



# ORANGE COUNTY

## INDUSTRIAL DEVELOPMENT AGENCY

**Jeffrey D. 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 • **Lino J. Sciarretta**, General Counsel • **Daniel G. Birmingham**, Bond Counsel

---

### Governance Committee Agenda

PLEASE TAKE NOTICE, The Orange County Industrial Development Agency will hold a Governance Committee Meeting on June 26<sup>th</sup>, 2025, immediately following the OCFC Governance Committee Meeting that starts at 3:00 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 the April 16<sup>th</sup>, 2025, OCIDA Governance Committee Meeting
- **Old Business**
  - Policies Review and Revision
- **New Business**
  - Local Labor Policy
  - Fee Schedule
- **Adjournment**

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

Dated: June 07, 2025

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](mailto:business@ocnyida.com)



# ORANGE COUNTY

## INDUSTRIAL DEVELOPMENT AGENCY

**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 • **Lino J. Sciarretta**, General Counsel • **Dan Birmingham**, Bond Counsel

---

Date: May 19, 2025  
From: Jeffrey D. Crist  
RE: Next Meeting Date

### *OCIDA Governance Committee Meeting Notice*

---

The next Governance Committee Meeting of  
the Orange County Industrial Development

Agency is:

**Thursday, June 26<sup>th</sup>, 2025  
at 3:00pm**

**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)

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](mailto:business@ocnyida.com)

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

---

**OCIDA Governance Committee Minutes**  
Wednesday, April 16<sup>th</sup>, 2025

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

**Committee Members Present:** Jeffrey Crist, Dean Tamburri, Dr. Vincent Odock

**Committee Members Absent:** Linda Muller, Giovanni Palladino

**Staff Present:** Bill Fioravanti, Kelly Reilly, Marty Borrás (via Zoom), Dylan Burke (AV), Rudy Zodda (General Counsel)

**Others Present:** Brian Sanvidge (NYS Appointed Monitor via Zoom)

---

**I. Call Meeting to Order**

Mr. Crist called the meeting to order at 3:12 p.m.

**II. Roll Call**

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

**III. Minutes**

**A MOTION TO ACCEPT THE MARCH 19<sup>TH</sup>, 2025, OCIDA GOVERNANCE COMMITTEE MEETING MINUTES AS PRESENTED WAS MADE BY DR. ODOCK, SECONDED BY MR. TAMBURRI, AND PASSED UNANIMOUSLY.**

**IV. Old Business**

**Policy Review Update:** Mr. Fioravanti noted that the policy had been reviewed last month and addressed several follow-up items including verbiage on immigration status and paid holidays.

**Recommend Personnel Policy Approval:** Mr. Fioravanti noted that revisions would be made to the contact information for the Director of Administration and that Election Day would be removed as a “work in lieu of” holiday.

**A MOTION TO APPROVE THE PERSONNEL POLICY PENDING THE CORRECTION OF THE CONTACT INFORMATION WAS MADE BY MR. TAMBURRI, SECONDED BY DR. ODOCK, AND PASSED UNANIMOUSLY.**

**V. Adjournment**

**A MOTION TO ADJOURN WAS MADE BY MR. TAMBURRI, SECONDED BY DR. ODOCK, AND PASSED UNANIMOUSLY.**

**The meeting closed at 3:28 p.m.**

DRAFT

**EXHIBIT "C"**  
**LABOR POLICY**  
**ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**Adopted 06-26-24**

The Orange County Industrial Development Agency (IDA) was established for the purpose of creating employment opportunities for, and to promote the general prosperity and economic welfare of the residents of Orange County. The IDA offers economic incentives and benefits to qualified applicants who wish to locate or expand their businesses or facilities in Orange County. When the IDA approves a project, it enters into agreements to extend these incentives and benefits to the applicant.

Construction jobs, though limited in time duration, are vital to the overall employment opportunities and economic growth in Orange County. The IDA believes that companies benefiting from its incentive programs should employ local laborers, mechanics, craft persons, journey workers, equipment operators, truck drivers and apprentices (hereinafter "construction workers"), including those who have returned from military service, during the construction phase of projects. In this way, the IDA can generate significant benefits to advance the County's general prosperity. It is, therefore, the policy of the IDA that firms benefiting from its programs shall employ workers from Orange County and the "local labor" market during all project phases, including the construction phase.

