ORANGE COUNTY PARTNERSHIP
BOARD OF DIRECTORS MEETING
Meeting Agenda — November 17, 2026

Date: November 17, 2026
Time: 4:00 PM
Location: 40 Matthews Street, Suite 108, 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

Presiding: Mary Beth Bianconi

II. APPROVAL OF MINUTES

Presiding: Mary Beth Bianconi

III. FINANCIAL REPORT

Presiding: Gregory Peckham

IV. PRESIDENT'S REPORT

Presiding: Conor Eckert

- Outreach, Education & Conferences
- OCP Events

VI. NEW / OLD BUSINESS

Presiding: Mary Beth Bianconi

VII. EXECUTIVE SESSION (IF NEEDED)

Presiding: Mary Beth Bianconi

- To discuss financial, credit, or employment of particular persons, and the proposed sale or lease of real property, because publicity could substantially affect the value thereof.

VIII. ADJOURNMENT

Presiding: Mary Beth Bianconi

ORANGE COUNTY PARTNERSHIP

Board of Directors Meeting Minutes

DRAFT - SUBJECT TO BOARD APPROVAL

Date and Scheduled Time: October 20, 2026, at 4:00 p.m.

Meeting Location: 40 Matthews Street, Suite 108, Goshen, New York

Actual Meeting Time: Called to order at 4:03 p.m.; adjourned at 4:53 p.m.

Attendance

Board Members Present: Mary Beth Bianconi; Ryan Hawthorne; Kurt Kaehler; Melissa Cobuzzi; Mike O'Connor; Jason Giordano

Remote Attendance: None

Board Members Absent: Gregory Peckham; Sandy Mathes; Nick Karnavezos

Staff Present: Conor Eckert, President & CEO; Cassie Garcia, Vice President of Operations & Strategy

1. Call to Order and Quorum

The meeting was called to order at 4:xx p.m. A quorum was present.

2. Approval of Minutes

The Board reviewed the minutes of its September 2026 meeting.

Motion: Approve the September 2026 Board meeting minutes.

Moved by: Melissa Cobuzzi **Seconded by:** Kurt Kaehler **Result:** Carried unanimously

3. Financial Report

The September 2026 financial statements were presented and reviewed.

Motion: Approve September 2026 financial statements.

Moved by: Jason Giordano **Seconded by:** Kurt Kaehler **Result:** Carried unanimously

4. New and Old Business

Members of the Audit & Finance Committee presented the final 2027 budget to the Board of Directors for approval to upload to PARIS.

Motion: Adopt the 2027 Budget.

Moved by: Melissa Cobuzzi **Seconded by:** Ryan Hawthorne **Result:** Carried unanimously

The annual event audio/visual quote was presented to the Board for approval per the Procurement Policy and was unanimously approved.

5. President's Report

The President & CEO presented investor updates, administrative updates, and outreach opportunities. Marketing and event information was also provided.

6. Executive Session

At 4:25 p.m., Kurt Kaehler moved to enter executive session. Ryan Hawthorne seconded the motion, and the motion carried unanimously.

The executive session concluded at 4:50 p.m. No formal action was taken during the executive session.

7. Adjournment

Motion: Adjourn the meeting at 4:53 p.m.

Moved by: Melissa Cobuzzi **Seconded by:** Ryan Hawthorne **Result:** Carried unanimously

