



*Empowering Businesses. Inspiring Growth.*

**Mike Torelli, Chairman • John Douthit, Vice Chairman • Lesley Pierri, Secretary**  
**Vincent Odock, Assistant Secretary • Paul Ruszkiewicz, Board Member • Dean Tamburri, Board Member**  
**Bill Fioravanti, Agency Manager • Russell E. Gaenzle, Harris Beach**

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## Agenda

PLEASE TAKE NOTICE, The Orange County Industrial Development Agency will hold a regularly scheduled meeting on August 17, 2021, at 5:00 p.m. at OC Government Center, 255 Main St., Goshen NY in the Community Room to consider and/or act upon the following:

### Order of Business

- **Pledge of Allegiance**
- **Roll Call**
- **Approval of Minutes for July 20, 2021**
- **Finance**
  - July Financial Reports
  - July/August Payables
  - Paying standing recurring bills for remainder of 2021
  - TPX phone system contract
  - Investment options for OCIDA fund balance
- **Chairman's Report**
- **Management Report**
- **New Business**
  - Hampton Park LLC
  - OC Probation - Crime Victim Impact Statement
  - Revisions to OCIDA By-Laws
  - Upcoming Committee Meetings
- **Unfinished Business**
- **Resolutions**
- **Executive Session**
- **Adjournment**

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

Dated: August 11, 2021

Leslie Pierri, Secretary

By: Bill Fioravanti – Agency Manager

**OCIDA Vendor Payment Approval**  
**Recurring Bldg Services**  
**August 17, 2021**

Approv ID                    August 17 2021  
Category                    Recurring Bldg Services  
Amt                            Y

