



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

Agenda

PLEASE TAKE NOTICE, The Orange County Industrial Development Agency will hold a regularly scheduled meeting on October 23rd, 2025, 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 September 25th, 2025, Board of Directors Meeting
- **Reports**
 - Committee Reports
 - Audit Committee
 - Finance Committee
 - Governance Committee
 - Chairman's Report
 - CEO Report
- **New Business**
 - Banta Hospitality – Final Resolution
 - Scannell / Amazon – Final Resolution
 - Garonit Pharmaceutical Inc. / RN Delaware Inc. – Initial Resolution
 - Shovel Ready II Proposal
 - Accept September 2025 Financials
 - Approval of September / October Payables
 - Audit RFP
 - Approval of 2026 – 2029 Annual Budgets
- **Adjournment**

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

Dated: October 09, 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 Board Meeting Notice

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

Thursday, October 23rd, 2025
immediately following the
5:00pm OCFC 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
Tel (845) 234-4192

Board of Directors Meeting Minutes
Thursday, September 25th, 2025

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

Board Members Present: Jeffrey Crist (Chair), Susan Walski, Linda Muller, Giovanni Palladino, Marc Greene

Board Members Absent: Dr. Vincent Odock, Dean Tamburri

Staff Present: Bill Fioravanti, Kelly Reilly, Marty Borrás, Cayden Jones (AV), Lino Sciarretta and Rudy Zodda (General Counsel), Daniel Birmingham (Bond Counsel), Brad Schwartz (Conflict Counsel via Zoom)

Others Present: Brian Sanvidge (NYS Monitor via Zoom), Steve Sullivan and Robert Krahulik (Mountain Green Partners)

I. Call Meeting to Order

The Chairman called the meeting to order at 5:26 p.m.

II. Roll Call

Mr. Fioravanti acknowledged the Board, staff members, and guests present.

III. Proof of Notice

The Chairman acknowledged that the meeting was duly noticed. He also noted that the sequence of the agenda would be adjusted to accommodate the guests.

IV. New Business

Fiorello (GTI) / Orange & Rockland Utilities: Mr. Schwartz reviewed the utility easement in connection with Orange & Rockland Utilities' construction of a substation as well as their request for an above ground easement. Mr. Schwartz confirmed that these requests were not financial and would not jeopardize the OCIDA's position.

A MOTION TO ADOPT THE AUTHORIZING RESOLUTION, CONSENT TO EASEMENT AGREEMENTS AND RELEASE OF PORTION OF PROPERTY WAS

MADE BY MR. PALLADINO, SECONDED BY MS. WALSKI, AND PASSED BY A UNANIMOUS ROLL CALL.

Mountain Green Partners – Initial Resolution: Mr. Sullivan and Mr. Krahulik described the project and its request to the OCIDA and stated that the project received support from the community. Mr. Sullivan stated that initially the project would create 18 employees and up to 24 in the coming years. Mr. Sciarretta summarized the resolution.

A MOTION TO APPROVE THE RESOLUTION AND AUTHORIZE A PUBLIC HEARING FOR MOUNTAIN GREEN PARTNERS, LLC WAS MADE BY MR. PALLADINO, SECONDED BY MS. WALSKI, AND PASSED BY UNANIMOUS ROLL CALL.

V. Minutes

MOTION TO APPROVE THE AUGUST 6TH, 2025 BOARD OF DIRECTORS MEETING MINUTES AS PRESENTED WAS MADE BY MR. PALLADINO, SECONDED BY MS. MULLER, AND PASSED UNANIMOUSLY.

VI. Reports

Chairman's Report: Thanked the Board for adjusting their schedules to accommodate the change in the meeting dates. Noted he and Mr. Fioravanti attended the Alliance for Balanced Growth dinner and also attended the Meet the Leaders event at MSMC as well as the Orange County Economic Summit where Mr. Fioravanti and Conor Eckert of the Partnership would be leading two panel discussions.

CEO Report: Mr. Fioravanti stated that the annual budget drafts were reviewed at the finance committee, and more revisions are necessary, and that a final draft will be presented at the October 2025 meeting for review and approval. He reminded the Board member training required by the ABO.

Finance Committee: Mr. Greene noted the recent application fee from Cedar Lakes and some pass-thru for EPA Brownfield revenues, insurance increase, the corrected bank balance report, and the \$4.7M CD maturing on 10/12/25 and that the Committee voted to reinvest into a 9-month CD at Provident Bank at 3.9%.

A MOTION TO ACCEPT THE AUGUST 2025 FINANCIAL REPORT, ACCEPT THE JULY 2025 CORRECTED BANK BALANCE REPORT, APPROVE THE AUGUST / SEPTEMBER 2025 PAYABLES, AND REINVEST THE CD SCHEDULED TO MATURE ON 10/12/25 INTO A 9-MONTH CD AT PROVIDENT BANK AT 3.9% WAS MADE BY MS. WALSKI, SECONDED BY MS. MULLER, AND PASSED UNANIMOUSLY.

Governance Committee: Ms. Muller discussed the 7 policies up for review, The fee schedule was recommended to accept as presented. Mr. Fioravanti noted the recommendations by the Committee to revise the schedule to clarify the language regarding the sales tax exemption benefit as well as clarifying that the statutory mandated bond issuance is for IDA bonds only, not for bonds issued through OCFC.

A MOTION TO ACCEPT THE FEE SCHEDULE - PENDING CORRECTIONS RECOMMENDED BY THE GOVERNANCE COMMITTEE - WAS MADE BY MR. PALLADINO, SECONDED BY MARC GREENE, AND PASSED UNANIMOUSLY.

Ethics Officer / By-laws: Ms. Muller stated that the committee made a recommendation to approve the addition of an Ethics Officer and that the by-laws would be presented to the Board at the October 2025 Board meeting.

VII. Executive Session

A MOTION TO ENTER INTO EXECUTIVE SESSION TO DISCUSS AN EMPLOYMENT MATTER WAS MADE BY MS. WALSKI, SECONDED BY MR. GREENE, AND PASSED UNANIMOUSLY.

Executive Session start: 5:56 p.m.

A MOTION TO COME OUT OF EXECUTIVE SESSION WAS MADE BY MS. MULLER, SECONDED BY MR. GREENE, AND PASSED UNANIMOUSLY.

Executive Session end: 6:25 p.m.

A MOTION TO RETAIN BROWN & WEINRAUB ADVISORS, LLC FOR GOVERNMENT AFFAIRS AT THE RATE SET FORTH IN THE LETTER DATED SEPTEMBER 23RD, 2025, WAS MADE BY MS. MULLER, SECONDED BY MR. GREENE, AND PASSED UNANIMOUSLY.

VIII. Adjournment

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

The meeting closed at 6:26 p.m.



Report to the Board of Directors

Bill Fioravanti, CEO

October 2025

I. Key Items on the October 23rd Board Meeting Agendas:

1. **Banta Hospitality** – You will consider final authorization of incentives for this proposed project to develop a 4-story, 93-room Holiday Inn Express on Route 300 in the Town of New Windsor. The total capital expenditure for this project is \$24,036,684 and they forecast adding 24 new jobs. The applicant is requesting sales tax exemption in the amount of \$782,053, mortgage recording tax exemption of \$82,800, and a 10-year property tax abatement. Via separate email, you received several documents related to this project: public hearing transcript; cost-benefit analysis; revised pro forma projections; letter from Senator James Skoufis and applicant's response; and a letter from Town Supervisor Stephen Bedetti. I have had several conversations with Supervisor Bedetti about this project as has the applicant and his concerns seem to have been satisfied.

An authorizing resolution is included in this packet and additional documents related to this project were sent to you electronically under separate cover.

2. **Scannell/Amazon** – As you'll recall, this applicant is seeking a waiver from the Town of Wawayanda planning board on a height restriction that would allow the project to move forward. The planning board is expected to vote on this request at their October 22nd meeting. If granted, we expect the applicant to appear at our October meeting and ask that you consider authorization of OCIDA incentives that include \$31,008,750 in sales and use tax exemptions and a property tax abatement. Through negotiations with the applicant and Town Supervisor Densie Quinn, the term of the requested PILOT was reduced from 20 years to 15 years. While the applicant could have qualified for the 20-year PILOT under the *Job Creation* category in our UTEP, our policy does not include a 15-year PILOT for a distribution center. Therefore, the applicant is requesting a deviation from our UTEP and thus we are sending notice of this deviation to all affected taxing jurisdictions, as is required by IDA statute.

