



*Empowering Businesses. Inspiring Growth.*

**Jeffrey Crist**, Chairman • **Dean Tamburri**, Vice Chairman • **Vincent Odock**, Secretary  
**Susan Walski**, Board Member • **Marc Greene**, Board Member • **Giovanni Palladino**, Board Member • **Linda Muller**, Board Member  
**William Fioravanti**, Chief Executive Officer • **Susan R. Katzoff**, General Counsel • **Christopher C. Canada**, Bond Counsel

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## **Agenda**

PLEASE TAKE NOTICE, The Orange County Industrial Development Agency will hold a regularly scheduled meeting on March 20<sup>th</sup>, 2024, immediately following the OCFC Meeting at Orange County IDA Headquarters, 4 Crotty Lane, Suite 100, New Windsor, NY 12553 to consider and/or act upon the following:

### Order of Business

- **Call Meeting to Order**
- **Roll Call**
- **Proof of Notice**
- **Minutes**
  - Approval of Minutes from February 21<sup>st</sup>, 2024 Board of Directors Meeting
- **Reports**
  - Chairman's Report
  - CEO Report
  - Committee Reports
    - Audit Committee
      - Annual Financial Audit Review and Approval
    - Finance Committee
      - Accept February 2024 Financials
      - Approval of February / March Payables
      - Certificate of Deposit – Matures 03/26/24
- **New Business**
  - Leentjes
    - Final Resolution – Sue Katzoff
  - Orange County 2025 Qualify of Life Study - Vision Hudson Valley
    - Resolution to Authorize Participation
- **Executive Session**
- **Adjournment**

To watch the livestream, please visit our website: [www.ocnyida.com](http://www.ocnyida.com)

Dated: March 14, 2024

By: William Fioravanti – Chief Executive Officer

4 Crotty Lane, Suite 100 • New Windsor, NY 12553  
Phone : (845) 234-4192 • Fax : (845) 220-2228 • Email :  
business@ocnyida.com



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Date: February 28, 2024  
From: Jeffrey D. Crist  
RE: Next Meeting Date

## *IDA Board Meeting Notice*

The next Board of Directors meeting of the  
Orange County Industrial Development Agency is:

**Wednesday March 20, 2024  
immediately following the  
5:00pm OCFC meeting**

**OC IDA Headquarters  
4 Crotty Lane, Suite 100  
New Windsor, NY 12553**

**To watch the livestream, please visit our website: [www.ocnyida.com](http://www.ocnyida.com)**

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**Orange County Industrial Development Agency**  
4 Crotty Lane  
New Windsor, NY 12553  
Tel (845) 234-4192

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**Board of Directors Meeting Minutes**  
Wednesday, February 21<sup>st</sup>, 2023

**Meeting Location:** 4 Crotty Lane, New Windsor, New York, 12553

**Board Members Present:** Jeffrey Crist, Dean Tamburri, Marc Greene, Dr. Vincent Odock, Giovanni Palladino, Susan Walski

**Staff Present:** Bill Fioravanti, Kelly Reilly, Susan Katzoff (General Counsel, Zoom), Jose Rojas (Acquisitions Marketing, A/V)

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**I. Call Meeting to Order**

Chairman Crist called the meeting to order at 5:17 p.m.

**II. Roll Call**

Mr. Fioravanti acknowledged the Board and staff members present.

**III. Proof of Notice**

Chairman Crist acknowledged the proof of notice.

**IV. Minutes**

**A MOTION TO APPROVE THE JANUARY 17<sup>TH</sup>, 2024, OCIDA BOARD OF DIRECTORS MEETING MINUTES AS PRESENTED WAS MADE BY MR. PALLADINO, SECONDED BY MS. WALSKI, AND PASSED UNANIMOUSLY.**

**V. Resignation of Board Member James Rinaldi**

Chairman Crist noted the receipt of Mr. James Rinaldi's resignation from the OCIDA Board of Directors and its Committees effective February 6<sup>th</sup>, 2024.

**A MOTION TO ACCEPT THE RESIGNATION OF MR. JAMES RINALDI FROM THE OCIDA BOARD OF DIRECTORS WAS MADE BY MR. TAMBURRI, SECONDED BY MR. GREENE, AND PASSED UNANIMOUSLY.**

## **VI. Reports**

**CEO Report:** Mr. Fioravanti discussed his attendance NYSEDC conference.

**Governance Committee:** Chairman Crist stated that he continues to review the responsibilities of Governance Committee members. He discussed plans for the UTEP policy and noted Mr. Fioravanti's recommendations for a revised draft version of it. Mr. Fioravanti explained his outline approach and noted the areas he wanted to prioritize as well as what should be added as considerations such as a 485-B type of PILOT schedule. Chairman Crist asked the members to provide their feedback on what they thought the priorities should be. Counsel suggested the Board begin the process of putting a draft together to be presented to the monitor. Counsel also reminded the Board about the procedure for amending the UTEP policy. Mr. Crist addressed the discussion regarding the Local Labor policy and ways to better interpret the policy.

**Finance Committee:** Mr. Greene reviewed the report and acknowledged the additional columns to show trends at a glance. He reviewed the line items including interest earnings, expenses, auditing fees and he explained the escrow accounting and what changes will be made to reporting the escrow. Mr. Greene reviewed the maturity dates of the CDs and suggested waiting until March 7<sup>th</sup>, 2024, to invest \$2.5M in a 6-month Treasury Bill through JP Morgan.

## **VII. New Business**

**January 2024 Financial Report, January/February 2024 Payable, Certificate of Deposit:** All items were covered by Mr. Greene in Finance Committee summary.

**A MOTION TO APPROVE THE JANUARY 2024 FINANCIAL REPORT, THE JANUARY/FEBRUARY 2024 PAYABLES, AND AUTHORIZE STAFF TO INVEST \$2.5M IN A 6-MONTH TREASURY BILL THROUGH JP MORGAN WAS MADE BY MR. TAMBURRI, SECONDED BY MS. WALSKI, AND PASSED UNANIMOUSLY.**

## **VIII. Executive Session**

**A MOTION TO ENTER INTO EXECUTIVE SESSION AT 5:54 PM TO DISCUSS PERSONNEL WAS MADE BY MR. PALLADINO, SECONDED MR. GREENE, AND PASSED UNANIMOUSLY.**

**A MOTION TO COME OUT OF EXECUTIVE SESSION AT 6:34 PM WAS MADE BY DR. ODOCK, SECONDED MR. GREENE, AND PASSED UNANIMOUSLY.**

## **IX. Adjournment**

**A MOTION TO ADJOURN THE MEETING WAS MADE BY MR. GREENE, SECONDED BY MR. TAMBURRI, AND PASSED UNANIMOUSLY.**

**The meeting closed at 6:36 p.m.**



## CEO Report to the Board of Directors

### Bill Fioravanti

### March 2024

**I. NYS Monitor Update** – We have received no further details from NYS Inspector General’s office regarding the identity of the monitor they selected, or when the official appointment would be made. Our contact at the IG’s office explained that their contract with the eventual appointee is still working its way through the state’s various departments. I’ll continue to check in with them.

**II. 2023 Financial Audit** – PKF distributed their draft financial audits for both OCIDA and OCFC at our Audit Committee meeting on March 13<sup>th</sup>. The PKF team presented the highlights for both audits and explained that their management letter for the OCFC audit includes no concerns or comments re: our internal controls or procedures whatsoever; their OCIDA letter however does include one ‘observation’ suggesting that we develop a formal *Capitalization Policy on Capital Assets* of the OCIDA. PKF provided a sample policy as a template for us to consider.

*I must again acknowledge the hard work and diligence of **Kelly and Marty** in support of this year’s audits, they continue to go above and beyond on these projects!*

**III. FAST NY** – As I reported earlier, Empire State Development announced on March 1<sup>st</sup> that our application for the Aden Brook Tech Park in Montgomery was awarded \$462,500. This week we received official paperwork from ESD which counsel is reviewing. Once all of the OCIDA’s responsibilities for this project are clear, we will outline them for the Board’s information.

**IV. Marketing & Media** – Our social media content continues to include facts-based informative posts about OCIDA. Acquisitions would like to produce more video, since that format has generated the most online engagement for us so far. Speaking of video, we began shooting our 5-minute video with Capacity Consulting. They interviewed me earlier this week and they record other interviews and b-roll over the next few weeks. Lastly, we are still getting recurring, positive feedback on our radio ads and podcast spots that are airing on several Pamal Broadcasting stations around the Hudson Valley.

**V. New OCIDA/OCFC Website** – We have interviewed all 3 local firms who submitted formal website proposals and we expect to select one of them by the end of the week.

**VI. Local Labor** – I recently introduced the local Millwrights (part of Carpenters’ Union) to the GFI/Royal Wine team. GFI/RWC suggested that they may seek a waiver for specialized labor to install a mechanical racking system, so we made the connection with the Millwrights to see if their local crew could be a part of this part of the project while staying within the 20% cost differential that is outlined in our local labor policy.

**VII. Food Bank of the Hudson Valley** – As you’ve likely heard, the Food Bank is constructing a 40,000 square foot distribution hub in the Town of Montgomery, which will transform and augment the critical delivery of food products to those who need it most in the mid- to lower Hudson Valley. We were approached by the executive director of the Food Bank, and some local stakeholders, about the OCIDA/OCFC contributing to the investment in infrastructure required for the Montgomery project. What is important to note here is that the FBHV project is located on the Aden Brook site, for which we were awarded the FAST NY funding. Therefore, an investment in the Food Bank project would likely be an investment in the infrastructure necessary for Aden Brook to become the hi-tech business park that we all envision. I am hoping my report can spur some discussion among the Board about this opportunity.

#### **VIII. Presentations & Notable Meetings**

- Gave a radio interview on **WTBQ** on 2/22.
- Presented to OC Legislature’s **Education & Economic Development Committee** on 2/23.
- Participated in **OC Economic Development Team** meetings on 2/22 and 3/13.
- Attended OCP’s **Alliance for Balanced Growth** event on 2/29.
- Met with **Chairman of the City of Newburgh IDA** on 2/29.
- Presented to **Newburgh Rotary Club** on 3/12.
- Met with **Cornwall Town Supervisor Josh Wojehowski** re: FAST NY and the OCIDA’s shovel ready initiative.
- Presented to **Orange County Workforce Development Board** on 3/15.
- Since September, I served as Co-chair of the **Presidents Search Committee for Mount Saint Mary College**. We recently presented the names of three finalists to the MSMC Board of Trustees – of which I am a member – so my co-chair responsibilities are now complete. I would like to thank both the Board and Staff for your support and understanding of the time commitment this effort demanded.

**IX. Recent OCIDA New Articles** – Please see below recent examples of OCIDA in the news...



### **Former healthcare CEO named to Orange County IDA board**

**March 8, 2024**



GOSHEN - Linda Muller, the former President and CEO of Cornerstone Family Healthcare has been appointed by the Orange County legislature to fill a vacancy on the county’s Industrial Development Agency (IDA) board. Muller is a lifelong Orange County resident.

Muller spent 31 years at the helm of Cornerstone and led the organization through more than

three years of constant expansion. When she first began as President and CEO in 1991, Cornerstone operated from a single location and at the time of her retirement in 2023, the organization grew to more than 20 locations with approximately 700 employees throughout the Hudson Valley.

The purpose of the IDA is to promote economic growth by providing incentives that assist in the construction, equipping, and maintenance of new facilities and projects to retain and create jobs.



## **Orange County IDA monitor expected shortly**

**March 4, 2024**

GOSHEN – The state-appointed monitor to oversee all activities of the Orange County Industrial Development Agency is expected to be announced in April.

The state Inspector General’s Office has been assigned to select the individual and oversee the process for two years.

While IDA Executive Director Bill Fioravanti believes a monitor is not necessary, he welcomes the oversight.

“It’s superfluous in my mind because we have never been cited by the state comptroller’s office or the authorities budget office or the governor or the Orange County Legislature or anyone for doing anything wrong, so it is not necessary,” he said. “This senator made sure that we Orange County taxpayers have to pay for it, so it is extra, certainly for show but I am confident that it will show that we have done everything properly all along.”

Senator James Skoufis (D, Cornwall) passed legislation requiring the monitor who will have the power to veto all decisions made by the IDA board.



## **Montgomery site locks up FAST NY shovel-ready grant**

**March 2, 2024**

ALBANY – The Aden Brook Business Park in Montgomery has secured a \$462,000 FAST NY shovel-ready grant.

The funds are to be used for pre-development activities and infrastructure investments.

The business park, a 116-acre farm site, will include several buildings for advanced manufacturing uses like life sciences, microelectronic s, and clean tech.

Winning the grant “marks an exciting moment” for the county, said Orange County Partnership President Maureen Halahan. “This investment will unlock opportunities for advances manufacturing and help us attract innovative companies.

The Orange County Industrial Development Agency teamed up with the Partnership to submit an application that secured the grant, said Executive Director Bill Fioravanti. “These grant monies will help facilitate the development of our newest advanced manufacturing park, creating good paying jobs and delivering tax revenue to the residents of Orange County.

Montgomery Town Supervisor Steve Brescia said they have listened to the community and one thing was made clear: “Montgomery should focus on creating good-paying advanced technology, manufacturing, and agriculture jobs. This is a key first step toward realizing that vision.”

# #



**Orange County Industrial Development Agency**  
**Budget vs. Actuals: FY\_2024 - FY24 P&L**  
December 2023 - February 2024

	Dec 2023	Jan 2024	Feb 2024			Total		
	Actual	Actual	Actual	Budget	over Budget	Actual	Budget	over Budget
<b>Income</b>								
40000 Application Fee		2,500.00		833.33	-833.33	2,500.00	1,666.66	833.34
40300 Closing Fees				37,500.00	-37,500.00	0.00	75,000.00	-75,000.00
41000 Local Labor Auditing Fees Income (pass-thru)				0.00	0.00	0.00	0.00	0.00
42000 Other IDA Fees				2,140.00	-2,140.00	0.00	4,280.00	-4,280.00
44000 Subtenant Rents	1,795.00	1,795.00	1,795.00	2,220.00	-425.00	5,385.00	4,440.00	945.00
45000 Management Fee Income			6,067.95		6,067.95	6,067.95	0.00	6,067.95
49000 Interest Earnings	83,674.82	43,106.68	59,743.76	19,500.00	40,243.76	186,525.26	39,000.00	147,525.26
<b>Total Income</b>	<b>\$ 85,469.82</b>	<b>\$ 47,401.68</b>	<b>\$ 67,606.71</b>	<b>\$ 62,193.33</b>	<b>\$ 5,413.38</b>	<b>\$ 200,478.21</b>	<b>\$ 124,386.66</b>	<b>\$ 76,091.55</b>
<b>Gross Profit</b>	<b>\$ 85,469.82</b>	<b>\$ 47,401.68</b>	<b>\$ 67,606.71</b>	<b>\$ 62,193.33</b>	<b>\$ 5,413.38</b>	<b>\$ 200,478.21</b>	<b>\$ 124,386.66</b>	<b>\$ 76,091.55</b>
<b>Expenses</b>								
60000 Administrative Costs		250.00			0.00	250.00	0.00	250.00
60002 Bank Service Charges		53.82	4.82		4.82	58.64	0.00	58.64
60003 CFO/Bookkeeping Services		1,680.00		1,875.00	-1,875.00	1,680.00	3,750.00	-2,070.00
60004 Fiscal Audit	19,000.00			1,583.33	-1,583.33	19,000.00	3,166.66	15,833.34
60005 Insurance	2,972.81	7,885.91	528.71	1,724.08	-1,195.37	11,387.43	3,448.16	7,939.27
60006 Office Supplies and Postage	935.92	927.48	200.15	683.33	-483.18	2,063.55	1,366.66	696.89
60007 Professional Fees	-3,929.00		1,650.00	429.17	1,220.83	-2,279.00	858.34	-3,137.34
60008 Travel, Lodging, Meals	2,946.27	704.66	163.27	512.50	-349.23	3,814.20	1,025.00	2,789.20
<b>Total 60000 Administrative Costs</b>	<b>\$ 21,926.00</b>	<b>\$ 11,501.87</b>	<b>\$ 2,546.95</b>	<b>\$ 6,807.41</b>	<b>-\$ 4,260.46</b>	<b>\$ 35,974.82</b>	<b>\$ 13,614.82</b>	<b>\$ 22,360.00</b>
60200 Agency Support Expenses					0.00	0.00	0.00	0.00
60201 IT Support & Audio/Visual	2,993.27	968.67	4,008.49	4,875.00	-866.51	7,970.43	9,750.00	-1,779.57
60202 Marketing & PR	20,746.39		14,960.00	6,333.33	8,626.67	35,706.39	12,666.66	23,039.73
60203 Memberships and Events	2,259.37	852.00	923.67	887.50	36.17	4,035.04	1,775.00	2,260.04
60204 Training and Education				333.33	-333.33	0.00	666.66	-666.66
<b>Total 60200 Agency Support Expenses</b>	<b>\$ 25,999.03</b>	<b>\$ 1,820.67</b>	<b>\$ 19,892.16</b>	<b>\$ 12,429.16</b>	<b>\$ 7,463.00</b>	<b>\$ 47,711.86</b>	<b>\$ 24,858.32</b>	<b>\$ 22,853.54</b>
60400 Projects/Programs					0.00	0.00	0.00	0.00
60402 Cost-Benefit Analyses				375.00	-375.00	0.00	750.00	-750.00
60404 Legal Counsel	3,904.85		6,202.25	5,150.00	1,052.25	10,107.10	10,300.00	-192.90
60405 Legal, Pass Thru				0.00	0.00	0.00	0.00	0.00
60406 Local Labor Auditing Fees Expense	6,984.25			880.00	-880.00	6,984.25	1,760.00	5,224.25
60408 Shovel Ready Program				20,833.33	-20,833.33	0.00	41,666.66	-41,666.66
<b>Total 60400 Projects/Programs</b>	<b>\$ 10,889.10</b>	<b>\$ 0.00</b>	<b>\$ 6,202.25</b>	<b>\$ 27,238.33</b>	<b>-\$ 21,036.08</b>	<b>\$ 17,091.35</b>	<b>\$ 54,476.66</b>	<b>-\$ 37,385.31</b>
61000 Payroll Expenses					0.00	0.00	0.00	0.00
61001 Employee Benefits	3,024.17	2,583.62	2,793.62	3,300.00	-506.38	8,401.41	6,600.00	1,801.41
61002 Payroll Taxes & Fees (Staff Line)	2,476.01	3,205.53	2,566.65	785.42	1,781.23	8,248.19	1,570.84	6,677.35
61003 Salaries	26,052.50	21,136.52	21,136.52	25,281.50	-4,144.98	68,325.54	50,563.00	17,762.54
61004 Retirement and Profit-Sharing	63,000.00	0.00	0.00	3,106.83	-3,106.83	63,000.00	6,213.66	56,786.34
<b>Total 61000 Payroll Expenses</b>	<b>\$ 94,552.68</b>	<b>\$ 26,925.67</b>	<b>\$ 26,496.79</b>	<b>\$ 32,473.75</b>	<b>-\$ 5,976.96</b>	<b>\$ 147,975.14</b>	<b>\$ 64,947.50</b>	<b>\$ 83,027.64</b>
62000 Building Expenses					0.00	0.00	0.00	0.00
62002 Building Rent	6,641.38	6,641.38	6,641.38	6,650.00	-8.62	19,924.14	13,300.00	6,624.14
62003 Building Utilities	1,288.28	691.00	1,506.18	1,375.00	131.18	3,485.46	2,750.00	735.46
62004 Depreciation Expense	10,826.83				0.00	10,826.83	0.00	10,826.83
62006 Internet and Telephones	808.62	588.65	616.37	350.00	266.37	2,013.64	700.00	1,313.64
62007 Maintenance	791.70	725.00	720.85	941.67	-220.82	2,237.55	1,883.34	354.21
62008 Repairs/Renovations				83.33	-83.33	0.00	166.66	-166.66
<b>Total 62000 Building Expenses</b>	<b>\$ 20,356.81</b>	<b>\$ 8,646.03</b>	<b>\$ 9,484.78</b>	<b>\$ 9,400.00</b>	<b>\$ 84.78</b>	<b>\$ 38,487.62</b>	<b>\$ 18,800.00</b>	<b>\$ 19,687.62</b>
<b>Total Expenses</b>	<b>\$ 173,723.62</b>	<b>\$ 48,894.24</b>	<b>\$ 64,622.93</b>	<b>\$ 88,348.65</b>	<b>-\$ 23,725.72</b>	<b>\$ 287,240.79</b>	<b>\$ 176,697.30</b>	<b>\$ 110,543.49</b>
<b>Net Operating Income</b>	<b>-\$ 88,253.80</b>	<b>-\$ 1,492.56</b>	<b>\$ 2,983.78</b>	<b>-\$ 26,155.32</b>	<b>\$ 29,139.10</b>	<b>-\$ 86,762.58</b>	<b>-\$ 52,310.64</b>	<b>-\$ 34,451.94</b>
<b>Net Income</b>	<b>-\$ 88,253.80</b>	<b>-\$ 1,492.56</b>	<b>\$ 2,983.78</b>	<b>-\$ 26,155.32</b>	<b>\$ 29,139.10</b>	<b>-\$ 86,762.58</b>	<b>-\$ 52,310.64</b>	<b>-\$ 34,451.94</b>

