



Finance & Administration Committee

60 Central Ave
Cortland, NY 13045

<https://www.cortlandcountyny.gov>

Special Meeting

~ Minutes ~

Tuesday, August 26, 2025

8:30 AM

Room 302

Call to Order

The meeting was called to order at 8:30 AM by Committee Chair Cathy Bischoff

Attendee Name	Organization	Title	Status	Arrived
Beau Harbin	Cortland County	Committee Member	Present	
Linda Jones	Cortland County	Committee Member	Present	
Joseph Nauseef	Cortland County	Committee Member	Present	
Sandra Price	Cortland County	Committee Member	Excused	
Eugene Waldbauer	Cortland County	Committee Member	Present	
William McGovern	Cortland County	Committee Vice-Chair	Present	
Cathy Bischoff	Cortland County	Committee Chair	Present	
Savannah Hempstead	Cortland County	Clerk of the Legislature	Present	
Wendy Canfield	Cortland County	Executive Assistant to County Administrator	Present	
Andrea Herzog	Cortland County	Director of Finance	Present	
Douglas Bentley	Cortland County	Legislator	Present	
Keith VanGorder	Cortland County	Legislator	Present	
Donald Chu	Cortland County	Resident	Present	
Patrick Clune	Village of Homer	Mayor	Present	
Liz Arnold	Village of Homer	Trustee	Present	
Ronald J. Van Dee	Cortland County	Legislator	Present	
Nicole Compton	Cortland County	Executive Assistant to the County Attorney	Present	
Morgan Spaulding	Cortland County	Grants Administrator	Present	
Ashley Millard	Cortland County	Deputy Clerk of the Legislature	Present	
Carlita Withers	Cortland County	Deputy Director of Finance	Present	

Resolutions

AGENDA ITEM NO. 1 – Authorize Agreement - GovOS - Occupancy Tax Online Platform - Finance & Administration

RESULT: POSTPONED [UNANIMOUS]

Next: 9/16/2025 9:00 AM

MOVER: Beau Harbin, Committee Member

SECONDER: William McGovern, Committee Vice-Chair

AYES: Harbin, Jones, Nauseef, Waldbauer, McGovern, Bischoff

EXCUSED: Sandra Price

ON MOTION OF BISCHOFF

RESOLUTION NO.

Authorize Agreement - GovOS - Occupancy Tax Online Platform - Finance & Administration

WHEREAS, Cortland County desires to create a more efficient process for compliance with County and State short-term rental laws; AND

WHEREAS, GovOS provides an online platform for compliance with registration requirements and quarterly occupancy tax payments by providing registration & recording, licensing and tax filing services; AND

WHEREAS, GovOS has provided a contract with a cost of \$28,000 for one (1) year; AND

WHEREAS, funds are budgeted in A64105.54055; NOW THEREFORE BE IT

RESOLVED, that the County Administrator or Chair of the Legislature, upon approval of the County Attorney or designee, is hereby authorized and directed to enter into an agreement with GovOS, 8310 N. Capital of Texas Hwy., Bldg 2, Ste. 250, Austin, TX 78731 for the above services and cost for a period of September 1, 2025 through August 31, 2026.

AGENDA ITEM NO. 2 – Appoint Cortland County Administrator

RESULT:	APPROVED [UNANIMOUS]
	Next: 8/28/2025 6:00 PM
MOVER:	Beau Harbin, Committee Member
SECONDER:	Joseph Nauseef, Committee Member
AYES:	Harbin, Jones, Nauseef, Waldbauer, McGovern, Bischoff
EXCUSED:	Sandra Price

ON MOTION OF BISCHOFF

RESOLUTION NO.

Appoint Cortland County Administrator

WHEREAS, on August 28, 2025, the Cortland County Legislature adopted Local Law No. 8 of 2025, A Local Law Creating an Exception to the Residency Requirement for County Administrator of the County of Cortland, which permits the County Legislature to consider qualified candidates for the position of County Administrator from contiguous counties when recruitment efforts within Cortland County have been exhausted; AND

WHEREAS, pursuant to Local Law No. 7 of 2002, as amended by Local Law No. 5 of 2018 and Local Law No. 8 of 2025, the Cortland County Legislature shall appoint a County Administrator for a fixed term; AND

WHEREAS, the position of County Administrator requires a combination of specialized education and experience and the Legislature desires to consider all qualified applicants regardless of residency; AND

WHEREAS, the Finance and Administration Committee of the Cortland County Legislature has recommended the appointment of a County Administrator to fill the vacancy effective October 6, 2025; NOW THEREFORE BE IT

RESOLVED, that the Cortland County Legislature does hereby appoint _____ to serve as County Administrator for a term not to exceed four (4) years effective October 6, 2025, contingent upon the filing of Local Law No. 8 of 2025 with the New York State Department of State; AND BE IT FURTHER

RESOLVED, that this appointment shall also be contingent upon execution of an employment agreement between the County of Cortland and the appointed County Administrator; AND BE IT FURTHER

RESOLVED, that the Chair of the Cortland County Legislature is hereby authorized to execute said employment agreement consistent with the terms approved by the Legislature; AND BE IT FURTHER

RESOLVED, that _____ shall receive a starting annual salary of _____ as County Administrator (off-scale, management/management confidential, 40 hrs/week, unclassified class), and shall be entitled to all terms, conditions, and benefits in accordance with the Employment Policy Manual for Employment Policy Manual for Department Heads, Management Employees, Management /Confidential Employees, unless otherwise agreed upon in the employment agreement.

AGENDA ITEM NO. 3 – Authorize Sales Tax Sharing Agreement by and Between the County of Cortland and the City of Cortland

Mr. Nauseef MADE A MOTION TO AMEND the resolution to change the percentages as follows:

January 1, 2026 - December 31, 2026:

For County Purposes- 57.50%

For City Purposes - 18.00%

For Towns and Village Purposes - 24.50%

January 1, 2027 - December 31, 2027:

For County Purposes- 59.50%

For City Purposes - 18.00%

For Towns and Village Purposes - 22.50%

Mr. McGovern SECONDED THE MOTION, and upon unanimous voice vote of members present; MOTION CARRIED.

RESULT:	APPROVED [UNANIMOUS]
	Next: 8/28/2025 6:00 PM
MOVER:	Eugene Waldbauer, Committee Member
SECONDER:	Joseph Nauseef, Committee Member
AYES:	Harbin, Jones, Nauseef, Waldbauer, McGovern, Bischoff
EXCUSED:	Sandra Price

ON MOTION OF BISCHOFF

RESOLUTION NO.

Authorize Sales Tax Sharing Agreement by and Between the County of Cortland and the City of Cortland

WHEREAS, the County currently imposes a sales tax on retail sales and other similar

transactions and compensatory use taxes in Cortland County, all as authorized by Section 1202 of the Tax Law of the State of New York; AND

WHEREAS, the existing Sales Tax Agreement between Cortland County and the City of Cortland, entered into on August 9, 2018, commenced on January 1, 2019 and was set to continue through December 31, 2028, with an allowance for either party to terminate the agreement after June 1, 2023, upon providing six (6) months' notice and obtaining a two-thirds (2/3) majority vote of its governing board, as stated in the agreement; AND

WHEREAS, the City of Cortland Common Council previously adopted Resolution No. 62 on May 21, 2024, issuing notice of intent to terminate the existing sales tax agreement effective November 21, 2024, for the purpose of renegotiating a new agreement with the County of Cortland, but later rescinded that notice through Resolution No. 125 of 2024, adopted on October 15, 2024; AND

WHEREAS, the County of Cortland adopted Resolution No. 69-25 on March 27, 2025, effective March 28, 2025, authorizing the formal six-month notice of termination of the existing Sales Tax Agreement between Cortland County and the City of Cortland, as permitted under the contract, in order to facilitate meaningful negotiations with the City of Cortland regarding a new agreement; AND

WHEREAS, the County and City have engaged in meaningful negotiations and have reached an agreement; AND

WHEREAS, it is the decision of the County to continue to impose all of the sales tax as described in Articles 28 and 29 of the Tax Law of the State of New York and pursuant to the provisions of section 1210(a) of said law; AND

WHEREAS, it is the desire of the City not to exercise its right of preemption pursuant to Section 1224(b) of the Tax Law of the State of New York; NOW THEREFORE BE IT

RESOLVED, that the Cortland County Legislature hereby authorizes the Chair of the Legislature, upon review and approval by the County Attorney or designee, to execute an agreement with the City of Cortland, subject to the approval of the Comptroller of the State of New York, with the following provisions:

(1) Term: This agreement shall commence on January 1, 2026 and shall continue until December 31, 2035. On or after December 1, 2029, either party, if authorized by a two-thirds majority of its total governing board, may give notice of not less than one (1) calendar year (defined as January 1st through December 31st), of its intention to terminate the agreement; AND

(2) Sales Tax shall be distributed as follows:

January 1, 2026 - December 31, 2026:

For County Purposes- 57.50%

For City Purposes - 18.00%

For Towns and Village Purposes - 24.50%

January 1, 2027 - December 31, 2027:

For County Purposes- 59.50%

For City Purposes - 18.00%
For Towns and Village Purposes - 22.50%

January 1, 2028 - December 31, 2028

For County Purposes- 63.50%
For City Purposes - 18.00%
For Towns and Village Purposes - 18.50%

January 1, 2028 - December 31, 2035

For County Purposes- 65.75%
For City Purposes - 18.00%
For Towns and Village Purposes - 16.25%

AGENDA ITEM NO. 4 – Authorize Extension of Tax Agreement with the City of Cortland through December 31, 2025

RESULT:	APPROVED [UNANIMOUS]
	Next: 8/28/2025 6:00 PM
MOVER:	Eugene Waldbauer, Committee Member
SECONDER:	William McGovern, Committee Vice-Chair
AYES:	Harbin, Jones, Nauseef, Waldbauer, McGovern, Bischoff
EXCUSED:	Sandra Price

ON MOTION OF BISCHOFF **RESOLUTION NO.**

Authorize Extension of Tax Agreement with the City of Cortland through December 31, 2025

WHEREAS, the County of Cortland and the City of Cortland are parties to a Sales Tax Agreement that governs the distribution of sales tax revenues; AND

WHEREAS, the current Sales Tax Agreement is set to terminate on September 27, 2025, pursuant to Cortland County Resolution No. 69-25; AND

WHEREAS, the County and the City have negotiated a new Sales Tax Agreement to take effect January 1, 2026; AND

WHEREAS, the County and the City wish to extend by mutual agreement the current Sales Tax Agreement to maintain the same terms and conditions as the current agreement from September 28, 2025 through December 31, 2025, to ensure continuity until the new agreement becomes effective; NOW THEREFORE BE IT

RESOLVED, that the Chair of the Cortland County Legislature, upon review and approval of the County Attorney, is hereby authorized to execute an extension of the Sales Tax Agreement with the City of Cortland for the time period from September 28, 2025 through December 31, 2025, under the same terms and conditions as the current agreement in effect; AND BE IT FURTHER

RESOLVED, that this resolution shall take effect immediately.

Discussion Items

1. Sales Tax Agreement

RESULT: COMPLETED

2. Opt In/Opt Out of Short Term Rental Registry

RESULT: POSTPONED TO DATE CERTAIN (NO VOTE)

Next: 9/16/2025 9:00 AM

3. Registration Fee for Short Term Rentals

RESULT: POSTPONED TO DATE CERTAIN (NO VOTE)

Next: 9/16/2025 9:00 AM

4. 2026 County Budget

RESULT: COMPLETED

Adjournment

The meeting was closed at 10:07 AM

Proposed on: 2025-05-14

Pricing Proposal for Cortland County, NY

Prepared for:

Andrea Herzog

Cortland County, NY
60 Central Ave.,
Cortland, New York, 13045

Submitted by:

Brian Tahmosh
Enterprise 2

617-797-4735

brian.tahmosh@govos.com



8310 N. Capital of Texas Hwy.
Bldg. 2, Ste. 250, Austin, TX 78731

www.GovOS.com

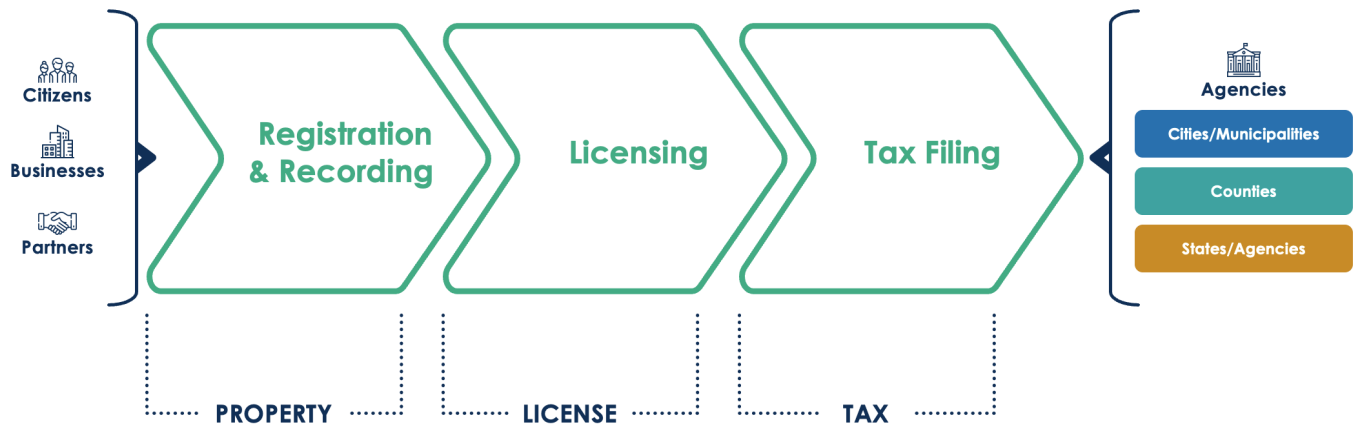


Company Overview

GovOS is a leading provider of transaction and compliance software for state and local governments to streamline property, licensing, and tax interactions with businesses and citizens.