For the purpose of this policy, the "local labor" market for construction workers shall be defined as those individuals living in Orange, Ulster, Sullivan, Dutchess, Putnam, Rockland, Westchester, and Delaware Counties. Applicants receiving IDA benefits shall ensure the contractor/developer hire at least 85% from the "local labor" market for their approved projects. The 85% shall be borne by each primary contractor, and in total at the time of completion of the project. The contractor/developer is mandated to keep daily log sheets of all field workers, commencing on the date of application. Any work performed after application shall be included in the determination of overall compliance with the 85% hiring requirements of this policy. A third-party auditing firm will be engaged to monitor construction work commencing on the date benefits are granted by resolution of the IDA Board.

However, the IDA recognizes that the use of local labor may not be possible for the following reasons and the applicant may request an exemption on a particular contract or trade scope for the following reasons:

1. Warranty issues related to installation of specialized equipment whereby the manufacturer requires installation by only approved installers;
2. Specialized construction is required, and no local contractors or local construction workers have the required skills, certifications or training to perform the work;

3. Cost Differentials:
  - a. For projects whose project cost exceeds \$15M, significant cost differentials in bid prices whereby the use of local labor and materials significantly increases the sub contract or contract of a particular trade or work scope by at least 20%. Every reasonable effort should be made by the applicant and or the applicant's contractor to get below the 20% cost differential including, but not limited to, communicating and meeting with local construction trade organizations, such as the Hudson Valley Building and Construction Trades Council and other local Contractor Associations;
  - b. For projects whose project cost is less than \$15M, significant cost differentials in bid prices whereby the use of local labor and materials significantly increases the sub contract or contract of a particular trade or work scope by 10% or more. Every reasonable effort should be made by the applicant and or the applicant's contractor to get below the 10% cost differential including, but not limited to, communicating and meeting with local construction trade organizations, such as the Hudson Valley Building and Construction Trades Council and other local Contractor Associations;
4. No labor is available for the project; and
5. The contractor requires key or core persons such as supervisors, foreman or "construction workers" having special skills that are not available in the "local labor" market.

**The request to secure an exemption for the use of non-local labor must be received from the applicant on the exemption form provided by the IDA or the 3<sup>rd</sup> party monitor and received in advance of work commencing.** The request will be reviewed by the 3<sup>rd</sup> party monitor and forwarded to the IDA, at which time the IDA's Audit Committee shall have the authority to approve or disapprove the exemption. The 3<sup>rd</sup> party monitor shall report each authorized exemption to the Board of Directors at its monthly meeting.

~~In addition, applicants receiving IDA benefits and Contractors on the project shall make every reasonable effort to utilize vendors, material suppliers, subcontractors and professional services from Orange County and the surrounding counties. Applicants and contractors shall be required to keep records of those local vendors, material suppliers, contractors and professional services whom they have solicited and with whom they have contracted with or awarded. This shall be stored in a binder on site and shall be easily available for review by an authorized representative of the IDA, such as the IDA's 3<sup>rd</sup> party monitor. It shall include any documents for solicitation and contracts. It is the goal of the County of Orange and the IDA to promote the use of local veterans on projects receiving IDA benefits. By partnering with local contractors, local contractor groups, local trade unions and contractors awarded work on IDA projects, there are opportunities for veterans to gain both short term and long term careers in the construction industry.~~

Once approved for IDA benefits, all applicants will be required to provide to IDA staff the following information:

- ~~1.~~ ~~Contact information for the applicant's representative who will be responsible and accountable for providing information about the bidding and awarding of construction contracts relative to the applicant's project;~~
1. ~~2.~~ Description of the nature of construction jobs created by the project, including in as much detail as possible, the number, type and duration of construction positions;
2. ~~3.~~ The names, contact information, certificate of authorization to do business in the State of New York and copies of current Certificates of NYS Workers' Compensation Insurance, NYS Disability Insurance, General Liability Insurance and proof of current OSHA training certification from all contractors' employees performing work on the site; and
3. ~~4.~~ A Construction Completion Report listing the names and business locations of prime contractors, subcontractors and vendors who have been engaged in the construction phase of the project.

