OCP Board Meeting
Orange Bank & Trust, Middletown, NY
January 17, 2023 4pm
AGENDA

Call to Order — **Melissa Cobuzzi**

Financials — **Susan Dean**

- December Year End 2022

Investor Update — **Maureen Halahan**

President's Report: — **Maureen Halahan**

- **Personell Update:**
- **Events 2023:**
- **Marketing:**
- **2023 Initiatives:**
- **Attraction Highlights:**

Chairman's Report: — **Melissa Cobuzzi**

Board Member Updates

Old & New Business — **Melissa Cobuzzi**

Nominating Committee

Adjourn — **Melissa Cobuzzi**

Orange County Partnership Inc
Balance Sheet
As of December 31, 2022

	Dec 31, 22
ASSETS	
Current Assets	
Checking/Savings	
1010.01 · Walden Savings Bank Savings	125,541.24
1010.03 · Orange Bank & Trust Savin 0815	109,601.17
1010.04 · Orange Bank & Trust Chk 9591	78,906.45
1010.09 · Ulster Savings CD	152,054.98
1010.25 · Ameritrade	250,000.00
1010.50 · Petty Cash	568.52
Total Checking/Savings	716,672.36
Accounts Receivable	
1200.00 · Accounts Receivable	79,331.66
Total Accounts Receivable	79,331.66
Other Current Assets	
1405.00 · Allowance of Uncollectible Rec	-38,850.00
1406.00 · Employee Retention Tax Credit	5,850.22
1410.00 · Prepaid Expenses	
1410.02 · Prepaid Insurance	6,387.45
Total 1410.00 · Prepaid Expenses	6,387.45
Total Other Current Assets	-26,612.33
Total Current Assets	769,391.69
Fixed Assets	
02 · Auto	58,789.06
1580.00 · Equipment and Improvement	80,692.17
1710.00 · Accumulated Depreciation	-61,230.21
Total Fixed Assets	78,251.02
TOTAL ASSETS	**847,642.71**
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000.00 · Accounts Payable	1,664.18
Total Accounts Payable	1,664.18
Credit Cards	
2010.01 · Orange Bank & Trust CC	3,519.01
Total Credit Cards	3,519.01
Other Current Liabilities	
Payroll Liabilities	
2310.11 · United Way contributions	545.58
Total Payroll Liabilities	545.58
2310.06 · Accrued Payroll	21,679.31
2400.00 · Deferred Revenue	50.00
2601 · Loan Payable - Kia Motors ST	14,349.00
Total Other Current Liabilities	36,623.89
Total Current Liabilities	41,807.08
Long Term Liabilities	
2901 · Loan Payable - Kia Motors LT	20,630.72
Total Long Term Liabilities	20,630.72

Orange County Partnership Inc
Balance Sheet
As of December 31, 2022

	Dec 31, 22
Total Liabilities	62,437.80
Equity	
3000.00 · Opening Bal Equity	312,952.21
3900.00 · Retained Earnings	395,835.74
Net Income	76,416.96
Total Equity	785,204.91
TOTAL LIABILITIES & EQUITY	**847,642.71**

Orange County Partnership Inc
Balance Sheet
As of December 31, 2022

	Dec 31, 22	Dec 31, 21	% Change
ASSETS			
Current Assets			
Checking/Savings			
1010.01 · Walden Savings Bank Savings	125,541.24	250,412.08	-49.9%
1010.03 · Orange Bank & Trust Savin 0815	109,601.17	166,576.57	-34.2%
1010.04 · Orange Bank & Trust Chk 9591	78,906.45	92,538.03	-14.7%
1010.09 · Ulster Savings CD	152,054.98	152,055.00	0.0%
1010.25 · Ameritrade	250,000.00	0.00	100.0%
1010.50 · Petty Cash	568.52	536.78	5.9%
Total Checking/Savings	716,672.36	662,118.46	8.2%
Accounts Receivable			
1200.00 · Accounts Receivable	79,331.66	95,544.92	-17.0%
Total Accounts Receivable	79,331.66	95,544.92	-17.0%
Other Current Assets			
1405.00 · Allowance of Uncollectible Rec	-38,850.00	-73,500.00	47.1%
1406.00 · Employee Retention Tax Credit	5,850.22	23,957.70	-75.6%
1410.00 · Prepaid Expenses			
1410.02 · Prepaid Insurance	6,387.45	5,096.81	25.3%
Total 1410.00 · Prepaid Expenses	6,387.45	5,096.81	25.3%
Total Other Current Assets	-26,612.33	-44,445.49	40.1%
Total Current Assets	769,391.69	713,217.89	7.9%
Fixed Assets			
02 · Auto	58,789.06	58,789.06	0.0%
1580.00 · Equipment and Improvement	80,692.17	67,895.87	18.9%
1710.00 · Accumulated Depreciation	-61,230.21	-47,511.45	-28.9%
Total Fixed Assets	78,251.02	79,173.48	-1.2%
TOTAL ASSETS	**847,642.71**	**792,391.37**	**7.0%**
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000.00 · Accounts Payable	1,664.18	-2,992.50	155.6%
Total Accounts Payable	1,664.18	-2,992.50	155.6%
Credit Cards			
2010.01 · Orange Bank & Trust CC	3,519.01	10,012.48	-64.9%
Total Credit Cards	3,519.01	10,012.48	-64.9%
Other Current Liabilities			
Payroll Liabilities			
2310.05 Allstate Disability	0.00	35.72	-100.0%
2310.01 · Allstate Critical Illness	0.00	-20.02	100.0%
2310.08 · Aflac-Cancer Insurance	0.00	-18.88	100.0%
2310.09 · Aflac-Short Term Disability	0.00	-32.31	100.0%
2310.11 · United Way contributions	545.58	545.58	0.0%
Total Payroll Liabilities	545.58	510.09	7.0%
2310.05 · Accrued Expense	0.00	13,000.00	-100.0%
2310.06 · Accrued Payroll	21,679.31	14,682.84	47.7%
2310.10 · Health Insurance - payable	0.00	-990.11	100.0%
2400.00 · Deferred Revenue	50.00	50.00	0.0%
2601 · Loan Payable - Kia Motors ST	14,349.00	14,474.64	-0.9%
Total Other Current Liabilities	36,623.89	41,727.46	-12.2%

Orange County Partnership Inc
Balance Sheet
As of December 31, 2022

	Dec 31, 22	Dec 31, 21	% Change
Total Current Liabilities	41,807.08	48,747.44	-14.2%
Long Term Liabilities			
2901 · Loan Payable - Kia Motors LT	20,630.72	34,855.98	-40.8%
Total Long Term Liabilities	20,630.72	34,855.98	-40.8%
Total Liabilities	62,437.80	83,603.42	-25.3%
Equity			
3000.00 · Opening Bal Equity	312,952.21	312,952.21	0.0%
3900.00 · Retained Earnings	395,835.74	204,409.10	93.7%
Net Income	76,416.96	191,426.64	-60.1%
Total Equity	785,204.91	708,787.95	10.8%
TOTAL LIABILITIES & EQUITY	**847,642.71**	**792,391.37**	**7.0%**

