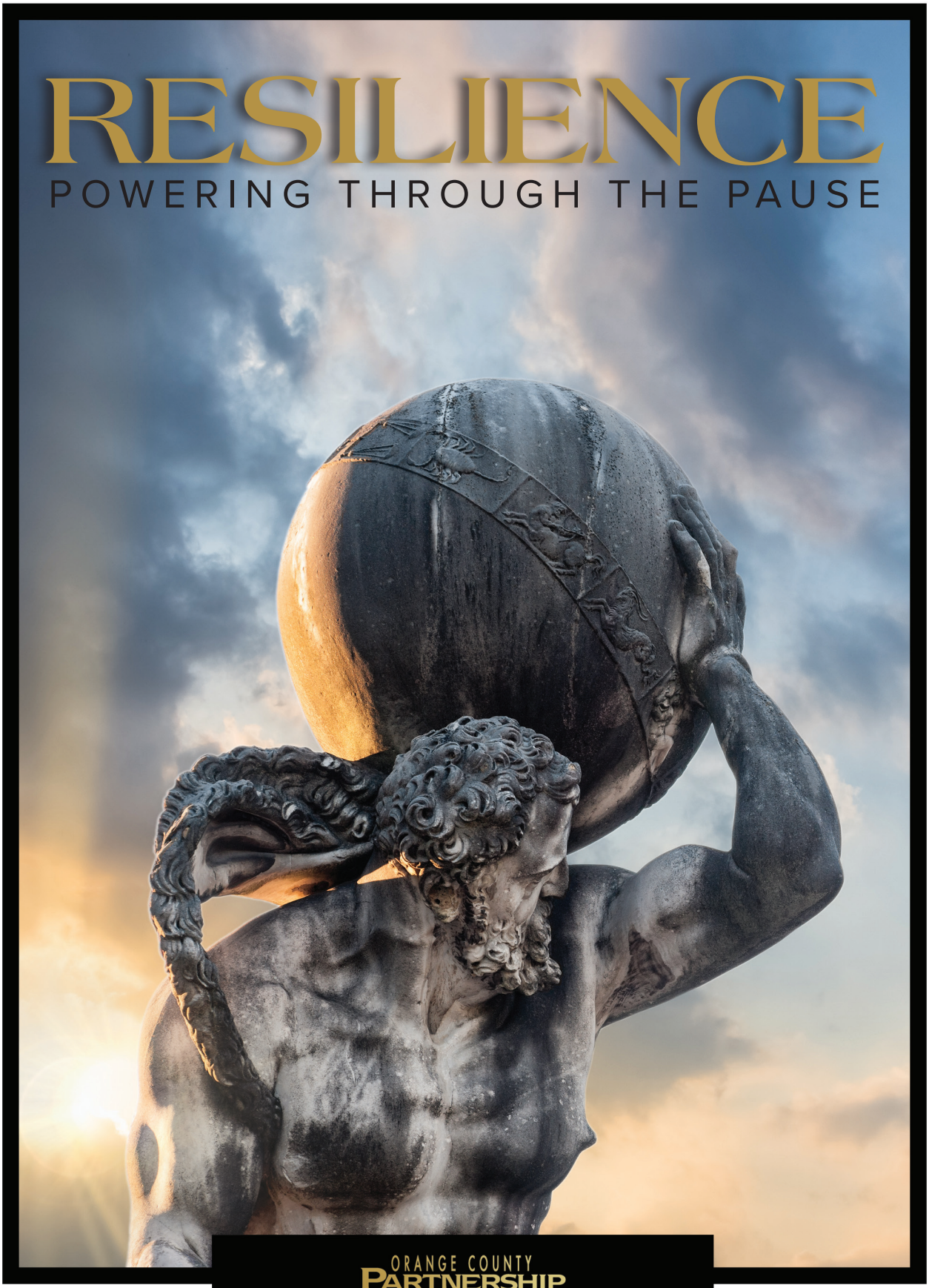
RESILIENCE

POWERING THROUGH THE PAUSE



ORANGE COUNTY
PARTNERSHIP
CENTER OF ECONOMIC DEVELOPMENT
NEW YORK

2020 ANNUAL REPORT

A MESSAGE FROM THE COUNTY EXECUTIVE

STEVE NEUHAUS

Despite the many challenges of 2020, Orange County, N.Y. continues to be an innovative leader in economic development, and the support and promotion of local business.

