

ORANGE COUNTY PARTNERSHIP
Board of Directors Meeting
January 20, 2026 4:00PM
40 Matthews Street, Goshen, NY

This is a public meeting and it is being livestreamed.

Notice of this meeting was published in accordance with the New York Open Meetings Law.

- | | | |
|-------|---|--------------------|
| I. | Call to Order/Roll Call | Mary Beth Bianconi |
| II. | Approval of minutes | Mary Beth Bianconi |
| III. | Financial Report | Gregory Peckham |
| IV. | President's Report | Conor Eckert |
| | <ul style="list-style-type: none">• Outreach, Education & Conferences• OCP Events | |
| V. | Executive Session (if needed) | Mary Beth Bianconi |
| | <ul style="list-style-type: none">• To discuss financial, credit, or employment of particular persons and the proposed sale or lease of real property because publicity could substantially effect the value thereof. | |
| VI. | Industry Update | Jason Giordano |
| VII. | New/Old Business | Mary Beth Bianconi |
| | <ul style="list-style-type: none">• Annual Board documents (Fiduciary Duty, Conflict of Interest & Code of Ethics)• 2025 Financial Disclosure Agreement (Issued by the Board of Ethics)• Acceptance of Dr. Susan Dean resignation• Authorization for OCP to proceed with major events at the Barn at Villa Venezia | |
| VIII. | Adjournment | Mary Beth Bianconi |

ORANGE COUNTY PARTNERSHIP

Minutes of December 16, 2025 4:30PM Board of Directors Meeting 40 Matthews Street, Suite 108, Goshen, NY

The Board of Directors of the Orange County Partnership met on December 16, 2025 at 4:48PM at 40 Matthews Street, Suite 108, Goshen, NY.

Board members present in person: Mary Beth Bianconi, Kurt Kaehler, Sandy Mathes, Mike Gilfeather, Gregory Peckham

Board members present remotely: N/A

Board members absent: Melissa Cobuzzi, Dr. Susan Dean, Ryan Hawthorne, Mike O'Connor

Staff present: Conor Eckert, President & CEO, Cassie Garcia, Vice President of Operations

Call to Order/Roll Call

- The meeting was called to order and quorum was declared at 4:48PM.

Review of President & CEO

- Members of the Governance Committee met with and performed an annual review for Conor Eckert, the President & CEO of the Orange County Partnership. The Governance Committee members presented results of the review to the Orange County Partnership Board of Directors.

Board of Directors Vote

- Base salary increase of 3% for calendar year 2026, and additional compensation of \$28,000 to be paid the last payroll of 2025, for Conor Eckert, President & CEO of the Orange County Partnership, was put forth to the Board of Directors for a vote with a motion made by Kurt Kaehler, seconded by Sandy Mathes and unanimously carried.

Adjournment

The meeting was adjourned at 4:51PM with a motion made by Sandy Mathes, seconded by Kurt Kaehler and unanimously carried.

Respectfully submitted,



Kurt Kaehler

ORANGE COUNTY PARTNERSHIP
Income & Expense Summary
Dec 2025- Accrual Basis

		Unaudited				Unaudited				Unaudited	Unaudited		
		Actual Dec 2025	Budget Dec 2025	Variance Dec 2025		Actual 2025 YTD	Budget 2025 YTD	Variance 2025 YTD		Actual 2024 YTD	Actual 12/31/2024	Budget 2025 Year	
INCOME:													
1	Private Investors (billed Jan & Jun)	(12,500.00)	-	(12,500.00)		873,072.88	660,000.00	213,072.88		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	185,225.00	180,000.00	5,225.00		607,775.00	529,775.00	78,000.00		370,881.00	497,981.00	529,775.00	
4	Interest	18.05	583.00	(564.95)		240.61	7,000.00	(6,759.39)		720.44	13,107.31	7,000.00	
5	Alliance for Balanced Growth (Events & Mkg)	(200.00)	-	(200.00)		18,835.00	19,245.00	(410.00)		27,750.00	27,750.00	19,245.00	
6	Advertising (newsletter & website)	-		-		-		-		1,000.00	-		
7	Uncollectible Revenue (AR over 90 days)	79,775.00	(416.00)	80,191.00		491.63	(5,000.00)	5,491.63		(101,625.00)	24,758.37	(5,000.00)	
8	Total Income	252,318.05	180,167.00	72,151.05		1,506,965.12	1,220,370.00	286,595.12		1,054,151.44	1,227,371.76	1,220,370.00	
EXPENSE:													
9	Depreciation	308.24	1,250.00	(941.76)		9,577.84	15,000.00	(5,422.16)		12,498.70	16,278.04	15,000.00	
10	Personnel	86,053.09	60,417.00	25,636.09		743,749.67	725,000.00	18,749.67		553,513.29	663,301.95	725,000.00	
11	Business Development	6,714.80	6,161.00	553.80		79,626.78	73,924.00	5,702.78		104,307.56	132,164.41	73,924.00	
12	Events	97,352.01	87,000.00	10,352.01		263,052.64	188,944.00	74,108.64		120,736.90	207,616.96	188,944.00	
13	Alliance Expenses	-	946.00	(946.00)		19,692.04	11,330.00	8,362.04		16,347.21	16,347.21	11,330.00	
14	Miscellaneous	-	84.00	(84.00)		625.86	1,000.00	(374.14)		856.53	1,070.60	1,000.00	
15	Interest Expense	-	20.00	(20.00)		26.36	250.00	(223.64)		1,510.05	251.50	250.00	
16	General Administration	16,949.41	11,983.00	4,966.41		154,632.40	143,793.00	10,839.40		120,083.95	158,265.76	143,793.00	
17	Legal Fees	-	2,083.00	(2,083.00)		56,750.00	25,000.00	31,750.00		407,658.07	458,485.57	25,000.00	
	Loss on Disposal					8,818.35	-	8,818.35					
18	Total Expenses	207,377.55	169,944.00	37,433.55		1,336,551.94	1,184,241.00	152,310.94		1,337,512.26	1,653,782.00	1,184,241.00	
	Other Income - Investment Income	1,070.41		1,070.41		11,765.02		11,765.02		8,017.70	9,990.04	27,500.00	
	Other Income Gain/Loss Investment	(391.77)	2,291.00	(2,682.77)		2,280.66	27,500.00	(25,219.34)		18,318.16	17,822.08	-	
	Other Expenses - Investment Fee	195.37	166.00	29.37		2,335.44	2,000.00	335.44		1,843.56	2,224.87	2,000.00	
19	Net Income	45,423.77	12,348.00	33,075.77		182,123.42	61,629.00	120,494.42		(258,868.52)	(400,822.99)	61,629.00	

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Accrual Basis

Orange County Partnership Inc
Balance Sheet
As of December 31, 2025

	Dec 31, 25	Dec 31, 24	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1010.03 · Orange Bank & Trust Savin 0815	153,231.19	39,044.23	114,186.96	292.5%
1010.04 · Orange Bank & Trust Chk 9591	107,062.35	63,618.42	43,443.93	68.3%
1010.12 · M&T Bank CD (12 mths/3.0%)	130,677.39	130,645.59	31.80	0.0%
1010.25 · Shwab (Ameritrade)	317,413.33	305,703.09	11,710.24	3.8%
1010.50 · Petty Cash	587.00	1,107.00	-520.00	-47.0%
Total Checking/Savings	708,971.26	540,118.33	168,852.93	31.3%
Accounts Receivable				
1200 · Accounts Receivable	53,016.59	26,691.63	26,324.96	98.6%
Total Accounts Receivable	53,016.59	26,691.63	26,324.96	98.6%
Other Current Assets				
1405 · Allowance of Uncollectible Rec	0.00	-491.63	491.63	100.0%
1410 · Prepaid Expenses				
1410.1 · Prepaid Expenses	2,500.00	3,685.62	-1,185.62	-32.2%
1410.2 · Prepaid Insurance	8,970.52	4,308.79	4,661.73	108.2%
1410.3 · Prepaid Event Expense	12,937.38	0.00	12,937.38	100.0%
1410.4 · Prepaid ABG Expenses	4,579.10	0.00	4,579.10	100.0%
Total 1410 · Prepaid Expenses	28,987.00	7,994.41	20,992.59	262.6%
Total Other Current Assets	28,987.00	7,502.78	21,484.22	286.4%
Total Current Assets	790,974.85	574,312.74	216,662.11	37.7%
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	-53,820.04	-94,212.91	40,392.87	42.9%
Total Fixed Assets	26,872.13	45,268.32	-18,396.19	-40.6%
Other Assets				
1850 · Right of Use Asset - Leases	133,590.31	139,220.89	-5,630.58	-4.0%
Total Other Assets	133,590.31	139,220.89	-5,630.58	-4.0%
TOTAL ASSETS	951,437.29	758,801.95	192,635.34	25.4%