All Orange County IDA projects are subject to local monitoring by the IDA and any 3<sup>rd</sup> party monitor. The applicant and/or the Construction Manager or General Contractor acting as agent for the applicant on the project, shall keep a log book on site detailing the number of workers, hours worked and counties and states in which they reside. Proof of residency or copy of drivers' license shall be included in the log book, along with evidence of necessary OSHA certifications. Reports will be on forms provided by the IDA or weekly payroll reports which contain the same information as required on the IDA issued form. The applicant and contractors are subject to periodic inspection or monitoring by the IDA or 3<sup>rd</sup> party monitor.

The 3<sup>rd</sup> party monitor shall issue a report to the IDA staff immediately when an applicant or applicant's contractor is not in compliance with this labor policy. IDA staff shall advise the Audit Committee and/or IDA Board of non-compliance by email or at the next scheduled meeting. If a violation of policy has occurred, IDA staff shall notify the applicant and contractor in writing of non-compliance and give applicant a warning of violation and 72 hours in which to correct such violation. Upon evidence of continued non-compliance or additional violations, the IDA and/or its 3<sup>rd</sup> party monitor shall notify the applicant that the project is in violation of the Orange County IDA Labor Policy and is subject to IDA Board action which may result in the revocation, termination and/or recapture of any or all benefits conferred by the IDA.

**The IDA will use a third party firm or firms to monitor and audit compliance with this local labor policy, the cost of which shall be paid for by the Company in advance of the audits and held in a non-interest bearing escrow account until audits are complete.**

The applicant of an IDA approved project shall be required to maintain a 4' X 8' bulletin board on the project site containing the following information:

1. Contact information of the applicant;
2. Summary of the IDA benefits received;
3. Contractor's names and contact information on IDA provided form;
4. Copies of proof of exemption from labor policy;
5. Copies of any warnings or violations of policy;
6. Copy of the Executed Labor Policy.

The bulletin board shall be located in an area that is accessible to onsite workers and visitors, which should be clear and legible at least 10 feet from said board.

The applicant has read the OCIDA Labor Policy and agrees to adhere to it without changes and shall require its construction manager, general contractor and sub-contractors who are not exempt to acknowledge the same. The Applicant understands and agrees that it is responsible for all third-party auditing and monitoring costs.

\_\_\_\_\_  
Applicant Signature

\_\_\_\_\_  
Signature of CM, GC or SC

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Print Name of above signer

\_\_\_\_\_  
Print Name of above signer

\_\_\_\_\_  
Email/phone of Applicant

\_\_\_\_\_  
Email/phone of CM/GC/SC

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date



## FEE SCHEDULE

### 1. Application Fees

- **Administrative Application Fee: \$2,500** to be remitted directly to OCIDA; *and*
- **Transaction Counsel Application Fee: \$2,500** to be remitted directly to OCIDA’s legal counsel.

### 2. Labor Policy Monitoring Fees

The OCIDA employs a third-party firm, or firms, to monitor compliance with our Local Labor Policy (attached hereto). The total anticipated labor monitoring fees, borne entirely by the applicant, are assessed up-front, upon the closing of your OCIDA transaction. However, if Project delays occur or if extra monitoring is required, additional fees may be assessed. These fees will be deposited into a non-interest bearing escrow account and will fund the ongoing audit of Local Labor Policy compliance throughout construction of the Project. Any unused funds on deposit with the OCIDA will be returned to the applicant upon Project completion.

