% uptime for all public-facing portals, supported by redundant hosting infrastructure and continuous system monitoring. Our technical support team is available via email and phone during business hours, with emergency support procedures in place for critical issues outside normal operating times.

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System Security

Overview

System Reliability, Data Integrity, Security Policy & Practice

Deckard Technologies, as a SOC 2 Type I compliant organization, will implement and maintain appropriate administrative, technical, and organizational security measures to safeguard against unauthorized access, disclosure, or theft of the county data. These security measures will be in accordance with recognized industry practices. The County of Albany will retain all rights, title, and interest in its data related to the services provided under this Agreement.

System Integrity

Deckard Technologies hosts all systems on Amazon Web Services (AWS), certified under FIPS, FEDRAM, PCI DSS, and SOC2.
To enhance security beyond AWS, Deckard enforces internal policies, such as daily virtual machine replacements and service restarts every 15 minutes. All services operate within private virtual networks, monitored via API Gateways. Access is restricted to internal development staff. No data breaches have occurred, and the last 18 months have seen 100% system uptime.

Data Storage & Segregation

Government data is stored encrypted on AWS (Amazon S3 and Postgres databases). Access is tightly controlled via schema-level separation, ensuring no cross-customer data exposure.
All data is traceable, and access is fully governed. Data is transmitted securely over TLS 1.2 or above. Systems are defined as code, enabling full reconstruction within minutes if compromised.
Daily backups and restoration tests ensure database recovery under one hour.

Personal Information Handling

Deckard uses Digify for secure handling of personal documents.

Deckard staff never access personal data, which is accessed only by government users through Digify integrated in the Rentalscape platform.

Digify complies with ISO 27001, GDPR, and HIPAA standards, and is also hosted on AWS.

Payment Processing

Deckard's Rentalscape system processes hundreds of millions of dollars for local governments. No payment information is stored by Deckard. All integrations are with SOC-compliant providers, including:

- Stripe
- Hamer Payments
- Fiserv
- Heartland
- Full Pay
- CORE
- Invoice Cloud

Visit our Security Section

Click the button below to learn more

LEARN MORE

deckard technologies RENTALSCAPE

Service Level Agreement

At Deckard, we develop reliable and safe systems. We want our government clients and their constituents to have confidence that our systems are available, reliable, accurate and safe. We have our core security, dev-ops and development teams on call 24/7 in the unlikely event a breach or outage occurs. We audit access, and test system integrity on a daily basis.

This SLA defines the terms, conditions, and expectations for the response and resolution of customer service-related issues and critical incidents (bugs) encountered by the Customer when using the software provided by Deckard Technologies.

Severity Level and Response Targets

Severity Level	Description	Response Target	Resolution Plan with Timeline
Priority 0 (P0)	Total loss of system functionality. Indications of a security incident	Within 15 minutes *For registration and tax payment systems within 1 hour the site will be replaced with a message explaining the situation	Within 8 business hours
Priority 1 (P1)	Significant loss of functionality, e.g. a significant portion of users are unable to login or pay.	Within 2 Business Hours	Within 8 business hours
Priority 2 (P2)	Anomalies in system function or administration that require assistance. Non-urgent product issue or question.	Within 1 Business Day	Within 1 Business Day
Priority 3 (P3)	Non-critical, short-term issues affecting a small segment of users, along with non-urgent administrative inquiries	Within 2 Business Days	Within 2 Business Days

Resolution Time:

- The Provider is committed to resolving confirmed critical, severity one incidents (including complete service outage or a loss of essential functionality) as soon as possible, with an expected resolution by the start of the next business day (after incident confirmation).
- Resolution times for confirmed non-critical issues may vary depending on the complexity and impact of the issue and will be determined on a case-by-case basis.

Reporting Issues

- The Customer shall report P1 and below through this designated email: rentalscape.support@deckard.com
- Critical P0 issues shall be reported by phone; additional contacts to be provided.
- These reports should include a detailed description of the issue, including any relevant documentation, screenshots, or error messages.

Additional Information

The Rentalscape Portal

The Rentalscape portal is a cloud-based system for County staff to track STR properties, monitor STR activity, manage STR permits, and record information about properties. The data in the system is constantly updated as new properties are discovered and addresses are identified, new permit applications are made, and permits are expired or revoked.

The Rentalscape portal displays information on all STR listings found within the County **covering at least the last 12 months.** We use U.S. Census data to identify County limits and any parcels or listings within the limits are monitored. Rentalscape also tracks properties outside the County until they are accurately identified. Occasionally, an STR listing's estimated location falls outside the County, but once the actual address is identified, it is confirmed to be inside the County.

Rentalscape displays:

1. Any registered STR property
2. Any property with a currently live STR listing
3. Any property that is currently compliant/non-complaint
4. Any property with a past or future STR booking (even if the property currently does not have a live listing)

Rentalscape includes the ability to filter the properties displayed (e.g., only permitted properties, or only properties in a specific HOA) and to download all results. All data displayed is available for direct download from Rentalscape.

Figure 9 below is an example of a property displayed in Rentalscape. Note that the calendar shows not only booked dates but also differentiates between separate bookings, displaying the nightly rate and the date each booking was made. Additionally, note that the booking from June 20 and 26 of 2025 was made on August 11, 2024.

The information shown in Rentalscape for each property includes:

Property Characteristics

1. Property address
2. Owner name and mailing address
3. Residential type (primary residence, secondary/investment property)
4. Property type
5. Number of bedrooms and bathroom at the property, per public records data
6. A map showing the property's location
7. Maximum occupancy per the County of Albany ordinance

Listing Characteristics

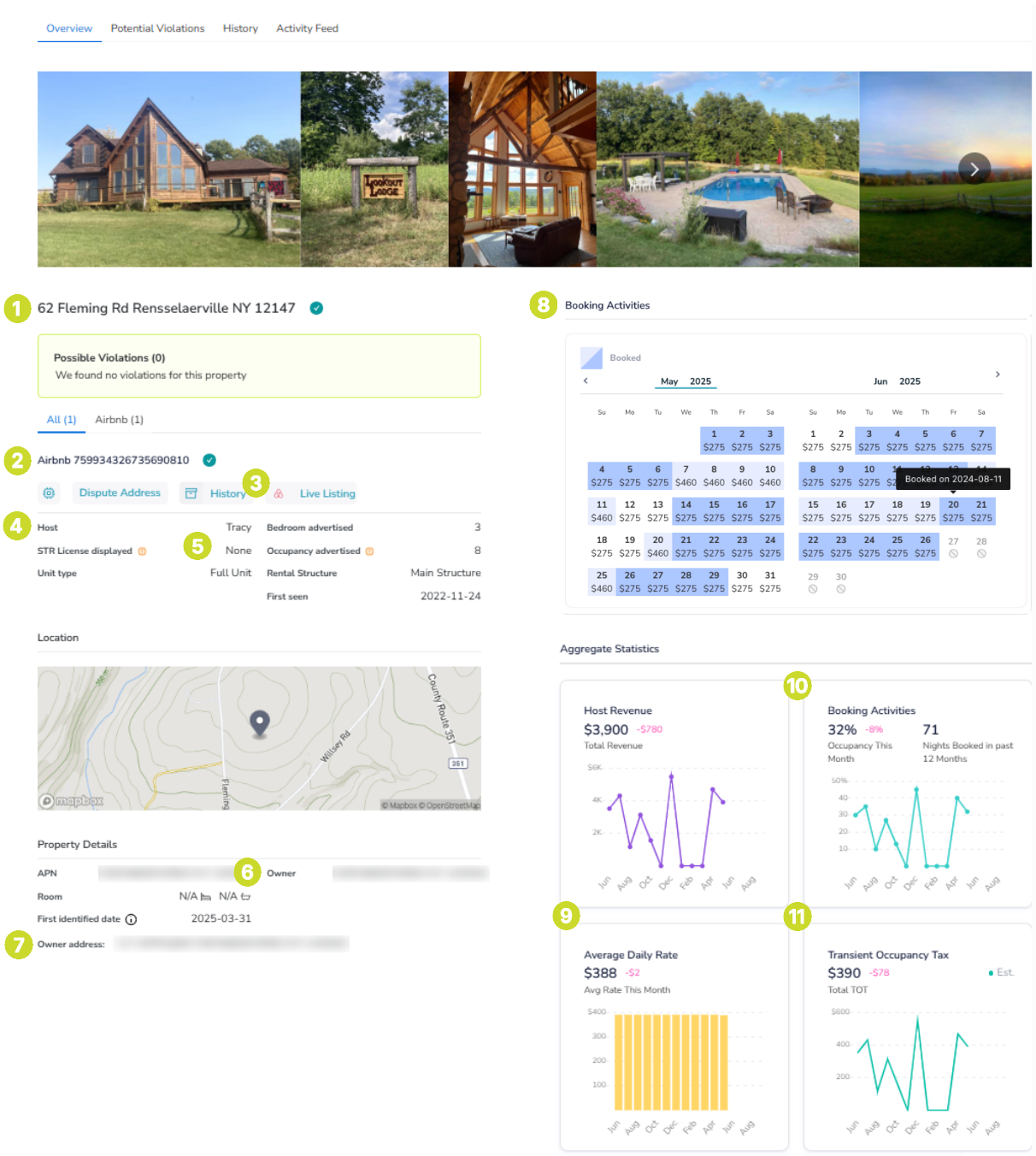
1. Listing URL for each listing associated with each specific property
2. Listing ad ID for each listing associated with each specific property
3. Rental calendar showing current month's activity as well as past twelve months and upcoming three months booking activity (frequently updated calendar)
4. Rentalscape clearly and easily differentiates between regular bookings and host-blocked dates that are not revenue-generating
5. Host name (when available)
6. Stay limitations (minimum/maximum)
7. Permit/license number if included in the listing
8. Daily Rental rate at time of booking
9. Rental frequency
10. Individual links to all active listing for the property
11. **PDF copy of each listing, as well as a history of all previous versions of the listing**, to identify any possible changes, as well as keep a record in case the listing is taken down by the host. Each image has a date-stamp showing when it was created and is kept indefinitely.
12. Rental type (Whole home, shared home)
13. Bedrooms and bathrooms advertised
14. Maximum occupancy, per listing

Estimated Sales Tax Based on Rental Activity

1. Occupancy rate
2. Estimated rental income
3. Estimated tax

As shown below (Figure 9), for each property, Rentalscape presents all available data for each property on the property detail screen, starting with a compliance box that highlights any detected violations. Rentalscape is configured to match the County's ordinance and is capable of flagging violations following the County's exact rules, including, but not limited to, permit registration and advertised occupancy versus permitted occupancy. Rentalscape looks for bookings less than 28 days when flagging STRs. When bookings exceed 28 days, they are correctly categorized as long-term rentals and do not cause the property to be treated as an STR.

Rentalscape actively monitors permit status and STR listings daily, flagging violations as they occur. We have encountered situations where other providers have flagged properties as 'no longer listed' or 'only performing long-term rentals,' only for those properties to re-list or take a short-term rental booking, which is subsequently missed by these other vendors, violating the County's ordinance**. Rentalscape continuously monitors every listing every day,** including bookings up to a year in advance. As soon as an unpermitted booking is made, Rentalscape sets a violation.



1 STR ADDRESS

2 PLATFORM ID

3 LINK TO LIVE AD

4 HOST NAME

5 OCCUPANCY

6 OWNER NAME

7 OWNER ADDRESS

8 ACTIVITY: • OCCUPANCY • COST • BOOKINGS

9 NIGHTLY BOOKING RATE

10 RENTAL ACTIVITY

11 ESTIMATED LODGING TAX

Figure 9: ***Rentalscape STR Property Details for Albany County, NY***

Rentalscape also includes a Dashboard that provides an overview of all STR activity in the County. This Dashboard includes aggregated revenue, bookings, and property data, and highlights top-earning hosts and owners. See Figure 10, below as an example of the County of Albany Dashboard. Please note that some charts will not be activated until we go live in Albany.