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01/14/26

Accrual Basis

Orange County Partnership Inc
Balance Sheet
As of December 31, 2025

	Dec 31, 25	Dec 31, 24	\$ Change	% Change
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000.00 · Accounts Payable	2,185.00	11,491.54	-9,306.54	-81.0%
Total Accounts Payable	2,185.00	11,491.54	-9,306.54	-81.0%
Credit Cards				
2010.01 · Orange Bank & Trust CC	12,371.11	7,945.57	4,425.54	55.7%
Total Credit Cards	12,371.11	7,945.57	4,425.54	55.7%
Other Current Liabilities				
2310 · Payroll Liabilities				
2310.11 · United Way contributions	90.00	0.00	90.00	100.0%
Total 2310 · Payroll Liabilities	90.00	0.00	90.00	100.0%
2310.05 · Accrued Expense	19,800.00	20,500.00	-700.00	-3.4%
2310.06 · Accrued Payroll	6,614.27	5,061.90	1,552.37	30.7%
2400.00 · Deferred Revenue				
2400.02 · Deferred Revenue - Investors	23,025.00	0.00	23,025.00	100.0%
2470 · Deferred Revenue - QPM event	2,000.00	0.00	2,000.00	100.0%
Total 2400.00 · Deferred Revenue	25,025.00	0.00	25,025.00	100.0%
2601 · Loan Payable - Kia Motors ST	0.00	5,069.08	-5,069.08	-100.0%
2605 · Lease Liability - Current Porti	28,984.38	28,984.38	0.00	0.0%
Total Other Current Liabilities	80,513.65	59,615.36	20,898.29	35.1%
Total Current Liabilities	95,069.76	79,052.47	16,017.29	20.3%
Long Term Liabilities				
2905 · Lease Liability- Long Term	105,679.26	111,184.63	-5,505.37	-5.0%
Total Long Term Liabilities	105,679.26	111,184.63	-5,505.37	-5.0%
Total Liabilities	200,749.02	190,237.10	10,511.92	5.5%
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	182,123.42	-400,822.99	582,946.41	145.4%
Total Equity	750,688.27	568,564.85	182,123.42	32.0%
TOTAL LIABILITIES & EQUITY	951,437.29	758,801.95	192,635.34	25.4%

Orange County Partnership Inc

Profit & Loss

December 2025

	Dec 25	Dec 24	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Private Investment				
3001.02 · PI - Advertising/Marktnng/PR	-1,750.00	0.00	-1,750.00	-100.0%
3001.04 · PI - Architects	0.00	-1,750.00	1,750.00	100.0%
3001.06 · PI - Breweries & Distilleries	0.00	-5,000.00	5,000.00	100.0%
3001.08 · PI - Commercial Contractors	0.00	-5,000.00	5,000.00	100.0%
3001.15 · PI - Developers	-5,000.00	0.00	-5,000.00	-100.0%
3001.16 · PI - Distribution	0.00	-5,000.00	5,000.00	100.0%
3001.17 · PI - Education	0.00	-1,750.00	1,750.00	100.0%
3001.19 · PI - Energy Services	-1,750.00	0.00	-1,750.00	-100.0%
3001.22 · PI - Financial Institutions	0.00	-2,400.00	2,400.00	100.0%
3001.23 · PI - Health/Medical Services	-1,750.00	0.00	-1,750.00	-100.0%
3001.27 · PI - Insurance Services	-500.00	0.00	-500.00	-100.0%
3001.36 · PI - Water Treatment Services	-1,750.00	0.00	-1,750.00	-100.0%
Total 4000 · Private Investment	-12,500.00	-20,900.00	8,400.00	40.2%
4022 · Alliance for Balanced Growth				
3022.30 · AGB Ticket				
3022.34 · ABG Tickets - Winter	-200.00	0.00	-200.00	-100.0%
Total 3022.30 · AGB Ticket	-200.00	0.00	-200.00	-100.0%
Total 4022 · Alliance for Balanced Growth	-200.00	0.00	-200.00	-100.0%
4040 · Event Income				
4042 · Investor Breakfast				
3042.02 · Investor Breakfast Tickets	-75.00	0.00	-75.00	-100.0%
Total 4042 · Investor Breakfast	-75.00	0.00	-75.00	-100.0%
4044 · MVP Breakfast				
3044.1 · Tickets	-350.00	0.00	-350.00	-100.0%
Total 4044 · MVP Breakfast	-350.00	0.00	-350.00	-100.0%
4045 · Annual Dinner Income				
3046 · Tickets	34,750.00	28,400.00	6,350.00	22.4%
3047 · Sponsorships	150,900.00	103,500.00	47,400.00	45.8%
Total 4045 · Annual Dinner Income	185,650.00	131,900.00	53,750.00	40.8%
Total 4040 · Event Income	185,225.00	131,900.00	53,325.00	40.4%
4050 · Interest	18.05	12,383.60	-12,365.55	-99.9%
4085 · Uncollectible Revenue	79,775.00	31,191.67	48,583.33	155.8%
Total Income	252,318.05	154,575.27	97,742.78	63.2%
Gross Profit	252,318.05	154,575.27	97,742.78	63.2%
Expense				
6000 · Personnel				
6110 · Gross Payroll	74,908.92	50,242.32	24,666.60	49.1%
6200 · Worker's Comp & Disability				
6210 · Workers' Comp	89.58	168.58	-79.00	-46.9%
6240 · Disability	-104.19	129.77	-233.96	-180.3%
Total 6200 · Worker's Comp & Disability	-14.61	298.35	-312.96	-104.9%
6300 · Benefits (Pension & Medical)				
6330 · Medical	1,500.96	263.71	1,237.25	469.2%
9320 · Pension	3,964.76	3,543.22	421.54	11.9%
Total 6300 · Benefits (Pension & Medical)	5,465.72	3,806.93	1,658.79	43.6%
6400 · Tax				
6410 · FICA SS/Medicare	5,693.06	2,835.99	2,857.07	100.7%

Orange County Partnership Inc

Profit & Loss

December 2025

	Dec 25	Dec 24	\$ Change	% Change
6420 · SUI				
9430 · Re-employment NYS	0.00	0.00	0.00	0.0%
6420 · SUI - Other	0.00	0.00	0.00	0.0%
Total 6420 · SUI	0.00	0.00	0.00	0.0%
6440 · FUTA	0.00	0.00	0.00	0.0%
Total 6400 · Tax	5,693.06	2,835.99	2,857.07	100.7%
Total 6000 · Personnel	86,053.09	57,183.59	28,869.50	50.5%
6500 · Business Development				
6510 · Public Relations				
6514 · Event Tickets	30.00	0.00	30.00	100.0%
Total 6510 · Public Relations	30.00	0.00	30.00	100.0%
6520 · External Marketing				
6525 · Marketing - Design				
6525.5 · Design	1,000.00	2,450.00	-1,450.00	-59.2%
6525 · Marketing - Design - Other	0.00	1,112.99	-1,112.99	-100.0%
Total 6525 · Marketing - Design	1,000.00	3,562.99	-2,562.99	-71.9%
Total 6520 · External Marketing	1,000.00	3,562.99	-2,562.99	-71.9%
6530 · Internal Mktng				
6532 · Advertising	179.75	0.00	179.75	100.0%
6533 · Design	111.99	99.00	12.99	13.1%
6530 · Internal Mktng - Other	0.00	161.27	-161.27	-100.0%
Total 6530 · Internal Mktng	291.74	260.27	31.47	12.1%
6560 · Conferences & Memberships				
6562 · Conferences	295.00	0.00	295.00	100.0%
Total 6560 · Conferences & Memberships	295.00	0.00	295.00	100.0%
6570 · Mileage & Tolls	304.36	22.45	281.91	1,255.7%
6580 · Travel & Meals				
6581 · Meals	1,609.87	242.15	1,367.72	564.8%
6582 · Travel	1,639.70	0.00	1,639.70	100.0%
Total 6580 · Travel & Meals	3,249.57	242.15	3,007.42	1,242.0%
6590 · Auto				
9071 · Fuel	267.37	291.81	-24.44	-8.4%
9072 · Insurance	344.17	367.91	-23.74	-6.5%
9073 · Auto	0.00	23.05	-23.05	-100.0%
9075 · Service	67.00	799.50	-732.50	-91.6%
9076 · Tolls	100.00	50.00	50.00	100.0%
9077 · Auto Lease	765.59	0.00	765.59	100.0%
Total 6590 · Auto	1,544.13	1,532.27	11.86	0.8%
6500 · Business Development - Other	0.00	39.95	-39.95	-100.0%
Total 6500 · Business Development	6,714.80	5,660.08	1,054.72	18.6%
7000 · General Administration				
7100 · Professional Services				
7105 · Attorney	3,695.50	24,534.00	-20,838.50	-84.9%
7120 · Bookkeeping	2,040.00	2,000.00	40.00	2.0%
7160 · Temporary services				
7164 · 9000.42 Marketing Intern	600.00	0.00	600.00	100.0%
Total 7160 · Temporary services	600.00	0.00	600.00	100.0%