GovOS is a Delaware incorporated organization, headquartered in Austin, Texas, and serves more than 700 government agencies across the United States. With the company's secure suite of cloud-based solutions, governments can maximize revenue, increase compliance, reduce costs, and meet constituent demand for modern, self-service transaction and payment services.

GovOS has been providing information technology products and services to local governments since 2005. Our workforce (over 200 and growing) is located in Austin and throughout the U.S., allowing us to provide our industry-leading service and support to our customers when it is convenient for them. GovOS products have been purposefully designed and built to meet the needs of our public sector customers.



GovOS is backed by experienced professionals who have been serving local government and their unique needs for over 20 years. We know data is important to every one of our customers in the public sector. However, we also understand there is more than just numbers needed to effectively serve your community. Given the depth of our experience in government service and the breadth of the products we offer, GovOS has a holistic view of how local government works best and how one software solution can affect multiple departments and processes. In addition to our best-in-class technology, GovOS also provides workable best practices, exemplary support, and innovative technology so our customers can achieve their goals today and well into the future.

Since our founding, GovOS has continued to grow and expand our suite of products and has already become an industry leader in the government technology space. GovOS is well-positioned to serve and support our customers for years to come as software and needs evolve.

We look forward to working with you, Andrea Herzog and Cortland County, NY, and discovering how GovOS can help you better serve your constituents.

GovOS provides an easy-to-use, cloud-native platform that connects your staff to your community

— increasing process efficiencies, improving compliance rates, and helping you deliver the best possible experience.

Short-Term Rental

Enhance Compliance, Simplify Registration & Increase Revenue

The GovOS Short-Term Rental (STR) solution has risen above industry standards in the government technology space for identification, compliance, and code enforcement. Our solution helps jurisdictions streamline their processes, manage their STR market with relevant results, and reduce the burden on staff. It was created in the halls of government (by GovOS' own Chief Strategy Officer) and designed specifically for local government.

What truly sets GovOS apart from our competitors is not just our results—it's our adaptability. GovOS will configure your system to match local regulations, providing accurate and timely compliance for properties and operators. GovOS empowers jurisdictions by providing visibility into:

- Tax Revenue Loss
- Ordinance Non-Compliance
- STR Inspections & Licenses
- Health & Safety Concerns

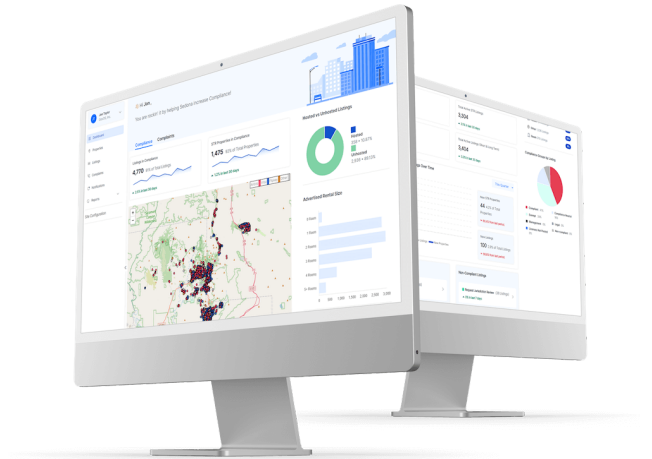
Our innovative identification and registration processes provide accurate and actionable results.

Through AI-powered property identification technology, our expert data scientists and property review analysts produce the highest property identification rates in the industry. Our solution and team accurately match (nearly 100%) your STR ads to properties after an initial 8-week census. Our registration system easily and efficiently captures all necessary information from STR owners and creates a strong data foundation for future compliance, delinquency, tax, and auditing needs. Key examples of our proprietary property identification technology and processes include:

- Reverse Geocoding
- Photo Recognition
- Human Verification

Key GovOS Short-Term Rental Benefits

- **Unmatched Property Identification:** Not only do we identify STR properties in your community, but we also vet each listing using AI and human-eye verification to ensure accuracy and reliability.
- **Higher Compliance Rates:** Achieve higher and more reliable compliance rates in your community.
- **Revenue Boost:** Collect previously missed revenue through our paperless, automated system.
- **Streamlined Registration, Licensing, and Renewals:** Centralize and simplify the property registration, licensing, and renewal processes.
- **Seamless Owner Communication:** Easily connect with property owners and manage community impact via an integrated notifications system.
- **24/7 Bilingual Hotline:** Take charge with our 24/7 hotline for proficient complaint management. *Note: This is an optional service - contact your Account Executive for more information.*



All Available Modules



Short-Term Rental Discovery

- The GovOS STR system will discover all available Cortland County, NY short-term rental ad listings posted on nationwide websites. We will also monitor customer-selected sites if purchased/provided.



Short-Term Rental Identification

- GovOS STR will maintain a Cortland County, NY ad listing and property database in our system of all relevant ad and property data discovered.
- All aspects of the system and the database are accessible online by Cortland County, NY staff with unlimited licenses.



Ad Listing & Property Reconciliation

- The system and our expert review team will analyze all Cortland County, NY ad listings, which are not in the Cortland County, NY existing database, connect the ad listings to property record data, and determine compliance and registration status.
- Weekly PDF evidence capture is conducted on non-compliant listings.



Data Reporting

- The GovOS STR system has extensive reporting and filtering functionality to provide Cortland County, NY users with readily available STR owner/manager contact data and compliance status.
- Cortland County, NY staff can access the compliance data via our online system to generate weekly reports for the code compliance staff.



Notifications

- A simple integrated notification system with complete data integration via "smart fields"
- The notification module enables Cortland County, NY to easily create batch notifications



Online Registration Systems

- Online property owner/manager task portal for new and renewal licensing
- Licensing process: online forms and uploads with user prompts
- Automated reminder notifications and easily customizable notification templates
- Custom application approval and interdepartmental collaboration
- Custom tax forms with auto-calculation fields with penalties and interest
- All reporting and registration data can be exported anytime in CSV format



U.S.-Based Complaint Hotline

- 24/7 bilingual complaint hotline and online complaint reporting form
- Centralized online complaint database with a dashboard for code enforcement and compliance



GovOS Pay

- A unified solution to accept all traditional and modern payment methods



Payment Integration

- Integration with a GovOS partnered payment gateway

System Support & Maintenance

Technical Support

Everyone who interacts with the GovOS solution has access to our best-in-class support services should they encounter an issue or need assistance with the system. We seek to consistently deliver exceptional support experiences, while removing barriers to our customer's success.

Continuous Support

As part of your subscription, you gain access to our application support resources. Below is a description of three separate support resources available to you.

- **Customer Success Manager (CSM):** Your Customer Success Manager is assigned to help ensure you are achieving software optimization, are connected to product enhancements, and are aware of our newest offerings. Their goal is to help you meet your objectives utilizing our software.
- **Account Manager (AM):** Your Account Manager helps support customers' overall goals and ongoing investment in GovOS. They work closely with the CSM team and provide customers periodic high-level reviews to evaluate ongoing ROI, utilization, and future needs. The AM's key focus is to educate, listen, provide guidance, and address challenges.
- **Client Technical Support (CTS) Team:** Unlike other organizations, GovOS does not put your users through a round-robin call center. Your Client Technical Support team is your primary support to assist you with system and technical concerns. You will always have direct access to call or email the CTS team for the life of your subscription.
- **Support Team:** Our Support Team provides system and website support to users within your jurisdiction. Our Support Team is a separate team within our support division that specializes in understanding system functionality and can be a resource for users as needed regarding website or system functionality. Users can call/email this team during business hours for the life of your subscription.

GovOS' multi-prong support approach is unique to the industry and a key reason customers stay with GovOS. Our proven support practices have allowed us to maintain our high customer satisfaction and retention levels across all GovOS product lines.

What's Included:

Support is defined as any questions surrounding how to use a feature within the platform, as well as troubleshooting.





GovOS Provided Maintenance Services

Industry Leader in Security Standards

Our engineering team maintains our servers 24/7/365 so there is no impact on your IT team. Your staff and property users can trust our 99.99% level of up-time and industry standard for system security.

Our security and compliance features include:

- SOC 2 level security compliance
- Full-time availability of production site, 365 days a year
- Active Firewall, SSL Encryption, and GeoTrust SSL
- Provide and manage testing and development sites
- Unlimited number of users, including both property and jurisdiction users
- Unexpected outage recovery and emergency response

GovOS leverages Amazon Web Services' (AWS) multi-million-dollar investment in security and infrastructure. This ensures a highly secure, reliable, scalable, and low-cost infrastructure platform in the cloud. AWS hosts our applications AND our client data.

Commitment to Innovation – Feature Releases

We are passionate about remaining innovative for our clients to improve efficiency, compliance, and revenue. New features built based on feedback from our clients, and their property owners/managers are released several times throughout the year. We help ensure our client communities are at the forefront of emerging technologies and are well-positioned to anticipate and address the current and future needs of your ecosystem.

Your Software-as-a-Service subscription includes:

- Product releases and engineering support
- New product features releases (users are made aware of new features prior to their release)
- Software engineers who resolve functional issues with existing features

Deployment Methodology and Approach

GovOS has built a customer-centric deployment methodology that revolves around creating a successful customer experience and help you achieve your business goal and time to value. We have established the GovOS Deployment Strategy (DS), a proven innovative and collaborative framework which allows us to partner with our customers. This methodology allows our customers to quickly make decisions based on our out-of-the-box configurations, learn how our best practices will change and improve workflows, and identify any additional features or functionality required to make you successful. GovOS DS also focuses on making sure all stakeholders are involved in identifying requirements and risks to accelerate the decision-making process. A proven innovative and collaborative framework which allows us to partner with our customers to help ensure on-time delivery of your project.

The four key pillars to our methodology are:



Partnership

Partnering with you to understand and document your current processes and desired business outcomes.



Industry Experience

Our Implementation team has worked with municipalities across the country and understands best practices to guide you through Implementation journey.



Interactive System Validation

A process by which your team works side-by-side with our Implementation team, wherein you can see, use, and approve work as it is being completed. Helping to eliminate last-minute changes that can delay an on-time Go-Live in your new system.



Success Driven Rollout

Extensive persona-based User Acceptance Testing and Multi-Phased System training, helping ensure you and your team will become successful users of GovOS and help drive value and adoption.

The Project Team will develop a plan to align with Cortland County, NY by gaining knowledge of your goals, objectives, community and organizational culture, and needs through the implementation Discovery Phase and configure your system so it is functional on Day 1. Our team of professionals will provide the service, training, and support your staff requires to be successful.

We pride ourselves in providing our customers a service and support model that is unique to the marketplace. Our model empowers our associates to make decisions and advocate for your goals, making it quicker and easier for you to get the answers you need, when you need them.

In addition to the project staff, an executive from GovOS will oversee the project and to ensure the overall success of the project. The executive will also serve as Cortland County, NY's point of escalation. The executive may attend meetings to make sure the project is progressing in line with your expectations.

Our Proven and Successful Implementation is Divided into Six Main Phases

Upon receipt of the initial requirements, GovOS will assign a project team (including a Project Manager, Configuration Specialist, Trainer, and Data Conversion Specialist) then implementation will officially begin.



Training Methodology

GovOS believes that a customer-centered and success-driven approach to training is vital to a successful implementation. We have developed a Multi-Step and Multi-Phased approach based on two main needs for training.

- **System Oriented Training:** Used during Discovery and Configuration Phases to give you and your Subject Matter Experts the information needed to help you understand the system and validate the work being completed.
- **Persona Based Training:** Training based around the needs of the users where a user can learn and understand the system based on their day-to-day responsibilities.

