

**ORANGE COUNTY PARTNERSHIP
Board of Directors Meeting
November 18, 2025 4:00PM
40 Matthews Street, Goshen, NY**

- | | |
|--|---------------------------|
| I. Call to Order/Roll Call | Melissa Cobuzzi |
| II. Approval of minutes | Melissa Cobuzzi |
| III. Financial Report | Mary Beth Bianconi |
| IV. President's Report
Outreach, Education & Conferences
OCP Events | Conor Eckert |
| V. Industry Update | Mike Gilfeather |
| VI. Executive Session (if needed) | Melissa Cobuzzi |
| VII. Old Business/New Business | Melissa Cobuzzi |
| VIII. Adjournment | Melissa Cobuzzi |

ORANGE COUNTY PARTNERSHIP

Minutes of September 16, 2025 3:00PM Board of Directors Meeting
40 Matthews Street, Suite 108, Goshen, NY

The Board of Directors of the Orange County Partnership met on September 16, 2025 at 3:00PM at 40 Matthews Street, Suite 108, Goshen, NY.

Board members present in person:, Dr. Susan Dean, Sandy Mathes, Ryan Hawthorne, Kurt Kaehler, Gregory Peckham, Mike Gilfeather, Mary Beth Bianconi

Board members present remotely: Melissa Cobuzzi

Board members absent: Michael O'Connor

Staff present: Conor Eckert - President & CEO, Cassie Garcia – VP of Operation

Call to Order/Roll Call

- The meeting was called to order and quorum was declared at 3:03PM. Mary Beth Bianconi joined the meeting in person at 3:13PM.

Approval of Minutes

- The July 2025 meeting minutes were presented. It was noted that the attendees were listed as committee members rather than board members. A motion to approve the minutes was made by Dr. Susan Dean seconded by Ryan Hawthorne, and unanimously carried.

President's Report

- Investor updates, administrative updates and outreach opportunities were presented.
- Marketing and event information was provided.
- Public announcements were shared regarding Garonit Pharmaceutical and Balchem.
- Confirmation of the lease of a company vehicle was given.
- Notification was given regarding researching alternative group health insurance.

Industry Update

- Kurt Kaehler, President of Perreca Electric, shared insights on the impact of current economic conditions and discussed workforce development within his industry.

Financial Report

- The financial statements from August 2025 were presented and approved upon a motion made by Dr. Susan Dean, seconded by Sandy Mathes, and unanimously carried.

Executive Session

- A motion to enter Executive Session was made at 3:30PM by Dr. Susan Dean, seconded by Sandy Mathes, and unanimously carried. Executive Session concluded at 4:09PM. No actions were taken in Executive Session therefore no minutes were taken during Executive Session.

Announcements/Notifications

- Notification was made that 2026 Budget ABO reporting date is November 1, 2025. The finance/audit committee met to review the budget. A special meeting to adopt the budget will be scheduled in October.
- An industry update will be given by Mike Gilfeather, President & CEO - Orange Bank & Trust Company, at the November board meeting.

Adjournment

The meeting was adjourned at 4:10PM with a motion made by Dr. Susan Dean, seconded by Sandy Mathes, and unanimously carried.