9. Approval Status

Status: Draft - pending Board approval

Approval Date: October 20, 2026

Respectfully submitted,
Kurt Kaehler
Secretary

Prepared for OCP Executive Financial Committee

ORANGE COUNTY PARTNERSHIP
Income & Expense Summary
Oct 2026- Accrual Basis

		Unaudited Actual Oct 2026	Budget Oct 2026	Variance Oct 2026	Unaudited Actual 2026 YTD	Budget 2026 YTD	Variance 2026 YTD	Unaudited Actual 2025 YTD	Unaudited Actual 12/31/2025	Budget 2026 Year
	INCOME:									
1	Private Investors (billed Jan & Jun)	(1,500.00)	-	(1,500.00)	868,650.00	750,000.00	118,650.00	545,547.88	873,072.88	750,000.00
2	ABG Investors	-	-	-	-	-	-	5,500.00	6,550.00	-
3	Events	77,975.04	80,000.00	(2,024.96)	398,985.04	381,800.00	17,185.04	1,925.00	607,775.00	565,000.00
4	Interest	52.44	327.00	(274.56)	423.15	3,267.00	(2,843.85)	36.74	240.61	3,919.00
5	Alliance for Balanced Growth (Events & Mkg)	-	-	-	-	-	-	-	18,835.00	-
6	Advertising (newsletter & website)	-		-	400.00		400.00	-	-	
7	Uncollectible Revenue (AR over 90 days)	30,100.00	(833.00)	30,933.00	(86,100.00)	(8,333.33)	(77,766.67)	(108.37)	491.63	(10,000.00)
8	**Total Income**	**106,627.48**	**79,494.00**	**27,133.48**	**1,182,358.19**	**1,126,733.67**	**55,624.52**	**552,901.25**	**1,506,965.12**	**1,308,919.00**
	EXPENSE:									
9	Depreciation	308.24	308.00	0.24	3,082.40	3,083.33	(0.93)	3,749.61	9,577.84	3,700.00
10	Personnel	48,675.09	58,000.00	(9,324.91)	490,446.86	580,000.00	(89,553.14)	166,939.28	743,749.67	725,000.00
11	Business Development	6,687.93	6,800.00	(112.07)	74,893.58	68,000.00	6,893.58	22,701.06	79,626.78	81,600.00
12	Events	33,429.93	21,000.00	12,429.93	155,800.23	131,686.67	24,113.56	200.00	263,052.64	218,000.00
13	Alliance Expenses	-	-	-		-	-	-	19,692.04	-
14	Miscellaneous	-	50.00	(50.00)	-	500.00	(500.00)	197.88	625.86	600.00
15	Interest Expense	-	3.00	(3.00)	-	33.33	(33.33)	21.86	26.36	40.00
16	General Administration	10,452.31	13,169.00	(2,716.69)	124,520.38	125,300.00	(779.62)	42,033.80	154,632.40	158,024.00
17	Legal Fees	-	2,917.00	(2,917.00)	3,853.50	29,166.67	(25,313.17)	17,165.00	56,750.00	35,000.00
	Loss on Disposal					-	-		8,818.35	
18	**Total Expenses**	**99,553.50**	**102,247.00**	**(2,693.50)**	**852,596.95**	**937,770.00**	**(85,173.05)**	**253,008.49**	**1,336,551.94**	**1,221,964.00**
	Other Income - Investment Income	**1,384.08**		**1,384.08**	**8,867.26**		8,867.26	**3,217.80**	**11,765.02**	**14,000.00**
	Other Income Gain/Loss Investment	**761.51**	**1,167.00**	**(405.49)**	**(1,978.11)**	**11,667.00**	(13,645.11)	**1,000.08**	**2,280.66**	**-**
	Other Expenses - Investment Fee	**197.48**	**208.00**	**(10.52)**	**1,997.55**	**2,083.00**	(85.45)	**566.86**	**2,335.44**	**2,500.00**
19	**Net Income**	**9,022.09**	**(21,794.00)**	**30,816.09**	**334,652.84**	**198,547.67**	**136,105.17**	**303,543.78**	**182,123.42**	**98,455.00**

Orange County Partnership Inc
Balance Sheet
As of October 31, 2026

	Oct 31, 26	Oct 31, 25	$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1010.03 · Orange Bank & Trust Savin 0815	633,448.47	252,898.42	380,550.05	150.5%
1010.04 · Orange Bank & Trust Chk 9591	87,343.29	76,675.74	10,667.55	13.9%
1010.12 · M&T Bank CD (12 mths/3.0%)	130,684.78	130,677.39	7.39	0.0%
1010.25 · Shwab (Ameritrade)	322,304.93	316,227.13	6,077.80	1.9%
1010.50 · Petty Cash	27.00	127.00	-100.00	-78.7%
Total Checking/Savings	1,173,808.47	776,605.68	397,202.79	51.2%
Accounts Receivable				
1200 · Accounts Receivable	170,941.60	163,216.60	7,725.00	4.7%
Total Accounts Receivable	170,941.60	163,216.60	7,725.00	4.7%
Other Current Assets				
1405 · Allowance of Uncollectible Rec	-89,350.00	-84,500.00	-4,850.00	-5.7%
1410 · Prepaid Expenses				
1410.2 · Prepaid Insurance	7,551.61	6,871.86	679.75	9.9%
1410.3 · Prepaid Event Expense				
1410.32 · MVP Prepaid	0.00	2,679.34	-2,679.34	-100.0%
1410.33 · Annual Event Prepaid	9,918.54	7,578.70	2,339.84	30.9%
1410.35 · Investors Breakfast	0.00	2,679.34	-2,679.34	-100.0%
1410.3 · Prepaid Event Expense - Other	0.00	13,630.74	-13,630.74	-100.0%
Total 1410.3 · Prepaid Event Expense	9,918.54	26,568.12	-16,649.58	-62.7%
1410.4 · Prepaid ABG Expenses	0.00	4,579.10	-4,579.10	-100.0%
Total 1410 · Prepaid Expenses	17,470.15	38,019.08	-20,548.93	-54.1%
Total Other Current Assets	-71,879.85	-46,480.92	-25,398.93	-54.6%
Total Current Assets	1,272,870.22	893,341.36	379,528.86	42.5%
Fixed Assets				
1580.00 · Equipment and Improvement	80,692.17	80,692.17	0.00	0.0%
1710.00 · Accumulated Depreciation	-56,902.44	-53,203.56	-3,698.88	-7.0%
Total Fixed Assets	23,789.73	27,488.61	-3,698.88	-13.5%
Other Assets				
1850 · Right of Use Asset - Leases	94,392.99	137,079.97	-42,686.98	-31.1%
Total Other Assets	94,392.99	137,079.97	-42,686.98	-31.1%
TOTAL ASSETS	**1,391,052.94**	**1,057,909.94**	**333,143.00**	**31.5%**
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000.00 · Accounts Payable	237.91	3,892.84	-3,654.93	-93.9%
Total Accounts Payable	237.91	3,892.84	-3,654.93	-93.9%
Credit Cards				
2010.01 · Orange Bank & Trust CC	9,209.99	8,068.21	1,141.78	14.2%
Total Credit Cards	9,209.99	8,068.21	1,141.78	14.2%
Other Current Liabilities				
2310 · Payroll Liabilities				
2310.08 · Aflac-Cancer Insurance	0.00	18.88	-18.88	-100.0%
2310.09 · Aflac-Short Term Disability	0.00	20.31	-20.31	-100.0%
2310.11 · United Way contributions	0.00	15.00	-15.00	-100.0%
Total 2310 · Payroll Liabilities	0.00	54.19	-54.19	-100.0%
2310.05 · Accrued Expense	10,820.94	17,583.40	-6,762.46	-38.5%
2310.06 · Accrued Payroll	21,256.17	17,916.65	3,339.52	18.6%
2310.10 · Health Insurance - payable	12.91	242.45	-229.54	-94.7%
2400.00 · Deferred Revenue				
2450 · Deferred Revenue-Annual Dinner				
2450.01 · Annual Dinner-Sponsorship	154,410.70	104,900.00	49,510.70	47.2%
2450.02 · Annual Dinner - Tickets	17,600.00	9,725.00	7,875.00	81.0%
Total 2450 · Deferred Revenue-Annual Dinner	172,010.70	114,625.00	57,385.70	50.1%
Total 2400.00 · Deferred Revenue	172,010.70	114,625.00	57,385.70	50.1%
2605 · Lease Liability - Current Porti	42,205.89	32,351.52	9,854.37	30.5%
Total Other Current Liabilities	246,306.61	182,773.21	63,533.40	34.8%
Total Current Liabilities	255,754.51	194,734.26	61,020.25	31.3%
Long Term Liabilities				
2905 · Lease Liability- Long Term	51,745.19	105,698.33	-53,953.14	-51.0%
Total Long Term Liabilities	51,745.19	105,698.33	-53,953.14	-51.0%
Total Liabilities	307,499.70	300,432.59	7,067.11	2.4%