Orange County Partnership Inc

Profit & Loss

December 2025

	Dec 25	Dec 24	\$ Change	% Change
7190 · Audit	1,108.26	12,416.60	-11,308.34	-91.1%
Total 7100 · Professional Services	7,443.76	38,950.60	-31,506.84	-80.9%
7200 · Office Expense				
7213 · Office Supplies	552.60	1,257.08	-704.48	-56.0%
7214 · Postage	171.15	579.20	-408.05	-70.5%
7216 · Subscriptions	504.82	266.66	238.16	89.3%
7217 · Telephone/Internet	881.42	839.82	41.60	5.0%
7218 · Office Equip - Lease & Purchase	0.00	629.00	-629.00	-100.0%
7219 · Copier Maintenance	648.02	0.00	648.02	100.0%
7220 · Telephone Reimbursement	150.00	150.00	0.00	0.0%
7225 · Bank Charges	3.60	0.00	3.60	100.0%
7230 · Office Cleaning	0.00	275.00	-275.00	-100.0%
7235 · Lease Expense (Rent)	2,916.83	3,126.93	-210.10	-6.7%
7245 · Computer Purchases	1,455.72	1,383.53	72.19	5.2%
Total 7200 · Office Expense	7,284.16	8,507.22	-1,223.06	-14.4%
7300 · Insurance				
7310 · 401K Fidelity Bond	14.75	0.00	14.75	100.0%
7320 · Professional Liability	212.51	196.17	16.34	8.3%
7330 · Business Owners Policy	91.50	107.82	-16.32	-15.1%
Total 7300 · Insurance	318.76	303.99	14.77	4.9%
7400 · Fees				
7410 · Bisy Pension Fees	0.00	81.09	-81.09	-100.0%
7420 · Payroll Fees	334.50	219.00	115.50	52.7%
7430 · CC Merchant Transaction Fees	1,568.23	0.00	1,568.23	100.0%
Total 7400 · Fees	1,902.73	300.09	1,602.64	534.1%
Total 7000 · General Administration	16,949.41	48,061.90	-31,112.49	-64.7%
7500 · Events				
7550 · Annual Dinner				
7551 · Consultants	13,624.40	14,069.00	-444.60	-3.2%
7552 · Event Supplies	5,210.37	200.04	5,010.33	2,504.7%
7553 · Marketing/ Design & Printing	5,139.75	10,729.79	-5,590.04	-52.1%
7554 · Mileage	2,745.05	0.00	2,745.05	100.0%
7555 · Catering/Food	70,632.44	61,795.83	8,836.61	14.3%
Total 7550 · Annual Dinner	97,352.01	86,794.66	10,557.35	12.2%
Total 7500 · Events	97,352.01	86,794.66	10,557.35	12.2%
7800 · Miscellaneous				
7810 · Gifts	0.00	32.44	-32.44	-100.0%
Total 7800 · Miscellaneous	0.00	32.44	-32.44	-100.0%
8000 · Depreciation Expense	308.24	2,529.47	-2,221.23	-87.8%
9200 · Interest Expense				
9210 · Interest Exp-Auto	0.00	-1,270.72	1,270.72	100.0%
Total 9200 · Interest Expense	0.00	-1,270.72	1,270.72	100.0%
9940 · Early Withdrawal Penalty	0.00	3,649.38	-3,649.38	-100.0%
Total Expense	207,377.55	202,640.80	4,736.75	2.3%
Net Ordinary Income	44,940.50	-48,065.53	93,006.03	193.5%
Other Income/Expense				
Other Income				
9900 · Unrealiz Gain(Loss) Invest	-391.77	-719.21	327.44	45.5%
9950 · Investment Income	1,070.41	1,109.53	-39.12	-3.5%
Total Other Income	678.64	390.32	288.32	73.9%

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01/09/26

Accrual Basis

Orange County Partnership Inc

Profit & Loss

December 2025

	Dec 25	Dec 24	\$ Change	% Change
Other Expense				
9500 · Investment Fee	195.37	187.81	7.56	4.0%
Total Other Expense	195.37	187.81	7.56	4.0%
Net Other Income	483.27	202.51	280.76	138.6%
Net Income	45,423.77	-47,863.02	93,286.79	194.9%

7:33 PM

01/09/26

Accrual Basis

Orange County Partnership Inc

Profit & Loss

January through December 2025

	Jan - Dec 25	Jan - Dec 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/Marktg/PR	2,375.00	1,750.00	625.00	35.7%
3001.03 · PI - Agriculture	28,500.00	32,500.00	-4,000.00	-12.3%
3001.04 · PI - Architects	22,750.00	18,250.00	4,500.00	24.7%
3001.05 · PI - Attorneys	50,000.00	11,000.00	39,000.00	354.6%
3001.06 · PI - Breweries & Distilleries	1,750.00	19,500.00	-17,750.00	-91.0%
3001.07 · PI - Child Care Services	0.00	141,625.08	-141,625.08	-100.0%
3001.08 · PI - Commercial Contractors	275,750.08	42,000.00	233,750.08	556.6%
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	12,500.00	-10,750.00	-86.0%
3001.11 · PI - Communciations	12,000.00	38,750.00	-26,750.00	-69.0%
3001.12 · PI - Construction Assoc.	33,500.00	24,500.00	9,000.00	36.7%
3001.13 · PI - Consulting	6,000.00	1,750.00	4,250.00	242.9%
3001.14 · PI - Design Services	1,750.00	59,250.00	-57,500.00	-97.1%
3001.15 · PI - Developers	49,750.00	14,250.00	35,500.00	249.1%
3001.16 · PI - Distribution	23,500.00	54,750.00	-31,250.00	-57.1%
3001.17 · PI - Education	3,500.00	14,250.00	-10,750.00	-75.4%
3001.18 · PI - Employment	625.00	0.00	625.00	100.0%
3001.19 · PI - Energy Services	56,000.00	31,250.00	24,750.00	79.2%
3001.20 · PI - Engineering & Planning	78,250.00	0.00	78,250.00	100.0%
3001.21 · PI - Environmental Services	21,672.80	0.00	21,672.80	100.0%
3001.22 · PI - Financial Institutions	57,250.00	12,875.00	44,375.00	344.7%
3001.23 · PI - Health/Medical Services	14,250.00	0.00	14,250.00	100.0%
3001.24 · PI - Heavy Equipment	6,750.00	0.00	6,750.00	100.0%
3001.25 · PI - Hospitality	17,750.00	5,000.00	12,750.00	255.0%
3001.26 · PI - In Kind	0.00	2,375.00	-2,375.00	-100.0%
3001.27 · PI - Insurance Services	5,250.00	3,500.00	1,750.00	50.0%
3001.28 · PI - IT Services	3,500.00	0.00	3,500.00	100.0%
3001.29 · PI - Manufacturers	20,125.00	50,250.00	-30,125.00	-60.0%
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	19,000.00	-17,250.00	-90.8%
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	5,250.00	-5,250.00	-100.0%
3001.36 · PI - Water Treatment Services	17,500.00	0.00	17,500.00	100.0%
4000 · Private Investment - Other	0.00	7,500.00	-7,500.00	-100.0%
Total 4000 · Private Investment	873,072.88	653,875.08	219,197.80	33.5%
4010 · ABG Members	6,550.00	9,900.00	-3,350.00	-33.8%
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	7,835.00	2,850.00	4,985.00	174.9%
Total 3022.30 · AGB Ticket	7,835.00	7,175.00	660.00	9.2%
Total 4022 · Alliance for Balanced Growth	18,835.00	27,750.00	-8,915.00	-32.1%
4035 · Advertising				
4035.2 · Web Site Banner Ads	0.00	0.00	0.00	0.0%
Total 4035 · Advertising	0.00	0.00	0.00	0.0%