Respectfully submitted,

Gregory Peckham

Greg Peckham

ORANGE COUNTY PARTNERSHIP

Income & Expense Summary

Oct 2025- Accrual Basis

Prepared for OCP Executive Financial Committee

	Unaudited Actual Oct 2025	Budget Oct 2025	Variance Oct 2025	Unaudited Actual 2025 YTD	Budget 2025 YTD	Variance 2025 YTD	Unaudited Actual 2024 YTD	Unaudited Actual 12/31/2024	Budget 2025 Year
INCOME:									
1 Private Investors (billed Jan & Jun)	7,500.00	-	7,500.00	885,572.80	660,000.00	225,572.80	745,525.00	653,875.08	660,000.00
2 ABG Investors	-	-	-	6,550.00	9,350.00	(2,800.00)	9,900.00	9,900.00	9,350.00
3 Events	84,600.00	60,000.00	24,600.00	422,550.00	349,775.00	72,775.00	370,881.00	497,981.00	529,775.00
4 Interest	21.63	583.00	(561.37)	171.39	5,833.33	(5,661.94)	720.44	13,107.31	7,000.00
5 Alliance for Balanced Growth (Events & Mkg)	(100.00)	-	(100.00)	19,035.00	19,245.00	(210.00)	27,750.00	27,750.00	19,245.00
6 Advertising (newsletter & website)	-	-	-	-	-	-	1,000.00	-	-
7 Uncollectible Revenue (AR over 90 days)	27,275.00	(417.00)	27,692.00	(84,008.37)	(4,167.00)	(79,841.37)	(101,625.00)	24,758.37	(5,000.00)
8 Total Income	119,296.63	60,166.00	59,130.63	1,249,870.82	1,040,036.33	209,834.49	1,054,151.44	1,227,371.76	1,220,370.00
EXPENSE:									
9 Depreciation	308.24	1,250.00	(941.76)	8,961.36	12,500.00	(3,538.64)	12,498.70	16,278.04	15,000.00
10 Personnel	38,533.36	60,417.00	(21,883.64)	619,845.57	604,167.00	15,678.57	553,513.29	663,301.95	725,000.00
11 Business Development	7,992.42	6,160.00	1,832.42	63,978.47	61,603.00	2,375.47	104,307.56	132,164.41	73,924.00
12 Events	33,061.20	14,400.00	18,661.20	165,950.63	101,944.00	64,006.63	120,736.90	207,616.96	188,944.00
13 Alliance Expenses	-	944.00	(944.00)	19,692.04	9,440.00	10,252.04	16,347.21	16,347.21	11,330.00
14 Miscellaneous	200.00	83.00	117.00	625.86	833.00	(207.14)	856.53	1,070.60	1,000.00
15 Interest Expense	-	21.00	(21.00)	26.36	209.00	(182.64)	1,510.05	251.50	250.00
16 General Administration	9,809.10	11,983.00	(2,173.90)	129,711.76	119,827.50	9,884.26	120,083.95	158,265.76	143,793.00
17 Legal Fees	-	2,083.00	(2,083.00)	53,054.50	20,832.33	32,222.17	407,658.07	458,485.57	25,000.00
Loss on Disposal				8,818.35	-	8,818.35			
18 Total Expenses	89,904.32	97,341.00	(7,436.68)	1,070,664.90	931,355.83	139,309.07	1,337,512.26	1,653,782.00	1,184,241.00
Other Income - Investment Income	871.09		871.09	9,942.29		9,942.29	8,017.70	9,990.04	27,500.00
Other Income Gain/Loss Investment	245.60	2,292.00	(2,046.40)	2,520.39	22,917.00	(20,396.61)	18,318.16	17,822.08	-
Other Expenses - Investment Fee	194.37	167.00	27.37	1,938.64	1,667.00	271.64	1,843.56	2,224.87	2,000.00
19 Net Income	30,314.63	(35,050.00)	65,364.63	189,729.96	129,930.50	59,799.46	(258,868.52)	(400,822.99)	61,629.00

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11/12/25

Accrual Basis

Orange County Partnership Inc
Balance Sheet Prev Year Comparison
As of October 31, 2025