Orange County Partnership Inc
Balance Sheet
As of October 31, 2026

	Oct 31, 26	Oct 31, 25	$ Change	% Change
Equity				
3000.00 · Opening Bal Equity	312,952.21	312,952.21	0.00	0.0%
3900.00 · Retained Earnings	435,948.19	255,612.64	180,335.55	70.6%
Net Income	334,652.84	188,912.50	145,740.34	77.2%
Total Equity	1,083,553.24	757,477.35	326,075.89	43.1%
TOTAL LIABILITIES & EQUITY	**1,391,052.94**	**1,057,909.94**	**333,143.00**	**31.5%**

Orange County Partnership Inc
Profit & Loss
January through October 2026

	Jan - Oct 26	Jan - Oct 25	$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Private Investment				
3001.01 · PI - Accountants	18,500.00	12,000.00	6,500.00	54.2%
3001.02 · PI - Advertising/Marktng/PR	4,125.00	4,125.00	0.00	0.0%
3001.03 · PI - Agriculture	28,500.00	28,500.00	0.00	0.0%
3001.04 · PI - Architects	21,500.00	22,750.00	-1,250.00	-5.5%
3001.05 · PI - Attorneys	54,000.00	50,000.00	4,000.00	8.0%
3001.06 · PI - Breweries & Distilleries	0.00	1,750.00	-1,750.00	-100.0%
3001.07 · PI - Child Care Services	0.00	0.00	0.00	0.0%
3001.08 · PI - Commercial Contractors	242,250.00	275,750.08	-33,500.08	-12.2%
3001.09 · PI - Commercial RE Brokers	28,750.00	20,250.00	8,500.00	42.0%
3001.10 · PI - Commercial Furniture	1,750.00	1,750.00	0.00	0.0%
3001.11 · PI - Communciations	1,750.00	12,000.00	-10,250.00	-85.4%
3001.12 · PI - Construction Assoc.	36,750.00	33,500.00	3,250.00	9.7%
3001.13 · PI - Consulting	2,250.00	6,000.00	-3,750.00	-62.5%
3001.14 · PI - Design Services	1,750.00	1,750.00	0.00	0.0%
3001.15 · PI - Developers	43,750.00	54,750.00	-11,000.00	-20.1%
3001.16 · PI - Distribution	21,750.00	23,500.00	-1,750.00	-7.5%
3001.17 · PI - Education	3,500.00	3,500.00	0.00	0.0%
3001.18 · PI - Employment	625.00	625.00	0.00	0.0%
3001.19 · PI - Energy Services	82,000.00	57,750.00	24,250.00	42.0%
3001.20 · PI - Engineering & Planning	80,000.00	78,250.00	1,750.00	2.2%
3001.21 · PI - Environmental Services	32,500.00	21,672.80	10,827.20	50.0%
3001.22 · PI - Financial Institutions	50,500.00	57,250.00	-6,750.00	-11.8%
3001.23 · PI - Health/Medical Services	14,250.00	16,000.00	-1,750.00	-10.9%
3001.24 · PI - Heavy Equipment	6,750.00	6,750.00	0.00	0.0%
3001.25 · PI - Hospitality	16,000.00	17,750.00	-1,750.00	-9.9%
3001.27 · PI - Insurance Services	5,250.00	5,750.00	-500.00	-8.7%
3001.28 · PI - IT Services	8,500.00	3,500.00	5,000.00	142.9%
3001.29 · PI - Manufacturers	21,875.00	20,125.00	1,750.00	8.7%
3001.30 · PI - Municipalities	13,525.00	15,275.00	-1,750.00	-11.5%
3001.31 · PI - Office Equipment	5,000.00	1,750.00	3,250.00	185.7%
3001.32 · PI - Retail	1,750.00	1,750.00	0.00	0.0%
3001.33 · PI - Roofing Services	1,750.00	1,750.00	0.00	0.0%
3001.34 · PI - Security Services	0.00	8,500.00	-8,500.00	-100.0%
3001.36 · PI - Water Treatment Services	17,500.00	19,250.00	-1,750.00	-9.1%
Total 4000 · Private Investment	868,650.00	885,572.88	-16,922.88	-1.9%
4010 · ABG Members	0.00	6,550.00	-6,550.00	-100.0%
4035 · Advertising				
4035.2 · Web Site Banner Ads	400.00	0.00	400.00	100.0%
Total 4035 · Advertising	400.00	0.00	400.00	100.0%
4040 · Event Income				
4022 · Alliance for Balanced Growth				
3022.10 · AllianceEvent Sponsorship				
3022.14 · ABG Sponsorship - Winter	0.00	11,000.00	-11,000.00	-100.0%
3022.10 · AllianceEvent Sponsorship - Other	10,000.00	0.00	10,000.00	100.0%
Total 3022.10 · AllianceEvent Sponsorship	10,000.00	11,000.00	-1,000.00	-9.1%
3022.30 · AGB Ticket				
3022.34 · ABG Tickets - Winter	0.00	8,035.00	-8,035.00	-100.0%
3022.30 · AGB Ticket - Other	6,975.00	0.00	6,975.00	100.0%
Total 3022.30 · AGB Ticket	6,975.00	8,035.00	-1,060.00	-13.2%
Total 4022 · Alliance for Balanced Growth	16,975.00	19,035.00	-2,060.00	-10.8%
4041 · QPM				
4041.1 · QPM Sponsorship	13,800.00	10,300.00	3,500.00	34.0%
Total 4041 · QPM	13,800.00	10,300.00	3,500.00	34.0%
4042 · Investor Breakfast				
3042.01 · Investor Breakfast Sponsorship	69,050.04	77,500.00	-8,449.96	-10.9%
3042.02 · Investor Breakfast Tickets	8,925.00	5,025.00	3,900.00	77.6%
Total 4042 · Investor Breakfast	77,975.04	82,525.00	-4,549.96	-5.5%
4044 · MVP Breakfast				
3044.1 · Tickets	9,300.00	27,975.00	-18,675.00	-66.8%
3044.2 · Sponsorship	72,200.00	103,450.00	-31,250.00	-30.2%
Total 4044 · MVP Breakfast	81,500.00	131,425.00	-49,925.00	-38.0%
4045 · Annual Dinner Income				
3046 · Tickets	-100.00	-600.00	500.00	83.3%
Total 4045 · Annual Dinner Income	-100.00	-600.00	500.00	83.3%
4049 · Golf Classic				
3049.01 · Golf Event - Sponsorship Income	182,300.00	175,850.00	6,450.00	3.7%
3049.02 · Golf Event - Ticket Income	22,400.00	18,050.00	4,350.00	24.1%
4049 · Golf Classic - Other	4,135.00	5,000.00	-865.00	-17.3%
Total 4049 · Golf Classic	208,835.00	198,900.00	9,935.00	5.0%
Total 4040 · Event Income	398,985.04	441,585.00	-42,599.96	-9.7%