**Orange County Industrial Development Agency**  
**Transaction List by Vendor**  
February 21-March 14, 2024

Vendor	Date	Transaction type	Num	Memo/Description	Amount	January
<b>88 Studio, LLC</b>	03/01/2024	Bill	02-2024	Website Development	\$ 350.00	\$ 350.00
<b>Acquisitions Marketing Inc.</b>	02/28/2024	Bill Payment (Check)	3165	IT Support & Audio Visual	\$ 2,825.00	\$ 2,600.00
<b>Alteva Of Warwick</b>	03/01/2024	Bill	03-2024	Warwick Internet (March 2024)901-100-5109	\$ 75.76	
<b>American Funds</b> (Spectrum Pension & Compensation)	02/26/2024	Expense	--	401K	\$ 369.84	\$ 1,650.00
<b>Bousquet Holstein PLLC</b>	02/28/2024	Bill Payment (Check)	3166	Legal Counsel	\$ 4,011.25	\$ 2,191.00
<b>Capacity Marketing, Inc.</b>	03/01/2024	Bill	1751	Per BF: Pay other half of this October 2023 bill (original amount \$6,250). See 2-19-24 email.	\$ 3,125.00	
<b>Cardmember Service</b>	02/28/2024	Bill Payment (Check)	3167	Go Daddy, Adobe, Quickbooks, WIX.com	\$ 1,855.35	\$ 670.44
<b>Charter Communications</b>	03/01/2024	Bill	02/28/24 - 03/27/24	Internet & Telephones	\$ 234.96	\$ 209.96
<b>Complete Document Solutions</b>	03/01/2024	Bill	IN672820	Contract base rate charge 2/2/24-3/1/24 (B&W, Color Copies)	\$ 219.52	
	03/01/2024	Bill	IN672819	Copy Machine annual charge 4/2/24 - 4/1/25	\$ 310.00	\$ 270.50
<b>Credit Card Payment Processing</b>	02/28/2024	Bill Payment (Check)	3168	Google, Amazon, Travel & Meals, Zoom, NYSEDC, Spectrum, O&R, Stamps,	\$ 2,198.84	\$ 1,258.02
<b>Deluxe Check Systems</b>	03/01/2024	Bill	2055015250	ACH - OCIDA Chase Deposit Book Start #3205 & Checks	\$ 571.06	
<b>Federal Express</b>	02/28/2024	Bill Payment (Check)	3169	Office Supplies	\$ 72.77	
<b>First Columbia 4-LA, LLC</b>	03/01/2024	Bill	100-20240306	Gas & Electric 1/17/24 - 2/19/24	\$ 676.30	
	03/01/2024	Bill	100-20240401	100-20240401 - Rent: \$4,241.13CAM: \$2,400.25	\$ 6,641.38	\$ 6,641.38
<b>ITC</b>	03/01/2024	Bill	8174	Internet & Telephones - Managed Firewall wireless & guest access	\$ 148.80	\$ 148.80
<b>J.C. Ehrlich</b>	03/01/2024	Bill	57095585	Building Maintenance - \$65.00 credit for Inv #56080223 paid for with ck #3156	\$ 5.85	\$ 70.85
<b>KR Cleaning</b>	03/01/2024	Bill	03-2024	Monthly Cleaning	\$ 650.00	\$ 650.00
<b>LAN Associates</b>	03/01/2024	Bill	4234	Local Labor Monitoring for OCIDA Projects (41623.01 WW1,2,3)	\$ 2,060.00	\$ 4,160.00
<b>Mid Hudson News Network</b>	02/28/2024	Bill Payment (Check)	3170	Marketing & PR	\$ 1,250.00	
<b>Pamal Broadcasting, Ltd.</b>	03/01/2024	Bill	305-35011	Marketing & PR - Branding 60 Business Growth - 100.7: Feb. 5,6,11,19,20,25, 2024	\$ 1,400.00	
	03/01/2024	Bill	306-31570	K104.7: Feb. 4,12,13,18,26,27, 2024	\$ 1,640.00	\$ 3,460.00
<b>RBT CPAs LLP</b>	03/01/2024	Bill	245535	CFO / Bookkeeping Services -Invoice 245535 Client ID 63087	\$ 1,680.00	\$ 1,680.00
<b>Staff Line, Inc.</b>	02/23/2024	Expense	--	Payroll	\$ 6,170.70	
	03/01/2024	Expense	--	Payroll	\$ 6,438.90	
	03/08/2024	Expense	--	Payroll	\$ 6,290.58	\$31,755.74
<b>William Fioravanti</b>	02/28/2024	Bill Payment (Check)	3171	Check Voided	\$ (1,399.36)	
	03/01/2024	Bill	--	Jan & Feb 2024 Mileage. NYSEDC 2/2024 Conference: Renaissance Albany Hotel, Uber (round trip Hotel to Restaurant), Meals. Pastries for Jan 17 2024 IDA/OCFC BOD Mtg	\$ 1,027.73	
<b>Xerox Financial Services</b>	03/01/2024	Bill	5462414	Copier - 2/15/24 - 3/14/24 Monthly payment & Equipment protection plan	\$ 279.96	\$ 1.99
<b>Zultys, Inc.</b>	03/01/2024	Bill	419178	Internet & Telephone - March 2024	\$ 303.82	
				<b>Total</b>	\$ 52,883.37	



**M&T Business Credit Card**  
Account Number Ending: 3074

KELLY REILLY  
ORANGE COUNTY INDUSTRIAL DEVELOPMENT

**Account Summary**

Customer Service 1-866-279-0888

Summary of Account Activity	
Previous Balance	\$2,097.26
Payments	\$2,097.26
Credits	\$0.00
Purchases	\$2,198.84
Debits	\$0.00
Fees Charged	\$0.00
Interest Charged	\$0.00
<b>New Balance</b>	<b>\$2,198.84</b>
<b>Total Credit Line</b>	<b>\$50,000.00</b>
<b>Available Credit</b>	<b>\$47,801.16</b>
Days In Billing Cycle	31
Closing Date	02/19/2024

**Payment Information**

<b>New Balance</b>	<b>\$2,198.84</b>
<b>Total Minimum Payment Due</b>	<b>\$55.00</b>
<b>Payment Due Date</b>	<b>03/16/2024</b>

**Late Payment Warning:** If we do not receive your minimum payment by the date listed above, you may have to pay a late fee of up to \$35.00 and your APRs may be increased up to the Penalty APR of 24.99%.

**Minimum Payment Warning:** If you make only the minimum payment each period, you will pay more in interest and it will take you longer to pay off your balance. For example:

If you make no additional charges using this card and each month you pay...	You will pay off the balance shown on this statement in about...	And you will end up paying an estimated total of...
Only the minimum payment	17 years	\$5,103
\$80	3 years	\$2,880 (Savings = \$2,223)

If you would like information about credit counseling services, please call 1-800-363-1141.

Please detach and return portion below with your payment. Keep portion above for your records.



Account Number Ending: 3074  
Payment Due Date: 03/16/2024  
New Balance: \$2,198.84  
Total Minimum Payment Due: \$55.00

91011871793074 00005500 00219884 03162024

Amount Enclosed

\$ 2198.84

Make Check Payable To: M&amp;T Bank

Mail Payment To:

CREDIT CARD PAYMENT PROCESSING  
PO BOX 62014  
BALTIMORE MD 21264-2014

KELLY REILLY  
ORANGE COUNTY INDUSTRIAL DEVELOPMENT  
4 CROTTY LN  
NEW WINDSOR NY 12553

Effective this cycle, the Index Rate on your account is 8.50%.

Good news – your 2023 Annual Summary Statement is now available to view in M&T Online Banking alongside your monthly credit card statements. Visit [mtb.com](https://mtb.com) to login now! Click on your Credit Card account, navigate to the Last 7 Years tab, expand the 2023 section and click on "Annual Statement".

Not enrolled in M&T Online Banking? Simply go to [mtb.com/enroll](https://mtb.com/enroll) to get started.

New York residents may contact the New York State Department of Financial Services by telephone at 1-877-226-5697 or visit its website, [www.dfs.ny.gov](https://www.dfs.ny.gov), for free information on comparative credit card rates, fees and grace periods.

**Simplify your life.** Save time, checks and postage with automatic deduction. Visit your local branch and complete the authorization form for a more convenient and secure way to make your Business Credit Card payment automatically every month.

## Transactions

Post Date	Tran Date	Reference Number	Description	\$ Amount
KELLY REILLY				Ending in: 3074
01/24	01/23	023100092064342	1 ORANGE & ROCKLAND UTIL 877-434-4100 NY	✓ 707.28
01/24	01/23	023100165393438	2 Amazon Prime*R80QY8IF2 Amzn.com/billWA	✓ 150.29
01/25	01/24	024900016000076	3 COSIMOS BRICK OVEN OF NEW914-4748567 NY	✓ 78.12
01/26	01/25	0250000051066306	4 ZOOM.US 888-799-9666 WWW.ZOOM.US CA	✓ 40.00
01/29	11/30	026900012135282	5 NYS EDC 518-4264058 NY	✓ 295.00
02/02	02/01	032107098599345	6 GOOGLE *GSUITE_the-acc cc@google.comCA	✓ 38.93
02/02	02/01	033910003354288	7 GOOGLE*GSUITE OCNYIDA. CC GOOGLE.COMCA	✓ 273.12
02/02	02/01	032747001031368	8 WARWICK VALLEY TELEPHONE MOMENTUMTELECNY	✓ 151.52
02/07	02/06	430000211290225	PAYMENT - THANK YOU	-2,097.26
02/09	02/08	039102609969817	9 STAMPS.COM 855-608-2677 TX	✓ 21.61
02/14	02/13	044103762191036	10 Spectrum 855-707-7328 MO	✓ 238.91
02/16	02/14	046100508401220	11 HILTON HOTEL ALBANY NY ALBANY NY	✓ 204.06
Subtotal:				2,198.84
2024 Year-to-Date Totals				
Total Fees charged in 2024				\$0.00
Total Interest charged in 2024				\$0.00

## Interest Charge Calculation

Your Annual Percentage Rate (APR) is the annual interest rate on your account.				
Type of Balance	Annual Percentage Rate (APR)	Promo Rate End Date	Balance Subject to Interest Rate	Interest Charge
Purchases	18.49% (v)	-	\$0.00	\$0.00
Cash Advances	27.49% (v)	-	\$0.00	\$0.00
Overdraft Protection	27.49% (v)	-	\$0.00	\$0.00
Convenience Checks	27.49% (v)	-	\$0.00	\$0.00
Balance Transfers	18.49% (v)	-	\$0.00	\$0.00
(v) = Variable Rate				

**February 2024 Statement**

Open Date: 01/10/2024 Closing Date: 02/08/2024

Page 1 of 3



Visa® Community Card

Account: 4798 5100 5352 7392

**Elan Financial  
Services**

1-866-552-8855

BUS 30 ELN

8

6

OR CO BUS ACCELERATOR (CPN 001470359)

<b>New Balance</b>	<b>\$1,855.35</b>
<b>Minimum Payment Due</b>	<b>\$19.00</b>
<b>Payment Due Date</b>	<b>03/06/2024</b>

**Activity Summary**

Previous Balance	+	\$1,442.23
Payments	-	\$1,442.23CR
Other Credits		\$0.00
Purchases	+	\$1,855.76
Balance Transfers		\$0.00
Advances		\$0.00
Other Debits		\$0.00
Fees Charged		\$0.00
Interest Charged	-	\$0.41CR
<b>New Balance</b>	<b>=</b>	<b>\$1,855.35</b>
<b>Past Due</b>		<b>\$0.00</b>
<b>Minimum Payment Due</b>		<b>\$19.00</b>
Credit Line		\$18,000.00
Available Credit		\$16,144.65
Days in Billing Period		30

**RECEIVED**

FEB 21 2024

ORANGE COUNTY  
IDA**Payment Options:**Mail payment coupon  
with a checkPay online at  
myaccountaccess.comPay by phone  
1-866-552-8855

Please detach and send coupon with check payable to: Elan Financial Services CPN 001470359



0047985100535273920000019000001855353

24-Hour Elan Financial Services: 1-866-552-8855

- to pay by phone
- to change your address

000004209 01 SP 000638652681762 P Y

OR CO BUS ACCELERATOR  
ACCOUNTS PAYABLE  
4 CROTTY LN # 100  
NEW WINDSOR NY 12553-4778

<b>Account Number</b>	4798 5100 5352 7392
<b>Payment Due Date</b>	3/06/2024
<b>New Balance</b>	\$1,855.35
<b>Minimum Payment Due</b>	\$19.00

Amount Enclosed

\$

1,855.35

**Elan Financial Services**P.O. Box 790408  
St. Louis, MO 63179-0408



## Important Messages

**Paying Interest:** You have a 24 to 30 day interest-free period for Purchases provided you have paid your previous balance in full by the Payment Due Date shown on your monthly Account statement. In order to avoid additional INTEREST CHARGES on Purchases, you must pay your new balance in full by the Payment Due Date shown on the front of your monthly Account statement.

There is no interest-free period for transactions that post to the Account as Advances or Balance Transfers except as provided in any Offer Materials. Those transactions are subject to interest from the date they post to the Account until the date they are paid in full.

**PAY TAXES WITH YOUR CARD.** It's a fast, easy and secure way to pay your federal and state taxes. **FAST** - Pay instantly online. **Easy** - Your payment is processed right away and confirmed with an electronic receipt. **SECURE** - No worries about your payment getting lost or stolen in the mail. Learn more at [officialpayments.com](http://officialpayments.com).

## Transactions REILLY,KELLY A Credit Limit \$7500

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
<b>Purchases and Other Debits</b>					
1 01/10	01/08	6462	DNH*GODADDY.COM 480-5058855 AZ	\$0.42	✓
2 01/11	01/10	1140	DNH*GODADDY.COM 480-5058855 AZ	\$22.70	✓
3 01/16	01/12	2224	DNH*GODADDY.COM 480-5058855 AZ	\$9.72	✓
4 01/16	01/14	2313	DNH*GODADDY.COM 480-5058855 AZ	\$168.55	✓
5 01/23	01/22	7244	DNH*GODADDY.COM 480-505-8855 AZ	\$68.09	✓
6 01/24	01/24	1064	WIX.COM 1096997939 WWW.WIX.COM CA	\$14.95	✓
7 01/26	01/25	7043	DNH*GODADDY.COM 480-5058855 AZ	\$726.08	✓
8 01/29	01/26	0602	DNH*GODADDY.COM https://www.g AZ	\$246.40	✓
9 02/02	02/01	5578	INTUIT *QBooks Online CL.INTUIT.COM CA	\$97.31	✓
10 02/02	02/01	5982	INTUIT *QBooks Online CL.INTUIT.COM CA	\$97.31	✓
11 02/02	02/01	6089	INTUIT *QBooks Online CL.INTUIT.COM CA	\$97.31	✓
12 02/05	02/02	6069	ADOBE INC. 408-536-8000 CA	\$259.37	✓
13 02/07	02/06	5443	DNH*GODADDY.COM 480-5058855 AZ	\$47.55	✓
<b>Total for Account 4798 5100 5678 0162</b>				<b>\$1,855.76</b>	

## Transactions BILLING ACCOUNT ACTIVITY

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
<b>Payments and Other Credits</b>					
01/11	01/09	0268	PAYMENT THANK YOU	\$771.79CR	
02/02	01/31	0289	PAYMENT THANK YOU	\$670.44CR	
<b>Interest Charged</b>					
01/12	01/11		INTEREST REVERSAL	\$0.41CR	
			TOTAL INTEREST FOR THIS PERIOD	\$0.41CR	
<b>Total for Account 4798 5100 5352 7392</b>				<b>\$1,442.64CR</b>	

**Orange County Industrial Development Agency**  
Banks Accounts/Certificates of Deposit/Money Markets Accounts  
As of February 29, 2024

Listed in order of maturity date.

Purchase Date	Maturity Date	# of Months	Bank	Bank Balance	Principal	Interest Rate
--	--	--	--			--
1/12/24	1/12/25	12 months	Lakeland		\$ 5,000,000	5.10%
12/27/23	3/26/24	3 months	TD Bank		\$ 1,000,000	5.35%
6/22/22	5/22/24	23 months	Connect One		\$ 400,000	1.9%%
9/6/23	3/6/24	6 months	Lakeland		\$ 1,000,000	5.25%

Bank	Account Type	Amount	% of total
Chase Bank	Checking Account - IDA Ops	\$ 1,998,701	21%
Orange Bank & Trust	Checking Account - Trust Escrow	\$ 89,036	1%
Total CDs & Treasuries	Certificates of Deposit & Treasuries	\$ 7,400,000	78%
		<u>\$ 9,487,737</u>	<u>100%</u>



# Orange County Industrial Development Agency

**Melissa Szot, CPA, CGMA**

*Partner*

**Marc Callinan, CPA**

*Director*

March 13, 2024

**KNOW  
GREATER  
VALUE.**



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## Agenda – Table of Contents

- Overview & Required Communications
- Year over Year Change
  - Summary
  - Revenues
  - Major Expenses
  - Balance Sheet

# Required Communications

- Management's Responsibility
  - Selecting and implementing appropriate accounting policies
  - Fairly presenting the financial statements in accordance with U.S. GAAP
  - Establishing and maintaining effective internal control over financial reporting
  - Compliance with laws, regulations and provisions of contracts and agreements
  - Providing all financial records and related information to the auditors

## Required Communications (cont.)

- Our Responsibility
  - Form and express an opinion
    - Independent Auditors' Opinion: Unmodified Opinion
    - Yellow Book Report
    - Investment Report
  - Communicate in writing deficiencies in internal controls
  - Advise management of appropriateness of accounting policies
  - Communicate any fraud or illegal acts that are noted during the audit
  - We encountered no significant difficulties
  - No uncorrected misstatements noted
  - No disagreements with management
  - Maintained auditor independence

# Year Over Year Change – Summary

	2023	2022	Change
Total Operating Revenues	597,540	536,932	60,608
Total Operating Expenses	906,703	1,119,568	(212,865)
Income (Loss) from Operations	(309,163)	(582,636)	273,473
<b>NON-OPERATING REVENUES (EXPENSES)</b>			
Interest Income	279,471	42,752	236,719
Loss on disposal of assets	-	(422,685)	422,685
Total Non-Operating Revenues (Expenses)	279,471	(379,933)	659,404
Change in Net Position	(29,692)	(962,569)	932,877
<b>NET POSITION</b>			
Beginning of year	9,482,936	10,445,505	(962,569)
End of year	\$ 9,453,244	\$ 9,482,936	\$ (29,692)

## Year Over Year Change – Revenues

	2023	2022	Change
<b>REVENUES</b>			
Operating Revenue			
Closing fees	\$ 542,081	\$ 195,000	\$ 347,081
Rental income	23,355	59,075	(35,720)
Application fees	20,000	27,500	(7,500)
Administrative fees	-	204,393	(204,393)
Other income	12,104	50,964	(38,860)
<b>Total Operating Revenue</b>	<b>597,540</b>	<b>536,932</b>	<b>60,608</b>
<b>Non-Operating Revenue</b>			
Interest Income	279,471	42,752	236,719
<b>Total Revenues</b>	<b>\$ 877,011</b>	<b>\$ 579,684</b>	<b>\$ 297,327</b>

# Year Over Year Change – Expenses

	2023	2022	Change
<b>EXPENSES</b>			
Projects and special initiatives	\$ 147,500	\$ 26,000	121,500
Payroll	261,467	244,745	16,722
Payroll taxes	120,712	55,680	65,032
Rent	49,572	252,502	(202,930)
Professional fees	126,086	215,628	(89,542)
Advertising	67,841	49,726	18,115
Utilities	15,108	20,067	(4,959)
Insurance	18,957	20,208	(1,251)
Depreciation/Amortization	42,404	63,271	(20,867)
<b>Total Major Operating Expenses</b>	<b>849,647</b>	<b>947,827</b>	<b>(98,180)</b>
<b>Other Operating Expenses</b>	<b>57,056</b>	<b>171,741</b>	<b>(114,685)</b>
Loss on disposal of assets	-	422,685	(422,685)
<b>Total Expenses</b>	<b>\$ 906,703</b>	<b>\$ 1,542,253</b>	<b>\$ (635,550)</b>
<b>% of Major Expenses to Total Expenses</b>	<b>94%</b>	<b>89%</b>	

# Year Over Year Change – Balance Sheet

	2023	2022	Change
<b>ASSETS</b>			
Cash and equivalents	\$ 3,620,611	\$ 3,971,432	\$ (350,821)
Investments	5,899,136	5,458,649	440,487
Accounts receivable, net of allowance	8,865	22,815	(13,950)
Due from other governments	300	66,932	(66,632)
Prepaid expenses	3,701	15,146	(11,445)
Capital assets being depreciated/amortized, net	162,584	62,890	99,694
<b>Total Assets</b>	<b>9,695,197</b>	<b>9,597,864</b>	<b>97,333</b>
<b>LIABILITIES</b>			
Accounts payable and accrued expenses	129,225	109,355	19,870
Deposits payable	861	3,774	(2,913)
Due to component unit	-	1,799	(1,799)
Leases Payable	111,867	-	111,867
<b>Total Liabilities</b>	<b>241,953</b>	<b>114,928</b>	<b>127,025</b>
<b>NET POSITION</b>			
Investment in capital assets			
Unrestricted	50,717	62,890	(12,173)
Designated	300,000	225,000	75,000
Undesignated	9,102,527	9,195,046	(92,519)
<b>Total Net Position</b>	<b>\$ 9,453,244</b>	<b>\$ 9,482,936</b>	<b>\$ (29,692)</b>

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## Contact Us

Melissa Szot, CPA, CGMA  
Partner

[mszot@pkfod.com](mailto:mszot@pkfod.com) | 914-341-7096

Marc Callinan, CPA  
Director

[mcallinan@pkfod.com](mailto:mcallinan@pkfod.com) | 914-381-8900

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**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit  
of the County of Orange, New York)

Report to Those Charged with Governance

December 31, 2023

March xx, 2024

Prepared by

Melissa Szot, CPA, CGMA

Partner

[mszot@pkfod.com](mailto:mszot@pkfod.com)

**KNOW  
GREATER  
VALUE**

March xx, 2024

Members of the Board of Directors  
Orange County Industrial Development Agency  
4 Crotty Lane, Suite #100  
New Windsor, New York 12553

We have audited the financial statements of the Orange County Industrial Development Agency (a discretely presented component unit of the County of Orange, New York) ("Agency") as of and for the year ended December 31, 2023 and have issued our report thereon dated March xx, 2024.

Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards *Government Auditing Standards*, as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our engagement letter to you dated December 27, 2022. Professional standards also require that we communicate to you the following information related to our audit.

We are pleased to be of service to you and the Agency and appreciate the opportunity to present our audit findings to you. We are also pleased to discuss other matters which may be of interest to you and to answer any questions you may have.

This information is intended solely for the information and use of Those Charged with Governance and management of the Agency and is not intended to be and should not be used by anyone other than these specified parties.

Very truly yours,

**PKF O'Connor Davies, LLP**

## Contents

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## Appendices

- 1 – Corrected Misstatements
- 2 – Management Representation Letter
- 3 – About PKF O'Connor Davies, LLP

## Status of the Audit

### Audit of Financial Statements

- Audit fieldwork is complete.
- The financial statements have been drafted and reviewed by management.
- We have issued an unmodified report on the financial statements.
- PARIS report is required to be filed by March 31, 2024.

DRAFT

## Required Communications and Other Matters

Required Item	Comments
<b>Auditor's responsibility under professional standards and planned scope and timing of the audit</b>	<p>We have communicated such information in our engagement letter to you dated December 27, 2022. Generally, these responsibilities include:</p> <ul style="list-style-type: none"> <li>• Forming and expressing an opinion on the financial statements.</li> <li>• Obtaining <i>reasonable assurance</i> that the financial statements are <i>free of material misstatements</i>, whether caused by error or fraud.</li> <li>• Accumulating and communicating uncorrected misstatements to Those Charged with Governance ("TCWG").</li> <li>• Maintaining professional skepticism.</li> <li>• Communicating audit related matters that are, in our professional judgment, significant to TCWG.</li> </ul>
<b>Supplementary information accompanying the financial statements</b>	<p>Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Agency's basic financial statements. The supplementary information is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America.</p>
<b>Other supplementary information accompanying the financial statements</b>	<p>Our responsibility for the other supplementary information accompanying the financial statements is to read the other supplementary information and consider whether a material inconsistency exists between the other supplementary information and the financial statements, or the other supplementary information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other supplementary information exists, we are required to describe it in our report.</p>

Required Item	Comments
<b>Required supplementary information accompanying the financial statements</b>	We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.
<b>Other information in documents containing audited financial statements</b>	Our responsibility as auditors for other information in documents containing the audited financial statements does not extend beyond the financial information identified in the auditors' report, and we are not required to perform any procedures to determine that such other information is properly stated.
<b>Our responsibilities under the Yellow Book</b>	In connection with our audit we performed tests of the Agency's compliance with certain provisions of laws, regulations, contracts, and grants. However, the objective of our tests was not to provide an opinion on compliance with such provisions.
<b>Responsibilities of management and TCWG</b>	<p>Management's responsibilities include:</p> <ul style="list-style-type: none"> <li>• The fair presentation of the financial statements, including the selection of appropriate accounting policies.</li> <li>• Establishing and maintaining effective internal control.</li> <li>• Complying with laws, regulations, grants and contracts.</li> <li>• Providing the auditors with all financial records and related information and a signed representation letter.</li> <li>• Evaluate if there are any conditions or events, considered in the aggregate that raise substantial doubt about the Agency's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.</li> <li>• Setting the proper tone at the top.</li> <li>• Designing and implementing policies and controls to prevent and detect fraud.</li> </ul> <p>TCWG are responsible for communicating with the auditors and overseeing the financial reporting process.</p>



Required Item	Comments
<b>Qualitative aspects of accounting practices - Accounting Policies</b>	<p>Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies are described in Note 1 to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during the year, except for the adoption of the provisions of Governmental Accounting Standards Board Statement No. 96, "Subscription-Based Information Technology Arrangements". The Agency evaluated the impact of the statement and determined the amounts were not material to the financial statements.</p> <p>The accounting policies of the Agency conform to U.S. generally accepted accounting principles as applicable to state and local governments. The Agency's reports are based on all applicable GASB pronouncements.</p> <p>We noted no transactions entered into by the Agency during the year for which there is a lack of authoritative guidance or consensus.</p> <p>All significant transactions have been recognized in the financial statements in the proper period.</p>
<b>Qualitative aspects of accounting practices – Significant Unusual Transactions</b>	<p>No matters have come to our attention that would require us to inform you about the methods used to account for significant unusual transactions.</p>
<b>Qualitative aspects of accounting practices - Accounting Estimates and Management's Judgment</b>	<p>Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events.</p> <p>Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimates affecting the Agency's financial statements were:</p> <ul style="list-style-type: none"> <li>• Asset lives for depreciable capital assets</li> <li>• Estimates of certain receivable balances and allowances for uncollectible amounts</li> <li>• Estimates for certain operating and long-term liabilities</li> </ul>

Required Item	Comments
<b>Qualitative aspects of accounting practices - Financial Statement Disclosures</b>	<p>Certain financial statement disclosures involve significant judgment and are particularly sensitive because of their significance to financial statement users. The most sensitive disclosure affecting the financial statements are:</p> <ul style="list-style-type: none"> <li>• Fund balances</li> <li>• Deferred Compensation plan information</li> </ul> <p>The financial statement disclosures are neutral, consistent and clear.</p>
<b>Going concern</b>	<p>The auditor is required to communicate with TCWG events or conditions that, when considered in the aggregate; indicate a substantial doubt about the Agency's ability to continue as a going concern for a reasonable period of time.</p> <p>We concur with management's assessment that the Agency will continue as a going concern for one year from the balance sheet date.</p>
<b>Significant risks</b>	<p>In most audits, one or more of the following significant risks normally arise:</p> <ul style="list-style-type: none"> <li>• Management override of internal controls</li> <li>• Improper revenue recognition due to fraud</li> </ul> <p>The audit procedures applied as a result of the aforementioned significant risks were designed to and have reduced the risk of material misstatement to low.</p>
<b>Difficulties encountered in performing the audit</b>	<p>We encountered no significant difficulties in dealing with management in performing and completing our audit.</p>
<b>Corrected and uncorrected misstatements</b>	<p>Professional standards require us to accumulate all known and likely misstatements identified during the audit (including passed adjustments and omitted financial statement disclosures), other than those that are clearly trivial, and communicate them to the appropriate level of management. Management has corrected all such misstatements.</p> <p>In addition, corrected misstatements that were brought to the attention of management as a result of our audit procedures are also included in Appendix 1.</p>



Required Item	Comments
<b>Disagreements with management</b>	For purposes of this communication, a disagreement with management is a matter, whether or not resolved to our satisfaction, concerning financial accounting, reporting, or auditing, which could be significant to the financial statements or the auditors' report. We are pleased to report that no such disagreements arose during the course of the audit.
<b>Management representations</b>	We have requested certain representations from management that are included in the management representation letter (see Appendix 2).
<b>Management's consultations with other accountants</b>	In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Agency's financial statements or a determination of the type of auditors' opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.
<b>Auditor independence</b>	We affirm that PKF O'Connor Davies, LLP is independent with respect to the Agency in accordance with relevant professional standards.
<b>Significant issues discussed with management prior to retention</b>	We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Agency's auditor. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

## Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered Orange County Industrial Development Agency (a discretely presented component unit of the County of Orange, New York) ("Agency") internal control over financial reporting ("internal control") as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Agency's internal control. Accordingly, we express no such opinion.

Professional standards require that we communicate to you, in writing, all significant deficiencies and/or material weaknesses in internal control that we identify in performing our audit. For this purpose, deficiencies in internal control are categorized as follows:

- A **deficiency in internal control** exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis.
- A **material weakness** is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Agency's financial statements will not be prevented, or detected and corrected, on a timely basis.
- A **significant deficiency** is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph and was not designed to identify all deficiencies in internal control that might be deficiencies, significant deficiencies, or material weaknesses and, therefore, there can be no assurance that all such deficiencies have been identified.

We did not identify any deficiencies in internal control that we consider to be material weaknesses, as defined above.

However, we share for your consideration on the following pages other observations about the internal control and operations.

This communication is intended solely for the information and use of management and others charged with governance and is not intended to be and should not be used by anyone other than these specified parties. We will be pleased to discuss these communications and comments in further detail at your convenience, or to assist you in implementing the recommendations.

Harrison, New York  
March xx, 2024

## **Orange County Industrial Development Agency**

### **Other Matters**

- **Develop Formal Capitalization Policy on Capital Assets**

Although the Agency does include a capitalization threshold in its "Disposition of Property Policy Guidelines" of \$5,000, best practice requires a capitalization policy to include the following items:

- Definition of capital asset
- Capital assets are recorded at historical cost as of the date acquired
- Retainage of documentation supporting acquisition cost

### ***Recommendation***

We recommend that the Agency document its procedures surrounding this area to ensure there are formal policies in place regarding the capitalization of capital assets. A well-structured policy can be very helpful in ensuring that proper procedures and related internal controls are in place and consistently followed.

## On the Horizon

### **GASB Statement No. 101 – *Compensated Absences***

Under this Statement, the liabilities for compensated absences is required to be recognized for (1) leave that has not been used and (2) leave that has been used but not yet paid in cash or settled through noncash means. A liability should be recognized for leave that has not been used if (a) the leave is attributable to services already rendered, (b) the leave accumulates, and (c) the leave is more likely than not to be used for time off or otherwise paid in cash or settled through noncash means.

The Statement establishes guidance for measuring the liability for leave that has not been used, generally using an employee's pay rate as of the date of the financial statements. Measurement for the liability for leave that has been used but not yet paid or settled should be measured at the amount of the cash payment or noncash settlement to be made.

The Statement does allow recognition of certain types of compensated absences until the leave commences, including parental, military and jury duty leave.

Further, the Statement amends the existing requirement to disclose the gross increases and decreases in a liability for compensated absences to allow governments to disclose only the net change in the liability, as long as it is identified as a net change. In addition, governments are no longer required to disclose which governmental funds typically have been used to liquidate the liability for compensated absences.

Governments should review this standard early to anticipate what changes might need to be made to policies, accounting procedures, laws and regulations. The provisions of this Statement are **effective for fiscal years beginning after December 15, 2023 (i.e., the Agency's financial statements for the year ended December 31, 2024).**

## Appendix 1

### Corrected Misstatements

Account	Description	Debit	Credit
To post the impact of Governmental Accounting Standards Board Statement No. 87, "Leases" based on the analysis of new leases entered into by the Agency.			
10500	Right-to-Use Asset Building	\$ 142,098	\$
69201	Lease Interest	4,164	
69500	Amortization Expense	31,577	
17500	Accumulated Amort		31,577
20200	Interest Payable		466
20220	Lease Liability - ST		46,353
20221	Lease Liability - LT		65,514
62002	Building Expenses: Building Rent		33,929
Total		<u>\$ 177,839</u>	<u>\$ 177,839</u>

## Appendix 2

### Management Representation Letter

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March xx, 2024

PKF O'Connor Davies, LLP  
500 Mamaroneck Avenue, Suite 301  
Harrison, New York 10528

This representation letter is provided in connection with your audit of the financial statements of the Orange County Industrial Development Agency (a discretely presented component unit of the County of Orange, New York) ("Agency") which comprise the statement of net position as of December 31, 2023, and the related statement of revenues, expenses and changes in net position and cash flows for the years then ended, and the related notes to the financial statements, for the purpose of expressing an opinion as to whether the financial statements are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

Certain representations in this letter are described as being limited to matters that are material. Items are considered material, regardless of size, if they involve an omission or misstatement of accounting information that, in light of surrounding circumstances, makes it probable that the judgment of a reasonable person relying on the information would be changed or influenced by the omission or misstatement. An omission or misstatement that is monetarily small in amount could be considered material as a result of qualitative factors.

We confirm, to the best of our knowledge and belief, having made such inquiries as we considered necessary for the purpose of appropriately informing ourselves as of the date of this letter, the following representations made to you during your audit:

#### **Our Responsibilities**

- 1) We acknowledge that we have fulfilled our responsibilities as set forth in the terms of the engagement letter dated December 27, 2022 for:
  - a) The preparation and fair presentation of the financial statements in accordance with US GAAP and include all properly classified funds and other financial information of the primary government and all component units required by generally accepted accounting principles to be included in the financial reporting entity.
  - b) The design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; and
  - c) The design, implementation, and maintenance of internal control to prevent and detect fraud.
- 2) We understand that the term "fraud" refers to intentional acts by one or more individuals among management, those charged with governance, employees, or third parties, involving the use of deception that results in a misstatement in financial statements. Two types of intentional misstatements are relevant to your audit – misstatements resulting from fraudulent financial reporting and misstatements resulting from misappropriation of assets. Fraudulent financial reporting involves intentional misstatements, including omissions of amounts or disclosures in financial statements to deceive financial statement users. Misappropriation of assets involves the theft of an entity's assets.
- 3) In regard to the financial statement preparation non-attest services performed by you, we have:

- a) Assumed all management responsibilities.
  - b) Designated individuals within senior management, who have suitable skill, knowledge, or experience to oversee the services.
  - c) Evaluated the adequacy and results of the services performed.
  - d) Accepted responsibility for the result of the services.
- 4) We acknowledge our responsibility for presenting the financial statements and supplemental schedules in accordance with US GAAP, and we believe the financial statements and supplemental schedules, including its form and content, is fairly presented in accordance with US GAAP. The methods of measurement and presentation of the financial statements and supplemental schedules have not changed from those used in the prior period, and we have disclosed to you any significant assumptions or interpretations underlying the measurement and presentation of the supplementary information.

### **Financial Statements**

- 5) The financial statements referred to above are fairly presented in conformity with US GAAP and include all disclosures necessary for such fair presentation. In that connection, we specifically confirm that:
- a) The Agency's accounting policies, and the practices and methods followed in applying them, are appropriate and are as disclosed in the financial statements.
  - b) There have been no changes during the period audited in the Agency's accounting policies and practices.
  - c) All material transactions have been recorded in the accounting records and are reflected in the financial statements.
- 6) Significant assumptions we used in making accounting estimates, including those measured at fair value, are reasonable.
- 7) The following, where they exist, have been appropriately disclosed to you and accounted for and/or disclosed in the financial statements in accordance with the requirements of US GAAP:
- a) The identity of all related parties and related party relationships and transactions including revenues, expenditures/expenses, loans, transfers, leasing arrangements, and guarantees, and amounts receivable from or payable to related parties.
  - b) Guarantees, whether written or oral, under which the Agency is contingently liable, if any.
  - c) The effects of all known actual, possible, pending or threatened litigation, claims and assessments.
- 8) We have evaluated events subsequent to the date of the financial statements through the date of this letter, and no such events have occurred which would require adjustment or disclosure in the financial statements. No events, including instances of noncompliance, have occurred subsequent to the balance sheet date and through the date of this letter that would require adjustment to or disclosure in the aforementioned financial statements.
- 9) We are in agreement with the adjusting journal entries you have proposed and they have been posted to the Agency's accounts.

### **Information Provided**

- 10) We have provided you with:



- a) Access to all information, of which we are aware, that is relevant to the preparation and fair presentation of the financial statements, such as records (including information obtained from outside of the general and subsidiary ledgers), documentation, and other matters.
  - b) Communications from regulatory agencies concerning noncompliance with, or deficiencies in, financial reporting practices, if applicable.
  - c) Additional information that you have requested from us for the purpose of the audit.
  - d) Unrestricted access to persons within the Agency from whom you determined it necessary to obtain audit evidence.
  - e) Completeness and availability of all minutes of the meetings of the Agency or summaries of actions of recent meetings for which minutes have not yet been prepared.
  - f) All significant contracts and agreements.
  - g) All documents and records provided electronically are accurate and complete reproductions of the original documents and records.
- 11) We have disclosed to you the results of our assessment of the risk that the financial statements may be materially misstated as a result of fraud. Based on our assessment, we did not identify any fraud risks that we believe would result in a material misstatement of the financial statements.
- 12) There are no deficiencies in the design or operation of internal control over financial reporting that are reasonably likely to adversely affect the Agency's ability to initiate, authorize, record, process, and report financial data reliably in accordance with US GAAP.
- 13) We have no knowledge of any fraud or suspected fraud that affects the Agency and involves:
- a) Management,
  - b) Employees who have significant roles in internal control, or
  - c) Others where the fraud could have a material effect on the financial statements.
- 14) We have no knowledge of any allegations of fraud or suspected fraud affecting the Agency's financial statements communicated by employees, former employees, regulators, or others.
- 15) We have no knowledge of instances of noncompliance or suspected noncompliance with provisions of laws, regulations, contracts, or grant agreements, or waste or abuse, whose effects should be considered when preparing financial statements.

#### **Hosting Services**

- 16) We acknowledge that electronic portals used during the audit are only a method of transferring data and the data may be deleted by you at any time.
- 17) We are responsible for maintaining our financial and non-financial information, licensing and hosting of any applications, and downloading and retaining anything you uploaded to such portal in a timely manner.

#### **Government—specific**

- 18) We have identified to you any previous audits, attestation engagements, and other studies related to the objectives of the audit and whether related recommendations have been implemented.
- 19) We have identified to you any investigations or legal proceedings that have been initiated with respect to the period under audit.
- 20) The Agency has no plans or intentions that may materially affect the carrying value or classification of assets, deferred outflows of resources, liabilities, deferred inflows of resources and fund balance or net position.