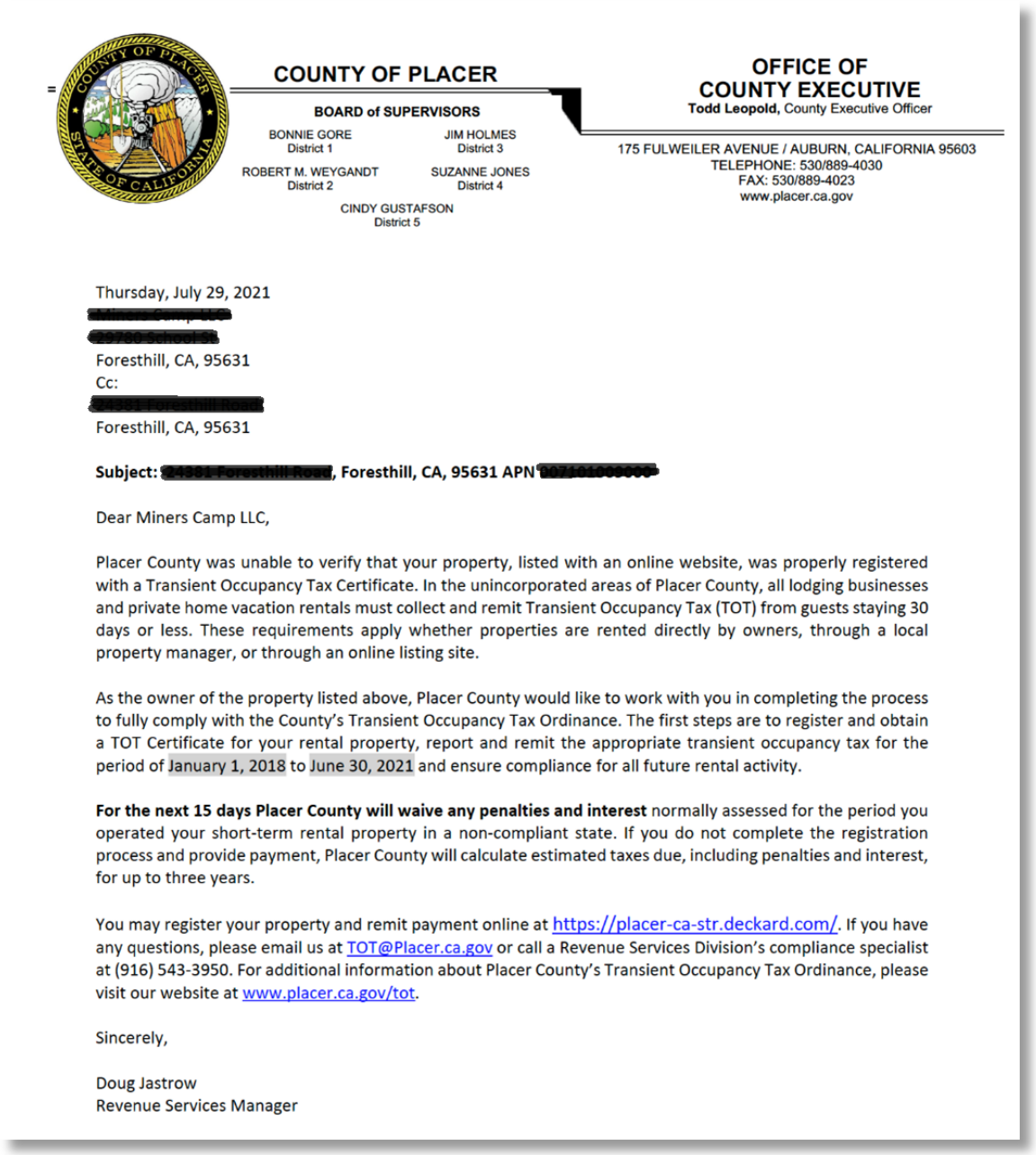
1. STR PROPERTIES
2. MOST ACTIVE HOSTS
3. TOP PLATFORMS
4. BOOKING ACTIVITIES
5. HOST REVENUE
6. AVERAGE DAILY RATE
7. ESTIMATED TAX REVENUE
8. UNIT TYPE
9. RENTAL SIZE
10. ONLINE PLATFORMS

Figure 10: ***Rentalscape Albany Dashboard Example***

Letter Campaign for STR Hosts

Rentalscape will create and send letters to all identified STR hosts, explaining the tax requirements, current rate, and payment process. The letter templates will be approved by the County of Albany staff before the mailings begin.

Rentalscape's targeted letter campaign, strategically timed to generate the best results, has proven highly effective in reducing the number of unregistered hosts by over 50% within the first six months of a new client engagement. Recently, Placer County in California used Rentalscape to identify a single property where taxes due exceeded $50,000.



COUNTY OF PLACER

BOARD of SUPERVISORS

BONNIE GORE
District 1

JIM HOLMES
District 3

ROBERT M. WEYGANDT
District 2

SUZANNE JONES
District 4

CINDY GUSTAFSON
District 5

OFFICE OF COUNTY EXECUTIVE

Todd Leopold, County Executive Officer

175 FULWEILER AVENUE / AUBURN, CALIFORNIA 95603
TELEPHONE: 530/889-4030
FAX: 530/889-4023
www.placer.ca.gov

Thursday, July 29, 2021

[redacted]

Foresthill, CA, 95631

Cc:

[redacted]

Foresthill, CA, 95631

Subject: [redacted], Foresthill, CA, 95631 APN [redacted]

Dear Miners Camp LLC,

Placer County was unable to verify that your property, listed with an online website, was properly registered with a Transient Occupancy Tax Certificate. In the unincorporated areas of Placer County, all lodging businesses and private home vacation rentals must collect and remit Transient Occupancy Tax (TOT) from guests staying 30 days or less. These requirements apply whether properties are rented directly by owners, through a local property manager, or through an online listing site.

As the owner of the property listed above, Placer County would like to work with you in completing the process to fully comply with the County's Transient Occupancy Tax Ordinance. The first steps are to register and obtain a TOT Certificate for your rental property, report and remit the appropriate transient occupancy tax for the period of January 1, 2018 to June 30, 2021 and ensure compliance for all future rental activity.

For the next 15 days Placer County will waive any penalties and interest normally assessed for the period you operated your short-term rental property in a non-compliant state. If you do not complete the registration process and provide payment, Placer County will calculate estimated taxes due, including penalties and interest, for up to three years.

You may register your property and remit payment online at https://placer-ca-str.deckard.com/. If you have any questions, please email us at TOT@Placer.ca.gov or call a Revenue Services Division's compliance specialist at (916) 543-3950. For additional information about Placer County's Transient Occupancy Tax Ordinance, please visit our website at www.placer.ca.gov/tot.

Sincerely,

Doug Jastrow
Revenue Services Manager

Figure 11: ***Rentalscape Placer County Complaint Letter***

STR Registration & Renewal Portal

The STR Registration and Renewal Portal - [Web-based and Mobile-enabled Online] is an intuitive, user-friendly, and fully configurable system for STR registration. This portal allows STR owners and property managers to register their short-term rental properties with minimal effort. The portal is designed to accommodate both small single-property operators and large property managers with multiple properties.

The STR registration portal syncs all data with the local jurisdiction's Assessor Parcel Number, ensuring that only properties with parcels in your community can register. This eliminates the need for activation codes or support fromCounty/Vendor. However, if assistance is needed, the Deckard team is always available to provide support to the property manager or property owner as needed.

The STR registration portal also tracks properties using GIS shape files, allowing specific neighborhoods or residential zones to be included or excluded from the ability to register, even identifying exempt properties. The registration system can be configured to accept affidavits of compliance, copies of insurance coverage, any documents required, acknowledgment of the submission of a tax registration forms to County, along with any other configuration or affidavit necessitated by the County.

Case Study: Placer County, CA, has over 5,000 short-term rental properties with more than 11,000 STR listings associated with them. The simplicity of the Rentalscape Registration Portal enabled the Deckard Technologies team, on behalf of Placer County, to identify, conduct outreach, and register over 5,000 properties in under four weeks with minimal need for human interaction.

Configuration of this portal to include the County of Albany branding.

- Adding custom fields such as occupancy rules specific to the County (e.g., occupancy limits, bedroom counts)
- Collection of documents as required for the STR registration process
- STR registration approval portal
- Configurable STR permit pricing and expiration
- Collection of any STR permit fees
- Regular reporting

Rentalscape STR Registration collects permit fees via the Stripe secure payment processing system and allows payment via credit card or ACH bank transfer.

Should the County wish to individually approve each STR permit (some of our clients automatically issue STR permits once payment is received, while others individually approve permits), the **Rentalscape Permit Management** portal allows County staff to view and then approve or reject permit applications. In addition, the portal can be used to suspend or revoke permits when operators are not in good standing.

The **Rentalscape Registration portal** also allows STR operators to update contact details for themselves, their property managers, and their local contacts. Rentalscape sends an email notification to both the applicant and the County for each new application received and every permit approved. Additionally, Rentalscape generates a daily report containing the status and details of all permits. Figure 12 below shows the Registration system fields.

The Rentalscape staff will work with the County of Albany to configure the registration system as needed.

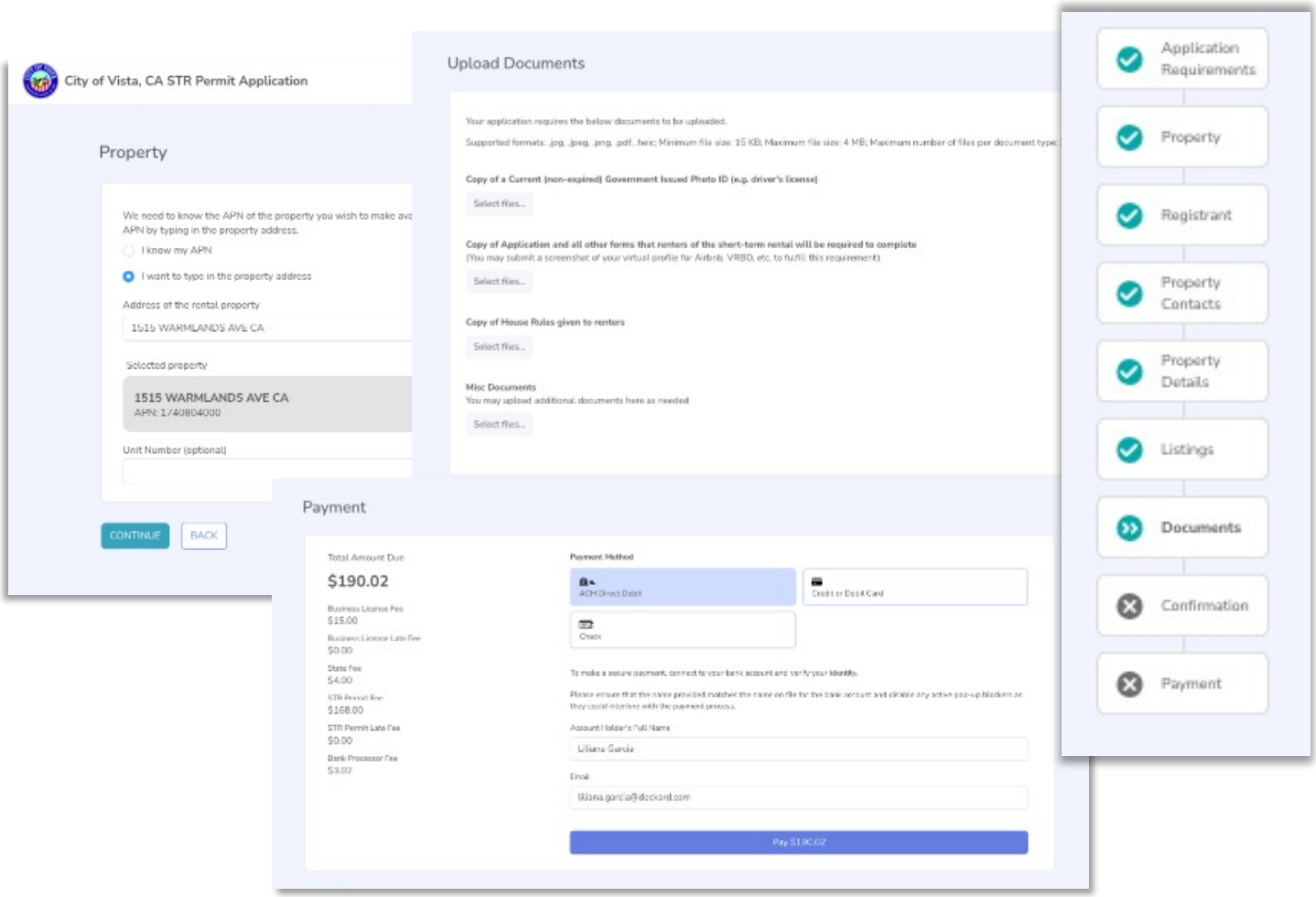


Figure 12: ***Rentalscape STR Registration System***

Registration Management

The Rentalscape County Registration Management portal allows County staff with comprehensive tools to manage short-term rental (STR) registrations and applications. Through the portal, staff can view registrations, update statuses (approve, deny, or revoke), and add notes. Each STR registration is automatically linked to identified STR listings that match the address, with accuracy ensured using APNs and unit numbers.

The ability to track registrations effectively is crucial for managing a successful STR program. This functionality is an integral part of our registration portal, streamlining the oversight of registrations and enhancing the overall efficiency of program administration.