| Vendor   | Invoice            | Purpose/Description          | Location            | Service Date(s)   | Sum of Amount    |
|--|--------------------|------------------------------|---------------------|-------------------|------------------|
| Orange & Rockland                                    | 99915-93035        | Electricity                  | Highland Falls      | 7/2/21-7/19/21    | 28.85            |
|  | 26670-19018        | Electricity                  | Warwick             | 6/20/21 - 7/18/21 | 385.12           |
| <b>Orange &amp; Rockland Total</b>                   |                    |                              |                     |                   | <b>413.97</b>    |
| Time Warner Cable                                    | 0109708062821      | Internet                     | 4 Crotty Ln         | 7/28/21-8/27/21   | 157.96           |
|  | 92572071121        | Internet                     | 334 Ave of Americas | 7/11/21-8/10/21   | 100.00           |
|  | 91582072221        | Internet                     | 334 Ave of Americas | 7/22/21-8/21/21   | 157.96           |
| <b>Time Warner Cable Total</b>                       |                    |                              |                     |                   | <b>415.92</b>    |
| Central Hudson Gas & Electric                        | 86700025041        | Gas & Electric               | 334 Ave of Americas | 6/2/21 - 7/1/21   | 3,336.47         |
|  | 86701456005        | Gas & Electric               | Newburgh - 603      | 6/8/21 - 7/12/21  | 269.67           |
|  | 83531580146        | Gas & Electric               | Newburgh - 605      | 6/8/21 - 7/12/21  | 312.45           |
|  |                    |                              | Newburgh - 603      | 7/1/21-7/30/21    | 61.51            |
| <b>Central Hudson Gas &amp; Electric Corp. Total</b> |                    |                              |                     |                   | <b>3,980.10</b>  |
| Complete Document Solution                           | IN378414           | B/W & Color Copies           | Middletown          | 7/1/21 - 7/31/21  | 117.55           |
| <b>Complete Document Solutions Total</b>             |                    |                              |                     |                   | <b>117.55</b>    |
| Xerox Financial Service                              | 2734695            | Copier Lease payment         | 4 Crotty Ln         | 6/15/21 - 8/14/21 | 301.95           |
| <b>Xerox Financial Service Total</b>                 |                    |                              |                     |                   | <b>301.95</b>    |
| LaMela Sanitation                                    | 17X02547           | Trash & Recycle              | 334 Ave of Americas | 7/1/21 - 7/31/21  | 225.00           |
| <b>LaMela Sanitation Total</b>                       |                    |                              |                     |                   | <b>225.00</b>    |
| Verizon  | 455798986000106    | Fios                         | Newburgh - 605      | 7/24/21-8/24/21   | 183.48           |
|  | 655823759000154    | Fios                         | Newburgh - 603      | 8/9/21-8/8/21     | 141.98           |
| <b>Verizon Total</b>                                 |                    |                              |                     |                   | <b>325.46</b>    |
| Town of New Windsor                                  | --                 | Building 2416 Rent           | 334 Ave of Americas | September 2021    | 1,298.92         |
|  |                    | Building 2420 Rent           | 334 Ave of Americas | September 2021    | 1,500.00         |
|  |                    | Building 2422 Suite 100 Rent | 334 Ave of Americas | September 2021    | 1,000.00         |
|  |                    | Building 2422 Suite 300 Rent | 334 Ave of Americas | September 2021    | 1,200.00         |
|  |                    | Building 2422 Suite 200 Rent | 334 Ave of Americas | September 2021    | 1,200.00         |
| <b>Town of New Windsor Total</b>                     |                    |                              |                     |                   | <b>6,198.92</b>  |
| First Columbia 4-LA, LLC                             | (blank)            | Gas & Electric               | 4 Crotty Ln         | 4/16/21-6/18/21   | 509.07           |
|  | 607010020210701    | Building Rent &CAM           | 4 Crotty Ln         | September 2021    | 10,509.89        |
| <b>First Columbia 4-LA, LLC Total</b>                |                    |                              |                     |                   | <b>11,018.96</b> |
| ALTEVA OF WARWICK                                    | 6/8/78             | Monthly Fiber Internet       | 4 Crotty Ln         | August 2021       | 90.71            |
| <b>ALTEVA OF WARWICK Total</b>                       |                    |                              |                     |                   | <b>90.71</b>     |
| 88 Studio, LLC                                       | --                 | Brand Management             | 4 Crotty Ln         | July 2021         | 2,500.00         |
| <b>88 Studio, LLC Total</b>                          |                    |                              |                     |                   | <b>2,500.00</b>  |
| KR Cleaning  | --                 | Office Cleaning              | 334 Ave of Americas | August 2021       | 350.00           |
|  |                    |                              | Newburgh - 603      | August 2021       | 50.00            |
|  |                    | Office Cleaning              | 4 Crotty Ln         | August 2021       | 650.00           |
| <b>KR Cleaning Total</b>                             |                    |                              |                     |                   | <b>1,050.00</b>  |
| Focus Media  | 13107              | Monthly Retainer/Web Service | 4 Crotty Ln         | August 2021       | 2,500.00         |
| <b>Focus Media Total</b>                             |                    |                              |                     |                   | <b>2,500.00</b>  |
| TPx Communications                                   | 1297660            | Phone System                 | 4 Crotty Ln         | 8/1/21-8/31/21    | 596.65           |
| <b>TPx Communications Total</b>                      |                    |                              |                     |                   | <b>596.65</b>    |
| Frontier   | 020818-4           | Dedicated Internet Access    | Middletown          | 7/15/21-8/14/21   | 599.00           |
|  | =84534324090202184 | Phone Line                   | Middletown          | 8/2/21-9/1/21     | 91.24            |
|  |                    | Ethernet                     | Middletown          | 8/4/21-9/3/21     | 427.81           |

