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ERIE COUNTY COMPTROLLER

KEVIN R. HARDWICK

January 5, 2026

Honorable Members
Erie County Legislature
92 Franklin Street, Fourth Floor
Buffalo, New York 14202

**Re: Deckard Technologies
Authorization to Enter into Contract for Short Term Rental Services**

Dear Honorable Members:

Please find enclosed for your consideration a request to enter into contract with Deckard Technologies for the provision of short-term rental registry services to help track and monitor Erie County hotel occupancy taxes for short-term rental properties.

My office issued a request for proposals for a vendor to provide these services and we received five responses. A review committee from my office and the Department of Environment and Planning evaluated the responses and selected Deckard Technologies to provide the services for the County for two years with options to extend the contract in three, one (1) year blocks.

If you have any questions concerning this request, please do not hesitate to contact my office.

Sincerely,

A handwritten signature in blue ink, reading "K. R. Hardwick".

Kevin R. Hardwick, Ph.D.
Erie County Comptroller

MEMORANDUM

To: Erie County Legislature
Fr: Erie County Comptroller's Office
Date: January 5, 2026
Re: Deckard Technologies - Authorization to Enter into Contract for Short Term Rental Services

SUMMARY OF RECOMMENDED ACTION/BACKGROUND

The Erie County Comptroller's Office requests Legislature authorization for the Erie County Executive to enter into a two-year contract (with three one-year optional extensions) with the firm Deckard Technologies for the purpose of providing short-term rental registry services to help the County track and monitor Erie County hotel occupancy taxes from short-term rentals.

FISCAL IMPLICATIONS

Authorization is requested to appropriate an amount not to exceed \$90,000 in year one (2026). This includes a contingency. Funds are available in the Comptroller's Office's budget in the Professional Services account, Fund Center 11200, Account 516020, with the funding provided by a 2024 Budget Balancing Amendment rollover into 2025 (Comm. 8E-11, Comptroller Short-Term Rental Registry Funding).

REASONS FOR RECOMMENDATION

Hotels and other lodging establishments, including short-term rental ("STR") establishments (i.e. Airbnb, VRBO, etc.) are required to collect and remit to the County hotel occupancy taxes.

Under the provisions of a Chapter Amendment in early 2025 (S.820/A.5686), the New York State Legislature and Governor now require county governments to track and create a registry for short-term rental locations in each county.

The County is not equipped to track each individual STR located in Erie County and requires the assistance of a vendor who operates in this sector to identify each location for the County to fully monitor and enforce the Hotel Occupancy Tax Modernization Act of 2024.

The Comptroller's Office issued a request for proposals and received responses from five firms: Deckard Technologies, Granicus, Neumo (Avenu Insights, formerly GovOS), DataDock LLC and Azavar. A review committee consisting of employees from the Comptroller's Office and the Department of Environment and Planning reviewed the five responses and unanimously selected Deckard to provide the services.

CONSEQUENCES OF NEGATIVE ACTION

Erie County will not be able to identify individual STRs and enforce full compliance with the law. Additionally, we will be unable to meet requirements that STRs and/or their platform providers remit hotel occupancy taxes to the County fully and timely.

STEPS FOLLOWING APPROVAL

The Comptroller's Office will work with the Department of Law and the County Executive's Office to prepare and execute a contract with Deckard Technologies to create and maintain an STR registry and tax payment portal. The County will then work with the vendor to create the registry and portal.

**A RESOLUTION SUBMITTED BY
THE OFFICE OF THE COMPTROLLER**

WHEREAS, Erie County imposes a hotel occupancy tax on hotels and other lodging establishments, including short-term rental ("STR") properties; and

WHEREAS, it is very difficult to identify and monitor each STR to ensure compliance with the Hotel Occupancy Tax Modernization Act of 2024; and

WHEREAS, various STR platforms such as Airbnb and VRBO have not provided information to the County relative to their properties and tax revenue is only provided in an aggregate manner, with no details or documentation; and

WHEREAS, in addition, under the provisions of a Chapter Amendment in early 2025 (S.820/A.5686), the New York State Legislature and Governor require county governments to track and create a registry for short-term rental locations in each county; and

WHEREAS, many counties across the state and the country have hired vendors who use artificial intelligence to identify STR locations listed online and to create databases to track STRs for tax compliance and to collect such tax revenue; and

WHEREAS, the Comptroller's Office issued a request for proposals for a vendor to provide STR registry services to the County for an initial two-year contract with options for three one-year extensions; and

WHEREAS, the Comptroller's Office received five responses to the request for proposals and a committee comprised of Comptroller's Office and Department of Environment and Planning staff evaluated the responses; and

WHEREAS, the review committee unanimously recommended that a contract be awarded to Deckard Technologies.

NOW, THEREFORE, BE IT

RESOLVED, that the County Executive/Deputy County Executive is hereby authorized to enter into contract with Deckard Technologies for a two-year term with options for three one-year extensions, to provide short-term rental registry services for the County at a year one cost not to exceed \$90,000; and be it further

RESOLVED, that funding for year one of this contract in 2026 is available in the budget of the Comptroller's Office, Fund Center 11200, Account 516020, Professional Services through funds allocated in the 2024 Budget Balancing Amendments (Comm. 8E-11, 2025), approved by this body on May 8, 2025; and be it further

RESOLVED, that certified copies of this resolution be transmitted to the County Executive, County Attorney, Director of Budget and Management, and the Office of the Comptroller.

Fiscal Impact: As indicated.