

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

Finance Committee Agenda

PLEASE TAKE NOTICE, The Orange County Industrial Development Agency and Orange County Funding Corp. will hold a Finance Committee Meeting on May 15th, 2024, at 4:00 PM at the 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 April 24th, 2024 OCIDA Finance Committee Meeting
- **New Business**
 - Approval of April 2024 Financials
 - Approval of April / May Payables
 - **Capitalization Policy**
- Adjournment

To watch the livestream, please visit our website: www.ocnyida.com

Dated: May 09, 2024 By: William Fioravanti - Chief Executive Officer

> Orange County Industrial Development Agency 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: May 02, 2024
From: Jeffrey D. Crist
RE: Next Meeting Date

OCIDA Finance Committee Meeting Notice

The next Finance Committee Meeting of the Orange County Industrial Development Agency is:

Wednesday, May 15,2024 at 4:00pm

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

To watch the livestream, please visit our website: www.ocnyida.com

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Orange County Industrial Development Agency

4 Crotty Lane New Windsor, NY 12553 (845) 234-4192

OCIDA Finance Committee Minutes

Wednesday, April 24, 2024

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

Committee Members Present: Marc Greene, Dean Tamburri, Jeffrey Crist

Other Board Members Present: Linda Muller

Staff Present: Bill Fioravanti, Kelly Reilly, Jose Rojas (AV)

Others Present: Brian Sanvidge (Anchin Accountants & Advisors/NYS Monitor)

I. Call Meeting to Order

Committee Chair Greene called the meeting to order at 4:20 pm.

II. Roll Call

Mr. Fioravanti acknowledged the Committee and Board members, the staff and guest present.

III. Proof of Notice

Committee Chair Greene acknowledged that notice of the meeting was duly and properly provided.

IV. Minutes

A MOTION TO APPROVE THE MARCH 20^{TH} , 2024, OCIDA FINANCE COMMITTEE MEETING MINUTES AS PRESENTED WAS MADE BY MR. TAMBURRI, SECONDED BY MR. CRIST, AND PASSED UNANIMOUSLY.

V. New Business

March 2024 OCIDA Financial Report: Mr. Fioravanti reviewed the line items of the profit and loss report and noted the May 31, 2024, target date on which the OCIDA will separate itself from the Accelerator location in Warwick. He discussed the management fee income which allows the OCFC to share some of the OC IDA's overhead costs, interest earnings and other typical expenses. The Chair asked about the final payment to Delaware Engineering and Mr. Fioravanti stated that the IDA is considering reengaging Delaware for the second phase of its Shovel Ready project and stated that a new IDA project application was forthcoming. He discussed a service fee incurred

due to timing of the bill and asked the Board to revisit the bill.com platform option and scheduling a demonstration of the platform.

March/April 2024 OCIDA Payables: Mr. Fioravanti reviewed the line items noting the typical monthly payables including attendance at several local events, and the cash and equivalents statement. Committee Chair Greene discussed the CDs scheduled to mature in the coming months and suggested combining them for reinvestment.

A MOTION TO RECOMMEND THE MARCH 2024 FINANCIAL REPORT AND THE MARCH/APRIL 2024 PAYABLES TO THE FULL BOARD FOR APPROVAL WAS MADE BY MR. CRIST, SECONDED BY MR, TAMBURRI, AND PASSED UNANIMOUSLY.

Capitalization Policy: Mr. Greene requested that the policy be separated so that each entity, the OCIDA and the OCFC, had their own policy.

Authorize Recurring Payments: Mr. Fioravanti asked the Board for an authorization to continue to pay the typical/recurring bills until the end of 2024. This authorization will be reviewed by the Board annually.

A MOTION TO AUTHORIZE STAFF TO CONTINUE TO PAY ALL TYPICAL/RECURRING BILLS UNTIL THE END OF 2024 WAS MADE BY MR. TAMBURRI, SECONDED BY MR, CRIST, AND PASSED UNANIMOUSLY.

VI. Adjournment

A MOTION TO ADJOURN WAS MADE BY MR. CRIST, SECONDED BY MR. TAMBURRI, AND PASSED UNANIMOUSLY.

The meeting closed at 4:39 pm.