|  |                 |                    |             |                 |                  |
|--|-----------------|--------------------|-------------|-----------------|------------------|
|  |                 | Wireless Data Svc  | Middletown  | 8/4/21-9/3/21   | 315.00           |
| <b>Frontier Total</b>                          |                 |                    |             |                 | <b>1,433.05</b>  |
| Facilities Maintenance Corp.                   | 77074           | Cleaning           | Middletown  | July 2021       | 1,096.00         |
| <b>Facilities Maintenance Corp. Total</b>      |                 |                    |             |                 | <b>1,096.00</b>  |
| MidHudsonNews.com                              | 6920            | Banner Advertising | 4 Crotty Ln | July 2021       | 750.00           |
| <b>MidHudsonNews.com Total</b>                 |                 |                    |             |                 | <b>750.00</b>    |
| Crystal Rock                                   | 21066678 072321 | H2O                | 4 Crotty Ln | August2021      | 15.14            |
| <b>Crystal Rock Total</b>                      |                 |                    |             |                 | <b>15.14</b>     |
| Marangi Disposal                               | 17101851        | Trash & Recycle    | Middletown  | July 2021       | 96.45            |
| <b>Marangi Disposal Total</b>                  |                 |                    |             |                 | <b>96.45</b>     |
| National Business Leasing                      | 73270146        | Copier             | Middletown  | 7/14/21-8/14/21 | 360.36           |
| <b>National Business Leasing Total</b>         |                 |                    |             |                 | <b>360.36</b>    |
| Town of Warwick Water & Sewer                  | 46-1-39.22*00   | Water & Sewer      | Warwick     | 4/1/21-6/30/21  | 694.60           |
| <b>Town of Warwick Water &amp; Sewer Total</b> |                 |                    |             |                 | <b>694.60</b>    |
| <b>Grand Total</b>                             |                 |                    |             |                 | <b>34,180.79</b> |

**OCIDA Vendor Payment Approval  
Monthly Contracts  
August 17, 2021**

**ApprovID**                      **August 17 2021**  
**Category**                    **Monthly Contracts**  
**Amt**                              **Y**

| <b>Vendor</b>                        | <b>Invoice</b> | <b>Purpose/Description</b> | <b>Location</b> | <b>Service Date(s)</b> | <b>Sum of Amount</b> |
|--------------------------------------|----------------|----------------------------|-----------------|------------------------|----------------------|
| Loewke Brill Consulting              | 16-011-OCIDA   | Site Visits & Reporting    | 4 Crotty Ln     | July 2021              | 3,920.00             |
| <b>Loewke Brill Consulting Total</b> |                |                            |                 |                        | <b>3,920.00</b>      |
| Brown & Weinraub                     | 17488          | Consulting Retainer        | 4 Crotty Ln     | August 2021            | 5,500.00             |
| <b>Brown &amp; Weinraub Total</b>    |                |                            |                 |                        | <b>5,500.00</b>      |
| Kevin T. Dowd, Esq.                  | (blank)        | Legal Services             | 4 Crotty Ln     | 7/1/21 - 7/19/21       | 273.00               |
| <b>Kevin T. Dowd, Esq. Total</b>     |                |                            |                 |                        | <b>273.00</b>        |
| <b>Grand Total</b>                   |                |                            |                 |                        | <b>9,693.00</b>      |

**OCIDA Vendor Payment Approval**  
**All Other**  
**August 17, 2021**

**Approv ID**                    **August 17 2021**  
**Category**                    **All Other**  
**Amt**                            **Y**

| Vendor                                      | Invoice           | Purpose/Description   | Location              | Service Date(s)      | Sum of Amount    |
|---|-------------------|---|-----------------------|----------------------|------------------|
| <b>Credit Card Payment Process</b>          | <b>3074</b>       | <b>Go Daddy, Google G Suite,<br/>Visionect, Visionect,<br/>JCOPE,Zoom</b> | <b>4 Crotty Ln</b>    | <b>July 2021</b>     | <b>680.65</b>    |
|   |                   | <b>Time Warner Cable</b>  | <b>4 Crotty Ln</b>    | <b>July 2021</b>     | <b>319.92</b>    |
|   |                   | <b>Verizon</b>  | <b>Newburgh - 605</b> | <b>July 2021</b>     | <b>141.98</b>    |
|   |                   | <b>Stamps, Stand for IPAD,<br/>Battery Backup</b>                         | <b>4 Crotty Ln</b>    | <b>July 2021</b>     | <b>227.58</b>    |
| <b>Credit Card Payment Processing Total</b> |                   |   |                       |                      | <b>1,370.13</b>  |
| <b>Cincinnati Insurance Compan</b>          | <b>1000323066</b> | <b>Building Insurance</b>   | <b>4 Crotty Ln</b>    | <b>8/5/21-8/5/22</b> | <b>20,145.47</b> |
| <b>Cincinnati Insurance Company Total</b>   |                   |   |                       |                      | <b>20,145.47</b> |
| <b>Grand Total</b>                          |                   |   |                       |                      | <b>21,515.60</b> |