	Oct 31, 25	Oct 31, 24	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1010.03 · Orange Bank & Trust Savin 0815	252,898.42	48,035.05	204,863.37	426.5%
1010.04 · Orange Bank & Trust Chk 9591	76,675.74	78,655.70	-1,979.96	-2.5%
1010.09 · Ulster Savings CD	0.00	154,819.44	-154,819.44	-100.0%
1010.12 · M&T Bank CD (12 mths/4.4%)	130,645.59	126,043.99	4,601.60	3.7%
1010.25 · Shwab (Ameritrade)	316,227.13	304,608.14	11,618.99	3.8%
1010.50 · Petty Cash	127.00	1,107.00	-980.00	-88.5%
Total Checking/Savings	776,573.88	713,269.32	63,304.56	8.9%
Accounts Receivable				
1200 · Accounts Receivable	162,766.52	196,849.90	-34,083.38	-17.3%
Total Accounts Receivable	162,766.52	196,849.90	-34,083.38	-17.3%
Other Current Assets				
1405 · Allowance of Uncollectible Rec	-84,500.00	-126,875.00	42,375.00	33.4%
1410 · Prepaid Expenses				
1410.1 · Prepaid Expenses	0.00	5,000.00	-5,000.00	-100.0%
1410.2 · Prepaid Insurance	6,871.86	4,928.85	1,943.01	39.4%
1410.3 · Prepaid Event Expense	26,568.12	7,877.24	18,690.88	237.3%
1410.4 · Prepaid ABG Expenses	4,579.10	0.00	4,579.10	100.0%
Total 1410 · Prepaid Expenses	38,019.08	17,806.09	20,212.99	113.5%
Total Other Current Assets	-46,480.92	-109,068.91	62,587.99	57.4%
Total Current Assets	892,859.48	801,050.31	91,809.17	11.5%
Fixed Assets				
1560 · Auto	0.00	58,789.06	-58,789.06	-100.0%
1580.00 · Equipment and Improvement	80,692.17	80,692.17	0.00	0.0%
1710.00 · Accumulated Depreciation	-53,203.56	-90,433.57	37,230.01	41.2%
Total Fixed Assets	27,488.61	49,047.66	-21,559.05	-44.0%
Other Assets				
1850 · Right of Use Asset - Leases	137,079.97	144,572.23	-7,492.26	-5.2%
Total Other Assets	137,079.97	144,572.23	-7,492.26	-5.2%
TOTAL ASSETS	1,057,428.06	994,670.20	62,757.86	6.3%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000.00 · Accounts Payable	3,901.84	1,655.58	2,246.26	135.7%
Total Accounts Payable	3,901.84	1,655.58	2,246.26	135.7%
Credit Cards				
2010.01 · Orange Bank & Trust CC	8,068.21	12,506.50	-4,438.29	-35.5%
Total Credit Cards	8,068.21	12,506.50	-4,438.29	-35.5%

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Accrual Basis

Orange County Partnership Inc
Balance Sheet Prev Year Comparison
As of October 31, 2025

	Oct 31, 25	Oct 31, 24	\$ Change	% Change
Other Current Liabilities				
2310 · Payroll Liabilities				
2310.08 · Aflac-Cancer Insurance	18.88	-37.76	56.64	150.0%
2310.09 · Aflac-Short Term Disability	20.31	-64.62	84.93	131.4%
2310.11 · United Way contributions	15.00	30.00	-15.00	-50.0%
Total 2310 · Payroll Liabilities	54.19	-72.38	126.57	174.9%
2310.05 · Accrued Expense	16,475.06	6,975.06	9,500.00	136.2%
2310.06 · Accrued Payroll	17,916.65	21,748.44	-3,831.79	-17.6%
2310.10 · Health Insurance - payable	242.45	0.00	242.45	100.0%
2400.00 · Deferred Revenue				
2450 · Deferred Revenue-Annual Dinner				
2450.01 · Annual Dinner-Sponsorship	104,900.00	77,500.00	27,400.00	35.4%
2450.02 · Annual Dinner - Tickets	9,525.00	9,600.00	-75.00	-0.8%
Total 2450 · Deferred Revenue-Annual Dinner	114,425.00	87,100.00	27,325.00	31.4%
Total 2400.00 · Deferred Revenue	114,425.00	87,100.00	27,325.00	31.4%
2601 · Loan Payable - Kia Motors ST	0.00	8,875.35	-8,875.35	-100.0%
2605 · Lease Liability - Current Porti	28,984.38	30,667.95	-1,683.57	-5.5%
Total Other Current Liabilities	178,097.73	155,294.42	22,803.31	14.7%
Total Current Liabilities	190,067.78	169,456.50	20,611.28	12.2%
Long Term Liabilities				
2905 · Lease Liability- Long Term	109,065.47	114,694.38	-5,628.91	-4.9%
Total Long Term Liabilities	109,065.47	114,694.38	-5,628.91	-4.9%
Total Liabilities	299,133.25	284,150.88	14,982.37	5.3%
Equity				
3000.00 · Opening Bal Equity	312,952.21	312,952.21	0.00	0.0%
3900.00 · Retained Earnings	255,612.64	656,435.63	-400,822.99	-61.1%
Net Income	189,729.96	-258,868.52	448,598.48	173.3%
Total Equity	758,294.81	710,519.32	47,775.49	6.7%
TOTAL LIABILITIES & EQUITY	1,057,428.06	994,670.20	62,757.86	6.3%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
 January through October 2025