An authorizing resolution is included in this packet and additional documents related to this project were sent to you electronically under separate cover.

3. **Garonit/RN Pharma** – Earlier this week, we sent you an application and financial documents for a \$46 million proposed project to build a total of 180,000 square feet of manufacturing, office and R&D space off Sue Kelly Drive here on the NY Stewart International Airport campus. This project would create 100 well-paying careers in the life sciences sector in addition to local construction jobs. The applicant will make an

initial appearance before you at the October meeting when you will be asked to consider authorizing a public hearing on this matter.

An inducement resolution is included in this packet and the application and financials were sent to you electronically under separate cover.

4. **Shovel Ready II Proposal** – In 2023, Delaware conducted a comprehensive shovel ready site analysis for the OCIDA that ranked more than 300 developable properties around Orange County, along with a market analysis detailing the kinds of industry sectors and projects that such projects could feasibly host. Since that time, we utilized this study and collaborated with the Orange County Partnership to apply for and win three state and federal grants that will assist us in readying key sites for future development. While we continue to execute the EPA and FAST NY grants, we are now ready to take a major step forward in our shovel ready initiative. This includes updating the 2023 study to identify our top priority properties which we will focus on. We will also work with our counsel to create a local development corporation (LDC) that will allow us to gain site control of one or more of these sites, pursue approvals for future uses, and consider making other investments in the properties such as to augment critical infrastructure in or around the sites to achieve our ultimate goals of attracting high-impact development projects to Orange County. Included in your packet for your consideration is a proposal from Delaware Engineering to update the shovel ready study, support the work of the new LDC, and assist us in the pursuit of additional grants that we would leverage with OCIDA funding.

Delaware Engineering proposal is included in this packet.

5. **Audit RFP** – At their October 9th meeting, our Audit Committee recommended that we issue a new request for proposals for auditing services. While we are very satisfied with our current auditor, PKF O'Connor Davies, the committee felt that an RFP would allow us to consider all available vendors and help us verify that we are receiving a competitive price. We will ask the Board for approval of this RFP at our October meeting.

Audit services RFP is included in this packet.

6. **2026-2029 Proposed Annual Budgets** – In September, the Finance Committee reviewed draft annual budgets for 2026-2029 and they provided several comments. Those proposed budgets have been updated to incorporate the committee's comments and they are included in your Board packet. While the committee will review them again at their meeting next week, we will ask for the full Board's adoption of the budgets to allow us to upload them to the PARIS system by the November 2nd deadline.

The proposed 2026-2029 annual budgets are included in this packet.

II. Meetings and Presentations

- Co-hosted and presented at Orange County's 4th annual **Economic Summit** at the Paramount Theatre in Middletown on 9/26.
- Met with **Assemblywoman Paula Kay** in Monticello on 9/30.
- Attended Vision Hudson Valley's annual **Placemaking Conference** in Montgomery on 10/1.
- Attended zoom held by NYSEDC and the Business Council of NYS on 10/3 when they presented the results of their joint report, **Blueprint for New York – A Roadmap for Change**.
- Toured cannabis manufacturer **urbanXtracts** in Town of Warwick on 10/6 to learn about their proposed expansion and to discuss potential OCIDA incentives.
- Attended OC Partnership's annual **Investor Breakfast** in Town of Wallkill on 10/7.

##

AUTHORIZING RESOLUTION

Regarding the Authorization of the
Orange County Industrial Development Agency
With
Banta Hospitality, LLC Project

WHEREAS, the Orange County Industrial Development Agency (the "Agency") is authorized under the laws of the State of New York, and in particular under the provisions of the New York State Industrial Development Agency Act and the Agency's enabling legislation, respectively constituting Article 18A and Section 912 of the General Municipal Law (Chapter 24 of the Consolidated Laws of New York), as amended (the "Act"), to assist in providing civic facilities for the use or benefit of the general public; and

WHEREAS, the Agency proposes to assist Banta Hospitality, LLC (together with the applicant and other project sponsor or any related legal entity, if different, the "Company") in financing a proposed project consisting of the construction of a 4-story, 93-room Holiday Inn Express Hotel, located at 935 Union Avenue, New Windsor, New York (the "Premises") as well as the acquisition and installation of new equipment, fixtures and furnishings, in the Town of New Windsor, Orange County, New York (collectively with the Premises, the "Project") by entering into a Straight Lease transaction; and

WHEREAS, in connection with the Straight Lease transaction, the Company, as lessor, proposes to lease to the Agency, as lessee, pursuant to a head lease agreement (the "Head Lease"), the site on which the Project will be located and any renovations and improvements to be constructed thereon and fixtures, furnishings and equipment to be located therein; and

WHEREAS, the Agency, as lessor, proposes to lease back to the Company, as lessee, pursuant to a lease agreement (the "Lease Agreement"), the Premises described in the Head Lease, and any renovations and improvements to be constructed thereon and fixtures, furnishings and equipment to be located therein; and

WHEREAS, the Company will finance the acquisition of the Premises and concurrently therewith enter into a certain first mortgage in the amount of up to \$11,040,000.00 with a commercial lender (the "Mortgagee"), and pursuant to the terms of the Mortgage, the Agency and the Company will mortgage the Premises to the Mortgagee; and

WHEREAS, the Agency will provide financial assistance to the Company in the form of an exemption from mortgage recording taxes in the amount of up to \$82,800.00 as it relates to the Mortgage on the Premises; and

WHEREAS, the Agency will provide financial assistance to the Company in the form of an exemption from sales taxes in connection with the Project in the amount of up to \$782,053.00 for qualified expenditures of up to \$9,625,268.00; and

WHEREAS, the Agency, Company, the Town of New Windsor, the County of Orange and the Newburgh Enlarged City School District School District intend to enter into a certain payment in lieu of taxes agreement ("PILOT Agreement") for the payment of taxes on the Premises; and

WHEREAS, in order to provide financial assistance to the Company for the Project, the Agency intends to enter into the Head Lease, the Lease Agreement, a PILOT Agreement and a sales tax letter (the "Sales Tax Letter") and other related documents with the Agency (collectively the "Project Documents"); and

WHEREAS, based on the application to the Agency for financial assistance (the "Application for Financial Assistance") the Company represented to the Agency that the Project is expected to maintain and increase employment in the Town of New Windsor, County of Orange and State of New York by twenty-four (24) new jobs within three (3) years of completion of construction and has made additional factual representations concerning themselves and the Project which the Agency is relying upon in adopting this resolution; and

WHEREAS, the Agency has made certain findings and determinations in its inducement resolution regarding the Project adopted on April 16, 2025, which by this reference are adopted and confirmed as though made on the date hereof;

NOW, THEREFORE, be it resolved by the Orange County Industrial Development Agency as follows:

Section 1. To accomplish the purposes of the Act, the Agency determined that the Project will be located in the Town of New Windsor, New York, and will consist of the construction of a 4-story, 93-room Holiday Inn Express Hotel, located at 935 Union Avenue, New Windsor, New York. Based upon the representations contained in the Application for Financial Assistance, the Project is expected to twenty-four (24) new jobs within three (3) years.

Section 2. To accomplish the purposes of the Act and to provide for financing the cost of the Project, the Agency is authorized to execute and deliver the Mortgage to the Mortgagee, and provide an exemption from mortgage recording tax for a mortgage in an amount of up to \$11,040,000.00, provided said Mortgage shall specify that no actions will be taken against the Agency in the event of a default.

Section 3. Any Authorized Representative of the Agency is authorized to execute, acknowledge and deliver the Mortgage as may be approved by the Authorized Representative. The execution thereof by an Authorized Representative will be conclusive evidence of any approval required by this Section.

Section 4. The Agency hereby approves financial assistance for the Project in the form of exemptions from state and local sales tax on materials, services and equipment used in the construction, renovation and equipping of the Project, in an aggregate amount not to exceed \$782,053.00 for qualified purchases of up to \$9,625,268.00. The Agency shall appoint the Company as the Agency's agent for purposes of acquiring, constructing and equipping the Project.