**Orange County IDA  
Income and Expense Summary  
July 2021**

|  | Jul               | YTD                 | Budget              | Over/(Under)          |
|--|-------------------|---------------------|---------------------|-----------------------|
| <b>Income</b>                              |                   |                     |                     |                       |
| Closing Fees                               | \$ 497,750        | \$ 1,102,863        | \$ 777,100          | \$ 325,763            |
| Fees                                       | \$ 253,865        | \$ 253,865          | \$ 263,300          | \$ (9,435)            |
| IDA Administrative Fees                    | \$ -              | \$ 2,500            | \$ 10,000           | \$ (7,500)            |
| Interest Earnings                          | \$ 169            | \$ 4,505            | \$ 41,000           | \$ (36,495)           |
| Pass Thru Legal Fees                       | \$ -              | \$ 2,500            | \$ 10,000           | \$ (7,500)            |
| Recovered                                  | \$ -              | \$ -                | \$ 2,000,000        | \$ (2,000,000)        |
| <b>Total Income</b>                        | <b>\$ 751,784</b> | <b>\$ 1,366,234</b> | <b>\$ 3,101,400</b> | <b>\$ (1,735,166)</b> |
| <b>Expenses</b>                            |                   |                     |                     |                       |
| <b>Administrative Costs</b>                |                   |                     |                     |                       |
| Auditors                                   | \$ 3,920          | \$ 77,082           | \$ 62,900           | \$ 14,182             |
| Insurance                                  | \$ -              | \$ 12,784           | \$ 13,000           | \$ (216)              |
| Professional Fees                          | \$ 8,263          | \$ 42,291           | \$ 73,200           | \$ (30,909)           |
| <b>Total Administrative Costs</b>          | <b>\$ 12,183</b>  | <b>\$ 132,157</b>   | <b>\$ 149,100</b>   | <b>\$ (16,943)</b>    |
| <b>Agency Contribution Costs</b>           |                   |                     |                     |                       |
| Friends of Orange County Youth Bureau Fund | \$ -              | \$ -                | \$ 23,000           | \$ (23,000)           |
| Hudson Valley Agribusiness Dvl.            | \$ -              | \$ -                | \$ 25,000           | \$ (25,000)           |
| O.C. Foreign Trade Zone                    | \$ -              | \$ -                | \$ 25,000           | \$ (25,000)           |
| T-SEC                                      | \$ -              | \$ -                | \$ 35,000           | \$ (35,000)           |
| Women's Enterprise Dev Center              | \$ -              | \$ -                | \$ 30,000           | \$ (30,000)           |
| <b>Total Agency Contribution Costs</b>     | <b>\$ -</b>       | <b>\$ -</b>         | <b>\$ 138,000</b>   | <b>\$ (138,000)</b>   |
| <b>Legal</b>                               |                   |                     |                     |                       |
| Legal, Pass Thru                           | \$ 2,069          | \$ 50,247           | \$ 120,000          | \$ (69,753)           |
| <b>Total Legal</b>                         | <b>\$ 2,069</b>   | <b>\$ 55,247</b>    | <b>\$ 130,000</b>   | <b>\$ (74,753)</b>    |
| <b>Projects</b>                            |                   |                     |                     |                       |
| Project Expenditures                       | \$ -              | \$ -                | \$ 500,000          | \$ (500,000)          |
| Research and Support                       | \$ -              | \$ -                | \$ 100,000          | \$ (100,000)          |
| Shovel Ready Program                       | \$ -              | \$ -                | \$ 100,000          | \$ (100,000)          |
| <b>Total Projects</b>                      | <b>\$ -</b>       | <b>\$ -</b>         | <b>\$ 700,000</b>   | <b>\$ (700,000)</b>   |
| <b>Total Expenses</b>                      | <b>\$ 14,251</b>  | <b>\$ 187,404</b>   | <b>\$ 1,117,100</b> | <b>\$ (929,696)</b>   |
| <b>Income Over/(Under) Expenses</b>        | <b>\$ 737,533</b> | <b>\$ 1,178,830</b> | <b>\$ 1,984,300</b> | <b>\$ (805,470)</b>   |