Training Steps and Phases

- **Initial Training:** System Orientation training is completed at the beginning of the project to orient your team to the system.
- **Working Sessions:** As part of the Configuration/Validation phase working sessions are used to allow you and the team to use the system and validate the configurations being built.
- **Use Case Focused Training:** Persona-based training designed to train your staff on how to perform their functions in the system. *(These will be recorded and provided back to you.)*
- **Post Go-Live Training Office Hours:** Training delivered after system Go-Live designed to give your team the ability to ask relevant questions once they have been in the live system performing their day-to-day functions.

Training Guides and Materials

GovOS will provide:

- Use Case Specific Exercise Guides for your staff to practice with between training and Go-Live.
- Customer-Specific Training Material based on the system as it is configured for you.

Estimated Timeline

We understand that each project schedule and customer is unique with specific needs when implementing a new program. We will work with you and your team to develop a timeline and process that works for all parties involved in the project. As such your timeline may vary based on the final scope determination, your project team availability, contract signing, or other unexpected delays.



Pricing Summary

The solution is a package of the below service applications.

Pricing for Cortland County, NY

Products	QTY
STR Compliance Ongoing compliance identification and monitoring for short term rental properties.	1
STR Identification Ongoing monitoring of new short term rental listings and properties, and an unlimited number of notification templates for compliance outreach.	1
STR Max Web based training for jurisdiction staff (up to 6 hours). Unlimited, ongoing web and phone support are provided to all administrative staff and short term rental operators as part of monthly hosting and support. Unlimited user logins for admins and operators. Software hosting and license fees. Service and IT infrastructure, including 24/7/365 maintenance and support. Daily backups managed by our expert IT team. Enhancements released to all equivalent GovOS versions.	1
STR Registration Automated renewals. Automated registration task reminders to business owners and/or operators. Access to the admin functionality in the system, including but not limited to reports, reconciliation, notifications, approvals, cashiering, etc.	1

STR Tax

Automated tax form reminders to business owners and/or operators. Automated assigned tax forms.

Online tax form with automatic tax and late fee calculations.

1

Discount: Annual Fee reduced from \$28,056 to \$19,995 with signed agreement by June 30, 2025

First Year Annual Contract Value \$19,995.00

One time Fees: \$0.00

Total Contract Value: 19,995.00

Anticipated Number of Short-Term Rentals: 130



GovOS Pay Pricing

- **3%** per Credit Card transaction with min of \$0.50 (50 cents)
- eCheck **\$1** per transaction

eCheck/ACH (per transaction)

Check Processing Fee	
Per eCheck Sale Transaction	\$1
Per eCheck Refund Transaction	\$1
Per eCheck Return	\$25

Fee for Credit to the City/County Bank Account

Dynamic Payout Fees	
Per Instruction Funding Fee (Standard Funding)	\$0.50
Per Instruction Funding Fee (Next Day Funding) – Subject to Risk Approval by Payrix	\$2
Per Failure & NOC Funding Fee	\$8

Chargebacks and Related Fees	
Per Chargeback Request or Return Processed	\$30
Per Retrieval Request Processed	\$50
Per ACH Representment Processed	\$25
Per Arbitration Case (possible additional fees from Payment Networks)	\$50

*Without acceptance of this proposal (this “**Proposal**”), pricing provided herein is good until 2025-07-21. After said date, if not accepted, this Proposal shall be void.

Customer Information

Organization Name:	Cortland County, NY
Primary Address:	60 Central Ave., Cortland, New York, 13045
Primary Contact Name:	Andrea Herzog
Primary Contact Email:	aherzog@cortlandcountyny.gov

Proposal Commercial Terms

Solution

Services:	Services to be provided pursuant to this Proposal are described on the Pricing Summary page(s). Payment terms associated with fees for Services described on the Pricing Summary page(s) (the “ Fees ”) are payable as indicated in the “ <i>Payment Terms</i> ” section below.
Implementation:	GovOS and Customer will cooperate to ensure timely and accurate implementation and delivery of the Services. Customer will be required to provide certain information to allow GovOS to set-up and implement the Services. This may include Customer’s local legal requirements, tax and fee requirements, compliance standards, merchant processing credentials and business notification preferences. Customer acknowledges GovOS’s ability to correctly and timely implement forms, templates, workflows and other elements necessary to provide the Services is dependent upon cooperation from Customer. Customer will participate in user acceptance testing as reasonably requested by GovOS. GovOS is not responsible for delays or other consequences resulting from Customer’s failure to timely provide accurate information or participate in user acceptance testing. Payment of fees for the Services (the “ Fees ”) will not be reduced, delayed or modified as a result of Customer’s failure to meet this obligation.
Terms of Use:	Use of the Services is subject to GovOS’s standard terms of use which can be found at https://govos.com/terms-of-use (the “ TOU ”), which terms of use are hereby incorporated into this Proposal. Capitalized terms utilized but not defined in this Proposal shall have the meaning set forth in the TOU.
Modification of Incorporated Documents:	GovOS reserves the right from time to time to modify the TOU and SLA; however, this Proposal will remain governed by the TOU and SLA in effect as of the Effective Date.

Piggyback:

During the term of this Proposal, including any renewal terms: (1) other public corporations, entities, or agencies directly affiliated with Customer (each, a "Piggyback Entity") may request to piggyback on this Proposal to acquire solutions or services offered hereunder on the same terms and conditions set forth in this Proposal; and/or (2) Customer may acquire additional solutions or services offered by GovOS on the same terms and conditions set forth in this Proposal, other than pricing terms, which shall be negotiated in good faith by the parties hereto. If GovOS receives a request to piggyback on this Proposal, GovOS must provide written notice of the request to Customer within five (5) business days of receipt. If GovOS accepts, and Customer approves the request to piggyback, the administration of the services provided to any Piggyback Entity must be governed under a separate agreement between GovOS and such Piggyback Entity. Customer shall have no obligation or liability to GovOS, any Piggyback Entity, or any third party in connection with the administration of services provided to any Piggyback Entity.

Term of Contract

Term:

Number of Month(s): 12

Effective and Subscription Start Date:

For purposes of this Proposal, the subscription start date and the "**Effective Date**" shall be the date this Proposal is signed by Customer.

Automatic Renewal:

The Agreement will automatically renew for up to four (4) additional successive one-year terms unless earlier terminated pursuant to the Agreement's express provisions or either Party gives the other Party written notice of non-renewal at least thirty (30) days prior to the expiration of the then-current term (each a "**Renewal Term**" and together with the Initial Term, the "**Term**"). GovOS shall send a renewal notice to Customer between twenty-five (25) and forty (40) days prior to the expiration of the Term.

Financial Terms

Payment Terms:	The Fees for the initial Term are due upon acceptance of this Proposal and paid as follows: • Subscription Fees: Fees for subscription Services are invoiced and pre-paid annually. • Implementation Fees: Fees for implementation Services shall be invoiced as follows: (i) 50% on the Effective Date; and (ii) 50% upon "go live." • Per Transaction/Document Fees: All Fees related to transactions and documents shall be invoiced on a monthly basis during the Term. All invoices are due net thirty (30) days of the invoice date, subject to prompt payment laws applicable to transactions with Customer. If there is a conflict between these payment terms and applicable law, then these payment terms will conform with such laws.
Annual Fee Increase:	Unless otherwise indicated in on the Pricing Summary page, on each anniversary date of the Agreement, the Fees will be increased by up to 10% based on the prior year's Fees.
Late Payments:	Any undisputed amount not paid when due will be subject to finance charges equal to 1.5% of the unpaid balance per month or the highest rate permitted by applicable law, whichever is less, determined and compounded daily from the date due until the date paid.
Collection Costs; Suspension of Services:	Customer shall reimburse GovOS for all reasonable costs incurred by GovOS in collecting any late payments or interest, including attorney fees, court costs, and collection agency fees; and if such failure continues for thirty (30) days or more, GovOS may suspend Customer's and its Authorized Users' access to any portion or all of the Services until such amounts are paid in full.
Reinstatement Fee:	If the Agreement lapses and Customer and GovOS agree to reinstate the Agreement, such reinstatement will be subject to a " Reinstatement Fee. " The Reinstatement Fee shall be calculated as follows: (1) on the day after the Term ends, a Reinstatement Fee of 5% of the annualized value of the Fees will be applied. An additional 5% of the annual value of the Fees will be applied every month thereafter until the Term is extended and/or the Agreement is formally renewed, until the cumulative Reinstatement Fee reaches 50% of annualized Fees, at which point it will be capped.
GovOS Insurance Coverage	
Workers' Compensation & Employers' Liability Insurance:	Coverage shall be consistent with statutory benefits required pursuant to applicable law.

Commercial General Liability Insurance:	Minimum limit: \$1,000,000 per occurrence for coverage A and B with a \$2,000,000 policy aggregate
Business Automobile Liability Insurance:	Coverage for all owned, non-owned, and hired vehicles shall be maintained with a combined single limit of \$300,000 per occurrence.
Professional Liability and/or E&O Insurance:	Minimum Limit: \$1,000,000 per occurrence.
Umbrella Coverage:	Minimum Limit: \$5,000,000
Cyber Security:	Minimum Limit: \$1,000,000 per occurrence with a \$3,000,000 policy aggregate.

Miscellaneous Terms

Limitation of Liability:	IN NO EVENT WILL EITHER PARTY BE LIABLE UNDER OR IN CONNECTION WITH THE AGREEMENT UNDER ANY LEGAL OR EQUITABLE THEORY, INCLUDING BREACH OF CONTRACT, TORT (INCLUDING NEGLIGENCE), STRICT LIABILITY, AND OTHERWISE, FOR ANY: (a) CONSEQUENTIAL, INCIDENTAL, INDIRECT, EXEMPLARY, SPECIAL, ENHANCED, OR PUNITIVE DAMAGES; (b) INCREASED COSTS, DIMINUTION IN VALUE OR LOST BUSINESS, PRODUCTION, REVENUES, OR PROFITS; (c) LOSS OF GOODWILL OR REPUTATION; (d) USE, INABILITY TO USE, LOSS, INTERRUPTION, DELAY, OR RECOVERY OF ANY DATA, OR BREACH OF DATA OR SYSTEM SECURITY; OR (e) COST OF REPLACEMENT GOODS OR SERVICES, IN EACH CASE REGARDLESS OF WHETHER THE OTHER PARTY WAS ADVISED OF THE POSSIBILITY OF SUCH LOSSES OR DAMAGES OR SUCH LOSSES OR DAMAGES WERE OTHERWISE FORESEEABLE. IN NO EVENT WILL GOVOS'S AGGREGATE LIABILITY ARISING OUT OF OR RELATED TO THE AGREEMENT UNDER ANY LEGAL OR EQUITABLE THEORY, INCLUDING BREACH OF CONTRACT, TORT (INCLUDING NEGLIGENCE), STRICT LIABILITY, AND OTHERWISE EXCEED THE TOTAL AMOUNT PAID TO GOVOS UNDER THE AGREEMENT IN THE 12-MONTH PERIOD PRECEDING THE EVENT GIVING RISE TO THE CLAIM.
Customer Indemnification:	Customer shall indemnify, hold harmless, and, at GovOS's option, defend GovOS from and against any Losses resulting from any Third-Party Claim that the Customer Data, or any use of the Customer Data in accordance with the Agreement, infringes or misappropriates such third-party's intellectual property rights and any Third-Party Claims based on Customer's or any Authorized User's (i) negligence or willful misconduct; (ii) use of the Services in a manner not authorized by the Agreement; (iii) use of the Services in combination with data, software, hardware, equipment, or technology not provided by GovOS or authorized by GovOS in writing; or (iv) modifications to the Services not made by GovOS, provided that Customer may not settle any Third-Party Claim against GovOS unless GovOS consents to such settlement, and further provided that GovOS will have the right, at its option, to defend itself against any such Third-Party Claim or to participate in the defense thereof by counsel of its own choice.

Purchasing Agent Information:

By signing below, Customer (or Purchasing Agent as Customer's agent, if applicable) and GovOS accept this Proposal and agree that it shall be subject to the TOU and SLA. Additionally, if Customer is utilizing a Purchasing Agent, then Purchasing Agent agrees to the following:

- Purchasing Agent shall include "Coverage Terms" or "Subscription Dates" in each line item's material description in its purchase orders; and
- Purchasing Agent agrees to timely pay all fees specified herein on behalf of Customer.

Billing Details

Billing Contact Name:

Billing Contact Email:

Billing Contact Phone:

Invoice Delivery Method:

Email/Electronic

Preferred Payment Method:

Check



Statement of Work

1. Definitions.

Capitalized terms utilized but not defined in this SOW (defined below) shall have the meaning set forth in the TOU (defined below).