Orange County Partnership Inc

Profit & Loss

January through December 2025

	Jan - Dec 25	Jan - Dec 24	\$ Change	% Change
4040 · Event Income				
4041 · QPM				
4041.1 · QPM Sponsorship	10,300.00	13,500.00	-3,200.00	-23.7%
Total 4041 · QPM	10,300.00	13,500.00	-3,200.00	-23.7%
4042 · Investor Breakfast				
3042.01 · Investor Breakfast Sponsorship	77,500.00	60,000.00	17,500.00	29.2%
3042.02 · Investor Breakfast Tickets	4,950.00	3,750.00	1,200.00	32.0%
4042 · Investor Breakfast - Other	0.00	0.00	0.00	0.0%
Total 4042 · Investor Breakfast	82,450.00	63,750.00	18,700.00	29.3%
4044 · MVP Breakfast				
3044.1 · Tickets	27,625.00	10,525.00	17,100.00	162.5%
3044.2 · Sponsorship	103,450.00	73,575.00	29,875.00	40.6%
Total 4044 · MVP Breakfast	131,075.00	84,100.00	46,975.00	55.9%
4045 · Annual Dinner Income				
3046 · Tickets	34,150.00	28,205.00	5,945.00	21.1%
3047 · Sponsorships	150,900.00	103,500.00	47,400.00	45.8%
Total 4045 · Annual Dinner Income	185,050.00	131,705.00	53,345.00	40.5%
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	607,775.00	497,981.00	109,794.00	22.1%
4050 · Interest	240.61	13,107.31	-12,866.70	-98.2%
4085 · Uncollectible Revenue	491.63	24,758.37	-24,266.74	-98.0%
5009 · Returned Check Charges	0.00	0.00	0.00	0.0%
Total Income	1,506,965.12	1,227,371.76	279,593.36	22.8%
Gross Profit	1,506,965.12	1,227,371.76	279,593.36	22.8%
Expense				
6000 · Personnel				
6110 · Gross Payroll				
6110 · Gross Payroll - Other	645,911.84	562,180.81	83,731.03	14.9%
Total 6110 · Gross Payroll	645,911.84	562,180.81	83,731.03	14.9%
6200 · Worker's Comp & Disability				
6210 · Workers' Comp	2,334.63	2,865.86	-531.23	-18.5%
6240 · Disability	-2,869.43	-267.81	-2,601.62	-971.4%
Total 6200 · Worker's Comp & Disability	-534.80	2,598.05	-3,132.85	-120.6%
6300 · Benefits (Pension & Medical)				
6330 · Medical	17,777.09	17,314.82	462.27	2.7%
9320 · Pension	30,142.03	39,312.71	-9,170.68	-23.3%
Total 6300 · Benefits (Pension & Medical)	47,919.12	56,627.53	-8,708.41	-15.4%
6400 · Tax				
6410 · FICA SS/Medicare	48,273.79	39,907.41	8,366.38	21.0%
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%

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	Jan - Dec 25	Jan - Dec 24	\$ Change	% Change
6440 · FUTA	567.00	210.00	357.00	170.0%
Total 6400 · Tax	50,453.51	41,895.56	8,557.95	20.4%
Total 6000 · Personnel	743,749.67	663,301.95	80,447.72	12.1%
6500 · Business Development				
6510 · Public Relations				
6514 · Event Tickets	2,117.81	887.00	1,230.81	138.8%
6510 · Public Relations - Other	0.00	500.00	-500.00	-100.0%
Total 6510 · Public Relations	2,117.81	1,387.00	730.81	52.7%
6520 · External Marketing				
6525 · Marketing - Design				
6525.3 · Marketing	2,808.83	0.00	2,808.83	100.0%
6525.5 · Design				
6525.5 · Design - Other	12,088.14	5,320.00	6,768.14	127.2%
Total 6525.5 · Design	12,088.14	5,320.00	6,768.14	127.2%
6525 · Marketing - Design - Other	0.00	45,105.88	-45,105.88	-100.0%
Total 6525 · Marketing - Design	14,896.97	50,425.88	-35,528.91	-70.5%
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	14,896.97	58,625.88	-43,728.91	-74.6%
6530 · Internal Mktng				
6532 · Advertising	2,064.60	3,000.00	-935.40	-31.2%
6533 · Design	1,611.06	1,426.96	184.10	12.9%
6530 · Internal Mktng - Other	0.00	1,836.68	-1,836.68	-100.0%
Total 6530 · Internal Mktng	3,675.66	6,263.64	-2,587.98	-41.3%
6550 · Training	1,700.00	2,299.95	-599.95	-26.1%
6560 · Conferences & Memberships				
6561 · Trade Shows				
6561 · Trade Shows - Other	482.82	2,366.60	-1,883.78	-79.6%
Total 6561 · Trade Shows	482.82	2,366.60	-1,883.78	-79.6%
6562 · Conferences	14,684.78	32,745.80	-18,061.02	-55.2%
6563 · Membership Fees	6,149.01	1,940.00	4,209.01	217.0%
Total 6560 · Conferences & Memberships	21,316.61	37,052.40	-15,735.79	-42.5%
6570 · Mileage & Tolls	3,524.23	1,480.65	2,043.58	138.0%
6580 · Travel & Meals				
6581 · Meals	13,626.19	11,065.34	2,560.85	23.1%
6582 · Travel	4,700.78	2,372.81	2,327.97	98.1%
6580 · Travel & Meals - Other	0.00	67.17	-67.17	-100.0%
Total 6580 · Travel & Meals	18,326.97	13,505.32	4,821.65	35.7%
6590 · Auto				
9071 · Fuel	2,773.17	4,103.52	-1,330.35	-32.4%
9072 · Insurance	5,488.32	4,634.79	853.53	18.4%
9073 · Auto	272.59	276.60	-4.01	-1.5%
9074 · Mileage	0.00	0.00	0.00	0.0%
9075 · Service	1,193.00	1,527.68	-334.68	-21.9%
9076 · Tolls	300.00	400.00	-100.00	-25.0%
9077 · Auto Lease	4,041.45	0.00	4,041.45	100.0%
Total 6590 · Auto	14,068.53	10,942.59	3,125.94	28.6%
6500 · Business Development - Other	0.00	389.85	-389.85	-100.0%
Total 6500 · Business Development	79,626.78	131,947.28	-52,320.50	-39.7%