**OCIDA (Accelerator)  
Income and Expense Summary  
July 2021**

|                                     | Jul                | Y-T-D               | Budget                | Over/(Under)          |
|-------------------------------------|--------------------|---------------------|-----------------------|-----------------------|
| <b>Income</b>                       |                    |                     |                       |                       |
| Client Rent                         | \$ 7,976           | \$ 56,649           | \$ 105,000            | \$ (48,351)           |
| Interest Income                     | \$ 5               | \$ 42               | \$ 100                | \$ (58)               |
| <b>Total Income</b>                 | <b>\$ 7,981</b>    | <b>\$ 56,690</b>    | <b>\$ 105,100</b>     | <b>\$ (48,410)</b>    |
| <b>Expenses</b>                     |                    |                     |                       |                       |
| Salaries & Benefits                 | \$ 8,248           | \$ 170,522          | \$ 444,900            | \$ (274,378)          |
| Payroll taxes and fees              | \$ -               | \$ 16,840           | \$ 38,800             | \$ (21,960)           |
| Management Expense                  | \$ -               | \$ 72,999           | \$ 460,000            | \$ (387,001)          |
| Accelerator Without Walls           | \$ -               | \$ 17,563           | \$ 400,000            | \$ (382,438)          |
| Special Initiatives                 | \$ -               | \$ (2,000)          | \$ 113,700            | \$ (115,700)          |
| <b>Building Expenses:</b>           |                    |                     |                       |                       |
| Insurance                           | \$ -               | \$ 24,554           | \$ 24,200             | \$ 354                |
| Rent                                | \$ 29,959          | \$ 327,885          | \$ 667,200            | \$ (339,315)          |
| Utilities                           | \$ 2,819           | \$ 55,108           | \$ 66,300             | \$ (11,192)           |
| Repairs & Maintenance               | \$ 236             | \$ 3,861            | \$ 3,000              | \$ 861                |
| Operations                          | \$ 225             | \$ 9,554            | \$ 8,400              | \$ 1,154              |
| Renovations                         | \$ -               | \$ -                | \$ 100,000            | \$ (100,000)          |
|                                     | \$ 33,238          | \$ 420,962          | \$ 869,100            | \$ (448,138)          |
| Equipment Maintenance - Other       | \$ -               | \$ -                | \$ 1,000              | \$ (1,000)            |
| Information Technology              | \$ 3,074           | \$ 22,500           | \$ 62,700             | \$ (40,200)           |
| Marketing, PR, Website & Membership | \$ 6,808           | \$ 69,067           | \$ 59,800             | \$ 9,267              |
| Office Cleaning                     | \$ 2,196           | \$ 24,420           | \$ 77,500             | \$ (53,080)           |
| Office Supplies and Postage         | \$ 983             | \$ 7,504            | \$ 21,400             | \$ (13,896)           |
| Travel, Lodging & Meals             | \$ -               | \$ -                | \$ 8,000              | \$ (8,000)            |
| Training & Education                | \$ -               | \$ -                | \$ 5,400              | \$ (5,400)            |
| Professional Fees                   | \$ 626             | \$ 7,494            | \$ 35,000             | \$ (27,506)           |
| Conference Expense (BA Sponsored)   | \$ -               | \$ -                | \$ 50,000             | \$ (50,000)           |
| <b>Total Expenses</b>               | <b>\$ 55,172</b>   | <b>\$ 827,871</b>   | <b>\$ 2,647,300</b>   | <b>\$ (1,819,429)</b> |
| <b>Income Over/(Under) Expenses</b> | <b>\$ (47,191)</b> | <b>\$ (771,180)</b> | <b>\$ (2,542,200)</b> | <b>\$ 1,771,020</b>   |

**Orange County Industrial Development Agency**  
**Banks Accounts/Certificates of Deposit/Money Markets Accounts**  
As of July 30, 2021

Listed in order of maturity date.