- 21) We are responsible for compliance with the laws, regulations, and provisions of contracts and grant agreements applicable to us, including tax or debt limits and debt contracts, and legal and contractual provisions for reporting specific activities in separate funds.
- 22) We have identified and disclosed to you all instances of identified and suspected fraud and noncompliance with provisions of laws, regulations, contracts and grant agreements that we believe have a material effect on the financial statements.
- 23) There are no violations or possible violations of budget ordinances/resolutions, laws and regulations (including those pertaining to adopting, approving, and amending budgets), provisions of contracts and grant agreements, tax or debt limits, and any related debt covenants whose effects should be considered for disclosure in the financial statements, or as a basis for recording a loss contingency, or for reporting on noncompliance.
- 24) As part of your audit, you assisted with preparation of the financial statements and. We acknowledge our responsibility as it relates to those nonaudit services, including that we assume all management responsibilities; oversee the services by designating an individual, preferably with senior management, who possesses suitable skill, knowledge, or experience; evaluate the adequacy and results of the services performed; and accept responsibility for the results of the services We have reviewed, approved, and accepted responsibility for those financial statements and disclosures. We also understand that as part of your audit, you prepared various adjusting journal entries and acknowledge that we have reviewed and approved those entries and accepted responsibility for them.
- 25) The Agency has satisfactory title to all owned assets, and there are no liens or encumbrances on such assets nor has any asset been pledged as collateral.
- 26) The Agency has complied with all aspects of contractual agreements that would have a material effect on the financial statements in the event of noncompliance.
- 27) We have followed all applicable laws and regulations in adopting, approving, and amending budgets.
- 28) The financial statements include all component units, appropriately present majority equity interests in legally separate organizations and joint ventures with an equity interest, and properly disclose all other joint ventures and other related organizations.
- 29) The financial statements include all fiduciary activities required by GASB Statement No. 84.
- 30) The financial statements properly classify all funds and activities in accordance with GASB Statement No. 34, as amended.
- 31) All funds that meet the quantitative criteria in GASB Statement Nos. 34 and 37 for presentation as major are identified and presented as such and all other funds that are presented as major are particularly important to financial statement users.
- 32) Components of net position (net investment in capital assets; restricted; and unrestricted) are properly classified and, if applicable, approved.
- 33) Investments are properly valued.

- 34) Receivables recorded in the financial statements represent valid claims against debtors for transactions arising on or before the balance sheet date and have been reduced to their estimated net realizable value.
- 35) Provisions for uncollectible receivables have been properly identified and recorded.
- 36) Expenses have been appropriately classified in or allocated to functions and programs in the statement of activities, and allocations have been made on a reasonable basis.
- 37) Revenues are appropriately classified in the statement of revenues, expenses and changes in net position within operating revenues and non-operating revenues.
- 38) Interfund, internal, and intra-entity activity and balances have been appropriately classified and reported.
- 39) Deposits and investment securities are properly classified as to risk and properly disclosed.
- 40) Capital assets, including infrastructure and intangible assets, are properly capitalized, reported, and, if applicable, depreciated or amortized.
- 41) Capital assets, including intangible assets, have been evaluated for impairment as a result of significant and unexpected decline in service utility. Impairment loss and insurance recoveries have been properly recorded.
- 42) We have appropriately disclosed the Agency's policy regarding whether to first apply restricted or unrestricted resources when an expense is incurred for purposes for which both restricted and unrestricted net position is available and have determined that net position is properly recognized under the policy.
- 43) We are following GASB Statement No. 54, paragraph 18, to determine the fund balance classifications for financial reporting purposes.
- 44) We acknowledge our responsibility for the required supplementary information (RSI). The RSI is measured and presented within prescribed guidelines and the methods of measurement and presentation have not changed from those used in the prior period. We have disclosed to you any significant assumptions and interpretations underlying the measurement and presentation of the RSI.
- 45) The Agency has agreements that meet the definition of leases contained in GASB Statement No. 96, "*Subscription-Based Information Technology Arrangements*". However, the total value of the subscription arrangements for the year ended December 31, 2023 was deemed immaterial, therefore, the related amounts and disclosures have been excluded from these financial statements.
- 46) Expenditures of federal awards were below the \$750,000 threshold for the year ended December 31, 2023, and we were not required to have an audit in accordance with Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards* ("Uniform Guidance").

Signature: \_\_\_\_\_  
Bill Fioravanti

Title: Chief Executive Officer

## Appendix 3

### About PKF O'Connor Davies, LLP

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Founded in 1891, PKF O'Connor Davies has evolved from a regional accounting firm to an emerging national leader with more than 1,500 professionals and 18 offices in the U.S. Our team of top-notch professionals deliver a complete range of audit, tax and advisory services to a diverse and growing global client base. By bringing together a boutique firm culture with big-firm resources, we have a unique ability to connect with clients on a deeper level and create value where others can't.

### REGIONAL CONNECTIONS BACKED BY GLOBAL EXPERTISE

We are the lead North American firm in the PKF International network of independent accounting and advisory firms with offices in over 400 cities, in 150 countries around the world. It's a relationship that delivers unmatched access to global expertise and strengthens our ability to serve clients anywhere in the world as their needs and their businesses continue to evolve.

### PROACTIVE SERVICE MODEL, ENGAGED PARTNER BASE

With a proven, proactive service model and an engaged Partner base, PKF O'Connor Davies has built long-lasting, valuable relationships with our clients.

Our Partners are actively involved in the day-to-day management of engagements, ensuring a high degree of client service and cost effectiveness. The Firm's seasoned professional staff members employ a team approach to all engagements, providing clients with the utmost quality and timely services aimed at helping them succeed.

### KNOW GREATER VALUE

Our unwavering focus on value has consistently driven growth and delivered strong outcomes for our clients and our Firm. PKF O'Connor Davies currently ranks 25th on *Accounting Today's* 2023 "Top 100 Firms" list and continually gains acclaim as one of the country's fastest-growing firms. With more professionals, in more places every day, our teams are on the ground, at the ready and in the know. As the world changes, PKF O'Connor Davies clients will always Know Greater Value.

### INDUSTRY RECOGNITION

Ranked 25 of "2023's Top 100 Firms"  
*Accounting Today*, 2023

"America's Best Tax and Accounting Firms"  
*Forbes*, 2023

"Top Tax Firm"  
*Accounting Today*, 2023

Ranked 5 of the "Top Firms in the Mid-Atlantic"  
*Accounting Today*, 2023

"Best Places to Work in Westchester"  
*914INC.*, 2023

Ranked 10 of the 50 "Best Accounting Employers to Work for in North America"  
*Vault*, 2024

Ranked #1 in Three Diversity Categories  
*Vault*, 2024

"Accounting/Due Diligence Firm of the Year"  
*The M&A Advisor*, 2023

"Best Accountancy Advisor"  
*Family Wealth Report Awards*, 2022

"Best Family Office Management Consultancy"  
*Family Wealth Report Awards*, 2022

"Best Accounting Firm in Westchester"  
*914INC.*, 2022

"Best Places to Work in New Jersey"  
*NJBIZ*, 2023

# KNOW GREATER VALUE

At PKF O'Connor Davies we maintain a relentless commitment to understanding each client's operations and financial history so we can uncover every challenge, help meet every objective and exceed expectations. Through our unwavering client focus we create deeper connections, delivering tailored support and expertise that drive real-world value.



## ACCOUNTING AND ASSURANCE SERVICES

- Accounting Outsourcing
- Agreed-Upon Procedures (AUPs)
- Audits, Reviews and Compilations
- Elite Accounting Services
- Employee Benefit Plans
- Endowment Fund Accounting
- International Financial Reporting Standards (IFRS)
- IT Audit and Cybersecurity Reviews
- Peer Review
- Public Company Accounting Oversight Board (PCAOB)
- Public Sector Audits and Compliance



## ADMINISTRATION SERVICES

- Fund Administration Services
- Outsourced CFO Services
- Outsourced Portfolio Company Accounting



## ADVISORY SERVICES

- Bankruptcy and Restructuring
- Cybersecurity and Privacy Advisory Services
- Dark Web Monitoring Services
- Digital Forensic Services
- ESG, Sustainability and Impact Optimization
- Family Advisory Services
- Forensic, Litigation and Valuation Services
- Management Consulting Services
- Matrimonial Services
- Operational and Cost Effectiveness
- PPP Loan Forgiveness Services
- Private Client/Business Owner Services
- Recruiting and Human Resources Consulting
- Risk Advisory Services
- Strategy and Transformation
- System Organization Control (SOC) Reports
- Transaction and Financial Advisory Services
- Virtual Chief Information Security Officer Services (vCISO)
- Wealth Services
- Services Offered by PKF Clear Thinking – Turnaround Advisory, Performance Improvement and Creditors' Rights



## FAMILY OFFICE SERVICES

- Accounting and Reporting
- Advisory
- Charitable Giving
- Family Advisory Services
- Investment Monitoring and Oversight
- Lifestyle Support
- Personal Financial Management
- Tax Planning
- Wealth Planning



## INTERNATIONAL SERVICES

- China Desk
- General Data Protection Regulation (GDPR)
- German Desk
- Latin America Desk
- Transfer Pricing



## INVESTMENT BANKING SERVICES

- Acquisition Advisory
- Exit Readiness and Transaction Planning
- Sell-Side Advisory



## TAX COMPLIANCE AND PLANNING SERVICES

- Employee Benefit Planning and Tax Compliance
- International Tax Services
- IRS Representation and Tax Controversies
- Personal Financial Planning
- Private Client/Business Owner Services
- Private Foundation Services
- State and Local Tax (SALT)
- Tax Compliance and Reporting
- Tax Research and Strategic Planning
- Tax-Exempt Organizations
- Trust and Estate Planning

"PKF O'Connor Davies" is the brand name under which PKF O'Connor Davies LLP and PKF O'Connor Davies Advisory LLC, independently owned entities, provide professional services in an alternative practice structure in accordance with applicable professional standards. PKF O'Connor Davies LLP is a licensed CPA firm that provides attest services and PKF O'Connor Davies Advisory LLC and its subsidiary entities provide tax and advisory services. PKF O'Connor Davies is a member of the PKF International United network of legally independent firms and does not accept any responsibility or liability for the actions or inactions on the part of any other individual member firm or firms.



pkfod.com

# **Orange County Industrial Development Agency**

(A Discretely Presented Component Unit of the  
County of Orange, New York)

Financial Statements  
and Supplementary Information

Year Ended December 31, 2023

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**Orange County Industrial Development Agency**

(A Discretely Presented Component Unit of the County of Orange, New York)

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## **Independent Auditors' Report**

**The Board of Directors of the  
Orange County Industrial Development Agency**

### **Report on the Audit of the Financial Statements**

#### ***Opinions***

We have audited the financial statements of the governmental activities and the discretely presented component units of the Orange County Industrial Development Agency (a discretely presented component unit of the County of Orange, New York) ("Agency"), as of and for the year ended December 31, 2023 and the related notes to the financial statements, which collectively comprise the Agency's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities and the discretely presented component unit of the Agency, as of December 31, 2023 and the respective changes in financial position for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### ***Basis for Opinions***

We conducted our audit in accordance with auditing standards generally accepted in the United States of America ("GAAS") and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Agency, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

#### ***Responsibilities of Management for the Financial Statements***

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Agency's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

PKF O'CONNOR DAVIES, LLP  
500 Mamaroneck Avenue, Harrison, NY 10528 | Tel: 914.381.8900 | Fax: 914.381.8910 | [www.pkfod.com](http://www.pkfod.com)

PKF O'Connor Davies, LLP is a member firm of the PKF International Limited network of legally independent firms and does not accept any responsibility or liability for the actions or inactions on the part of any other individual member firm or firms.

## ***Auditors' Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS and *Government Auditing Standards* we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Agency's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Agency's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

### ***Required Supplementary Information***

Accounting principles generally accepted in the United States of America require that Management's Discussion and Analysis included under Required Supplementary Information in the accompanying table of contents be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

### ***Other Supplementary Information***

Management is responsible for the other supplementary information included in the annual financial report. The other supplementary information consists of Statement of Indebtedness - Bonds and Notes and Statement of Indebtedness - Straight Lease Transactions but does not include the financial statements and our auditors' report thereon. Our opinion on the financial statements does not cover the other supplementary information, and we do not express an opinion or any form of assurance thereon.

In connection with our audit of the financial statements, our responsibility is to read the other supplementary information and consider whether a material inconsistency exists between the other supplementary information and the financial statements, or the other supplementary information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other supplementary information exists, we are required to describe it in our report.

### ***Other Reporting Required by Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated March XX, 2024 on our consideration of the Agency's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Agency's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency's internal control over financial reporting and compliance.

**PKF O'Connor Davies, LLP**  
Harrison, New York  
March XX, 2024

**Orange County Industrial Development Agency**  
**(A Discretely Presented Component Unit of the County of Orange, New York)**

Management's Discussion and Analysis (Unaudited)  
For the year ended December 31, 2023

The following Management's Discussion and Analysis ("MD&A") of the Orange County Industrial Development Agency ("Agency") provides as an introduction and overview of the financial statements of the Agency for the year ended December 31, 2023. Management's Discussion and Analysis is Required Supplementary Information specified in the Government Accounting Standards Board ("GASB") Statement No. 34. Following this MD&A are the annual financial statements of the Agency together with the notes to financial statements which are important to understanding the data presented in the financial statements. This MD&A highlights certain supplementary information to assist with the understanding of the Agency's financial operations.

**Financial Highlights for the Year 2023**

- The Agency's net position increased by \$41,396 from \$11,318,347 to \$11,359,743.
- Operating revenues decreased by \$45,009 from \$645,049 to 600,040.
- Operating expenses decreased by \$206,327 from \$1,129,524 to \$923,197.

**Summary of Operations**

	Years Ended December 31,		
	2023	2022	Change
<b>REVENUES</b>			
Fees, net of refunds	\$ 564,581	\$ 535,010	\$ 29,571
Rental income	23,355	59,075	(35,720)
Other income	12,104	50,964	(38,860)
Interest income	364,553	46,851	317,702
Total Revenues	964,593	691,900	272,693
<b>EXPENSES</b>			
Administrative	732,094	1,035,968	(303,874)
Projects and special initiatives	148,699	30,285	118,414
Depreciation/amortization	42,404	63,271	(20,867)
Loss on disposal of assets	-	422,685	(422,685)
Total Expenses	923,197	1,552,209	(629,012)
Change in Net Position	41,396	(860,309)	901,705
<b>NET POSITION</b>			
Beginning of year	11,318,347	12,178,656	(860,309)
End of year	\$ 11,359,743	\$ 11,318,347	\$ 41,396

## **Financial Position Summary**

Net position serves as an indicator of the Agency's resources to conduct operations. The Agency's net position was \$11,359,743 and \$11,318,347 on December 31, 2023 and 2022, respectively.

For details of the Agency's finances, see the accompanying financial statements and notes thereof.

## **Overview of the Financial Statements**

This annual report consists of the following three parts: Management's Discussion and Analysis, Basic Financial Statements, and Other Supplementary Information. The Financial Statements include notes, which explain in detail some of the information included in the basic financial statements.

## **Required Financial Statements**

The Financial Statements of the Agency report information utilizing the full accrual basis of accounting. The Financial Statements conform to accounting principles generally accepted in the United States of America. The Statement of Net Position include information on the Agency's assets and liabilities and provide information about the nature and amounts of investments in resources (assets) and the obligations to the Agency's creditors (liabilities). The Statement of Revenues, Expenses and Changes in Net Position identify the Agency's revenues and expenses for the years ended December 31, 2023. This statement provides information on the Agency's operations over the past year and can be used to determine whether the Agency has operated in a surplus or deficiency.

## **Financial Analysis of the Agency**

The Statement of Net Position and the Statement of Revenues, Expenses and Changes in Net Position provide an indication of the Agency's financial condition and also indicate that the financial condition of the Agency has improved or deteriorated during the last year. The Agency's net position reflects the difference between assets and liabilities. An increase in net position over time typically indicates an improvement in financial condition.

## **Request for Information**

This financial report is designed to provide a general overview of the Agency's finances for all those with an interest in the Agency finances. Questions and comments concerning any information provided in this report or requests for additional information should be addressed to the Chief Executive Officer, Orange County Industrial Development Agency, 4 Crotty Lane, Suite 100, New Windsor, New York 12553.

**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of the County of Orange, New York)

Statement of Net Position  
December 31, 2023

	Primary Government OCIDA	Component Unit OCFC	Total
<b>ASSETS</b>			
Cash and equivalents	\$ 3,620,611	\$ 1,368,901	\$ 4,989,512
Investments	5,899,136	547,208	6,446,344
Receivables			
Accounts	8,865	-	8,865
Due from other governments	300	-	300
Prepaid expenses	3,701	4,626	8,327
Capital assets being depreciated/amortized, net	162,584	-	162,584
<b>Total Assets</b>	<b>9,695,197</b>	<b>1,920,735</b>	<b>11,615,932</b>
<b>LIABILITIES</b>			
Accounts payable and accrued expenses	129,225	14,236	143,461
Deposits payable	861	-	861
Non-current liabilities			
Due within one year	46,353	-	46,353
Due in more than one year	65,514	-	65,514
<b>Total Liabilities</b>	<b>241,953</b>	<b>14,236</b>	<b>256,189</b>
<b>NET POSITION</b>			
Investment in capital assets	50,717	-	50,717
Unrestricted			
Designated	300,000	-	300,000
Undesignated	9,102,527	1,906,499	11,009,026
<b>Total Net Position</b>	<b>\$ 9,453,244</b>	<b>\$ 1,906,499</b>	<b>\$ 11,359,743</b>

See notes to financial statements

**Orange County Industrial Development Agency**

(A Discretely Presented Component Unit of the County of Orange, New York)

Statement of Revenues, Expenses and Changes in Net Position  
Year Ended December 31, 2023

	Primary Government OCIDA	Component Unit OCFC	Total
<b>OPERATING REVENUES</b>			
Charges for services			
Closing fees	\$ 542,081	\$ -	\$ 542,081
Rental income	23,355	-	23,355
Application fees	20,000	2,500	22,500
Other income	12,104	-	12,104
<b>Total Operating Revenues</b>	<b>597,540</b>	<b>2,500</b>	<b>600,040</b>
<b>OPERATING EXPENSES</b>			
Projects and special initiatives	147,500	1,199	148,699
Payroll	261,467	-	261,467
Payroll taxes	120,712	-	120,712
Rent	49,572	-	49,572
Professional fees	126,086	14,536	140,622
Advertising	67,841	-	67,841
Repairs and maintenance	10,870	-	10,870
Telephone	41,273	-	41,273
Utilities	15,108	-	15,108
Office and miscellaneous	11,135	-	11,135
Travel and entertainment	17,885	-	17,885
Loan administration fees	-	1,458	1,458
Bad debt	(28,271)	(6,027)	(34,298)
Insurance	18,957	5,328	24,285
Interest	4,164	-	4,164
Depreciation/amortization	42,404	-	42,404
<b>Total Operating Expenses</b>	<b>906,703</b>	<b>16,494</b>	<b>923,197</b>
<b>Loss from Operations</b>	<b>(309,163)</b>	<b>(13,994)</b>	<b>(323,157)</b>
<b>NON-OPERATING REVENUES</b>			
Interest Income	279,471	85,082	364,553
<b>Change in Net Position</b>	<b>(29,692)</b>	<b>71,088</b>	<b>41,396</b>
<b>NET POSITION</b>			
Beginning of year	9,482,936	1,835,411	11,318,347
End of year	\$ 9,453,244	\$ 1,906,499	\$ 11,359,743

See notes to financial statements

**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of the County of Orange, New York)

Statement of Cash Flows  
Year Ended December 31, 2023

	Primary Government OCIDA	Component Unit OCFC	Total
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash received from closing and other fees	\$ 636,848	\$ 25,972	\$ 662,820
Cash paid for goods and services	(302,376)	(15,690)	(318,066)
Cash paid for salaries and benefits	(382,179)	-	(382,179)
Net Cash from Operating Activities	(47,707)	10,282	(37,425)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchase of investments	(440,487)	(547,208)	(987,695)
Purchase of capital assets	(142,098)	-	(142,098)
Interest income	279,471	85,082	364,553
Net Cash from Investing Activities	(303,114)	(462,126)	(765,240)
Net Change in Cash and Cash Equivalents	(350,821)	(451,844)	(802,665)
<b>CASH AND EQUIVALENTS</b>			
Beginning of year	3,971,432	1,820,745	5,792,177
End of year	\$ 3,620,611	\$ 1,368,901	\$ 4,989,512
<b>RECONCILIATION OF LOSS FROM OPERATIONS TO NET CASH FROM OPERATING ACTIVITIES</b>			
Loss from operations	\$ (309,163)	\$ (13,994)	\$ (323,157)
Adjustments to reconcile loss from operations to net cash from operating activities			
Depreciation/amortization	42,404	-	42,404
Changes in operating assets and liabilities			
Accounts receivable	13,950	-	13,950
Due from other governments	66,632	-	66,632
Due from primary government	-	1,799	1,799
Loan receivable	-	15,646	15,646
Prepaid expenses	11,445	422	11,867
Accounts payable and accrued expenses	19,870	6,409	26,279
Leases payable	111,867	-	111,867
Deposits payable	(2,913)	-	(2,913)
Due to component unit	(1,799)	-	(1,799)
Net Cash from Operating Activities	\$ (47,707)	\$ 10,282	\$ (37,425)

See notes to financial statements



## **Orange County Industrial Development Agency**

(A Discretely Presented Component Unit of the County of Orange, New York)

### **Notes to Financial Statements**

**December 31, 2023**

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#### **Note 1 - Organization**

The Orange County Industrial Development Agency ("Agency") was created in 1972 under the Laws of New York State for the purpose of encouraging economic growth in Orange County, New York. The Agency is exempt from federal, state, and local income taxes. The Agency's present function is to promote economic development through a program of incentive-based allocations that assist in the construction, equipping and maintenance of specific types of projects and facilities to advance the health, prosperity, and economic welfare of the County's citizens by retaining and creating jobs and attracting new business.