	Jan - Oct 25	Jan - Oct 24	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Private Investment				
3001.01 · PI - Accountants	12,000.00	23,500.00	-11,500.00	-48.9%
3001.02 · PI - Advertising/Marktnng/PR	4,125.00	1,750.00	2,375.00	135.7%
3001.03 · PI - Agriculture	28,500.00	32,500.00	-4,000.00	-12.3%
3001.04 · PI - Architects	22,750.00	20,000.00	2,750.00	13.8%
3001.05 · PI - Attorneys	50,000.00	26,000.00	24,000.00	92.3%
3001.06 · PI - Breweries & Distilleries	1,750.00	35,500.00	-33,750.00	-95.1%
3001.07 · PI - Child Care Services	0.00	146,875.00	-146,875.00	-100.0%
3001.08 · PI - Commercial Contractors	275,750.00	48,750.00	227,000.00	465.6%
3001.09 · PI - Commercial RE Brokers	20,250.00	6,750.00	13,500.00	200.0%
3001.10 · PI - Commercial Furniture	1,750.00	17,750.00	-16,000.00	-90.1%
3001.11 · PI - Communciations	12,000.00	38,750.00	-26,750.00	-69.0%
3001.12 · PI - Construction Assoc.	33,500.00	36,250.00	-2,750.00	-7.6%
3001.13 · PI - Consulting	6,000.00	1,750.00	4,250.00	242.9%
3001.14 · PI - Design Services	1,750.00	61,000.00	-59,250.00	-97.1%
3001.15 · PI - Developers	54,750.00	14,250.00	40,500.00	284.2%
3001.16 · PI - Distribution	23,500.00	59,750.00	-36,250.00	-60.7%
3001.17 · PI - Education	3,500.00	16,000.00	-12,500.00	-78.1%
3001.18 · PI - Employment	625.00	0.00	625.00	100.0%
3001.19 · PI - Energy Services	57,750.00	34,750.00	23,000.00	66.2%
3001.20 · PI - Engineering & Planning	78,250.00	1,750.00	76,500.00	4,371.4%
3001.21 · PI - Environmental Services	21,672.80	0.00	21,672.80	100.0%
3001.22 · PI - Financial Institutions	57,250.00	15,275.00	41,975.00	274.8%
3001.23 · PI - Health/Medical Services	16,000.00	0.00	16,000.00	100.0%
3001.24 · PI - Heavy Equipment	6,750.00	0.00	6,750.00	100.0%
3001.25 · PI - Hospitality	17,750.00	6,750.00	11,000.00	163.0%
3001.26 · PI - In Kind	0.00	2,375.00	-2,375.00	-100.0%
3001.27 · PI - Insurance Services	5,750.00	3,500.00	2,250.00	64.3%
3001.28 · PI - IT Services	3,500.00	0.00	3,500.00	100.0%
3001.29 · PI - Manufacturers	20,125.00	55,250.00	-35,125.00	-63.6%
3001.30 · PI - Municipalities	15,275.00	0.00	15,275.00	100.0%
3001.31 · PI - Office Equipment	1,750.00	0.00	1,750.00	100.0%
3001.32 · PI - Retail	1,750.00	20,250.00	-18,500.00	-91.4%
3001.33 · PI - Roofing Services	1,750.00	0.00	1,750.00	100.0%
3001.34 · PI - Security Services	8,500.00	0.00	8,500.00	100.0%
3001.35 · PI - Strategic Partners	0.00	9,250.00	-9,250.00	-100.0%
3001.36 · PI - Water Treatment Services	19,250.00	0.00	19,250.00	100.0%
4000 · Private Investment - Other	0.00	9,250.00	-9,250.00	-100.0%
Total 4000 · Private Investment	885,572.80	745,525.00	140,047.80	18.8%
4010 · ABG Members	6,550.00	9,900.00	-3,350.00	-33.8%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
 January through October 2025