Orange County Partnership Inc
Profit & Loss
January through October 2026

	Jan - Oct 26	Jan - Oct 25	$ Change	% Change
4050 · Interest	423.15	203.19	219.96	108.3%
4085 · Uncollectible Revenue	-86,100.00	-84,008.37	-2,091.63	-2.5%
Total Income	1,182,358.19	1,249,902.70	-67,544.51	-5.4%
Gross Profit	1,182,358.19	1,249,902.70	-67,544.51	-5.4%
Expense				
6000 · Personnel				
6110 · Gross Payroll	406,954.34	537,092.16	-130,137.82	-24.2%
6200 · Worker's Comp & Disability				
6210 · Workers' Comp	655.18	2,155.47	-1,500.29	-69.6%
6240 · Disability	140.09	-2,746.72	2,886.81	105.1%
Total 6200 · Worker's Comp & Disability	795.27	-591.25	1,386.52	234.5%
6300 · Benefits (Pension & Medical)				
6330 · Medical	17,984.14	15,106.49	2,877.65	19.1%
6336 · Benefit Admin Fee	5,525.00	0.00	5,525.00	100.0%
9003.31 · CEO's Life Insurance Policy	53.60	0.00	53.60	100.0%
9320 · Pension	27,387.76	26,000.68	1,387.08	5.3%
Total 6300 · Benefits (Pension & Medical)	50,950.50	41,107.17	9,843.33	24.0%
6400 · Tax				
6410 · FICA SS/Medicare	30,040.75	40,057.77	-10,017.02	-25.0%
6420 · SUI				
9430 · Re-employment NYS	65.99	57.57	8.42	14.6%
6420 · SUI - Other	1,430.02	1,555.15	-125.13	-8.1%
Total 6420 · SUI	1,496.01	1,612.72	-116.71	-7.2%
6440 · FUTA	209.99	567.00	-357.01	-63.0%
Total 6400 · Tax	31,746.75	42,237.49	-10,490.74	-24.8%
Total 6000 · Personnel	490,446.86	619,845.57	-129,398.71	-20.9%
6500 · Business Development				
6510 · Public Relations				
6513 · PR Gifts/Donations	423.20	0.00	423.20	100.0%
6514 · Event Tickets & Memberships	3,717.57	2,047.81	1,669.76	81.5%
Total 6510 · Public Relations	4,140.77	2,047.81	2,092.96	102.2%
6520 · External Marketing				
6525 · Marketing				
6525.3 · Marketing	0.00	1,000.00	-1,000.00	-100.0%
6525 · Marketing - Other	7,646.95	0.00	7,646.95	100.0%
Total 6525 · Marketing	7,646.95	1,000.00	6,646.95	664.7%
6528 · Advertising	5,650.00	0.00	5,650.00	100.0%
Total 6520 · External Marketing	13,296.95	1,000.00	12,296.95	1,229.7%
6530 · Internal Mkting				
6532 · Advertising	0.00	1,705.10	-1,705.10	-100.0%
6533 · Design	0.00	1,387.08	-1,387.08	-100.0%
6530 · Internal Mkting - Other	3,626.82	0.00	3,626.82	100.0%
Total 6530 · Internal Mkting	3,626.82	3,092.18	534.64	17.3%
6540 · Special Projects	4,294.00	0.00	4,294.00	100.0%
6550 · Training	0.00	1,700.00	-1,700.00	-100.0%
6560 · Conferences				
6561 · Trade Shows	0.00	482.82	-482.82	-100.0%
6562 · Conferences	0.00	11,998.42	-11,998.42	-100.0%
6563 · Membership Fees	0.00	6,149.01	-6,149.01	-100.0%
6560 · Conferences - Other	24,000.17	0.00	24,000.17	100.0%
Total 6560 · Conferences	24,000.17	18,630.25	5,369.92	28.8%
6570 · Mileage & Tolls	3,961.87	3,134.12	827.75	26.4%
6580 · Travel & Meals				
6581 · Meals	7,498.92	10,716.27	-3,217.35	-30.0%
6582 · Travel	0.00	2,988.52	-2,988.52	-100.0%
Total 6580 · Travel & Meals	7,498.92	13,704.79	-6,205.87	-45.3%