#### **Note 2 - Summary of Significant Accounting Policies**

##### **A. Financial Reporting Entity**

The Agency has been identified as an organization related to the County of Orange, New York ("County"). In accordance with the criteria enumerated in Governmental Accounting Standards Board ("GASB") Statement No. 61, the Agency's financial statements have been discretely presented in the County's financial statements.

The financial reporting entity consists of a) the primary government, which is the Agency, and b) other organizations for which the nature and significance of their relationship with the Agency are such that exclusion would cause the reporting entity's financial statements to be misleading or incomplete as set forth by GASB.

During 2010, the Orange County legislature sponsored the formation of the Orange County Funding Corporation (the "Corporation"), a component unit of the Agency that would work with organizations and local municipalities for the financing of civic facilities. The Corporation is exempt from federal, state, and local income taxes. The Legislature appoints the membership of the Orange County Funding Corporation. The directors of the Orange County Funding Corporation are the same as the Orange County Industrial Development Agency.

##### **B. Basis of Accounting**

The financial statements of the Agency have been prepared in conformity with accounting principles generally accepted in the United States of America as applicable to governmental units. GASB is the accepted standard setting body for establishing governmental accounting and financial reporting principles. The Agency reports its operations on the accrual basis of accounting. Under the accrual basis of accounting, revenues are recorded when earned and expenses are recorded at the time liabilities are incurred.

The Agency distinguishes operating revenues and expenses from non-operating items. Operating revenues and expenses generally result from providing services in connection with the Agency's principal ongoing operation. The principle operating revenue of the Agency are closing fees for bond and note issues as well as straight lease transactions. Operating expenses include personnel services and benefits, professional fees and planning services. All revenues and expenses not meeting the definition are reported as non-operating revenues and expenses.

**Orange County Industrial Development Agency**

(A Discretely Presented Component Unit of the County of Orange, New York)

Notes to Financial Statements (Continued)

December 31, 2023

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**Note 2 - Summary of Significant Accounting Policies (Continued)**

**C. Assets, Liabilities and Net Position**

**Cash and Equivalents, Investments and Risk Disclosure**

**Cash and Equivalents** - Cash and equivalents consist of funds deposited in demand deposit accounts, time deposit accounts and short-term investments with original maturities of less than three months from the date of acquisition.

The Agency's deposits and investment policies are governed by State statutes. The Agency has adopted its own written investment policy which provides for the deposit of funds in FDIC insured commercial banks or trust companies located within the State. The Agency is authorized to use demand deposit accounts, time deposit accounts and certificates of deposit.

Collateral is required for demand deposit accounts, time deposit accounts and certificates of deposit at 100% of all deposits not covered by Federal deposit insurance. The Agency has entered into custodial agreements with the various banks which hold their deposits. These agreements authorize the obligations that may be pledged as collateral. Such obligations include, among other instruments, obligations of the United States and its agencies and obligations of the State and its municipal and school Agency subdivisions.

**Investments** - Permissible investments include obligations of the U.S. Treasury, U.S. Agencies, repurchase agreements and obligations of New York State or its political subdivisions.

The Agency follows the provisions of GASB Statement No. 72, "*Fair Value Measurement and Application*", which defines fair value and establishes a fair value hierarchy organized into three levels based upon the input assumptions used in pricing assets. Level 1 inputs have the highest reliability and are related to assets with unadjusted quoted prices in active markets. Level 2 inputs relate to assets with other than quoted prices in active markets which may include quoted prices for similar assets or liabilities or other inputs which can be corroborated by observable market data. Level 3 inputs are unobservable inputs and are used to the extent that observable inputs do not exist.

**Risk Disclosure**

**Interest Rate Risk** - Interest rate risk is the risk that the government will incur losses in fair value caused by changing interest rates. The Agency does not have a formal investment policy that limits investment maturities as a means of managing its exposure to fair value losses arising from changing interest rates. Generally, the Agency does not invest in any long-term investment obligations.

**Custodial Credit Risk** - Custodial credit risk is the risk that in the event of a bank failure, the Agency's deposits may not be returned to it. GASB Statement No. 40, "*Deposit and Investment Risk Disclosures – an amendment of GASB Statement No. 3*", directs that deposits be disclosed as exposed to custodial credit risk if they are not covered by depository insurance and the deposits are either uncollateralized,

**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of the County of Orange, New York)

Notes to Financial Statements (Continued)  
December 31, 2023

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**Note 2 - Summary of Significant Accounting Policies (Continued)**

collateralized by securities held by the pledging financial institution or collateralized by securities held by the pledging financial institution's trust department but not in the Agency's name. The Agency had a bank balance of \$150,000 that was not covered by depository insurance and was exposed to custodial credit risk at December 31, 2023.

**Credit Risk** - Credit risk is the risk that an issuer or other counterparty will not fulfill its specific obligation even without the entity's complete failure. The Agency does not have a formal credit risk policy other than restrictions to obligations allowable under General Municipal Law of the State of New York.

**Concentration of Credit Risk** - Concentration of credit risk is the risk attributed to the magnitude of a government's investments in a single issuer. The Agency's investment policy limits the amount on deposit at each of its banking institutions.

**Accounts Receivable**

Accounts Receivable are carried at original invoice amount less an estimate made for doubtful receivables based on a review of all outstanding amounts on a periodic basis. Management determines the allowance for doubtful accounts, if any, by identifying troubled accounts and by using historical experience applied to an aging of accounts. Management considers accounts receivable to be fully collectible; accordingly, there is no allowance for doubtful accounts.

**Prepaid Expenses**

Prepaid items represent payments made by the Agency for which benefits extend beyond year end. These items reflect costs applicable to future accounting periods and are recorded as prepaid at the time of purchase and as an expense in the year the goods or services are consumed.

**Capital Assets**

Capital assets are tangible and intangible assets, which include equipment, furniture, leasehold improvements and right-to-use assets, are recorded at cost, net of accumulated depreciation, except for contributed property and equipment, which is recorded at acquisition value at the date of donation. Acquisition value is the price that would be paid to acquire an asset with equivalent service potential on the date of donation. Major outlays for capital assets and improvements are capitalized as projects are constructed. The cost of normal maintenance and repairs that do not add to the value of the asset or materially extend assets lives is not capitalized.

The tangible and intangible property, plant and equipment and right-to-use assets of the Agency are depreciated/amortized using the straight line method over the following estimated useful lives.

**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of the County of Orange, New York)

Notes to Financial Statements (Continued)  
December 31, 2023

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**Note 2 - Summary of Significant Accounting Policies (Continued)**

<u>Class</u>	<u>Life in Years</u>
Equipment	5 years
Furniture	10 years
Leasehold Improvements	Life of Lease
Right-to-use leased buildings	Life of Lease

**Leases** - The Agency is a lessee for noncancellable lease of a building. The Agency recognizes a lease liability and an intangible right-to-use lease asset ("lease asset") in the Statement of Net Position. The Agency recognizes lease liabilities with an initial, individual value of \$10,000 or more.

At the commencement of a lease, the Agency initially measures the lease liability at the present value of payments expected to be made during the lease term. Subsequently, the lease liability is reduced by the principal portion of lease payments made. The lease asset is initially measured as the initial amount of the lease liability, adjusted for lease payments made at or before the lease commencement date, plus certain initial direct costs. Subsequently, the lease asset is amortized on a straight-line basis over its useful life. Key estimates and judgments related to leases include how the Agency determines (1) the discount rate it uses to discount the expected lease payments to present value, (2) lease term, and (3) lease payments.

The Agency uses the interest rate charged by the lessor as the discount rate. When the interest rate charged by the lessor is not provided, the Agency generally uses its estimated incremental borrowing rate as the discount rate for leases.

The lease term includes the noncancellable period of the lease. Lease payments included in the measurement of the lease liability are composed of fixed payments and purchase option price that the Agency is reasonably certain to exercise. The Agency monitors changes in circumstances that would require a remeasurement of its lease and will remeasure the lease asset and liability if certain changes occur that are expected to significantly affect the amount of the lease liability.

Right-to-use leased assets are reported with other capital assets and right-to-use lease liabilities are reported with long-term liabilities on the Statement of Net Position.

**Revenue Recognition**

The Agency receives closing fees for bond and note issues as well as straight lease transactions expected savings on mortgage recording and sales and use taxes exemptions. These closing fees, as further described in Note 10, are recognized as revenue upon issuance of bonds and notes or closing on straight leases. Application and other administrative fees are recognized when services are rendered.

## **Orange County Industrial Development Agency**

(A Discretely Presented Component Unit of the County of Orange, New York)

Notes to Financial Statements (Continued)

December 31, 2023

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### **Note 2 - Summary of Significant Accounting Policies (Continued)**

**Net Position** - represents the difference between assets and deferred outflows of resources less liabilities and deferred inflows of resources. Net position is comprised of three components: net investment in capital assets, restricted, and unrestricted.

*Net investment in capital assets* consists of capital assets, net of accumulated depreciation/amortization and reduced by outstanding balances of bonds and other debt that are attributable to the acquisition, construction, or improvement of those assets. Deferred outflows of resources and deferred inflows of resources that are attributable to the acquisition, construction, or improvement of those assets or related debt are also included in this component of net position.

*Restricted* net position consists of restricted assets reduced by liabilities and deferred inflows of resources related to those assets. Assets are reported as restricted when constraints are placed on asset use either through the enabling legislation adopted by the Agency or through external restrictions imposed by creditors, grantors, or laws or regulations of other governments.

*Unrestricted* net position is the net amount of the assets, deferred outflows of resources, liabilities, and deferred inflows of resources that does not meet the definition of the two preceding categories.

#### **D. Use of Estimates**

The preparation of the financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements. Estimates also affect the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

#### **E. Subsequent Events Evaluation by Management**

Management has evaluated subsequent events for disclosure and/or recognition in the financial statements through the date that the financial statements were available to be issued, which date is **March XX, 2024**.

### **Note 3 - New Accounting Pronouncement**

GASB Statement No. 96, "*Subscription-Based Information Technology Arrangements (SBITA's)*", established a single model for SBITA accounting based on the concept that SBITA's are a financing of a "right-to-use" underlying asset. This statement requires a subscriber to recognize a subscription liability and an intangible right-to-use subscription asset and a subscriber to recognize a subscription receivable and a deferred inflow of resources. The requirements of GASB Statement No. 96 are effective for the Agency's fiscal year ended December 31, 2023. The Agency has completed its evaluation of the financial impact of GASB Statement No. 96 and determined that the implementation of this standard was not required as it did not have a material impact on its financial statements.

**Orange County Industrial Development Agency**

(A Discretely Presented Component Unit of the County of Orange, New York)

## Notes to Financial Statements (Continued)

December 31, 2023

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**Note 4 - Investments**

Investments held in the Agency at December 31, 2023 consisted of the following:

<u>Investment Type</u>	<u>Issue Date</u>	<u>Maturity Date</u>	<u>Amount</u>
Certificate of deposit	June 22, 2022	May 22, 2024	\$ 400,000
Certificate of deposit	May 24, 2023	February 20, 2024	1,500,000
Certificate of deposit	September 9, 2023	March 6, 2024	1,000,000
U.S. treasury bill	October 5, 2023	January 4, 2024	2,999,136
			<u>\$ 5,899,136</u>

Investments held in the Corporation at December 31, 2023 consisted of the following:

<u>Investment Type</u>	<u>Issue Date</u>	<u>Maturity Date</u>	<u>Amount</u>
Certificate of deposit	December 25, 2023	March 26, 2024	<u>\$ 547,208</u>

Certificates of deposit and U.S treasury bills are not subject to provisions of fair value measurements as they are recorded at cost.

**Note 5 - Resiliency Loans - Component Unit**

Pursuant to Chapter 109 of the Laws of 2020, Section 858 of General Municipal Law ("GML") allows for an industrial development agency ("IDA") to provide grants to small businesses or not-for-profit entities for the purpose of purchasing personal protective equipment and other fixtures needed to help prevent the spread of COVID-19. Also, Section 859-c of the GML established a program to allow IDAs to make interest-free loans to small businesses and not-for-profits up to \$25,000.

As a result of the COVID-19 pandemic, the Corporation established a fund to supply loans to local businesses throughout Orange County. The Corporation issued 50 loans to be paid back over a 24-month period, with a maximum amount of \$10,000 each, for a total of \$476,500. As of December 31, 2023, the outstanding principal balance was \$53,973 with an allowance for doubtful accounts of \$53,973 applied against that balance.

**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of the County of Orange, New York)

Notes to Financial Statements (Continued)  
December 31, 2023

**Note 6 - Capital Assets**

The following is a summary of the changes in capital assets for the year ended December 31, 2023.

	Balance January 1, 2023	Additions	Deletions	Balance December 31, 2023
Capital assets, being depreciated/amortized:				
Equipment	\$ 95,102	\$ -	\$ -	\$ 95,102
Furniture	19,940	-	-	19,940
Leasehold improvements	63,847	-	-	63,847
Right-to-use leased buildings	-	142,098	-	142,098
Total capital assets being depreciated/amortized	178,889	142,098	-	320,987
Less accumulated depreciation/amortization for:				
Equipment	80,449	7,986	-	88,435
Furniture	15,761	1,204	-	16,965
Leasehold improvements	19,789	1,637	-	21,426
Right-to-use leased buildings	-	31,577	-	31,577
Total accumulated depreciation/amortization	115,999	42,404	-	158,403
Capital assets, net	\$ 62,890	\$ 99,694	\$ -	\$ 162,584

**Note 7 - Voluntary Defined Contribution Plan**

The Agency can offer a defined contribution plan to all non-union employees hired after January 1, 2023. The employee contribution is not limited and the Agency will contribute 3%-5% based on the employee's contribution. Employer contributions vest after 365 days of service. There are two current employees that participate in the program.

**Note 8 - Long-Term Liabilities**

The following table summarizes changes in the Agency's long-term liabilities for the year ended December 31, 2023:

	Balance January 1, 2023	New Issues/ Additions	Maturities and/or Payments	Balance December 31, 2023	Due Within One Year
Lease Payable	\$ -	\$ 142,098	\$ 30,231	\$ 111,867	\$ 46,353

**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of the County of Orange, New York)

Notes to Financial Statements (Continued)  
December 31, 2023

**Note 8 - Long-Term Liabilities (Continued)**

**Leases Payable**

Leases payable as of December 31, 2023 is comprised of the following individual agreement:

<u>Purpose</u>	<u>Year of Issue</u>	<u>Original Issue Amount</u>	<u>Final Maturity</u>	<u>Interest Rates</u>	<u>Amount Outstanding at December 31, 2023</u>
Buildings - 4 Crotty Lane	2023	\$ 142,098	April 2026	5.00 %	<u>\$ 111,867</u>

Interest expense of \$4,164 was recorded in the Statement of Revenues, Expenses and Changes in Net Position.

**Payments to Maturity**

The annual requirements to amortize the lease outstanding as of December 31, 2023 including interest payments of \$6,419 is as follows:

<u>Year Ending December 31,</u>	<u>Leases</u>		<u>Total</u>
	<u>Principal</u>	<u>Interest</u>	
2024	\$ 46,353	\$ 4,348	\$ 50,701
2025	48,724	1,966	50,690
2026	16,790	105	16,895
	<u>\$ 111,867</u>	<u>\$ 6,419</u>	<u>\$ 118,286</u>

**Note 9 - Unrestricted Net Position - Designated**

The Agency provides support to related organizations that carry out missions that are aligned with that of the Agency. The support contributions are approved and documented in the Agency's annual budget. For the year ended December 31, 2023 (budget year 2024), the Agency designated resources in a total of \$300,000 for the shovel ready program and the Corporation designated resources in a total of \$2,451 for project expenditures.



**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of the County of Orange, New York)

Notes to Financial Statements (Concluded)  
December 31, 2023

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**Note 10 - Conduit Debt Obligations, Revenue Bonds and Notes and Straight Lease Transactions**

Certain industrial revenue bonds and notes issued by the Agency are secured by property which is leased to companies and are retired by lease payments. The bonds and notes are not obligations of the Agency, the County or the State of New York. The Agency does not record the assets or liabilities resulting from completed bond and note issues in its accounts, since its primary function is to arrange the financing between the borrowing companies and the bond and note holders, and funds arising there-from are controlled by trustees or banks acting as fiscal agents. Trustees maintain the information for these bonds and notes and no default notices have been generated in the current year. For providing this service, the Agency receives bond administration fees from the borrowing companies. The fee received by the Agency is a percentage of the project cost and the percentage depends on the industry sector of the project. Such administrative fee income is recognized immediately upon issuance of the bonds and notes or closing on leases.

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**SUPPLEMENTARY INFORMATION**

**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of the County of Orange, New York)

Supplementary Information  
Statement of Indebtedness - Bonds and Notes  
December 31, 2023

Project Name Owner Name and Address	Issue Date	Maturity Date	Interest Rate	Original Issue	Balance at 1/1/2023	Retired in 2023	Balance at 12/31/2023
Eiant (Glenn Arden, Inc.) Bethel Community Mgmt 67 Springvale Road Croton on Hudson, NY 10520	7/1/1998	1/1/2028	5.70%	\$ 28,020,000	\$ 13,570,000	\$ -	\$ 13,570,000
St. Luke's Cornwall Hospital - 2001A 70 Dubois St. Newburgh, NY 12550	12/1/2001	12/1/2023	Fixed *	19,905,000	3,693,894	3,693,894	-
St. Luke's Cornwall Hospital - 2001B 70 Dubois St. Newburgh, NY 12550	12/1/2001	12/1/2023	Fixed *	7,015,000	1,307,022	1,307,022	-
St. Luke's Cornwall Hospital - 2006 70 Dubois St. Newburgh, NY 12550	6/22/2006	12/1/2023	Variable *	15,965,000	5,658,693	5,658,693	-
Tuxedo Place LP 40 Hospital Rd. Tuxedo, NY 10987	9/28/1999	8/1/2033	7.00%	10,500,000	9,815,000	-	9,815,000

\* - Not provided on confirmation

\*\* - Adjustments made based on confirmation

Project Purpose Codes

- 1 - Services
- 2 - Construction
- 3 - Agriculture, Forestry and Fishing
- 4 - Wholesale Trade
- 5 - Retail Trade
- 6 - Finance, Insurance and Real Estate
- 7 - Transportation, Communication, Electric, Gas and Sanitary Services
- 8 - Other
- 9 - Manufacturing

See independent auditors' report.

