



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 • **Daniel G. Birmingham**, Bond Counsel

Finance Committee Agenda

PLEASE TAKE NOTICE, The Orange County Industrial Development Agency will hold its regularly scheduled meeting of the Finance Committee on October 23rd, 2025, immediately following the OCFC Finance Committee 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 the September 25th, 2025, Finance Committee Meeting
- **New Business**
 - Approval September 2025 Financials
 - Approval of September / October Payables
 - CD Matured 10/12/25 – Update
 - 2026 – 2029 Budgets
- **Adjournment**

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

Dated: October 8, 2025

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: October 14, 2025
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:

Thursday, October 23rd, 2025

**At 4:00pm immediately following the
OCFC Finance Committee meeting**

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

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

OCIDA Finance Committee Minutes
Thursday, September 25th, 2025

Meeting Location: 4 Crotty Lane, Suite 100, New Windsor, NY 12553

Committee Members Present: Marc Greene (Chair), Jeffrey Crist, Linda Muller

Committee Members Absent: Dean Tamburri

Staff Present: Bill Fioravanti, Kelly Reilly, Marty Borrás, Cayden Jones (AV), Lino Sciarretta and Rudy Zodda (General Counsel), Shannon Mannese (CFO Via Zoom)

Others Present: Brian Sanvidge (NYS Monitor via Zoom)

I. Call Meeting to Order

The Chairman called the meeting to order at 4:40 pm.

II. Roll Call

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

III. Proof of Notice

The Chairman acknowledged that notice of the meeting was duly provided.

IV. Minutes

A MOTION TO APPROVE THE AUGUST 6TH, 2025 FINANCE COMMITTEE MEETING MINUTES AS PRESENTED WAS MADE BY MS. MULLER, SECONDED BY MR. CRIST, AND PASSED UNANIMOUSLY.

V. New Business

Approval of August 2025 Financial Report: Ms. Mannese reviewed the report and noted the income and interest earnings, new insurance expenses, normal monthly fees. She reviewed the CDs and cash report. The Chair asked the Committee to commit to reinvesting the CD scheduled to mature on 10/12/25 into another 9-month CD at Provident Bank for 3.9% and keeping the interest earned in the checking account to cover operating costs.

Approval of Corrected July 2025 Bank Balances: Mr. Fioravanti noted the error in the previous

month's report and the correction that was made.

A MOTION TO REINVEST THE \$4.7MM CD SCHEDULED TO MATURE ON 10/12/25 INTO A 9-MONTH CD AT 3.9% AT PROVIDENT BANK WAS MADE BY MR. CRIST, SECONDED BY MR. MULLER, AND PASSED UNANIMOUSLY.

Approval of August / September 2025 Payables: Ms. Reilly explained that the new report would display each Ramp credit card charge separately.

A MOTION TO RECOMMEND APPROVAL OF THE AUGUST 2025 FINANCIAL REPORT, THE CORRECTED JULY 2025 BANK BALANCE REPORT, AND THE AUGUST / SEPTEMBER 2025 PAYABLES WAS MADE BY MR. CRIST, SECONDED BY MS. MULLER, AND PASSED UNANIMOUSLY.

2026-2029 Budget: Mr. Fioravanti reviewed the proposed budget draft. The Chairman suggested reevaluating the percentage of shared expenses carried by the OCFC in 2026 and beyond.

VI. Adjournment

A MOTION TO ADJOURN THE MEETING WAS MADE BY MS. MULLER, SECONDED BY MR. CRIST, AND PASSED UNANIMOUSLY.

The meeting closed at 4:58 p.m.