Orange County Partnership Inc
Profit & Loss
January through October 2026

	Jan - Oct 26	Jan - Oct 25	$ Change	% Change
6590 · Auto				
9071 · Fuel	2,919.78	2,276.48	643.30	28.3%
9072 · Insurance	2,727.68	4,799.98	-2,072.30	-43.2%
9073 · Auto	0.00	272.59	-272.59	-100.0%
9075 · Service	451.25	1,126.00	-674.75	-59.9%
9076 · Tolls	396.84	125.00	271.84	217.5%
9077 · Auto Lease	7,578.53	2,519.27	5,059.26	200.8%
Total 6590 · Auto	14,074.08	11,119.32	2,954.76	26.6%
Total 6500 · Business Development	74,893.58	54,428.47	20,465.11	37.6%
6525.5 · Design	0.00	9,550.00	-9,550.00	-100.0%
7000 · General Administration				
7100 · Professional Services				
7105 · Attorney	3,853.50	53,054.50	-49,201.00	-92.7%
7120 · Bookkeeping	10,660.00	11,385.00	-725.00	-6.4%
7140 · Live Stream	3,010.00	0.00	3,010.00	100.0%
7160 · Temporary services				
7164 · 9000.42 Marketing Intern	0.00	2,845.00	-2,845.00	-100.0%
Total 7160 · Temporary services	0.00	2,845.00	-2,845.00	-100.0%
7180 · Personnel Search	0.00	361.60	-361.60	-100.0%
7190 · Audit	11,083.40	11,083.40	0.00	0.0%
Total 7100 · Professional Services	28,606.90	78,729.50	-50,122.60	-63.7%
7200 · Office Expense				
7213 · Office Supplies	12,661.34	13,013.44	-352.10	-2.7%
7214 · Postage	141.78	0.00	141.78	100.0%
7215 · Printing	0.00	170.67	-170.67	-100.0%
7216 · Subscriptions	7,008.99	6,246.25	762.74	12.2%
7217 · Telephone/Internet	9,106.10	9,016.01	90.09	1.0%
7219 · Copier Maintenance	6,505.26	6,450.59	54.67	0.9%
7220 · Telephone Reimbusement	1,350.00	1,550.00	-200.00	-12.9%
7225 · Bank Charges	99.00	0.73	98.27	13,461.6%
7230 · Office Cleaning	0.00	675.00	-675.00	-100.0%
7235 · Lease Expense (Rent)	31,907.10	31,170.88	736.22	2.4%
7245 · IT & Computer Purchases	13,312.74	19,722.89	-6,410.15	-32.5%
Total 7200 · Office Expense	82,092.31	88,016.46	-5,924.15	-6.7%
7300 · Insurance				
7310 · 401K Fidelity Bond	147.50	132.75	14.75	11.1%
7320 · Professional Liability	2,125.10	2,190.51	-65.41	-3.0%
7330 · Business Owners Policy	915.00	1,854.76	-939.76	-50.7%
Total 7300 · Insurance	3,187.60	4,178.02	-990.42	-23.7%
7400 · Fees				
7410 · Bisys Pension Fees	3,931.27	3,020.00	911.27	30.2%
7420 · Payroll Fees	2,559.30	2,854.75	-295.45	-10.4%
7430 · CC Merchant Transaction Fees	7,996.50	6,716.87	1,279.63	19.1%
7400 · Fees - Other	0.00	350.00	-350.00	-100.0%
Total 7400 · Fees	14,487.07	12,941.62	1,545.45	11.9%
Total 7000 · General Administration	128,373.88	183,865.60	-55,491.72	-30.2%
7500 · Events				
7560 · Golf Classic				
7561 · Consultants	2,000.00	2,000.00	0.00	0.0%
7562 · Event Supplies	28,763.36	32,498.18	-3,734.82	-11.5%
7563 · Marketing/Design & Printing	0.00	12.99	-12.99	-100.0%
7564 · Catering/Food	46,204.51	37,684.29	8,520.22	22.6%
Total 7560 · Golf Classic	76,967.87	72,195.46	4,772.41	6.6%
7570 · Investor Breakfast				
7571 · Consultants	10,443.00	11,384.00	-941.00	-8.3%
7572 · Event Supplies	1,652.62	2,265.50	-612.88	-27.1%
7573 · Marketing/ Design & Printing	1,165.65	1,381.57	-215.92	-15.6%
7574 · Catering/Food	20,168.66	17,224.31	2,944.35	17.1%
Total 7570 · Investor Breakfast	33,429.93	32,255.38	1,174.55	3.6%
7580 · MVP Breakfast				
7581 · Consultants	11,544.00	11,478.00	66.00	0.6%
7582 · Event Supplies	4,152.74	1,038.68	3,114.06	299.8%
7583 · Marketing/Design & Printing	0.00	4,768.13	-4,768.13	-100.0%
7585 · Catering/Food	16,848.81	42,859.16	-26,010.35	-60.7%
Total 7580 · MVP Breakfast	32,545.55	60,143.97	-27,598.42	-45.9%
7590 · Quarterly Project Meetings	1,143.73	1,105.82	37.91	3.4%