Project Purpose Code	Federal Tax Status	Not-for-profit	Original Estimate of Jobs to be Created	Original Estimate of Jobs to be Retained	Tax Exemptions							
					Real Property Tax			Sales Tax	Mortgage Recording	Total Exemptions		
					County	Local	School					
1	Exempt	No	105	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
1	Exempt	No	0	55	-	-	-	-	-	-	-	
1	Exempt	No	0	55	-	-	-	-	-	-	-	
1	Exempt	No	0	55	-	-	-	-	-	-	-	
1	Taxable	No	15	31	-	-	-	-	-	-	-	

**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of the County of Orange, New York)

Supplementary Information  
Statement of Indebtedness - Straight Lease  
December 31, 2023

Project Name Owner Name and Address	Total Amount of Lease	Method of Financial Assistance, Other than the Tax Exemptions	Project Purpose Code	Not-for-profit	Original Estimate of Jobs to be Created
Stewart FBI LLC / 347 Avenue of the Americas 5554 Main St. Williamsville, NY 14221	\$ 4,500,000	N/A	8	No	10
360 Middletown Holdings, LLC 1428 36th St. Suite 200 Brooklyn, NY 11218	5,287,500	N/A	9	No	46
Allstate Fabrication 400 Belvale Rd. Chester, NY 10918	4,000,000	N/A	9	No	0
Amy's Kitchen 3000 Dutton Ave. Santa Rosa, CA 95407	106,745	N/A	9	No	681
BDL, LLC (USAI, LLC) 1126 River Rd. New Windsor, NY 12553	652,730	N/A	9	No	28
Blackhawk Development/McKesson 10 Hudson Crossing Dr Montgomery, NY 12549	85,200,000	N/A	8	No	164
Blooming Grove Hotel / Clear Key 65 Steuben Street Brooklyn, NY 11205	6,582,345	N/A	8	No	17
Carlisle Construction Materials 1275 Ritner Highway Carlisle, PA 17013	35,000,000	N/A	9	No	22
Coach Hudson Transit Lines 66 Tetz Rd. Chester, NY 10918	13,000,000	N/A	7	No	223
CPV Valley, LLC 50 Braintree Hill Office Park, Suite 300 Braintree, MA 02184	800,000,000	N/A	7	No	25
CRH Realty III, LLC (Monroe) 155 Crystal Run Rd. Middletown, NY 10941	32,183,712	N/A	1	No	200
CRH Realty VI, LLC (Walkill) 155 Crystal Run Rd. Middletown, NY 10941	14,638,700	N/A	8	No	200
CRH Realty VIII, LLC (Newburgh) 155 Crystal Run Rd. Middletown, NY 10941	30,850,054	N/A	8	No	237

Original Estimate of Jobs to be Retained	Tax Exemptions					
	Real Property Tax			Sales Tax	Mortgage Recording	Total Exemptions
	County	Local	School			
0	\$ 13,513	\$ 12,756	\$ -	\$ -	\$ -	\$ 26,269
0	4,649	2,673	31,358	46,335	-	85,015
0	10,536	7,847	66,279	-	-	84,662
0	5,272	6,139	38,784	-	-	50,195
134	10,118	23,780	66,817	-	-	100,715
0	35,343	19,971	232,767	-	-	288,081
0	11,854	21,826	110,651	-	-	144,331
0	73,377	41,462	500,541	-	-	615,380
0	55,073	213,881	408,015	-	-	676,969
0	159,052	84,419	918,826	-	-	1,162,297
0	27,734	104,340	259,672	-	-	391,746
300	65,677	42,783	-	-	-	108,460
0	103,704	56,281	307,786	-	-	467,771

(Continued)

**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of the County of Orange, New York)

Supplementary Information  
Statement of Indebtedness - Straight Lease (Continued)  
December 31, 2023

Project Name Owner Name and Address	Total Amount of Lease	Method of Financial Assistance, Other than the Tax Exemptions	Project Purpose Code	Not-for-profit	Original Estimate of Jobs to be Created
Cross Roads Court Real Estate, LLC PO Box 10804 Newburgh, NY 12552	\$ 14,595,000	N/A	8	No	125
Danskammer Energy, LLC 994 River Run Rd. Newburgh, NY 12550	14,000,000	N/A	7	No	20
Dana Distributors 52 Hatfield Ln. Goshen, NY 10924	7,907,300	N/A	8	No	30
Fairbanks Manufacturing, LLC/Frito Lay 79 Industrial Place Middletown, NY 10941	6,500,000	N/A	9	No	119
Fiorello Pharmaceuticals, Inc. 325 W Huron St. No. 700 Chicago, IL 60654	154,576,000	N/A	9	No	179
GAM Property Corp 3 Hatfield Ln., Suite 2C Goshen, NY 10924	7,360,350	N/A	9	No	25
Hampton Park 1344 Rte 9 Castleton, NY 12033	2,237,000	N/A	2	No	34
Isomedix Operations 5960 Heisley Rd. Mentor, OH 44060	15,000,000	N/A	9	No	25
Leentjes Amusement Corp (dba The Castle) (2016 Expansion Project) PO Box 1032 Chester, NY 10918	2,750,000	N/A	8	No	12
Matrix Newburgh I, LLC 3 Centre Dr. Monroe Township, NJ 08831	72,036,976	N/A	9	No	121
Mediacom Realty, LLC 1 Mediacom Way Mediacom Park, NY 10918	40,770,000	N/A	7	No	150
Merlin Entertainments Group US Holdings, LLC P.O. Box 608 Goshen, NY 10924	328,500,000	N/A	5	No	1300
Millennium Pipeline PO Box 1565 Pearl River, NY 10965	80,700,000	N/A	7	No	350

Original Estimate of Jobs to be Retained	Tax Exemptions					
	Real Property Tax			Sales Tax	Mortgage Recording	Total Exemptions
	County	Local	School			
0	\$ 37,712	\$ 37,106	\$ 242,730	\$ -	\$ -	\$ 317,548
28	289,348	186,071	1,411,268	-	-	1,886,687
24	4,896	21,927	47,273	-	-	74,096
84	2,323	2,800	16,004	-	-	21,127
1	16,848	7,002	49,287	616,563	-	689,700
65	10,625	3,051	71,745	13,119	-	98,540
29	4,608	2,205	31,055	-	-	37,868
96	10,955	9,639	77,528	-	-	98,122
48	1,427	357	-	-	-	1,784
0	144,160	141,842	927,878	-	-	1,213,880
250	34,799	29,489	269,267	-	-	333,555
1	63,826	70,102	631,828	637,897	-	1,403,653
0	145,600	140,700	1,154,650	-	-	1,440,950

(Continued)



**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of the County of Orange, New York)

Supplementary Information  
Statement of Indebtedness - Straight Lease (Continued)  
December 31, 2023

Project Name Owner Name and Address	Total Amount of Lease	Method of Financial Assistance, Other than the Tax Exemptions	Project Purpose Code	Not-for-profit	Original Estimate of Jobs to be Created
Nowak Properties Inc. 386 Ingrassia Road Middletown NY 10940	\$ 6,300,000	N/A	2	No	17
Orange Inn, LLC 159-167 Main Street Goshen, NY 10924	3,300,000	N/A	8	No	17
Retford Investments (Piller Power Systems, Inc.) 45 Wes Warren Dr. Middletown, NY 10941	4,600,000	N/A	9	No	2
The Sentinel Realty at Port Jervis, LLC 167 Route 304, Suite 101 Bardonia, NY 10954	14,300,000	N/A	8	Yes	50
West Warwick Energy Storage 1 7 Times Square Tower, Ste. 3504 New York, NY 10036	7,703,704	N/A	*	No	0
West Warwick Energy Storage 2 7 Times Square Tower, Ste. 3504 New York, NY 10036	5,640,212	N/A	*	No	0
West Warwick Energy Storage 3 7 Times Square Tower, Ste. 3504 New York, NY 10036	6,156,085	N/A	*	No	0

\* - Not provided on confirmation

Project Purpose Codes

- 1 - Services
- 2 - Construction
- 3 - Agriculture, Forestry and Fishing
- 4 - Wholesale Trade
- 5 - Retail Trade
- 6 - Finance, Insurance and Real Estate
- 7 - Transportation, Communication, Electric, Gas and Sanitary Services
- 8 - Other
- 9 - Manufacturing

See independent auditors' report.

Original Estimate of Jobs to be Retained	Tax Exemptions					
	Real Property Tax			Sales Tax	Mortgage Recording	Total Exemptions
	County	Local	School			
17	\$ 20,226	\$ 734	\$ 126,982	\$ -	\$ -	\$ 147,942
15	10,718	15,249	72,373	-	-	98,340
42	8,787	10,592	62,305	-	-	81,684
2	11,393	44,738	163,005	-	-	219,136
0	-	-	-	454,408	-	454,408
0	-	-	-	289,295	-	289,295
0	-	-	-	389,123	-	389,123

**Report on Internal Control Over Financial Reporting and on Compliance and  
Other Matters Based on an Audit of Financial Statements Performed in Accordance  
With Government Auditing Standards**

**Independent Auditors' Report**

**The Board of Directors of the  
Orange County Industrial Development Agency**

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the governmental activities and the discretely presented component unit of the Orange County Industrial Development Agency (a discretely presented component unit of the County of Orange, New York) ("Agency"), as of and for the year ended December 31, 2023, and the related notes to the financial statements, which collectively comprise the Agency basic financial statements, and have issued our report thereon dated **March XX, 2024**.

**Report on Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Agency's internal control over financial reporting ("internal control") as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Agency's internal control. Accordingly, we do not express an opinion on the effectiveness of the Agency's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Agency's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

## **Report on Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Agency's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

### **Purpose of This Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Agency's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

**PKF O'Connor Davies, LLP**  
Harrison, New York  
March XX, 2024

## **Orange County Industrial Development Agency**

(A Discretely Presented Component Unit of the  
County of Orange, New York)

Schedule of Cash and Investments

Year Ended December 31, 2023

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**Orange County Industrial Development Agency**

(A Discretely Presented Component Unit of the County of Orange, New York)

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## **Independent Auditors' Report**

**The Board of Directors of the  
Orange County Industrial Development Agency**

### **Report on the Audit of the Schedule of Cash and Investments**

#### ***Opinion***

We have audited the Schedule of Cash and Investments (the "Schedule") of the Orange County Industrial Development Agency (a discretely presented component unit of the County of Orange, New York) ("Agency"), as of December 31, 2023, and the related notes to the Schedule.

In our opinion, the accompanying Schedule and related notes referred to above presents fairly, in all material respects, the cash and investments of the Agency as of December 31, 2023, in accordance with accounting principles generally accepted in the United States of America.

#### ***Basis for Opinion***

We conducted our audit in accordance with auditing standards generally accepted in the United States of America ("GAAS") and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Schedule. We are required to be independent of the Agency, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### ***Responsibilities of Management for the Schedule***

Management is responsible for the preparation and fair presentation of the Schedule in accordance with accounting principles generally accepted in the United States of America; and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the Schedule that are free from material misstatement, whether due to fraud or error.

### ***Auditors' Responsibilities for the Audit of the Schedule***

Our objectives are to obtain reasonable assurance about whether the Schedule is free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the Schedule.

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the Schedule, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Agency's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the Schedule.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

### ***Other Reporting Required by Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated March XX, 2024 on our consideration of the Agency's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters with respect to the Schedule. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Agency's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency's internal control over financial reporting and compliance with respect to the Schedule.

**PKF O'Connor Davies, LLP**  
Harrison, New York  
March XX, 2024



**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of County of Orange, New York)

Schedule of Cash and Investments  
December 31, 2023

Cash and cash equivalents	\$ 3,620,611
Investments	<u>5,899,136</u>
Total Cash and Equivalents and Investments	<u>\$ 9,519,747</u>

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See accompanying notes to schedule of cash and investments.

**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of the Orange County, New York)

Notes to Schedule of Cash and Investments  
Year Ended December 31, 2023

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**Note 1 - Organization and Purpose**

The Orange County Industrial Development Agency ("Agency") was created in 1972 under the Laws of New York State for the purpose of encouraging economic growth in Orange County, New York. The Agency is exempt from federal, state, and local income taxes. The Agency's present function is to promote economic development through a program of incentive-based allocations that assist in the construction, equipping and maintenance of specific types of projects and facilities to advance the health, prosperity, and economic welfare of the County's citizens by retaining and creating jobs and attracting new business.

**Note 2 - Summary of Significant Accounting Policies**

**Cash and Equivalents, Investments and Risk Disclosure**

**Cash and Equivalents** - Cash and equivalents consist of funds deposited in demand deposit accounts, time deposit accounts and short-term investments with original maturities of less than three months from the date of acquisition.

The Agency's deposits and investment policies are governed by State statutes. The Agency has adopted its own written investment policy which provides for the deposit of funds in FDIC insured commercial banks or trust companies located within the State. The Agency is authorized to use demand deposit accounts, time deposit accounts and certificates of deposit.

Collateral is required for demand deposit accounts, time deposit accounts and certificates of deposit at 100% of all deposits not covered by Federal deposit insurance. The Agency has entered into custodial agreements with the various banks which hold their deposits. These agreements authorize the obligations that may be pledged as collateral. Such obligations include, among other instruments, obligations of the United States and its agencies and obligations of the State and its municipal and school Agency subdivisions.

**Investments** - Permissible investments include obligations of the U.S. Treasury, U.S. Agencies, repurchase agreements and obligations of New York State or its political subdivisions.

The Agency follows the provisions of GASB Statement No. 72, "*Fair Value Measurement and Application*", which defines fair value and establishes a fair value hierarchy organized into three levels based upon the input assumptions used in pricing assets. Level 1 inputs have the highest reliability and are related to assets with unadjusted quoted prices in active markets. Level 2 inputs relate to assets with other than quoted prices in active markets which may include quoted prices for similar assets or liabilities or other inputs which can be corroborated by observable market data. Level 3 inputs are unobservable inputs and are used to the extent that observable inputs do not exist.

**Risk Disclosure**

**Interest Rate Risk** - Interest rate risk is the risk that the government will incur losses in fair value caused by changing interest rates. The Agency does not have a formal investment policy that limits investment maturities as a means of managing its exposure to fair value losses arising from changing interest rates. Generally, the Agency does not invest in any long-term investment obligations.

**Orange County Industrial Development Agency**  
(A Discretely Presented Component Unit of the Orange County, New York)

Notes to Schedule of Cash and Investments (Concluded)  
Year Ended December 31, 2023

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**Note 2 - Summary of Significant Accounting Policies (Continued)**

**Custodial Credit Risk** - Custodial credit risk is the risk that in the event of a bank failure, the Agency's deposits may not be returned to it. GASB Statement No. 40, "*Deposit and Investment Risk Disclosures – an amendment of GASB Statement No. 3*", directs that deposits be disclosed as exposed to custodial credit risk if they are not covered by depository insurance and the deposits are either uncollateralized, collateralized by securities held by the pledging financial institution or collateralized by securities held by the pledging financial institution's trust department but not in the Agency's name. The Agency had a bank balance of \$150,000 that was covered by depository insurance and was exposed to custodial credit risk at December 31, 2023.

**Credit Risk** - Credit risk is the risk that an issuer or other counterparty will not fulfill its specific obligation even without the entity's complete failure. The Agency does not have a formal credit risk policy other than restrictions to obligations allowable under General Municipal Law of the State of New York.

**Concentration of Credit Risk** - Concentration of credit risk is the risk attributed to the magnitude of a government's investments in a single issuer. The Agency's investment policy limits the amount on deposit at each of its banking institutions.

**Note 3 - Investments**

Investments held in the Agency at December 31, 2023 consisted of the following:

<u>Investment Type</u>	<u>Issue Date</u>	<u>Maturity Date</u>	<u>Amount</u>
Certificate of deposit	June 22, 2022	May 22, 2024	\$ 400,000
Certificate of deposit	May 24, 2023	February 20, 2024	1,500,000
Certificate of deposit	September 9, 2023	March 6, 2024	1,000,000
U.S. treasury bill	October 5, 2023	January 4, 2024	2,999,136
			<u>\$ 5,899,136</u>

Certificates of deposit and U.S treasury bills are not subject to provisions of fair value measurements as they are recorded at cost.

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**Report on Internal Control Over Financial Reporting and on Compliance and  
Other Matters Based on an Audit of the Schedule of Cash and Investments  
Performed in Accordance With *Government Auditing Standards***

**Independent Auditors' Report**

**The Board of Directors of the  
Orange County Industrial Development Agency**

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the Schedule of Cash and Investments ("Schedule") of the Orange County Industrial Development Agency (a discretely presented component unit of the County of Orange, New York) ("Agency") as of December 31, 2023 and the related notes to the Schedule, and have issued our report thereon dated **March XX, 2024**.

**Report on Internal Control over Financial Reporting**

In planning and performing our audit of the Schedule, we considered the Agency's internal control over financial reporting ("internal control") as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the Schedule, but not for the purpose of expressing an opinion on the effectiveness of the Agency's internal control. Accordingly, we do not express an opinion on the effectiveness of the Agency's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Agency's Schedule will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

## **Report on Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Agency's Schedule is free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, investment policies established by the Agency and the New York State Comptroller investment guideline requirements as presented in Section 201.3(c) of the *Accounting, Reporting and Supervision Requirements for Public Authorities*, noncompliance with which could have a direct and material effect on the Schedule. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

### **Purpose of This Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Agency's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

**PKF O'Connor Davies, LLP**  
Harrison, New York  
March XX, 2024

**APPROVING RESOLUTION**  
(Leentjes Amusement Corp. (d/b/a The Castle) Project)

A regular meeting of the Orange County Industrial Development Agency held on March 20, 2024 at 5:00 p.m. (local time) at the Orange County Government Center Community Room, 255 Main Street, Goshen, New York.

The meeting was called to order by \_\_\_\_\_ and upon the roll being duly called, the following members were:

**MEMBERS PRESENT:**

**THE FOLLOWING PERSONS WERE ALSO PRESENT:**

The following Resolution was offered by \_\_\_\_\_ and seconded by \_\_\_\_\_:

**RESOLUTION AUTHORIZING THE ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY TO: (I) UNDERTAKE, ACQUIRE, CONSTRUCT, RECONSTRUCT, RENOVATE, EQUIP AND COMPLETE CERTAIN MODIFICATIONS TO A PROJECT; (II) APPOINT THE COMPANY AS ITS AGENT TO UNDERTAKE THE PROJECT MODIFICATIONS (AS MORE FULLY DESCRIBED BELOW); (III) PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF ADDITIONAL EXEMPTIONS FROM STATE AND LOCAL SALES AND USE TAX; AND (IV) EXECUTE AND DELIVER CERTAIN DOCUMENTS IN CONJUNCTION WITH THE PROJECT**

**WHEREAS**, by Title I of Article 18-A of the General Municipal Law of the State of New York, as amended, and Chapter 390 of the Laws of 1972 of the State of New York, as amended (hereinafter collectively called the "*Act*"), the **ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY** (hereinafter called the "*Agency*") was created with the authority and power to own, lease and sell property for the purpose of, among other things, acquiring, constructing and equipping industrial, manufacturing and commercial facilities as authorized by the Act; and

**WHEREAS**, at the request of X, LLC, 717 LLC AND BAZS, LLC (collectively, the "*Company*"), by resolution adopted April 14, 2016 (the "*Approving Resolution*") the Agency agreed to undertake a project (the "*Original Project*") consisting of: (A) the acquisition or retention by the Agency of a leasehold interest in a portion of a parcel of land located at 109-115 Brookside Avenue in the Village and Town of Chester, Orange County, New York [TMID #s: Part of 107-2-14.2, Part of 107-2-15 and Part of 2-1-61.2] (collectively, the "*Land*") and the existing improvements thereon consisting principally of two 18-hole mini-golf courses, go-kart track, climbing wall, arcade, batting cages, a roller skating rink, laser tag area, 200-seat restaurant, rock climbing area and indoor arcade (collectively the "*Existing Improvements*"); (B)(i) the removal

of the existing batting cages to make room for new rides and (ii) the construction on the Land of an approximately 15,000 square-foot addition to the existing building to accommodate new rides, arcade equipment, inflatable bounces, digital billboards and related improvements and equipment in furtherance of the Company's existing amusement park (collectively, the "**Original Improvements**"); (C) the acquisition in and around the Improvements of certain items of equipment, machinery and other tangible personal property (the "**Original Equipment**" and, collectively with the Land, the Existing Improvements and the Original Improvements, the "**Original Project Facility**"); and (D) the granting of certain financial assistance in the form of exemptions from real estate taxes, State and local sales and use tax and mortgage recording tax, if necessary (collectively the "**Financial Assistance**"); and

**WHEREAS**, the Company and Agency entered into a lease transaction, dated as of April 1, 2016, to effectuate the undertaking of the Original Project and the conference of the approved Financial Assistance (the "**Lease Transaction**"). As part of the Lease Transaction, the Company and the Agency executed and delivered numerous documents, including but not limited to, a project agreement, a lease agreement, sublease agreement and a tax agreement (collectively, the "**Original Lease Documents**"). The Company was awarded an amount not to exceed \$162,500 in exemptions from State and local sales and use tax ("**Original Exemption**"); and

**WHEREAS**, as part of the Original Project, the Company and the Agency entered into tax agreement between the Company and the Agency dated as of April 1, 2016, as amended by first amendment to tax agreement dated as of June 1, 2017 (collectively, the "**Tax Agreement**"); and

**WHEREAS**, by supplemental application dated October 14, 2023 (the "**Supplemental Application**"), the Company is requesting certain modifications to the scope of the Original Project to address a change in need based upon the passage of time. The requested changes to the Original Project include: (i) the addition of another level to the planned 15,000 square-foot addition to the existing building, thereby increasing the total size to 26,000 square feet which will house a roller skating rink and 12 bowling lanes; and (ii) to modify the go kart track to rise 35 feet near the highway to accommodate the additional building size ((i) and (ii) collectively, the "**Modifications**"); and