Orange County Partnership Inc
Profit & Loss
December 2022

	Dec 22	Dec 21	% Change
Ordinary Income/Expense			
Income			
3022 · Alliance for Balanced Growth			
3022.30 · AGB Ticket			
3022.41 · Qtrly Mtg	0.00	1,305.00	-100.0%
Total 3022.30 · AGB Ticket	0.00	1,305.00	-100.0%
Total 3022 · Alliance for Balanced Growth	0.00	1,305.00	-100.0%
3040 · Event Income			
3045 · Annual Dinner Income			
3046 · Reservations	29,880.00	0.00	100.0%
3047 · Sponsorships	178,460.00	0.00	100.0%
3045 · Annual Dinner Income - Other	0.00	65,625.00	-100.0%
Total 3045 · Annual Dinner Income	208,340.00	65,625.00	217.5%
3049 · Golf Classic	0.00	285.00	-100.0%
Total 3040 · Event Income	208,340.00	65,910.00	216.1%
3050 · Interest	24.24	151.47	-84.0%
3085 · Uncollectible Revenue	750.00	35,000.00	-97.9%
Total Income	209,114.24	102,366.47	104.3%
Gross Profit	209,114.24	102,366.47	104.3%
Expense			
8000 · Depreciation Expense	1,143.23	1,143.23	0.0%
9000 · Personnel			
9000.2 · Gross Payroll			
9000.21 · Bonus Pool	86,000.00	67,500.00	27.4%
9000.2 · Gross Payroll - Other	49,206.81	34,150.63	44.1%
Total 9000.2 · Gross Payroll	135,206.81	101,650.63	33.0%
9001 · Worker's Comp & Disability			
9001.1 · Workers' Comp	406.50	0.00	100.0%
9001.4 · Disability	0.46	-1,288.79	100.0%
Total 9001 · Worker's Comp & Disability	406.96	-1,288.79	131.6%
9001.5 · Benefits (Pension & Medical)			
9001.3 · Medical	2,659.15	-438.20	706.8%
9003.2 · Pension	6,543.99	1,917.40	241.3%
Total 9001.5 · Benefits (Pension & Medical)	9,203.14	1,479.20	522.2%
9002 · Tax			
9000.1 · FICA SS/Medicare	5,264.69	2,976.14	76.9%
9002.1 · SUI			
9002.11 · Re-employment NYS	5.79	0.00	100.0%
9002.1 · SUI - Other	156.54	0.00	100.0%
Total 9002.1 · SUI	162.33	0.00	100.0%
9002.2 · FUTA	46.38	0.00	100.0%
Total 9002 · Tax	5,473.40	2,976.14	83.9%
Total 9000 · Personnel	150,290.31	104,817.18	43.4%
9000.5 · Business Development			
9000.51 · Special Projects	375.00	0.00	100.0%
9012 · Mileage & Tolls	420.38	58.59	617.5%
9013 · Office Supplies/Equipment	1,434.48	246.10	482.9%
9014 · Postage	146.59	0.00	100.0%
9016 · Subscriptions	0.00	12.99	-100.0%
9017 · Telephone	1,335.45	890.82	49.9%
9018 · Training	541.08	695.00	-22.2%
9019 · Travel & Entertainment	1,773.16	867.50	104.4%
9020 · External Marketing			
9010.8 · Marketing - Design			
9010.84 Other Web Design	2,420.00	2,420.00	0.0%
9010.8 · Marketing - Design - Other	12.99	1,500.00	-99.1%
Total 9010.8 · Marketing - Design	2,432.99	3,920.00	-37.9%
9011.2 · Advertising	100.00	0.00	100.0%
9020 · External Marketing - Other	35.00	0.00	100.0%
Total 9020 · External Marketing	2,567.99	3,920.00	-34.5%
9021 · Internal Mkting			
9022 · Advertising			
9022.1 · Design	99.00	197.00	-49.8%
Total 9022 · Advertising	99.00	197.00	-49.8%
9021 · Internal Mkting - Other	128.40	97.58	31.6%

Orange County Partnership Inc
Profit & Loss
December 2022

	Dec 22	Dec 21	% Change
Total 9021 · Internal Mkting	227.40	294.58	-22.8%
9070 · Auto			
9071 · Fuel	319.39	474.89	-32.7%
9073 · Auto	21.84	23.06	-5.3%
9076 · Tolls	45.00	75.00	-40.0%
Total 9070 · Auto	386.23	572.95	-32.6%
9200 · Personnel Search	210.84	0.00	100.0%
Total 9000.5 · Business Development	9,418.60	7,558.53	24.6%
9000.6 · General Administration			
Consulting Services			
9054 · Bookkeeping	1,000.00	0.00	100.0%
Total Consulting Services	1,000.00	0.00	100.0%
9052 · Audit	0.00	700.00	-100.0%
9053 · Bank Charges	0.00	650.41	-100.0%
9054.5 · Office Equip - Lease & Purchase			
9055.5 · Copier Maintenance / Repairs	623.36	596.67	4.5%
9054.5 · Office Equip - Lease & Purchase - Other	67.05	53.53	25.3%
Total 9054.5 · Office Equip - Lease & Purchase	690.41	650.20	6.2%
9055 · Computer Services & Purchases	1,275.13	911.36	39.9%
9056 · Fees			
9030 · Payroll Fees	200.00	192.50	3.9%
9056.04 · CC Merchant Transaction Fees	459.77	0.00	100.0%
Total 9056 · Fees	659.77	192.50	242.7%
9057 · Insurance	0.00	3,548.45	-100.0%
9063 · Rent Paid	2,992.50	0.00	100.0%
Total 9000.6 · General Administration	6,617.81	6,652.92	-0.5%
9004 · Events			
9005 · Annual Dinner			
9005.1 · Consultants	10,948.00	400.00	2,637.0%
9005.2 · Event Supplies	8,452.56	3,408.73	148.0%
9005.3 · Marketing/ Design & Printing	3,780.91	0.00	100.0%
9005 · Annual Dinner - Other	64,608.28	46,571.88	38.7%
Total 9005 · Annual Dinner	87,789.75	50,380.61	74.3%
9007 · Investor Breakfast			
9007.2 · Event Supplies	0.00	1,010.90	-100.0%
Total 9007 · Investor Breakfast	0.00	1,010.90	-100.0%
9024 · Golf Classic			
9024.2 · Event Supplies	689.30	0.00	100.0%
Total 9024 · Golf Classic	689.30	0.00	100.0%
Total 9004 · Events	88,479.05	51,391.51	72.2%
9010.3 · Alliance Expenses			
9010.31 · Alliance Event Expense	0.00	150.00	-100.0%
Total 9010.3 · Alliance Expenses	0.00	150.00	-100.0%
9100 · Miscellaneous			
9150 . Gifts	45.94	0.00	100.0%
9151 · Donations / Contributions	-250.00	0.00	-100.0%
9100 · Miscellaneous - Other	0.00	100.00	-100.0%
Total 9100 · Miscellaneous	-204.06	100.00	-304.1%
9991 · Interest Expense			
9991.1 · Interest Exp-Auto	78.11	167.51	-53.4%
Total 9991 · Interest Expense	78.11	167.51	-53.4%
Total Expense	255,823.05	171,980.88	48.8%
Net Ordinary Income	-46,708.81	-69,614.41	32.9%
Net Income	**-46,708.81**	**-69,614.41**	**32.9%**