Orange County Industrial Development Agency
Budget vs. Actuals: FY 2025 - FY25 P&L
September 2025

	Jul 2025			Aug 2025			Sep 2025			Total		
	Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget
Income												
40000 Application Fee		833.33	-833.33		833.33	1,666.67	2,500.00	833.33	1,666.67	15,000.00	7,499.97	7,500.03
40300 Closing Fees	11,375.00	100,833.33	-89,458.33		100,833.33	-100,833.33		100,833.33	-100,833.33	11,375.00	907,499.97	-896,124.97
40400 IDA Administrative Fees		250.00	-250.00		250.00	-250.00		250.00	-250.00	12,500.00	2,250.00	10,250.00
42500 Other income		58,333.33	-58,333.33		58,333.33	-58,333.33		58,333.33	-58,333.33	0.00	524,999.97	-524,999.97
43000 Pass Thru Legal Fees		9,332.33	0.00		9,332.33	0.00		9,332.33	0.00	2,500.00	0.00	2,500.00
45000 Management Fee Income	8,350.70		-981.63	5,953.14	9,332.33	-3,379.19	6,844.58	9,332.33	-2,487.75	61,388.60	83,990.97	-22,602.37
46000 EPA Brownfield Assessments Rev.	21,875.00	21,875.00	0.00	1,092.50	1,092.50	0.00	1,959.36	1,959.36	0.00	27,426.86	0.00	27,426.86
49000 Interest Earnings	85,489.57	11,250.00	74,239.57	141.27	11,250.00	-11,108.73	98.35	11,250.00	-11,151.65	412,280.51	101,250.00	311,030.51
Total Income	\$ 127,090.27	\$ 180,832.32	\$ 53,742.05	\$ 9,686.91	\$ 180,832.32	\$ -171,145.41	\$ 11,402.29	\$ 180,832.32	\$ -169,430.03	\$ 542,470.97	\$ 1,627,490.88	\$ 1,085,019.91
Gross Profit	\$ 127,090.27	\$ 180,832.32	\$ 53,742.05	\$ 9,686.91	\$ 180,832.32	\$ -171,145.41	\$ 11,402.29	\$ 180,832.32	\$ -169,430.03	\$ 542,470.97	\$ 1,627,490.88	\$ 1,085,019.91
Expenses												
60000 Administrative Costs			0.00			0.00			0.00			0.00
60002 Bank Service Charges	117.02		117.02			0.00			0.00	227.87	0.00	227.87
60003 CFO/Bookkeeping Services	1,850.00	1,916.67	-66.67	1,850.00	1,916.67	-66.67	1,850.00	1,916.67	-66.67	19,898.50	17,250.03	2,648.47
60004 Fiscal Audit		1,750.00	-1,750.00		1,750.00	-1,750.00		1,750.00	-1,750.00	0.00	15,750.00	-15,750.00
60005 Insurance	760.03	1,724.08	-964.05	2,671.47	1,724.08	947.39	912.14	1,724.08	-811.94	11,835.48	15,516.72	-3,681.24
60006 Office Supplies and Postage	782.52	1,035.83	-253.31	1,086.80	1,035.83	50.97	651.00	1,035.83	-384.83	7,665.56	9,322.47	-1,656.91