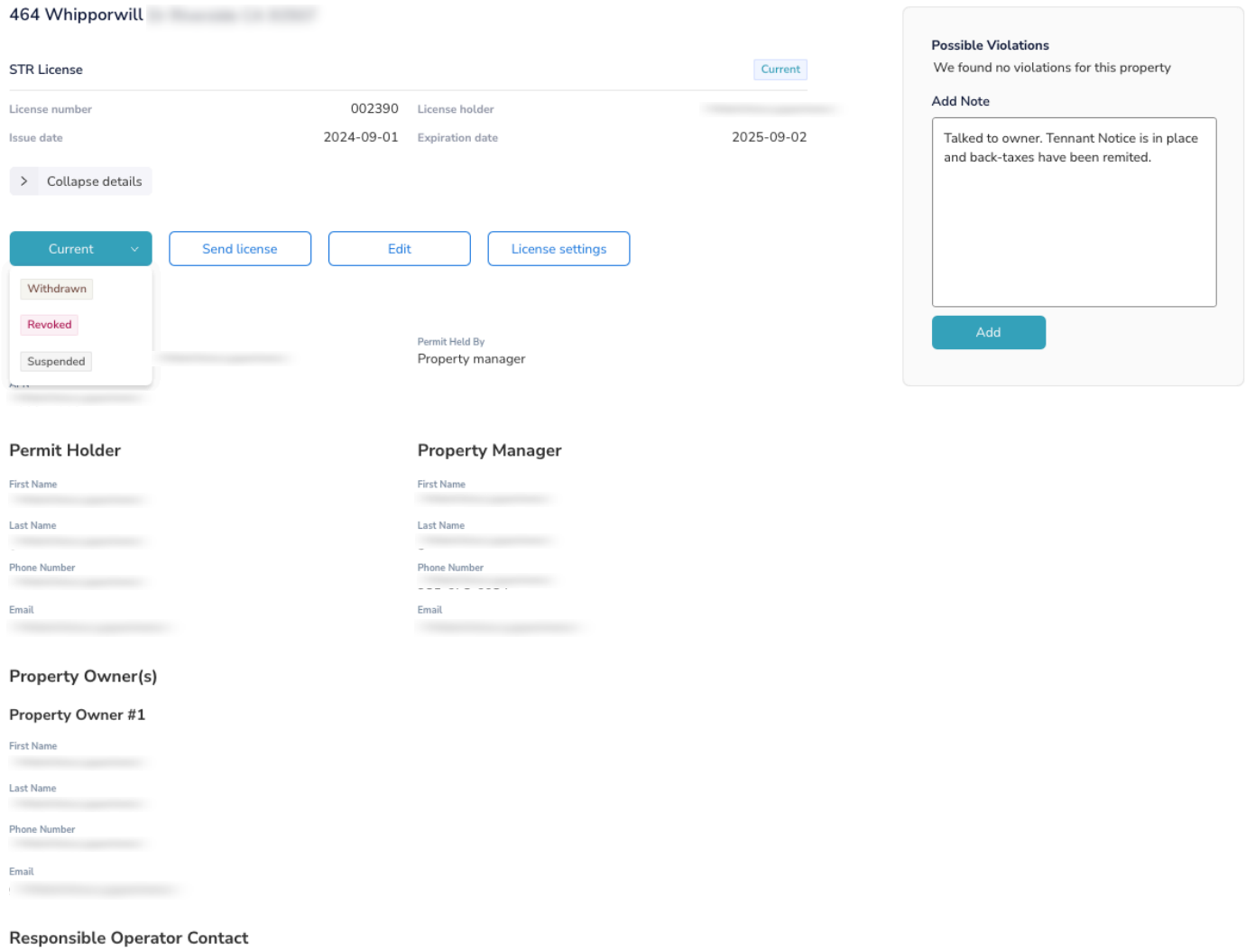


Figure 13: ***Rentalscape Permit Details Screen showing notes, permit status and details of all permits***

Tax Portal Payment

The **Tax Payment Portal** can be used to collect taxes from STR operators on a monthly, quarterly, or yearly basis. The Rentalscape Tax Payment system gathers information on the number of nights available for booking and the number of nights booked.

The Rentalscape Tax Payment system is configurable for each jurisdiction and includes automatic calculation of tax due based on the County's tax rate, automatic calculation of late fees and penalties, and the ability to apply leniency on a per-property basis for late fees if needed.

The Rentalscape Tax Payment system uses Stripe for payment processing, allowing payments by credit card or ACH. Payments are remitted directly to the County. Our existing customers have seen an increase in tax payments after adopting this system due to the ease of use of the portal. The Rentalscape Tax Payment system generates nightly reports that are delivered to the County facilitating easy reconciliation of transactions. This system reduces the manual work required when processing paper forms.

Figure 14 below shows the Placer County Tax Payment system showing Placer County specific fields. The Rentalscape staff will work with the County of Albany to configure the Tax Payment system as needed.

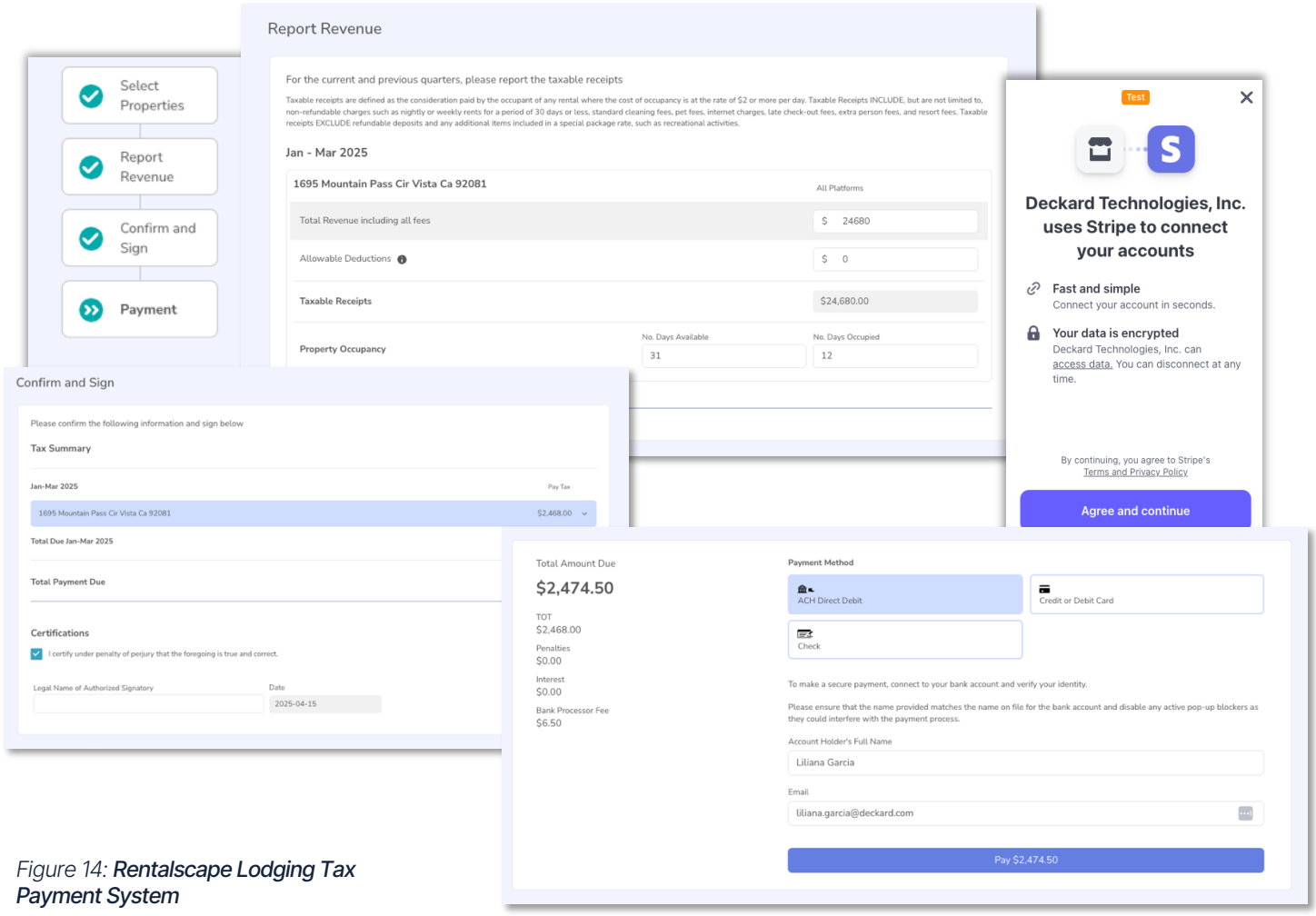


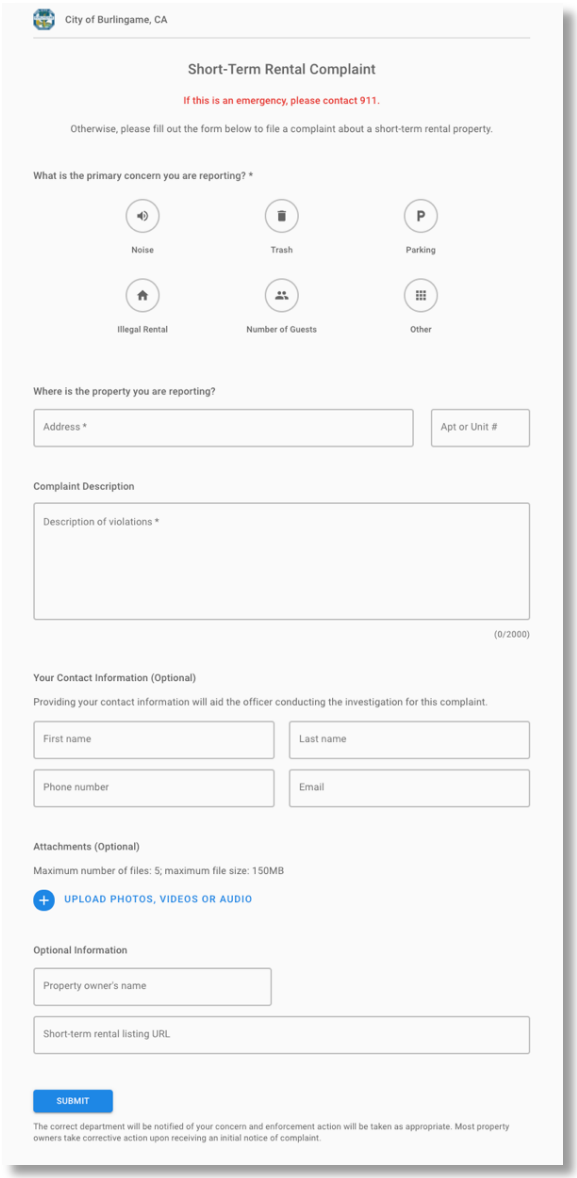
Figure 14: ***Rentalscape Lodging Tax Payment System***

Additional Products

24/7 Complaint Line & Online Form Option

The Rentalscape 24/7 Complaint Line is available to field complaints from the public related to short-term rentals. The Complaint Line operates 24/7 with live, U.S.-based bilingual call takers. The call taker collects the necessary information (e.g., address, property owner, type of incident, date of incident, etc.) and contacts the designated County contact and/or the emergency contact for the owner/host.

Rentalscape Online Complaint Form is also included. Neighbors can report and provide evidence for non-emergency concerns. The Complaint Form is configurable with your logo. All complaints are logged and reported to the appropriate staff/department.



Complaint Line services are offered at 3 different levels:

Basic - Standard call flow. Information is taken and forwarded to the client. Calls are referred to the appropriate staff without follow up required.

Classic - Call Center will contact the local contact when information is available (permitted properties), notify them of the complaint then forward the information to the local county contact.

Premier - Premium call flow. Dispatcher will attempt to get a complaint resolution. The local contact can be contacted up to 3 times before referring caller out to appropriate staff.

Figure 15: ***Rentalscape Online Complaint Form***

STR Constituent Portal Option

The Constituent Portal helps promote transparency by allowing residents to see which short-term rentals are legally registered and compliant with County regulations. This visibility builds public trust and demonstrates that the County is proactively managing the short-term rental market while prioritizing community standards.

By displaying only registered short-term rentals, the portal serves as a valuable tool for both residents and prospective renters. Residents concerned about noise, parking, or safety can verify whether a nearby rental is registered, while travelers can confirm that a property is operating legally and responsibly within the County.

The portal can also reduce call volume and administrative workload by providing easy access to commonly requested information. Constituents can search for STRs by address, neighborhood, or owner name, and view contact information for complaints or emergency situations when authorized. This self-service access empowers the public while allowing County staff to focus on higher-priority tasks.

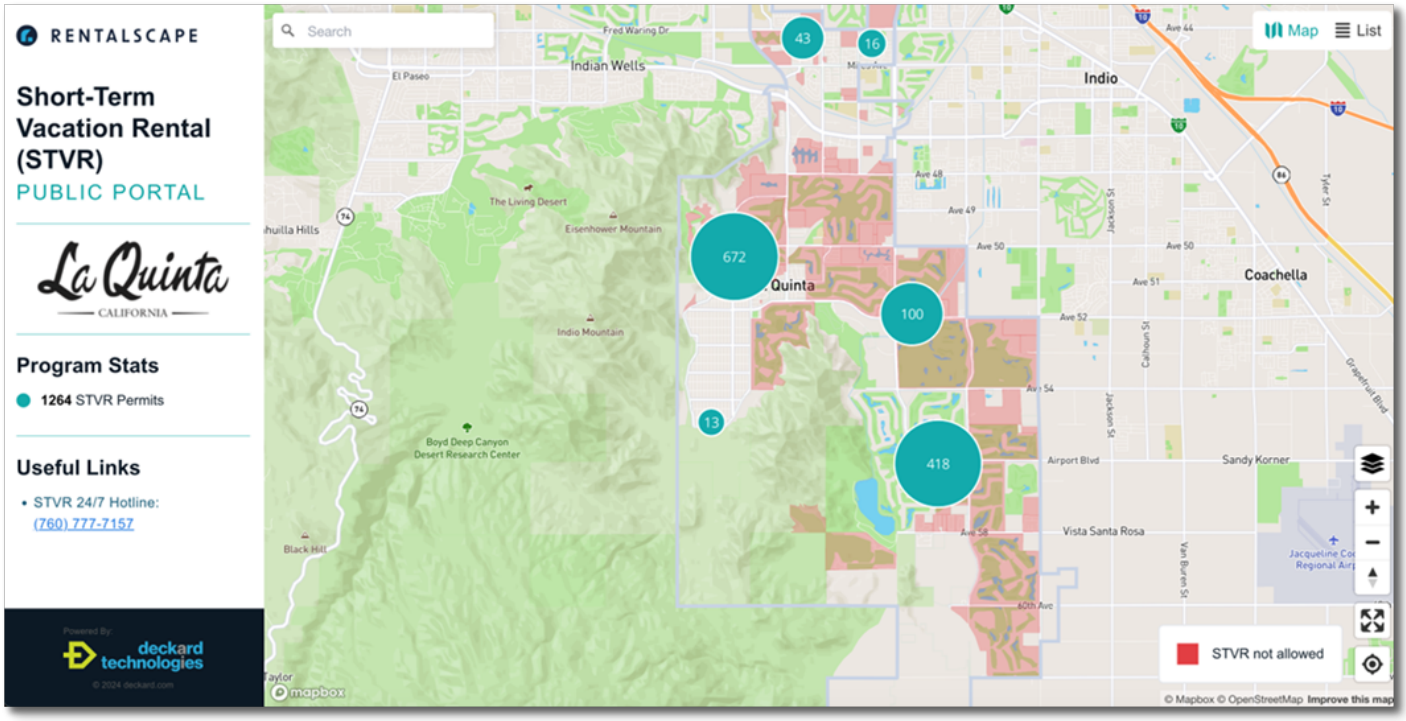


*Figure 16: **Rentalscape STR Constituent Portal***

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Rentalscape Inspection Module Option

The Rentalscape Inspection Module is an integral part of our comprehensive solution for managing short-term rental markets. This module is designed to streamline the inspection process, making it more efficient and effective for field agents and County staff alike. It is a web-enabled system that allows agents to conduct and record health and safety inspections directly in the field. With mobile capability, agents can make notes, comments, and even create complaints or tickets (in PDF format) on-site.