- **"BLT"** means GovOS's Business License and Tax Compliance Services,
- **"Customer"** means the customer identified on the first page of this SOW.
- **"Deliverables"** means the deliverables described in Sections 12 and 13.
- **"Hotline"** means GovOS's Hotline Services.
- **"Project"** means the Services described in this SOW.
- **"SaaS Solutions"** means the Services described in Section 3 below.
- **"Services"** shall be as defined in the TOU.
- **"SME"** means a subject matter expert.
- **"SOW"** means this Statement of Work.
- **"STR"** means GovOS's Short Term Rental (Identification and Compliance) Services.
- **"TOU"** means GovOS's standard terms of use, which are found at <https://govos.com/terms-of-use/>

2. Purpose and Overview of Engagement

This SOW outlines the scope of services that GovOS, Inc., a Delaware corporation ("**GovOS**") will perform for Customer in exchange for payment of the fees indicated in the applicable Proposal. This SOW is designed to help GovOS' customers successfully implement core software modules, as well as enable Customer to layer value-add software modules and functionality over time. This may be determined by the Customer's priorities, schedule, and resources available.

The Services described herein are provided on a fixed-price basis and subject to the TOU and Proposal associated herewith.

3. Your GovOS SaaS Solution(s)

Customer and GovOS are deploying the SaaS Solutions listed on the "**Pricing Summary**" page at Cortland County, NY. The Project will follow recommended timelines indicated in the Section titled "**Project Schedule**" located in this SOW.

4. Engagement and Project Assumptions

A successful implementation will require close collaboration between the Customer and GovOS. The GovOS Professional Services Team is equipped to help Customer achieve Project milestones and requirements, as well as assist in configuring each of the SaaS Solutions. The GovOS Professional Services team is also equipped to consult on best practices for successful deployment and user adoption of SaaS Solutions.

Customer's participation and commitment to the Project's goals and timeline are critical to ensure success. To meet the Project's timeline and achieve a successful engagement, GovOS expects the Customer to abide by the following



Project assumptions:

- This SOW is limited to the implementation of the SaaS Solutions. Any additional solutions, services, or support requested during the Project will be considered out of scope.
- The Project may start up to 30 days after the Proposal is executed by the Customer and GovOS. All Services will be delivered remotely, unless otherwise stated.
- Customer will commit and provide access to all necessary stakeholders and subject matter experts necessary to implement the SaaS Solutions.
- GovOS will communicate with the Customer Project Manager, who will be the appointed point of contact for Customer related to this Project. He/she will be responsible for all communications and Project management among all Customer parties (staff, vendors, consultants) and for the escalation and resolution of any issues for Customer.
- Prior to the start of the configuration build, Customer will confirm in writing the business and technical requirements of the Project.
- Communication with the Customer Project Manager will occur at pace with the urgency reasonably necessary for this Project. If Customer is delayed in its response, Customer acknowledges that:
 - the delay may impact the Project's schedule;
 - such delay shall not act to modify the payment schedule for the Project; and
 - if GovOS believes that it is reasonably necessary to obtain prepayment for Services following the delay then it may invoice Customer for the same.
- Customer is responsible for internal change management associated with the purchase of GovOS software and hardware.
- Customer is responsible for all hardware, software, and services provided by other consultants or third-party vendors that may also be involved with the Project.
- GovOS will not be responsible for troubleshooting Customer's environment such as operating systems, hardware resources, or database schema.
- GovOS will not be responsible for troubleshooting applications, third-party integrations, or hardware not provided by GovOS.
- Material changes to this SOW may result in a Change Order. The term "Material changes" includes, but is not limited to new requirements, additional requested work, and Customer-driven timeline adjustments. Change Orders are subject to scope review and may impact the resourcing, Project timeline, and costs.

5. Project Schedule

GovOS will schedule resources for the Project upon execution of the Proposal. Unless specifically noted, the GovOS Project Manager will work with the Customer Project Manager to develop the Project schedule for all requested deliverables under this SOW. GovOS reserves the right to adjust the schedule based on availability of GovOS resources and/or Customer resources, and the timeliness of deliverables provided by Customer.

Projects typically follow an estimated timeline to allow for complete and proper execution through each stage. Your Project may differ, but typical standard deployments follow the below estimate:

Week 1	Week 2-3	Week 4-12	Week 13-15	Week 16	Week 17-20
Kickoff	Discovery	Configure/Validation/Data Migration	UAT/Training	Go Live	Transition to Support

6. Implementation Methodology:

GovOS implementation methodology is based on six (6) phases:

Project Kickoff

- Introduce Customer and GovOS teams.
- Review this SOW and the preliminary Project timeline.
- Introduce Customer to the SaaS Solutions through baseline training.
- Identify Project success criteria.

Discovery

- Understand Customer's processes, pains, and desired future state.
- Review and document functional requirements for configuration.
- **Finalize and agree upon a Project timeline.**

Configuration/Validation/Baseline Training

- Configure baseline form(s), workflow(s), other process(s) in the software that achieves the desired business outcomes.
- Conduct working sessions with superusers to drive Project progress, user capability, and user adoption of GovOS solutions.
- Inventory, validate, and configure necessary changes to solution(s) based on Customer use cases/feedback.
- Migrate and validate data (where applicable) from legacy systems to the SaaS Solutions.

User Acceptance Testing/Final SaaS Solutions Training

- Train Customer on the SaaS Solutions.
- Perform user acceptance testing.
- Final verification ensuring all necessary data has been uploaded and is appearing properly in the SaaS Solutions.

Go Live/Launch

- Activation of production URLs and end user access to the production SaaS Solutions.
- Requirements sign-off for the SaaS Solutions.
- Project sign-off (acceptance).

Transition to Support



- Introduction and hand off to GovOS Customer Support.
- Introduction to the GovOS Customer Success Manager.

7. Project Governance

Project governance provides the foundation and framework to manage progress by assessing and addressing questions and challenges during deployment.

GovOS follows two guiding principles for governance to maximize the deployment value with its customers:

- Regular communication and timing will be aligned to the Project plan. Weekly cadence for the duration of the Project is most typical.
- GovOS expects its customers to communicate requests, questions, or issues as soon as they arise. GovOS will do the same, as its team can only address items when known. These will be documented in a formal Project artifact and reviewed during set Project update engagements.

8. Roles and Responsibilities

Engagements require aligned, capable resources to work collaboratively during the Project. The following outlines typical Project team expectations for GovOS and Customer:

GovOS Project Team

- **Executive Sponsor** – responsible for ensuring alignment on the Project’s value proposition and vision. Will serve as the primary escalation point for Customer’s Executive Sponsor to make decisions, mitigate risks, and facilitate engagement of resources within GovOS when necessary if the Project’s team cannot move forward.
- **Project Manager** – responsible for driving engagement agreed upon within the SOW for both deliverables and timeframe. Ensures task/resource assignments and tracks toward Project completion. Holds status meetings and other business reviews as appropriate to ensure Project success is achieved. Facilitates the transition to support.
- **Configuration Specialist** – responsible for the configuration of GovOS solutions, facilitating discovery workshops, “train the trainer” working sessions, and best practice knowledge transfer throughout the implementation process.
- **Data Specialist** – responsible for working with Customer to gather, map, and migrate necessary data into the SaaS Solutions.

Customer Project Team

- **Executive Sponsor** – responsible for ensuring Customer alignment on the Project’s value proposition and vision. Sponsor will engage internal Customer resources as needed to aid in progress. Will serve as primary escalation point for Customer team to make decisions, mitigate risks, and provide sign-off for GovOS solutions.
- **Project Manager** – serves as the primary contact for Project initiation, use-case review, best practice adoption, configuration, validation, deployment, and Project completion. Coordinates meetings and schedules and controls communication between the Customer and GovOS’s Project team.



- **Subject Matter Expert(s)** – internal SME in the functional area of deployment. Attends working sessions, trainings, and responsible for reviewing configurations. Responsible for UAT/validation testing throughout the Project.
- **IT/Data** – internal SME in the functional area of Customer's supported environments. This may include legacy systems, third-party software, hardware, network infrastructure. Responsible for ensuring customer-owned software and equipment are addressed throughout the course of the Project.

9. Customer Supplied Artifacts

Customer agrees to supply GovOS with the following artifacts within five business days of the Kickoff call for the Project:

- Digital Customer Logo (logo should be current and updated for use). Logo requirements are as follows:
 - Jpeg file format is preferred
 - Minimum size expectation of 400x100 pixels
- Compliance notification letter samples
- Data:
 - **For STR Customers (Property Information)**
 - Provide ALL parcels within Customer's jurisdiction regardless of development or known active rental status (open/active, closed/inactive, done, in progress). This allows GovOS to capture new and future rental listings more efficiently.
 - If there are properties that fall within multiple jurisdictions which will be required to register with and/or remit tax to Customer, be sure to include those incorporated areas along with all unincorporated parcels
 - Example 1: A property must register as STR and/or pay tax in the incorporated city and Customer. Provide all parcels, tagged with respective statuses
 - Example 2: The property resides in an incorporated city, but only Customer requires registration and/or tax, and this property is within their jurisdiction to do so. For both examples, GovOS needs these parcels included, and tagged with their respective statuses
 - If Customer's parcel numbers are not unique, GovOS will need a different unique identifier or a combination of fields that can be used to determine a unique property. This information must stay the same (for future client-provided data updates) on Customer's side for each unique parcel.
 - Required parcel data fields include Parcel ID, Parcel Physical Address, Owner Name, and Owner Mailing Address.
 - **For BLT Customers (Business Information)**
 - Customer will provide information for all businesses that reside within Customer's jurisdiction.
 - Business information will include at a minimum business name, business address, owner name and owner mailing address.



- Businesses must have a unique identifier or be able to be uniquely identified by a combination of data fields that must not change.
- Documents:
 - Provide all license and/or registration forms, including renewal forms if applicable.
 - All tax forms
 - Copy of ordinance(s) applicable to the Project.
 - Visualization of workflows (if available)
 - All applicable fees

NOTE: GovOS will use system generated account numbers for all properties or businesses when initiating new customers. The GovOS system will generate a six-digit numerical value starting at 000000 and increases by 2. The GovOS team will import existing account numbers on each account for jurisdictions reporting/reference if desired.

10. Change Orders

Customer acknowledges that changes introduced after the “Discovery” phase of the Project may require additional effort or time, resulting in additional cost. Requests for changes to this SOW or the Project (a “**Change Order**”) must be submitted to the GovOS Project Manager and Configuration Specialist in writing.

Any of the following items will be considered “Out of Scope” and require a Change Order:

- Items listed in Section 11;
- Material changes in the scope or effort;
- Material changes in the number or type of deliverables to meet the SOW objectives;
- Changes to the Project resource requirements; and
- Changes to key dates (i.e., go-live) after acceptance of the Project plan

GovOS will estimate the time and fixed cost needed to implement the Change Order and the impact it may have on the delivery of the Project. GovOS will perform the requested Services once the Change Order has been signed by Customer.

11. Out Of Scope Items

This SOW outlines the areas, tasks, and responsibilities explicitly excluded from the scope of the Project. Any activities falling within the following excluded areas shall not be considered part of the Project and are the sole responsibility of Customer.

Items not in Scope:

- Hardware procurement, installation, or configuration of any hardware components unless explicitly specified in the agreed-upon scope of work.
- Software licensing or procurement of third-party software solutions required for the Project's implementation.



- Network design, setup, or configuration of network infrastructure such as routers, switches, and firewalls unless specified otherwise.
- Change Management, facilitation of organizational change or processes related to the implementation.
- Custom development of any custom features, functionalities, or integrations not explicitly outlined in the scope of work.
- Compliance notification letter distribution. GovOS is not responsible for sending Compliance Notification Letters, that will be done by Customer.