**WHEREAS**, the Original Project costs were estimated at \$2,750,000. Given higher interest rates and cost of materials, the current cost of the Original Project, with the Modifications, is estimated at \$5,980,000; and

**WHEREAS**, by Supplemental Application the Company requested the Agency approve the Modifications and grant an increase in their Financial Assistance consisting of: (i) additional exemptions from State and local sales and use taxes in an amount not to exceed **\$178,750** (the "**Additional Financial Assistance**") and further approve amending all necessary Lease Documents to account for the Modifications and the Additional Financial Assistance (the "**Amended Lease Documents**"); and

**WHEREAS**, the Company advised that assuming approval, the Modifications should be complete in November of 2024; and

**WHEREAS**, pursuant to General Municipal Law Section 859-a, on December 13, 2023, at 2:00 p.m. (local time), at The Castle fun Center, 109 Brookside Avenue, Chester, New York, the Agency held a public hearing with respect to the Modifications and the proposed Additional Financial Assistance being contemplated by the Agency (the "**Public Hearing**") whereat interested parties were provided a reasonable opportunity, both orally and in writing, to present their views. Notice of the public hearing was published on November 27, 2023, in The Times Herald-Record, a newspaper of general circulation in Orange County, New York and given to the chief executive officers of the affected tax jurisdictions by letters dated November 27, 2023. A copy of the minutes of the Public Hearing along with the Notice of Public Hearing are attached hereto as **Exhibit A**; and

**WHEREAS**, pursuant to Article 8 of the Environmental Conservation Law of the State of New York, as amended, and the regulations of the Department of Environmental Conservation of the State of New York promulgated thereunder (collectively referred to hereinafter as "**SEQRA**"), the Agency is required to make a determination whether the "action" (as said quoted term is defined in SEQRA) to be taken by the Agency may have a "significant impact on the environment" (as said quoted term is utilized in SEQRA), and the agreement of the Agency to undertake the Project constitutes such an action; and

**WHEREAS**, the SEQRA review and determinations for the Original Project consisted of: (a) a resolution adopted February 17, 2015 (the "**First SEQRA Resolution**") wherein the Village of Chester Planning Board (the "**Planning Board**") classified the Original Project as an "Unlisted" action (as such quoted term is defined under SEQRA), reviewed the Original Project and issued a "negative declaration" (as such quoted term is defined under SEQRA); (b) a resolution adopted May 23, 2017 (the "**Second SEQRA Resolution**") wherein the Planning Board reviewed amendments to the Original Project, classified the amendments as Unlisted, and issued a "negative declaration" with respect to the amendments to the Original Project; (c) a resolution adopted January 28, 2020 (the "**Third SEQRA Resolution**") wherein the Planning Board reviewed amendments to the Original Project, classified the amendments to the Original Project as a Type II Action (as defined in SEQRA), and therefore no further action was required under SEQRA; and (d) a resolution adopted October 26, 2021 (the "**Fourth SEQRA Resolution**" and together with the First SEQRA Resolution, the Second SEQRA Resolution, and the Third SEQRA Resolution, the "**SEQRA Resolution**") wherein the Planning Board reviewed amendments to the Original Project, classified the amendments as Unlisted, found that the amendments to the Original Project are consistent with the findings of the First SEQRA Resolution, and adopted the findings of the First SEQRA Resolution; and

**WHEREAS**, the Agency has given due consideration to the Application and to representations by the Company that the undertaking of the Modifications and the provision of Additional Financial Assistance: (i) will induce the Company to complete the Modifications in Orange County (the "**County**"); and (ii) the Modifications will serve the purposes of the Act by advancing job opportunities and the economic welfare of the people of the State and the County and improve their standard of living; and

**WHEREAS**, subject to compliance with the terms hereof and the execution and delivery of the Amended Lease Documents by the Company, the Agency will acquire an interest in the



Modifications to the Original Project and designate the Company as its agent for the purpose of acquiring, constructing, reconstructing, renovating, equipping and completing the Modifications and confer the Additional Financial Assistance, execute and deliver the Amended Lease Documents and all other documents and certificates required by the Agency to carry out the intent of this Resolution; and

**WHEREAS**, the Amended Lease Documents and related documents will be negotiated and presented to the Agency for execution and delivery subject to and in accordance with the approval of these Resolutions.

**NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY AS FOLLOWS:**

**SECTION 1.** The foregoing recitals are incorporated herein by reference. The Company presented the Application in a form acceptable to the Agency. Based upon the representations made by the Company to the Agency in the Supplemental Application, comments received at the public hearing and in other correspondence and/or documents, if any, submitted by the Company or other members of the public, to the Agency, the Agency hereby finds and determines that:

(A) By virtue of the Act, the Agency has been vested with all powers and authority necessary and convenient to carry out and effectuate the purposes and provisions of the Act and to exercise all powers granted to it under the Act and to take the actions contemplated herein; and

(B) Based upon the review by the Agency of the Supplemental Application, the Original Project, and Modification, the Agency hereby adopts the findings of the prior SEQRA findings of the Planning Board, and further finds that the current proposed action constitutes a "Type II action" pursuant to 6 N.Y.C.R.R. Part 617.5 and, therefore, no further action is required under SEQRA.

(C) The Agency authorizes, subject to the terms and conditions hereof, the Modifications, the Additional Financial Assistance and the execution and delivery of the Amended Lease Documents.

**SECTION 2.** The Chairman, Vice Chairman and/or Chief Executive Officer of the Agency, acting individually, are each hereby authorized and directed, on behalf of the Agency, to negotiate and execute the Amended Lease Documents, in form and substance similar to other such agreements and documents used by the Agency for similar transactions, with changes in terms and form as shall be consistent with this Resolution and as the Chairman, Vice Chairman and/or Chief Executive Officer shall approve; and (D) and execute and deliver any such additional certificates, instruments, documents or affidavits, to pay any such other fees, charges and expenses, to make such other changes, omissions, insertions, revisions, or amendments to the documents referred to herein, as approved by the Chairman, Vice Chairman and/or Chief Executive Officer, and to do and cause to be done any such other acts and things, as they determine, on advice of counsel to the Agency, may be necessary or desirable to consummate the transactions contemplated by this Resolution.

**SECTION 3.** Pursuant to Section 875(3) of the New York General Municipal Law and/or the Agency's policies, which are all incorporated herein by reference, the Agency may recover or recapture from the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, any State and local Sales and Use Tax Exemption Benefits and/or any other Original Financial Assistance or Additional Financial Assistance provided to the Company and/or the Project if there is a violation of the Act or the Agency's policies or in the event of a default under the Lease Documents or Amended Lease Documents by the Company. As a condition precedent of receiving Sales and Use Tax Exemption Benefits, the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, shall (i) cooperate with the Agency in its efforts to recover or recapture any Sales and Use Tax Exemption Benefits, and (ii) promptly pay over any such amounts to the Agency that the Agency demands; and with respect to all other Original Financial Assistance or Additional Financial Assistance the Company shall agree to cooperate with the Agency in its efforts to recover or recapture any Financial Assistance in the event of a Default; and promptly pay over any such amounts to the Agency that the Agency demands.

**SECTION 4.** The obligation of the Agency to consummate any transaction contemplated herein or hereby is subject to and conditioned upon the Company's execution and delivery of the Amended Lease Documents, all other documents set forth herein and the payment by the Company of all administrative, legal and other fees of the Agency, and there being no event of default existing under the Lease Documents.

**SECTION 5.** No covenant, stipulation, obligation or agreement contained in this resolution or any document referred to herein shall be deemed to be the covenant, stipulation, obligation or agreement of any member, officer, agent or employee of the Agency in his or her individual capacity. Neither the members nor officers of the Agency, nor any person executing any documents referred to above on behalf of the Agency, shall be liable thereon or be subject to any personal liability or accountability by reason of the execution or delivery thereof.

**SECTION 6.** Should the Agency's participation in the Project, or the appointments made in accordance herewith, be challenged by any party, in the courts or otherwise, the Company shall defend, indemnify and hold harmless the Agency and its members, officers and employees from any and all losses arising from any such challenge including, but not limited to, the fees and disbursement of the Agency's counsel. Should any court of competent jurisdiction determine that the Agency is not authorized under the Act to participate in the Project, this Resolution shall automatically become null, void and of no further force and effect, and the Agency shall have no liability to the Company hereunder or otherwise.

**SECTION 7.** Bousquet Holstein PLLC, as counsel to the Agency, is hereby authorized to work with the Company and others to prepare for submission to the Agency, all documents necessary to effect the grant of Additional Financial Assistance and consummate the Amended Lease Documents.

**SECTION 8.** The Secretary, the Chief Executive Officer and/or the Chief Operating Officer of the Agency are hereby authorized and may distribute copies of this Resolution and do

such further things or perform such acts as may be necessary or convenient to implement the provisions of this Resolution.

**SECTION 9.** The approvals provided for herein are contingent upon the Company's payment of all the Agency's fees and costs, including but not limited to attorney's fees.

**SECTION 10.** These Resolutions shall take effect immediately.

The question of the adoption of the foregoing Resolution was duly put to vote on roll call, which resulted as follows:

	<u><i>Yea</i></u>	<u><i>Nay</i></u>	<u><i>Absent</i></u>	<u><i>Abstain</i></u>
Jeffrey D. Crist				
Dean Tamburri				
Vincent Odock				
Marc Greene				
Giovanni Palladino				
Susan Walski				

The Resolutions were thereupon duly adopted.

STATE OF NEW YORK     )  
COUNTY OF ORANGE     ) ss:

I, the undersigned Chief Executive Officer of the Orange County Industrial Development Agency, **DO HEREBY CERTIFY**:

That I have compared the foregoing extract of the minutes of the meeting of the Orange County Industrial Development Agency (the "**Agency**") including the resolution contained therein, held on March 20, 2024, with the original thereof on file in the office of the Agency, and that the same is a true and correct copy of the proceedings of the Agency and of such resolution set forth therein and of the whole of said original insofar as the same relates to the subject matters therein referred to.

**I FURTHER CERTIFY** that all members of said Agency had due notice of said meeting, that the meeting was in all respects duly held and that, pursuant to Article 7 of the Public Officers Law (Open Meetings Law), said meeting was open to the general public, and that public notice of the time and place of said meeting was duly given in accordance with Article 7.

**I FURTHER CERTIFY** that there was a quorum of the members of the Agency present throughout said meeting.

**I FURTHER CERTIFY** that as of the date hereof, the attached resolution is in full force and effect and has not been amended, repealed or modified.

**IN WITNESS WHEREOF**, I have hereunto set my hand and seal of said Agency this \_\_\_\_\_ day of March, 2024.

\_\_\_\_\_  
William Fioravanti, Chief Executive Officer

(S E A L)

**EXHIBIT A**

Public Hearing Minutes & Notice of Public Hearing

[See Attached]

## NOTICE OF PUBLIC HEARING

NOTICE IS HEREBY GIVEN that a public hearing pursuant to Article 18-A of the New York General Municipal Law will be held by the Orange County Industrial Development Agency (the "Agency") on December 13, 2023, at 2:00 p.m. local time, at The Castle Fun Center, 109 Brookside Ave, Chester, New York 10918, in connection with the following matter:

At the request of X, LLC, 717 LLC AND BAZS, LLC (collectively, the "Company"), by resolution adopted April 14, 2016, the Agency agreed to undertake a project (the "Original Project") consisting of: (A) the acquisition or retention by the Agency of a leasehold interest in a portion of a parcel of land located at 109-115 Brookside Avenue in the Village and Town of Chester, Orange County, New York [TMID #s: Part of 107-2-14.2, Part of 107-2-15 and Part of 2-1-61.2] (collectively, the "Land") and the existing improvements thereon consisting principally of two 18-hole mini-golf courses, go-kart track, climbing wall, arcade, batting cages, a roller skating rink, laser tag area, 200-seat restaurant, rock climbing area and indoor arcade (collectively the "Existing Improvements"); (B)(i) the removal of the existing batting cages to make room for new rides and (ii) the construction on the Land of an approximately 15,000 square-foot addition to the existing building to accommodate new rides, arcade equipment, inflatable bounces, digital billboards and related improvements and equipment in furtherance of the Company's existing amusement park (collectively, the "Original Improvements"); (C) the acquisition in and around the Improvements of certain items of equipment, machinery and other tangible personal property (the "Original Equipment" and, collectively with the Land, the Existing Improvements and the Original Improvements, the "Original Project Facility"); and (D) the granting of certain financial assistance in the form of exemptions from real estate taxes, State and local sales and use tax and mortgage recording tax, if necessary (collectively the "Financial Assistance").

The Company requested certain modifications to the scope of the Original Project to address a change in need based upon the passage of time. The requested changes to the Original Project include: (i) the addition of another level to the planned 15,000 square-foot addition to the existing building, thereby increasing the total size to 26,000 square feet which will house a roller skating rink and 12 bowling lanes; and (ii) to modify the go kart track to rise 35 feet near the highway to accommodate the additional building size ((i) and (ii) collectively, the "Modifications").

The Company requested the Agency consider an increase in their Financial Assistance to account for the increased costs associated with the Modifications and are asking for: (i) an increase in exemptions from State and local sales and use taxes in an amount not to exceed \$178,750; and (ii) an amendment to the PILOT agreement to reflect the Modifications set forth herein (the "Additional Financial Assistance").

The Company will be the initial owner or operator of the Project.

The Agency will at the above-stated time hear all persons with views with respect to the proposed Modifications and Additional Financial Assistance to the Company.

A copy of the supplemental application filed by the Company with the Agency with respect to the Modifications and the Additional Financial Assistance, including an analysis of the costs

and benefits of the Project, are available for public inspection during the business hours at the office of the Agency located at 4 Crotty Ln #100, New Windsor, NY 12553 or on its website at <https://www.ocnyida.com>.

Dated: November 22, 2023

ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

1  
2 THE ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
3 STATE OF NEW YORK  
-----x

4 In The Matter of

5 Re: Leentjes Amusement - The Castle Fun Center  
6 -----x

7 December 13, 2023  
8 2:00 p.m.  
9 The Castle Fun Center  
10 109 Brookside Avenue  
11 Chester, New York 10918

12 B E F O R E: WILLIAM FIORAVANTI

13 CEO OCNYIDA  
14  
15  
16  
17  
18  
19  
20  
21  
22

23 VICTORIA CHUMAS  
24 Court reporter  
25 11 McCall Place  
Newburgh, New York 12550  
Telephone (845) 527-3923



A P P E A R A N C E S:

WILLIAM FIORAVANTI  
CEO OCNYIDA  
4 Crotty Lane  
New Windsor, New York 12553

ALSO PRESENT: Kelly Reilly  
Project Manager

1 Leentjes Amusement - The Castle Fun Center

2 MR. FIORAVANTI: Good afternoon.

3 Thanks for joining us. This is the  
4 Orange County IDA, our public hearing  
5 for Leentjes Amusement. We are in the  
6 Village of Chester. My name is Bill  
7 Fioravanti. It is 2:06 p.m. I am the  
8 CEO of the Orange County IDA. We are  
9 opening this public hearing right now.

10 Before we begin, I would like to  
11 ask anyone here in attendance to stand  
12 for the Pledge of Allegiance. The  
13 flag is right here.

14 (Whereupon, the Pledge of  
15 Allegiance was recited).

16 MR. FIORAVANTI: Thank you,  
17 all.

18 Just a little housekeeping.  
19 We'll do some introductions so you  
20 know who is in attendance. Again, my  
21 name is Bill Fioravanti, CEO of the  
22 Orange County IDA. We also have Kelly  
23 Reilly, who is our project manager  
24 with the IDA. We have Ms. Victoria  
25 Chumas, who is our stenographer today.

1           Leentjes Amusement - The Castle Fun Center

2           Thank you for being here. We have one  
3           of our board members in attendance,  
4           Mr. Jeff Crist. Thanks for attending.  
5           Mr. Jose Rojas, who is with  
6           Acquisitions Marketing handling the  
7           audio/visual for this event. And  
8           last, but not least, Mr. Brian  
9           Leentjes is from Leentjes Amusements,  
10          AKA The Castle Fun Center, our  
11          applicant.

12                 Is this cutting out? I'm going  
13                 to bail on that. I'm loud enough.

14                 Just to let you know how this is  
15                 going to proceed, I'm going to be  
16                 reading the Notice of Publics Hearing  
17                 that was put out several weeks ago  
18                 notifying the public about this  
19                 proceeding. I am going to read the  
20                 entire thing. Please bear with me.  
21                 It's a little much, but it will  
22                 provide all of the details of the  
23                 scope of this project, of the  
24                 intention of it, of the benefits, and  
25                 then we are going to open it up to the

1           Leentjes Amusement - The Castle Fun Center  
2           public for any sort of comments that  
3           we have. If you do have comments,  
4           again, make sure you have signed up on  
5           the sign-in form there. And when you  
6           get up to the mic, please just  
7           identify yourself and where you are  
8           from, and we will move that as quickly  
9           as possible.

10           I am going to start right now  
11           with our Notice of Public Hearing:

12           NOTICE IS HEREBY GIVEN that a  
13           public hearing pursuant to Article  
14           18-A of the New York General Municipal  
15           Law will be held by the Orange County  
16           Industrial Development Agency (the  
17           "Agency") on December 13, 2023, at  
18           2:00 p.m. local time, at The Castle  
19           Fun Center, 109 Brookside Ave,  
20           Chester, New York 10918, in connection  
21           with the following matter;

22           At the request of X, LLC, 717  
23           LLC AND BAZS, LLC (collectively, the  
24           "Company"), by resolution adopted  
25           April 14, 2016, the Agency agreed to

1           Leentjes Amusement - The Castle Fun Center  
2           undertake a project (the "Original  
3           Project") consisting of: (A) the  
4           acquisition or retention by the Agency  
5           of a leasehold interest in a portion  
6           of a parcel of land located at 109-115  
7           Brookside Avenue in the Village and  
8           Town of Chester, Orange County, New  
9           York [TMID #s: Part of 107-2-14.2,  
10          Part of 107-2-15 and Part of 2-1-61.2]  
11          (collectively, the "Land") and the  
12          existing improvements thereon  
13          consisting principally of two 18-hole  
14          mini-golf courses, go-kart track,  
15          climbing wall, arcade, batting cages,  
16          a roller skating rink, laser tag area,  
17          200-seat restaurant, rock climbing  
18          area and indoor arcade (collectively  
19          the "Existing Improvements"); (B) (i)  
20          the removal of the existing batting  
21          cages to make room for new rides and  
22          (ii) the construction on the Land of  
23          an approximately 15,000 square-foot  
24          addition to the existing building to  
25          accommodate new rides, arcade

1 Leentjes Amusement - The Castle Fun Center

2 equipment, inflatable bounces, digital  
3 billboards and related improvements  
4 and equipment in furtherance of the  
5 Company's existing amusement park  
6 (collectively, the "Original  
7 Improvements"); (C) the acquisition in  
8 and around the Improvements of certain  
9 items of equipment, machinery and  
10 other tangible personal property (the  
11 "Original Equipment" and, collectively  
12 with the Land, the Existing  
13 Improvements and the Original  
14 Improvements, the "Original Project  
15 Facility"); and (D) the granting of  
16 certain financial assistance in the  
17 form of exemptions from real estate  
18 taxes, State and local sales and use  
19 tax and mortgage recording tax, if  
20 necessary (collectively the "Financial  
21 Assistance").

22 The Company requested certain  
23 modifications to the scope of the  
24 Original Project to address a change  
25 in need based upon the passage of

1           Leentjes Amusement - The Castle Fun Center

2           time. The requested changes to the  
3           Original Project include: (I) the  
4           addition of another level to the  
5           planned 15,000 square-foot addition to  
6           the existing building, thereby  
7           increasing the total size to 26,000  
8           square feet which will house a roller  
9           skating rink and 12 bowling lanes; and  
10          (ii) to modify the go kart track to  
11          rise 35 feet near the highway to  
12          accommodate the additional building  
13          size ((i) and (ii) collectively, the  
14          "Modifications").

15                 The Company requested the Agency  
16                 consider an increase in their  
17                 Financial Assistance to account. For  
18                 the increased costs associated with  
19                 the Modifications and are asking for:  
20                 (I) an increase in exemptions from  
21                 State and local sales and use taxes in  
22                 an amount not to exceed \$178,750; and  
23                 (ii) an amendment to the PILOT  
24                 agreement to reflect the Modifications  
25                 set forth herein (the "Additional

1           Leentjes Amusement - The Castle Fun Center  
2           Financial Assistance").

3           The Company will be the initial  
4           owner or operator of the Project.

5           The Agency will at the  
6           above-stated time -- now, today --  
7           hear all persons with views with  
8           respect to the proposed Modifications  
9           and Additional Financial Assistance to  
10          the Company.