60007 Professional Fees	2,872.50	541.67	2,330.83	1,912.50	541.67	1,370.83	2,251.50	541.67	1,709.83	25,454.00	4,875.03	20,578.97
60008 Travel, Lodging, Meals	651.10	594.67	56.43	466.49	594.67	-128.18	350.60	594.67	-244.07	6,018.46	5,352.03	666.43
60009 Anchin / NYS Monitor	337.50	18,750.00	-18,412.50			-18,750.00		18,750.00	-18,750.00	63,306.90	168,750.00	-105,443.10
Total 60000 Administrative Costs	\$ 7,370.67	\$ 26,312.92	\$ -18,942.25	\$ 7,987.26	\$ 26,312.92	\$ -18,325.66	\$ 6,015.24	\$ 26,312.92	\$ -20,297.68	\$ 134,406.77	\$ 236,816.28	\$ -102,409.51
60200 Agency Support Expenses			0.00			0.00			0.00			0.00
60201 IT Support & Audio/Visual	1,793.12	3,400.00	-1,606.88	1,589.86	3,400.00	-1,810.14	3,551.65	3,400.00	151.65	26,510.80	30,600.00	-4,089.20
60202 Marketing & PR	2,152.81	6,083.33	-3,930.52	2,250.00	6,083.33	-3,833.33	4,724.94	6,083.33	-1,358.39	32,938.56	54,749.97	-21,811.41
60203 Memberships and Events	170.00	1,062.08	-892.08		1,062.08	-1,062.08	415.00	1,062.08	-647.08	8,425.81	9,558.72	-1,132.91
60204 Training and Education		375.00	-375.00		375.00	-375.00		375.00	-375.00	0.00	3,375.00	-3,375.00
Total 60200 Agency Support Expenses	\$ 4,115.93	\$ 10,920.41	\$ -6,804.48	\$ 3,839.86	\$ 10,920.41	\$ -7,080.55	\$ 8,691.59	\$ 10,920.41	\$ -2,228.82	\$ 67,875.17	\$ 98,283.69	\$ -30,408.52
60400 Projects/Programs			0.00			0.00			0.00			0.00
60402 Cost-Benefit Analyses	10,500.00	416.67	10,083.33		416.67	-416.67		416.67	-416.67	14,000.00	3,750.03	10,249.97
60404 Legal Counsel	1,998.28	5,416.67	-3,418.39	1,224.00	5,416.67	-4,192.67	4,445.94	5,416.67	-970.73	42,805.15	48,750.03	-5,944.88
60405 Legal, Pass Thru		0.00	0.00		0.00	0.00		0.00	0.00	2,500.00	0.00	2,500.00
60406 Local Labor Auditing Fees Exp.	5,817.00	875.00	4,942.00	1,470.00	875.00	595.00	1,959.36	875.00	-1,075.64	11,151.00	7,875.00	3,276.00
60408 Shovel Ready Program		154,166.67	-154,166.67		154,166.67	-154,166.67		154,166.67	-152,207.31	1,959.36	1,387,500.03	-1,385,540.67
60409 EPA Brownfield Assessments	7,305.00		7,305.00	1,092.50		1,092.50			0.00	24,217.50	0.00	24,217.50
60410 Professional Fees	325.00		325.00			0.00			0.00	5,746.63	0.00	5,746.63
Total 60400 Projects/Programs	\$ 25,945.28	\$ 160,875.01	\$ -134,929.73	\$ 3,786.50	\$ 160,875.01	\$ -157,088.51	\$ 6,405.30	\$ 160,875.01	\$ -154,469.71	\$ 102,379.64	\$ 1,447,875.09	\$ -1,345,495.45