	Jan - Oct 25	Jan - Oct 24	\$ Change	% Change
4022 · Alliance for Balanced Growth				
3022.10 · AllianceEvent Sponsorship				
3022.12 · ABG Sponsorship - Summer	0.00	9,575.00	-9,575.00	-100.0%
3022.14 · ABG Sponsorship - Winter	11,000.00	11,000.00	0.00	0.0%
Total 3022.10 · AllianceEvent Sponsorship	11,000.00	20,575.00	-9,575.00	-46.5%
3022.30 · AGB Ticket				
3022.32 · ABG Tickets - Summer	0.00	4,325.00	-4,325.00	-100.0%
3022.34 · ABG Tickets - Winter	8,035.00	2,850.00	5,185.00	181.9%
Total 3022.30 · AGB Ticket	8,035.00	7,175.00	860.00	12.0%
Total 4022 · Alliance for Balanced Growth	19,035.00	27,750.00	-8,715.00	-31.4%
4035 · Advertising				
4035.2 · Web Site Banner Ads	0.00	1,000.00	-1,000.00	-100.0%
Total 4035 · Advertising	0.00	1,000.00	-1,000.00	-100.0%
4040 · Event Income				
4041 · QPM				
4041.1 · QPM Sponsorship	10,300.00	14,500.00	-4,200.00	-29.0%
Total 4041 · QPM	10,300.00	14,500.00	-4,200.00	-29.0%
4042 · Investor Breakfast				
3042.01 · Investor Breakfast Sponsorship	77,500.00	63,000.00	14,500.00	23.0%
3042.02 · Investor Breakfast Tickets	5,025.00	3,975.00	1,050.00	26.4%
4042 · Investor Breakfast - Other	0.00	0.00	0.00	0.0%
Total 4042 · Investor Breakfast	82,525.00	66,975.00	15,550.00	23.2%
4044 · MVP Breakfast				
3044.1 · Tickets	27,975.00	10,600.00	17,375.00	163.9%
3044.2 · Sponsorship	103,450.00	74,075.00	29,375.00	39.7%
Total 4044 · MVP Breakfast	131,425.00	84,675.00	46,750.00	55.2%
4045 · Annual Dinner Income				
3046 · Tickets	-600.00	-195.00	-405.00	-207.7%
Total 4045 · Annual Dinner Income	-600.00	-195.00	-405.00	-207.7%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
 January through October 2025