Orange County Partnership Inc
Profit & Loss
January through December 2022

	Jan - Dec 22	
Ordinary Income/Expense		
Income		
3001 · Private Investment		
3001.01 · PI - Accountants	16,250.00	
3001.03 · PI - Architects	6,250.00	
3001.04 · PI - Attorneys	16,250.00	
3001.05 · PI - Building Supplies	17,500.00	
3001.06 · PI - Business Services	33,300.00	
3001.07 · PI - Commercial Contractors	156,875.00	
3001.08 · PI - Commercial RE Brokers	41,425.00	
3001.10 · PI - Construction Associations	15,000.00	
3001.11 · PI - Constr Svc	15,000.00	
3001.12 · PI - Developers	18,750.00	
3001.13 · PI - Distribution Companies	1,250.00	
3001.14 · PI - Engineer, Archit & Planner	49,950.00	
3001.15 · PI - Facility Services	7,500.00	
3001.16 · PI - Financial Institutions	57,500.00	
3001.17 · PI -Healthcare/Medical Services	31,750.00	
3001.19 · PI - Manufacturers	22,750.00	
3001.20 · PI - Marketing	3,750.00	
3001.22 · PI - Municipalities	11,125.00	
3001.25 · PI - Retail	6,250.00	
3001.26 · PI - Staffing Services	1,875.00	
3001.27 · PI - Training	3,250.00	
3001.28 · PI - Transportation	0.00	
3001.29 · PI - Utilities	37,750.00	
3001.32 · PI - Insurance	13,500.00	
3001.35 · PI - Security	1,250.00	
3001.38 · PI - Recreational	10,000.00	
Total 3001 · Private Investment		596,050.00
3002 · ABG Members		9,350.00
3022 · Alliance for Balanced Growth		
3022.10 · AllianceEvent Sponsorship		
3022.11 · ABG Sponsorship - Spring	2,500.00	
3022.12 · ABG Sponsorship - Summer	1,650.00	
Total 3022.10 · AllianceEvent Sponsorship	4,150.00	
3022.30 · AGB Ticket		
3022.31 · ABG Tickets - Spring	1,575.00	
3022.32 · ABG Tickets - Summer	1,215.00	
Total 3022.30 · AGB Ticket	2,790.00	
Total 3022 · Alliance for Balanced Growth		6,940.00
3033 · QPM		
3033.1 · QPM Sponsorship	4,650.00	
Total 3033 · QPM		4,650.00
3035 · Advertising		
3035.1 · Newsletter Advertising	4,050.00	
Total 3035 · Advertising		4,050.00
3040 · Event Income		
3042 · Investor Breakfast		
3042.01 · Investor Breakfast Sponsorship	54,000.00	
3042.02 · Investor Breakfast Tickets	1,035.00	
Total 3042 · Investor Breakfast	55,035.00	
3044 · MVP Breakfast		
3044.1 · Tickets	5,850.00	
3044.2 · Sponsorship	46,350.00	

Orange County Partnership Inc
Profit & Loss
January through December 2022

	Jan - Dec 22	
3044 · MVP Breakfast - Other	0.00	
Total 3044 · MVP Breakfast		52,200.00
3045 · Annual Dinner Income		
3046 · Reservations	29,880.00	
3047 · Sponsorships	178,460.00	
3045 · Annual Dinner Income - Other	-185.00	
Total 3045 · Annual Dinner Income		208,155.00
3049 · Golf Classic		136,700.00
Total 3040 · Event Income		452,090.00
3050 · Interest		253.14
3085 · Uncollectible Revenue		34,650.00
Total Income		1,108,033.14
Gross Profit		1,108,033.14
Expense		
8000 · Depreciation Expense		13,718.76
9000 · Personnel		
9000.2 · Gross Payroll		
9000.21 · Bonus Pool	86,000.00	
9000.2 · Gross Payroll - Other	506,558.19	
Total 9000.2 · Gross Payroll		592,558.19
9001 · Worker's Comp & Disability		
9001.1 · Workers' Comp	2,605.76	
9001.4 · Disability	423.87	
Total 9001 · Worker's Comp & Disability		3,029.63
9001.5 · Benefits (Pension & Medical)		
9001.3 · Medical	18,027.72	
9003.2 · Pension	32,383.63	
Total 9001.5 · Benefits (Pension & Medical)		50,411.35
9002 · Tax		
9000.1 · FICA SS/Medicare	37,506.85	
9002.1 · SUI		
9002.11 · Re-employment NYS	55.63	
9002.1 · SUI - Other	1,661.15	
Total 9002.1 · SUI	1,716.78	
9002.2 · FUTA	295.16	
Total 9002 · Tax		39,518.79
Total 9000 · Personnel		685,517.96
9000.5 · Business Development		
Trade Shows & Memberships		
Trade Shows		
NAIOP I.con Conference	2,000.00	
Trade Shows - Other	4,993.18	
Total Trade Shows	6,993.18	
9010.5 · Membership Fees	1,729.00	
9010.77 · SIOR Conference	399.27	
Total Trade Shows & Memberships		9,121.45
9000.51 · Special Projects		740.00
9010.6 · Public Relations		

Orange County Partnership Inc
Profit & Loss
January through December 2022

	Jan - Dec 22	
9023 · Event Tickets	1,334.95	
Total 9010.6 · Public Relations		1,334.95
9012 · Mileage & Tolls		2,856.39
9013 · Office Supplies/Equipment		
9015 · Printing	141.46	
9013 · Office Supplies/Equipment - Other	7,727.48	
Total 9013 · Office Supplies/Equipment		7,868.94
9014 · Postage		632.67
9016 · Subscriptions		8.00
9017 · Telephone		13,166.08
9018 · Training		6,780.86
9019 · Travel & Entertainment		9,609.78
9020 · External Marketing		
9010.8 · Marketing - Design		
9010.84 Other Web Design	2,945.00	
9010.8 · Marketing - Design - Other	155.88	
Total 9010.8 · Marketing - Design	3,100.88	
9011.2 · Advertising	900.00	
9020 · External Marketing - Other	8,860.00	
Total 9020 · External Marketing		12,860.88
9021 · Internal Mkting		
9011.5 · Business Retention & Expansion	136.29	
9022 · Advertising		
9022.1 · Design	1,286.00	
9022 · Advertising - Other	1,739.96	
Total 9022 · Advertising	3,025.96	
9021 · Internal Mkting - Other	1,448.34	
Total 9021 · Internal Mkting		4,610.59
9070 · Auto		
9071 · Fuel	4,896.17	
9072 · Insurance	1,824.70	
9073 · Auto	167.40	
9075 · Service	118.00	
9076 · Tolls	540.00	
Total 9070 · Auto		7,546.27
9200 · Personnel Search		722.24
Total 9000.5 · Business Development		77,859.10
9000.6 · General Administration		
Consulting Services		
9054 · Bookkeeping	11,350.00	
Consulting Services - Other	324.54	
Total Consulting Services		11,674.54
9053 · Bank Charges		410.30
9054.5 · Office Equip - Lease & Purchase		
9055.5 · Copier Maintenance / Repairs	7,272.88	
9054.5 · Office Equip - Lease & Purchase - Other	1,448.38	
Total 9054.5 · Office Equip - Lease & Purchase		8,721.26
9055 · Computer Services & Purchases		18,765.37
9056 · Fees		
9030 · Payroll Fees	3,453.51	