Orange County Partnership Inc
Profit & Loss
January through October 2026

	Jan - Oct 26	Jan - Oct 25	$ Change	% Change
7600 · Alliance Expenses				
7630 · Alliance Event Expense				
7631 · ABG Consultants	0.00	9,331.50	-9,331.50	-100.0%
7632 · ABG Event Supplies	11,713.15	7,163.28	4,549.87	63.5%
7630 · Alliance Event Expense - Other	0.00	3,197.26	-3,197.26	-100.0%
Total 7630 · Alliance Event Expense	11,713.15	19,692.04	-7,978.89	-40.5%
Total 7600 · Alliance Expenses	11,713.15	19,692.04	-7,978.89	-40.5%
Total 7500 · Events	155,800.23	185,392.67	-29,592.44	-16.0%
7800 · Miscellaneous				
7810 · Gifts	0.00	510.86	-510.86	-100.0%
7820 · Donations / Contributions	0.00	115.00	-115.00	-100.0%
Total 7800 · Miscellaneous	0.00	625.86	-625.86	-100.0%
8000 · Depreciation Expense	3,082.40	8,961.36	-5,878.96	-65.6%
9200 · Interest Expense				
9210 · Interest Exp-Auto	0.00	26.36	-26.36	-100.0%
Total 9200 · Interest Expense	0.00	26.36	-26.36	-100.0%
9550 · Loss on Disposal	0.00	8,818.35	-8,818.35	-100.0%
Total Expense	852,596.95	1,071,514.24	-218,917.29	-20.4%
Net Ordinary Income	329,761.24	178,388.46	151,372.78	84.9%
Other Income/Expense				
Other Income				
9900 · Unrealiz Gain(Loss) Invest	-1,978.11	2,520.39	-4,498.50	-178.5%
9950 · Investment Income	8,867.26	9,942.29	-1,075.03	-10.8%
Total Other Income	6,889.15	12,462.68	-5,573.53	-44.7%
Other Expense				
9500 · Investment Fee	1,997.55	1,938.64	58.91	3.0%
Total Other Expense	1,997.55	1,938.64	58.91	3.0%
Net Other Income	4,891.60	10,524.04	-5,632.44	-53.5%
Net Income	**334,652.84**	**188,912.50**	**145,740.34**	**77.2%**