Section 5. Any Authorized Representative of the Agency is hereby authorized to execute, acknowledge and deliver the Head Lease, the Lease Agreement, PILOT Agreement, the Sales Tax Letter and other Project Documents, as may be approved by the executing party. The execution of any such Project Documents by the duly authorized executing party shall constitute conclusive evidence of any approval by this Section. The Authorized Representative of the Agency is hereby authorized to affix the seal of the Agency on any of the foregoing agreements and attest the same.

Section 6. Any Authorized Representative of the Agency is authorized to execute, acknowledge and deliver a Payment In Lieu of Taxes Agreement (the "PILOT Agreement"), if agreement is reached thereon, with such changes, insertions and omissions as may be approved by the Authorized Representative. The execution thereof by an Authorized Representative will be conclusive evidence of any approval by this Section.

Section 7. Any Authorized Representative of the Agency is hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required or provided for in connection with the execution of all Project Documents and to execute and deliver all such Project Documents, additional certificates, instruments and documents, pay all such fees, charges and expenses and to do all such further acts and things as may be necessary, or in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of this resolution and to cause compliance by the Agency with the terms, covenants and provisions of the Head Lease, the Lease Agreement, or any other Project Documents.

Section 8. The Chairman, any member of the Board of Directors, and the Executive Director of the Agency (as used in this resolution, the "Authorized Representatives") are each hereby authorized and directed to execute and deliver all Project Documents with respect to the property comprising the Project in such form as deemed reasonable or necessary.

Section 9. All covenants, stipulations, obligations and agreements of the Agency contained in this resolution, the Head Lease, the Lease Agreement, or any other Project Document shall be deemed to be the covenants, stipulations, obligations and agreements of the Agency to the full extent authorized or permitted by law, and such covenants, stipulations, obligations and agreements shall be binding upon the Agency and its successors from time to time and upon any board or body to which any powers or duties, affecting such covenants, stipulations, obligations and agreements shall be transferred by or in accordance with law. Except as otherwise provided in this resolution, all rights, powers and privileges conferred and duties and liabilities imposed upon the Agency or the members thereof by the provisions of this resolution, the Head Lease, the Lease Agreement, or any other Project Documents shall be exercised or performed by the Agency or by such members, officers, board or body as may be required by law to exercise such powers and to perform such duties.

Section 10. No covenant, stipulation, obligation or agreement contained in this resolution, the Head Lease, the Lease Agreement, the Mortgage or any other Project Documents shall be deemed to be a covenant, stipulation, obligation or agreement of any member, officer, agent or employee of the Agency or the County of Orange in their individual capacity and

neither the members of the Agency nor any officer shall be subject to any personal liability or accountability by reason of the execution thereof.

Section 11. The Agency further determines that it is not the lead agency with respect to the Project under the New York State Environmental Quality Review Act (“SEQRA”), and that any determination thereunder as to the necessity of preparing an environmental impact statement shall be made by such lead agency. The actions taken hereunder shall be subject in all respect to compliance with SEQRA prior to any final action being taken by the Agency.

Section 12. The law firm of Bleakley Platt & Schmidt LLP is hereby appointed counsel to the Agency for this Straight Lease transaction.

[INTENTIONALLY LEFT BLANK]

Adopted: October 23, 2025

Motion made by _____; seconded by _____

VOTE:

Jeffrey D. Crist – Chairman	AYE _____	NAY _____
Dean Tamburri - Vice Chairman	AYE _____	NAY _____
Vincent Odock – Secretary	AYE _____	NAY _____
Marc Greene - Board Member	AYE _____	NAY _____
Linda Muller - Board Member	AYE _____	NAY _____
Giovanni Palladino - Board Member	AYE _____	NAY _____
Susan Walski - Board Member	AYE _____	NAY _____

CERTIFIED to be a true and correct copy of the resolution adopted on October 23, 2025
by the Members of the Board of the Orange County Industrial Development Agency.

ORANGE COUNTY INDUSTRIAL
DEVELOPMENT AGENCY

By: _____
Name: William Fioravanti
Title: Chief Executive Officer

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

-----X

3 In The Matter of

4 RE: BANTA HOSPITALITY, LLC

-----X

5 June 12, 2025
6 4:00 p.m.
7 OCIDA Headquarters
8 4 Crotty Lane, Suite 100
9 New Windsor, NY 12553

10 B E F O R E: WILLIAM FIORAVANTI
11 CEO OCNYIDA

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FRANCES ROTH
Professional Court Reporter
(845) 401-1641

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

2

WILLIAM FIORAVANTI

3 CEO OCNYIDA

4 4 Crotty Lane

Suite 100

New Windsor, New York 12553

5

Kelly Reilly

6 OCNYIDA Director of Administration

7 Jeffrey Crist, Chairman

OCNYIDA

8

Marty Borrás, Finance & Compliance Manager

9 OCNYIDA

10 Krishna Kootala, intern

OCNYIDA

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13 Frances Roth, RPR
Court Reporter

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BANTA HOSPITALITY, LLC

1 MR. FIORAVANTI: Good afternoon everyone.
2 Welcome to the public hearing for Banta
3 Hospitality here in the Town of New Windsor.
4 We're at the Orange County IDA headquarters on
5 Crotty Lane in New Windsor. I'd like to ask
6 everyone to stand for the Pledge of Allegiance.
7 (Whereupon, the Pledge of Allegiance was
8 recited.)

9 MR. FIORAVANTI: Thank you. I'm going to
10 officially open this public hearing at 4:02 p.m.,
11 start with some introductions. I'm Bill
12 Fioravanti, C.E.O. of the Orange County IDA. We
13 also have our Chairman of our Board, Jeff Crist
14 is here, Kelly Reilly, Marty Borrás and we have
15 our AV specialist, Mr. Caiden Jones, our intern,
16 Krishna Kootala, we have our stenographer, Ms.
17 Frances Roth, and we have a few guests, Steve
18 Bedetti, our town supervisor, Todd Wiley, our
19 town assessor, Chris McCracken from Advance
20 Testing and Natalie Quinn from KARC also
21 representing the client. So we're ready to go.
22 I'm going to read this public hearing notice then
23 a couple of letters that we've received for this
24 project to be read at the hearing then we'll hear
25 any comments from anyone that wants to do so

BANTA HOSPITALITY, LLC

publically here. I'll start with the notice of public hearing. Notice is hereby given that a public hearing pursuant to Article 18-A of the New York State Municipal Law will be held by the Orange County Industrial Development Agency known as the Agency on June 12, 2025 at 4:00 p.m. at the Orange County Industrial Development Agency headquarters, 4 Crotty Lane, Suite 100, New Windsor, New York 12553. The public hearing will concern the Agency's providing financial assistance for a Project more fully described below. Banta Hospitality, LLC, the Applicant, has requested that the Agency provide financial assistance for a proposed project in the Town of New Windsor, New York, consisting of construction and redevelopment of property located at 935 Union Avenue, New Windsor, New York, the Premises, in the Town of New Windsor, the Project. The estimated cost of the project is approximately \$24,036,684. The Project will include the construction and redevelopment of the premises to be used for a four story 93 room Holiday Inn Express Hotel and the acquisition of machinery and equipment related thereto. The requested financial assistance will include (i) ¹⁹

BANTA HOSPITALITY, LLC

1 the providing of exemption from sales tax up to
2 \$782,053.03 for amounts expended for the
3 renovation, furnishing and equipping of the
4 facility for expenditures up to \$9,625,268.06;
5 (ii) the providing of an exemption for mortgage
6 recording tax in the amount of \$82,800 for a
7 mortgage secured by the premises in an amount not
8 to exceed \$11,040,000.00; and (iii) payment in
9 lieu of taxes benefits known as a PILOT in
10 amounts as set forth in the Agency's Uniform Tax
11 Exemption Policy and Guidelines and copies of the
12 Applicant's application for financial assistance
13 including an analysis of a costs and benefits of
14 the proposed project will be available for review
15 by the interested persons from the date of
16 publication of this notice to the date of the
17 public hearing for the Project at the offices of
18 the Agency at 4 Crotty Lane, Suite 100, New
19 Windsor, New York 12553 during normal business
20 hours upon reasonable notice to the Agency. The
21 telephone number of the Agency is (845)220-2208.
22 The Agency will at the above-stated time and
23 place hear all persons with views in favor of or
24 opposed to the financial assistance described
25 herein. A representative of the Agency will be₂₀