61000 Payroll Expenses			0.00			0.00			0.00			0.00
61001 Employee Benefits	2,779.64	3,037.50	-257.86	3,209.48	3,037.50	171.98	2,966.10	3,037.50	-71.40	26,807.53	27,337.50	-529.97
61002 Payroll Taxes & Fees (Staff Line)	2,571.87	2,943.58	-371.71	2,929.79	2,943.58	-13.79	2,238.84	2,943.58	-704.74	24,548.30	26,492.22	-1,943.92
61003 Salaries	25,511.02	27,587.17	-2,076.15	30,281.90	27,587.17	2,694.73	23,585.52	27,587.17	-4,001.65	233,505.82	248,284.53	-14,778.71
61004 Retirement and Profit-Sharing		1,336.17	-1,336.17		1,336.17	-1,336.17		1,336.17	-1,336.17	0.00	12,025.53	-12,025.53
61005 Deferred Compensation		2,480.17	-2,480.17		2,480.17	-2,480.17		2,480.17	-2,480.17	0.00	22,321.53	-22,321.53
Total 61000 Payroll Expenses	\$ 30,862.53	\$ 37,384.59	\$ -6,522.06	\$ 36,421.17	\$ 37,384.59	\$ -963.42	\$ 28,790.46	\$ 37,384.59	\$ -8,594.13	\$ 284,861.65	\$ 336,461.31	\$ -51,599.66
62000 Building Expenses			0.00			0.00			0.00			0.00
62002 Building Rent	8,398.30	7,500.00	898.30	8,398.30	7,500.00	898.30	8,398.30	7,500.00	898.30	76,964.52	67,500.00	9,464.52
62003 Building Utilities	1,289.45	595.25	694.20		595.25	-595.25	632.23	595.25	36.98	5,632.51	5,357.25	275.26
62006 Internet and Telephones	499.42	458.33	41.09	499.48	458.33	41.15	254.48	458.33	-203.85	4,224.59	4,124.97	99.62
62007 Maintenance	650.00	733.33	-83.33	750.00	733.33	16.67	650.00	733.33	-83.33	6,400.00	6,599.97	-199.97
62008 Repairs/Renovations		541.67	-541.67		541.67	-541.67		541.67	-541.67	4,995.00	4,875.03	119.97
Total 62000 Building Expenses	\$ 10,837.17	\$ 9,828.58	\$ 1,008.59	\$ 9,647.78	\$ 9,828.58	\$ -180.80	\$ 9,935.01	\$ 9,828.58	\$ 106.43	\$ 98,216.62	\$ 88,457.22	\$ 9,759.40
Total Expenses	\$ 79,131.58	\$ 245,321.51	\$ -166,189.93	\$ 61,682.57	\$ 245,321.51	\$ -183,638.94	\$ 59,837.60	\$ 245,321.51	\$ -185,483.91	\$ 687,739.85	\$ 2,207,893.59	\$ -1,520,153.74
Net Operating Income	\$ 47,958.69	\$ 64,489.19	\$ 112,447.88	\$ -51,995.66	\$ 64,489.19	\$ 12,493.53	\$ -48,435.31	\$ 64,489.19	\$ 16,053.88	\$ 145,268.88	\$ -580,402.71	\$ 435,133.83
Net Income	\$ 47,958.69	\$ 64,489.19	\$ 112,447.88	\$ -51,995.66	\$ 64,489.19	\$ 12,493.53	\$ -48,435.31	\$ 64,489.19	\$ 16,053.88	\$ 145,268.88	\$ -580,402.71	\$ 435,133.83