11          A copy of the supplemental  
12          application filed by the Company with  
13          the Agency with respect to the  
14          Modifications and the Additional  
15          Financial Assistance, including an  
16          analysis of the costs 6661978.1 and  
17          benefits of the Project, are available  
18          for public inspection during the  
19          business hours at the office of the  
20          Agency located at 4 Crotty Ln #100,  
21          New Windsor, NY 12553 or on its  
22          website at <https://www.ocnyida.com>.  
23          This notice is dated November 22, 2023  
24          by the Orange County Industrial  
25          Development Agency.



1 Leentjes Amusement - The Castle Fun Center

2 MR. FIORAVANTI: Thank you for  
3 your patience through that, both at  
4 home and here in the audience. Just  
5 basically to get some of the legalese  
6 out of here and make it clear, the  
7 applicant first applied to the Orange  
8 County IDA for support of their  
9 expansion project. This is a project,  
10 a family owned business, a labor of  
11 love, and doing it many, many years  
12 looking to expand in 2016. As they  
13 explain in a letter, which is  
14 available on our website, to the IDA  
15 explaining what they have completed so  
16 far, what remains to be done, and what  
17 changes they need to make. They  
18 explained that they performed some of  
19 the work that they had pledged to do  
20 so, and that due to COVID, due to  
21 competitive issues, and as we are  
22 seeing the incredible escalation of  
23 costs, of building materials and other  
24 factors, the budget for the project  
25 has expanded. And they also, as

1 Leentjes Amusement - The Castle Fun Center

2 explained in the notice, they want to  
3 expand the scope, meaning the size of  
4 the building and some of the addition.

5 This hearing is really about the  
6 -- just that additional changes to the  
7 project. The additional sales tax  
8 they are requesting, which to be clear  
9 to everyone in the public, is a  
10 savings of 8.125 percent sales tax in  
11 Orange County on their building  
12 materials, on their furniture and  
13 fixtures, all related to this project  
14 and only related to that project.  
15 Because their budget grew, again, due  
16 to all of the factors I described,  
17 they exceeded the approved -- they  
18 would exceed in order to complete the  
19 project the already approved sales tax  
20 exemption that this board approved  
21 years ago. Because the additional  
22 amount they're requesting in sales tax  
23 exemption due to the increased budget  
24 exceeds \$100,000, it's 158,000 and  
25 change, the laws that govern IDAs

1 Leentjes Amusement - The Castle Fun Center

2 require that we have another public  
3 hearing. That's why we're hear today.  
4 So the comments we're looking for  
5 really are with respect to the  
6 additional sales tax exemption that is  
7 being requested in order to allow them  
8 to complete this project and get the  
9 addition done, the expansion done.  
10 And because the project size, the  
11 budget size is expanding. They  
12 already have an approved pilot, which  
13 is just a phase in of the new property  
14 taxes that will result just from this  
15 expansion. Their existing taxes are  
16 not going down; nothing like that,  
17 just for the incremental increase.  
18 Because the end result of the value of  
19 the project is higher, the pilot  
20 figures, what the taxes will be paid,  
21 need to be adjusted somewhat, so we  
22 are also looking for an approval to  
23 amend that just based upon the new  
24 budget increase. So just in laymen's  
25 terms, if that wasn't any clear, I'm

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2           not sure it was, that's exactly why  
3           we're hear today. So without any  
4           other detail, someone let us know if  
5           we have questions. Though, I will be  
6           clear, this really isn't a Q and A  
7           session. This is we're providing the  
8           information and we are now just asking  
9           the public to provide their comment on  
10          the record. Your comments will be  
11          transcribed by the stenographer.  
12          There will be a transcript that is  
13          provided to our Board of Detectors  
14          well in advance of our board meeting,  
15          which we anticipate will be in  
16          January, around January 20th, when we  
17          would consider, the board would vote  
18          potentially to approve these. They  
19          would have the transcript of this  
20          hearing, all of your comments, any  
21          letters we received well in advance so  
22          the board can consider those comments.  
23          I want to be clear that your comments  
24          are valuable and will be heard  
25          completely by the entire board. So

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2 with that said, I would like to open  
3 up the floor for any public comment.  
4 Anyone that would like to start, I  
5 just want to make sure you're on the  
6 list. If you would like to start,  
7 please come up to the mic, identify  
8 yourself and where you're from, and  
9 give us your comment.

10 MS. REILLY: Elizabeth Reilly,  
11 R-E-I-L-L-Y, and I am the Deputy Mayor  
12 for the Village of Chester. The  
13 concern that our mayor has is the loss  
14 of tax revenue. That is the main  
15 concern.

16 On a personal note, my grandkids  
17 love it here.

18 MR. FIORAVANTI: Great, thank  
19 you. I appreciate that. Any other  
20 comments?

21 MS. DANA: Hi. I'm Amanda Dana,  
22 I'm the Director of Tourism for Orange  
23 County. My last name is spelled  
24 D-A-N-A. And so I am standing here in  
25 full support of the benefits for the

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2 Castle Fun Center and their expansion.

3 I will like to talk a little about  
4 this family-owned company and what it  
5 means to Orange County tourism.

6 Years ago, when I had the  
7 pleasure of meeting Allison and Brian,  
8 we had talked about some of the  
9 expansion, and we had talked about the  
10 big sister up the road going in, which  
11 is LEGOLAND, New York. They were  
12 concerned. They were concerned that  
13 perhaps possibly some of the visitors,  
14 family visitors would go to LEGOLAND  
15 and not necessarily come here. But  
16 what they did is they stuck it out,  
17 and they wanted to see what was  
18 happening, what was happening with the  
19 family fun visitors coming to Orange  
20 County. And they came, and they came  
21 pretty hard. And what we did realize  
22 is that there is absolute complements  
23 between LEGOLAND, New York and The  
24 Castle Fun Center. Two to twelve,  
25 right, up in LEGOLAND, and we do that

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2 very well. But the older children  
3 that come with their families they  
4 absolutely want to come here. Brian  
5 and Allison have recognized that.  
6 And it's not just for the visitors  
7 coming in for LEGOLAND. It's the  
8 visitors coming from the tri-state in  
9 the region. Many visitors come here.  
10 They love it here. The fact that they  
11 are here with us in a state that's,  
12 you know, highly regulated, highly  
13 taxed and still are investing their  
14 dollars here shows that is a testament  
15 to the investment they make in Orange  
16 County.

17 This is one of our top  
18 designations, and I can tell you that  
19 as much as there might be concern  
20 about the sales taxes not coming to  
21 the Village of Chester, the amount of  
22 sales tax that's coming in from the  
23 amount of people coming in because of  
24 the expansion will be so much greater  
25 that you won't even think of it. I

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2 know this because we know how valuable  
3 people have said this property is and  
4 what a great economic contributor it  
5 is to the tourism economy.

6 So again, if I can repeat, they  
7 have nothing but great partners to all  
8 of our attractions, and I stand here  
9 fully in support of their benefits.

10 MR. FIORAVANTI: Thank you,  
11 Amanda.

12 Any other comments from the  
13 public?

14 Hering none, before we close,  
15 I'd just add a couple of things. As  
16 the IDA does for all of our projects  
17 that we consider awarding benefits to,  
18 we do a cost benefit analysis. We use  
19 a proven tool that's used by other  
20 IDAs and incorporates a number of  
21 economic factors locally here. It  
22 incorporates our local labor policy,  
23 which requires that it would approve  
24 incentives for any project in Orange  
25 County 85 percent of your construction



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2 needs to be local. That would apply  
3 with this project as well. Using that  
4 tool and incorporating all of those  
5 factors, we are able to estimate the  
6 economic impact that will result from  
7 this project. We also, using this  
8 tool, can plug in what the costs are  
9 to the IDA and to the public for this  
10 project. In this case, really, the  
11 costs are savings any abatement or  
12 phased-in of property taxes, and, of  
13 course, the sales tax that they won't  
14 have to pay in building materials and  
15 such.

16 The analysis, which is available  
17 on our website, and I will get back to  
18 that in a moment, but just so that you  
19 know the results, there is a local  
20 benefit and a state benefit.

21 Understand that most of the economic  
22 benefits is local. It's happening  
23 here in Chester in the Village and the  
24 Town in Orange County. The state  
25 doesn't benefit as much. Those are

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2 our benefits in taxes paid in payroll  
3 and such. So the local benefit is  
4 much greater. The local benefit is  
5 estimated, as of this project, to be  
6 approximately \$11,985,019. That is  
7 direct jobs, indirect jobs,  
8 construction jobs, economic spinoff  
9 from payroll, etcetera, etcetera. So  
10 almost \$12,000,000 in benefits at cost  
11 locally of \$198,472. So an economic  
12 benefit locally of about \$12,000,000  
13 at a cost, in terms of the incentives,  
14 at less than \$200,000. That is a  
15 local benefit to cost ratio of 60 to  
16 1. So for the cost of the incentives  
17 we're getting a 60 percent -- I'm  
18 sorry -- 60 times that return in  
19 economic impact.

20 At a state level, it's not as  
21 dramatic. Again, they don't get as  
22 much of the impact; it's all felt  
23 locally. The state gets a benefit of  
24 \$614,873 at a cost of \$95,333, still a  
25 benefit to the state six times the

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2 cost that it costs the state in terms  
3 of incentives. And overall combined,  
4 the grand total of the benefit to cost  
5 is 43 to 1. So you understand why  
6 this factors into our analysis of it,  
7 of the project, again, when our board  
8 considers when they do decide it.

9 First of all, I want to clarify  
10 that our January board meeting is  
11 actually on Wednesday, January 17th.  
12 They are held at our headquarters in  
13 New Windsor at 4 Crotty Lane. Our  
14 meetings are totally open to the  
15 public. You can come in person to any  
16 of our meetings, and you also can tune  
17 in live stream, of course. As we  
18 mentioned, Acquisitions Marketing is  
19 handling that for us. You go to our  
20 website. We mentioned it before, but  
21 [www.ocnyida.com](http://www.ocnyida.com). Right at the bottom  
22 of the website you'll see the big red  
23 button for live streams. You go right  
24 there. You can view a current meeting  
25 like this one that's going on right

1           Leentjes Amusement - The Castle Fun Center  
2           now or anything in the past.

3           Also, I would like to point out  
4           that our website has all of the  
5           information about any project that we  
6           even consider, even if they aren't  
7           awarded benefits. That is on the  
8           active project section of our website.  
9           If you look at the top, there is a  
10          banner menu and active projects.  
11          Every project we consider has a  
12          folder. The owners of the property  
13          are Brian and Allison Leentjes, so it  
14          is Leentjes Amusement Company is what  
15          the folder is named. So you will look  
16          under that. Now, remember this  
17          project was first applied for and  
18          awarded benefits in 2016. We have  
19          done our best as a staff to try and  
20          help you discern the various documents  
21          that are in that folder. Some go back  
22          to 2016. Some are some of this  
23          proceeding here in 2023. The cost  
24          benefit analysis is on there. Any  
25          letters we receive related to this

1 Leentjes Amusement - The Castle Fun Center

2 project are on there. Any resolutions  
3 that are even considered by the board  
4 are all on there. I urge you to look  
5 at them, look through them, and if you  
6 have any questions, please don't  
7 hesitate. I say this to the public at  
8 home as well. Don't hesitate to reach  
9 out to us if you have any questions.

10 I appreciate you representing  
11 the mayor. I'd actually like to  
12 follow up and reach out to the mayor  
13 and have a more lengthy discussion. I  
14 imagine that would be welcomed?

15 Okay, terrific. Thank you for  
16 that.

17 But if anyone anywhere has a  
18 question about this project or any  
19 project, if you can't find the  
20 information on our website, call us  
21 any time. I'm happy talk to you. We  
22 do that all of the time. Our main  
23 line (845) 234-4192. Call us any time  
24 Monday through Friday, and we're happy  
25 to answer any questions you have.

1 Leentjes Amusement - The Castle Fun Center

2 Last call for any other comment.

3 Hearing none, we are going to close  
4 the public hearing for Leentjes  
5 Amusement on December 13th at  
6 2:24 p.m. Thank you, again, everyone  
7 for being here. Any questions, again,  
8 please follow up with the IDA, but we  
9 appreciate your support and your  
10 participation. Have a great day.  
11 Thank you.

12  
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23 (Proceedings concluded at 2:24 p.m.)  
24  
25

\*\*\*\*\*

1 Leentjes Amusement - The Castle Fun Center

2  
3 C E R T I F I C A T I O N  
4

5 I, VICTORIA CHUMAS, Notary Public for and  
6 within the State of New York, do hereby  
7 certify:  
8

9 That the foregoing is an accurate record of  
10 the testimony, as given, to the best of my  
11 knowledge and belief, the same having been  
12 stenographically recorded by me and  
13 transcribed under my supervision.  
14

15 I further certify that I am not related to  
16 any of the parties involved in this matter,  
17 and that I have no personal interest  
18 whatsoever in the outcome thereof.  
19  
20  
21

22   
23  
24  
25

## Orange County Industrial Development Agency

### MRB Cost Benefit Calculator

Date December 19, 2023  
 Project Title Leentjes Amusements Expansion (orig. 2016)  
 Project Location 109 Brookside Ave. Chester, NY



## Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

### Project Total Investment

\$5,980,000

### Temporary (Construction)

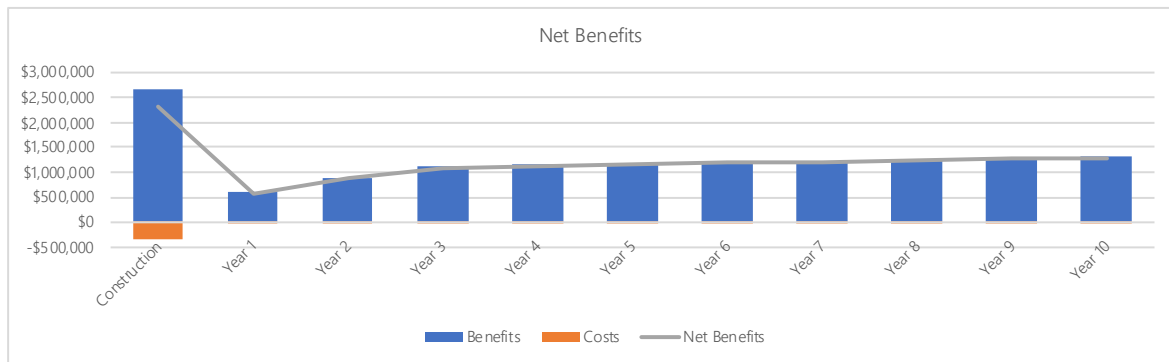
	Direct	Indirect	Total
Jobs	22	11	34
Earnings	\$1,862,067	\$651,046	\$2,513,113
Local Spend	\$5,083,000	\$2,240,731	\$7,323,731

### Ongoing (Operations)

Aggregate over life of the PILOT

	Direct	Indirect	Total
Jobs	15	3	18
Earnings	\$6,916,621	\$3,539,817	\$10,456,438

Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

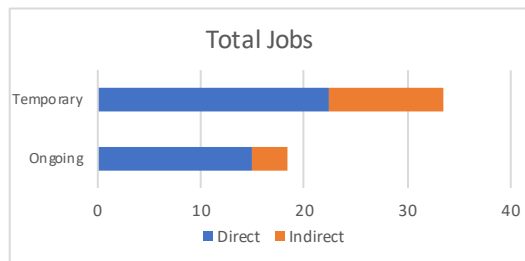
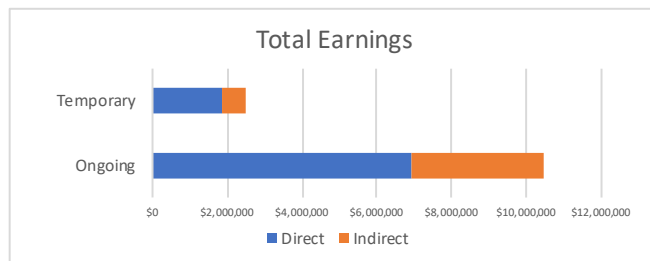


Figure 3



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Ongoing earnings are all earnings over the life of the PILOT.



## Fiscal Impacts

### Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$124,394	\$115,055
Sales Tax Exemption	\$341,250	\$341,250
Local Sales Tax Exemption	\$159,250	\$159,250
State Sales Tax Exemption	\$182,000	\$182,000
Mortgage Recording Tax Exemption	\$0	\$0
Local Mortgage Recording Tax Exemption	\$0	\$0
State Mortgage Recording Tax Exemption	\$0	\$0
<b>Total Costs</b>	<b>\$465,644</b>	<b>\$456,305</b>

### State and Local Benefits

	Nominal Value	Discounted Value*
<b>Local Benefits</b>	<b>\$13,150,766</b>	<b>\$11,985,019</b>
To Private Individuals	<b>\$12,969,551</b>	<b>\$11,824,489</b>
Temporary Payroll	\$2,513,113	\$2,513,113
Ongoing Payroll	\$10,456,438	\$9,311,376
Other Payments to Private Individuals	\$0	\$0
To the Public	<b>\$181,215</b>	<b>\$160,530</b>
Increase in Property Tax Revenue	\$101,777	\$88,105
Temporary Jobs - Sales Tax Revenue	\$15,393	\$15,393
Ongoing Jobs - Sales Tax Revenue	\$64,046	\$57,032
Other Local Municipal Revenue	\$0	\$0
<b>State Benefits</b>	<b>\$674,417</b>	<b>\$614,873</b>
To the Public	<b>\$674,417</b>	<b>\$614,873</b>
Temporary Income Tax Revenue	\$113,090	\$113,090
Ongoing Income Tax Revenue	\$470,540	\$419,012
Temporary Jobs - Sales Tax Revenue	\$17,592	\$17,592
Ongoing Jobs - Sales Tax Revenue	\$73,195	\$65,180
<b>Total Benefits to State &amp; Region</b>	<b>\$13,825,183</b>	<b>\$12,599,893</b>

### Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$11,985,019	\$274,305	44:1
State	\$614,873	\$182,000	3:1
<b>Grand Total</b>	<b>\$12,599,893</b>	<b>\$456,305</b>	<b>28:1</b>

\*Discounted at 2%

### Additional Comments from IDA

0

Does the IDA believe that the project can be accomplished in a timely fashion? Yes

**Jane Samuelson**  
Chair

**John Carola**  
Immediate Past Chair

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Vice Chair

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Laura McMahon

Leo Soriano

Thomas Zupan

Dear Mr. Fioravanti, Mr. Crist, & IDA Board,

Vision Hudson Valley, formerly known as the Orange County Citizens Foundation, is a non-partisan, not-for-profit organization that seeks to preserve and enhance the quality of life for residents of Orange County and the Hudson Valley region. We are requesting assistance from the Orange County IDA to create an updated **Orange County Quality of Life Report Card** to be published in 2025. In the past, we have worked with the Orange County IDA on our 2012 and 2015 Report Cards and are hoping we can work together again. This Report Card serves as an important marketing and economic development tool for Orange County, providing demographics and in-depth information about our municipalities and County as a whole. It serves the same goals as the Orange County IDA – to promote job and business growth in Orange County. In the past, the Orange County Partnership, County office and agencies, local municipal leaders, and community and business leaders have used it to promote the region, identify new growth sectors, and find ways to save money.

The Report Card is divided into eight categories plus a demographics section. Each category consists of several indicators used to determine quality of life. We compare our standing with the other counties in the seven-county mid-Hudson region and New York State. We then determine if we've improved or deteriorated since the previous Report Card. In addition, wherever possible, we compare local municipalities to one another. Each section also contains one page summarizing the results. Our previous Report Card, which was last published in 2015, included predictions for the future. We plan to analyze and compare those predictions to where we are now.

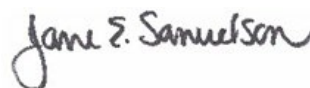
The Report Card is a valuable tool for municipalities and the County to measure their success and it keeps them accountable to the residents and businesses in Orange County. We will also be making the Report Card more accessible to all by offering it in a digital format rather than just a physical copy.

On behalf of Vision Hudson Valley, we thank you for your consideration and take this opportunity to restate that the Report Card is a tool for economic development used by businesses and prospects in Orange County and dovetails with the goals and missions of the IDA.

Sincerely,



Kaitlynn Lancellotti  
Executive Director



Jane Samuelson  
Board of Trustee Chair