Orange County Partnership Inc

Profit & Loss

January through December 2025

	Jan - Dec 25	Jan - Dec 24	\$ Change	% Change
7000 · General Administration				
66910 · Bank Service Charges	0.00	0.00	0.00	0.0%
7100 · Professional Services				
7105 · Attorney				
7105 · Attorney - Other	56,750.00	458,485.57	-401,735.57	-87.6%
Total 7105 · Attorney	56,750.00	458,485.57	-401,735.57	-87.6%
7120 · Bookkeeping	14,465.00	13,500.00	965.00	7.2%
7160 · Temporary services				
7164 · 9000.42 Marketing Intern	3,795.00	0.00	3,795.00	100.0%
Total 7160 · Temporary services	3,795.00	0.00	3,795.00	100.0%
7180 · Personnel Search	361.60	217.13	144.47	66.5%
7190 · Audit	13,300.00	23,500.00	-10,200.00	-43.4%
Total 7100 · Professional Services	88,671.60	495,702.70	-407,031.10	-82.1%
7200 · Office Expense				
7213 · Office Supplies	14,227.80	14,128.81	98.99	0.7%
7214 · Postage	171.15	1,063.05	-891.90	-83.9%
7215 · Printing	170.67	11.52	159.15	1,381.5%
7216 · Subscriptions	7,271.02	5,448.78	1,822.24	33.4%
7217 · Telephone/Internet	10,778.85	14,285.44	-3,506.59	-24.6%
7218 · Office Equip - Lease & Purchase	0.00	7,383.20	-7,383.20	-100.0%
7219 · Copier Maintenance	7,746.63	1,258.00	6,488.63	515.8%
7220 · Telephone Reimbursement	1,850.00	1,968.55	-118.55	-6.0%
7225 · Bank Charges	4.33	128.00	-123.67	-96.6%
7230 · Office Cleaning	675.00	1,100.00	-425.00	-38.6%
7235 · Lease Expense (Rent)	37,214.37	37,523.16	-308.79	-0.8%
7245 · Computer Purchases	22,709.79	16,210.72	6,499.07	40.1%
Total 7200 · Office Expense	102,819.61	100,509.23	2,310.38	2.3%
7300 · Insurance				
7310 · 401K Fidelity Bond	162.25	0.00	162.25	100.0%
7320 · Professional Liability	2,615.53	2,354.04	261.49	11.1%
7330 · Business Owners Policy	2,037.76	1,222.91	814.85	66.6%
Total 7300 · Insurance	4,815.54	3,576.95	1,238.59	34.6%
7400 · Fees				
7410 · Bisys Pension Fees	3,020.00	3,591.05	-571.05	-15.9%
7420 · Payroll Fees	3,418.75	3,190.50	228.25	7.2%
7430 · CC Merchant Transaction Fees	8,286.90	6,611.97	1,674.93	25.3%
7400 · Fees - Other	350.00	0.00	350.00	100.0%
Total 7400 · Fees	15,075.65	13,393.52	1,682.13	12.6%
Total 7000 · General Administration	211,382.40	613,182.40	-401,800.00	-65.5%
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				
7551 · Consultants	13,624.40	14,069.00	-444.60	-3.2%
7552 · Event Supplies	5,210.37	418.50	4,791.87	1,145.0%
7553 · Marketing/ Design & Printing	5,139.75	10,729.79	-5,590.04	-52.1%
7554 · Mileage	2,745.05	0.00	2,745.05	100.0%
7555 · Catering/Food	70,632.44	61,795.83	8,836.61	14.3%
Total 7550 · Annual Dinner	97,352.01	87,013.12	10,338.89	11.9%

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Orange County Partnership Inc

Profit & Loss

January through December 2025

	Jan - Dec 25	Jan - Dec 24	\$ Change	% Change
7560 · Golf Classic				
7561 · Consultants	2,000.00	2,650.00	-650.00	-24.5%
7562 · Event Supplies	32,498.18	31,502.49	995.69	3.2%
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	72,195.46	73,196.16	-1,000.70	-1.4%
7570 · Investor Breakfast				
7571 · Consultants	11,384.00	5,817.00	5,567.00	95.7%
7572 · Event Supplies	2,265.50	2,425.43	-159.93	-6.6%
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	25,117.43	7,137.95	28.4%
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	263,052.64	207,753.64	55,299.00	26.6%
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	870.60	-359.74	-41.3%
7820 · Donations / Contributions	115.00	200.00	-85.00	-42.5%
Total 7800 · Miscellaneous	625.86	1,070.60	-444.74	-41.5%
8000 · Depreciation Expense	9,577.84	16,278.04	-6,700.20	-41.2%
9200 · Interest Expense				
9210 · Interest Exp-Auto	26.36	251.50	-225.14	-89.5%
Total 9200 · Interest Expense	26.36	251.50	-225.14	-89.5%
9550 · Loss on Disposal	8,818.35	0.00	8,818.35	100.0%
9940 · Early Withdrawal Penalty	0.00	3,649.38	-3,649.38	-100.0%
Total Expense	1,336,551.94	1,653,782.00	-317,230.06	-19.2%
Net Ordinary Income	170,413.18	-426,410.24	596,823.42	140.0%
Other Income/Expense				
Other Income				
9900 · Unrealiz Gain(Loss) Invest	2,280.66	17,822.08	-15,541.42	-87.2%
9950 · Investment Income	11,765.02	9,990.04	1,774.98	17.8%
Total Other Income	14,045.68	27,812.12	-13,766.44	-49.5%

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	Jan - Dec 25	Jan - Dec 24	\$ Change	% Change
Other Expense				
9500 · Investment Fee	2,335.44	2,224.87	110.57	5.0%
Total Other Expense	2,335.44	2,224.87	110.57	5.0%
Net Other Income	11,710.24	25,587.25	-13,877.01	-54.2%
Net Income	182,123.42	-400,822.99	582,946.41	145.4%

Orange County Partnership
Profit & Loss Budget vs. Actual
October through December 2025

	4th Quarter								
	Oct 2025	Budget	\$ Over Budget	Nov 2025	Budget	\$ Over Budget	Dec 2025	Budget	\$ Over Budget
3001 - Private Investment	7,500	-	7,500	-	-	-	-	-	-
3022 - Alliance for Balanced Growth	(100)	-	(100)	-	-	-	(12,500)	-	(12,500)
3022.2 - Alliance Membership	-	-	-	-	-	-	(200)	-	(200)
3035 - Advertising	-	-	-	-	-	-	-	-	-
3040 - Event Income	84,600	-	84,600	-	-	-	185,225	180,000	5,225
3050 - Interest	53	583	(530)	19	583	(564)	18	583	(565)
3085 - Uncollectible Revenue	27,275	(417)	27,692	4,725	(417)	5,142	79,775	(416)	80,191
Total Income	119,328	166	119,162	4,744	166	4,578	252,318	180,167	72,151
Expense									
Depreciation Expense	308	1,250	(942)	308	1,250	(942)	308	1,250	(942)
Personnel	38,533	60,417	(21,884)	37,851	60,417	(22,566)	86,053	60,417	25,636
Business Development	7,992	6,160	1,832	8,934	6,160	2,774	6,715	6,161	554
General Administration	10,917	11,983	(1,066)	10,567	11,983	(1,416)	13,254	11,983	1,271
Legal Expense	-	2,083	(2,083)	-	2,083	(2,083)	3,696	2,083	1,613
Events	33,061	-	33,061	-	-	-	97,352	87,000	10,352
Alliance Expenses	-	944	(944)	-	944	(944)	-	946	(946)
Miscellaneous	200	83	117	-	83	(83)	-	84	(84)
Interest Expense	-	21	(21)	-	21	(21)	-	20	(20)
Loss on Disposal	-	-	-	-	-	-	-	-	-
Total Expense	91,013	82,941	8,072	57,660	82,941	(25,281)	207,377	169,944	37,433
Net Ordinary Income	28,316	(82,775)	111,090	(52,916)	(82,775)	29,859	44,941	10,223	34,718
Other Income Gain/Loss	246	-	246	152	-	152	(392)	152	(544)
Other Income Investment Income	871	2,292	(1,421)	752	2,292	(1,540)	1,070	2,291	(1,221)
Other Expense-Investment Fee	194	167	27	201	167	34	195	166	29
Net Income	29,238	(80,650)	109,888	(52,213)	(80,650)	28,437	45,424	12,500	32,924

Quarter to Date		
Oct - Dec 25	Budget	\$ Over Budget
7,500	-	7,500
(12,600)	-	(12,600)
(200)	-	(200)
-	-	-
269,825	180,000	89,825
91	1,749	(1,658)
111,775	(1,250)	113,025
376,391	180,499	195,892
924	3,750	(2,826)
162,437	181,251	(18,814)
23,641	18,481	5,160
34,739	35,949	(1,210)
3,696	6,249	(2,554)
130,413	87,000	43,413
-	2,834	(2,834)
200	250	(50)
-	62	(62)
-	-	-
356,050	335,826	20,224
20,341	(155,327)	175,667
6	152	(146)
2,694	6,875	(4,181)
591	500	91
22,449	(148,800)	171,249

Year to Date		
Jan - Dec 25	Budget	\$ Over Budget
885,573	660,000	225,573
12,035	19,246	(7,211)
850	9,350	(8,500)
-	-	-
607,775	469,775	138,000
241	6,999	(6,759)
492	(5,000)	5,492
1,506,965	1,160,370	346,595
9,578	15,000	(5,422)
743,750	725,001	18,749
79,626	61,603	18,023
166,632	143,796	22,836
44,750	24,996	19,754
263,053	174,544	88,509
19,692	11,330	8,362
626	1,000	(374)
26	812	(786)
8,818	188	8,630
1,336,552	1,158,270	178,282
170,413	2,100	168,313
3,389	152	3,237
10,656	27,498	(16,842)
2,335	1,998	337
182,123	27,752	154,371



Orange County Partnership Board of Directors meetings
are held on the 3rd Tuesday of every month, unless otherwise stated.