Orange County Partnership Inc
Profit & Loss
January through December 2022

	Jan - Dec 22	
9056.04 · CC Merchant Transaction Fees	4,173.62	
Total 9056 · Fees		7,627.13
9057 · Insurance		
9057.02 · Professional Liability	196.17	
Total 9057 · Insurance		196.17
9057.1 · Attorney		
ABO	304.00	
Total 9057.1 · Attorney		304.00
9063 · Rent Paid		35,910.00
Total 9000.6 · General Administration		83,608.77
9004 · Events		
Quarterly Project Meetings		217.54
9005 · Annual Dinner		
9005.1 · Consultants	10,948.00	
9005.2 · Event Supplies	8,452.56	
9005.3 · Marketing/ Design & Printing	3,780.91	
9005 · Annual Dinner - Other	64,608.28	
Total 9005 · Annual Dinner		87,789.75
9007 · Investor Breakfast		
9007.1 · Consultants	6,246.00	
9007.2 · Event Supplies	7,781.38	
Total 9007 · Investor Breakfast		14,027.38
9009 · MVP Breakfast		
9009.2 · Event Supplies	4,467.39	
9009.3 · Marketing/Design & Printing	200.00	
9009.5 · Catering/Food	7,387.50	
Total 9009 · MVP Breakfast		12,054.89
9024 · Golf Classic		
9024.2 · Event Supplies	26,286.00	
9024.4 · Catering/Food	22,233.76	
Total 9024 · Golf Classic		48,519.76
Total 9004 · Events		162,609.32
9010.3 · Alliance Expenses		
9010.31 · Alliance Event Expense		
9010.10 · ABG Qtly Meeting	6,441.98	
9010.31 · Alliance Event Expense - Other	200.00	
Total 9010.31 · Alliance Event Expense		6,641.98
Total 9010.3 · Alliance Expenses		6,641.98
9100 · Miscellaneous		
9150 . Gifts		829.87
9151 · Donations / Contributions		-250.00
9100 · Miscellaneous - Other		145.00
Total 9100 · Miscellaneous		724.87
9991 · Interest Expense		
9991.1 · Interest Exp-Auto		935.42
Total 9991 · Interest Expense		935.42
Total Expense		1,031,616.18

Orange County Partnership Inc
Profit & Loss
January through December 2022

	Jan - Dec 22
Net Ordinary Income	76,416.96
Net Income	**76,416.96**

Orange County Partnership Inc
Profit & Loss
January through December 2022

	Jan - Dec 22	Jan - Dec 21	% Change
Ordinary Income/Expense			
Income			
3001 · Private Investment			
3001.01 · PI - Accountants	16,250.00	16,750.00	-3.0%
3001.03 · PI - Architects	6,250.00	3,750.00	66.7%
3001.04 · PI - Attorneys	16,250.00	15,000.00	8.3%
3001.05 · PI - Building Supplies	17,500.00	18,500.00	-5.4%
3001.06 · PI - Business Services	33,300.00	33,225.00	0.2%
3001.07 · PI - Commercial Contractors	156,875.00	246,250.00	-36.3%
3001.08 · PI - Commercial RE Brokers	41,425.00	16,225.00	155.3%
3001.09 · PI - Communications	0.00	0.00	0.0%
3001.10 · PI - Construction Associations	15,000.00	11,250.00	33.3%
3001.11 · PI - Constr Svc	15,000.00	10,000.00	50.0%
3001.12 · PI - Developers	18,750.00	30,000.00	-37.5%
3001.13 · PI - Distribution Companies	1,250.00	1,250.00	0.0%
3001.14 · PI - Engineer, Archit & Planner	49,950.00	48,000.00	4.1%
3001.15 · PI - Facility Services	7,500.00	5,000.00	50.0%
3001.16 · PI - Financial Institutions	57,500.00	52,250.00	10.1%
3001.17 · PI -Healthcare/Medical Services	31,750.00	29,250.00	8.6%
3001.19 · PI - Manufacturers	22,750.00	41,900.00	-45.7%
3001.20 · PI - Marketing	3,750.00	2,500.00	50.0%
3001.21 · PI - Media	0.00	1,001.00	-100.0%
3001.22 · PI - Municipalities	11,125.00	14,025.00	-20.7%
3001.25 · PI - Retail	6,250.00	0.00	100.0%
3001.26 · PI - Staffing Services	1,875.00	1,625.00	15.4%
3001.27 · PI - Training	3,250.00	2,000.00	62.5%
3001.28 · PI - Transportation	0.00	-500.00	100.0%
3001.29 · PI - Utilities	37,750.00	37,500.00	0.7%
3001.32 · PI - Insurance	13,500.00	4,500.00	200.0%
3001.35 · PI - Security	1,250.00	2,500.00	-50.0%
3001.38 · PI - Recreational	10,000.00	10,000.00	0.0%
Total 3001 · Private Investment	596,050.00	653,751.00	-8.8%
3002 · ABG Members	9,350.00	12,100.00	-22.7%
3022 · Alliance for Balanced Growth			
3022.10 · AllianceEvent Sponsorship			
3022.11 · ABG Sponsorship - Spring	2,500.00	0.00	100.0%
3022.12 · ABG Sponsorship - Summer	1,650.00	0.00	100.0%
Total 3022.10 · AllianceEvent Sponsorship	4,150.00	0.00	100.0%
3022.30 · AGB Ticket			
3022.31 · ABG Tickets - Spring	1,575.00	0.00	100.0%
3022.32 · ABG Tickets - Summer	1,215.00	0.00	100.0%
3022.36 · ABG Qtly Meeting	0.00	2,000.00	-100.0%
3022.41 · Qtrly Mtg	0.00	1,305.00	-100.0%
Total 3022.30 · AGB Ticket	2,790.00	3,305.00	-15.6%
Total 3022 · Alliance for Balanced Growth	6,940.00	3,305.00	110.0%
3022.2 · Alliance Membership	0.00	550.00	-100.0%
3033 · QPM			
3033.1 · QPM Sponsorship	4,650.00	1,300.00	257.7%
Total 3033 · QPM	4,650.00	1,300.00	257.7%
3035 · Advertising			
3035.1 · Newsletter Advertising	4,050.00	0.00	100.0%
3035.2 · Web Site Banner Ads	0.00	1,850.00	-100.0%
Total 3035 · Advertising	4,050.00	1,850.00	118.9%
3040 · Event Income			
3042 · Investor Breakfast			
3042.01 · Investor Breakfast Sponsorship	54,000.00	0.00	100.0%
3042.02 · Investor Breakfast Tickets	1,035.00	0.00	100.0%
3042 · Investor Breakfast - Other	0.00	22,860.00	-100.0%
Total 3042 · Investor Breakfast	55,035.00	22,860.00	140.8%
3044 · MVP Breakfast			
3044.1 · Tickets	5,850.00	0.00	100.0%
3044.2 · Sponsorship	46,350.00	0.00	100.0%
3044 · MVP Breakfast - Other	0.00	27,550.00	-100.0%
Total 3044 · MVP Breakfast	52,200.00	27,550.00	89.5%
3045 · Annual Dinner Income			
3046 · Reservations	29,880.00	0.00	100.0%
3047 · Sponsorships	178,460.00	77,500.00	130.3%
3045 · Annual Dinner Income - Other	-185.00	65,625.00	-100.3%
Total 3045 · Annual Dinner Income	208,155.00	143,125.00	45.4%
3049 · Golf Classic	136,700.00	109,275.00	25.1%
Total 3040 · Event Income	452,090.00	302,810.00	49.3%
3050 · Interest	253.14	1,853.91	-86.4%
3085 · Uncollectible Revenue	34,650.00	-76,960.00	145.0%
Total Income	1,108,033.14	900,559.91	23.0%
Gross Profit	1,108,033.14	900,559.91	23.0%
Expense			
8000 · Depreciation Expense	13,718.76	10,779.30	27.3%
9000 · Personnel			
9000.2 · Gross Payroll			
9000.21 · Bonus Pool	86,000.00	67,500.00	27.4%
9000.2 · Gross Payroll - Other	506,558.19	432,451.00	17.1%
Total 9000.2 · Gross Payroll	592,558.19	499,951.00	18.5%
9001 · Worker's Comp & Disability			
9001.1 · Workers' Comp	2,605.76	761.00	242.4%
9001.4 · Disability	423.87	-125.63	437.4%
Total 9001 · Worker's Comp & Disability	3,029.63	635.37	376.8%
9001.5 · Benefits (Pension & Medical)			