When the COVID-19 pandemic exploded back in March and mandatory work from home regulations were implemented, we were already working on our action plan as I assembled a COVID-19 Economic Development / Small Business Support team, made up of leaders from the Orange County Partnership, the OC Chamber of Commerce, and OC Departments of Economic Development, Employment and Training and Tourism. Our number one priority is assisting in the retention of small business and finding solutions for displaced workers. At my urging, the Orange County Funding Corporation implemented a program to offer much needed, low interest loans to small businesses that were negatively impacted financially by COVID-19.

While nothing has been easy, overall, we are doing better than most other counties in the state. In fact, we remain the envy of our neighboring counties as the number of projects in our portfolio continues to increase.

We need to stay focused and strong. We need to celebrate victories like LEGOLAND New York Resort, City Winery, Amazon and Medline to name just a few.

Soon there will be a vaccine and 2020 will be a distant memory. We will continue our efforts to grow the economy and proactively attract new business and support existing business.

As Orange County Executive, I am proud of our collaborative efforts as Orange County continues to serve as an example of exceptional leadership in economic development in New York State.

A MESSAGE FROM THE PRESIDENT & CEO

MAUREEN HALAHAN

We started this year with confidence and maybe a touch of arrogance, bolstered by a strong market and a swollen portfolio of leads and prospects. And then everything was halted due to the Coronavirus. The Orange County Partnership never stopped as we immediately formulated an action plan that, despite long odds, resulted in the much-needed creation and retention of jobs for Orange County residents.

We understood that no one was getting a free pass this year as the virus threatened all of our lives and livelihoods to varying degrees. Since failure is never an option, especially when led by an arsenal of committed and dedicated members of our Board of Directors and in the inspired leadership of County Executive Steve Neuhaus, the Partnership pressed on, doing whatever was necessary to succeed in its mission to create jobs that will ultimately stabilize our economy.

We are proud to say that the county's year-end numbers rival some of our best years as we worked with remarkable development companies, construction companies and businesses on their expansion plans. As documented in this year's Annual Report, the opportunities that await in the coming year provide promise of continued growth that will offset the economic damage of the virus.

We close the year replacing arrogance with humility and gratitude. We celebrate our healthcare heroes who battle on the front lines, saving lives and preserving hope.

As economic development professionals, we work together with our strategic partners to strengthen our economy. When we all work our hardest, we all win!

Thank you to our Investors who believe in and support the mission of the Orange County Partnership.

STRATEGIC PARTNERS & AFFILIATES

17 FORWARD 86 · Balanced Growth Alliance for Orange County New York · Orange County New York · Center of Business Innovation Orange County, New York · People. Power. Possibilities. Central Hudson A Fortis Company · CI Council of Industry The Manufacturers Association of the Hudson Valley · Construction Contractors Association · Empire State Development · HGAR · hvedc Hudson Valley Economic Development Corporation · Hudson Valley Pattern for Progress · International Economic Development Council · The Port Authority of NY & NJ

WHO WE ARE

2020 BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

Michael Gilfeather
Chairman

M. Justin Rider
Vice Chair

Melissa Cobuzzi
Secretary

Michael A. Turturro
Treasurer

Robert Kaehler
Immediate Past Chair

James P. Smith
Member at Large

Alan Seidman
Member at Large

DIRECTORS

Mary Beth Bianconi
Anthony Campagiorni
David Campbell
Susan Dean
Todd Diorio
Andrew Fetherston
Christopher Fiorillo
Brian Flynn
Elias Muhlrad
Robert Sanchez
Mark Stellwag
Gary Tetz
Chuck Utschig
Mark Wienberg
Derrik Wynkoop

DIRECTORS EMERITI

Donna Cornell
Robert Hannan
Louis Heimbach
Woody Levitan
Alan Marks
Ralph Martucci
William Vacca

THE WORLD MAY HAVE BEEN ON PAUSE

BUT WE POWERED THROUGH

(and came up with some pretty creative ideas in the process)