	Jan - Oct 25	Jan - Oct 24	\$ Change	% Change
4049 · Golf Classic				
3049.01 · Golf Event - Sponsorship Income	175,850.00	177,450.00	-1,600.00	-0.9%
3049.02 · Golf Event - Ticket Income	18,050.00	18,250.00	-200.00	-1.1%
4049 · Golf Classic - Other	5,000.00	9,226.00	-4,226.00	-45.8%
Total 4049 · Golf Classic	198,900.00	204,926.00	-6,026.00	-2.9%
Total 4040 · Event Income	422,550.00	370,881.00	51,669.00	13.9%
4050 · Interest	171.39	720.44	-549.05	-76.2%
4085 · Uncollectible Revenue	-84,008.37	-101,625.00	17,616.63	17.3%
5009 · Returned Check Charges	0.00	0.00	0.00	0.0%
Total Income	1,249,870.82	1,054,151.44	195,719.38	18.6%
Gross Profit	1,249,870.82	1,054,151.44	195,719.38	18.6%
Expense				
6000 · Personnel				
6110 · Gross Payroll	537,092.16	466,950.02	70,142.14	15.0%
6200 · Worker's Comp & Disability				
6210 · Workers' Comp	2,155.47	2,528.70	-373.23	-14.8%
6240 · Disability	-2,746.72	-539.85	-2,206.87	-408.8%
Total 6200 · Worker's Comp & Disability	-591.25	1,988.85	-2,580.10	-129.7%
6300 · Benefits (Pension & Medical)				
6330 · Medical	15,106.49	15,537.49	-431.00	-2.8%
9320 · Pension	26,000.68	32,366.62	-6,365.94	-19.7%
Total 6300 · Benefits (Pension & Medical)	41,107.17	47,904.11	-6,796.94	-14.2%
6400 · Tax				
6410 · FICA SS/Medicare	40,057.77	34,682.16	5,375.61	15.5%
6420 · SUI				
9430 · Re-employment NYS	57.57	46.90	10.67	22.8%
6420 · SUI - Other	1,555.15	1,731.25	-176.10	-10.2%
Total 6420 · SUI	1,612.72	1,778.15	-165.43	-9.3%
6440 · FUTA	567.00	210.00	357.00	170.0%
Total 6400 · Tax	42,237.49	36,670.31	5,567.18	15.2%
Total 6000 · Personnel	619,845.57	553,513.29	66,332.28	12.0%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
 January through October 2025

	Jan - Oct 25	Jan - Oct 24	\$ Change	% Change
6500 · Business Development				
6510 · Public Relations				
6514 · Event Tickets	2,047.81	857.00	1,190.81	139.0%
6510 · Public Relations - Other	0.00	500.00	-500.00	-100.0%
Total 6510 · Public Relations	2,047.81	1,357.00	690.81	50.9%
6520 · External Marketing				
6525 · Marketing - Design				
6525.3 · Marketing	1,000.00	0.00	1,000.00	100.0%
6525.5 · Design	9,550.00	2,870.00	6,680.00	232.8%
6525 · Marketing - Design - Other	0.00	23,979.90	-23,979.90	-100.0%
Total 6525 · Marketing - Design	10,550.00	26,849.90	-16,299.90	-60.7%
6528 · Advertising	0.00	2,850.00	-2,850.00	-100.0%
6520 · External Marketing - Other	0.00	5,350.00	-5,350.00	-100.0%
Total 6520 · External Marketing	10,550.00	35,049.90	-24,499.90	-69.9%
6530 · Internal Mkting				
6532 · Advertising	1,705.10	3,000.00	-1,294.90	-43.2%
6533 · Design	1,387.08	1,228.96	158.12	12.9%
6530 · Internal Mkting - Other	0.00	1,514.14	-1,514.14	-100.0%
Total 6530 · Internal Mkting	3,092.18	5,743.10	-2,650.92	-46.2%
6550 · Training	1,700.00	2,299.95	-599.95	-26.1%
6560 · Conferences & Memberships				
6561 · Trade Shows	482.82	2,366.60	-1,883.78	-79.6%
6562 · Conferences	11,998.42	32,745.80	-20,747.38	-63.4%
6563 · Membership Fees	6,149.01	1,940.00	4,209.01	217.0%
Total 6560 · Conferences & Memberships	18,630.25	37,052.40	-18,422.15	-49.7%
6570 · Mileage & Tolls	3,027.53	1,420.28	1,607.25	113.2%
6580 · Travel & Meals				
6581 · Meals	10,716.27	9,586.96	1,129.31	11.8%
6582 · Travel	3,095.11	2,370.91	724.20	30.6%
6580 · Travel & Meals - Other	0.00	67.17	-67.17	-100.0%
Total 6580 · Travel & Meals	13,811.38	12,025.04	1,786.34	14.9%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
 January through October 2025