- **Agency Administrative Fee: 1%** of the total anticipated Local Labor monitoring fees.
- **Labor Monitoring Fees:**

*Based on Total Capital Expenditure...*

Less than <b>\$5M</b> :	<b>\$5,000.00.</b>
Greater than <b>\$5M</b> , less than <b>\$15M</b> :	<b>\$10,000.00.</b>
Greater than <b>\$15M</b> , less than <b>\$25M</b> :	<b>\$20,000.00.</b>
Greater than <b>\$25M</b> , less than <b>\$50M</b> :	<b>\$30,000.00.</b>
Greater than <b>\$50M</b> , less than <b>\$100M</b> :	<b>\$45,000.00.</b>
Greater than <b>\$100M</b> , less than <b>\$500M</b> :	<b>\$55,000.00.</b>
Greater than <b>\$500M</b> :	<b>TBD.</b>

### 3. Closing Fees:

- **Sales Tax Exemption (STE) and/or Mortgage Recording Tax Exemption (MRTE) Only:**  
1% of the Total \$ Benefit Awarded by OCIDA.

**Closing Fees continued:**

• **Bond Issuance Only:**

*Based on Principal Amount of Bonds Issued...*

First <b>\$10M</b> :	<b>1%</b> of Bond Value,
Next <b>\$10M – \$25M</b> :	<b>.5%</b> of Bond Value,
Remaining <b>\$25M</b> and above:	<b>.25%</b> of Bond Value.

• **Refinancing Bonds:** .5% of the Outstanding Bond Value.

• **Projects that Include PILOTS:**

*Based on Sector category of the Project...*

- **Manufacturing Sector** – **1% of the first \$2,000,000** of the Project cost (as identified on page 12 of this application), plus .5% of amount above that, due at closing (total Project cost includes land acquisition costs).
- **Warehouse/Distribution Sector** – **1% of the Project cost** (as identified on page 15 of this application), due at closing.
- **Retail Sector: Stores – 485B**: **2% of the first \$2,000,000** of the Project cost (as identified on page 15 of this application), **plus 1% of amount above that**.
- **Retail Sector: Back Office/Medical** – **10 year PILOT: 1% of the Project cost** (as identified on page 15 of this application), due at closing.
- **Hotel Sector** (per Scoring Criteria)
  - **10 year PILOT: 1% of the Project cost** (as identified on page 15 of this application), due at closing.
  - **4 year PILOT: 1% of the Project cost** (as identified on page 15 of this application), due at closing.
- **Tourism Sector**
  - **\$0-\$30M Capital Cost: 1% of the Project cost** (as identified on page 15 of this application), due at closing.
  - **\$30-\$100M Capital Cost: .75% of the Project cost** (as identified on page 15 of this application), due at closing.
  - **Over \$100M Capital Cost: 1% of the Project cost** (as identified on page 15 of this application), due at closing.
- **“Special Projects”** – TBD per Project.

#### **4. IDA Transaction Counsel Fees:**

Legal fees are charged based upon actual hours worked on your Project by OCIDA/OCFC's general counsel and/or bond counsel. Current hourly rates may be provided by our counsel upon request.

**NOTE:** OCIDA reserves the right to seek additional IDA and Transaction Counsel fees for exceptionally large or complex transactions.

**Please make all Checks payable to:**

Orange County Industrial Development Agency

**Mail to:**

4 Crotty Lane  
New Windsor, NY 12553

\*In the event that an applicant does not seek or does not qualify for an OCIDA PILOT or the equivalent of the State's 485-b program, the fee will be a straight one-half percent (0.5%) of the Project cost.

The OCIDA Fee Schedule is the standard used when calculating all Project fees. These fees are not open for negotiation. Please initial stating you understand and consent to the above \_\_\_\_\_

**Miscellaneous Fees:**

Amendments and Assignments – **\$1,500.00**

Termination Fee – **\$1,000.00**

Submitting Annual Reports *after* February 24 – **\$2,500.00**

If at any time the Project costs change prior to the Final Resolution, please inform management immediately for closing fee recalculation purposes.

Please initial stating you understand and consent to the above \_\_\_\_\_

**Closing Fee:**

Please be advised should the Orange County IDA act to adopt the Final Resolution for your Project a fee will be due at closing.

If at any time the Project costs change prior to the Final Resolution, please inform management immediately for closing fee recalculation purposes.

Please initial stating you understand the foregoing, have provided accurate Project costs, and consent to the estimated closing fee provided above \_\_\_\_\_