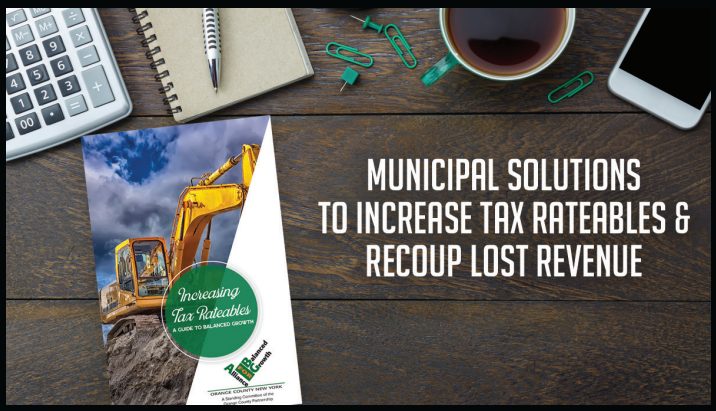
The Launch of our E-Newsletter

During the "stay at home order" that began back in March, our focus was to keep our Investors and economic development supporters engaged. We launched an e-newsletter entitled "Resources & Results" which focuses on real-time issues including business updates as they relate to the coronavirus, the latest economic development news in Orange County, the Hudson Valley and New York State, along with the latest trends that will impact key industries.

Increasing Tax Rateables

A Guide to Balanced Growth

We worked with our local engineers and real estate brokers to update this guide. The purpose of this guide is to educate the residents and community leaders on the value of business growth and to offer suggestions on how to increase tax rateables throughout our municipalities. As commercial tax revenues increase, services are enhanced and residential tax burdens are offset. Commercial growth improves the quality of life by supporting important local community services including schools, fire and emergency services, libraries, dial-a-bus and waste management.



Didi Caldwell

Didi Caldwell, Founding Principal of Global Location Strategies and a member of the international association of the Site Selectors Guild, was our keynote speaker for the Partnership's 2020 Virtual Investor Breakfast. Didi's message focused on the need for site preparedness and the importance of community cooperation in order to compete in a global market.

Commercial Market Overview

The Partnership hosted a Commercial Market Forecast with industry experts including RJ Smith, Rand Commercial Realty; Sandy Mathes, President of Mathes Public Affairs and Nick Fitzpatrick, Owner, Aden Landholdings. Each panelist provided first-hand insights on real-estate investment, site-preparedness, generic pre-approvals, creative site assemblage, site development, economic incentives, creating a vision for municipalities' zoning and growth corridors and how to increase jobs and wealth in a town or city.