12. Core Functionality Deliverables

Working in close collaboration, Customer and GovOS will deploy the following core modules and functionality within the estimated timeline provided:

Product Name	Applicable	GovOS Delivered Value
Business License (BL)	Yes	This is enabled by the following core functionality and deliverables: • 1 New License form, fees, and associated workflow • 1 Renewal form, fees, and associated Workflow • 1 Account Information update form • 1 Closure form • Printable PDF license • License Data Import from legacy system • Web view configuration for internal and external users ◦ (Business record mapping) • Standard SaaS Solution Reports
Tax (T)	Yes	This is enabled by the following core functionality and deliverables: • 1 Tax form • Tax filing automation ◦ Quarterly • Tax registration workflow (if no Business Licensing purchased) • Standard SaaS Solution Reports • Data Migration (migrating relevant data from current system)
Payment Gateway	Yes	Setup included for approved payment vendors only* GovOS approved vendors are vetted to ensure compatibility and efficiency. Please be aware that opting to use a non-approved payment vendor may introduce unforeseen complications, including additional processing fees and extended project timelines. *Approved Vendors: GovOSPay • NCR • Authorize.net • Certified Payments • CyberSource • Invoice Cloud • MunicIPAY • USAePay • OrbiPay • PayPal • Point and Pay • SIPA • Stripe • Xpress Bill Pay

Product Name	Applicable	GovOS Delivered Value
Reports	Yes	GovOS standard reports (14) include the following capabilities: • Business Record reporting • License Inventory reporting • Transaction & Reconciliation reporting • Delinquency reporting
Notifications	Yes	Email distribution and/or print-and-mail enablement; electronic distribution if email provided by jurisdictions: • Six (6) letter templates including: ◦ Go-Live Registration – print PDF, electronic if emails provided ◦ Registration Approval & Denial – automated email ◦ Renewal Approval & Denial – automated email ◦ Open Task Reminder – automated email
Short Term Rentals (STR)	Yes	This is enabled by the following core functionality and deliverables: • Parcel data import • License data import • Jurisdiction advertisement identification • Compliance status definition and enablement • Property registration workflow (only if purchased with BLT)

13. Value-Add Functionality Deliverables

Once core functionality is deployed, GovOS will work in close collaboration with Customer to deploy the following Value-Add modules and/or functionality over time in short, agile deployments aligned with Customer's priorities, schedule, and resources:

Product Name	Applicable	GovOS Delivered Value
Payroll Tax	No	This is enabled by the following functionality and deliverables: • One (1) Employee Tax calculation • One (1) Payroll Tax calculation • W2 Reconciliation (optional) • Annual Reconciliation (optional) • Payroll Provider Bulk filing
Cannabis Tax	No	This is enabled by the following functionality and deliverables: • One (1) Tax form
Lodging Tax	Yes	This is enabled by the following functionality and deliverables: • One (1) Tax form
Sales and Use Tax	No	This is enabled by the following functionality and deliverables: • One (1) Tax form

Product Name	Applicable	GovOS Delivered Value
Corporate Income Tax	No	This is enabled by the following functionality and deliverables: - One (1) Tax form - State Import (Optional)
Business License w/ Fee Schedule	No	This is enabled by the following functionality and deliverables: - One (1) Registration form and associated workflow - One (1) Renewal Form and associated workflow with Calculated fee structure
Alcohol License	No	This is enabled by the following functionality and deliverables: - One (1) Registration form and associated workflow - One (1) Renewal Form and associated workflow
BLT Audit Assessment Module	No	This is enabled by the following functionality and deliverables: - Audit assessment landing page - Audit form configuration - Two (2) notification templates - One (1) workflow
STR Complaint Hotline	No	This is enabled by the following functionality and deliverables: - Hotline script - Hotline setup
BLT Bulk Filing	No	This is enabled by the following functionality and deliverables: - Setup for single tax form - Online instructions for tax filing by constituents - Import file creation
GIS Address Verification	Yes	This is enabled by the following functionality and deliverables: GIS validation process established between GovOS and customer-owned GIS platform

14. Acceptance

All Deliverables require acceptance from the Customer Project Manager following the completion of deliverables, and upon Project closure. Customer is responsible for conducting any review and testing deliverable(s) pursuant to any applicable acceptance criteria agreed upon by the parties for such Deliverable(s). Upon completion of these phases, the GovOS Project Manager shall notify the Customer Project Manager and provide the necessary documents for review and sign off.

The following processes will be used for accepting Deliverables and Project Closure:

- Deliverable Acceptance Process:**
 - A Deliverable will be provided by GovOS ("**Delivery**"); then
 - Within 5 business days Delivery, Customer shall provide written acceptance of the Deliverable ("**Acceptance**"), or a rejection notice that described with specificity the reason(s) for rejection (a "**Rejection**"); then



- If Customer has provided Acceptance or failed to timely provide a Rejection, then the Deliverable shall be deemed accepted; or
- If a Rejection is timely provided, then GovOS shall promptly attempt to resolve the concerns identified in the Rejection and re-submit the Deliverable for acceptance, at which point this Acceptance Process shall commence again.
- **Acceptance by Use:** If the SaaS Solutions have been put into use within a production environment for a period of 14 calendar days, then the Project shall be deemed accepted.
- **One Year Time Limit:** If more than 12 months have passed since the effective date of the applicable Proposal and there has been no substantive engagement from Customer.
- **Project/Phase Completion:** Upon completion of any phase of the Project or the Project in its entirety, Customer will have five business days to communicate that the Deliverable(s) that have not already been accepted by Customer at that time do not meet Customer's requirements. Failure to timely communicate rejection of such phase or the Project will be deemed as acceptance of the same and any further Services provided to remedy Customer's later concern(s) may only be provided pursuant to a Change Order.

15. Disputes and Resolution

Upon notification, GovOS will apply commercially reasonable effort to resolve disputes, issues, or other documented concerns as timely as possible.



Proposal Acceptance

Proposal #:

006VV00000HJlibYAH

By signing below, Customer and GovOS accept this Proposal and agree that it shall be subject to the TOU and SLA.

Customer Signature

Signature of Authorized
Representative

Title

Date

GovOS Signature

Signature of Authorized GovOS
Representative

Title

Date

Cortland County Proposed Sales Tax Agreement with City of Cortland

	2025	2026	2027	2028	2029
	Existing Contract	Proposed Contract			
Annual County Sales Tax Projection at 2%	\$ 41,056,989.35	\$ 41,878,129.13	\$ 42,715,691.72	\$ 43,570,005.55	\$ 44,441,405.66
County New Percent Per Annum	55.00%	59.50%	61.50%	63.50%	65.75%
County \$\$ per year at new % rate		\$ 24,917,486.83	\$ 26,270,150.41	\$ 27,666,953.52	\$ 29,220,224.22
County \$\$ per year at current rate		\$ 22,207,971.02	\$ 22,668,630.44	\$ 23,138,503.05	\$ 23,617,773.11
County \$\$ per year more		2,709,516	3,601,520	4,528,450	5,602,451
Muni New Percent Per Annum	27.62%	22.50%	20.50%	18.50%	16.25%
Municipality balance sales estimate	\$ 10,925,640.46	\$ 9,422,579.06 (property)	\$ 8,756,716.80 (property)	\$ 7,951,526.01 (combo)	\$ 7,221,728.42 (combo)
Cincinnatus	\$ 290,805.84	\$ 250,799.12	\$ 233,075.99	\$ 231,541.57	\$ 207,448.73
Cortlandville	\$ 3,398,924.80	\$ 2,931,328.17	\$ 2,724,180.98	\$ 2,270,264.76	\$ 2,034,034.51
Cuyler	\$ 283,989.21	\$ 244,920.26	\$ 227,612.57	\$ 229,853.69	\$ 205,936.48
Freetown	\$ 233,658.53	\$ 201,513.68	\$ 187,273.38	\$ 191,862.06	\$ 171,898.04
Harford	\$ 333,261.19	\$ 287,413.80	\$ 267,103.23	\$ 243,620.34	\$ 218,270.66
Homer Town	\$ 1,142,752.68	\$ 985,541.99	\$ 915,897.03	\$ 854,413.63	\$ 765,508.42
Homer Village	\$ 799,778.65	\$ 689,751.56	\$ 641,009.12	\$ 737,266.60	\$ 660,551.02
Lapeer	\$ 439,993.94	\$ 379,463.13	\$ 352,647.73	\$ 271,832.20	\$ 243,546.96
Marathon Town	\$ 339,271.92	\$ 292,597.63	\$ 271,920.73	\$ 283,035.83	\$ 253,584.81
Marathon Village	\$ 172,437.97	\$ 148,715.35	\$ 138,206.13	\$ 186,500.58	\$ 167,094.44
McGraw	\$ 149,190.75	\$ 128,666.29	\$ 119,573.87	\$ 188,946.90	\$ 169,286.21
Preble	\$ 641,071.84	\$ 552,878.36	\$ 513,808.29	\$ 423,432.86	\$ 379,372.96
Scott	\$ 366,617.69	\$ 316,181.39	\$ 293,837.90	\$ 283,616.85	\$ 254,105.37
Solon	\$ 343,763.88	\$ 296,471.62	\$ 275,520.96	\$ 273,257.79	\$ 244,824.21
Taylor	\$ 171,850.21	\$ 148,208.45	\$ 137,735.05	\$ 125,664.37	\$ 112,588.48
Truxton	\$ 455,364.55	\$ 392,719.17	\$ 364,967.01	\$ 305,331.89	\$ 273,560.87
Virgil	\$ 1,065,020.05	\$ 918,503.19	\$ 853,595.63	\$ 726,957.73	\$ 651,314.83
Willet	\$ 297,886.76	\$ 256,905.90	\$ 238,751.22	\$ 233,051.39	\$ 208,801.45

Alternative Sales Tax Proposal - Higher start for the Municipalities

Estimated Sales Tax		\$	41,878,129.13	\$	41,878,129.13	\$	42,715,691.72	\$	42,715,691.72
Cortland County		Alternate Proposal		Current Proposal		Alternate Proposal		Current Proposal	
		First Year		First Year		Second Year		Second Year	
		FY 26		FY 26		FY 27		FY 27	
Cortland County %		57.50%		59.50%		59.50%		61.50%	
County \$\$ in new contract		\$	24,079,924.25	\$	24,917,486.83	\$	25,415,836.57	\$	26,270,150.41
County \$\$ in current contract		\$	22,207,971.02	\$	22,207,971.02	\$	22,668,630.44	\$	22,668,630.44
County \$\$ more per year (includes \$1.5 million)			1,871,953		2,709,516		2,747,206		3,601,520
Municipalities		Alternate Proposal		Current Proposal		Alternate Proposal		Current Proposal	
		First Year		First Year		Second Year		Second Year	
FY25		FY26		FY26		FY 27		FY 27	
(current contract)		24.50%		22.50%		22.50%		20.50%	
		(property)		(property)		(property)		(property)	
Cincinnatus	\$ 290,805.84	\$ 273,092.38	\$ 250,799.12	\$ 255,815.11	\$ 233,075.99				
Cortlandville	\$ 3,398,924.80	\$ 3,191,890.67	\$ 2,931,328.17	\$ 2,989,954.73	\$ 2,724,180.98				
Cuyler	\$ 283,989.21	\$ 266,690.95	\$ 244,920.26	\$ 249,818.67	\$ 227,612.57				
Freetown	\$ 233,658.53	\$ 219,426.00	\$ 201,513.68	\$ 205,543.95	\$ 187,273.38				
Harford	\$ 333,261.19	\$ 312,961.70	\$ 287,413.80	\$ 293,162.08	\$ 267,103.23				
Homer Town	\$ 1,142,752.68	\$ 1,073,145.73	\$ 985,541.99	\$ 1,005,252.83	\$ 915,897.03				
Homer Village	\$ 799,778.65	\$ 751,062.81	\$ 689,751.56	\$ 703,546.60	\$ 641,009.12				
Lapeer	\$ 439,993.94	\$ 413,193.18	\$ 379,463.13	\$ 387,052.39	\$ 352,647.73				
Marathon Town	\$ 339,271.92	\$ 318,606.31	\$ 292,597.63	\$ 298,449.58	\$ 271,920.73				
Marathon Village	\$ 172,437.97	\$ 161,934.49	\$ 148,715.35	\$ 151,689.65	\$ 138,206.13				
McGraw	\$ 149,190.75	\$ 140,103.29	\$ 128,666.29	\$ 131,239.61	\$ 119,573.87				
Preble	\$ 641,071.84	\$ 602,023.10	\$ 552,878.36	\$ 563,935.92	\$ 513,808.29				
Scott	\$ 366,617.69	\$ 344,286.40	\$ 316,181.39	\$ 322,505.01	\$ 293,837.90				
Solon	\$ 343,763.88	\$ 322,824.65	\$ 296,471.62	\$ 302,401.05	\$ 275,520.96				
Taylor	\$ 171,850.21	\$ 161,382.53	\$ 148,208.45	\$ 151,172.62	\$ 137,735.05				
Truxton	\$ 455,364.55	\$ 427,627.54	\$ 392,719.17	\$ 400,573.55	\$ 364,967.01				
Virgil	\$ 1,065,020.05	\$ 1,000,147.92	\$ 918,503.19	\$ 936,873.25	\$ 853,595.63				
Willet	\$ 297,886.76	\$ 279,741.98	\$ 256,905.90	\$ 262,044.02	\$ 238,751.22				