This module not only enhances the efficiency of inspections but also improves communication between code enforcement and short-term rental owners. Actions taken in the field can be easily stored or sent via email to both property owners and County staff, ensuring that everyone involved is informed of any necessary changes before the property can be approved. By linking seamlessly with the greater Rentalscape system, this module helps maintain a cohesive and organized approach to managing the Albany short-term rental market.

The Rentalscape Inspection Module is user-friendly and designed to support the specific needs of municipalities. It fosters a proactive approach to code compliance, allowing issues to be addressed promptly and thoroughly. This add-on module ensures that short-term rental properties are maintained to the highest standards, ultimately contributing to a safer and more well-regulated market.

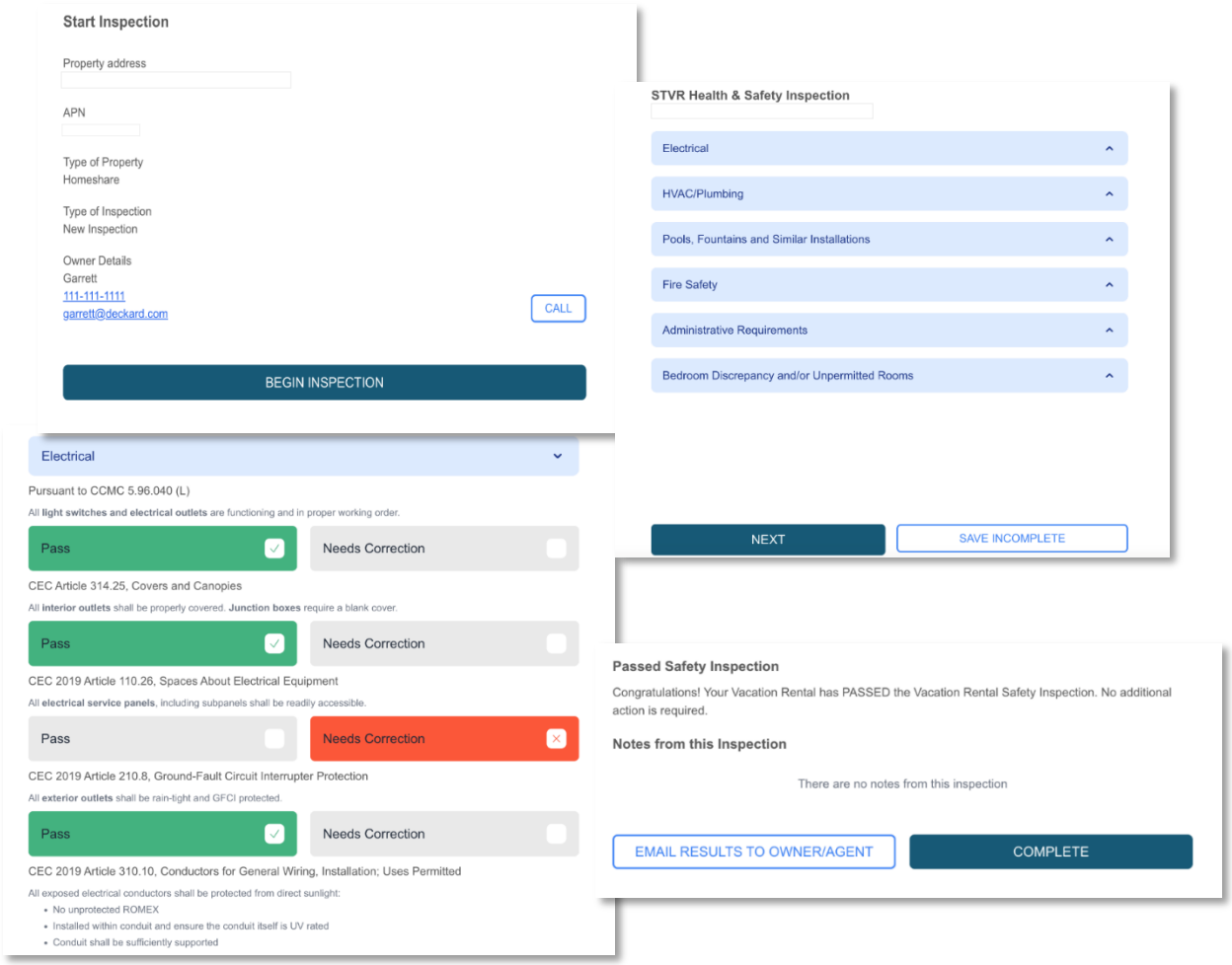

Figure 17: ***Rentalscape Inspection Module***

Implementation, Timeline & Training

Upon signing the contract, Deckard will assign the County of Albany a dedicated Account Manager who will work with the County to develop best practices based on Deckard's experiences with other clients. The Account Manager will ensure that the implementation process proceeds efficiently and will serve as the main point of contact for any questions, suggestions, training, or concerns. Your Account Manager will also participate in periodic calls with County staff throughout project deployment and then monthly on an on-going basis, as requested.

Since Rentalscape is cloud-based, no hardware or software installation is required.

Most jurisdictions are up and running with Rentalscape within a couple of weeks, with Address Identification completed within four weeks of receiving the permit and listing data. Assuming the contract is awarded in early September 2025, we expect to be fully completed with the scope of work before the end of October 2025.

Feedback from our customers indicates that our competitors take months to bring systems online and begin address mapping. In contrast, our automated property identification systems are already running in County, allowing us to have your system up and running extremely quickly.

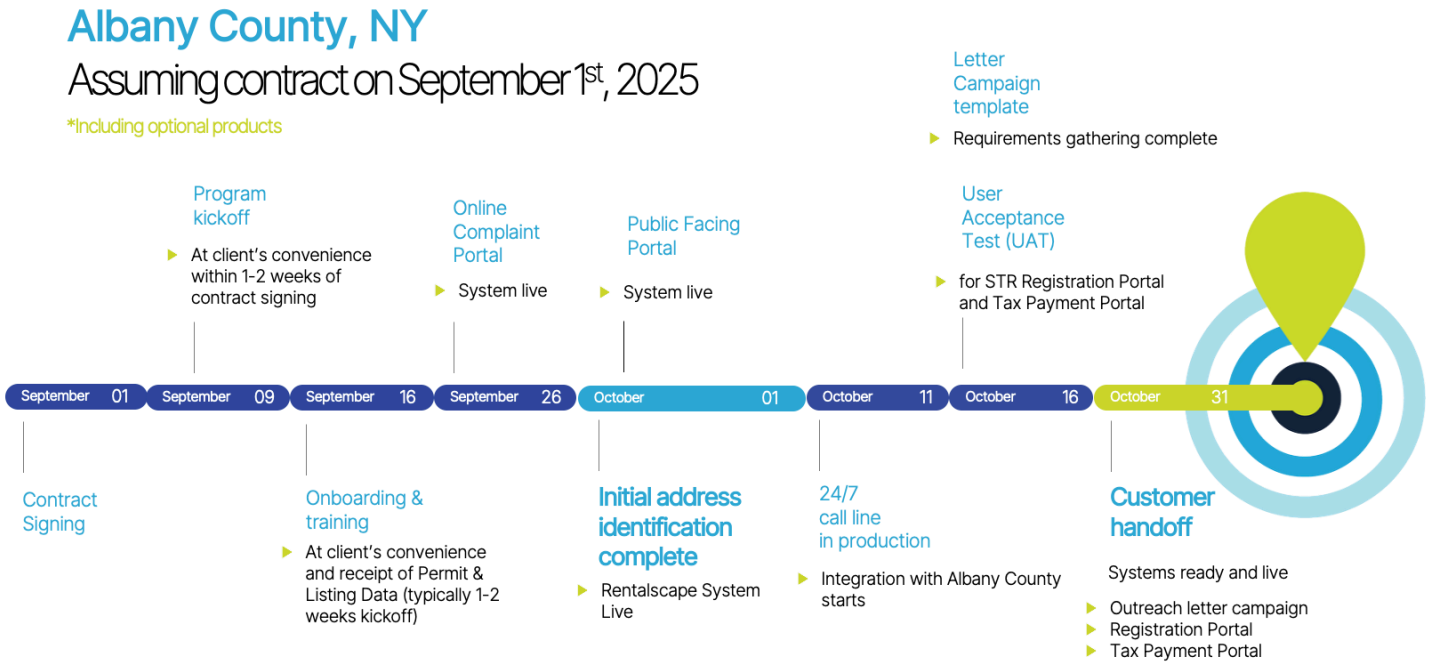

Figure 18: ***Rentalscape Timeline***

Section V

Cost Proposal

Pricing Proposal

Currently, Rentalscape is showing close to **884 live STR listings in the County of Albany.** Based on the number of live STR listings, we estimate there are **420+ short-term rental properties in the County**, advertised on one or more platforms.

Deckard Technologies can provide a comprehensive, all-inclusive system that meets the requirements specified in the RFP. Alternatively, each of our products is available for individual purchase as standalone items, allowing for tailored solutions to meet specific needs.

We only **charge fees on a per property, not per listing, basis.** Since a single property can have multiple listings, we feel it is unfair to charge fees based on listing count. Finally, we do not charge one fee for compliance monitoring and another for rental activity monitoring as, in our view, these are the same service.

Base Product Pricing

ADDRESS IDENTIFICATION, COMPLIANCE MONITORING, & RENTAL ACTIVITY REPORTING	Price
• Identify property & address • Identify property owner address • Real-time reporting of all new listings & frequent calendar monitoring • 10,000+ Websites monitored daily, worldwide • FutureCast™ - Identify future bookings as they are made on the rental platform • See page 41 – The Rentalscape Portal	$9,125 Annually
OUTREACH CAMPAIGN	
• Letter campaign to inform STR illegal operators regarding compliance requirements and procedures • All letter templates will receive County approval pre-campaign • Campaign includes one Introductory letter and two additional escalation letters • See page 45– Letter Campaign	$1,625
STR REGISTRATION PORTAL	
• Online, intuitive portal for registration and renewal • Fields configurable to meet County needs • Identify properties that need registration fee • Provide daily reports on new and modified permits • See page 46 – Registration Portal	$5,500
TAX PAYMENT PORTAL	
• Easy to use online tax payment portal • Configurable tax, late fee and interest rates on a per-property basis • Provide daily reports on tax payments and remittances to the County • See page 49 – Tax Payment Portal	$5,500
REPORTING & ANALYSIS	
• On demand, dynamic reporting, offering multiple ad hoc reports • Filters allowing users to focus on specific segments of the STR population	INCLUDED
DEDICATED ACCOUNT MANAGER	
• Single point of contact for County staff for all matters • Ensures the County is following Industry best practices • Shepherds the implementation process from start to finish • Periodic meetings/calls throughout the life of the account	INCLUDED
UNLIMITED ACCOUNTS & TRAINING SESSIONS	
• No limit on the number of Rentalscape user accounts • No per-session training costs • Single Sign-On (SSO) available • Dedicated client support staff available to assist with costumer request	INCLUDED
TOTAL YEAR ONE	**$21,750**

Note: Pricing valid for 90 days
Note 2: Pricing Confidential

Optional Products Pricing-Yearly Basis

COMPLAINT 24/7 HOTLINE & ONLINE FORM

- 24/7 US bilingual (upon request) call center with live agents – **Classic**
- Online complaint form (Complaint Form only $2,000)
- See page 50 - 24/7 Complaint Line & Online Form

$4,200 (OPTIONAL)

CONSTITUENT PORTAL

- Public facing portal (Link placed on Jurisdiction's website)
- Permit/Licensing Data and Responsible Party Contact Info for every STR Property (Standard)
- See page 51 – STR Constituent Portal

$4,200 (OPTIONAL)

INSPECTION MODULE

- Enables field agents to create notes, comments, complaints, or tickets directly from the field during the inspections (mobile enabled)
- Record inspection data, including notes and complaints
- E-mail inspection results to property owners and County staff
- See page 52 – Inspection Module

$5,000 (OPTIONAL)

COUNTY OF ALBANY

COST PROPOSAL FORM

PROPOSAL IDENTIFICATION:

Title: SHORT TERM RENTAL REGISTRY SOFTWARE
RFP Number: 2025-102

COMPANY:	Deckard Technologies, Inc.
ADDRESS:	1620 Fifth Avenue, Suite 400
CITY, STATE, ZIP:	San Diego, CA 92101
TEL. NO.:	619-501-4208
FAX NO.:	619-374-6720
FEDERAL TAX ID NO.:	83-0532773
REPRESENTATIVE:	Thomas E. Hemmings
E-MAIL:	admin@deckard.com
SIGNATURE AND TITLE	, CFO
DATE	June 20, 2025

Section VI

Mandatory Documentation

COUNTY OF ALBANY

PROPOSAL FORM

PROPOSAL IDENTIFICATION:

Title: SHORT TERM RENTAL REGISTRY SOFTWARE
RFP Number: 2025-102

THIS PROPOSAL IS SUBMITTED TO:

Pamela O Neill, Purchasing Agent
Albany County Department of General Services
Purchasing Division
112 State Street, Room 1000
Albany, NY 12207

1. The undersigned Proposer proposes and agrees, if this Proposal is accepted, to enter into a Contract with the owner in the form included in the Contract Documents to complete all Work as specified or indicated in the Contract Documents for the Contract Price and within the Contract Time indicated in this Proposal and in accordance with the Contract Documents.