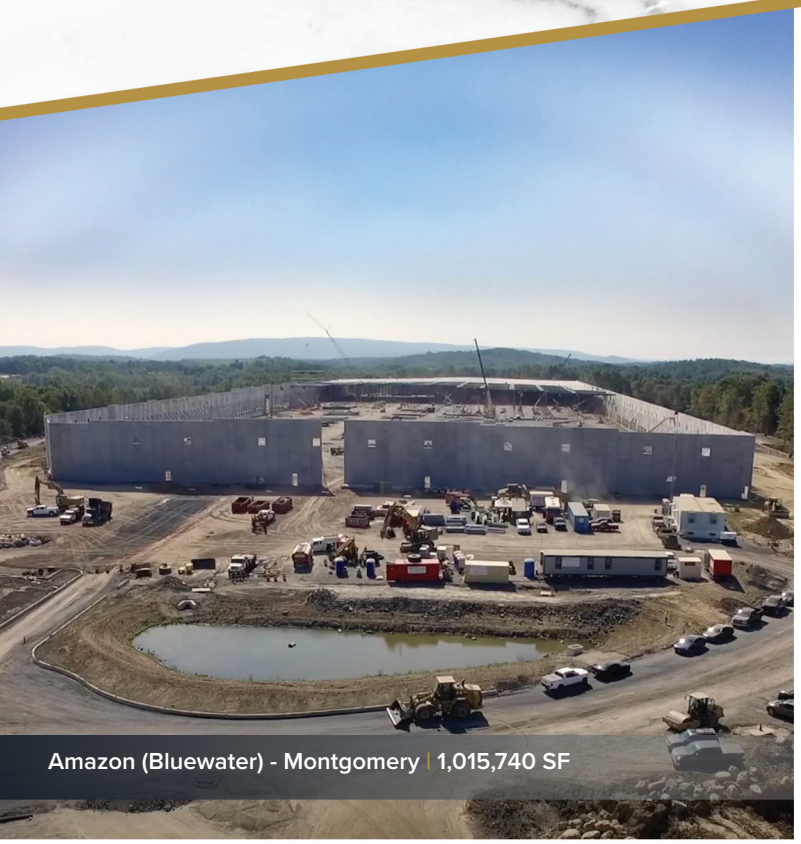
Virtual Site Tours

The Partnership's proactive preparation in 2016 positioned us favorably during the shut down in 2020 as we were able to rely on our cutting-edge technology to conduct virtual site tours for our clients. Our ability to quickly respond to requirements positively set us apart from our competition.

WE ARE STRONG & RESILIENT

CONSTRUCTION IS EXPLODING

(with some of the most monumental projects in our history)



Amazon (Bluewater) - Montgomery | 1,015,740 SF

Medline Industries - Montgomery | 1,300,000 SF

Matrix - Wawayanda | 241,800 SF

LEGOLAND New York Resort - Goshen | $500 MM Capital Investment

RESILIENCE

POWERING THROUGH THE PAUSE

Amazon (Bluewater Industrial Partners)

Amazon Last Mile Facility

Autonomous NYC

Black Quarry Millwork LLC

Diversified Computer Supplies

Dragonwood Imports Inc.

E-J Electrical Installation Co.

FPS Apparel

Kaycha Labs

KC Engineering & Land Surveying, P.C.

King Zac Industries

LaserShip Inc.

ORANGE COUNTY PARTNERSHIP
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2020
ATTRACTIONS &
EXPANSIONS

Medline Industries

Middletown Medical

New Castle Building Products

NFI Industries

Premium Food Group, Inc.

Schmidt Baking Company

Setton Company

Shraga Distributors

Superior Pack Group

The Barn at Villa Venezia

TickledPet

2020 ATTRACTIONS & EXPANSIONS

29
TOTAL NEW LEADS
SINCE JAN. 2020

91
TOTAL ACTIVE LEADS
IN OUR PORTFOLIO

1,489
TOTAL
NEW JOBS

3.1 MM
TOTAL
SQUARE FEET

$231 MM
TOTAL
CAPITAL INVESTMENT

WE ARE STRONG & RESILIENT

CONSTRUCTION IS EXPLODING

The trickle down effect of commercial projects

1

THE PROJECT - MEDLINE INDUSTRIES

"In the very best of times, economic development is of utmost importance. In today's times of major changes and uncertainty, economic development is critically essential. Orange County is perfectly positioned to capture maximum economic potential given its strategic location in the Northeast, its infrastructure, workforce, business culture, diversity, amazing quality of life and its growth potential. We love Orange County as it has been our home for over 20 years. That's why we invested $140 million in our new Montgomery, NY branch to grow our business and be the best corporate citizen in the community for the long term."

- Dmitry Dukhan, VP Real Estate, Medline Industries

2

THE CONTRACTOR - ADVANCE TESTING

"Throughout Advance Testing's history, a significant portion of our projects have been 60 or more miles away, but having the opportunity to work on several major projects currently under construction in Orange County – including Medline, Amazon and LEGOLAND New York – instills immense pride in our staff and has been a stimulus for Advance Testing. These opportunities are a result of the Partnership's efforts to support and attract many projects, and will positively affect Orange County and the Hudson Valley for years to come."

- Jimmy Smith, President, Advance Testing

3

THE COMMUNITY - BUSINESS COUNCIL OF GREATER MONTGOMERY

"Medline has committed to being an active member of our community and my research with the Town of Wawayanda, investigating Medline's relationship there proved that they were stellar corporate citizens during their tenure in Wawayanda. Since Medline's ground breaking here in Montgomery, they have been a large and active supporter of local small business working with the Town of Montgomery Strong (TOMSTRONG) on relief efforts with the Community Response Team. Over the past year, I have had the pleasure of being introduced to and meeting with Medline's local employees. These employees and their families have been active and present at community functions and meetings and are always available when I have questions or need volunteers for community efforts. In addition, Medline has committed to contracting with local businesses for services and they are living up to that commitment. The small business community of Montgomery is looking forward to a long and healthy professional relationship with Medline."