Orange County Partnership Inc
Profit & Loss
January through December 2022

	Jan - Dec 22	Jan - Dec 21	% Change
9001.3 · Medical	18,027.72	20,969.02	-14.0%
9003.2 · Pension	32,383.63	28,000.43	15.7%
9003.31 · CEO's Life Insurance Policy	0.00	250.59	-100.0%
Total 9001.5 · Benefits (Pension & Medical)	50,411.35	49,220.04	2.4%
9002 · Tax			
9000.1 · FICA SS/Medicare	37,506.85	29,962.10	25.2%
9002.1 · SUI			
9002.11 · Re-employment NYS	55.63	53.15	4.7%
9002.1 · SUI - Other	1,661.15	1,646.87	0.9%
Total 9002.1 · SUI	1,716.78	1,700.02	1.0%
9002.2 · FUTA	295.16	251.25	17.5%
Total 9002 · Tax	39,518.79	31,913.37	23.8%
Total 9000 · Personnel	685,517.96	581,719.78	17.8%
9000.5 · Business Development			
Trade Shows & Memberships			
Trade Shows			
NAIOP I.con Conference	2,000.00	0.00	100.0%
Trade Shows - Other	4,993.18	4,988.55	0.1%
Total Trade Shows	6,993.18	4,988.55	40.2%
9010.5 · Membership Fees	1,729.00	1,829.76	-5.5%
9010.77 · SIOR Conference	399.27	0.00	100.0%
Total Trade Shows & Memberships	9,121.45	6,818.31	33.8%
9000.51 · Special Projects	740.00	2,500.00	-70.4%
9010.6 · Public Relations			
9023 · Event Tickets	1,334.95	146.00	814.4%
9010.6 · Public Relations - Other	0.00	209.90	-100.0%
Total 9010.6 · Public Relations	1,334.95	355.90	275.1%
9012 · Mileage & Tolls	2,856.39	712.73	300.8%
9013 · Office Supplies/Equipment			
9015 · Printing	141.46	0.00	100.0%
9013 · Office Supplies/Equipment - Other	7,727.48	7,487.51	3.2%
Total 9013 · Office Supplies/Equipment	7,868.94	7,487.51	5.1%
9014 · Postage	632.67	1,082.88	-41.6%
9016 · Subscriptions	8.00	452.39	-98.2%
9017 · Telephone	13,166.08	12,402.76	6.2%
9018 · Training	6,780.86	4,532.10	49.6%
9019 · Travel & Entertainment	9,609.78	4,400.55	118.4%
9020 · External Marketing			
9010.8 · Marketing - Design			
9010.84 Other Web Design	2,945.00	2,420.00	21.7%
9010.8 · Marketing - Design - Other	155.88	6,619.27	-97.7%
Total 9010.8 · Marketing - Design	3,100.88	9,039.27	-65.7%
9011 · Business Attraction			
Direct Marketing	0.00	100.00	-100.0%
9011 · Business Attraction - Other	0.00	1,600.00	-100.0%
Total 9011 · Business Attraction	0.00	1,700.00	-100.0%
9011.2 · Advertising	900.00	0.00	100.0%
9020 · External Marketing - Other	8,860.00	830.00	967.5%
Total 9020 · External Marketing	12,860.88	11,569.27	11.2%
9021 · Internal Mkting			
9011.5 · Business Retention & Expansion	136.29	0.00	100.0%
9022 · Advertising			
9022.1 · Design	1,286.00	1,286.00	0.0%
9022 · Advertising - Other	1,739.96	83.56	1,982.3%
Total 9022 · Advertising	3,025.96	1,369.56	120.9%
9021 · Internal Mkting - Other	1,448.34	1,170.96	23.7%
Total 9021 · Internal Mkting	4,610.59	2,540.52	81.5%
9070 · Auto			
9071 · Fuel	4,896.17	3,190.55	53.5%
9072 · Insurance	1,824.70	5,079.74	-64.1%
9073 · Auto	167.40	3,585.78	-95.3%
9075 · Service	118.00	207.56	-43.2%
9076 · Tolls	540.00	701.50	-23.0%
9070 · Auto - Other	0.00	503.03	-100.0%
Total 9070 · Auto	7,546.27	13,268.16	-43.1%
9200 · Personnel Search	722.24	0.00	100.0%
9000.5 · Business Development - Other	0.00	2,275.01	-100.0%
Total 9000.5 · Business Development	77,859.10	70,398.09	10.6%
9000.6 · General Administration			
Consulting Services			
9054 · Bookkeeping	11,350.00	7,948.50	42.8%
Consulting Services - Other	324.54	5,400.00	-94.0%
Total Consulting Services	11,674.54	13,348.50	-12.5%
9052 · Audit	0.00	13,000.00	-100.0%
9053 · Bank Charges	410.30	4,910.58	-91.6%
9054.5 · Office Equip - Lease & Purchase			
9055.5 · Copier Maintenance / Repairs	7,272.88	5,767.57	26.1%
9054.5 · Office Equip - Lease & Purchase - Other	1,448.38	597.68	142.3%
Total 9054.5 · Office Equip - Lease & Purchase	8,721.26	6,365.25	37.0%
9055 · Computer Services & Purchases	18,765.37	14,735.19	27.4%
9056 · Fees			
9030 · Payroll Fees	3,453.51	2,864.99	20.5%