Orange County Industrial Development Agency
 Banks Accounts/Certificates of Deposit/Money Markets Accounts
 As of September 30, 2025

Listed in order of maturity date.						
Purchase Date	Maturity Date	# of Months	Bank	Bank Balance	Principal	Interest Rate
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1/12/25	10/12/25	9 months	Provident Bank	\$	4,700,000	3.85%
3/26/25	12/26/25	9 months	JP Morgan T-Bill	\$	1,649,932	3.98%
6/23/25	3/23/26	9 months	Provident Bank	\$	2,500,000	4.03%
Bank	Account Type		Amount		% of total	
Chase Bank	Checking Account - IDA Ops		\$ 102,522		1%	
Orange Bank & Trust	Checking Account - Trust Escrow		\$ 20,737		0%	
Total CDs & Treasuries	Certificates of Deposit & Treasuries		\$ 8,849,932		99%	
			\$ 8,973,191		100%	

Transaction List by Vendor
Orange County Industrial Development Agency
September 11-October 13, 2025

Vendor	Date	Memo/Description	Amount	August
Acquisitions Marketing Inc.	09/29/2025	Marketing & PR: Live stream, podcast recording, and marketing services	\$ 3,050.00	\$ 2,550.00
Adams Fairacre Farm	09/26/2025	Office Supplies/ BoD Meeting	\$ 13.93	\$ 17.92
Amazon	09/16/2025	Office Supplies	\$ 28.75	
BLEAKLEY PLATT & SCHMIDT, LLP	09/24/2025	Legal services for Arden Hill Hospital & Glen Arden, Inc	\$ 318.00	
	09/29/2025	Legal services for general matters through August 31, 2025	\$ 4,127.94	\$ 1,224.00
Brooke Simmons	09/12/2025	Research for Quality of Life Report	\$ 780.00	\$ 337.50
Brown & Weinraub Advisors, LLC	10/01/2025	Professional Services and COELIG Registration Fees for October 2025	\$ 6,700.00	
Credit Card Payment Processing	09/19/2025	Dropbox Annual Subscription \$2,304, Google, Office Supplies	\$ 2,501.26	\$ 532.63
First Columbia 4-LA, LLC	10/02/2025	November 2025 Monthly rent and CAM charges	\$ 8,398.30	
	10/07/2025	8/9/25 - 9/16/25 Charges for electric and gas delivery and supply	\$ 539.77	\$ 632.23
FuzeHub	10/07/2025	Travel Lodging - NYS Innovation Summit Reg.	\$ 575.00	
HRP Associates, Inc.	09/12/2025	Professional Service for Brownfield Assessment Grant	\$ 1,959.36	\$ 1,092.50
Hyatt	10/08/2025	Travel Lodging	\$ 181.26	
Kaitlyn Pazereckis	09/12/2025	Research for Quality of Life Report Card	\$ 877.50	\$ 600.00
KR Cleaning	10/01/2025	October Monthly cleaning service	\$ 650.00	\$ 650.00
Martin Milan - Vision Hudson Valley Intern	09/12/2025	Research for Quality of Life Report Card	\$ 300.00	
	09/22/2025	Research for Quality of Life Report Card	\$ 294.00	
Microsoft Office Azure	09/23/2025	Marty Borrás - Microsoft Office / Azure services for IT support	\$ 210.00	\$ 210.00
Niki Jones Agency, Inc.	09/18/2025	Website SEO and creative services for Orange County	\$ 2,155.94	\$ 250.00
OpenAI	09/26/2025	Office Supplies	\$ 21.63	
Orange County Assocof Towns, Villages and Cities	09/17/2025	Attendance at meetings during the year of 2025	\$ 40.00	
PEAC Solutions	09/11/2025	Office Supplies- Copier/Printer/Equip. Lease	\$ 445.42	\$ 445.42
RBT CPAs LLP	09/15/2025	Professional services for September 2025	\$ 1,850.00	\$ 1,850.00
Spectrum	09/16/2025	IT Support & Audio Visual	\$ 245.00	\$ 245.00
Stamps.com	10/08/2025	Office Supplies	\$ 22.70	\$ 22.79
The MartinWire Group	10/03/2025	IT Services, hardware, and software licenses for September	\$ 628.00	
Times Union	09/19/2025	Marketing & PR	\$ 3.96	\$ 3.96
USPS	09/13/2025	Postage for WW 1, 2, 3 ST-60 priority mail delivery to IDA Unit in Albany (Office Supplies 60006).	\$ 31.40	
Zultys, Inc.	10/01/2025	Internet & Telephone	\$ 254.69	\$ 254.48

DRAFT 5**Orange County IDA (OCIDA)****Proposed Annual Budgets 2025-2028****Revenues**

	<u>2025 Proposed Budget</u>	<u>2025 Projected Actual</u>	<u>2026 Proposed Budget</u>	<u>2027 Proposed Budget</u>	<u>2028 Proposed Budget</u>	<u>2029 Proposed Budget</u>
Closing Fees	1,210,000	1,206,825	1,980,000	525,000	500,000	500,000
Application Fees	10,000	17,500	10,000	10,000	10,000	10,000
Management Fee (from OCFC)	111,988	90,101	98,682	99,221	100,978	103,902
IDA Admin Fees	3,000	-	13,000	10,500	10,000	17,500
Other IDA Fees	-	15,000	-	-	-	-
Subtenant Rents	-	-	-	-	-	-
Interest Earnings	135,000	658,302	184,938	138,125	113,125	125,625
Other Income	-	-	-	-	-	-
Insurance Recoveries	-	-	-	-	-	-
Pass-thru Legal Fees	-	2,500	2,500	-	-	-
Shovel Ready Reimbursement	700,000	33,968	200,000	250,000	250,000	250,000