| Purchase Date | Maturity Date | # of Days | Bank | Principal | Interest Rate |
|---------------|---------------|-----------|------|-----------|---------------|
| --            | --            | --        | --   | --        | --            |

| Bank                   | Account Type                         | Amount              | % of total  |
|------------------------|--------------------------------------|---------------------|-------------|
| Chase Bank             | Checking Account - IDA Ops           | \$ 3,014,470        | 29%         |
| Orange Bank & Trust    | Checking Account - Accelerator Ops   | \$ 569,594          | 12%         |
| M&T                    | Bank Account                         | \$ 1,611,540        | 28%         |
| Orange Bank & Trust    | Checking Account - Trust Escrow      | \$ 32,805           | 1%          |
| Total CDs & Treasuries | Certificates of Deposit & Treasuries | \$ -                | 0%          |
| Sterling National      | Money Market                         | \$ 1,720,551        | 30%         |
|                        |                                      | <u>\$ 6,948,959</u> | <u>100%</u> |



**RESOLUTION CONFIRMING IDA POSITION RELATIVE TO SENTENCING OF FORMER IDA STAFF/CONSULTANT/BOARD MEMBER**

**MOTION BY:**

**SECONDED BY:**

WHEREAS, Agent to the IDA Bill Fioravanti has sent, with the knowledge of the members of the IDA, the annexed letter (dated August 5, 2021 with an attachment dated May 14, 2021 signed by Karen Edelman-Reyes) to Hon Robert Prisco, County Court Judge; now therefore be it

RESOLVED, the IDA Board formally adopts the contents of that letter and directs the transmission of this resolution to Judge Prisco and the Orange County Department of Probation.

Vote:

Mr. Douthit             AYE ;  NAY;  ABSENT;  ABSTAIN

Mr. Ruskiewicz        AYE ;  NAY;  ABSENT;  ABSTAIN

Ms. Pierri             AYE ;  NAY;  ABSENT;  ABSTAIN

Mr. Odock             AYE ;  NAY;  ABSENT;  ABSTAIN

Mr. Tamburri          AYE ;  NAY;  ABSENT;  ABSTAIN

Chairman Torelli      AYE ;  NAY;  ABSENT;  ABSTAIN

Dated: August 17, 2021          AYES;  ABSENT;  NAYS  
Goshen, New York

RESOLUTION: \_\_\_\_\_

**HAMPTON PARK LLC.**  
**1344 ROUTE 9**  
**CASTLETON ON HUDSON NY 12033-1912**

Orange County Industrial Development Agency

June-15, 2021

4 Crotty Lane

New Winsor, NY 12553

Attn: Bill Fioravanti

Mr. Fioravanti,

I am writing to you requesting a time extension for our PILOT program. I would also like to request an extension of time to use our Sales Tax Exempt Certificate.

The reason for the request is due to the Covid-19 crisis. We have lost valuable construction time this year and the Town of Hamptonburgh has had a moratorium on Building Permits. In the process of applying for building permits we were instructed that in order to get it we had to have architectural drawings. We are presently in the process of procuring an architect to provide us with the plans in order that we can go back to the town and apply for the permit. Once we have the permit, we can put a schedule together for completion.

In conclusion I am respectfully requesting an extension of time to use our Sales Tax Exemption Certificate and to complete our PILOT project, with completion based on the schedule as stated above.

Sincerely,



Mark Servidone

Managing Member



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**THIS IS AN ESTIMATE -- NOT A FORMAL CONTRACT**

**Quote ID: 428189**

**7/28/2021**

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The term for service(s) being ordered is 12 months. ("Term")

| <b>RS ID</b> | <b>Title</b>                | <b>Address</b>                          | <b>Non-Recurring</b> | <b>Recurring</b> |
|--------------|-----------------------------|---|----------------------|------------------|
| 795510       | 4 CROTTY LN, NEW WINDSOR NY | 4 Crotty Ln, New Windsor, NY 12553-4778 | \$742.50             | \$420.70         |
|              |                             | <b>Totals</b>                           | <b>\$742.50</b>      | <b>\$420.70</b>  |

**THIS IS AN ESTIMATE -- NOT A FORMAL CONTRACT**

Rate Schedule #795510

4 CROTTY LN, NEW WINDSOR NY

Quote ID: 428189

7/28/2021

**The Accelerator**

Good through: 8/26/2021

Address: 4 Crotty Ln, New Windsor, NY 12553-4778

The term for Service(s) being ordered is 12 months ("Term").