	Jan - Oct 25	Jan - Oct 24	\$ Change	% Change
6590 · Auto				
9071 · Fuel	2,276.48	3,505.12	-1,228.64	-35.1%
9072 · Insurance	4,799.98	3,755.14	1,044.84	27.8%
9073 · Auto	272.59	230.50	42.09	18.3%
9074 · Mileage	0.00	0.00	0.00	0.0%
9075 · Service	1,126.00	709.18	416.82	58.8%
9076 · Tolls	125.00	350.00	-225.00	-64.3%
9077 · Auto Lease	2,519.27	0.00	2,519.27	100.0%
Total 6590 · Auto	11,119.32	8,549.94	2,569.38	30.1%
6500 · Business Development - Other	0.00	809.95	-809.95	-100.0%
Total 6500 · Business Development	63,978.47	104,307.56	-40,329.09	-38.7%
7000 · General Administration				
66910 · Bank Service Charges	0.00	0.00	0.00	0.0%
7100 · Professional Services				
7105 · Attorney	53,054.50	407,658.07	-354,603.57	-87.0%
7120 · Bookkeeping	11,385.00	10,500.00	885.00	8.4%
7160 · Temporary services				
7164 · 9000.42 Marketing Intern	2,845.00	0.00	2,845.00	100.0%
Total 7160 · Temporary services	2,845.00	0.00	2,845.00	100.0%
7180 · Personnel Search	361.60	217.13	144.47	66.5%
7190 · Audit	9,975.06	9,975.06	0.00	0.0%
Total 7100 · Professional Services	77,621.16	428,350.26	-350,729.10	-81.9%
7200 · Office Expense				
7213 · Office Supplies	13,013.44	12,371.29	642.15	5.2%
7214 · Postage	0.00	483.85	-483.85	-100.0%
7215 · Printing	170.67	11.52	159.15	1,381.5%
7216 · Subscriptions	6,246.25	4,978.05	1,268.20	25.5%
7217 · Telephone/Internet	9,016.01	12,965.02	-3,949.01	-30.5%
7218 · Office Equip - Lease & Purchase	0.00	6,754.20	-6,754.20	-100.0%
7219 · Copier Maintenance	6,450.59	629.00	5,821.59	925.5%
7220 · Telephone Reimbursement	1,550.00	1,668.55	-118.55	-7.1%
7225 · Bank Charges	0.73	29.00	-28.27	-97.5%
7230 · Office Cleaning	675.00	750.00	-75.00	-10.0%
7235 · Lease Expense (Rent)	31,170.88	31,269.30	-98.42	-0.3%
7245 · Computer Purchases	19,722.89	13,439.28	6,283.61	46.8%
Total 7200 · Office Expense	88,016.46	85,349.06	2,667.40	3.1%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
 January through October 2025

	Jan - Oct 25	Jan - Oct 24	\$ Change	% Change
7300 · Insurance				
7310 · 401K Fidelity Bond	132.75	0.00	132.75	100.0%
7320 · Professional Liability	2,190.51	1,961.70	228.81	11.7%
7330 · Business Owners Policy	1,854.76	967.28	887.48	91.8%
Total 7300 · Insurance	4,178.02	2,928.98	1,249.04	42.6%
7400 · Fees				
7410 · Bisys Pension Fees	3,020.00	2,249.96	770.04	34.2%
7420 · Payroll Fees	2,854.75	2,682.50	172.25	6.4%
7430 · CC Merchant Transaction Fees	6,725.87	6,181.26	544.61	8.8%
7400 · Fees - Other	350.00	0.00	350.00	100.0%
Total 7400 · Fees	12,950.62	11,113.72	1,836.90	16.5%
Total 7000 · General Administration	182,766.26	527,742.02	-344,975.76	-65.4%
7500 · Events				
7530 · Fall Series Events				
7531 · Event Supplies	0.00	125.00	-125.00	-100.0%
7532 · Catering/Food	0.00	654.00	-654.00	-100.0%
Total 7530 · Fall Series Events	0.00	779.00	-779.00	-100.0%
7550 · Annual Dinner				
7552 · Event Supplies	0.00	70.38	-70.38	-100.0%
Total 7550 · Annual Dinner	0.00	70.38	-70.38	-100.0%
7560 · Golf Classic				
7561 · Consultants	2,000.00	2,650.00	-650.00	-24.5%
7562 · Event Supplies	32,748.18	31,502.49	1,245.69	4.0%
7563 · Marketing/Design & Printing	12.99	0.00	12.99	100.0%
7564 · Catering/Food	37,684.29	39,043.67	-1,359.38	-3.5%
Total 7560 · Golf Classic	72,445.46	73,196.16	-750.70	-1.0%
7570 · Investor Breakfast				
7571 · Consultants	11,384.00	5,817.00	5,567.00	95.7%
7572 · Event Supplies	2,265.50	2,351.43	-85.93	-3.7%
7573 · Marketing/ Design & Printing	1,381.57	300.00	1,081.57	360.5%
7574 · Catering/Food	17,224.31	16,575.00	649.31	3.9%
Total 7570 · Investor Breakfast	32,255.38	25,043.43	7,211.95	28.8%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
 January through October 2025