Orange County Partnership Committee meetings
are held in accordance with the Authority Budget Office reporting dates.

Meetings will be held in person only.

2026 SCHEDULE			
MEETING TYPE	DATE	TIME	NOTES/AGENDA ITEMS
Board of Directors	January 20 th	4:00PM	Annual Board document signatures 2025 Financial Disclosure Agreement <i>(Issued by the Board of Ethics)</i> Industry Update: Jason Giordano
Governance Committee	February 17 th	3:00PM	Review by-laws, best practices & strategy
Board of Directors		4:00PM	2025 Audit Report <i>(Presented by Waschitz Pavloff)</i> Industry Update: Gregory Peckham
Audit & Finance Committee	March 17 th	3:00PM	Adopt 2025 Audit Report Annual Review of Procurement Policy Annual Review of Investment Policy <i>(ABO Audit Reporting Date April 1st)</i>
Board of Directors		4:00PM	Annual Board of Directors Evaluation <i>(ABO Reporting Date April 1st)</i> Industry Update: Kurt Kaehler
Board of Directors	April 21 st	4:00PM	Industry Update: Sandy Mathes
Board of Directors	May 19 th	4:00PM	Industry Update: Nick Karnavezos
Governance Committee	June 16 th	3:00PM	Discuss slate of candidates for Board
Board of Directors		4:00PM	Industry Update: Mike O'Connor
NO MEETINGS JULY & AUGUST			
Audit & Finance Committee	September 15 th	3:00PM	Draft Budget Review
Board of Directors		4:00PM	Industry Update: Ryan Hawthorne
Audit & Finance Committee	October 20 th	3:00PM	Present Budget to BOD for approval <i>(ABO Budget Reporting Date November 1st)</i>
Board of Directors		4:00PM	Industry Update: Mary Beth Bianconi
Governance Committee	November 17th	3:00PM	Present candidates for Board of Directors Conduct CEO performance review
Board of Directors		4:00PM	Industry Update: Melissa Cobuzzi
Board of Directors Annual	December 15 th	4:00PM	Elect Directors, Officers & Committees Adopt CEO review and compensation Industry Update: Mike Gilfeather



ORANGE COUNTY PARTNERSHIP

2026 EVENTS

**THURSDAY,
JANUARY 22**

QUARTERLY PROJECT MEETING

4:00 PM Networking | 4:30 PM Program
Aspire Brewing - Middletown, NY

**WEDNESDAY,
MARCH 11**

MVP BREAKFAST

8:00 AM Networking | 8:30 AM Program
The Barn at Villa Venezia - Middletown, NY

**WEDNESDAY,
APRIL 15**

ABG MEETING

8:00 AM Networking | 8:30 AM Program
City Winery Hudson Valley - Montgomery, NY

**MONDAY,
MAY 18**

6TH ANNUAL GOLF CLASSIC

9:00 AM Registration | 10:00 AM Shotgun Start
The Country Club at Otterkill & Stony Ford Golf Course

**WEDNESDAY,
JUNE 17**

QUARTERLY PROJECT MEETING

4:00 PM Networking | 4:30 PM Program
Osiris Country Club - Walden, NY

**WEDNESDAY,
AUGUST 12**

ABG MEETING

8:00 AM Networking | 8:30 AM Program
City Winery Hudson Valley - Montgomery, NY

**THURSDAY,
SEPTEMBER 10**

QUARTERLY PROJECT MEETING

4:00 PM Networking | 4:30 PM Program
Sugar Loaf Performing Arts Center - Chester, NY

**TUESDAY,
OCTOBER 6**

INVESTOR BREAKFAST

8:00 AM Networking | 8:30 AM Program
The Barn at Villa Venezia - Middletown, NY

**TUESDAY,
DECEMBER 1**

ANNUAL EVENT

5:00 PM Networking | 7:00 PM Program
The Barn at Villa Venezia - Middletown, NY

Venue Selection Rationale – 2026 Large-Scale Events

Events Covered (Chronological Order):

- **MVP Breakfast – March 2026** (≈450 attendees)
- **Annual Golf Outing – May 2026**
- **Investor Breakfast – October 2026** (≈450 attendees)
- **Annual Event – December 2026** (600+ attendees)

Purpose:

Documentation of venue evaluation and selection in compliance with procurement policy.

Breakfast & Annual Events Venue Selection

Background

Orange County Partnership hosts multiple large-scale annual events requiring venues that can accommodate **450–600+ attendees**, operate reliably across multiple seasons, and provide best overall value.

A comparative venue analysis conducted during the 2025 planning cycle identified the following venues for consideration:

- The Barn at Villa Venezia
- West Hills Country Club
- City Winery Hudson Valley

This analysis remains applicable for 2026, as venue capacity constraints, seasonal availability, and relative pricing structures have not materially changed.

Venue Evaluations

1. The Barn at Villa Venezia (Selected Venue – 2026)

The Barn at Villa Venezia was selected for the **MVP Breakfast, Investor Breakfast, and Annual Event** based on:

- **Cost Effectiveness:** Prior rate analysis confirms the Barn is among the **most affordable venues** capable of hosting events of this size.
- **Capacity:**
 - Accommodates **450+ attendees** for Breakfast Events
 - Accommodates **600+ attendees** for the Annual Event

- **Seasonal Suitability:** Fully operational **indoors** in March, October, and December.
 - **Established Relationship:** Orange County Partnership maintains a long-standing, positive working relationship with Villa Venezia.
 - **Operational Efficiency:** Using one venue across multiple events improves planning efficiency, vendor coordination, and cost control.
-

2. West Hills Country Club (Not Selected – Indoor Events)

- **March MVP Breakfast:** Tent space required for scale is **not available in March**.
- **October Investor Breakfast:** Tent available but **significantly more expensive** based on 2025 rate analysis.
- **December Annual Event:** Tent **not operational in December**; historical pricing indicates **higher cost** even if available.

West Hills does not represent best value and is operationally unsuitable for 2026 indoor events.

3. City Winery Hudson Valley (Not Selected)

- **Maximum Capacity:** **417 attendees**, insufficient for all covered events.
 - **Operational Risk:** Planning at maximum capacity creates logistical and compliance risks.
 - **Scalability:** Cannot accommodate event growth.
-

Golf Outing Venue Selection – May 2026

Background

The annual Golf Outing requires **multiple nearby courses** to accommodate total golfer volume while ensuring cost control and seamless logistics.

Venues evaluated included:

- The Country Club at Otterkill
 - Stony Ford Golf Course
 - Wallkill Golf Club
 - West Hills Country Club
-

Golf Course Evaluations

The Country Club at Otterkill & Stony Ford Golf Course (Selected Venues – May 2026)

These courses were selected jointly based on the following:

- **Cost Effectiveness:** Based on prior pricing reviews, Otterkill and Stony Ford are among the **least expensive options** available.
 - **Proximity:** The courses are located **near one another**, enabling efficient coordination of registrations, staffing, and logistics.
 - **Established Working Relationship:** Orange County Partnership has a strong, successful history of hosting outings at **both** courses.
 - **Operational Compatibility:** The two courses work well together operationally, supporting a consistent participant experience.
 - **Risk Mitigation:** Prior successful events reduce operational and financial risk.
-

Wallkill Golf Club (Not Selected)

- **Higher Cost:** Prior pricing analysis indicated higher cost than selected courses.
 - **No Prior Event History:** Orange County Partnership has not previously hosted an outing at this location.
 - **Value Consideration:** Higher cost without added benefit does not represent best value.
-

West Hills Country Club (Not Selected – Golf Outing)

- **Higher Cost:** Pricing exceeded selected venues.
 - **No Prior Event History:** No prior Partnership golf outing held at this venue.
 - **Value Misalignment:** Increased cost without proven operational advantage.
-

Final Determination

Following a documented review of viable options, the following venues were selected for 2026:

- **The Barn at Villa Venezia**
 - MVP Breakfast (March)
 - Investor Breakfast (October)
 - Annual Event (December)
- **The Country Club at Otterkill & Stony Ford Golf Course**
 - Annual Golf Outing (**May**)

These selections demonstrate **reasonable due diligence**, prioritize **best overall value**, leverage **established working relationships**, and minimize operational risk, consistent with procurement expectations.