BANTA HOSPITALITY, LLC

1 at the above-stated time and place to hear oral
2 comments and accept written comments from all
3 persons with views in favor of or opposed to the
4 granting of any of the foregoing financial
5 assistance or the location or nature of the
6 Project. This notice is dated May 28, 2025 by
7 myself, Bill Fioravanti, Chief Executive Officer
8 of the Orange County Industrial Development
9 Agency. So we have that. I do want to say that
10 we are going to continue to accept written
11 comments on this matter until the June 26 at
12 4:00 p.m. so we'll continue to accept written
13 notice. I also want to mention that on our
14 website, the address is www.OCNYIDA.com you're
15 going to find all the documents related to this
16 project, just search on our projects page, you
17 can enter Banta Hospitality, LLC as the key word
18 and all the documents will come up including but
19 not limited to the original application, cost
20 benefit analysis that we did and all the other
21 documents, resolutions, et cetera. Everything
22 the board gets you'll see on the website and if
23 there's something you can't find I encourage
24 people to give me a call here at the Agency at
25 (845)234-4192, I'm happy to speak to anyone about

BANTA HOSPITALITY, LLC

1 it. Speaking of the cost benefit analysis we did
2 this is using a tool that the IDA has purchased
3 that other IDAs are on the state utilized MRB
4 group, this is the developer of that and by
5 plugging in all the inputs of construction jobs,
6 dollars invested in the area, other data points
7 it came out with a cost benefit analysis, a
8 benefit to cost ratio of ten to one locally, for
9 the state it's two to one, they give up the sales
10 tax and don't receive a lot of the benefits. So
11 that is the output of that and all the full
12 details are available online. Now I'm just going
13 to go to a couple letters we have received, so
14 far we've received two, I'm going to read them in
15 full because there are only two. I'm going to
16 start with Senator James Skoufis who wrote to
17 Chairman Crist. I'm writing to express my
18 concern regarding the application currently in
19 front of the IDA proposed by Banta Hospitality,
20 LLC, aka Holiday Inn Express New Windsor. It is
21 my understanding that Banta is looking to
22 construct the hotel in place of the previous
23 Banta Steak & Stein Restaurant. As the IDA
24 weighs this proposal, it is critical that the
25 interests of the local taxpayers and economic

BANTA HOSPITALITY, LLC

1 benefits are top of mind, along with the
2 financial feasibility of the project. Upon
3 review of the application, there appears to be
4 several matters of significant concern. Within
5 the applicant's project budget, \$3.2 million is
6 allocated for land acquisition. However page 14
7 states that the applicant is the current owner of
8 the property. To include previous land
9 acquisition costs as justification for an
10 enhanced PILOT is a bad faith attempt to rewrite
11 the developer's own history and to game
12 taxpayers. This project site is within a five
13 mile radius of Stewart International Airport. In
14 this same radius there are already nine hotels,
15 including multiple that have found success
16 without a PILOT or alternative tax incentive. If
17 this project is to move forward, it is guaranteed
18 to be a competitor to these existing businesses
19 and will be limited in its ability to bring a
20 robust boost to the hospitality industry, given
21 its location. Should Banta's requested PILOT be
22 greenlit, it could put existing hotels at a
23 disadvantage. Further, 15 of the 24 proposed
24 full-time positions this project purports to
25 create are accomplished by annual salaries of

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1 just \$25,000-\$35,000. These positions are near
2 or below the state minimum wage when using a full
3 time calculation. In fact, the majority of the
4 jobs this project would provide are well below
5 half of the Orange County median income. Under
6 no circumstances should Orange County taxpayers
7 be on the hook to subsidize jobs that pay poverty
8 level wages. These wages also appear to be
9 improperly placed into the attached operating
10 budgets, with a discrepancy of \$150,000 to
11 \$400,000 between the payroll listed and the total
12 salaries of the employees on the application.
13 Many of these issues impact the calculations
14 required to provide financial assistance so it is
15 crucial that this assistance not move forward.
16 Thank you for your consideration. Sincerely,
17 James Skoufis, Senator 42nd District. Next is
18 from Stephen Bedetti, our town supervisor for the
19 Town of New Windsor. Dear Members of the Orange
20 County IDA. I am writing to express my concern
21 with the proposed Payment in Lieu of Taxes PILOT
22 agreement for the Holiday Inn Express project
23 planned for 935 Union Avenue in the Town of New
24 Windsor. As a resident of this community and the
25 New Windsor Town Supervisor, I believe that

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1 offering a tax break of this nature to a private
2 hotel development requires concrete proof of
3 significant and tangible benefits to the host
4 community. In this case despite multiple
5 discussions with both the IDA and the owner of
6 the property I have yet to be presented with
7 evidence of any such benefits. What type of jobs
8 will be created? How many such jobs will be
9 created? What type of salary and benefits will
10 be afforded to those hired as a result of this
11 project? Will any jobs created go to New Windsor
12 residents? Why does the owner of the project
13 need the tax benefits afforded by the proposed
14 PILOT for the project to be financially viable?
15 These questions and more deserve a response-one
16 that I, for one, have yet to be provided. In his
17 letter of June 6, 2025, Senator Skoufis discussed
18 his concerns regarding the proposed PILOT. These
19 concerns focus on certain of the representations
20 made in the application for the PILOT which may
21 not be accurate; a competitive advantage the
22 applicant would arguably gain should it be
23 granted the PILOT and the low wage jobs the
24 applicant claims would be created should the
25 hotel be built. These concerns seem very fair

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1 and worthy of a response. Unfortunately, as with
2 the lack of any prior response to my concerns, I
3 have not seen or heard the IDA or the property
4 owner address any of the Senator's concerns.
5 Without answers to these questions, which may or
6 may not provide justification for the requested
7 PILOT, I cannot offer my support. I would hope
8 the IDA and the property owner will be mindful of
9 such concerns and at the very least address each
10 and every question in an open and transparent
11 manner and setting, before further consideration
12 of the requested PILOT. If they can't or won't
13 as far as I'm concerned the application should be
14 denied and the project should proceed on its own
15 merits, thereby contributing its fair share of
16 taxes just like any other commercial development.
17 Sincerely, Stephen Bedetti, Town Supervisor Town
18 of New Windsor. I will add that I just handed
19 the supervisor some responses to the questions
20 we're going to get those in letter form from the
21 applicant and we'll post that on the website as
22 well.

23 SUPERVISOR BEDETTI: Thank you.

24 MR. FIORAVANTI: Absolutely. Now we're at
25 the point where we want to hear any other public

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1 comments, so if you want to be on the record for
2 any comment related to the project I ask you to
3 please stand and be heard.

4 SUPERVISOR BEDETTI: So I'm just going to
5 say, I'm sorry, Stephen Bedetti, I know you did
6 read my letter, I wasn't aware, now I am, I
7 understand that I can comment between now and
8 June which is good and I do plan on linking up
9 with Mr. Banta myself at some point between now
10 and then and hopefully we can come to some
11 understanding of how things are going to go,
12 obviously my concern are for the Town of New
13 Windsor residents and also the visitors coming to
14 town. So I'm just here to, I will tell you this
15 is my first rodeo as a town supervisor today in
16 front of the IDA, I appreciate you folks and what
17 you do and this nice building too, so I do
18 appreciate it with our newly paved roads but
19 thank you for reading my letter and having me
20 heard, I appreciate it.

21 MR. FIORAVANTI: Thanks for your
22 partnership, we've always enjoyed good
23 communication, I think that's essential, so thank
24 you, thanks for being here. Anyone else? Chris?
25 Please state your name.

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1 MR. MC CRACKEN: Chris McCracken here with
2 Advance Testing Company representing, as I said
3 we're a local Orange County based firm for the
4 past four years and we're in support of the
5 project and we think this is a good project to
6 help revitalize that section of Route 300 that's
7 kind of been dormant for quite a while, hopefully
8 draw additional traffic there. We have seen
9 other places similar projects, hotels that bring
10 in especially for some of the tourism that's been
11 built in the county over time those
12 out-of-towners end up spending their money in
13 local dining, shopping, we think it's a good
14 addition to the area, if this helps to
15 incentivize it to make it happen we think it
16 brings some new traffic and brings a section of
17 Route 300 that's been dormant for quite a while
18 back to life.