Orange County Industrial Development Agency Budget vs. Actuals: FY_2024 - FY24 P&L April 2024

	Feb 2024		<u>Mar 2024</u>		<u>Apr 2024</u>				<u>Total</u>								
_		Actual	Budget	Ac	ctual	Budget	Act	tual	Bu	ıdget	over Bu	udget	Actual		Budget	ove	r Budget
Income																	
40000 Application Fee			833.33			833.33				833.33		-833.33	2,500	0.00	3,333.32		-833.32
40300 Closing Fees			37,500.00			37,500.00				37,500.00	-3	7,500.00	(0.00	150,000.00		-150,000.00
41000 Local Labor Auditing Fees Income (pass-thru)			0.00			0.00				0.00		0.00	(0.00	0.00		0.00
42000 Other IDA Fees			2,140.00			2,140.00				2,140.00		2,140.00		0.00	8,560.00		-8,560.00
42500 Other IDA Fees 42500 Other income			2,140.00			2, 140.00		8,152.69		2, 140.00		8,152.69	8,152		0.00		-6,560.00 8,152.69
44000 Subtenant Rents		1,795.00	2,220.00		1,795.00	2,220.00		1,795.00		2,220.00		-425.00	7,180		8,880.00		-1.700.00
45000 Management Fee Income		6,067.95	2,220.00		8,547.94	2,220.00		8,316.45		2,220.00		8,316.45	22,932		0.00		22,932.34
			10 500 00			10 500 00		522.28		10 500 00							
49000 Interest Earnings Services		59,743.76	19,500.00		41,268.67	19,500.00		276.12		19,500.00	- 1	8,977.72 276.12	144,641	i.39 5.12	78,000.00 0.00		66,641.39 276.12
Total Income	\$	67,606.71	\$ 62,193.33	¢	51,611.61	\$ 62,193.33	\$	19,062.54		62,193.33	• 1	3,130.79				¢	63,090.78
Gross Profit	\$	67,606.71			51,611.61			19,062.54		62,193.33			\$ 185,682				63,090.78
Expenses	Þ	67,000.71	\$ 62,193.33	Þ	31,011.01	\$ 62,193.33	, a	19,002.54	Þ	02, 193.33	- ə 4	5, 150.79	φ 100,002	2.34	\$ 240,113.32	- ф	63,090.76
60000 Administrative Costs												0.00	250	0.00	0.00		250.00
		4.82			72.53			28.11						9.28	0.00		159.28
60002 Bank Service Charges 60003 CFO/Bookkeeping		4.02			72.55			20.11				28.11	108	9.20	0.00		139.20
Services			1,875.00		1,680.00	1,875.00		3,360.00		1,875.00		1,485.00	6,720	0.00	7,500.00		-780.00
60004 Fiscal Audit			1,583.33			1,583.33				1,583.33	-	1,583.33	(0.00	6,333.32		-6,333.32
60005 Insurance		528.71	1,724.08		528.71	1,724.08		528.71		1,724.08		1,195.37	9,472		6,896.32		2,575.72
60006 Office Supplies and													•		•		
Postage		200.15	683.33		2,056.69	683.33		618.99		683.33		-64.34	3,803	3.31	2,733.32		1,069.99
60007 Professional Fees		1,650.00	429.17			429.17				429.17		-429.17	1,650	0.00	1,716.68		-66.68
60008 Travel, Lodging, Meals		163.27	512.50		1,220.14	512.50		655.19		512.50		142.69	2,743	3.26	2,050.00		693.26
Total 60000 Administrative	•	0.540.05	£ 6.007.44	•	F FF0 07	£ C.007.44		E 404 00	•	C 007 44		4 646 44	ė 04.70°	7.00	e 27 220 C4	•	0 404 75
Costs 60200 Agency Support	\$	2,546.95	\$ 6,807.41	\$	5,558.07	\$ 6,807.41	*	5,191.00	Þ	6,807.41	-ఫ	1,616.41	\$ 24,797	.89	\$ 27,229.64	-\$	2,431.75
Expenses												0.00	(0.00	0.00		0.00
60201 IT Support &																	
Audio/Visual		4,267.86	4,875.00		2,755.66	4,875.00		1,043.96		4,875.00	-	3,831.04	9,036	6.15	19,500.00		-10,463.85
60202 Marketing & PR		14,960.00	6,333.33		8,165.00	6,333.33		6,390.00		6,333.33		56.67	29,515	5.00	25,333.32		4,181.68