2. Proposer accepts all of the terms and conditions of the Instructions to Proposers, including without limitation those dealing with the Disposition of Proposal Security. This Proposal may remain open for ninety (90) days after the day of Proposal opening. Proposer will sign the Contract and submit the Contract Security and other documents required by the Contract Documents within fifteen days after the date of County's Notice of Award.

3. In submitting this Proposal, Proposer represents, as more fully set forth in this Contract, that:

(a) Proposer has examined copies of all the Contract Documents and of the following addenda: (If none, so state)

Date	Number
6/27/2025	Addendum #01

(receipt of all of which is hereby acknowledges) and also copies of the Notice to Proposers and the Instructions to Proposers;

(b) Proposer has examined the site and locality where the Work is to be performed, the legal requirements (federal, state and local laws, ordinances, rules and regulations) and the conditions affecting cost, progress or performance of the Work and has made such independent investigations as Proposer deems necessary;

(c) This Proposal is genuine and not made in the interest of or on behalf of any undisclosed person, firm or corporation and is not submitted in conformity with any agreement or rules of any group, association, organization or corporation; Proposer has not directly or indirectly induced or solicited any other Proposer to submit a false or sham Proposal; PROPOSER has not solicited or induced any person, firm or a corporation to refrain from Proposing; and Proposer has not sought by collusion to obtain for himself any advantage over any other Proposer or over the owner.

4. Proposer will complete the Work for the following prices(s): (Attach Proposal)

5. Proposer agrees to commence the Work within the number of calendar days or by the specific date indicated in the Contract. Proposer agrees that the Work will be completed within the number of Calendar days or by the specific date indicated in the contract.

6. The following documents are attached to and made a condition of this Proposal:

(a) Non-Collusive Bidding Certificate (Attachment "A")

(b) Acknowledgment by Bidder (Attachment "B")

(c) Vendor Responsibility Questionnaire (Attachment "C")

(d) Iranian Energy Divestment Certification (Attachment "D")

(e) Proposer Qualification Questionnaire (Attachment "E")

7. Communication concerning this Proposal shall be addressed to:

Garrett Lundberg

Garrett@deckard.com

506 Crestone Ave Salida, CO 81201

Phone: 719-207-6118

8. Terms used in this Proposal have the meanings assigned to them in the Contract and General Provisions.

ATTACHMENT "A"
NON-COLLUSIVE BIDDING CERTIFICATE PURSUANT TO SECTION 103-D OF THE NEW YORK STATE GENERAL MUNICIPAL LAW

A. By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid, each party thereto certifies as to its own organizations, under penalty of perjury, that to the best of knowledge and belief:

(1) The prices in this bid have been arrived at independently without collusion, consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other bidder or with any competitor.

(2) Unless otherwise required by law, the prices which have been quoted in this bid have not knowingly been disclosed by the bidder and will not knowingly be disclosed by the bidder, directly or indirectly, prior to opening, to any bidder or to any competitor.

(3) No attempt has been made or will be made by the bidder to induce any other person, partnership or corporation to submit or not to submit a bid for the purpose of restricting competition.

A bid shall not be considered for award nor shall any award be made where (1), (2), and (3) above have not been complied with; provided, however, that in any case the bidder cannot make the foregoing certification, the bidder shall so state and shall furnish with the bid a signed statement which sets forth in detail the reasons thereof. Where (1), (2), and (3) above have not been complied with, the bid shall not be considered for any award nor shall any award be made unless the head of the Purchasing Unit to the political subdivision, public department, agency or official thereof to which the bid is made, or his designee, determines that such disclosure was not made for the purpose of restricting competition.

The fact that a bidder (a) has published price lists, rates, or tariffs covering items being procured, (b) has informed prospective customer of proposed or pending publication of new or revised price lists for such items, or (c) has sold the same items to other customers at the same prices being bid, does not constitute, without more, a disclosure within the meaning of paragraph "A" above.

B. Any bid hereafter made to any political subdivision of the state or any public department, agency or official thereof by a corporate bidder for work or services performed or to be performed or goods sold or to be sold, where competitive bidding is required by statute, rule, regulation, local law, and where such bid contains the certification referred to in paragraph "A" of this section, shall be deemed to have been authorized by the Board of Directors of the bidder, and such authorization shall be deemed to include the submission of the bid and the inclusion therein of the certificate as to non-collusion as the act and deed of the corporation

Signature

Chief Financial Officer

Title

June 20, 2025

Date

Deckard Technologies, Inc.

Company Name

ATTACHMENT "B"
ACKNOWLEDGMENT BY PROPOSER

If Individual or Individuals:

STATE OF _____ **) COUNTY OF** _____ **) SS.:**

On this _____day of _____, 20____, before me personally appeared _____ to me known and known to me to be the same person(s) described in and who executed the within instrument, and he (or they severally) acknowledged to me that he (or they) executed the same.

_____

Notary Public, State of _____

Qualified in _____

Commission Expires _____

If Corporation:

STATE OF Colorado **) COUNTY OF** Grand **) S S . :**

On this 20 day of June, 2025, before me personally appeared Thomas E. Hemmings to me known, who, being by me sworn, did say that he resides at (give address) 11004 Cardinal Crest Lane, Las Vegas, NV 89144; that he is the (give title) Chief Financial Officer of the (name of corporation) Deckard Technologies, Inc., the corporation described in and which executed the above instrument; that he knows the seal of the corporation, and that the seal affixed to the instrument is such corporate seal; that it was so affixed by order of the board of directors of the corporation, and that he signed his name thereto by like order.

MAGLI ESCOBEDO AMAYA
NOTARY PUBLIC
STATE OF COLORADO
NOTARY ID 20244042855
MY COMMISSION EXPIRES NOVEMBER 19, 2028

Amaya.

Magli Escobedo Amaya.

Notary Public, State of Colorado

Qualified in Colorado

Commission Expires November 19, 2028.

If Partnership:

STATE OF _____ **) COUNTY OF** _____ **) SS.:**

On the_____day of_____, 20___, before me personally came_____ _____, to me known to be the individual who executed the foregoing, and who, being duly sworn, did depose and say that he / she is a partner of the firm of_____ and that he / she has the authority to sign the same, and acknowledged that he / she executed the same as the act and deed of said partnership.

_____

Notary Public, State of _____

Qualified in _____

Commission Expires _____

Docusign Envelope ID: 58D2BE48-9E74-4996-B39E-79DA6DA83EF9

ATTACHMENT "C"
ALBANY COUNTY
VENDOR RESPONSIBILITY QUESTIONNAIRE

1. VENDOR IS:

☒ PRIME CONTRACTOR

2. VENDOR'S LEGAL BUSINESS NAME	3. IDENTIFICATION NUMBERS
Deckard Technologies, Inc.	a) FEIN # 83-053-2773 b) DUNS # 11-743-6219
4. D/B/A – Doing Business As (if applicable) & COUNTY FIELD:	5. WEBSITE ADDRESS (if applicable) www.deckard.com

6. ADDRESS OF PRIMARY PLACE OF BUSINESS/EXECUTIVE OFFICE	7. TELEPHONE NUMBER	8. FAX NUMBER
1620 5th Ave, STE 400, San Diego, CA 92101	619-501-4208	619-374-6720
9. ADDRESS OF PRIMARY PLACE OF BUSINESS/EXECCUTIVE OFFICE *IN NEW YORK STATE, if different from above*	10. TELEPHONE NUMBER	11. FAX NUMBER
99 Washington Ave, Suite 700, Albany, NY 12260	619-501-4208	

12. AUTHORIZED CONTACT FOR THIE QUESTIONNAIRE

Name	Matthew Hemmings
Title	Controller
Telephone Number	303-386-2416
Fax Number	
e-mail	matt.hemmings@deckard.com

13. LIST ALL OF THE VENDOR'S PRINCIPAL OWNERS.

a) NAME	Nickolas Del Pego	TITLE	CEO	b) NAME		TITLE	
c) NAME	Gregory Rose	TITLE	Secretary	d) NAME		TITLE	

A DETAILED EXPLANATION IS REQUIRED FOR EACH QUESTION ANSWERED WITH A "YES," AND MUST BE PROVIDED AS AN ATTACHMENT TO THE COMPLETED QUESTIONNAIRE. YOU MUST PROVIDE ADEQUATE DETAILS OR DOCUMENTS TO AID THE COUNTY IN MAKING A DETERMINATION OF VENDOR RESPONSIBILITY. PLEASE NUMBER EACH RESPONSE TO MATCH THE QUESTION NUMBER.

14. DOES THE VENDOR USE, OR HAS IT USED IN THE PAST FIVE (5) YEARS, ANY OTHER BUSINESS NAME, FEIN, or D/B/A OTHER THAN THOSE LISTED IN ITEMS 2-4 ABOVE? List all other business name(s), Federal Employer Identification Number(s) or any D/B/A names and the dates that these names or numbers were/are in use. Explain the relationship to the vendor.

☐ Yes ☒ No

15. ARE THERE ANY INDIVIDUALS NOW SERVING IN A MANAGERIAL OR CONSULTING CAPACITY TO THE VENDOR, INCLUDING PRICIPAL OWNERS AND OFFICERS, WHO NOW SERVE OR IN THE PAST ONE (1) YEARS HAVE SERVED AS:

a) An elected or appointed public official or officer?
List each individual's name, business title, the name of the organization and position elected or appointed to, and dates of service

☐ Yes ☒ No

b) An officer of any political party organization in Albany County, whether paid or unpaid?
List each individuals name, business title or consulting capacity and the official political position held with applicable service dates.

☐ Yes ☒ No

Docusign Envelope ID: 58D2BE48-9E74-4996-B39E-79DA6DA83EF9

16.	WITHIN THE PAST (5) YEARS, HAS THE VENDOR, ANY INDIVIDUALS SERVING IN MANAGERIAL OR CONSULTING CAPACITY, PRINCIPAL OWNERS, OFFICERS, MAJOR STOCKHOLDER(S) (10% OR MORE OF THE VOTING SHARES FOR PUBLICLY TRADED COMPANIES, 25% OR MORE OF THE SHARES FOR ALL OTHER COMPANIES), AFFLITIATE OR ANY PERSON INVOLVED IN THE BIDDING OR CONTRACTING PROCESS:	
	a) 1. been suspended, debarred or terminated by a local, state or federal authority in connection with a contract or contracting process; 2. been disqualified for cause as a bidder on any permit, license, concession franchise or lease; 3. entered into an agreement to a voluntary exclusion from bidding/contracting; 4. had a bid rejected on an Albany County contract for failure to comply with the MacBride Fair Employment Principles; 5. had a low bid rejected on a local, state or federal contract for failure to meet statutory affirmative action or M/WBE requirements on a previously held contract; 6. had status as a Women's Business Enterprise, Minority Business Enterprise or Disadvantaged Business Enterprise, de-certified, revoked or forfeited; 7. been subject to an administrative proceeding or civil action seeking specific performance or restitution in connection with any local, state or federal government contract; 8. been denied an award of a local, state or federal government contract, had a contract suspended or had a contract terminated for non-responsibility; or 9. had a local, state or federal government contract suspended or terminated for cause prior to the completion of the term of the contract.	☐ Yes ☒ No
	b) been indicted, convicted, received a judgment against them or a grant of immunity for any business-related conduct constituting a crime under local, state or federal law including but not limited to, fraud extortion, bribery, racketeering, price-fixing, bid collusion or any crime related to truthfulness and/or business conduct?	☐ Yes ☒ No
	c) been issued a citation, notice, violation order, or are pending an administrative hearing or proceeding or determination of violations of: 1. federal, state or local health laws, rules or regulations.	☐ Yes ☒ No
17.	IN THE PAST THREE (3) YEARS, HAS THE VENDOR OR ITS AFFILIATES [1] HAD ANY CLAIMS, JUDGMENTS, INJUNCTIONS, LIENS, FINES OR PENALTIES SECURED BY ANY GOVERNMENTAL AGENCY? Indicate if this is applicable to the submitting vendor or affiliate. State whether the situation(s) was a claim, judgment, injunction, lien or other with an explanation. Provide the name(s) and address(es) of the agency, the amount of the original obligation and outstanding balance. If any of these items are open, unsatisfied, indicate the status of each item as "open" or "unsatisfied."	☐ Yes ☒ No
18.	DURING THE PAST THREE (3) YEARS, HAS THE VENDOR FAILED TO:	
	a) file returns or pay any applicable federal, state or city taxes? ***Identify the taxing jurisdiction, type of tax, liability year(s), and tax liability amount the vendor failed to file/pay and the current status of the liability.***	☐ Yes ☒ No
	b) file returns or pay New York State unemployment insurance? ***Indicate the years the vendor failed to file/pay the insurance and the current status of the liability.***	☐ Yes ☒ No
	c) Property Tax *Indicate the years the vendor failed to file.*	☐ Yes ☒ No
19.	HAVE ANY BANKRUPTCY PROCEEDINGS BEEN INITIATED BY OR AGAINST THE VENDOR OR ITS AFFILIATES [1] WITHIN THE PAST SEVEN (7) YEARS (WHETHER OR NOT CLOSED) OR IS ANY BANKRUPTCY PROCEEDING PENDING BY OR AGAINST THE VENDOR OR ITS AFFILIATES REGARDLESS OR THE DATE OF FILING? Indicate if this is applicable to the submitting vendor or affiliate. If it is an affiliate, include the affiliate's name and FEIN. Provide the court name, address and docket number. Indicate if the proceedings have been initiated, remain pending or have been closed. If closed, provide the date closed.	☐ Yes ☒ No
20.	IS THE VENDOR CURRENTLY INSOLVENT, OR DOES VENDOR CURRENTLY HAVE REASON TO BELIEVE THAT AN INVOLUNTARY BANKRUPTCY PROCEEDING MAY BE BROUGHT AGAINST IT? Provide financial information to support the vendor's current position, for example, Current Ration, Debt Ration, Age of Accounts Payable, Cash Flow and any documents that will provide the agency with an understanding of the vendor's situation.	☐ Yes ☒ No

Docusign Envelope ID: 58D2BE48-9E74-4996-B39E-79DA6DA83EF9

21.	IN THE PAST FIVE (5) YEARS, HAS THE VENDOR OR ANY AFFILIATES[1]:	☐ Yes ☒ No
	a) defaulted or been terminated on, or had its surety called upon to complete, any contract (public or private) awarded;	
	Indicate if this is applicable to the submitting vendor or affiliate. Detail the situation(s) that gave rise to the negative action, any corrective action taken by the vendor and the name of the contracting agency.	