Acknowledgement of Fiduciary Duties and Responsibilities

As a member of the Authority's board of directors, I understand that I have a fiduciary obligation to perform my duties and responsibilities to the best of my abilities, in good faith and with proper diligence and care, consistent with the enabling statute, mission, and by-laws of the Authority and the laws of New York State. The requirements set forth in this acknowledgement are based on the provisions of New York State law, including but not limited to the Public Authorities Reform Act of 2009, Public Officers Law, and General Municipal Law. As a member of the board of directors:

I. Mission Statement

I have read and understand the mission of the Authority; and the mission is designed to achieve a public purpose on behalf of the State of New York. I further understand that my fiduciary duty to this Authority is derived from and governed by its mission.

I agree that I have an obligation to become knowledgeable about the mission, purpose, functions, responsibilities, and statutory duties of the Authority and, when I believe it necessary, to make reasonable inquiry of management and others with knowledge and expertise so as to inform my decisions.

II. Deliberation

I understand that my obligation is to act in the best interests of the Authority and the People of the State of New York whom the Authority serves.

I agree that I will exercise independent judgment on all matters before the board.

I understand that any interested party may comment on any matter or proposed resolution that comes before the board of directors consistent with the laws governing procurement policy and practice, be it the general public, an affected party, a party potentially impacted by such matter or an elected or appointed public official. However, I understand that the ultimate decision is mine and will be consistent with the mission of the Authority and my fiduciary duties as a member of the Authority's board of directors.

I will participate in training sessions, attend board and committee meetings, and engage fully in the board's and committee's decision-making process.

III. Confidentiality

I agree that I will not divulge confidential discussions and confidential matters that come before the board for consideration or action.

IV. Conflict of Interest

I agree to disclose to the board any conflicts, or the appearance of a conflict, of a personal, financial, ethical, or professional nature that could inhibit me from performing my duties in good faith and with due diligence and care.

I do not have any interest, financial or otherwise, direct or indirect, or engage in any business or transaction or professional activity or incur any obligation of any nature, which is in substantial conflict with the proper discharge of my duties in the public interest.

Signature: _____

Print Name: _____

Authority Name: _____

Date: _____



Orange County Economic Development Corporation
Code of Business Conduct and Ethics

As a member of the Board of Directors of the Orange County Economic Development Corporation, I will:

Accountability

- Abide by the Articles of Incorporation, by-laws and policies of the Orange County Economic Development Corporation, DBA Orange County Partnership (OCP) and oversee compliance by the corporation with all laws, regulations and contractual requirements
- Exercise reasonable care, good faith and due diligence in support of the corporation's mission and vision, and to represent the best interests of the corporation at all times
- Remain accountable for prudent fiscal management
- Constructively and appropriately bring to the attention of the board, officers, committee chairs and/or appropriate staff any questions, personal views, opinions and comments of significance regarding relevant matters of governance, policy making and strategies

Conflict of Interest

- Conduct myself in such a way as to avoid any conflict—or the appearance of such conflict—between the interests of OCP and my own interests

The following activities are considered to be conflicts of interest (conflicts of interest are not limited to the following situations)

1. personally contracting with the OCP, or contracting with the OCP on behalf of an organization in which you serve as a director, officer, paid employee, etc.
2. engaging in activities or sharing information, based upon your knowledge of OCP activities, prior to that information becoming public, that could result in personal profits for you, persons known to you or any organizations you represent
3. putting your personal interests ahead of the best interests of the corporation

- Declare any conflicts of interest, material or otherwise, that may impede my capacity to deliberate, or act in good faith, on behalf of the best interests of the corporation
- Not use my affiliation with the Board to independently promote or endorse political candidates or parties for the purpose of election

Personal and Professional Integrity

- Promote an honest, open and collaborative working environment among board members and staff where all communication and opinions are valued
- Respect the role of the President & CEO as the corporation's chief administrative officer who is solely responsible for the day-to-day management of the organization, including personnel decisions, and who is charged with implementing board policies and directives
- Not fully commit to others to vote in a particular way on an issue before participating in deliberation sessions in which the matter is to be discussed
- Not abuse my position as a board member by suggesting that any OCP employee provide an organization with special treatment beyond the treatment typically given to investors of the organization
- Not accept gifts, money or gratuities from persons who might benefit from service of, or business with, the OCP

Diversity and Equal Opportunity

- Value, champion and embrace diversity in all aspects of OCP activities without regard to race, gender, color, age, sexual orientation or disability
- Ensure the right of all investors and board members to appropriate and effective services without discrimination on the basis of geography, political, religious, or socio-economical characteristics of the region represented

Resources, Information and Confidentiality

- Not divulge any information about OCP that is confidential, privileged or non-public
- Not benefit, financially or otherwise, from knowledge I accrue from my official duties and responsibilities as a board member
- Be mindful of those resources which are in my trust on behalf of the organization, and to help establish policies which ensure the maximization of secure and protected resources

Representing the Organization

- Represent the corporation in such a way as to leave others with a positive impression of the organization.
- Preserve and enhance the good reputation of the corporation and avoid behavior which might damage its image

- Not make any statements to the media representing the opinion or position of the OCP (The Chairman of the Board has that responsibility. If the Chairman is unavailable the Vice Chairman will act on behalf of the Chair.)
- Publicly support and represent the decisions of the board

I also agree to the following:

When conflicts are identified, the Executive Committee will review them and take any necessary action to ensure compliance.

Statement of Commitment

“In establishing policy for and on behalf of the Orange County Partnership’s Investors, I am a custodian in trust of the assets of the organization. The investors recognize the need for competent and committed elected board members to serve their organization and have put their trust in my sincerity and abilities. In return, the members deserve my utmost effort, integrity, honesty, dedication and support.”

“Therefore, as a board member of the Orange County Partnership, I acknowledge and commit that I will observe a high standard of ethics and conduct as I devote my best efforts, skills and resources in the interests of Orange County Partnership and its investors. I will perform my duties as a board member in such a manner that investors’ confidence and trust in the integrity, objectivity and impartiality of Orange County Partnership are conserved and enhanced.”

I, the undersigned, state that I have read, understand and accept the Code of Business Conduct and Ethics. I affirm that I have not had an interest or taken any action which counters the conflict of interest policy of the organization or impedes my ability to act as a fiduciary and in the best interests of the corporation, except potentially those interests or actions as stated and fully disclosed below.

Board Member Name-Please Print

(Board Member Signature)

Date

Disclosure of Conflicts of Interest.....

Nature of Conflict(s)



Conflict of Interest Policy

Adopted: September 21, 2021

I. Purpose

The purpose of this Conflict of Interest Policy of Orange County Partnership, Inc. is to ensure that all of its directors, officers and key persons act in the best interest of Orange County Partnership, Inc. and comply with applicable legal requirements, including, but not limited to New York Not-for-Profit Law §§ 715 and 715-a.

II. Definitions

For purposes of this Policy, the following words and terms are defined as indicated:

Policy: This Conflict of Interest Policy of Orange County Partnership Inc.

Partnership: Orange County Partnership Inc.

Director: A member of the Board of Directors of the Partnership.

Board: The Board of Directors of the Partnership.

Officer: A director elected or appointed by the Board to serve as Chairperson, Vice Chairperson, Second Vice Chairperson, Secretary, or Treasurer, or such other office as the Board may determine or as may be provided in the By-Laws of the Partnership.

Executive Committee: A committee, as defined in the By-Laws of the Partnership, made up of the Chairperson, Vice Chairperson, Second Vice Chairperson, Secretary, Treasurer, the Immediate Past Chairperson, and other members appointed by the Chairperson with the approval of the Board.