- Randi Picarello, Executive Director, Business Council of Greater Montgomery

URBAN EXODUS CREATES
SUBURBAN OPPORTUNITY

HOUSING MARKET IS HOT DESPITE PANDEMIC

The Orange County residential real estate market came to a halt for a short time in March once COVID restrictions were put in place. Realtors, attorneys, appraisers and mortgage professionals carried on virtually for a time to close transactions that were in the pipeline. However, once restrictions were lifted in early June and showings could once again be conducted in person, the home sales market took off.

In its third quarter 2020 report, the Hudson Gateway Association of Realtors reported that single-family home sales rose 7.9% during that three-month period. Due to strong demand and low for-sale inventory, the median sale price of a single-family home in Orange County rose 14.6% from a year earlier to $330,000.

The end of quarter inventory of for-sale single-family homes fell 34.9% in the third quarter of 2020 as compared to 12 months earlier. Sales of condominiums in Orange County were down 18.7% in the third quarter, but the median price increased 10.9% to $210,750.

The rental multifamily market is also strong in Orange County with a host of new projects in the pipeline to deal with demand fueled in part by young professionals looking to relocate out of New York City to the suburbs.

Renee Zurlo, general manager of the Hudson Valley region for Howard Hana Rand Realty, said the Orange County home sales market is providing opportunities for both sellers and buyers.

“Inventory is low and buyer demand is high, resulting in higher prices for our sellers. Interest rates are historically low, resulting in increased purchasing power for our buyers,” she said. “New construction in Orange County is ample. Builders are offering models with increased square footage to accommodate buyer needs in today’s current climate. For our investors, there is opportunity to provide much needed residential rental housing.”

Zurlo added that the county is experiencing an influx of buyers and renters from the city. “In talking with many Orange County agents who are working with buyers, most now have a larger pool of buyers from the city than in the past. Some are interested in renting and not yet ready to commit to a purchase, and some are buying weekend homes. But the majority are purchasing their primary home here,” Zurlo added.

Every cloud has a silver lining...

TOGETHER WE PERSEVERED

THANK YOU TO OUR 2020 INVESTORS

2020 NEW INVESTORS

A&R Concrete Products, LLC
AFLAC
Alfandre Architecture
Alston Construction Company, Inc.
American Shoring Inc.
Callahan and Nannini Quarry Products
Contractors Sales Company Inc.
Crestcom International, LLC
Curasi Realty, Inc.
Foley Security Solutions
GFI Partners
Holt Construction Corp.
JPMorgan Chase
NAI Platform
Patrick DiCerbo / Northwestern Mutual
RDM Group
The VMJR Companies, LLC
Total Recovery Resources & Coordination Inc.
TradeTrans Corportation

5 - The Energy Consulting & Brokerage Firm
A. Servidone, Inc.
AARK Companies
Aden Landholdings
Advance Testing Company, Inc.
AJ Ross Creative Media, Inc.
Alianza Services, LLC
ALPS Leadership Inc.
Amscan, Inc.
Anderson Design Group, Architects & Planners
Andy Schwartz/BenefitPlanners
Angry Orchard Cider Company
Archaeology & Historic Resource Services, LLC
Argenio Bros General Contractors
Armistead Mechanical, Inc.
Ascape Landscape & Construction Corp.
Atlantic Aviation SWF
Atlas Security Services Inc.
Aurochemicals
Ball Corporation
BBG&G Integrated Marketing
BELFOR Property Restoration
Belsito Communications, Inc.
Bertin Engineering, Inc.
Bethel Woods Center for the Arts
BFY Brands
Big V Properties, LLC
Bishop Beaudry Construction
Bluewater Property Group
Blustein, Shapiro, Rich & Barone, LLP
Bon Secours Charity Health System
Bonura Hospitality Group
Boyce Excavating Co., Inc.
Burke, Miele, Golden & Naughton, LLP
Capacity Group
Catania, Mahon & Rider, PLLC
Catskill Hudson Bank
Central Hudson Gas & Electric Corporation
Child Care Council of Orange County, Inc.
Choice Management Corp.
City of Middletown
City of Port Jervis
CohnReznick, LLP
Combined Energy Services
Community Products, LLC
Construction Contractors Association of the Hudson Valley
Couch White, LLP
CPL
CPV Valley Energy Center, LLC
Creighton Manning Engineering
Crist Bros. Orchards, Inc.
Crown Castle
C.T. Male Associates Engineering, Surveying, Architecture, Landscape Architecture & Geology, D.P.C.
Cuddy & Feder LLP
Cushman & Wakefield/Pyramid Brokerage Company
D.A. Collins Construction Co., Inc.
Darlind Associates, Inc.
Daubman Corporate Interiors
Daylight Savings Company
Delaware Engineering, D.P.C.
Devitt Management & Associates Inc.