	Jan - Oct 25	Jan - Oct 24	\$ Change	% Change
7580 · MVP Breakfast				
7581 · Consultants	11,478.00	5,063.00	6,415.00	126.7%
7582 · Event Supplies	1,038.68	645.09	393.59	61.0%
7583 · Marketing/Design & Printing	4,768.13	0.00	4,768.13	100.0%
7585 · Catering/Food	42,859.16	15,739.84	27,119.32	172.3%
Total 7580 · MVP Breakfast	60,143.97	21,447.93	38,696.04	180.4%
7590 · Quarterly Project Meetings	1,105.82	200.00	905.82	452.9%
Total 7500 · Events	165,950.63	120,736.90	45,213.73	37.5%
7600 · Alliance Expenses				
7630 · Alliance Event Expense				
7631 · ABG Qtly	9,331.50	0.00	9,331.50	100.0%
7632 · ABG Qtly Meeting	7,163.28	16,347.21	-9,183.93	-56.2%
7630 · Alliance Event Expense - Other	3,197.26	0.00	3,197.26	100.0%
Total 7630 · Alliance Event Expense	19,692.04	16,347.21	3,344.83	20.5%
Total 7600 · Alliance Expenses	19,692.04	16,347.21	3,344.83	20.5%
7800 · Miscellaneous				
7810 · Gifts	510.86	656.53	-145.67	-22.2%
7820 · Donations / Contributions	115.00	200.00	-85.00	-42.5%
Total 7800 · Miscellaneous	625.86	856.53	-230.67	-26.9%
8000 · Depreciation Expense	8,961.36	12,498.70	-3,537.34	-28.3%
9200 · Interest Expense				
9210 · Interest Exp-Auto	26.36	1,510.05	-1,483.69	-98.3%
Total 9200 · Interest Expense	26.36	1,510.05	-1,483.69	-98.3%
9550 · Loss on Disposal	8,818.35	0.00	8,818.35	100.0%
Total Expense	1,070,664.90	1,337,512.26	-266,847.36	-20.0%
Net Ordinary Income	179,205.92	-283,360.82	462,566.74	163.2%
Other Income/Expense				
Other Income				
9900 · Unrealiz Gain(Loss) Invest	2,520.39	18,318.16	-15,797.77	-86.2%
9950 · Investment Income	9,942.29	8,017.70	1,924.59	24.0%
Total Other Income	12,462.68	26,335.86	-13,873.18	-52.7%

Orange County Partnership Inc
Profit & Loss
January through October 2025

	Jan - Oct 25	Jan - Oct 24	\$ Change	% Change
Other Expense				
9500 · Investment Fee	1,938.64	1,843.56	95.08	5.2%
Total Other Expense	1,938.64	1,843.56	95.08	5.2%
Net Other Income	10,524.04	24,492.30	-13,968.26	-57.0%
Net Income	189,729.96	-258,868.52	448,598.48	173.3%