

**VILLAGE OF COXSACKIE  
SPECIAL MEETING MINUTES  
October 27, 2025**

Mayor Mark Evans called the Special Meeting to order at 7:00 p.m. Present were Trustee Christopher Hanse, Trustee Katlyn Irwin, Trustee Rodney Levine, and Trustee Deidre Meier, all present via Zoom Video Conference.

Mayor Evans stated that the purpose of this Special Meeting is for Deckard Technologies to give a presentation on their Rentalscape software, which assists in Occupancy Tax collection. He introduced Dave Brown, NE Sales Director, for Deckard Technologies, as well as Garrett Lundberg, Associate Consultant, for Deckard Technologies, both present via Zoom Video Conference.

Mr. Brown and Mr. Lundberg gave an overview of their company, and the Rentalscape Short-Term Rental ID & Monitoring Platform. Deckard Technologies utilizes data science expertise to assist local governments with managing their compliance activity and enforcement, such as short-term rental (STR) properties. Knowing the exact location of STR properties enables compliance, enforcement, tax collection, and compliant management activities. Deckard's Dashboard management platform for STR will discover, identify, and efficiently present all STR activity in the Village of Coxsackie, using unique technical capabilities such as its proprietary future booking detection software, automatic non-compliance recognition, and industry-best address identification. Rentalscape is the only platform that automatically updates upcoming rentals and bookings shortly after reservations are made. These insights are not possible to achieve by simply viewing the listings itself. In every jurisdiction in which they are providing service, they have increased compliance and improved tax collection. Their customers give testimonials regarding the ease of use of their systems, and vastly superior level of customer service when compared to other providers in the market. They believe that continuous innovation is required to face the challenges of today and of tomorrow. They are proud of their achievements and solutions that enable cities and counties to manage short-term rental activities, and to ensure 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, Town of Mount Pleasant, SC, Town of Skaneateles, NY, and Town of Hunter, NY.

Mr. Brown and Mr. Lundberg gave an overview of the proposed products for the Village of Coxsackie, which is the Rentalscape Portal. The Rentalscape portal is a cloud-based system for Village staff to track STR properties, monitor STR activity, manage STR permits, and record information about properties. Rentalscape displays any permitted STR property, any property with a currently live STR listing, any property with historic STR listings, and any property with a future or past STR booking, even if the property currently does not have a live listing. Information shown in Rentalscape for each property includes property address, owner name and mailing address, residential type, such as primary residence, or secondary /investment property, property type, number of bedrooms and bathrooms at the property, per public records data, a map showing the property's location, and maximum occupancy per the Village of Coxsackie's ordinance. Listing characteristics include a listing URL for each listing associated with each specific property, listing ad ID for each listing associated with each specific property, rental calendar showing current month's activity, as well as past twelve months, and upcoming three months, and booking activity, which is a frequently updated calendar. Rentalscape clearly and easily differentiates between regular bookings and host-blocked dates that are not revenue-generating. Listing characteristics also include host name, when available, stay limitations, including minimum/maximum, permit/license number if included in the listing, daily rental rate at time of booking, rental frequency, individual links to all active listings for the property, 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. Listing characteristics also include rental type, including whole home, or shared home, bedrooms and bathrooms advertised, and maximum occupancy, per listing. Estimated sales tax based on rental

activity include occupancy rate, estimated rental income, and estimated tax. Rentalscape is configured to match the Village's ordinance, and is capable of flagging violations following the Village's exact rules, including but not limited to, permit registration, and occupancy advertised, versus permitted occupancy. Rentalscape continuously monitors every listing, every day, including bookings up to a year in advance.

Rentalscape provides a Dashboard that provides an overview of all STR activity in the Village. Mr. Brown gave an overview of this Dashboard for the Board, but stated to please note that some charts will not be activated until they go live in the Village of Coxsackie. The Dashboard includes STR properties, most active hosts, top platforms, booking activities, host revenue, average daily rate, estimated tax revenue, unit type, rental size, and online platforms.

Mr. Brown and Mr. Lundberg gave an overview of implementation and training. They said that implementation is on the Village's timeline. Most jurisdictions have been up and running with Rentalscape within a couple of weeks, with Address Identification complete within 4 weeks of receipt of the permit and listing data. The sample timeline would include contract signing, followed by program kickoff within 1-2 weeks, followed by onboarding and training within another 1-2 weeks, followed by initial address identification completion, which is an average of 2-4 weeks after Rentalscape onboarding, followed by customer handoff.

Mr. Brown gave an overview of the pricing proposal. Currently, Rentalscape is showing close to 32 live STR listings in the Village of Coxsackie. Based on the number of live STR listings, they estimate there are 20+ short-term rental properties in the Village, advertised on one or more platforms. They only charge fees on a per property, not per listing, basis. Finally, they do not charge one fee for compliance monitoring, and another for rental activity monitoring, as, in their view, these are the same service. Mr. Brown talked about the base product pricing, which includes \$3,500.00 annually for Address Identification, Compliance Monitoring, and Rental Activity Reporting, and \$4,750.00 for the Tax Payment Portal, totaling \$8,250.00 per year. This price includes free Outreach Campaign, Reporting and Analysis, Dedicated Account Manager, and Unlimited Accounts and Training Sessions.

Mayor Evans stated that since Greene County has already gone out to bid for this service, and approved awarding the bid to Deckard Technologies, the Village does not have to separately go out to bid, and can go under Greene County's bid.

Mayor Evans thanked both Mr. Brown and Mr. Lundberg for their time, and both left the meeting.

Mayor Evans asked the Village Board Members their thoughts on proceeding with the price proposal received from Deckard Technologies for their Rentalscape software.

After deliberation, it was determined that all Village Board Members were in agreement to move forward with the purchase of the Rentalscape software by Deckard Technologies.

A motion to approve the price proposal received from Deckard Technologies, in the amount of \$8,250.00, for the Rentalscape software was made by Trustee Meier and seconded by Trustee Hanse. Trustee Hanse voted yes. Trustee Irwin voted yes. Trustee Levine voted yes. Trustee Meier voted yes. The motion carried.

A motion to adjourn the Special Meeting was made by Mayor Evans and seconded by Trustee Meier. Trustee Hanse voted yes. Trustee Irwin voted yes. Trustee Levine voted yes. Trustee Meier voted yes. The motion carried.

The meeting was adjourned at 8:11 p.m.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Nikki Berezna". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Nikki Berezna  
Clerk