UCx pricing based upon Tier 0: Minimum Commitment of 1 User Bundle

| ▼ UCx User Bundles (Install replacing disconnect services )               | Description   | Qty   | Each     | Usage    | Type | NRC             | MRC             |
|---|---|-------|----------|----------|------|-----------------|-----------------|
|   | Direct Inward Dial Number -- On-Net                             | 6     | \$0.25   | -        | xNet | -               | \$1.50          |
|   | Existing DID, No Porting - On-Net                               | 6     | \$0.00   | -        | xNet | \$0.00          | -               |
|   | End User Connection Charge (EUCC)                               | 5     | \$2.37   | -        | xNet | -               | \$11.85         |
|   | Geo-Location Emergency System Registration -- per geo-location  | 1     | \$4.95   | -        | xNet | -               | \$4.95          |
|   | UCx & iPBX Bundle Domestic Usage Included                       | 5,000 | \$0.00   | \$0.0000 | -    | -               | -               |
|   | UCx & iPBX Domestic USA & Canada Usage -- overage per minute    | 1     | \$0.0290 | \$0.0290 | -    | -               | -               |
|   | Unlimited Local Usage   | 1     | \$0.00   | -        | xNet | -               | \$0.00          |
|   | User Bundle Count   | 5     | \$0.00   | -        | xNet | -               | \$0.00          |
|   | User Bundle Configuration Charge                                | 5     | \$50.00  | -        | xNet | \$250.00        | -               |
|   | UCx with Cisco Webex Elite                                      | 5     | \$24.95  | -        | xNet | -               | \$124.75        |
|   | Voicemail Transcription - Standard                              | 2     | \$2.95   | -        | xNet | -               | \$5.90          |
|   |   |       |          |          |      | <b>\$250.00</b> | <b>\$148.95</b> |
| ▼ MSx WAN Rental (Install)<br>PQE Code: Not Specified                     | Description   | Qty   | Each     | Usage    | Type | NRC             | MRC             |
|   | MSx WAN Optimum   | 1     | \$0.00   | -        | MSx  | -               | \$0.00          |
|   | Multi Services Router 30 - Rental                               | 1     | \$55.00  | -        | xNet | -               | \$55.00         |
|   | Inbound Internet Failover -<br>Block of 4 (1 usable)            | 1     | \$10.00  | -        | MSx  | -               | \$10.00         |
|   | Inbound Internet Failover -<br>Non Recurring Charge             | 1     | \$0.00   | -        | xNet | \$0.00          | -               |
|   | MSx WAN - Optimum 30M   | 1     | \$162.00 | -        | MSx  | -               | \$162.00        |
|   | MSR - Install Included with<br>Voice/Data                       | 1     | \$125.00 | -        | xNet | \$125.00        | -               |
|   | CPC/ OTT  | 1     | \$0.00   | -        | MSx  | -               | \$0.00          |
|   | UCx - Related Voice Service                                     | 1     | \$0.00   | -        | xNet | -               | \$0.00          |
|   |   |       |          |          |      | <b>\$125.00</b> | <b>\$227.00</b> |
| ▼ UCx/iPBX Phone / Device Rental (Install replacing disconnect services ) | Description   | Qty   | Each     | Usage    | Type | NRC             | MRC             |
|   | Polycom VVX 41x Business Media Phone -- Rental                  | 5     | \$8.95   | -        | xNet | -               | \$44.75         |
|   | Polycom VVX 41x Business Media Phone -- Upfront Charge          | 5     | \$46.00  | -        | xNet | \$230.00        | -               |
|   | Professional Installation of Equipment                          | 1     | \$0.00   | -        | xNet | \$0.00          | -               |
|   | Customer Site Visit Charge - Includes 1 hour travel to and from | 1     | \$125.00 | -        | xNet | \$125.00        | -               |
|   | Phone Installation Charge - per unit                            | 1     | \$12.50  | -        | xNet | \$12.50         | -               |
|   |   |       |          |          |      | <b>\$367.50</b> | <b>\$44.75</b>  |