1 "Affiliate" meaning: (a) any entity in which the vendor owns more than 50% of the voting stock; (b) any individual, entity or group of principal owners or officers who own more than 50% of the voting stock of the vendor; or (c) any entity whose voting stock is more than 50% owned by the same individual, entity or group described in clause (b). In addition, if a vendor owns less than 50% of the voting stock of another entity, but directs or has the right to direct such entity's daily operations, that entity will be an "affiliate" for purposes of this questionnaire.

ALBANY COUNTY
VENDOR RESPONSIBILITY QUESTIONNAIRE

FEIN # 83-0532773

State of: Colorado)
) ss:
County of: Grand)

CERTIFICATION:

The undersigned: recognizes that this questionnaire is submitted for the express purpose of assisting the County of Albany in making a determination regarding an award of contract or approval of a subcontract; acknowledges that the County may in its discretion, by means which it may choose, verify the truth and accuracy of all statements made herein; acknowledges that intentional submission of false or misleading information may constitute a felony under Penal Law Section 210.40 or a misdemeanor under Penal Law Section 210.35 or Section 210.45, and may also be punishable by a fine and/or imprisonment of up to five years under 18 USC Section 1001 and may result in contract termination; and states that the information submitted in this questionnaire and any attached pages is true, accurate and complete.

The undersigned certifies that he/she:

- Has not altered the content of the questions in the questionnaire in any manner;
- Has read and understands all of the items contained in the questionnaire and any pages attached by the submitting vendor;
- Has supplied full and complete responses to each item therein to the best of his/her knowledge, information and belief;
- Is knowledgeable about the submitting vendor's business and operations;
- Understands that Albany County will rely on the information supplied in the questionnaire when entering into a contract with the vendor;
- Is under duty to notify the Albany County Purchasing Division of any material changes to the vendor's responses.

Name of Business Deckard Technologies, Inc.

Address 1620 Fifth Avenue, Suite 400

City, State, Zip San Diego, CA 92101

Signature of Owner [signature]

Printed Name of Signatory Thomas E. Hemmings

Title Chief Financial Officer

Sworn before me this 20 day of June, 2025.

Notary Public [signature]

My commission expires November 19, 2028

Magli Escobedo Amaya
Printed Name

[signature]
Signature

06/20/2025
Date

MAGLI ESCOBEDO AMAYA
NOTARY PUBLIC
STATE OF COLORADO
NOTARY ID 20244042855
MY COMMISSION EXPIRES NOVEMBER 19, 2028

Attachment "D" Certification
Pursuant to Section 103-g Of the
New York State General Municipal
Law

A. By submission of this bid/proposal, each bidder/proposer and each person signing on behalf of any bidder/proposer certifies, and in the case of a joint bid, each party thereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief that each bidder is not on the list created pursuant to paragraph (b) of subdivision 3 of Section 165-a of the New York State Finance Law.

B. A Bid/Proposal shall not be considered for award, nor shall any award be made where the condition set forth in Paragraph A above has not been complied with; provided, however, that in any case the bidder/proposer cannot make the foregoing certification set forth in Paragraph A above, the bidder/proposer shall so state and shall furnish with the bid a signed statement which sets forth in detail the reasons therefor. Where Paragraph A above cannot be complied with, the Purchasing Unit to the political subdivision, public department, agency or official thereof to which the bid/proposal is made, or his designee, may award a bid/proposal, on a case by case business under the following circumstances:

1. The investment activities in Iran were made before April 12, 2012, the investment activities in Iran have not been expanded or renewed after April 12, 2012, and the Bidder/Proposer has adopted, publicized and is implementing a formal plan to cease the investment activities in Iran and to refrain from engaging in any new investments in Iran; or

2. The political subdivision makes a determination that the goods or services are necessary for the political subdivision to perform its functions and that, absent such an exemption, the political subdivision would be unable to obtain the goods or services for which the contract is offered. Such determination shall be made in writing and shall be a public document.

Signature

Chief Financial Officer
Title

June 20, 2025
Date

Deckard Technologies, Inc.
Company Name

DANIEL P. McCOY
COUNTY EXECUTIVE

COUNTY OF ALBANY
DEPARTMENT OF GENERAL SERVICES
PURCHASING DIVISION
112 STATE STREET, ROOM 820
ALBANY, NEW YORK 12207-2021
(518) 447-7140 - FAX (518) 447-5588

DAVID M. LATINA
COMMISSIONER OF GENERAL SERVICES

PAMELA O NEILL
PURCHASING AGENT

MEMORANDUM

TO: Patrick Curran, Cameron Sagan
Office of the Albany County Executive

FROM: Pamela O Neill
Purchasing Agent

DATE: 9/23/2025

RE: RFP #2025-102

I am in receipt of your recommendation to award the aforementioned to **Deckard Technologies**.

I have reviewed your scoring sheets and believe that you have performed a thorough evaluation of the proposal(s) submitted. I have no objection to the selection of **Deckard Technologies**.

Please obtain the necessary contract approval of the County Executive/Contract Administration Board/County Legislature, so that we may issue a Notice of Award.

Contract #: 2025-1718

Contract Type: standard

Contract Action: new

Procurement Type: Other

Department: General Services A1610

Date Submitted: 12/03/2025

Contact Person: [Thomas Stover]

Contact Phone: 518-447-3020

Vendor Info: Stants Combustion

Estimated Amount: 40,500.00

Scope of Services: Emergency Boiler Repairs at Saint Rose Events and Athletic Center

Budget Line Item:

Fiscal Impact:

County: 100.00

State: 0.00

Federal: 0.00

BID, RFP, RFQ Completed? Yes - Other

Budget Analyst

Date

For Contract Board Use:

Date Approved

Daniel P. McCoy	Bruce A. Hidley	Joanne Cunningham, Chairwoman
Albany County Executive	Albany County Clerk	Albany County Legislature

DANIEL P. MCCOY
COUNTY EXECUTIVE

MICHAEL MCLAUGHLIN
DEPUTY COUNTY EXECUTIVE

COUNTY OF ALBANY
DEPARTMENT OF GENERAL SERVICES
112 STATE STREET, SUITE 1300
ALBANY, NEW YORK 12207
(518) 447-7210 FAX (518) 447-7747
WWW.ALBANYCOUNTY.COM

DAVID M. LATINA
COMMISSIONER

SCOTT D. ALLARDICE
DEPUTY COMMISSIONER

December 3, 2025

Honorable Daniel P. McCoy
Albany County Executive
112 State Street, 12th Floor
Albany, New York 12207

Honorable Joanne Cunningham, Chairwoman
Albany County Legislature
112 State Street, 7th Floor
Albany, New York 12207

Honorable Bruce A. Hidley
Albany County Clerk
Albany County Courthouse
15 Eagle Street, 1st Floor
Albany, New York 12207

Dear Messrs. McCoy and Hidley,
Dear Ms. Cunningham,

Re: Emergency Contract - Emergency Boiler Repairs at Saint Rose Events and Athletic Center

The Department of General Services utilized an Emergency Contract with Stants Capital Combustion, LLC. for emergency boiler repairs at the Saint Rose Events and Athletic Center.

The existing boilers provide heat for multiple buildings and the needed repairs to boiler #3 render it inoperable. The normal heating load of the system requires two boilers to be functioning at all times. The absence of the third boiler places excessive stress on the remaining two boilers. The third boiler is also crucial to ensure adequate heat in the event that either of the other two boilers require repairs and/or servicing.

This project has a not to exceed cost of $40,500.00 and expenses will be covered under HHXO Res. No. 10 of 2023 adopted February 13, 2023.

Materials have been ordered pursuant to the terms of the Emergency Contract and repairs should be completed by the end of this month.

Please do not hesitate to contact me if I can be of further assistance.

Thank you,

David M. Latina
Commissioner

DML:tas
Enclosure(s)

ALBANY COUNTY
CONTRACT FOR EMERGENCY SERVICES

1. **Department Requesting Contract: Alb. Co. Dept. of General Services**

   County Representative requesting contract:

   David M. Latina (Commissioner) Date: December 3, 2025

2. **Name of Vendor: Stants Combustion**
   Address: 203 Old Loudon Road, Latham, NY 12110

   Telephone # 518-785-8539 Fax #

   Federal Tax I.D. # (or Social Security #) 81-2663797
   Note: This is required for payment of invoices

3. **Description of services being provided (BE SPECIFIC):**

   Saint Rose Events and Athletic Center, 420 Western Avenue, Albany, NY 12203
   Replacement of front boiler section and three intermediate boiler sections on boiler #3 as outlined in quote #0001747 dated 11/13/2025.

   See attached quote

4. **Price to be paid less taxes. <u>This must include ALL incidental costs: ie: travel, lodging etc.</u>**

   $40,500.00 / Per JOB (hour, day, job) Total amt. $40,500.00

5. **Start date:** TBD **Completion date:** Approximately 1 week after start

6. **Copy of Vendor's Insurance** - ***Note: Insurance certificates are required prior to any Purchase Order or Contract being issued or any work being started. The vendor is responsible for maintaining current insurance documentation on file with the County.***

By signing below, the Vendor agrees:

1. That the information contained in paragraphs 3 through 6 above is true and correct, that the services to be provided by the Vendor are accurately described above, and that the Vendor shall provide the services described above on the terms and conditions contained in this agreement.

2. Should Vendor's required insurance be cancelled, Vendor shall submit the insurer's notice of cancellation to the County within two (2) business days of receipt.

3. In addition to, and not in limitation of, the insurance requirements contained in Schedule "A" attached hereto and made a part hereof, the Vendor agrees to the fullest extent of the law:

a) The Vendor shall defend, indemnify and save harmless the County of Albany, its agents, representatives and employees, from and against any and all claims, damages, losses and expenses (including, but not limited to, reasonable attorney's fees) arising out of or in consequence of any negligent or intentional act or omission of the Vendor, its agents or employees, to the extent of its or their responsibility of such claims, damages, losses or expenses; and

b) The County may terminate this agreement if Vendor refuses or fails to supply enough properly skilled workers or proper materials to meet any of its requirements, if Vendor fails to make payment to County-approved subcontractors for materials or labor, or disregards laws, ordinances, rules or regulations or orders of a public entity having jurisdiction over the work, or if Vendor is substantially in breach of any of its provisions. Additionally, the County may, without cause, order the Vendor in writing to suspend, delay or interrupt the work in whole or in part for such period of time as the County may determine. The Vendor may terminate this agreement if the County is substantially in breach of it.

c) Pursuant to §109 of the General Municipal Law, the Vendor is prohibited from assigning, transferring, conveying, subcontracting or otherwise disposing of this agreement, or of its right, title or interest therein, to any other person or entity without the prior written consent of the County.

d) Vendor shall maintain complete and proper accounting records that shall clearly identify all costs associated with and revenue derived from the work performed under this agreement. Vendor shall retain such records for six (6) years after final payment or termination of this agreement and shall make such information available to the County and authorized State and/or Federal personnel during such period.

e) If Vendor is of the opinion that any work it has been directed to perform is beyond the scope of this agreement and constitutes extra work, Vendor shall promptly notify the County of that opinion. The County shall be the sole judge as to whether or not the work is in fact beyond the scope of this agreement and whether or not it constitutes extra work. If the County determines such work constitutes extra work, it shall provide extra compensation to Vendor on a negotiated basis.

f) Vendor shall at all times obtain and maintain all licenses required by New York State, or other relevant regulating body, to perform the services required under this agreement.

g) This agreement may only be modified by a formal written amendment executed by the parties.

h) This agreement shall be governed by and construed in accordance with the laws of the State of New York. The Vendor agrees that the designated venue is Albany County, New York.

The above information will be used by the County to generate a purchase order for the services described. No services included as a part of this form are to be provided to the County prior to the receipt of a purchase order by the vendor. If you have any questions concerning this form, please call the Albany County Purchasing Department at (518) 447-7140.

Vendor Signature

12/03/25

Date

Christina Parisi

Vendor Name Printed

SCHEDULE "A"
INSURANCE COVERAGE

1. **Workers' Compensation and Employers' Liability Insurance**: A policy or policies providing protection for employees in the event of job-related injuries.

2. **Automobile Liability Insurance**: A policy or policies with the limits of not less than $500,000 combined for each accident because of bodily injury, sickness, or disease, sustained by any person, caused by accident, and arising out of the ownership, maintenance or use of any automobile for damage because of injury to or destruction of property, including the loss of use thereof, caused by accident and arising out of the ownership, maintenance, or use of any automobile.