Orange County Partnership Inc
Profit & Loss
October 2026

	Oct 26	Oct 25	$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Private Investment				
3001.02 · PI - Advertising/Marktng/PR	1,750.00	0.00	1,750.00	100.0%
3001.08 · PI - Commercial Contractors	0.00	2,500.00	-2,500.00	-100.0%
3001.15 · PI - Developers	0.00	5,000.00	-5,000.00	-100.0%
3001.19 · PI - Energy Services	1,750.00	0.00	1,750.00	100.0%
3001.20 · PI - Engineering & Planning	0.00	-1,750.00	1,750.00	100.0%
3001.27 · PI - Insurance Services	-5,000.00	0.00	-5,000.00	-100.0%
3001.28 · PI - IT Services	0.00	1,750.00	-1,750.00	-100.0%
Total 4000 · Private Investment	-1,500.00	7,500.00	-9,000.00	-120.0%
4040 · Event Income				
4022 · Alliance for Balanced Growth				
3022.30 · AGB Ticket				
3022.34 · ABG Tickets - Winter	0.00	-100.00	100.00	100.0%
3022.30 · AGB Ticket - Other	0.00	0.00	0.00	0.0%
Total 3022.30 · AGB Ticket	0.00	-100.00	100.00	100.0%
Total 4022 · Alliance for Balanced Growth	0.00	-100.00	100.00	100.0%
4041 · QPM				
4041.1 · QPM Sponsorship	0.00	2,000.00	-2,000.00	-100.0%
Total 4041 · QPM	0.00	2,000.00	-2,000.00	-100.0%
4042 · Investor Breakfast				
3042.01 · Investor Breakfast Sponsorship	69,050.04	77,500.00	-8,449.96	-10.9%
3042.02 · Investor Breakfast Tickets	8,925.00	5,100.00	3,825.00	75.0%
Total 4042 · Investor Breakfast	77,975.04	82,600.00	-4,624.96	-5.6%
Total 4040 · Event Income	77,975.04	84,500.00	-6,524.96	-7.7%
4050 · Interest	52.44	53.43	-0.99	-1.9%
4085 · Uncollectible Revenue	30,100.00	27,275.00	2,825.00	10.4%
Total Income	106,627.48	119,328.43	-12,700.95	-10.6%
Gross Profit	106,627.48	119,328.43	-12,700.95	-10.6%
Expense				
6000 · Personnel				
6110 · Gross Payroll	40,705.84	34,641.29	6,064.55	17.5%
6200 · Worker's Comp & Disability				
6210 · Workers' Comp	-469.04	89.58	-558.62	-623.6%
6240 · Disability	60.54	-18.34	78.88	430.1%
Total 6200 · Worker's Comp & Disability	-408.50	71.24	-479.74	-673.4%
6300 · Benefits (Pension & Medical)				
6330 · Medical	1,764.60	1,086.36	678.24	62.4%
6336 · Benefit Admin Fee	550.00	0.00	550.00	100.0%
9003.31 · CEO's Life Insurance Policy	5.36	0.00	5.36	100.0%
9320 · Pension	3,052.97	166.49	2,886.48	1,733.7%
Total 6300 · Benefits (Pension & Medical)	5,372.93	1,252.85	4,120.08	328.9%
6400 · Tax				
6410 · FICA SS/Medicare	3,004.82	2,567.98	436.84	17.0%
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	3,004.82	2,567.98	436.84	17.0%
Total 6000 · Personnel	48,675.09	38,533.36	10,141.73	26.3%
6500 · Business Development				
6510 · Public Relations				
6514 · Event Tickets & Memberships	29.99	515.00	-485.01	-94.2%
Total 6510 · Public Relations	29.99	515.00	-485.01	-94.2%

Orange County Partnership Inc
Profit & Loss
October 2026

	Oct 26	Oct 25	$ Change	% Change
6520 · External Marketing				
6525 · Marketing				
6525.3 · Marketing	0.00	1,000.00	-1,000.00	-100.0%
Total 6525 · Marketing	0.00	1,000.00	-1,000.00	-100.0%
6528 · Advertising	700.00	0.00	700.00	100.0%
Total 6520 · External Marketing	700.00	1,000.00	-300.00	-30.0%
6530 · Internal Mkting				
6532 · Advertising	0.00	179.75	-179.75	-100.0%
6533 · Design	0.00	111.99	-111.99	-100.0%
6530 · Internal Mkting - Other	323.59	0.00	323.59	100.0%
Total 6530 · Internal Mkting	323.59	291.74	31.85	10.9%
6560 · Conferences	2,738.16	0.00	2,738.16	100.0%
6570 · Mileage & Tolls	495.35	635.54	-140.19	-22.1%
6580 · Travel & Meals				
6581 · Meals	755.85	1,801.59	-1,045.74	-58.1%
6582 · Travel	0.00	14.25	-14.25	-100.0%
Total 6580 · Travel & Meals	755.85	1,815.84	-1,059.99	-58.4%
6590 · Auto				
9071 · Fuel	349.23	331.54	17.69	5.3%
9072 · Insurance	344.17	344.17	0.00	0.0%
9076 · Tolls	195.00	50.00	145.00	290.0%
9077 · Auto Lease	756.59	608.59	148.00	24.3%
Total 6590 · Auto	1,644.99	1,334.30	310.69	23.3%
Total 6500 · Business Development	6,687.93	5,592.42	1,095.51	19.6%
6525.5 · Design	0.00	2,400.00	-2,400.00	-100.0%
7000 · General Administration				
7100 · Professional Services				
7120 · Bookkeeping	1,040.00	1,040.00	0.00	0.0%
7140 · Live Stream	350.00	0.00	350.00	100.0%
7160 · Temporary services				
7164 · 9000.42 Marketing Intern	0.00	300.00	-300.00	-100.0%
Total 7160 · Temporary services	0.00	300.00	-300.00	-100.0%
7190 · Audit	1,108.34	1,108.34	0.00	0.0%
Total 7100 · Professional Services	2,498.34	2,448.34	50.00	2.0%
7200 · Office Expense				
7213 · Office Supplies	1,018.26	90.49	927.77	1,025.3%
7214 · Postage	20.10	0.00	20.10	100.0%
7216 · Subscriptions	517.32	518.66	-1.34	-0.3%
7217 · Telephone/Internet	1,023.41	881.30	142.11	16.1%
7219 · Copier Maintenance	642.98	648.02	-5.04	-0.8%
7220 · Telephone Reimbusement	100.00	150.00	-50.00	-33.3%
7235 · Lease Expense (Rent)	3,190.61	3,221.41	-30.80	-1.0%
7245 · IT & Computer Purchases	0.00	1,419.28	-1,419.28	-100.0%
Total 7200 · Office Expense	6,512.68	6,929.16	-416.48	-6.0%
7300 · Insurance				
7310 · 401K Fidelity Bond	14.75	14.75	0.00	0.0%
7320 · Professional Liability	212.51	212.51	0.00	0.0%
7330 · Business Owners Policy	91.50	91.50	0.00	0.0%
Total 7300 · Insurance	318.76	318.76	0.00	0.0%
7400 · Fees				
7420 · Payroll Fees	191.00	229.50	-38.50	-16.8%
7430 · CC Merchant Transaction Fees	931.53	991.68	-60.15	-6.1%
Total 7400 · Fees	1,122.53	1,221.18	-98.65	-8.1%
Total 7000 · General Administration	10,452.31	10,917.44	-465.13	-4.3%