19 MR. FIORAVANTI: Very good, thank you Chris.
20 Would anyone else like to speak? Hearing none
21 I'm going to close this public hearing at
22 4:14 p.m. Just a reminder we will continue to
23 accept written comment on this project until
24 June, Thursday, June 26th at 4:00 p.m. It must
25 be received by that time so please keep that in

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mind. Alright, we close the public hearing,
that's it for today and everyone have a great
day, thanks for being here, have a great day.

(Proceedings concluded at 4:14 p.m.)

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C-E-R-T-I-F-I-C-A-T-I-O-N

4

5 I, FRANCES ROTH, a Stenographic Reporter and Notary Public
6 of the State of New York, do hereby certify:

7

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

12

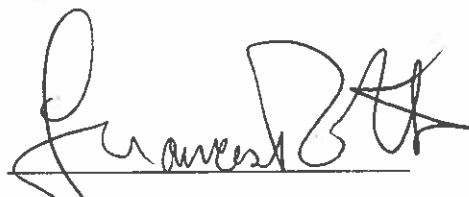
13 That I am not related to any of the parties involved in
14 this matter, and that I have no personal interest
15 whatsoever in the outcome thereof.

16

17

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19

A handwritten signature in dark ink, appearing to read 'Frances Roth', written over a horizontal line.

FRANCES ROTH

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Orange County Industrial Development Agency

MRB Cost Benefit Calculator

Date May 30, 2025
 Project Title Banta Hospitality aka Holiday Inn Express New Windsor
 Project Location 935 Union Avenue New Windsor, NY 12553



Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

Project Total Investment

\$20,836,684

Temporary (Construction)

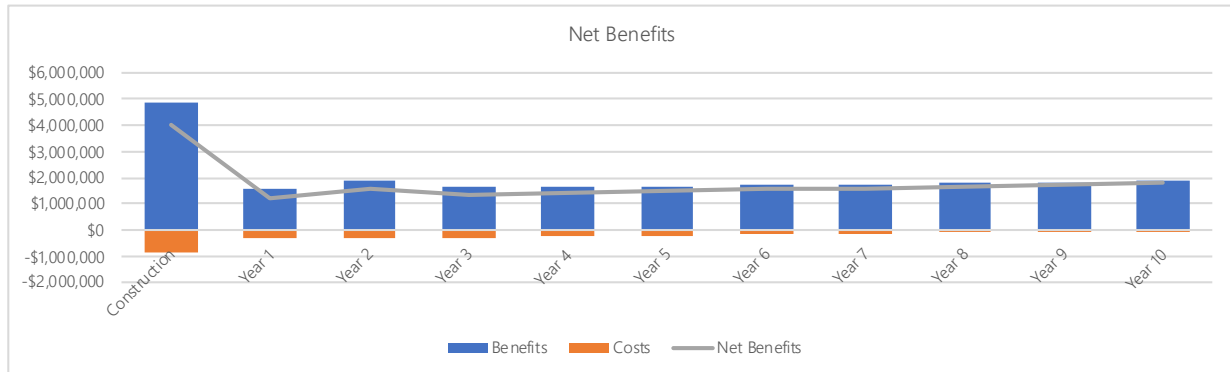
	Direct	Indirect	Total
Jobs	38	19	57
Earnings	\$3,460,461	\$1,151,287	\$4,611,748
Local Spend	\$8,979,400	\$3,883,356	\$12,862,756

Ongoing (Operations)

Aggregate over life of the PILOT

	Direct	Indirect	Total
Jobs	24	9	33
Earnings	\$9,675,587	\$6,645,065	\$16,320,652

Figure 1



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

Figure 2

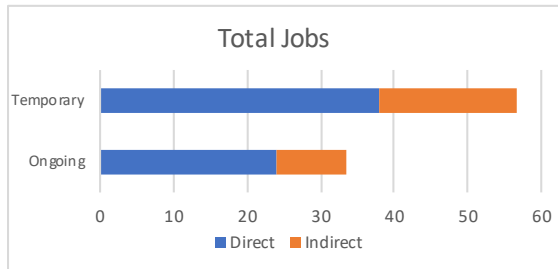
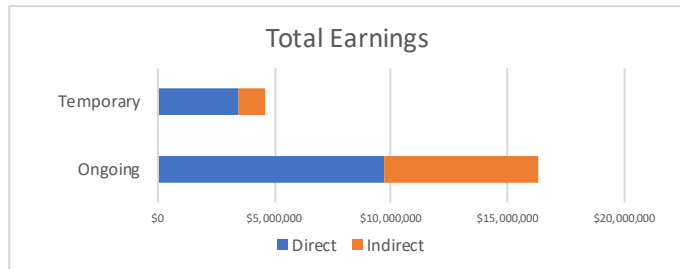


Figure 3



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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	\$1,905,728	\$1,758,510
Sales Tax Exemption	\$782,053	\$782,053
Local Sales Tax Exemption	\$364,958	\$364,958
State Sales Tax Exemption	\$417,095	\$417,095
Mortgage Recording Tax Exemption	\$82,800	\$82,800
Local Mortgage Recording Tax Exemption	\$27,600	\$27,600
State Mortgage Recording Tax Exemption	\$55,200	\$55,200
Total Costs	\$2,770,582	\$2,623,363

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$22,964,285	\$21,011,127
To Private Individuals	\$20,932,399	\$19,241,006
Temporary Payroll	\$4,611,748	\$4,611,748
Ongoing Payroll	\$16,320,652	\$14,629,258
Other Payments to Private Individuals	\$0	\$0
To the Public	\$2,031,886	\$1,770,122
Increase in Property Tax Revenue	\$1,903,675	\$1,652,271
Temporary Jobs - Sales Tax Revenue	\$28,247	\$28,247
Ongoing Jobs - Sales Tax Revenue	\$99,964	\$89,604
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$1,088,485	\$1,000,532
To the Public	\$1,088,485	\$1,000,532
Temporary Income Tax Revenue	\$207,529	\$207,529
Ongoing Income Tax Revenue	\$734,429	\$658,317
Temporary Jobs - Sales Tax Revenue	\$32,282	\$32,282
Ongoing Jobs - Sales Tax Revenue	\$114,245	\$102,405
Total Benefits to State & Region	\$24,052,770	\$22,011,660

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$21,011,127	\$2,151,068	10:1
State	\$1,000,532	\$472,295	2:1
Grand Total	\$22,011,660	\$2,623,363	8:1

*Discounted at 2%

Additional Comments from IDA

0

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

Yes



TOWN OF NEW WINDSOR TOWN ATTORNEY'S OFFICE

555 UNION AVENUE NEW WINDSOR, NEW YORK 12553
(845) 563-4610
SBEDETTI@NEWWINDSOR-NY.GOV

STEPHEN A. BEDETTI, TOWN SUPERVISOR

June 12, 2025

Stephen A. Bedetti

Orange County Industrial Development Agency

4 Crotty Lane, Suite 100
New Windsor, NY 12553

Dear Members of the Orange County IDA,

I am writing to express my concern with the proposed Payment In Lieu of Taxes (PILOT) agreement for the Holiday Inn Express project planned for 935 Union Avenue in the Town of New Windsor.

As a resident of this community and the New Windsor Town Supervisor, I believe that offering a tax break of this nature to a private hotel development requires concrete proof of significant and tangible benefits to the host community. In this case, despite multiple discussions with both the IDA and the owner of the property, I have yet to be presented with evidence of any such benefits. What type of jobs will be created? How many such jobs will be created? What type of salary and benefits will be afforded to those hired as a result of this project? Will any jobs created go to New Windsor residents? Why does the owner of the project need (not want) the tax benefits afforded by the proposed PILOT for the project to be financially viable? These questions and more deserve a response – one that I, for one, have yet to be provided.