Orange County Partnership Inc
Profit & Loss
January through December 2022

	Jan - Dec 22	Jan - Dec 21	% Change
9056.04 · CC Merchant Transaction Fees	4,173.62	0.00	100.0%
9056 · Fees - Other	0.00	125.00	-100.0%
Total 9056 · Fees	7,627.13	2,989.99	155.1%
9057 · Insurance			
9057.02 · Professional Liability	196.17	0.00	100.0%
9057 · Insurance - Other	0.00	3,548.45	-100.0%
Total 9057 · Insurance	196.17	3,548.45	-94.5%
9057.1 · Attorney			
ABO	304.00	4,198.75	-92.8%
Total 9057.1 · Attorney	304.00	4,198.75	-92.8%
9063 · Rent Paid	35,910.00	35,752.50	0.4%
Total 9000.6 · General Administration	83,608.77	98,849.21	-15.4%
9004 · Events			
Quarterly Project Meetings	217.54	50.00	335.1%
9005 · Annual Dinner			
9005.1 · Consultants	10,948.00	400.00	2,637.0%
9005.2 · Event Supplies	8,452.56	6,475.65	30.5%
9005.3 · Marketing/ Design & Printing	3,780.91	12.99	29,006.3%
9005 · Annual Dinner - Other	64,608.28	46,571.88	38.7%
Total 9005 · Annual Dinner	87,789.75	53,460.52	64.2%
9007 · Investor Breakfast			
9007.1 · Consultants	6,246.00	0.00	100.0%
9007.2 · Event Supplies	7,781.38	1,617.64	381.0%
9007.3 · Marketing/ Design & Printing	0.00	3,720.50	-100.0%
9007 · Investor Breakfast - Other	0.00	6,819.88	-100.0%
Total 9007 · Investor Breakfast	14,027.38	12,158.02	15.4%
9009 · MVP Breakfast			
9009.1 · Consultants	0.00	250.00	-100.0%
9009.2 · Event Supplies	4,467.39	289.33	1,444.1%
9009.3 · Marketing/Design & Printing	200.00	3,224.50	-93.8%
9009.5 · Catering/Food	7,387.50	500.00	1,377.5%
9009 · MVP Breakfast - Other	0.00	7,455.40	-100.0%
Total 9009 · MVP Breakfast	12,054.89	11,719.23	2.9%
9024 · Golf Classic			
9024.2 · Event Supplies	26,286.00	26,008.10	1.1%
9024.3 · Marketing/Design & Printing	0.00	600.00	-100.0%
9024.4 · Catering/Food	22,233.76	15,284.73	45.5%
Total 9024 · Golf Classic	48,519.76	41,892.83	15.8%
Total 9004 · Events	162,609.32	119,280.60	36.3%
9010.3 · Alliance Expenses			
9010.31 · Alliance Event Expense			
9010.10 · ABG Qtly Meeting	6,441.98	3,298.12	95.3%
9010.31 · Alliance Event Expense - Other	200.00	150.00	33.3%
Total 9010.31 · Alliance Event Expense	6,641.98	3,448.12	92.6%
9010.3 · Alliance Expenses - Other	0.00	64.44	-100.0%
Total 9010.3 · Alliance Expenses	6,641.98	3,512.56	89.1%
9100 · Miscellaneous			
9150 . Gifts	829.87	0.00	100.0%
9151 · Donations / Contributions	-250.00	50.00	-600.0%
9100 · Miscellaneous - Other	145.00	277.63	-47.8%
Total 9100 · Miscellaneous	724.87	327.63	121.3%
9991 · Interest Expense			
9991.1 · Interest Exp-Auto	935.42	732.44	27.7%
9991 · Interest Expense - Other	0.00	-10.94	100.0%
Total 9991 · Interest Expense	935.42	721.50	29.7%
Total Expense	1,031,616.18	885,588.67	16.5%
Net Ordinary Income	76,416.96	14,971.24	410.4%
Other Income/Expense			
Other Income			
9998 · PPP Forgiveness	0.00	176,455.40	-100.0%
Total Other Income	0.00	176,455.40	-100.0%
Net Other Income	0.00	176,455.40	-100.0%
Net Income	**76,416.96**	**191,426.64**	**-60.1%**