Total Revenues

	\$ 2,169,988	\$ 2,024,196	\$ 2,489,120	\$ 1,032,846	\$ 984,103	\$ 1,007,027
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Expenses*Administrative Expenses*

Salaries	331,046	320,816	334,143	340,826	347,642	354,595
Employee Benefits	36,450	35,999	36,899	37,637	38,390	39,157
Payroll Taxes & Fees	35,323	33,129	35,085	35,787	36,502	37,233
401k Retirement & Fees	16,034	16,034	16,433	16,762	17,097	17,439
Deferred Compensation	29,762	25,000	25,000	25,000	25,000	25,000
Fiscal Audit	21,000	19,500	19,500	21,000	21,000	21,000
Insurance	20,689	16,335	18,600	19,158	19,733	20,325
CFO/Bookkeeping Services	23,000	25,449	25,500	25,500	26,000	26,000
NYS Monitor	225,000	108,307	225,000	-	-	-
Professional Fees	6,500	36,746	49,025	14,000	14,000	14,000
Travel, Lodging & Meals	7,136	6,440	8,500	8,500	9,000	9,000
Office Supplies and Postage	12,430	12,000	11,000	11,000	11,500	11,500

Total Administrative Expenses

	\$ 764,369	\$ 655,755	\$ 804,685	\$ 555,169	\$ 565,864	\$ 575,249
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Projects/Program Expenses

Legal Counsel	65,000	72,620	125,000	95,000	85,000	75,000
Legal Pass-thru	-	2,500	2,500	-	-	-
Local Labor Monitoring & Reporting	10,500	15,151	5,000	-	-	-
Cost-Benefit Analyses	5,000	14,000	10,000	10,000	10,000	10,000
Shovel Ready Program	1,850,000	88,176	1,502,000	857,000	525,000	525,000

Total Project/Program Expenses

	\$ 1,930,500	\$ 192,447	\$ 1,644,500	\$ 962,000	\$ 620,000	\$ 610,000
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Building Expenses

Rent + CAMs	90,000	85,440	86,673	88,840	91,061	93,337
Utilities	7,143	7,732	8,119	8,322	8,530	8,743
Repairs/Renovations	6,500	6,000	2,000	1,000	1,000	2,500
Maintenance	8,800	8,280	8,800	7,500	8,000	8,000
Internet & Telephones	5,500	5,350	5,500	5,550	5,550	5,650

Total Building Expenses

	\$ 117,943	\$ 112,802	\$ 111,092	\$ 111,211	\$ 114,140	\$ 118,230
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Agency Support Expenses

IT Support & Audio/Visual	40,800	31,440	35,000	35,000	35,000	43,000
Marketing & PR	73,000	37,566	74,840	70,000	70,000	70,000
Memberships & Events	12,745	9,355	12,880	13,000	13,000	13,000
Training and Education	4,500	3,000	4,000	4,000	4,000	4,000

Total Agency Support Expenses

	\$ 131,045	\$ 81,361	\$ 126,720	\$ 122,000	\$ 122,000	\$ 130,000
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Total Expenses

	\$ 2,943,856.72	\$ 1,042,365.00	\$ 2,686,996.61	\$ 1,750,380.60	\$ 1,422,004.59	\$ 1,433,478.97
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Total Revenues

	\$2,169,987.63	\$2,024,196.34	\$2,489,119.52	\$1,032,846.16	\$984,103.06	\$1,007,026.59
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Use of Net Reserves

	-	-	\$ 197,877.00	\$ 717,534.00	\$ 437,902.00	\$ 426,452.00
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Net +/-

	\$ (773,869)	\$ 981,831	\$ (0)	\$ (0)	\$ 0	\$ (0)
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Footnotes :

NYS Monitor and Shovel Ready expenditures coming out of fund balance.

Green font denotes shared expense w/OCFC

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