In his letter of June 6, 2025, Senator Skoufis discussed his concerns regarding the proposed PILOT. These concerns focus on certain of the representations made in the application for the PILOT, which may not be accurate; a competitive advantage the applicant would arguably gain should it be granted the PILOT; and the low wage jobs the applicant claims would be created should the hotel be built. These concerns seem very fair and worthy of response.

Unfortunately, as with the lack of any prior response to my concerns, I have not seen or heard the IDA or the property owner address any of the Senator's concerns. Without answers to these questions, which may or may not provide justification for the requested PILOT, I cannot offer my support. I would hope the IDA and the property owner will be mindful of such concerns and, at the very least, address each and every question in an open and transparent manner and setting, before further consideration of the requested PILOT. If they can't or won't, as far as I'm concerned, the application should be denied and the project should proceed on its own merits, thereby contributing its fair share of taxes - just like any other commercial development.

Sincerely,



Stephen A. Bedetti

Town Supervisor Town of New Windsor

CHAIR
INVESTIGATIONS AND GOVERNMENT OPERATIONS

COMMITTEES
CORPORATIONS, AUTHORITIES AND COMMISSIONS
FINANCE
INSURANCE
JUDICIARY
LABOR
LOCAL GOVERNMENT



SENATOR
JAMES SKOUFIS
42ND SENATORIAL DISTRICT
STATE OF NEW YORK
DEPUTY MAJORITY LEADER FOR
STATE/FEDERAL RELATIONS

ALBANY OFFICE:
612 LEGISLATIVE OFFICE BUILDING
ALBANY, NY 12247
OFFICE: 518-455-3290

DISTRICT OFFICE:
45 QUAKER AVE., STE. 202
CORNWALL, NY 12518
OFFICE: 845-567-1270

E-MAIL:
SKOUFIS@NYSENATE.GOV

June 6, 2025

Jeffrey Crist
Board Chairman
Orange County Industrial Development Agency
4 Crotty Ln #100
New Windsor, NY 12553

Dear Chairman Crist:

I am writing to express my concern regarding the application currently in front of the IDA proposed by Banta Hospitality, aka Holiday Inn Express New Windsor. It is my understanding that Banta is looking to construct the hotel in place of the previous Banta Steak & Stein Restaurant. As the IDA weighs this proposal, it is critical that the interests of the local taxpayers and economic benefits are top of mind, along with the financial feasibility of the project.

Upon review of the application, there appear to be several matters of significant concern. Within the application's project budget, \$3.2 million is allocated for land acquisition. However, page 14 states that the applicant is the current owner of the property. To include previous land acquisition costs as justification for an enhanced PILOT is a bad-faith attempt to rewrite the developer's own history and to game taxpayers.

This project site is within a five-mile radius of Stewart International Airport. In this same radius, there are already nine hotels, including multiple that have found success without a PILOT or alternative tax incentive. If this project is to move forward, it is guaranteed to be a competitor to these existing businesses and will be limited in its ability to bring a robust boost to the hospitality industry, given its location. Should Banta's requested PILOT be greenlit, it could put existing hotels at a disadvantage.

Further, 15 of the 24 proposed full-time positions this project purports to create are accompanied by annual salaries of just \$25,000-\$35,000. These positions are near or below the state minimum wage when using a full-time calculation. In fact, the majority of the jobs this project would provide are well below half of the Orange County median income. Under no circumstances should Orange County taxpayers be on the hook to subsidize jobs that pay poverty-level wages. These wages also appear to be improperly placed into the attached operating budgets, with a discrepancy of \$150,000 to \$400,000 between the payroll listed and the total salaries of the employees on the application.

Many of these issues impact the calculations required to provide financial assistance, so it is crucial that this assistance not move forward. Thank you for your consideration.

Sincerely,

James Skoufis
Senator, 42nd District

June 16, 2025

Orange County IDA
4 Crotty Lane
Suite 100
New Windsor, NY 12553

ATTN: Bill Fioravanti, Chief Executive Officer

**RE: Banta Hospitality – 935 Union Ave
IDA Application – Response Letter**

Dear Mr. Fioravanti –

Below please find responses to questions/comments discussed during the April 16, 2025 Orange County IDA Board Meeting.

Comment: *The application lists a \$3.2 million land acquisition cost. Was that cost factored into the total project costs? Was the property sold to the current LLC at this price or is the \$3.2 million purchase price an old number from when the Banta's originally purchased the property?*

Response: The land acquisition cost was listed for informational purposes and to complete the application form. The land acquisition cost was subtracted from the total project cost before calculating the requested exemption benefits.

Comment: *Is the applicant fully aware of the IDA's labor policies? Do you expect any modification or exemption to the labor policy? While utilization of local unions is not required, does the applicant foresee any special needs in building this facility that couldn't be done by local unions? Is there any component of construction that would require outside specialized labor?*

Response: The applicant is aware of the IDA's labor policies and does not expect to request any exemption to the policy.

Comment: *The site plan approval was granted three years ago, did the approval expire?*

Response: The site plan approval has expired, but a demolition permit was filed, which was believed by the applicant to have kept the site plan approval active. In conversation with the Town of New Windsor, the demolition permit did not keep the site plan approval active as we had initially believed. The applicant is working with the Town to re-approve the site plan with no modifications. An application seeking re-approval of the project was on the June 11, 2025 Planning Board meeting agenda.

Comment: *Is a turning lane needed for access into the site?*

Response: The Planning Board and Applicant went through the process of preparing a full Environmental Impact Statement during the initial site plan review. A turning lane currently exists on this section of Union Avenue. The finding statement notes there is no adverse impact with regards to anticipated traffic impacts from the project. A “Build” and “No-Build” scenario was modeled for traffic patterns at key intersections and the Level-of-Service analyzed for the Hotel was equal or better than the vacant lot.

Comment: *The application form lists 26 permanent jobs. Are these full-time positions?*

Response: The application lists 24 full-time equivalent positions, with 9 of the positions being full-time and 15 being part-time.

Comment: *Does the applicant have a rough estimate of the number of construction jobs that will be created by this project?*

Response: The applicant’s general contractor is estimating up to 150 construction jobs that will be created by this project.

Below please find responses to comments prepared by Senator Skoufis, dated June 6, 2025:

Comment: *It is inappropriate to include the cost of land acquisition costs into your budget for the project.*

Response: The land acquisition cost was listed for informational purposes and to complete the application form. The land acquisition cost was subtracted from the total project cost before calculating the requested exemption benefits.

Comment: *Multiple other hotels in the vicinity have built without PILOTs of other subsidies.*

Response: While it is true that some hotels in the area were developed without PILOTs or other subsidies, many of those properties are older and in need of significant reinvestment. In contrast, a number of more recent hotel developments have received financial assistance to support their viability. In our case, the property tax burden poses a serious challenge to the feasibility of the project. We also explored the possibility of utilizing the 485-b tax exemption program; however, since the Newburgh School District has opted out of 485-b, that avenue was effectively closed to us.

Comment: *Jobs being proposed are at or below minimum wage.*

Response: This characterization is inaccurate. The jobs projected at approximately \$25,000 per year are for part-time positions. The project will also create a range of full-time roles with competitive salaries, including a General Manager position with a salary in the range of \$90,000–\$100,000 and a Sales Representative role at approximately \$60,000 which average to the amount listed on the application form under “Management”. Overall, the hotel will offer a variety of employment opportunities at different skill and compensation levels.

Comments from the Town of New Windsor Supervisor were received and discussed at the June 12, 2025 Public Hearing. The applicant is working with the Town Supervisor to resolve some of the Town’s concerns, and we hope to submit an updated response letter prior to the next IDA meeting.

Sincerely,



Natalie Quinn

June 18, 2025

Orange County IDA
4 Crotty Lane
Suite 100
New Windsor, NY 12553

ATTN: Bill Fioravanti, Chief Executive Officer

**RE: Banta Hospitality – 935 Union Ave
Response Letter to CFO Comments**

Dear Mr. Fioravanti –

Below please find responses to questions/comments prepared by the OCIDA CFO received via email on June 12, 2025:

Comment: *The projected occupancy rates for different periods of the year are presented, but there's no explanation of how these rates were determined. What market research or historical data supports these projections?*

Response: The applicant commissioned a feasibility study in 2023 that supports the projected average occupancy rate of 73.86% for the first-year operations of a new hotel. The study considered local market conditions and identified that new, well-managed hotels typically outperform older properties. The projection reflects both current demand and the competitive advantage of a new Holiday Inn Express in this location. The listed occupancy rates throughout the year, as indicated on the pro forma, assume higher occupancy in the summer and lower occupancy in the winter which is typical of hotel establishments and is supported by the feasibility study.