Orange County Partnership Inc
Profit & Loss
October 2026

	Oct 26	Oct 25	$ Change	% Change
7500 · Events				
7570 · Investor Breakfast				
7571 · Consultants	10,443.00	11,384.00	-941.00	-8.3%
7572 · Event Supplies	1,652.62	2,265.50	-612.88	-27.1%
7573 · Marketing/ Design & Printing	1,165.65	1,381.57	-215.92	-15.6%
7574 · Catering/Food	20,168.66	17,224.31	2,944.35	17.1%
Total 7570 · Investor Breakfast	33,429.93	32,255.38	1,174.55	3.6%
7590 · Quarterly Project Meetings	0.00	805.82	-805.82	-100.0%
Total 7500 · Events	33,429.93	33,061.20	368.73	1.1%
7800 · Miscellaneous				
7810 · Gifts	0.00	200.00	-200.00	-100.0%
Total 7800 · Miscellaneous	0.00	200.00	-200.00	-100.0%
8000 · Depreciation Expense	308.24	308.24	0.00	0.0%
Total Expense	99,553.50	91,012.66	8,540.84	9.4%
Net Ordinary Income	7,073.98	28,315.77	-21,241.79	-75.0%
Other Income/Expense				
Other Income				
9900 · Unrealiz Gain(Loss) Invest	1,384.08	245.60	1,138.48	463.6%
9950 · Investment Income	761.51	871.09	-109.58	-12.6%
Total Other Income	2,145.59	1,116.69	1,028.90	92.1%
Other Expense				
9500 · Investment Fee	197.48	194.37	3.11	1.6%
Total Other Expense	197.48	194.37	3.11	1.6%
Net Other Income	1,948.11	922.32	1,025.79	111.2%
Net Income	**9,022.09**	**29,238.09**	**-20,216.00**	**-69.1%**

Orange County Partnership
Profit & Loss Budget vs. Actual
October through December 2026

	4th Quarter									Quarter to Date			Year to Date		
	Oct 2026	Budget	$ Over Budget	Nov 2026	Budget	$ Over Budget	Dec 2026	Budget	$ Over Budget	Oct - Dec 26	Budget	$ Over Budget	Jan - Dec 26	Budget	$ Over Budget
3001 · Private Investment	(1,500)	-	(1,500)	-		-			-	(1,500)	-	(1,500)	868,650	750,000	118,650
3022 · Alliance for Balanced Growth		-	-	-		-			-	-	-	-	-	-	-
3022.2 · Alliance Membership		-	-	-		-			-	-	-	-	-	-	-
3035 · Advertising		-	-	-		-			-	-	-	-	400	-	400
3040 · Event Income	77,975	80,000	(2,025)	-		-			-	77,975	80,000	(2,025)	398,985	381,800	17,185
3050 · Interest	52	327	(275)			-			-	52	327	(275)	423	3,268	(2,845)
3085 · Uncollectible Revenue	30,100	(833)	30,933			-			-	30,100	(833)	30,933	(86,100)	(8,332)	(77,768)
Total Income	**106,627**	**79,494**	**27,133**	-	-	-	-	-	-	**106,627**	**79,494**	**27,133**	**1,182,358**	**1,126,736**	**55,622**
Expense															
Depreciation Expense	308	308	0			-			-	308	308	0	3,082	3,080	2
Personnel	48,675	58,000	(9,325)			-			-	48,675	58,000	(9,325)	490,447	580,000	(89,553)
Business Development	6,688	6,800	(112)			-			-	6,688	6,800	(112)	77,607	61,603	16,004
General Administration	10,452	13,169	(2,717)			-			-	10,452	13,169	(2,717)	124,499	131,690	(7,191)
Legal Expense		2,917	(2,917)			-			-	-	2,917	(2,917)	3,854	29,170	(25,317)
Events	33,430	21,000	12,430			-			-	33,430	21,000	12,430	147,350	125,300	22,050
Alliance Expenses			-			-			-	-	-	-	5,464	-	5,464
Miscellaneous		50	(50)			-			-	-	50	(50)	294	500	(206)
Interest Expense		3	(3)			-			-	-	3	(3)	-	453	(453)
Loss on Disposal			-			-			-	-	-	-		30	(30)
Total Expense	**99,554**	**102,247**	**(2,694)**	-	-	-	-	-	-	**99,554**	**102,247**	**(2,694)**	**852,597**	**931,826**	**(79,229)**
Net Ordinary Income	**7,074**	**(22,753)**	**29,827**	-	-	-	-	-	-	**7,074**	**(22,753)**	**29,827**	329,762	194,910	134,851
Other Income Gain/Loss		-	-			-			-	-	-	-	(3,212)	-	(3,212)
Other Income Investment Incom	2,146	1,167	979			-			-	2,146	1,167	979	10,101	7,542	2,559
Other Expense-Investment Fee	197	208	(11)			-			-	197	208	(11)	1,998	1,458	540
Net Income	**9,022**	**(21,794)**	**30,816**	-	-	-	-	-	-	**9,022**	**(21,794)**	**30,816**	**334,653**	**200,994**	**133,659**