**Alternate Proposal - First Year Start
24.50%**

	2025	2026	2027	2028	2029	2030
	Existing Contract	Proposed Contract				
Sales Tax 2 % growth	\$ 41,056,989.35	\$ 41,878,129.13	\$ 42,715,691.72	\$ 43,570,005.55	\$ 44,441,405.66	\$ 45,330,233.77
County Percent	55.00%	57.50%	61.50%	63.50%	65.75%	65.75%
County \$\$ new		\$ 24,079,924.25	\$ 26,270,150.41	\$ 27,666,953.52	\$ 29,220,224.22	\$ 29,804,628.71
County \$\$ existing		\$ 22,207,971.02	\$ 22,668,630.44	\$ 23,138,503.05	\$ 23,617,773.11	\$ 24,106,628.58
County \$\$ additional		1,871,953	3,601,520	4,528,450	5,602,451	5,698,000
Muni Percent	27.62%	24.50%	20.50%	18.50%	16.25%	16.25%
Municipality \$\$ new	\$ 10,925,640.46	\$ 10,260,141.64	\$ 8,756,716.80	\$ 7,951,526.01	\$ 7,221,728.42	\$ 7,366,162.99
		(property)	(property)	(combo)	(combo)	(combo)
Cincinnati	\$ 290,805.84	\$ 273,092.38	\$ 233,075.99	\$ 231,541.57	\$ 207,448.73	\$ 211,597.70
Cortlandville	\$ 3,398,924.80	\$ 3,191,890.67	\$ 2,724,180.98	\$ 2,270,264.76	\$ 2,034,034.51	\$ 2,074,715.20
Cuyler	\$ 283,989.21	\$ 266,690.95	\$ 227,612.57	\$ 229,853.69	\$ 205,936.48	\$ 210,055.21
Freetown	\$ 233,658.53	\$ 219,426.00	\$ 187,273.38	\$ 191,862.06	\$ 171,898.04	\$ 175,336.00
Harford	\$ 333,261.19	\$ 312,961.70	\$ 267,103.23	\$ 243,620.34	\$ 218,270.66	\$ 222,636.07
Homer Town	\$ 1,142,752.68	\$ 1,073,145.73	\$ 915,897.03	\$ 854,413.63	\$ 765,508.42	\$ 780,818.59
Homer Village	\$ 799,778.65	\$ 751,062.81	\$ 641,009.12	\$ 737,266.60	\$ 660,551.02	\$ 673,762.04
Lapeer	\$ 439,993.94	\$ 413,193.18	\$ 352,647.73	\$ 271,832.20	\$ 243,546.96	\$ 248,417.89
Marathon Town	\$ 339,271.92	\$ 318,606.31	\$ 271,920.73	\$ 283,035.83	\$ 253,584.81	\$ 258,656.50
Marathon Village	\$ 172,437.97	\$ 161,934.49	\$ 138,206.13	\$ 186,500.58	\$ 167,094.44	\$ 170,436.33
McGraw	\$ 149,190.75	\$ 140,103.29	\$ 119,573.87	\$ 188,946.90	\$ 169,286.21	\$ 172,671.94
Preble	\$ 641,071.84	\$ 602,023.10	\$ 513,808.29	\$ 423,432.86	\$ 379,372.96	\$ 386,960.42
Scott	\$ 366,617.69	\$ 344,286.40	\$ 293,837.90	\$ 283,616.85	\$ 254,105.37	\$ 259,187.48
Solon	\$ 343,763.88	\$ 322,824.65	\$ 275,520.96	\$ 273,257.79	\$ 244,824.21	\$ 249,720.70
Taylor	\$ 171,850.21	\$ 161,382.53	\$ 137,735.05	\$ 125,664.37	\$ 112,588.48	\$ 114,840.25
Truxton	\$ 455,364.55	\$ 427,627.54	\$ 364,967.01	\$ 305,331.89	\$ 273,560.87	\$ 279,032.08
Virgil	\$ 1,065,020.05	\$ 1,000,147.92	\$ 853,595.63	\$ 726,957.73	\$ 651,314.83	\$ 664,341.12
Willet	\$ 297,886.76	\$ 279,741.98	\$ 238,751.22	\$ 233,051.39	\$ 208,801.45	\$ 212,977.47

AGREEMENT

THIS AGREEMENT, entered into this _____ day of _____, 2025, by and between the **COUNTY OF CORTLAND**, New York, (the “COUNTY”), a municipal corporation organized and existing under the laws of the State of New York with offices at 60 Central Avenue, Cortland, New York 13045, and the **CITY OF CORTLAND**, (the “CITY”) a municipal corporation, having its principal place of business at City Hall, 25 Court Street, Cortland, New York 13045.

WITNESSETH

WHEREAS, the COUNTY currently imposes a sales tax on retail sales and other similar transactions and compensatory use taxes in Cortland County, all as authorized by Section 1202 of the Tax Law of the State of New York; AND

WHEREAS, the existing Sales Tax Agreement between the COUNTY and the CITY, entered into on August 9, 2018, commenced on January 1, 2019 and is set to continue through December 31, 2028, with an allowance for either party to terminate the agreement after June 1, 2023, upon providing six (6) months' notice and obtaining a two-thirds (2/3) majority vote of its governing board, as stated in the agreement; AND

WHEREAS, the City of Cortland Common Council previously adopted Resolution No. 62 on May 21, 2024, issuing notice of intent to terminate the existing sales tax agreement effective November 21, 2024, for the purpose of renegotiating a new agreement with the County of Cortland, but later rescinded that notice through Resolution No. 125 of 2024, adopted on October 15, 2024; AND

WHEREAS, the County of Cortland adopted Resolution 69-25 on March 27, 2025, effective March 28, 2025, authorizing the formal six-month notice of termination of the existing Sales Tax Agreement between Cortland County and the City of Cortland, as permitted under the contract, in order to facilitate meaningful negotiations with the City of Cortland regarding a new agreement; AND

WHEREAS, the COUNTY and CITY have engaged in meaningful negotiations and have reached an agreement; AND

WHEREAS, it is the decision of the COUNTY to continue to impose all of the sales tax as described in Articles 28 and 29 of the Tax Law of the State of New York and pursuant to the provisions

of § 1210(a) of said law; AND

WHEREAS, it is the desire of the CITY not to exercise its right of preemption pursuant to §1224(b) of the Tax Law of the State of New York; IT IS HEREBY AGREED:

ARTICLE 1: TERM

This Agreement shall commence on January 1, 2026 and shall continue until December 31, 2035, unless earlier terminated as provided in Article 3 hereof.

ARTICLE 2: SALES TAX DISTRIBUTION

Sales Tax shall be distributed as follows:

January 1, 2026 - December 31, 2026:

For County Purposes- 59.50%

For City Purposes – 18.00%

For Towns and Village Purposes – 22.50%

January 1, 2028 – December 31, 2028

For County Purposes- 63.50%

For City Purposes – 18.00%

For Towns and Village Purposes – 18.50%

January 1, 2027 - December 31, 2027:

For County Purposes- 61.50%

For City Purposes – 18.00%

For Towns and Village Purposes – 20.50%

January 1, 2028 – December 31, 2035

For County Purposes- 65.75%

For City Purposes – 18.00%

For Towns and Village Purposes – 16.25%

ARTICLE 3: RIGHT TO TERMINATE AGREEMENT

Either party may, if authorized by a two-thirds majority of its total governing board, on or after December 31, 2029, give notice of not less than one (1) calendar year, of its intention to terminate the agreement. For purposes of this paragraph, “calendar year” shall be defined as January 1st through December 31st.

IN WITNESS WHEREOF, the parties hereto have executed, or caused to be executed by their duly authorized officials, this Agreement in duplicate (2 copies) each of which shall be deemed an original on the date written.

COUNTY OF CORTLAND

DATE: _____

BY: _____

Kevin J. Fitch, Chair
Cortland County Legislature

Acknowledgement

STATE OF NEW YORK)

COUNTY OF CORTLAND) ss.:

On this _____ day of _____, 2025, before me, the undersigned, a Notary Public in and for said State, personally appeared **Kevin J. Fitch**, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his/her capacity, that by his signature on the instrument, the individual, or the person upon behalf of which the individual acted, executed the instrument.

Notary Public

CITY OF CORTLAND

DATE: _____

BY: _____

Scott Steve, Mayor

Acknowledgement

STATE OF NEW YORK)

COUNTY OF CORTLAND) ss.:

On this _____ day of _____, 2025 before me, the undersigned, a Notary Public in and for said State, personally appeared **Scott Steve**, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his/her capacity, that by his signature on the instrument, the individual, or the person upon behalf of which the individual acted, executed the instrument.

Notary Public

DISCUSSION AGENDA FOR FY 26 BUDGET DOCUMENT

1. Overview of the FY 26 Departmental Budget Preparation Process
 - Started a month earlier
 - Slim version – no narrative, limited staff percentage allocation
 - Examples
2. FY 26 Estimated Deficit vs Starting Point Projected Deficit
 - Manufactured Balance Budget
 - Limits of Using Unrefined Vacancy Savings
 - Overestimated Revenues; Underestimated Expenditures
 - Cumulative Impact of Budgeting by Property Tax Levy vs actual fiscal status
 - Absence of consistent, updated and accurate financial forecasting
3. FY 26 Estimated General Fund Budget - Year over Year Departmental Summary Increases
4. FY 26 Budget Line Under Construction
5. FY 26 Projected Cumulative Deficit: Options
6. FY 26 Budget Submission Process – Timeline

	2022	2023	2024	2025	2026
	ACTUALS	ACTUALS	ACTUALS	BUDGET	ESTIMATED
PROBATION					
REPARATION SURCHARGE	(1,740.61)	(1,282.75)	(2,023.33)	(2,000.00)	(1,500.00)
STOP DWI REFUND TO PROBATION	(10,000.00)	(5,000.00)	(10,000.00)	(10,000.00)	(10,000.00)
DSS PINS REIMBURSEMENT	(203,522.57)	(216,177.20)	(226,335.73)	(225,439.00)	(246,914.00)
DWI SUPERVISION FEES	(9,520.00)	(9,000.00)	(5,780.00)	(5,500.00)	(5,500.00)
LOCAL ATI BAIL	(373.62)	(380.01)	(175.54)		-
LOCAL ATI BAIL					-
SALE OF EQUIPMENT	(49,399.02)	-	-		-
INSURANCE RECOVERY	(2,357.69)	-	-		-
STATE AID - PROBATION	(196,971.00)	(196,746.00)	(196,746.00)	(227,080.25)	(331,223.00)
PROBATION SERVICES	(140,681.84)	(104,084.14)	(129,372.11)		-
OTHER PUBLIC SAFETY STATE AID	(5,117.75)	(5,267.25)	(5,265.75)	(5,800.00)	(4,000.00)
TELEPHONE	3,407.59	3,580.50	3,672.69	4,428.00	4,604.00
CELL & LONG/DISTANCE CALLS	132.00	132.00	716.65		-
COPYING/PRINTING	579.04	823.55	398.67	1,800.00	1,800.00
COPYING/PRINTING	67.99	91.88	69.59		-
Office Materials & Supplies	1,073.83	2,267.63	1,285.41	3,300.00	3,800.00
Office Materials & Supplies	244.46	600.00	475.85		-
Medical Materials & Supplies	253.35	519.63	434.72	750.00	750.00
Maintenance Agreements	10,235.35	10,747.21	5,696.02	12,075.56	12,437.82
POSTAGE	938.46	1,060.38	1,152.18	1,530.00	1,530.00
POSTAGE	0.57	3.36	-		-
EDUCATION & TRAINING	6,937.13	10,173.17	2,470.00	5,200.00	5,500.00

PROBATION	2022 ACTUALS	2023 ACTUALS	2024 ACTUALS	2025 BUDGET	2026 ESTIMATED
EDUCATION & TRAINING	-	-	99.00		-
ASSOC/MEMBERSHIP DUES	700.00	750.00	750.00	750.00	750.00
PUBLICATIONS	252.35	358.14	372.79	425.00	1,000.00
Travel & Sustenance	1,292.90	1,945.17	1,524.07	2,500.00	3,000.00
Travel & Sustenance	225.00	-	-		-
Prog Spec Materials & Supplies	-	-	192.25	300.00	300.00
PROFESSIONAL SERVICES	-	-	73.86	170.00	170.00
INSURANCE	6,963.20	7,342.67	3,517.52	4,942.03	4,995.00
LIABILITY INSURANCE	351.00	351.00	351.00		-
LAW ENFORCEMENT INSURANCE	8,389.94	9,456.60	-	22,744.31	25,018.75
LAW ENFORCEMENT INSURANCE	624.67	375.48	-		-
VEHICLE INSURANCE	607.65	484.19	698.94	785.28	863.00
Fuel	1,408.29	1,161.95	1,204.44	1,500.00	1,500.00
I/D COPIER	1,872.12	1,849.57	1,847.52	2,013.00	1,900.00
Vehicle Repairs & Maintenance	5,589.42	1,130.46	6,105.51	2,500.00	2,500.00
Vehicle Rent/Lease	11,897.28	11,897.28	11,897.28	12,797.28	14,797.28
FEES & PERMITS	80.00	-	60.00		120.00
CONTRACTED MEDICAL SVCS	626.50	820.50	512.50	1,200.00	1,200.00
PROGRAM EXPENSE	-	-	145.93	500.00	500.00
					(508,075.15)