60203 Memberships and Events		664.30	887.50		75.00	887.50		100.00		887.50		-787.50	1,69	1 20	3,550.00		-1,858.70
Events		004.30	667.50		75.00	007.50		100.00		007.50		-767.30	1,09	1.30	3,330.00		- 1,000.70
60204 Training and Education			333.33			333.33				333.33		-333.33	(0.00	1,333.32		-1,333.32
Total 60200 Agency Support																	
Expenses	\$	19,892.16	\$ 12,429.16	\$	10,995.66	\$ 12,429.16	\$	7,533.96	\$	12,429.16	-\$	-	\$ 40,242		•	-\$	9,474.19
60400 Projects/Programs												0.00	(0.00	0.00		0.00
60402 Cost-Benefit Analyses			375.00			375.00				375.00		-375.00		0.00	1,500.00		-1,500.00
60404 Legal Counsel		6,202.25	5,150.00			5,150.00		3,264.00		5,150.00	-	1,886.00	9,466		20,600.00		-11,133.75
60405 Legal, Pass Thru			0.00			0.00				0.00		0.00	(0.00	0.00		0.00
60406 Local Labor Auditing Fees Expense			880.00			880.00				880.00		-880.00	(0.00	3,520.00		-3,520.00
60408 Shovel Ready Program			20,833.33		17,500.00	20,833.33				20,833.33	-2	0,833.33	17.500		83,333.32		-65.833.32
· · · · · · · · · · · · · · · · · · ·	\$	6,202.25	-		17,500.00		•	3,264.00	•	27,238.33		3,974.33	,			-¢	81,987.07
61000 Payroll Expenses	٠	0,202.20	27,200.00	•	11,000.00	27,200.00	*	0,204.00	•	21,200.00		0.00		0.00	0.00	Ψ	0.00
61001 Employee Benefits		2,793.62	3,300.00		3,027.62	3,300.00		2,805.41		3,300.00		-494.59	11,210		13,200.00		-1,989.73
61002 Payroll Taxes & Fees		2,700.02	0,000.00		0,027.02	0,000.00		2,000.41		0,000.00		404.00	11,210	,. <u>.</u> .	10,200.00		1,000.70
(Staff Line)		2,566.65	785.42		2,784.16	785.42		2,291.97		785.42		1,506.55	10,848	3.31	3,141.68		7,706.63
61003 Salaries		21,136.52	25,281.50		26,875.65	25,281.50		23,952.26		25,281.50	-	1,329.24	93,100).95	101,126.00		-8,025.05
61004 Retirement and Profit-													_				
Sharing		0.00	3,106.83			3,106.83				3,106.83		3,106.83		0.00	12,427.32		-12,427.32
Total 61000 Payroll Expenses	\$	26,496.79	\$ 32,473.75	\$	32,687.43	\$ 32,473.75	\$	29,049.64	\$	32,473.75	-\$	3,424.11				-\$	14,735.47
62000 Building Expenses												0.00		0.00	0.00		0.00
62002 Building Rent		6,641.38	6,650.00		6,641.38	6,650.00		6,641.38		6,650.00		-8.62	26,565		26,600.00		-34.48
62003 Building Utilities		1,506.18	1,375.00		2,503.67	1,375.00		510.86		1,375.00		-864.14	5,211	1.71	5,500.00		-288.29
62006 Internet and Telephones		616.37	350.00		763.34	350.00		400.55		350.00		50.55	2,368	R 91	1,400.00		968.91
62007 Maintenance		720.85	941.67		1,305.85	941.67		70.85		941.67		-870.82	2,822		3,766.68		-944.13
62008 Repairs/Renovations		120.00	83.33		1,000.00	83.33		70.00		83.33		-83.33		0.00	333.32		-333.32
•	\$	9,484.78			11,214.24		\$	7,623.64	\$	9,400.00	-\$	1,776.36				-\$	631.31
Total Expenses	\$	64,622.93			77,955.40			52,662.24		88,348.65			\$ 244,134				109,259.79
Net Operating Income	\$	2,983.78				-\$ 26,155.32		33,599.70		26,155.32		7,444.38	-\$ 58,452				46,169.01
Net Income	\$	2,983.78			26,343.79			33,599.70		26,155.32		7,444.38					46,169.01
Tet moone	φ	2,303.10	-ψ 20,133.32	1 -	20,040.13	-ψ 20, 133.32	Ψ-Ψ	55,535.10	-ψ	20, 133.32	Ų	., 	Ψ 30,432		-ψ 104,0∠1.20	Ψ	-1 0, 103.01