3. **General Liability Insurance:** A policy or policies of comprehensive all-risk insurance, including coverage for demolition of structures, with limits of not less than:

Liability For:	**Combined Single Limit**
Property Damage	$1,000,000
Bodily Injury	$1,000,000
Personal Injury	$1,000,000

From | **Stants Capital Combustion, LLC**
203 Old Loudon Road
Latham NY 12110
518-785-8539
http://stantscombustion.com/
Trusted Service, Parts, 24/7 Dispatch, All Local 7 Expert,Trained & Certified Technicians!

Quote No.	**0001747**
Type	Repair
Prepared By	Christina Parisi
Created On	11/13/2025
Valid Until	12/14/2025

Quote For | **Albany County**
Saint Rose Events and Athletic Center
420 Western Avenue
Albany NY 12203
518-410-1711

Description of Work

Stants Capital Combustion, LLC is pleased to offer the following quote.
Repair: Replacement of front boiler section and three intermediate boiler sections on boiler #3
-Lockout and drain boiler
-Remove burner & burner mounting plate
-Remove all piping connected to front boiler section
-Remove failed boiler sections
-Install new boiler sections
-Reinstall existing trim section on front section, if in good condition
-Reuse all existing controls
-Reinstall burner and mounting plate
-Fill boiler, fire to pressure, and check for leaks
Please note, four boiler sections were found to be failed based on a visual inspection. Condition of remaining boiler sections will not be known until failed sections are removed. If any further sections need to be replaced, you will be notified of additional cost. An approval to proceed with additional repairs will be required.
Saturday hours are available at our overtime rate of $220 per hour. Please reach out to the office regarding this quote should you have any questions.
Due to the urgent request for this quote, the cost for the above outlined scope of work will not exceed $40,500.00. This price is based on normal working hours.
Notes:
1. Actual cost will vary, depending on the price of rigging, still not to exceed $40,500.
Thank you for choosing Stants Combustion.

Services to be completed

No Service

SERVICE TOTAL **$40,500.00**

[Boiler] Location - Building
Boiler section replacements

SERVICE TOTAL **$0.00**

[Boiler] Location - Building
Provide and install 4 boiler sections

SERVICE TOTAL	**$0.00**
GRAND TOTAL	**$40,500.00**

Terms and Conditions

Standard payment terms are net 30 days. We accept payment by check, cash and credit card adding a 3% processing fee. Please send checks to our main address including invoice reference number, or call with credit card info to process. Questions should be directed to 518-785-8539 or emailed to admin@stantscombustion.com. Thank You

By my signature below, I authorize work to begin and agree to pay the Grand Total according to the terms and conditions of this agreement.

Name: _____ Date: _____

Signature: _____

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 12/3/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME:	
NFP Prop & Casualty Serv Inc. 159 Wolf Road Suite 200 Albany NY 12205	PHONE (A/C, No, Ext): 518-244-4245	FAX (A/C, No): 518-244-4262
	E-MAIL ADDRESS: riskcerts@nfp.com	

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : STICO Mutual Insurance Company, Risk Rentention	10476
INSURER B : Selective Insurance Company of America	12572
INSURER C :	
INSURER D :	
INSURER E :	
INSURER F :	

INSURED UNILADV-01
Stants Capital Combustion LLC
Stants Capital Supply LLC
203 Old Loudon Road
Latham NY 12110

COVERAGES **CERTIFICATE NUMBER:** 514940278 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY [ ] CLAIMS-MADE [X] OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: [ ] POLICY [X] PRO-JECT [ ] LOC [ ] OTHER:	Y	Y	1-GLR200011-25	8/30/2025	8/30/2026	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG $	$ 7,000,000 $ 300,000 $ 10,000 $ 7,000,000 $ 7,000,000 $ 7,000,000 $
B	AUTOMOBILE LIABILITY X ANY AUTO [ ] OWNED AUTOS ONLY [ ] SCHEDULED AUTOS X HIRED AUTOS ONLY [X] NON-OWNED AUTOS ONLY	Y	Y	S 2676432	12/1/2025	8/30/2026	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident) $	$ 1,000,000 $ $ $ $
A	X UMBRELLA LIAB [X] OCCUR EXCESS LIAB [ ] CLAIMS-MADE DED [X] RETENTION $ 10,000	Y	Y	1-UMB200023-25	8/30/2025	8/30/2026	EACH OCCURRENCE AGGREGATE XS AL EL	$ 5,000,000 $ 5,000,000 $
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? [ ] N/A (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below						[ ] PER STATUTE [ ] OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	 $ $ $

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
RE: work at Saint Rose Events and Athletic Center, 420 Western Avenue, Albany, NY 12203 - Replacement of front boiler section and three intermediate boiler sections on boiler #3 as outlined in quote #0001747 dated 11/13/2025

Certificate holder is included as an additional insured(s) in accordance with the policy provisions of the General Liability (ongoing and product/completed Operations), Auto Liability and Umbrella Liability policy as required by written contract. General Liability and Umbrella Liability evidenced herein is Primary & Non-Contributory to the other insurance available to the additional insured(s), but only in accordance with the Policy Provisions. A Waiver of Subrogation in favor of the additional insured(s) as allowed by law, as respects General Liability, Auto Liability, Umbrella Liability in accordance with the policy provisions as required by written contract. Certificate holder is provided 30 Days' Notice of Cancellation, 10 Days' Notice for Non-Payment Cancellation

CERTIFICATE HOLDER

Albany County Department of General Services
112 State Street - Suite 1300
Albany NY 12207

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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The ACORD name and logo are registered marks of ACORD

NYSIF
New York State Insurance Fund

PO Box 66699, Albany, NY 12206
| nysif.com

CERTIFICATE OF WORKERS' COMPENSATION INSURANCE

^^^^^^ 812663797
STANTS CAPITAL COMBUSTION, LLC
203 OLD LOUDON ROAD
LATHAM NY 12110

SCAN TO VALIDATE
AND SUBSCRIBE

POLICYHOLDER	CERTIFICATE HOLDER
STANTS CAPITAL COMBUSTION, LLC 203 OLD LOUDON ROAD LATHAM NY 12110	THE ALB. CO. DEPT. OF GEN SERV 112 STATE ST. SUITE 1300 ALBANY NY 12207

POLICY NUMBER	CERTIFICATE NUMBER	POLICY PERIOD	DATE
Z 584 777-7	193720	04/01/2025 TO 04/01/2026	12/3/2025

THIS IS TO CERTIFY THAT THE POLICYHOLDER NAMED ABOVE IS INSURED WITH THE NEW YORK STATE INSURANCE FUND UNDER POLICY NO. 584 777-7, COVERING THE ENTIRE OBLIGATION OF THIS POLICYHOLDER FOR WORKERS' COMPENSATION UNDER THE NEW YORK WORKERS' COMPENSATION LAW WITH RESPECT TO ALL OPERATIONS IN THE STATE OF NEW YORK, EXCEPT AS INDICATED BELOW, AND, WITH RESPECT TO OPERATIONS OUTSIDE OF NEW YORK, TO THE POLICYHOLDER'S REGULAR NEW YORK STATE EMPLOYEES ONLY.

IF YOU WISH TO RECEIVE NOTIFICATIONS REGARDING SAID POLICY, INCLUDING ANY NOTIFICATION OF CANCELLATIONS, OR TO VALIDATE THIS CERTIFICATE, VISIT OUR WEBSITE AT HTTPS://WWW.NYSIF.COM/CERT/CERTVAL.ASP. THE NEW YORK STATE INSURANCE FUND IS NOT LIABLE IN THE EVENT OF FAILURE TO GIVE SUCH NOTIFICATIONS.

THIS POLICY DOES NOT COVER THE SOLE PROPRIETOR, PARTNERS AND/OR MEMBERS OF A LIMITED LIABILITY COMPANY.

THE POLICY INCLUDES A WAIVER OF SUBROGATION ENDORSEMENT UNDER WHICH NYSIF AGREES TO WAIVE ITS RIGHT OF SUBROGATION TO BRING AN ACTION AGAINST THE CERTIFICATE HOLDER TO RECOVER AMOUNTS WE PAID IN WORKERS' COMPENSATION AND/OR MEDICAL BENEFITS TO OR ON BEHALF OF AN EMPLOYEE OF OUR INSURED IN THE EVENT THAT, PRIOR TO THE DATE OF THE ACCIDENT, THE CERTIFICATE HOLDER HAS ENTERED INTO A WRITTEN CONTRACT WITH OUR INSURED THAT REQUIRES THAT SUCH RIGHT OF SUBROGATION BE WAIVED.

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS NOR INSURANCE COVERAGE UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICY.

NEW YORK STATE INSURANCE FUND

DIRECTOR, INSURANCE FUND UNDERWRITING

VALIDATION NUMBER: 712468544

U-26.3

From | **Stants Capital Combustion, LLC**

203 Old Loudon Road
Latham NY 12110
518-785-8539
http://stantscombustion.com/
Trusted Service, Parts, 24/7 Dispatch, All Local 7 Expert,Trained & Certified Technicians!

Quote No.	**0001747**
Type	Repair
Prepared By	Christina Parisi
Created On	11/13/2025
Valid Until	12/14/2025

Quote For | **Albany County**

Saint Rose Events and Athletic Center
420 Western Avenue
Albany NY 12203
518-410-1711

Description of Work

Stants Capital Combustion, LLC is pleased to offer the following quote.
Repair: Replacement of front boiler section and three intermediate boiler sections on boiler #3
-Lockout and drain boiler
-Remove burner & burner mounting plate
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Saturday hours are available at our overtime rate of $220 per hour. Please reach out to the office regarding this quote should you have any questions. Due to the urgent request for this quote, the cost for the above outlined scope of work will not exceed $40,500.00. This price is based on normal working hours.
Notes:
1. Actual cost will vary, depending on the price of rigging, still not to exceed $40,500.
Thank you for choosing Stants Combustion.

Services to be completed

No Service

SERVICE TOTAL **$40,500.00**

[Boiler] Location - Building
Boiler section replacements

SERVICE TOTAL **$0.00**

[Boiler] Location - Building
Provide and install 4 boiler sections

SERVICE TOTAL	**$0.00**
GRAND TOTAL	**$40,500.00**

Terms and Conditions

Standard payment terms are net 30 days. We accept payment by check, cash and credit card adding a 3% processing fee. Please send checks to our main address including invoice reference number, or call with credit card info to process. Questions should be directed to 518-785-8539 or emailed to admin@stantscombustion.com. Thank You

Approved by Jameson Parker on 12/3/2025 12:38pm with Purchase Order number 03122025TAS from IP address 72.0.130.202

Contract #: 2025-1770

Contract Type: standard

Contract Action: new

Procurement Type: Other

Department: General Services A1610

Date Submitted: 12/10/2025

Contact Person: [Thomas Stover]

Contact Phone: 518-447-3020

Vendor Info: Stants Capital Combustion, LLC.

Estimated Amount: 111,358.00

Scope of Services: Emergency Boiler Replacement at Saint Rose Events and Athletic Center

Budget Line Item: HHXO

Fiscal Impact:

County: 100.00

State: 0.00

Federal: 0.00

BID, RFP, RFQ Completed? Yes - Other

Budget Analyst

Date

For Contract Board Use:

Date Approved

Daniel P. McCoy	Bruce A. Hidley	Joanne Cunningham, Chairwoman
Albany County Executive	Albany County Clerk	Albany County Legislature

DANIEL P. MCCOY
COUNTY EXECUTIVE

MICHAEL MCLAUGHLIN
DEPUTY COUNTY EXECUTIVE

COUNTY OF ALBANY
DEPARTMENT OF GENERAL SERVICES
112 STATE STREET, SUITE 1300
ALBANY, NEW YORK 12207
(518) 447-7210 FAX (518) 447-7747
WWW.ALBANYCOUNTY.COM

DAVID M. LATINA
COMMISSIONER

SCOTT D. ALLARDICE
DEPUTY COMMISSIONER

December 10, 2025

Honorable Daniel P. McCoy
Albany County Executive
112 State Street, 12th Floor
Albany, New York 12207

Honorable Joanne Cunningham, Chairwoman
Albany County Legislature
112 State Street, 7th Floor
Albany, New York 12207

Honorable Bruce A. Hidley
Albany County Clerk
Albany County Courthouse
15 Eagle Street, 1st Floor
Albany, New York 12207

Dear Messrs. McCoy and Hidley,
Dear Ms. Cunningham,

Re: Emergency Contract - Emergency Boiler Replacement at Saint Rose Events and Athletic Center

The Department of General Services utilized an Emergency Contract with Stants Capital Combustion, LLC for emergency boiler replacement at the Saint Rose Events and Athletic Center.

The existing boilers provide heat for multiple buildings and only one (1) of three (3) boilers is operational. The normal heating load of the system requires a minimum of two boilers to be functioning at all times. Once the current heating season is over, DGS will further investigate the possible need to replace the other two (2) existing boilers.

This project has a not to exceed cost of $111,358.00 which includes the base bid of 101,358.00 and a contingency allowance of $10,000.00. Expenses for this project will be covered under HHXO Res. No. 10 of 2023 adopted February 13, 2023.

Materials have been ordered pursuant to the terms of the Emergency Contract and repairs should be completed by the end of this month.

Please do not hesitate to contact me if I can be of further assistance.

Thank you,

David M. Latina
Commissioner

DML:tas
Enclosure(s)

ALBANY COUNTY
CONTRACT FOR EMERGENCY SERVICES

1. **Department Requesting Contract: Alb. Co. Dept. of General Services**

   County Representative requesting contract:

   David M. Latina (Commissioner) Date: December 10, 2025

2. **Name of Vendor: Stants Combustion**
   Address: 203 Old Loudon Road, Latham, NY 12110

   Telephone # 518-785-8539 Fax #

   Federal Tax I.D. # (or Social Security #) 81-2663797
   Note: This is required for payment of invoices

3. **Description of services being provided (BE SPECIFIC):**

   Saint Rose Events and Athletic Center, 420 Western Avenue, Albany, NY 12203
   Replacement of boiler #3 as outlined in quote #0001765 dated 12/09/2025.