Dick's Concrete Co., Inc.
Donna Cornell Enterprises
E. Tetz & Sons, Inc.
EDF Renewables
Emergency One Urgent Care and Occupational Health Center
Empire State Bank
Empire State Development Fund
Engineers Labor-Employer Cooperative (ELEC)
Engineering & Surveying Properties, PC
Ethan Allen Workforce Solutions
Executive Snow Control
Fabricators & Erectors Association
Farr Engineering
Fastrax Solutions Inc.
Fellenzer Engineering, LLP
First Federal Savings of Middletown
Fusco Engineering & Land Surveying, P.C.
Garnet Health Medical Center
Gil-Bar Industries
H2M architects + engineers
H.O. Penn Machinery Company, Inc.
Headzup Inc.
Here's Help Staffing & Recruiting
High Hotels: Courtyard by Marriott & Hampton Inn Middletown
Hospice of Orange & Sullivan Counties, Inc.
Hudson Gateway Association of REALTORS®
Hudson Sports Complex
Hudson Valley Audio Visual
Hudson Valley Credit Union
Hudson Valley IT Services
Hutchings Insurance Agency, Inc.
ITC - Leveraging Technology!
JLL (Jones Lang LaSalle)
John J. Lease Realtors/Commercial
Jointa Lime Company
JMC Planning Engineering Landscape Architecture & Land Surveying PLLC
Keller Williams Realty Hudson Valley United
Kubricky Construction Corp.
Laborers Local 17 LECET/Hudson Valley Building & Construction Trades Council
Lakeland Bank
LAN Associates, E.P.A.S., LLP
Lanc & Tully Engineering and Surveying PC
Langan Engineering & Environmental Services, Inc.
LCS Facility Group
LeChase Construction
Lerner Pavlick Realty
Libertyville Capital Group
Louis Heimbach
LP Transportation
M&R Energy Resources Corp.
M&T Bank
Mansfield Commercial Real Estate, Inc.
Maser Consulting
McBride Corporate Real Estate
McCarey Landscaping, Inc.
McGoey, Hauser and Edsall Consulting Engineers, D.P.C.
McKesson
Mediacom Communications Corporation
Medline Industries, Inc.
MEHL Electric Company, Inc.
Mid-Hudson Valley Federal Credit Union
Microtel Inn & Suites by Wyndham, Middletown
Middletown Medical
Millennium Pipeline Company LLC
Milmar Food Group
MJS Engineering & Land Surveying, P.C.
MNTM Engineering & Land Surveying, P.C.
Montefiore St. Luke's Cornwall
Nelson, Pope & Voorhis, LLC
New York Stewart International Airport
Orange and Rockland Utilities, Inc.
Orange Bank & Trust Company
Orange County Community College (SUNY Orange)
PC Construction Company
PKF O'Connor Davies
Pepsi-Cola of the Hudson Valley
Perreca Electric Company, Inc.
Petillo New York, Inc.
PharmaCann, LLC
Pratt & Whitney-Advanced Coating Technologies
Precision Roofing, Inc.
President Container Group II
Provident Design Engineering, PLLC
PS&S Integrated Services
Rand Commercial | Team RJ Smith
RBT CPAs
Remee Products
Rhinebeck Bank
Rider Weiner & Frankel, P.C.
Rifenburg Contracting Corporation
Ronald S. Kossar, Attorney at Law
Runway Realty, LLC
SABO Industrial Corp.
Salisbury Bank and Trust Company
Satin Fine Foods, Inc.
Seely & Durland Insurance
ShortLine/Coach USA
Simone Metro Properties Development
Sleep Inn & Suites - Middletown/Goshen
Sleep Inn & Suites Hotel, Monroe-Woodbury
SMACNA of Southeastern NY
StandBack General Contractors, LLC
Steven Lombardi Construction
Stone Road Energy / Depew Energy
StorageTown
Storm King Group, Inc.
TEC Land Surveying P.C.
TKC Landscaping
Takasago International Corporation (USA)
Tectonic Engineering Consultants, Geologists & Land Surveyors, D.P.C.
The Brothers That Just Do Gutters
The Chazen Companies
The Frassetto Companies, LLC
The Pike Company
The Whiting-Turner Contracting Company
The Zick Whitted Taub Group, Inc.
Tinkelman Architecture, PLLC
Toshiba Business Solutions
Town of Crawford
Town of Hamptonburgh
Town of Montgomery
Town of New Windsor
Town of Wallkill
Town of Warwick
Town of Wawayanda
Triple R Development
Ulster Savings Bank
Unilock
United Way of the Dutchess-Orange Region
Utility Survey Corp. | A Division of Blood Hound, LLC
Valuation Consultants, Inc.
Village of Walden
Walden Environmental Engineering, PLLC
Walden Savings Bank
Wallkill Valley Federal Savings & Loan Association
Warwick Properties, LLC/Jonah Mandelbaum
Warwick Valley Telephone
Waschitz Pavloff CPA LLP
Welby, Brady & Greenblatt, LLP
William A. Smith & Son, Inc.
Woodbury Common