DSS Positions Allocated by Funding Source - FY 26 Prospective Budget

Employee Name	Employee Title	% County	% Federal	% NYS	% Grant/	Other
Albro, Amy	Sr. Social Welfare Examiner	30.00%	30.00%	40.00%		0.00%
Allen, Amanda	Social Welfare Examiner	30.00%	30.00%	40.00%		0.00%
Allen, Daisy	Support Investigator	40.00%	60.00%	0.00%		0.00%
Austen-Hines, Keri	Paralegal	40.00%	60.00%	0.00%		0.00%
Babcock, Doreen	WMS Specialist	30.00%	30.00%	40.00%		0.00%
Baker, Jennifer	Caseworker	30.00%	30.00%	40.00%		0.00%
Banewicz, Stacy	Chief Attorney	50.00%	50.00%	0.00%		0.00%
Barhite, Erica	Caseworker	30.00%	30.00%	40.00%		0.00%
Bentley, Amanda	Grade B Supervisor	30.00%	30.00%	40.00%		0.00%
Bentley, Marna	Social Welfare Manager	55.00%	45.00%	0.00%		0.00%
Berg, Isabella	Caseworker	30.00%	30.00%	40.00%		0.00%
Bloodgood, Desiree	Sr. Case Aide	30.00%	30.00%	40.00%		0.00%
Brackett, Emma	Caseworker	50.00%	35.00%	15.00%		0.00%
Bradshaw, Rebecca	Social Welfare Examiner	50.00%	35.00%	15.00%		0.00%
Brooks, Tammy	Caseworker	55.00%	45.00%	0.00%		0.00%
Brown, Alyssah	Sr. Caseworker	50.00%	50.00%	0.00%		0.00%
Bufalini, Logan	Caseworker	30.00%	30.00%	40.00%		0.00%
Bush, Jaymee	Caseworker	50.00%	50.00%	0.00%		0.00%
Butler-Perkins, Jordai	Grade B Supervisor	30.00%	30.00%	40.00%		0.00%
Carlson, Kaylyn	Caseworker	30.00%	30.00%	40.00%		0.00%
Carter, Chelsea	Caseworker	30.00%	30.00%	40.00%		0.00%
Cascanett, Ainsley	Social Welfare Examiner	55.00%	45.00%	0.00%		0.00%
Case, Kelly	Sr. Social Welfare Examiner	55.00%	45.00%	0.00%		0.00%

Employee Name	Employee Title	% County	% Federal	% NVS	% Grant/ Other
Cincotta, Joanne	Case Aide	30.00%	30.00%	40.00%	0.00%
Circio, Lori	Social Welfare Examiner	55.00%	45.00%	0.00%	0.00%
Crapo, Carrie	Child Support Coordinator	40.00%	60.00%	0.00%	0.00%
Curtis, Lisa	Social Welfare Examiner	55.00%	45.00%	0.00%	0.00%
Davidson, Drew	Grade B Supervisor	30.00%	30.00%	40.00%	0.00%
Davis, Amanda	Caseworker	30.00%	30.00%	40.00%	0.00%
Day, Matthew	Support Investigator	40.00%	60.00%	0.00%	0.00%
Dayton, Betty	Social Welfare Examiner	40.00%	60.00%	0.00%	0.00%
Dow, Melissa	Sr. Caseworker	30.00%	30.00%	40.00%	0.00%
Dox, Mary	Social Welfare Examiner	0.00%	40.00%	60.00%	0.00%
Eagan-Ledyard, Kelly	Staff Development Coordinator	50.00%	30.00%	20.00%	0.00%
Eaton, Makayla	Caseworker	30.00%	30.00%	40.00%	0.00%
		40.00%	60.00%	0.00%	0.00%
Edick, Bethanne	Grade B Supervisor	30.00%	30.00%	40.00%	0.00%
Edwards, Cindy	Case Aide	30.00%	30.00%	40.00%	0.00%
Edwards, Dawn	Fiscal Officer	40.00%	60.00%	0.00%	0.00%
		30.00%	30.00%	40.00%	0.00%
Edwards, Mikayla	Case Aide	30.00%	30.00%	40.00%	0.00%
Elia, Victoria	Case Aide	30.00%	30.00%	40.00%	0.00%
		55.00%	45.00%	0.00%	0.00%
Fetterly, Brandy	Social Welfare Manager	55.00%	45.00%	0.00%	0.00%
Field, Leann	Social Welfare Examiner Trainee	50.00%	35.00%	15.00%	0.00%
Fuller, Connie	Social Welfare Examiner Trainee	50.00%	35.00%	15.00%	0.00%
		55.00%	45.00%	0.00%	0.00%
Galeotti, Tammy	Fiscal Officer	50.00%	35.00%	15.00%	0.00%
Gill, Maria	Caseworker	55.00%	45.00%	0.00%	0.00%
Gilley, Jessica	Case Aide	30.00%	30.00%	40.00%	0.00%
Golden, Ashley	Principal Account Clerk	50.00%	40.00%	10.00%	0.00%
Gosse, Erin	Social Welfare Manager	55.00%	45.00%	0.00%	0.00%
Grant, Victoria	Caseworker	30.00%	30.00%	40.00%	0.00%
		55.00%	45.00%	0.00%	0.00%

Employee Name	Employee Title	% County	% Federal	% NYS	% Grant/	Other
Green, Judy	Asst. Director of Admin Svcs	40.00%	60.00%	0.00%	0.00%	0.00%
Gulini, Diana	Social Welfare Examiner	30.00%	70.00%	0.00%	0.00%	0.00%
		50.00%	35.00%	15.00%	0.00%	0.00%
Guyer, Jolynn	Social Welfare Examiner	55.00%	45.00%	0.00%	0.00%	0.00%
		0.00%	40.00%	60.00%	0.00%	0.00%
Hall, Bethany	Support Investigator	30.00%	30.00%	40.00%	0.00%	0.00%
Hall, Danielle	Grade B Supervisor	30.00%	30.00%	40.00%	0.00%	0.00%
Halstead, Karen	Case Aide	30.00%	30.00%	40.00%	0.00%	0.00%
Hamilton, Tiffanie	Sr. Case Aide	5.00%	50.00%	45.00%	0.00%	0.00%
		30.00%	30.00%	40.00%	0.00%	0.00%
Harvey, James	Systems Administrator	50.00%	50.00%	0.00%	0.00%	0.00%
Hatfield, Paige	Caseworker	30.00%	30.00%	40.00%	0.00%	0.00%
Head, Brianna	Case Aide	50.00%	35.00%	15.00%	0.00%	0.00%
		0.00%	40.00%	60.00%	0.00%	0.00%
Kemp, Erin	Sr. Social Welfare Examiner	30.00%	30.00%	40.00%	0.00%	0.00%
Kwak, Danielle	Grade B Supervisor	30.00%	30.00%	40.00%	0.00%	0.00%
Lent, Nichole	Sr. Caseworker	30.00%	30.00%	40.00%	0.00%	0.00%
		30.00%	30.00%	40.00%	0.00%	0.00%
Libbey, Lucas	Social Welfare Examiner	55.00%	45.00%	0.00%	0.00%	0.00%
		30.00%	30.00%	40.00%	0.00%	0.00%
Lyles-Hammond, Jent	Sr. Caseworker	30.00%	30.00%	40.00%	0.00%	0.00%
Lynch, Andrew	Caseworker	30.00%	30.00%	40.00%	0.00%	0.00%
		30.00%	30.00%	40.00%	0.00%	0.00%
Lyon, Stephanie	Caseworker	30.00%	30.00%	40.00%	0.00%	0.00%
		55.00%	45.00%	0.00%	0.00%	0.00%
MacNabb, Billie	Director of Administrative Svcs	50.00%	40.00%	10.00%	0.00%	0.00%
Maloney, Laura	Sr. Housing Coordinator	30.00%	30.00%	40.00%	0.00%	0.00%
		30.00%	30.00%	40.00%	0.00%	0.00%
Marks, Emily	Support Investigator	30.00%	30.00%	40.00%	0.00%	0.00%
McCall, Koreen	Sr. Social Welfare Examiner	30.00%	70.00%	0.00%	0.00%	0.00%
		30.00%	30.00%	40.00%	0.00%	0.00%
McCall, Tammy	Grade A Supervisor	30.00%	30.00%	40.00%	0.00%	0.00%
Metzler, Tammy	Social Welfare Examiner	50.00%	50.00%	0.00%	0.00%	0.00%

Employee Name	Employee Title	% County	% Federal	% NYS	% Grant/	Other
Miller, Alex	Caseworker	25.00%	45.00%	30.00%	0.00%	0.00%
Miller, Baille	Social Welfare Examiner Trainee	50.00%	35.00%	15.00%	0.00%	0.00%
		30.00%	30.00%	40.00%	0.00%	0.00%
Miller, Nicole	Social Welfare Manager	25.00%	45.00%	30.00%	0.00%	0.00%
Moffitt, Megan	Caseworker	30.00%	30.00%	40.00%	0.00%	0.00%
Monroe, Kristen	Commissioner	50.00%	40.00%	10.00%	0.00%	0.00%
Moore, Brian	Deputy Commissioner	50.00%	40.00%	10.00%	0.00%	0.00%
Moran, Tessa	Caseworker	30.00%	30.00%	40.00%	0.00%	0.00%
		30.00%	30.00%	40.00%	0.00%	0.00%
Morganti, Robin	Case Aide	30.00%	30.00%	40.00%	0.00%	0.00%
Mrozowski, Jennifer	Caseworker	30.00%	30.00%	40.00%	0.00%	0.00%
Mulloy, Michael	Attorney	55.00%	45.00%	0.00%	0.00%	0.00%
Murray, Deborah	Sr. Social Welfare Examiner	50.00%	50.00%	0.00%	0.00%	0.00%
Partis, Ann-Marie	Grade B Supervisor	30.00%	30.00%	40.00%	0.00%	0.00%
Pealo, Martika	Sr. Case Aide	55.00%	45.00%	10.00%	0.00%	0.00%
Phelps, Bella	Social Welfare Examiner Trainee	30.00%	30.00%	40.00%	0.00%	0.00%
		30.00%	30.00%	40.00%	0.00%	0.00%
Pier, Bethanne	Principal Account Clerk	50.00%	40.00%	10.00%	0.00%	0.00%
		55.00%	45.00%	10.00%	0.00%	0.00%
Preston, Thomas	Social Welfare Examiner	55.00%	45.00%	0.00%	0.00%	0.00%
Raffery, Rose	Admin Asst. to Commissioner	50.00%	40.00%	10.00%	0.00%	0.00%
Romanelli, Susan	Social Welfare Examiner	50.00%	50.00%	0.00%	0.00%	0.00%
Rood, Brenda	Sr. Social Welfare Examiner	0.00%	40.00%	60.00%	0.00%	0.00%
Scadewald-Fergus, Je	Caseworker	30.00%	30.00%	40.00%	0.00%	0.00%
		55.00%	45.00%	0.00%	0.00%	0.00%
Schumacher, Larkin	Caseworker	50.00%	50.00%	0.00%	0.00%	0.00%
Sears, Andrea	Sr. Caseworker	30.00%	30.00%	40.00%	0.00%	0.00%
Sherwood, Deanna	Social Welfare Examiner	50.00%	50.00%	0.00%	0.00%	0.00%
Shuback, Danielle	Case Aide	30.00%	30.00%	40.00%	0.00%	0.00%
Skotsen, Olga	Sr. Social Welfare Examiner	55.00%	45.00%	0.00%	0.00%	0.00%
Smith, Jaelynn	Case Aide	55.00%	45.00%	0.00%	0.00%	0.00%
		30.00%	30.00%	40.00%	0.00%	0.00%
Stanbro, Anna	Caseworker	30.00%	30.00%	40.00%	0.00%	0.00%

Employee Name	Employee Title	% County	% Federal	% NYS	% Grant/	Other
Swartwood, Robin	Social Welfare Examiner	50.00%	50.00%	0.00%		0.00%
Thorick, Amber	Caseworker	30.00%	30.00%	40.00%		0.00%
Truitt, Anna	Sr. Social Welfare Examiner	25.00%	45.00%	30.00%		0.00%
		30.00%	30.00%	40.00%		0.00%
VanWagenen, Rebecca	Caseworker	30.00%	30.00%	40.00%		0.00%
Veintimilla, Allison	Deputy Commissioner	30.00%	30.00%	40.00%		0.00%
Vincent, Jason	Caseworker	30.00%	30.00%	40.00%		0.00%
Weeks, Kacey	Housing Coordinator	0.00%	40.00%	60.00%		0.00%
		30.00%	30.00%	40.00%		0.00%
Williams, Ashley	Sr. Caseworker	30.00%	30.00%	40.00%		0.00%
Wyak, Clarissa	Social Welfare Examiner	0.00%	40.00%	60.00%		0.00%
Youngs, Wendy	Director of Services	30.00%	30.00%	40.00%		0.00%
		40.00%	60.00%	0.00%		0.00%
		30.00%	30.00%	40.00%		0.00%
		40.00%	60.00%	0.00%		0.00%
		55.00%	45.00%	0.00%		0.00%
Vacant	Case Aide	50.00%	40.00%	10.00%		0.00%
Vacant	Housing Coordinator	30.00%	30.00%	40.00%		0.00%
Vacant	Sr. Support Investigator	40.00%	60.00%	0.00%		0.00%
Vacant	Caseworker	50.00%	35.00%	15.00%		0.00%
Vacant	Attorney	50.00%	35.00%	15.00%		0.00%
		30.00%	30.00%	40.00%		0.00%
		55.00%	45.00%	0.00%		0.00%
Norton, Melissa	Caseworker (FCS grant)	0.00%	0.00%	0.00%		100.00%
		0.00%	0.00%	0.00%		100.00%
Vacant	Case Aide (P/T)	30.00%	30.00%	40.00%		0.00%
Vacant	Temp Community Svcs Worker	0.00%	100.00%	0.00%		0.00%
Vacant	Temp Community Svcs Worker	0.00%	100.00%	0.00%		0.00%
Vacant	Temp Community Svcs Worker	0.00%	100.00%	0.00%		0.00%