Key Person: The Chief Executive Officer and any person, other than a Director, Officer, or Chief Executive Officer, whether or not an employee of the Partnership, who:

- a) has responsibilities, or exercises powers or influence over the Partnership as a whole similar to the responsibilities, powers, or influence of directors and officers;
- b) manages the Partnership, or a segment of the Partnership that represents a substantial portion of the activities, assets, income, or expenses of the Partnership; or
- c) alone or with others controls or determines a substantial portion of the Partnership's capital expenditures or operating budget.

Relative: A spouse or domestic partner; parents, grandparents, great grandparents, siblings, children, grandchildren and great-grandchildren, including those of a spouse or domestic partner.

Related Party: Any Director, Officer or Key Person of the Partnership, any relative (as defined above) of such persons, and any business, association, or not-for-profit entity employing such persons or their relatives or which such persons or relatives own or control at least 10% of such entities.

Related Party Transaction: Any transaction, agreement or other arrangement in which a Related Party has a financial interest and in which the Partnership is a participant, except that a transaction shall not be a Related Party Transaction if:

- 1. the transaction or the Related Party's financial interest in the transaction is *de minimis*,
- 2. the transaction would not customarily be reviewed by the Board or boards of similar organizations in the ordinary course of business and is available to others on the same or similar terms, or
- 3. the transaction constitutes a benefit provided to a Related Party solely as a member of a class of the beneficiaries that the Partnership intends to benefit as part of the accomplishment of its mission, which benefit is available to all similarly situated members of the same class on the same terms.
- 4. the transaction is determined by the Board, or an authorized committee thereof, upon knowledge of the material facts concerning any interest in the transaction by a Related Party, to be fair, reasonable and in the Partnership's best interest at the time of such determination.

You: A Director, Officer or Key Person to whom this Policy applies.

III. Identifying Conflicts of Interest

A. Conflict of Interest Defined

1. A potential conflict of interest arises when a Related Party:
 - a. stands to gain a financial benefit from an action or intentional inaction of the Partnership or a transaction into which the Corporation enters; or
 - b. has another interest that impairs, or objectively would appear to impair, the independence or objectivity of the Director, Officer or Key Person in discharging their duties to the Partnership.
2. A potential conflict is not necessarily an actual conflict of interest. A person has an actual conflict of interest only if the Executive Committee determines that a conflict exists in pursuant to Section V of this Policy.

B. Examples. Potential conflicts of interest include, but are not limited to, situations in which a Director, Officer or Key Person or that persons' Relative or business:

1. has an ownership or investment interest in any third party that the Partnership contracts or otherwise deals with or is considering contracting or dealing with;
2. serves on the board of, participates in the management of, or is otherwise employed by or volunteers with any third party that the Partnership contracts or deals with or is considering contracting or dealing with;
3. receives or may receive compensation or other benefits in connection with a transaction into which the Partnership enters;
4. receives or may receive personal gifts or loans from third parties contracting or dealing with the Partnership;
5. serves on the board of directors of another nonprofit organization that is competing with the Partnership for any grants or contracts;
6. has a close personal or business relationship with a participant in a transaction being considered by the Partnership;
7. would like to pursue a transaction being considered by the Partnership for their personal benefit.

IV. Disclosing Conflicts of Interest

A. Required Disclosure. You must disclose to the best of your knowledge all potential conflicts of interest as soon as you become aware of them and always before any actions involving the potential conflict are taken. If you are uncertain, always err on the side of caution and disclose the circumstances.

B. Disclosure Procedures. Disclosure of a potential conflict of interest must be made in a signed, written statement to the Executive Committee that sets forth all material facts. Depending on the circumstances or time when you first become aware of the potential conflict of interest (*e.g.*, during a Board meeting), you may make an initial disclosure orally and follow up with a written statement to the Executive Committee disclosing

all material facts. If you disclose a potential conflict of interest you shall refrain from any participation whatsoever in the matter until otherwise directed by the Executive Committee or Board.

C. Annual Disclosure Statements. Prior to your initial election or appointment, and annually thereafter, you must complete, sign and submit to the Secretary of the Partnership or a designated compliance officer a written statement in the form attached hereto identifying, to the best of your knowledge, any entity of which you are an officer, director, trustee, member, owner (either as a sole proprietor or a partner), or employee and with which the Partnership has a relationship, and any transaction in which the Partnership is a participant and in which you might have a financial or other conflicting interest. You are required to annually resubmit such written statement. The Secretary of the Partnership or the designated compliance officer shall provide a copy of all completed statements to the Chairperson of the Board.

V. Determining if a Conflict of Interest Exists and Addressing Conflicts of Interest

A. Conflict Determinations.

1. After there has been disclosure of a potential conflict and after gathering any relevant information from the concerned Director, Officer or Key Person, the Executive Committee shall determine whether there is a conflict of interest. The Director, Officer or Key Person shall not be present for deliberation or vote on the matter and must not directly or indirectly attempt to influence improperly the determination of whether a conflict of interest exists. However, the Board may request that the Director, Officer or Key Person with the conflict of interest present information as background or answer questions at a meeting prior to beginning, or during a cessation of, deliberations or voting on the matter.
2. In determining whether a conflict of interest exists, the Executive Committee shall consider whether the potential conflict of interest would cause a transaction entered into by the Partnership to raise questions of bias, inappropriate use of the Partnership's assets, or any other impropriety.
3. A conflict always exists in the case of Related Party transactions.
4. The existence and resolution of the conflict shall be documented in the Partnership's records, including in the minutes of any meeting at which the conflict was discussed or voted upon. The minutes of any meeting at which a matter involving a conflict of interest or potential conflict of interest was discussed or voted upon shall include:
 - (a) the name of the interested party and the nature of the interest;
 - (b) the decision as to whether the interest presented a conflict of interest;
 - (c) any alternatives to a proposed contract or transaction considered by the board; and
 - (d) if the transaction was approved, the basis for the approval.
5. If the Executive committee determines that there is a conflict of interest, it shall refer the matter to the Board for further action consistent with this Policy.

B. Addressing Conflicts

6. A Director, Officer or Key Person with a conflict of interest shall not be present at or participate in the Board deliberation or vote on the matter giving rise to such conflict.
7. A Director, Officer or Key Person with a conflict of interest shall not attempt, directly or indirectly, to influence improperly the deliberation or vote on the matter giving rise to such conflict.
8. Related Party Transactions
 - a. The Partnership shall not enter into any Related Party Transaction unless the transaction is determined by the Board, or an authorized committee thereof, to be fair, reasonable and in the Partnership's best interest at the time of such determination. Any Director, Officer or Key Person who has an interest in a Related Party Transaction shall disclose in good faith to the Board, or an authorized committee thereof, the material facts concerning such interest.
 - b. With respect to any Related Party Transaction in which a related party has a substantial financial interest, the Board, or an authorized committee thereof, shall:
 - i. Prior to entering into the transaction, consider alternative transactions to the extent available;
 - ii. Approve the transaction by not less than a majority vote of the Directors, or committee members of an authorized committee, present at the meeting; and
 - iii. Contemporaneously document in writing the basis for the Board's or authorized committee's approval, including its consideration of any alternative transactions.
 - c. No Related Party may participate in deliberations or voting relating to a Related Party Transaction in which he or she has an interest; provided that nothing in this section shall prohibit the Board or authorized committee from requesting that a Related Party present information as background or answer questions concerning a related party transaction at a Board or authorized committee meeting prior to the commencement, or during a cessation, of deliberations or voting relating thereto.



Conflict of Interest Disclosure Statement

By signing below, I affirm that:

1. I have received and read a copy of the Conflict of Interest Policy,
2. I have received and carefully reviewed the Partnership's listing of current contracts it has with all vendors or suppliers of services,
3. I agree to comply with the Conflicts of Interest Policy, and
4. I have no actual or potential conflicts of interest as defined by the Conflicts of Interest Policy or, if I have, I have previously disclosed them as required by the Conflicts of Interest Policy or am disclosing them now as set forth below.

I hereby disclose, to the best of my knowledge, the following potential or actual conflicts regarding:

1. Any entity in which I participate (as a director, officer, employee, owner, or member) with which the Partnership has a contractual or other relationship.
2. Any transaction in which the Partnership is a participant as to which I might have a conflicting interest, and
3. Any other situation which may pose a conflict of interest.

By: _____
(Print Name Below)