"Our circle of success is based on the fact that there is a measurable return on your investment in the Orange County Partnership."

ORANGE COUNTY PARTNERSHIP
CENTER OF ECONOMIC DEVELOPMENT
NEW YORK

ORANGE COUNTY PARTNERSHIP
CENTER OF ECONOMIC DEVELOPMENT
NEW YORK

OUR MISSION IS MADE POSSIBLE BY THE SUPPORT OF OUR

2020 MAJOR INVESTORS

SENIOR PARTNERS

ASI A.SERVIDONE INC CONTRACTORS / ENGINEERS
BAC B. ANTHONY CONSTRUCTION CORP.
Advance Testing
BOYCE EXCAVATING WE MOVE THE EARTH
alston CONSTRUCTION
CPV VALLEY ENERGY CENTER CPV VALLEY LLC
DELAWARE ENGINEERING, D.P.C.
Garnet Health MEDICAL CENTER
ELEC 825 The Labor-Management Organization For IUOE Local 825
JLL
LeCHASE
PETILLO NEW YORK INCORPORATED

LANDMARK INVESTORS

Aden Landholdings
BLUEWATER PROPERTY GROUP
People. Power. Possibilities. Central Hudson A FORTIS COMPANY
E.Tetz & SONS, INC.
Hudson Valley Building and Construction Trades Council BUILD IT RIGHT BUILD IT UNION
Local 17
CM CHOICE MANAGEMENT
FasTrax Solutions
MILLENNIUM PIPELINE COMPANY, L.L.C.
ORANGE Bank&Trust COMPANY
PERRECA ELECTRIC CO., INC.
Orange & Rockland
TAKASAGO
Ulster Savings

DISTINGUISHED INVESTORS

A.J. ROSS
SECURITY ATLAS SERVICES
CONSTRUCTION CONTRACTORS ASSOCIATION CCA
FABRICATORS, ERECTORS & REINFORCING CONTRACTORS ASSOCIATION FERCA
HGAR
M&T Bank
MEDLINE
PKF O'CONNOR DAVIES ACCOUNTANTS AND ADVISORS
Pratt & Whitney A United Technologies Company
SMACNA SOUTHEASTERN NEW YORK CHAPTER

Annual Report Designed by: Sarah Nathanson | Orange County Partnership