Orange County Industrial Development Agency Transaction List by Vendor May 1-9, 2024

	Date Transaction type		Memo/Description	Amount		March	
88 Studio, LLC	05/01/2024 05/01/2024		Website Redesign Invoice 1 of 3 Web Management for May 2024Business Cards for J, Crist	\$	15,748.00 435.00	\$ 350.00	
Acquisitions Marketing Inc.	05/01/2024	Bill	Invoice #10	\$	2,975.00	\$ 2,875.00	
Bousquet Holstein PLLC	05/01/2024 05/01/2024		OCIDA General Counsel Mar: 13, 15, 20, 27, 2024 OCIDA General Counsel Mar: 1, 3, 19, 20, 2024	\$	1,435.00 730.75	\$ 3,264.00	
Complete Document Solutions	05/01/2024	Bill	April 2024 - May 2024	\$	185.18	\$ 329.95	
Credit Card Payment Processing	05/01/2024	Bill	Marketing, PR, Website, & Membership, Office Supplies,	\$	3,824.78	\$ 1,517.83	
Crystal Rock	05/01/2024	Bill	Gallon Deposit, Bottle Return, Delivery Fee	\$	19.08		
D&M Signs Inc	05/01/2024	Bill	3 5x4 Banners	\$	360.00		
Federal Express	05/01/2024 05/01/2024		Mar. 25, 2024 Apr. 15, 2024	\$	25.84 56.16		
First Columbia 4-LA, LLC	05/01/2024 05/01/2024 05/01/2024	Bill	Rent & CAM Reconciliation for 2023 CAM: \$2,400.25Rent: \$4,241.13 Gas & Electric 3/16/24 - 4/16/24	\$ \$ \$	1,208.78 6,641.38 805.67	\$ 8,201.80	
Harris Beach PLLC	05/01/2024 05/01/2024		2023 PARIS reporting & Audit Confirmations 8965956 2023 Audit Confirm Prep	\$	4,071.00 1,127.00		
пс	05/01/2024	Bill	Access Point & Firewall Service Billing for 1 month (May 2024)	\$	148.80	\$ 60.00	
KR Cleaning	05/01/2024	Bill	May 2024	\$	650.00	\$ 650.00	
LAN Associates	05/01/2024	Bill	Labor Auditing: OC Hospitality Inv# 4391	\$	4,385.00	\$ 500.00	
Mid Hudson News Network	05/01/2024	Bill	May 6, 13, 20, 27, 2024	\$	1,000.00	\$ 3,250.00	
Pamal Broadcasting, Ltd.	05/01/2024 05/01/2024		Branding 60 Business Growth - 100.7: Apr 1,2,7,15,16,21,29,30, 2024 Branding 60 Business Growth - K104: Apr 8, 9, 14, 22, 23, 28, 2024	\$	1,940.00 1,640.00	\$ 3,140.00	
Town of Warwick Water & Sewer	05/01/2024	Bill	Account 46-1-39.22*00	\$	734.99		
W.B. Mason, Co., Inc.	05/01/2024 05/01/2024		Office Supplies: Heavy Duty Stapler (60 pages) Office Supplies: Copy paper (2 cartons)	\$	58.17 121.98	\$ 401.86	
Xerox Financial Services	05/01/2024	Bill	4/15/24 - 5/14/24 Monthly payment & Equipment protection plan	\$	307.96	\$ 279.96	
Zultys, Inc.	05/01/2024	Bill	Monthly Charge - May 2024	\$	252.92	\$ 251.75	
	Thursday May	09 2024 Thursday May	9. 2024 04:09 PM GMTZ				