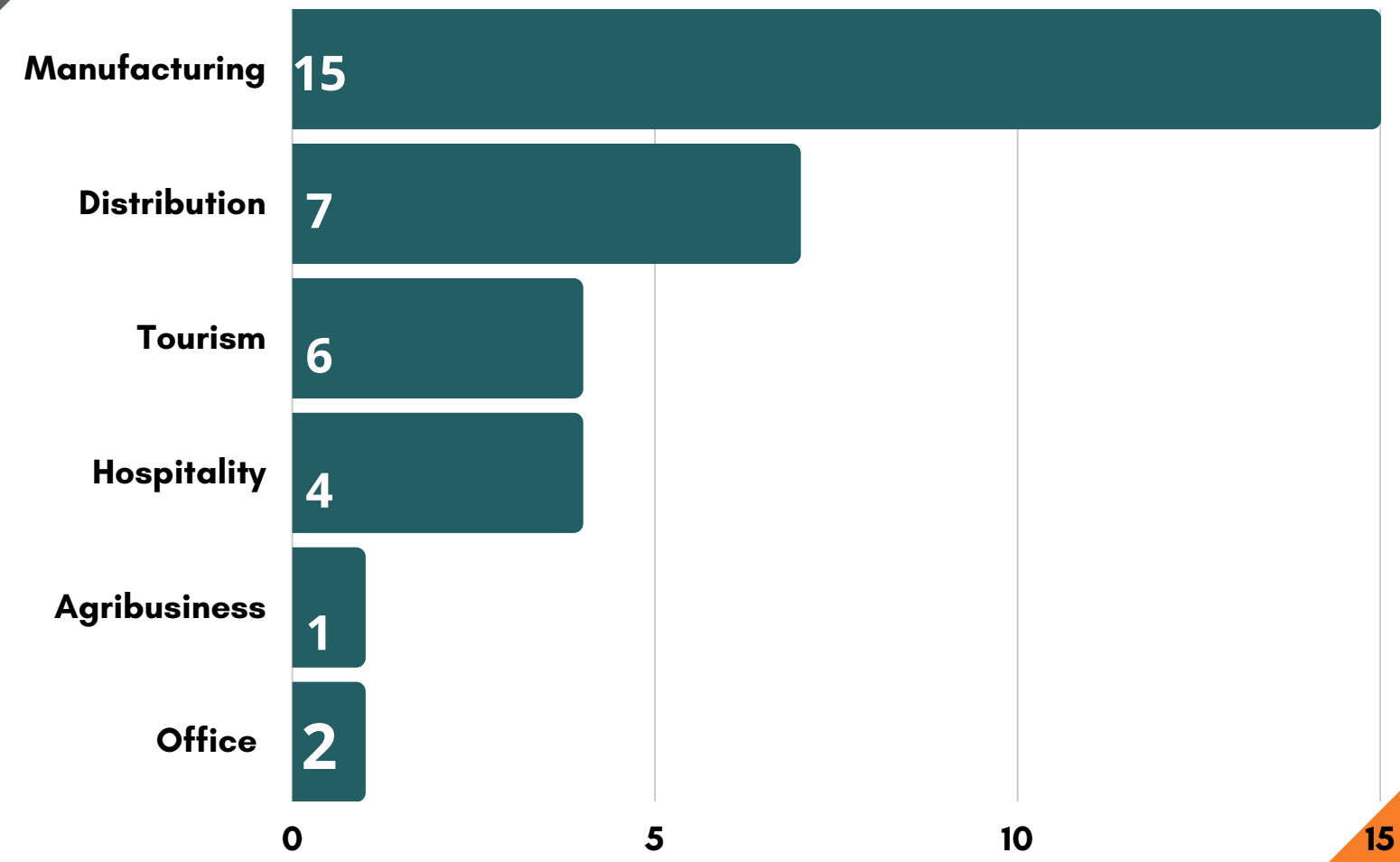
Business Attraction Report

January 2023

ORANGE COUNTY PARTNERSHIP
CENTER OF ECONOMIC DEVELOPMENT
NEW YORK

Active Pending Attractions

TOTAL ACTIVE LEADS YEAR TO DATE: 35



TOTAL POTENTIAL NEW JOBS:

3,750+

Attraction Project Updates

PROJECT NORTH STAR (ESD)

JOBS: 950 | CAP EX: $600MM | INDUSTRY: MANU

- Major pharmaceutical company seeking a site for manufacturing/R&D in the NYC metro region.
- Prospect needs 15 MW of power by 2025, access to talent, and proximity to major transportation networks
  - Additionally, they need a large land site with municipal services and speed to market.
- Leveraging proximity to Regeneron and Pfizer to showcase Orange County as a unique pharma location.

- The OCP submitted three top sites and completed a robust RFP process - we're now awaiting word from ESD/Deloitte

PROJECT FRESH (OCP)

JOBS: 200 | CAP EX: $120MM | INDUSTRY: AG/CLEANTECH

- Agribusiness/Cleantech company interested in constructing 1MM SF of hydroponic greenhouses in phases for produce production
- 200 jobs - half are high skilled engineering and greenhouse operations jobs
- OCP has been working with this company for the last year - leading site search and project facilitation efforts
  - We've been working closely with Central Hudson and local leadership with respect to infrastructure questions
- ****NOTE**: Following many rounds of follow up questions and meetings, the Site Selector has sent a formal purchase offer on our Orange County site. More due diligence to follow.

PROJECT DURATION (ESD)

JOBS: 500 | CAP EX: $170M | INDUSTRY: MANU.

- Manufacturer of battery storage systems seeking an existing 180,000 SF building for production
- The prospect has a fast timeline - seeking to occupy a space by 3/23
- We submitted a handful of sites that could accommodate the need
- **NOTE**: This is the third battery manufacturing lead the OCP has seen in the last 6 months
  - The Binghamton area is positioned to be the battery innovation area of the state - downstate supply chain opportunities are expected.

PROJECT GLOW (OCP)

JOBS: 50+ | CAP EX: $45M | INDUSTRY: MANU.

- Manufacturer of lighting fixtures. They manufacture LED, Halogen, Decorative, Miniature, Specialty, Stage, and Studio lamps as well as electrical supplies and Light Fixtures.
- Coordinated a site tour and met the CEO of the company at their facility in Brooklyn on 11/1.
- **NOTE**: We gave the company an overview of the incentive process and how we make locating in Orange County as seamless as possible.
  - Company has verbally agreed to locate at a site in Goshen - awaiting written contract prior to public announcement.

Attraction Project Updates

PROJECT CONFECTION (OCP)

JOBS: 30+| CAP EX: TBD| INDUSTRY: MANU.

- Brooklyn based company looking to locate their food manufacturing operation in Orange County
  - Focus on bakery foods
  - Lead comes directly from connection in Albany through Brown Weinraub
- Prospect needs 10,000-20,000 SF of production space with an emphasis on hiring people who want to grow in the food manufacturing sector
- **NOTE:** Hosted a site tour on 12/19 - company is interested in 20,000 SF in the Newburgh Mall.

PROJECT BREEZE (OCP)

JOBS: 150-250 | CAP EX: $100MM| INDUSTRY: MANU.

- Joint venture between a developer and National Grid to respond to NYSERDA RFP for sites to accommodate supply chain/component part manufacturing for offshore wind
- The Developer is working with an end user for primary and secondary steel manufacturing
  - Example: manufacturing and assembling the steel for the platforms on the windmills
- **NOTE**: The OCP has coordinated securing local and regional support for the project - which is key for the RFP process. A decision on the RFP will be made Q1 2023

PROJECT PACMAN (OCP)

JOBS: 100| CAP EX: 100MM| INDUSTRY: TOURISM.

- Investor group seeking to develop a hospitality campus - performing arts center, conference center, retail, offices, and hotel components.
- OCP working with the City of Middletown on facilitating the project strategy
- The site that the group wants must be assembled - city and county owned sites on County Route 78 are involved
- **NOTE:** The investor group has local ties and is has significant funds to deploy for this project. Additionally, the project has strong support from the City of Middletown.

PROJECT GREEN PLANET (OCP)

JOBS: 100+| CAP EX: $30MM| INDUSTRY: MANU.

- European company seeking 80,000-150,000 SF for manufacturing and assembly of EV charging stations.
- 3-5MW need with limited water usage
- The OCP coordinated a site tour with the executive team at the company and two national site selectors
  - Included a relationship-building dinner;
  - Tour of three sites; and
  - Coordination with the utilities and developer teams
- **NOTE**: We are waiting for feedback from the company and Site Selectors on next steps - their main concern is timeline/speed to market

Expansion Projects Update

THE MILK FACTORY (OCP)

JOBS: 100+ | CAP EX: 25+MM | INDUSTRY: TOURISM.