ACCOUNT DESCRIPTION	2025	2026	
	ORIGINAL APPROP	REQUEST	YEAR OVER YEAR INCREASE
Total 1010 BOARD OF LEGISLATORS	285,483.96	295,995.90	3.7%
Total 1040 CLERK OF THE LEGISLATIVE	236,257.51	257,159.57	8.8%
Total 1165 DISTRICT ATTORNEY	1,424,857.89	1,630,035.39	14.4%
Total 1170 PUBLIC DEFENDER	785,823.30	1,052,345.72	33.9%
Total 1175 ASSIGNED COUNSEL	831,494.74	952,108.12	14.5%
Total 1185 CORONERS	202,080.67	241,652.92	19.6%
Total 1230 COUNTY ADMINISTRATOR	517,583.89	578,912.70	11.8%
Total 1310 FINANCE DEPARTMENT	719,620.61	1,130,570.13	57.1%
Total 1320 COUNTY AUDITOR	111,722.66	114,572.09	2.6%
Total 1325 COUNTY TREASURER	(43,518,576.00)	(44,630,884.51)	2.6%
Total 1355 REAL PROPERTY TAX SERVIC	281,728.15	285,811.55	1.4%
Total 1410 COUNTY CLERK - CIVIL/REC	(410,143.83)	(401,021.80)	-2.2%
Total 1411 COUNTY CLERK - MOTOR VEH	(132,205.80)	(122,708.80)	-7.2%
Total 1420 COUNTY ATTORNEY	550,348.49	693,482.82	26.0%
Total 1430 PERSONNEL - CIVIL SERVIC	788,331.98	884,342.64	12.2%
Total 1450 ELECTIONS	662,524.47	743,370.50	12.2%

ACCOUNT DESCRIPTION	ORIGINAL APPROP	REQUEST	YEAR OVER YEAR	INCREASE
Total 1610 TELEPHONE SHARED SERVICE	26,950.00	50,700.00	23,750.00	88.1%
Total 1620 BUILDING & GROUNDS	2,191,500.26	2,158,092.73	(33,407.53)	-1.5%
Total 1680 INFORMATION TECHNOLOGY	1,380,210.08	2,121,806.51	741,596.42	53.7%
Total 1711 LIABILITY INSURANCE RESE	10,000.00	10,000.00		
Total 1985 SALES TAX	(21,680,200.00)	(22,779,925.14)	(1,099,725.14)	5.1%
Total 1990 CONTINGENCY	(2,503,737.11)	-		
Total 2490 COMMUNITY COLLEGE	350,000.00	360,000.00	10,000.00	2.9%
Total 2495 CONTRIBUTIONS TC3	1,944,415.00	1,944,415.00	-	0.0%
Total 2497 DEBT SERVICE TOMPKINS CO	308,759.20	502,177.90	193,418.70	62.6%
Total 3020 EMERGENCY RSP & COMMUN	2,600,591.79	2,783,248.35	182,656.56	7.0%
Total 3110 SHERIFF	1,208,290.05	1,234,315.03	26,024.98	2.2%
Total 3120 SHERIFF ROAD PATROL	5,499,578.18	6,208,452.08	708,873.90	12.9%
Total 3140 PROBATION	1,724,875.61	1,563,864.79	(161,010.82)	-9.3%
Total 3150 JAIL	7,456,689.91	8,860,032.00	1,403,342.09	18.8%
Total 3315 STOP DWI	-	-		
Total 3410 FIRE / EMERGENCY MANAGEN	311,365.86	344,847.22	33,481.36	10.8%
Total 3510 CONTROL OF DOGS	66,000.00	50,000.00	(16,000.00)	-24.2%

ACCOUNT DESCRIPTION	ORIGINAL APPROP	REQUEST	YEAR OVER YEAR	INCREASE
Total 3620 SAFETY OFFICE	190,683.99	176,813.35	(13,870.64)	-7.3%
Total 4010 HEALTH DEPARTMENT ADMIN	(369,266.21)	(376,497.01)	(7,230.80)	2.0%
Total 4011 NURSING ADMINISTRATION	489,279.20	499,359.09	10,079.89	2.1%
Total 4012 ENVIRONMENTAL HEALTH	335,339.22	350,116.91	14,777.69	4.4%
Total 4045 HEALTH EDUCATION	28,731.54	92,667.32	63,935.78	222.5%
Total 4046 PRE-K PHCP (4050 AUD)	607,772.24	770,211.32	162,439.08	26.7%
Total 4050 CAC	10,547.54	0.00		-100.0%
Total 4059 EARLY INTERVENTION PROGR	259,677.43	420,445.26	160,767.83	61.9%
Total 4310 MENTAL HEALTH	687,796.82	906,716.07	218,919.25	31.8%
Total 5610 AIRPORT	4,841.31	14,846.08	10,004.77	206.7%
Total 5630 BUS OPERATIONS	275,223.16	19,541.63	(255,681.53)	
Total 6010 DEPT. OF SOCIAL SERVICES	19,682,807.25	20,874,841.97	1,192,034.72	6.1%
Total 6293 Title V WI(O)/A	-	-		
Total 6410 PUBLICITY/TOURISM	-	-		
Total 6420 PROMOTION OF INDUSTRY	542,643.00	569,775.00	27,132.00	5.0%
Total 6510 VETERANS SERVICE AGENCY	(660.86)	(2,993.72)	(2,332.86)	353.0%
Total 6610 SEALER OF WEIGHTS & MEAS	104,261.39	97,608.72	(6,652.67)	-6.4%

ACCOUNT DESCRIPTION	ORIGINAL APPROP	REQUEST	YEAR OVER YEAR	INCREASE
Total 6772 AREA AGENCY ON AGING	549,641.71	845,958.46	296,316.75	53.9%
Total 6774 NUTRITION	658,341.50	459,452.34	(198,889.16)	-30.2%
Total 7110 DWYER PARK	165,757.87	135,115.86	(30,642.01)	-18.5%
Total 7312 YOUTH BUREAU	(99.91)	-	-	-100.0%
Total 7989 SNOWMOBILE CLUBS	(10,846.00)	(11,930.80)	(1,084.80)	10.0%
Total 8020 PLANNING	555,765.74	554,692.40	(1,073.34)	-0.2%
Total 8710 CONSERVATION PROGRAMS	240,000.00	240,000.00		0.0%
Total 8740 Small Watershed Protecti	-	240.00		
Total 8750 COOPERATIVE EXTENSION	331,000.00	331,000.00		0.0%
Total 9010 REPAYMENTS P/R DEDUCTION	(600,000.00)	-		
Total 9050 UNEMPLOYMENT INSURANCE	50,000.00	40,000.00	(10,000.00)	-20.0%
Total 9060 HEALTH,DENTAL,VISION INS	3,906,548.13	6,206,548.00	2,299,999.87	58.9%
Total 9901 INTERFUND TRANSFERS	7,071,992.42	7,071,163.93	(828.49)	0.0%
Total 9909 TRANSFER TO CAPITAL PROJ	-	315,000.00	315,000.00	
GRAND TOTAL	(0.00)	9,718,223.58		

2026 Preliminary Budget Starting Point (estimate)

County Structural Costs:	2024	2025	2026	Increase over 2025
	Actual	Budget	Estimate	
Management	\$	5,678,446	\$ 6,009,631	\$ 331,185 5.83%
Management Confidential	\$	942,962	\$ 980,392	\$ 37,430 3.97%
Management Attorneys	\$	1,922,715	\$ 2,001,912	\$ 79,197 4.12%
CPAC - 12 for 2026	\$	3,295,857	\$ 3,732,301	\$ 436,444 13.24%
CSEA - Main Unit	\$	17,267,343	\$ 17,994,368	\$ 727,025 4.21%
CSEA DOERC	\$	1,316,772	\$ 1,342,651	\$ 25,879 1.97%
CSEA - Corrections	\$	3,937,501	\$ 4,393,548	\$ 456,047 11.58%
NYSNA	\$	306,059	\$ 316,782	\$ 10,723 3.50%
FICA on increases			\$ 160,951	\$ 160,951
Retirement on increases			\$ 294,550	\$ 294,550
Total Labor increase:	\$	34,667,655	\$ 36,771,585	\$ 2,559,431 6.29%
Malpractice/Specialty	\$ 42,999	\$ 44,443	\$ 48,887	\$ 4,444 10.00%
General Liability	\$ 403,200	\$ 448,077	\$ 492,885	\$ 44,808 10.00%
Law Enforcement	\$ 144,174	\$ 143,337	\$ 157,671	\$ 14,334 10.00%
Aviation	\$ 4,596	\$ 5,056	\$ 5,561	\$ 506 10.00%
Automobile	\$ 46,219	\$ 49,888	\$ 54,877	\$ 4,989 10.00%
Total Insurance increase:	\$ 641,188	\$ 690,801	\$ 759,881	\$ 69,080 10.00%
Health Insurance increase:	\$ 11,702,085	\$ 12,874,399	\$ 13,775,607	\$ 901,208 7.00%
Retirement increase:	\$ 4,775,770	\$ 5,101,552	\$ 6,067,312.00	\$ 965,760 16.50%
Structural Countywide Operational Cost Increase				\$ 4,495,479 11.05%

Department related cost estimate

TC3	\$	2,039,415	\$	1,944,415	\$	2,027,415	\$	93,000	5.00%
730 Evaluations	\$	232,084	\$	150,000	\$	300,000	\$	150,000	100.00%
Assigned Council	\$	1,824,533	\$	800,000	\$	1,200,000	\$	400,000	50.00%
Jail Medical Supplies	\$	267,887	\$	250,000	\$	450,000	\$	200,000	44.44%
DSS - Childcare	\$	6,025,324	\$	6,508,222	\$	6,908,222	\$	400,000	6.15%
DSS - Staff adjustments (County cost only)							\$	145,326	
DSS - Safety Nets	\$	3,606,226	\$	3,885,804	\$	4,595,804	\$	710,000	18.27%
DSS - Medicaid	\$	10,042,592	\$	10,251,460	\$	10,349,460	\$	98,000	0.96%
DSS - Code Blue	\$	305,183	\$	320,000	\$	480,000	\$	160,000	50.00%
IT	\$	1,379,682	\$	1,413,447	\$	1,700,000	\$	286,553	20.27%
Public Health - Pre-K	\$	1,296,872	\$	607,772	\$	1,007,772	\$	400,000	65.81%
Public Health - EI	\$	357,350	\$	259,677	\$	459,677	\$	200,000	77.02%
Highway							\$	150,000	
Transportation	\$	-	\$	718,928	\$	160,000	\$	(558,928)	-77.74%
Maintenance Agreements	\$	1,145,648	\$	1,441,421	\$	1,585,563	\$	144,142	10.00%
Financial Software Upgrade							\$	160,000	

Total Departmental Cost Increase:

\$ 3,138,094

Total Additional Costs for FY2026 over the FY 25 approved budget:

\$ 7,633,573

Estimated Property Tax Levy Increase for expenses prior to revenue:

18.76%

Revenues:

Sales Tax % annual increase	\$	40,251,950	\$	40,363,636	\$	41,171,909	
County Portion			\$	21,374,999	\$	21,819,550	\$ 444,551
Property Tax Levy (2%)	\$	39,270,000	\$	40,699,428	\$	41,513,417	\$ 813,989
Assigned Council - subsidy	\$	373,198	\$	213,924	\$	278,200	\$ 64,276
Interest Income	\$	2,396,414	\$	1,500,000	\$	750,000	\$ (750,000)

Total Additional Revenues:

\$ 572,816

Property Levy Expense Increase minus revenues

\$ 7,060,757

FY 26 Prospective Budget Deficit - \$\$ Options to Achieve Balanced Budget

FY 25 Property Tax Levy

\$40,699,428.00

FY 26 Tentative Property Tax Levy (BLANK)

Prospective Levy
25.88%

Projected FY 26 Budget Deficit 9,718,223.58

BDC	\$	(500,000.00)
Dwyer Park	\$	(40,000.00)
Public Safety Reserve	\$	(175,000.00)
Opioid Funds	\$	(185,000.00)
FY26 Position Requests	\$	(504,470.15)
11 FTE Vacancies Unfunded	\$	(961,990.66)
Contingency	\$	(2,500,000.00)
Retirement	\$	(2,500,000.00)
Sales Tax	\$	(1,000,000.00)
Buffer	\$	250,000.00
Total Options Reduction	\$	(8,116,460.81)

Remaining FY 26 Budget Deficit \$ 1,601,762.77 5.94%