

March 24, 2017

Mr. Michael Horodyski
Chairman
Ulster County IDA
P.O. Box 4265
Kingston, NY 12402-4265

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ULSTER COUNTY OFFICE OF
ECONOMIC DEVELOPMENT

Dear Mr. Horodyski,

As a valued subscriber and user of CGR's **InformAnalytics** economic cost-benefit software, we wanted you to be the first to know of an exciting new upgrade to our service. In the coming months we will release **InformAnalytics 2.0**, a comprehensive update that significantly improves the model's power, functionality and user experience.

We invite you to explore the features of **InformAnalytics 2.0** and try the interactive demo at www.informanalytics.org.

This new version makes our already-powerful assessment tool even better. It retains the same features you have come to rely on, including dependable, consistent and real-time valuation of economic and fiscal impact based on data customized to your local community. To that we've added:

Clearer and more intuitive data entry- We've made the process of entering project data easier than ever through a friendly "interview" format. Creating a cost-benefit analysis for economic impact has never been easier.

Flexibility to model more projects, from the simplest to the most-complex- We've added power to the model, giving users the ability to analyze single firm, single period projects as well as complex mixed-use and phased development projects. A single "project" can be built of numerous individual components, each with a particular sector and timeline.

User-friendly summary impact reports- We've redesigned the on-screen and printer-ready report based on subscriber feedback, in order to provide the most meaningful information for stakeholders and reliable, actionable valuation for decision makers.



INFORMANALYTICS

POWERED BY CGR

As with the previous version, your renewal for 2017 will include an update of tax rates and a review of model parameters. Your renewal contract includes the following:

- CGR will host your **InformAnalytics** model on our data servers, allowing it to be continuously available to Ulster County IDA for the duration of the agreement.
- CGR will update your **InformAnalytics** model's parameters once during the duration of the agreement.
- CGR will provide up to two hours of **InformAnalytics** technical assistance, including questions of economic impact related to projects that are entered into the model for the duration of the agreement.

As in the past, our 2017 pricing model is based on the number of times **InformAnalytics** has been used by your IDA to model a new project.

Our 2017 pricing is as follows:

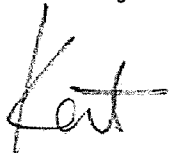
- \$295 for 0-5 analyses
- \$625 for 6-10 analyses
- \$875 for 11 or more analyses

Since your IDA used **InformAnalytics** 8 times in 2016, your renewal fee would be \$625. The duration of the agreement will be for 1-year beginning January 1, 2017.

We have included a formal agreement that should be signed by you and returned with your payment by April 15, 2017. CGR will sign and return one copy to you for your records.

Please do not hesitate to contact either of us with any questions.

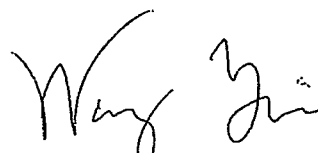
Sincerely,



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HOSTING AND MAINTENANCE AGREEMENT - InformAnalytics

This Agreement is made effective as of 1/1/2017, by and between CGR (Center for Governmental Research Inc.), of One South Washington Street, Suite 400, Rochester, NY 14614 and Ulster County IDA, P.O. Box 4265, Kingston, NY 12402-4265.

In this Agreement, the party who is contracting to receive services shall be referred to as "Ulster County IDA", and the party who will be providing the services shall be referred to as "CGR."

Whereas CGR has developed an economic impact modeling software tool that requires web hosting and ongoing maintenance, including updates to the baseline data parameters, and

Whereas CGR is willing to provide hosting and maintenance services to Ulster County IDA.

Therefore, CGR proposes the following agreement with Ulster County IDA to facilitate the use, web hosting and maintenance of InformAnalytics:

Section 1. DESCRIPTION OF SERVICES

Between January 1, 2017 and December 31, 2017, CGR will provide the following services (collectively, the "Services"):

- CGR will host InformAnalytics on its data servers allowing the model to be continuously available to Ulster County IDA for the duration of the agreement.
- CGR will update the economic impact software with the most current/relevant data parameters once during the duration of the agreement.
- CGR will provide technical assistance on the software and/or questions related to the application of the software for up to but not to exceed 2 hours for the duration of the agreement. Additional support will be billed at current CGR hourly rates.

Section 2. PAYMENT

Ulster County IDA will pay CGR \$625 (Six Hundred Twenty-five Dollars) for the contract year for the services described in section 1.

Section 3. PAYMENT TERMS

limiting such provision it would become valid and enforceable, then such provision shall be deemed to be written, construed, and enforced as so limited.

Section 8. WAIVER OF CONTRACTUAL RIGHT

The failure of either party to enforce any provision of this Agreement shall not be construed as a waiver or limitation of that party's right to subsequently enforce and compel strict compliance with every provision of this Agreement.

Section 9. APPLICABLE LAW

This Agreement shall be governed by the laws of the State of New York.

Party Providing Services

CGR

Joseph Stefko
President and CEO

Date

Party Receiving Services

Ulster County IDA

Michael Horodyski
Chairman

Date