- Same owner of City Winery expanding his reach to the historic Walden Borden Factory to create a 42-room hotel and distillery.
- There is no municipal water and sewer on site - Going to try to tap into a well, possibly add another.
- The company applied for a CFA
- Presented to the Town of Montgomery IDA in September.
- Working on the final site plans to resubmit to the planning board.
- **NOTE**: The OCP connected City Winery with Brown and Wienraub to help mitigate any regulatory issues from the State Historic Preservation Office (SHPO)

MILMAR FOODS (OCP)

JOBS: 100 | CAP EX: $25MM | INDUSTRY: MANU.

- A third-generation family-owned business and leading manufacturer of frozen hors d'oeuvres and entrees.
- Needs to expand - bursting at the seams
- Introduced them to the OC IDA and we are setting up a meeting.
- Have brought on Holt Construction
- Applied for IDA incentives
- Will be expanding on their current site and not looking at a new purchase due to USDA funding
- **NOTE**: The IDA approved incentives for their expansion at the December meeting.

Business Retention and Expansion Visitation

Business expansion and retention is predicated on relationships. As such, the OCP will be placing an emphasis on gathering "business intelligence" through visiting existing local companies. Ideally, the visitation will result in new project leads, while preventing retention issues. Visitation meetings will include:

- Gathering data on the overall business environment;
- Flagging companies that may be considered a "flight risk";
- Gaining information on workforce needs; and
- Program development focused on addressing sector-specific needs and trends.

New Preliminary Leads

Broker Broadcasts Since November 2021:

Attractions:

- *Project North Star*
- *Project Duration*
- *Project Stamper*
- *Project Green Planet*
- *Project Ocean*
- *Project Codec*
- *Project Onyx*
- *Project Discovery*
- *Project Full Circle*
- *Project Pioneer*
- *Project Gershwin*
- *Project Square*
- *Project Bennie*
- *Project Big Green*
- Project Prosciutto
- Project Stat
- Project Open Waters
- Project Elm
- Project All Spice
- Project Orange
- Project Sunbeam
- Project Horse
- Project Rock
- Project Emporium
- Project Green Point
- Project Warehouse Distribution
- Project Sleeping Dragon

Active Developer Updates

TREETOP COMPANIES

- Treetop is a nationwide development firm based out of New jersey
- Treetop has a robust portfolio of industrial and multi-family projects across the United States
- Current Orange County projects include:
  - 2615 US Route 9W, Cornwall NY
    - 2 million SF industrial park proposed with building sizes of:
      - 794,000 SF
      - 141,000 SF
      - 276,000 SF
      - 615,000 SF
      - 220,000 SF
  - 188 South Street, Goshen NY
    - 500,000 SF industrial building proposed
  - Potential sites in Wallkill/Port Jervis
  - Treetop is new to the Orange County area and expects to be an active company in the region

- **UPDATE**: OCP is working with Treetop on strategy for each of their projects - including building a project team, site marketing, site selector relationships, and responses to RFP's.
  - Submitted two Treetop sites for Project North Star

RDM GROUP

- RDM is a major development company based out of New Jersey
- Current Orange County projects include:
  - 2602 Route 17M | Town of Goshen
  - 1 Police Drive | Village of Goshen
  - §102 Dolson Avenue | City of Middletown
  - §1081 Dolsontown Road | Town of Wawayanda
  - 3101 Route 56 | Town of Wawayanda
  - 599 East Main Street | Town of Wallkill
  - 229 Neelytown Road North | Town of Hamptonburgh
  - 230 Neelytown Road North | Town of Hamptonburgh
  - Davidson Drive | Town of Chester
  - Neelytown Road | Town of Montgomery
  - New Road | Town of Montgomery
- We have established monthly calls with the RDM team to review all of their projects/assist with tenant leads.
- Preliminary plans to work with/assist RDM on recruiting New Jersey -based companies through business attraction visits to NJ
- **Update**: End-users continue to show interest in RDM properties and the OCP is working collaboratively with RDM on attracting tenants.

Active Developer Updates

NATIONAL REALTY AND DEVELOPMENT CORP.

- NRDC represents 700 South Street - approved for 400,000 SF on a remediated brownfield site in the City of Newburgh
  - The site has water, sewer, and power
- The site is directly off of I-84
- **UPDATE:** We are working with NRDC on responding to RFP's from prospects and marketing the site to industrial end users.

FRASSETTO COMPANIES

- Currently have more than 650,000 SF of commercial space in Orange County
- Well-established developer in the Town of Wallkill and Town of Harriman
- Expanding their reach into Montgomery
- 3 new spec buildings located at:
  - 85 Tower Drive | Wallkill - 60,400, SF proposed
  - 18 Leonards Drive | Montgomery - 80,000 SF available 1st quarter 2023
- **UPDATE**: The OCP is working with Frassetto on identifying potential end user prospects - including Projects Ocean and Green Planet

BROOKFIELD PROPERTIES

- Brookfield Properties develops and operates real estate investments on behalf of Brookfield Asset Management — one of the largest alternative asset managers in the world.
- Parent company, Brookfield Asset Management finances development projects
- Specialties include Industrial, Multifamily, Hospitality, Mixed-Use, and Retail.
- Purchased Neelytown Road property in the Town of Montgomery and plan to construct on spec.
- Pre-approved site that can accommodate approximately 300,000 sf
- **UPDATE:** Working with Brookfield and Resource Realty on potential end user connections - including Project Ice.

SCANNELL / NAI PLATFORM

- Scannell is actively pursuing sites in the Towns of Newburgh and Wawayanda.
- We are working closely with Scannell on securing a neg dec for the Wawayanda project - including setting strategic meetings with business and political leaders.
- Active sites:
  - Old Shapiro Farm in Wawayanda
    - Scannell will be building (2) 1 million SF buildings in the Town of Wawayanda
    - Have a tenant lined up for (1) 1 million SF building in the Town of Wawayanda
  - 124 Route 17K in Newburgh
    - Granted approvals on 5/5
    - Tenant secured for half of the140,000 SF building
    - We're actively marketing the remaining leasable area of the building.

Development Site

179 NY 17K, Town of Wallkill

Ideal for Distribution/Light Assembly

SITE PLAN & BUILDING SPECIFICATIONS

BUILDING #1

- Size: 92,400 SF
- Loading Docks: 18 docks (no proposed ramps but could be added if needed)
- Car Parking: 41 Spaces
- Trailer Stalls: 16 Storage Spaces
- Clear Height: 36'
- Water: Well
- Sewer: Package Plant

*Additional Specs based on tenant requirements

BUILDING #2

- Size: 536,000 SF
- Loading Docks: 127 Loading Docks (includes 4 ramps)
- Car Parking: 210 Parking Spaces
- Trailer Stalls: 114 Trailer Storage Spaces
- Clear Height: 36'
- Water: Well
- Sewer: Package Plant
- *Additional Specs based on tenant requirements

LOCATION ATTRIBUTES:

- Prime Orange County, New York location
- Less than 0.5 miles from Route 17, with immediate on/off-ramp access
- Approximately 10 miles from I-84
- Attractive regional labor market and work-force drive time radius

The team at the Orange County Partnership is working closely with JLL and RDM Group on identifying potential tenants for this project.