sactions

Post Date	Tran Date	Reference Number	Description		\$ Amoun
KELL	Y REIL	LY			Ending in: 3074
03/21	03/20	080103021815446	ORANGE & ROCKLAND UTIL 877-434-4100 NY		✓ 527.57
03/21	03/20	080103339312219	2 AMZN Mktp US*R698G1KS1 Amzn.com/billWA		√ 26.8 2
03/26	03/25	085000055873563	3 ZOOM.US 888-799-9666 WWW.ZOOM.US CA		√ 789.50
03/28	03/27	088083175311711	→ TIMESUNION SUBSCRIPTIO 518-454-5454 NY		/ 0.25
03/29	03/28	088109906547857	5 AMZN Mktp US*F77WK7UN3 Amzn.com/billWA		64.86
03/29	03/28	088196715931738	↓ B&H PHOTO 800-606-6969 800-2215743 NY		√161.1 1
04/01	03/30	090100985762687	AMZN Mktp US*0S3ZW6UJ3 Amzn.com/billWA		√ 810.93
04/01	03/31	091101917058458	SAMZN Mktp US*5X4ZT4DZ3 Amzn.com/billWA		√56.18
04/02	04/01	093910004280570	GOOGLE*GSUITE THE-ACCE CC GOOGLE.COMCA		√38.93
04/02	04/01	093910004428070	(D) GOOGLE*GSUITE OCNYIDA. CC GOOGLE.COMCA		√ 274.37
04/03	04/03	094101365819663	AMZN Mktp US*AG4ML7UD3 Amzn.com/billWA		√ 57.69
04/09	04/08	099105612856910	2 STAMPS.COM 855-608-2677 TX		21.61
04/10	04/07	630000227941033	PAYMENT - THANK YOU		-1,517.83
04/12	04/10	102900016239202	(5 NYS EDC 518-4264058 NY		√720.00
04/16	04/15	106101610795250	# Spectrum 855-707-7328 MO		√234.96
04/16	04/15	106101615425812	Spectrum 855-707-7328 MO		√10.00
04/18	04/17	108000009084501	ORANGE COU'NY HTTPSORANGENYNY		√30.00
					Subtotal: 3,824.78
			2024 Year-to-Date Totals		
		Total	Fees charged in 2024	\$0.00	
		Total	Interest charged in 2024	\$0.00	

Interest Charge Calculation

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

Orange County Industrial Development Agency

Banks Accounts/Certificates of Deposit/Money Markets Accounts As of April 30, 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%
3/28/24	6/27/24	3 months	JP Morgan T-Bill	!	\$ 999,800	5.22%
6/22/22	5/22/24	23 months	Connect One	!	\$ 400,000	1.9%%
3/12/24	9/5/24	9 months	JP Morgan T-Bill	!	\$ 2,499,464	5.17%

Bank	Account Type	Amount	% of total
Chase Bank	Checking Account - IDA Ops	\$ 430,245	5%
Orange Bank & Trust	Checking Account - Trust Escrow	\$ 78,847	1%
Total CDs & Treasuries	Certificates of Deposit & Treasuries	\$ 8,899,264	95%
		\$ 9,408,356	100%

Orange County Industrial Development Agency (OCIDA) Capitalization Policy

1. Purpose

This accounting policy establishes the minimum cost \$5,000.00 that shall be used to determine the capital assets that are to be recorded in **OCIDA** annual financial statements (or books).

2. Capital Asset definition

A "Capital Asset" is defined as a unit of property that: (1) has an economic useful life that extends beyond 12 months; **and** (2) was acquired or produced for a cost of \$5,000.00 or more. Capital Assets must be capitalized and depreciated for financial statement (or bookkeeping) purposes.

3. Capitalization thresholds

OCIDA establishes \$5,000.00 as the threshold amount for minimum capitalization. Any items costing below this amount should be expensed in **OCIDA** financial statements (or books).

4. Capitalization method and procedure

All Capital Assets are recorded at historical cost as of the date acquired.

Tangible assets costing below the aforementioned threshold amount are recorded as an expense for **OCIDA** annual financial statements. Alternatively, assets with an economic useful life of 12 months or less are required to be expensed for financial statement purposes, regardless of the acquisition or production cost.

5. Recordkeeping

Invoice substantiating an acquisition cost of each unit of property shall be retained for a minimum of four years.