

Granicus Business Case:

- **2021/2022 (12 month) Scope of Work, Cost & Results:**
 - Scope of Work & Cost:
 - **Address Identification ONLY: \$34K**
 - 2024 Renewal to M. Swan \$48K
 - Results:
 - \$500K in Occ Tax Revenue, Penalties & Interest
 - Approx. 240 new STRs/"units" registered
 - Revenue generated go forward and collected back to 2020
- **2024 (12 month) Scope of Work, Cost, Deliverables & EXPECTED RESULTS**
 - Scope of Work & Cost:
 - Address Identification:
 - **Scope of Work:** Automated monitoring of 70+ STR websites and online dashboard with complete address information and screenshots of all identifiable short-term rentals (that can/will be included in Compliance Monitoring mailings – see below)
 - **Cost: \$21K (38% decrease)**
 - 2024 Base Price: \$54K
 - 40% discount welcoming us back and recognizing that we have achieved some compliance already
 - 20% additional tiered discounting for purchase of all 3 modules
 - Offered quarterly billing with delayed payment so we can begin to collect outstanding tax and pay Granicus in increments
 - **PLUS** Compliance Monitoring:
 - **Scope of Work:** Ongoing monitoring of STRs for zoning and permit compliance coupled with automated, systematic outreach to late and/or illegal short-term rental operators.
 - **Cost: \$11K**
 - **PLUS** Rental Activity Monitoring Life:
 - **Scope of Work:** Provides estimated occupancy and rental revenue for each property based on machine learning modules. Automatically identify audit candidates who are under-reporting on taxes or exceeding occupancy regulations.
 - **Cost: \$8K**
 - **2024 TOTAL COST: \$40K**

- Deliverables:
 - Address Identification:
 - Jan 2024 Warren County STRs: 1071
 - Granicus 2024 Warren County Identification: 1657
 - = **approx. 600 potentially unregistered STRs to be vetted**
 - = **approx. \$283K-\$637K in additional Occ Tax Revenue**
 - Compliance Monitoring:
 - Rental Unit Table tracks:
 - # of units compliant/non-compliant
 - #of units that become compliant due to outreach
 - # of letters it takes to achieve compliance
 - Automating a time consuming, manual process
 - Replacing with higher value add monitoring & oversight controls
 - Rental Activity Monitoring:
 - System compares Warren County Occ Tax remittance to min/med/high occ tax of similar properties
 - Generates targeted follow up for further substantiation and audits
- NEXT STEPS:
 - Discuss Granicus SAAS IF we achieve results expected I would like to consider Granicus as a SAAS partner and leverage further capabilities:
 - **Mobile Permitting and Registration:** Make your STR registration processes available online, easy, and accessible. Guide applicants through what can otherwise be complex permitting workflows.
 - **Tax Collection:** Make tax reporting and collection easy for hosts and staff to submit and review online. Prompt for unreported periods.
 - Additionally, Warren County can expand the use of Granicus services by working with the constituent municipalities.
 - Granicus can use the Address Identification information to create separate instances for each municipality to drive compliance of their specific regulations at a discounted rate.
 - The savings achieved through the “cooperative work” would then be eligible to apply to the State to pay Warren County back the savings achieved by working cooperatively.
 - Please see the details of the Shared Services Initiative [HERE](https://www.ny.gov/programs/shared-services-initiative).
 - <https://www.ny.gov/programs/shared-services-initiative>