

**RESOLUTION AUTHORIZING THE ENGAGEMENT BY THE RENSSELAER
COUNTY CAPITAL RESOURCE CORPORATION OF OSTROFF ASSOCIATES, INC
FOR THE DELIVERY OF CERTAIN PROFESSIONAL SERVICES**

WHEREAS, the Rensselaer County Capital Resource Corporation (the “CRC”) is engaged in certain impending projects which will require the assistance and cooperation of the Executive and Legislative branches of State Government; and

WHEREAS, successfully navigating, and complying with, the oftentimes labyrinthian procedures, rules and regulations of those entities, requires a certain access, experience and expertise beyond that commonly possessed by CRC employees functioning in their everyday capacities and not interacting routinely with those Executive and Legislative entities whose assistance and cooperation will be critical to the success of the CRC’s impending projects; and

WHEREAS, the CRC is desirous of engaging the professional services of a firm that clearly possesses the necessary contacts, experience and expertise to successfully guide the CRC’s projects through the myriad governmental interactions necessary to the successful completion of the CRC’s impending projects; and

WHEREAS, the firm of Ostroff Associates, Inc does have the necessary contacts, experience and expertise to ably assist the CRC in its relationships with those Executive and Legislative entities that will be involved in the CRC’s impending projects, and does, furthermore, meet the CRC’s Procurement Policy criteria for engaging professional services, now, therefore, be it

RESOLVED, that the CRC is hereby authorized to enter into an agreement whereby Ostroff Associates, Inc. will work closely with the CRC to identify and advance priority projects, develop funding and advocacy strategies, engage state policymakers and agencies, and position the CRC initiatives to secure state support and investment, as is further detailed in the attached proposal from Ostroff Associates, for a period of six months commencing on September 1, 2026 for a fee of Thirty Thousand Dollars to be paid in monthly installments of \$5,000.00.

Resolution ADOPTED by the following vote:

Ayes: 4

Nays: 0

Abstain: 0

September 10, 2026

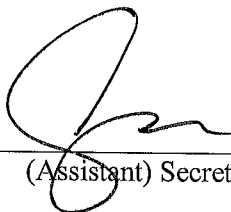
STATE OF NEW YORK)
) SS.:
COUNTY OF RENSSELAER)

I, the undersigned (Assistant) Secretary of Rensselaer County Capital Resource Corporation (the "Corporation"), DO HEREBY CERTIFY that I have compared the foregoing annexed extract of the minutes of the meeting of the members of the Corporation, including the Resolution contained therein, held on September 10, 2026 with the original thereof on file in my office, and that the same is a true and correct copy of said original and of such Resolution contained therein and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Corporation had due notice of said meeting; (B) said meeting was in all respects duly held; (C) pursuant to Article 7 of the Public Officers Law (the "Open Meetings Law"), said meeting was open to the general public, and due notice of the time and place of said meeting was duly given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Corporation present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached Resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Corporation this 10th day of September, 2026.



(Assistant) Secretary

(SEAL)

Ostroff

ASSOCIATES

TO: Rensselaer County Capital Resource Corporation
FROM: Ostroff Associates
DATE: September 3, 2026
RE: Government Affairs Proposal

Ostroff Associates has a long-standing track record of delivering effective government affairs and strategic advisory services for a diverse portfolio of clients, including Fortune 500 companies, economic development organizations, and not-for-profit associations.

We are proposing a six-month engagement with the Rensselaer County Capital Resource Corporation to support the County's economic development priorities, with a particular focus on downtown revitalization, infrastructure funding, business attraction and expansion, and securing state resources to advance priority projects. Our work will build on the RCCRC's existing economic development efforts and provide strategic government affairs support to help identify opportunities, navigate state processes, and advance projects with state policymakers and agencies.

Proposed Scope of Services

Ostroff Associates will work closely with RCCRC to identify and advance priority projects, develop funding and advocacy strategies, engage state policymakers and agencies, and position RCCRC initiatives to secure state support and investment.

- Identify and advance priority economic development projects, including downtown revitalization, infrastructure improvements, business attraction and expansion, and redevelopment of underutilized properties.
- Identify and pursue state funding, grants, incentives, technical assistance, and other resources to support priority RCCRC projects and initiatives.
- Monitor state policy, legislation, budget developments, and agency initiatives affecting the RCCRC's economic development priorities and identify opportunities for state support.
- Maintain relationships and conduct outreach with key state elected officials, the Governor's Office, state agencies, and other policymakers regarding RCCRC priorities.
- Support the RCCRC's engagement with Empire State Development, the Department of State, DASNY, NYSEDA, NYSDOT, DEC, EFC, and other relevant state agencies and programs.
- Develop project-specific government affairs and funding strategies, including recommendations regarding project positioning, timing, stakeholder engagement, and available state resources.
- Coordinate meetings, briefings, site visits, and other engagements with state officials, agency representatives, legislative staff, municipal officials, developers, businesses, and other stakeholders.
- Prepare talking points, project summaries, briefing materials, presentations, correspondence, and other materials to support the RCCRC's advocacy and communications efforts.

- Support business attraction, retention, and expansion efforts by helping position RCCRC assets, available properties, infrastructure, workforce resources, incentives, and other competitive advantages.
 - Coordinate, as appropriate, with municipalities, economic development organizations, business groups, educational institutions, workforce organizations, developers, and regional partners.
 - Provide strategic guidance on emerging economic development, infrastructure, legislative, budget, and policy issues affecting the RCCRC and its priority projects.
 - Respond to emerging opportunities and time-sensitive issues that may benefit from state government engagement or advocacy.
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Engagement Approach

Ostroff Associates is a New York-based government affairs and strategic advisory firm with extensive experience representing businesses, economic development organizations, and nonprofit institutions before state government. The firm combines strong relationships with state policymakers and agencies with a practical understanding of the legislative, budget, and administrative processes that shape economic development opportunities throughout New York.



Andrew S. Kennedy, Executive Vice President at Ostroff Associates, brings more than 25 years of experience in New York State government, business advocacy, economic development, and government relations. Prior to joining Ostroff Associates, Andrew served as President and CEO of the Center for Economic Growth and held numerous positions in New York State government, including Deputy Director of State Operations. He holds a Master of Public Administration in Public Finance from Rockefeller College at the University at Albany and a Bachelor's degree from Siena College.

Andrew will serve as RCCRC's primary point of contact throughout the engagement. Ostroff Associates will provide RCCRC with direct and ongoing access to our team, including regular updates on state policy, budget and funding opportunities; coordination of meetings with state officials and agencies; development of project summaries, talking points, briefing materials, and other advocacy materials; and strategic advice regarding project positioning, funding opportunities, stakeholder engagement, and timing.

Service Fee

Ostroff Associates proposes to provide the services outlined above for a total fee of **\$30,000**, payable in monthly installments of **\$5,000** over a six-month engagement.

We appreciate the opportunity to support the Rensselaer County Capital Resource Corporation and look forward to working with RCCRC to advance economic development throughout Rensselaer County.