   See Attached Quote

4. **Price to be paid less taxes. <u>This must include ALL incidental costs: ie: travel, lodging etc.</u>**

   $101,358.00 / Per JOB (hour, day, job) Total amt. $101,358.00

5. **Start date: TBD Completion date: Approximately one week after start**

6. **Copy of Vendor's Insurance** - ***Note: Insurance certificates are required prior to any Purchase Order or Contract being issued or any work being started. The vendor is responsible for maintaining current insurance documentation on file with the County.***

By signing below, the Vendor agrees:

1. That the information contained in paragraphs 3 through 6 above is true and correct, that the services to be provided by the Vendor are accurately described above, and that the Vendor shall provide the services described above on the terms and conditions contained in this agreement.

2. Should Vendor's required insurance be cancelled, Vendor shall submit the insurer's notice of cancellation to the County within two (2) business days of receipt.

3. In addition to, and not in limitation of, the insurance requirements contained in Schedule "A" attached hereto and made a part hereof, the Vendor agrees to the fullest extent of the law:

a) The Vendor shall defend, indemnify and save harmless the County of Albany, its agents, representatives and employees, from and against any and all claims, damages, losses and expenses (including, but not limited to, reasonable attorney's fees) arising out of or in consequence of any negligent or intentional act or omission of the Vendor, its agents or employees, to the extent of its or their responsibility of such claims, damages, losses or expenses; and

b) The County may terminate this agreement if Vendor refuses or fails to supply enough properly skilled workers or proper materials to meet any of its requirements, if Vendor fails to make payment to County-approved subcontractors for materials or labor, or disregards laws, ordinances, rules or regulations or orders of a public entity having jurisdiction over the work, or if Vendor is substantially in breach of any of its provisions. Additionally, the County may, without cause, order the Vendor in writing to suspend, delay or interrupt the work in whole or in part for such period of time as the County may determine. The Vendor may terminate this agreement if the County is substantially in breach of it.

c) Pursuant to §109 of the General Municipal Law, the Vendor is prohibited from assigning, transferring, conveying, subcontracting or otherwise disposing of this agreement, or of its right, title or interest therein, to any other person or entity without the prior written consent of the County.

d) Vendor shall maintain complete and proper accounting records that shall clearly identify all costs associated with and revenue derived from the work performed under this agreement. Vendor shall retain such records for six (6) years after final payment or termination of this agreement and shall make such information available to the County and authorized State and/or Federal personnel during such period.

e) If Vendor is of the opinion that any work it has been directed to perform is beyond the scope of this agreement and constitutes extra work, Vendor shall promptly notify the County of that opinion. The County shall be the sole judge as to whether or not the work is in fact beyond the scope of this agreement and whether or not it constitutes extra work. If the County determines such work constitutes extra work, it shall provide extra compensation to Vendor on a negotiated basis.

f) Vendor shall at all times obtain and maintain all licenses required by New York State, or other relevant regulating body, to perform the services required under this agreement.

g) This agreement may only be modified by a formal written amendment executed by the parties.

h) This agreement shall be governed by and construed in accordance with the laws of the State of New York. The Vendor agrees that the designated venue is Albany County, New York.

The above information will be used by the County to generate a purchase order for the services described. No services included as a part of this form are to be provided to the County prior to the receipt of a purchase order by the vendor. If you have any questions concerning this form, please call the Albany County Purchasing Department at (518) 447-7140.

Vendor Signature

12/10/25
Date

Christina Parisi
Vendor Name Printed

SCHEDULE "A"
INSURANCE COVERAGE

1. **Workers' Compensation and Employers' Liability Insurance**: A policy or policies providing protection for employees in the event of job-related injuries.

2. **Automobile Liability Insurance**: A policy or policies with the limits of not less than $500,000 combined for each accident because of bodily injury, sickness, or disease, sustained by any person, caused by accident, and arising out of the ownership, maintenance or use of any automobile for damage because of injury to or destruction of property, including the loss of use thereof, caused by accident and arising out of the ownership, maintenance, or use of any automobile.

3. **General Liability Insurance:** A policy or policies of comprehensive all-risk insurance, including coverage for demolition of structures, with limits of not less than:

Liability For:	**Combined Single Limit**
Property Damage	$1,000,000
Bodily Injury	$1,000,000
Personal Injury	$1,000,000

From

Stants Capital Combustion, LLC

203 Old Loudon Road
Latham NY 12110
518-785-8539
http://stantscombustion.com/
Trusted Service, Parts, 24/7 Dispatch, All Local 7 Expert,Trained & Certified Technicians!

Quote No.	**0001765**
Type	Installation
Prepared By	Jeff Sager
Created On	12/09/2025
Valid Until	01/09/2026

Quote For

Albany County

Saint Rose Events and Athletic Center
420 Western Avenue
Albany NY 12203
518-410-1711

Description of Work

Subject: Replacement Weil Mclain 1388 Steam Boiler
On 12/8/2025 Stants Combustion was on site to prepare for removing the four boiler sections originally quoted. The burner was removed and the remaining jacket panels. Once all jacket panels were removed it was discovered that multiple boiler sections show signs of leaks. Stants Combustion at this point feels it makes more economical sense to replace the entire boiler. The condition of the remaining sections is unknown. Previously when we asked to disassemble boiler number two for the previous owner we we informed to stop as the boiler sections were to deteriorated to be reused.
Stants Combustion would like to offer the following for consideration:
1. Isolate and disconnect remaining piping of existing boiler.
2. Split and remove all boiler sections from site.
3. Provide one new Weil Mclain 1388 HE steam boiler including new jacket , steam controls, manual reset probe low water, one McDonnell Miller 150s low water / Pump control and burner mounting plate.
4. Rig in all new boiler sections and assemble boiler block. Reconnect steam supply piping from boiler to existing while assembling boiler.
5. Reconnect steam equalizing piping .
6. Provide all new steam trim piping and install all controls required.
7. Reinstall existing burner and reconnect to existing electrical , gas and oil piping.
8. Fill boiler and perform start up. Provide up to 8 hours for skimming of boiler .
The cost for the outlined scope of work will be $ 100,358.00 excluding any applicable taxes or permit fees.
Notes:
1. Boiler chemical treatment by others.
2. This quote is for outlined scope of work only. If any other deficiencies are found Albany County person in charge will be notified of any additional repairs required.
3. Current lead times maybe 26-40 weeks for complete boiler package. Please contact Stants Combustion for possible alternative for reducing lead time.
Please contact Stants Combustion with any questions you may have regarding this quote.
Thank You
Jeff Sager

Services to be completed

No Service

SUBTOTAL	$101,358.00
TAX @ 8.0%	$0.00
SERVICE TOTAL	**$101,358.00**

SUBTOTAL	$101,358.00
TAX @ 8.0%	$0.00
GRAND TOTAL	**$101,358.00**

Terms and Conditions

Standard payment terms are net 30 days. We accept payment by check, cash and credit card adding a 3% processing fee. Please send checks to our main address including invoice reference number, or call with credit card info to process. Questions should be directed to 518-785-8539 or emailed to admin@stantscombustion.com. Thank You

Approved by Thomas Stover on 12/10/2025 09:35am with Purchase Order number 12102025TAS from IP address 72.0.130.202

ACORD®

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 12/3/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

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PRODUCER NFP Prop & Casualty Serv Inc. 159 Wolf Road Suite 200 Albany NY 12205	**CONTACT NAME:** **PHONE (A/C, No, Ext):** 518-244-4245 **FAX (A/C, No):** 518-244-4262 **E-MAIL ADDRESS:** riskcerts@nfp.com
INSURED UNILADV-01 Stants Capital Combustion LLC Stants Capital Supply LLC 203 Old Loudon Road Latham NY 12110	**INSURER(S) AFFORDING COVERAGE** — **NAIC #** **INSURER A :** STICO Mutual Insurance Company, Risk Rentention — 10476 **INSURER B :** Selective Insurance Company of America — 12572 **INSURER C :** **INSURER D :** **INSURER E :** **INSURER F :**

COVERAGES **CERTIFICATE NUMBER:** 514940278 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY CLAIMS-MADE [X] OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: POLICY [X] PRO-JECT [ ] LOC OTHER:	Y	Y	1-GLR200011-25	8/30/2025	8/30/2026	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG $	$ 7,000,000 $ 300,000 $ 10,000 $ 7,000,000 $ 7,000,000 $ 7,000,000 $
B	AUTOMOBILE LIABILITY X ANY AUTO OWNED AUTOS ONLY [ ] SCHEDULED AUTOS X HIRED AUTOS ONLY [X] NON-OWNED AUTOS ONLY	Y	Y	S 2676432	12/1/2025	8/30/2026	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident) $	$ 1,000,000 $ $ $ $
A	X UMBRELLA LIAB [X] OCCUR EXCESS LIAB [ ] CLAIMS-MADE DED [X] RETENTION $ 10,000	Y	Y	1-UMB200023-25	8/30/2025	8/30/2026	EACH OCCURRENCE AGGREGATE XS AL EL $	$ 5,000,000 $ 5,000,000 $
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? [ ] (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N/A					PER STATUTE [ ] OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	$ $ $ $

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

RE: work at Saint Rose Events and Athletic Center, 420 Western Avenue, Albany, NY 12203 - Replacement of front boiler section and three intermediate boiler sections on boiler #3 as outlined in quote #0001747 dated 11/13/2025

Certificate holder is included as an additional insured(s) in accordance with the policy provisions of the General Liability (ongoing and product/completed Operations), Auto Liability and Umbrella Liability policy as required by written contract. General Liability and Umbrella Liability evidenced herein is Primary & Non-Contributory to the other insurance available to the additional insured(s), but only in accordance with the Policy Provisions. A Waiver of Subrogation in favor of the additional insured(s) as allowed by law, as respects General Liability, Auto Liability, Umbrella Liability in accordance with the policy provisions as required by written contract. Certificate holder is provided 30 Days' Notice of Cancellation, 10 Days' Notice for Non-Payment Cancellation

CERTIFICATE HOLDER	CANCELLATION
Albany County Department of General Services 112 State Street - Suite 1300 Albany NY 12207	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. **AUTHORIZED REPRESENTATIVE** Mark Thrall

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NYSIF
New York State Insurance Fund

PO Box 66699, Albany, NY 12206
| nysif.com

CERTIFICATE OF WORKERS' COMPENSATION INSURANCE

^^^^^^ 812663797
STANTS CAPITAL COMBUSTION, LLC
203 OLD LOUDON ROAD
LATHAM NY 12110

SCAN TO VALIDATE
AND SUBSCRIBE

POLICYHOLDER	CERTIFICATE HOLDER
STANTS CAPITAL COMBUSTION, LLC 203 OLD LOUDON ROAD LATHAM NY 12110	THE ALB. CO. DEPT. OF GEN SERV 112 STATE ST. SUITE 1300 ALBANY NY 12207

POLICY NUMBER	CERTIFICATE NUMBER	POLICY PERIOD	DATE
Z 584 777-7	193720	04/01/2025 TO 04/01/2026	12/3/2025

THIS IS TO CERTIFY THAT THE POLICYHOLDER NAMED ABOVE IS INSURED WITH THE NEW YORK STATE INSURANCE FUND UNDER POLICY NO. 584 777-7, COVERING THE ENTIRE OBLIGATION OF THIS POLICYHOLDER FOR WORKERS' COMPENSATION UNDER THE NEW YORK WORKERS' COMPENSATION LAW WITH RESPECT TO ALL OPERATIONS IN THE STATE OF NEW YORK, EXCEPT AS INDICATED BELOW, AND, WITH RESPECT TO OPERATIONS OUTSIDE OF NEW YORK, TO THE POLICYHOLDER'S REGULAR NEW YORK STATE EMPLOYEES ONLY.

IF YOU WISH TO RECEIVE NOTIFICATIONS REGARDING SAID POLICY, INCLUDING ANY NOTIFICATION OF CANCELLATIONS, OR TO VALIDATE THIS CERTIFICATE, VISIT OUR WEBSITE AT HTTPS://WWW.NYSIF.COM/CERT/CERTVAL.ASP. THE NEW YORK STATE INSURANCE FUND IS NOT LIABLE IN THE EVENT OF FAILURE TO GIVE SUCH NOTIFICATIONS.

THIS POLICY DOES NOT COVER THE SOLE PROPRIETOR, PARTNERS AND/OR MEMBERS OF A LIMITED LIABILITY COMPANY.

THE POLICY INCLUDES A WAIVER OF SUBROGATION ENDORSEMENT UNDER WHICH NYSIF AGREES TO WAIVE ITS RIGHT OF SUBROGATION TO BRING AN ACTION AGAINST THE CERTIFICATE HOLDER TO RECOVER AMOUNTS WE PAID IN WORKERS' COMPENSATION AND/OR MEDICAL BENEFITS TO OR ON BEHALF OF AN EMPLOYEE OF OUR INSURED IN THE EVENT THAT, PRIOR TO THE DATE OF THE ACCIDENT, THE CERTIFICATE HOLDER HAS ENTERED INTO A WRITTEN CONTRACT WITH OUR INSURED THAT REQUIRES THAT SUCH RIGHT OF SUBROGATION BE WAIVED.

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS NOR INSURANCE COVERAGE UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICY.

NEW YORK STATE INSURANCE FUND

DIRECTOR, INSURANCE FUND UNDERWRITING

VALIDATION NUMBER: 712468544

U-26.3