Comment: *Average Daily Rate (ADR): Similar to occupancy rates, the ADRs are provided, but the rationale behind them is not transparent. Are they based on market rates, competitor pricing, or a specific pricing strategy?*

Response: The applicant used Smith Travel Research (STR) for predictions of the ADRs. In 2023 the ADR was projected at \$151, the applicant ADR is projected to be \$170.

Comment: *The pro forma doesn't explicitly state whether it accounts for inflation. If so, what inflation rate is assumed for revenue and expenses?*

Response: The pro forma accounts for inflation. We have included a percentage (starting in year 2) on the “total” lines showing changes year-over-year.

Comment: *Capital Expenditures: While there's a line item for "Capital Reserve," there's no detail on the specific capital expenditures planned for the year.*

Response: The capital reserve is set at 3.5%. The applicant will use this reserve for future renovations, equipment replacement, or property improvements as needed.

Comment: *There are no Cash Flow Statements. A cash flow statement would provide valuable insights into the actual cash inflows and outflows, which is essential for assessing the project's liquidity and financial viability.*

Response: As the project will be a new build, there are no historical operations. Any cash flow would be projected and not actual to the true performance of the development. The submitted pro forma indicates predicted cash flow and operating costs to show financial viability of the project.

Comment: *There is no Balance Sheet Information. Balance sheet data (assets, liabilities, and equity) are necessary for a complete financial picture.*

Response: A new legal entity has been formed specifically to own and develop the project, and as such, it does not yet have an operating history or a meaningful balance sheet. Financial information relevant to the project, including development costs, capital structure, and projected performance, is provided in the pro forma

Comment: *There is no evidence of a Sensitivity Analysis. A sensitivity analysis would help assess how changes in key assumptions (e.g., occupancy rate, ADR) could impact the pro forma results. This would provide a more comprehensive assessment of the project's risk and potential returns.*

Response A sensitivity analysis has not been provided, as the pro forma already reflects conservative and well-supported assumptions for occupancy, ADR, and operating expenses based on a market feasibility study. The projections are intended to present a realistic but cautious outlook for the hotel's performance. Given the strength of the brand, location, and market research, we believe the current pro forma provides a sufficient basis for evaluating the project's financial viability.

Comment: *Debt service – there is no detail of what this is based on considering the application (page 15) is stating an assumed financing rate of 8.75% interest rate while pro forma has 6% (permanent loan only).*

Response: The pro forma has been revised to incorporate a 2025 financing rate of 8.75%, as specified by the applicant's lender and used in the application form.

Comment: *Audit & legal - \$3,600 annually, this is unrealistic given the nature of the project and bank financing.*

Response: The \$3,600 allocation is intended to cover annual tax filing support, financial review, and basic legal advisory services. Based on industry standards, this amount is typical for a hotel of this size.

Comment: *Misc. Franchise Expenses \$36,000 annually (not sure what would be included here as they have franchise fees in line above)*

Response: Miscellaneous franchise expenses may include brand audits, training and certification of staff, brand updates, administrative fees, and franchise conference fees.

Comment: *How was the payroll expense calculated? What are the assumptions about wage increases, staffing levels, and benefit costs? The pro forma shows "Payroll & Related" expenses of \$559,534 for Year 1 and \$590,355 at Year 5. We are not analyzing benefits and taxes as we are just looking at base salary. The estimated payroll range (\$785,000 to \$1,025,000) is significantly higher than the "Payroll & Related" expenses shown in the pro forma. The payroll costs in the pro forma appear unreasonably low given the provided employee salary ranges. That would also indicate benefits and taxes could be low as well.*

Response: The pro forma has been updated to reflect the estimated payroll range as indicated in the application form. As mentioned in the response letter dated June 16, 2025, some of the full-time equivalent jobs are part-time and therefore the estimated payroll range of \$785,000 to \$1,025,000 is higher than what is proposed (approximately \$675,000 in year 1). Wage increases are included and can be seen as a percentage increase in the "total" line starting in year 2.

Sincerely,



Natalie Quinn

Holiday Inn Express
New Windsor, New York
Operating Budget - Year 1

Total Rooms: 93
Total Rooms Annually: 33,945
OCC: 73.86%
ADR: \$ 170.63
RevPAR: \$ 126.11

Room Type	Number	Rate
King	48	\$236
D Queen	27	\$229
Suites	18	\$250

Income Per Unit	Sun	Mon	Tues	Wed	Thurs	Fri	Sat	Total	Weeks	Totals YR Per Room
ADR Model Peak: (May-June-July-August)	\$ 167.32	\$ 177.32	\$ 177.32	\$ 177.32	\$ 177.32	\$ 217.32	\$ 217.32	\$ 1,311.26	17.38	\$ 22,789.67
ADR Model Mid-Peak: (February-March-April-September-October)	\$ 142.32	\$ 152.32	\$ 152.32	\$ 152.32	\$ 152.32	\$ 192.32	\$ 192.32	\$ 1,136.26	17.38	\$ 19,748.17
ADR Model Off-Peak: (January-November-December)	\$ 137.32	\$ 147.32	\$ 147.32	\$ 147.32	\$ 147.32	\$ 187.32	\$ 187.32	\$ 1,101.26	17.24	\$ 18,985.69
Total Possible Revenue										\$ 61,523.52

Revenue:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Totals
Gross Revenue per Month (corporate-group-leisure)	\$ 452,318	\$ 421,530	\$ 466,694	\$ 451,639	\$ 538,571	\$ 521,198	\$ 538,571	\$ 538,571	\$ 451,639	\$ 466,694	\$ 437,727	\$ 452,318	\$ 5,737,473
Occupancy PCT	54.30%	61.70%	62.50%	68.70%	75.30%	95.40%	86.40%	87.30%	81.00%	86.30%	67.10%	60.30%	
Occupied Rooms	1,565	1,607	1,802	1,917	2,171	2,662	2,491	2,517	2,260	2,488	1,872	1,738	
ADR	\$ 156.89	\$ 161.88	\$ 161.88	\$ 161.88	\$ 186.81	\$ 186.81	\$ 186.81	\$ 186.81	\$ 161.88	\$ 161.88	\$ 156.89	\$ 156.89	
RevPAR	\$ 85.19	\$ 99.88	\$ 101.17	\$ 111.21	\$ 140.67	\$ 178.22	\$ 161.40	\$ 163.08	\$ 131.12	\$ 139.70	\$ 105.27	\$ 94.61	
Gross Revenue Based on Occupancy	\$ 245,609	\$ 260,084	\$ 291,684	\$ 310,276	\$ 405,544	\$ 497,233	\$ 465,326	\$ 470,173	\$ 365,828	\$ 402,757	\$ 293,715	\$ 272,748	\$ 4,280,966

Misc. Income:

Vending Machine/Food Pantry	\$ 1,105	\$ 1,170	\$ 1,313	\$ 1,396	\$ 1,825	\$ 2,238	\$ 2,094	\$ 2,116	\$ 1,646	\$ 1,812	\$ 1,322	\$ 1,227	\$ 19,264
Meeting Rooms & Equipment	\$ 1,965	\$ 2,081	\$ 2,333	\$ 2,482	\$ 3,244	\$ 3,978	\$ 3,723	\$ 3,761	\$ 2,927	\$ 3,222	\$ 2,350	\$ 2,182	\$ 34,248
Total	\$ 3,070	\$ 3,251	\$ 3,646	\$ 3,878	\$ 5,069	\$ 6,215	\$ 6,817	\$ 5,877	\$ 4,573	\$ 5,034	\$ 3,671	\$ 3,409	\$ 53,512
Total Gross Revenue	\$ 248,679	\$ 263,335	\$ 295,330	\$ 314,155	\$ 410,614	\$ 503,438	\$ 471,142	\$ 476,050	\$ 370,401	\$ 407,791	\$ 297,387	\$ 276,157	\$ 4,334,478

Expenses:

Payroll & Related

Administrative & Supervision	\$ 17,945	\$ 18,560	\$ 19,904	\$ 20,695	\$ 24,746	\$ 28,644	\$ 27,288	\$ 27,494	\$ 23,057	\$ 24,627	\$ 19,990	\$ 19,099	\$ 272,048
Rooms - Public Area	\$ 2,487	\$ 2,633	\$ 2,953	\$ 3,142	\$ 4,106	\$ 5,034	\$ 4,711	\$ 4,761	\$ 3,704	\$ 4,078	\$ 2,974	\$ 2,762	\$ 43,345
Housekeeping	\$ 18,154	\$ 19,223	\$ 21,559	\$ 22,933	\$ 29,975	\$ 36,751	\$ 34,393	\$ 34,752	\$ 27,039	\$ 29,769	\$ 21,709	\$ 20,159	\$ 316,417
Maintenance	\$ 2,619	\$ 1,755	\$ 3,088	\$ 3,272	\$ 4,255	\$ 4,996	\$ 4,858	\$ 4,907	\$ 3,833	\$ 4,206	\$ 3,101	\$ 2,894	\$ 43,784
Total	\$ 41,204	\$ 42,172	\$ 47,504	\$ 50,041	\$ 63,082	\$ 75,426	\$ 71,251	\$ 71,913	\$ 57,633	\$ 62,680	\$ 47,774	\$ 44,914	\$ 675,594

Related Payroll

Payroll Taxes	\$ 4,207	\$ 4,136	\$ 4,416	\$ 4,473	\$ 4,806	\$ 5,196	\$ 5,086	\$ 5,109	\$ 4,761	\$ 4,990	\$ 4,422	\$ 4,350	\$ 55,952
Benefits-Group Insurance	\$ 1,683	\$ 1,654	\$ 1,767	\$ 1,789	\$ 1,923	\$ 2,078	\$ 2,034	\$ 2,043	\$ 1,904	\$ 1,996	\$ 1,769	\$ 1,740	\$ 22,380
Benefits-Workmens Comp	\$ 1,809	\$ 1,779	\$ 1,899	\$ 1,924	\$ 2,067	\$ 2,234	\$ 2,187	\$ 2,197	\$ 2,047	\$ 2,146	\$ 1,902	\$ 1,871	\$ 24,062
Total	\$ 7,699	\$ 7,569	\$ 8,082	\$ 8,186	\$ 8,796	\$ 9,509	\$ 9,307	\$ 9,349	\$ 8,712	\$ 9,132	\$ 8,092	\$ 7,961	\$ 102,394

Other Expenses

Photocopy Rental & Supplies	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 5,100
Breakfast	\$ 7,827	\$ 8,033	\$ 9,009	\$ 9,584	\$ 10,854	\$ 13,308	\$ 12,455	\$ 12,584	\$ 11,300	\$ 12,440	\$ 9,360	\$ 8,692	\$ 125,448
Audit & Legal	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,600
Dues & Subscriptions	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Cleaning Supplies	\$ 3,930	\$ 4,161	\$ 4,667	\$ 4,964	\$ 6,489	\$ 7,956	\$ 7,745	\$ 7,523	\$ 5,853	\$ 6,444	\$ 4,699	\$ 4,364	\$ 68,495
Guest Supplies	\$ 4,421	\$ 4,682	\$ 5,250	\$ 5,585	\$ 7,300	\$ 8,950	\$ 8,376	\$ 8,463	\$ 6,585	\$ 7,250	\$ 5,287	\$ 4,909	\$ 77,057
Laundry/Dry Cleaning	\$ 491	\$ 520	\$ 583	\$ 621	\$ 811	\$ 994	\$ 931	\$ 940	\$ 732	\$ 806	\$ 587	\$ 545	\$ 8,562
Linen	\$ 1,056	\$ 1,118	\$ 1,254	\$ 1,334	\$ 1,744	\$ 2,138	\$ 2,001	\$ 2,022	\$ 1,573	\$ 1,732	\$ 1,263	\$ 1,173	\$ 18,408
Office Supplies	\$ 761	\$ 806	\$ 904	\$ 962	\$ 1,257	\$ 1,541	\$ 1,443	\$ 1,458	\$ 1,134	\$ 1,249	\$ 911	\$ 846	\$ 13,271
Decorations	\$ 246	\$ 260	\$ 292	\$ 310	\$ 406	\$ 497	\$ 465	\$ 470	\$ 366	\$ 403	\$ 294	\$ 273	\$ 4,281
Uniforms	\$ 614	\$ 650	\$ 729	\$ 776	\$ 1,014	\$ 1,243	\$ 1,163	\$ 1,175	\$ 915	\$ 1,007	\$ 734	\$ 682	\$ 10,702
Telephone	\$ 2,161	\$ 2,289	\$ 2,567	\$ 2,730	\$ 3,569	\$ 4,376	\$ 4,095	\$ 4,138	\$ 3,219	\$ 3,544	\$ 2,585	\$ 2,400	\$ 37,673
Credit Card Commissions	\$ 4,053	\$ 4,291	\$ 4,813	\$ 5,120	\$ 6,691	\$ 8,204	\$ 7,678	\$ 7,758	\$ 6,036	\$ 6,645	\$ 2,846	\$ 4,500	\$ 70,636
Travel Agent Commission	\$ 3,561	\$ 3,771	\$ 2,339	\$ 4,499	\$ 5,880	\$ 7,210	\$ 6,747	\$ 6,818	\$ 5,305	\$ 5,840	\$ 4,259	\$ 3,955	\$ 62,074
Marketing	\$ 8,868	\$ 9,303	\$ 10,251	\$ 10,808	\$ 13,666	\$ 16,417	\$ 15,460	\$ 15,605	\$ 12,475	\$ 13,583	\$ 10,311	\$ 9,682	\$ 146,429
Postage	\$ 614	\$ 650	\$ 729	\$ 776	\$ 1,014	\$ 1,243	\$ 1,163	\$ 1,175	\$ 915	\$ 1,007	\$ 734	\$ 682	\$ 10,702
Promotions	\$ 491	\$ 520	\$ 583	\$ 621	\$ 811	\$ 994	\$ 931	\$ 940	\$ 732	\$ 806	\$ 587	\$ 545	\$ 8,562
Licenses	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Reward Club	\$ 4,912	\$ 5,202	\$ 5,834	\$ 6,206	\$ 8,111	\$ 9,944	\$ 9,307	\$ 9,403	\$ 7,317	\$ 8,055	\$ 5,874	\$ 5,455	\$ 85,619
Pest Control	\$ 737	\$ 780	\$ 875	\$ 931	\$ 1,217	\$ 1,492	\$ 1,396	\$ 1,411	\$ 1,097	\$ 1,208	\$ 881	\$ 818	\$ 12,843
Miscellaneous	\$ 982	\$ 1,040	\$ 1,167	\$ 1,241	\$ 1,622	\$ 1,989	\$ 1,861	\$ 1,881	\$ 1,463	\$ 1,611	\$ 1,175	\$ 1,091	\$ 17,124
Total	\$ 46,652	\$ 49,003	\$ 54,662	\$ 57,992	\$ 73,381	\$ 89,422	\$ 83,841	\$ 84,689	\$ 67,940	\$ 74,554	\$ 55,314	\$ 51,538	\$ 788,987

Additional Expenses

Franchise Fees	\$ 14,737	\$ 15,605	\$ 17,501	\$ 18,617	\$ 24,333	\$ 29,833	\$ 27,920	\$ 28,210	\$ 21,950	\$ 24,165	\$ 17,623	\$ 16,365	\$ 256,858
Misc. Franchise Expenses	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 36,000
Property Management	\$ 7,368	\$ 7,803	\$ 8,751	\$ 9,308	\$ 12,166	\$ 14,917	\$ 13,960	\$ 12,105	\$ 10,975	\$ 12,083	\$ 8,811	\$ 8,182	\$ 128,429
Real Estate Taxes	\$ 16,210	\$ 17,166	\$ 19,251	\$ 20,478	\$ 26,766	\$ 32,817	\$ 30,711	\$ 31,031	\$ 24,145	\$ 26,582	\$ 19,385	\$ 18,001	\$ 282,544
Utilities	\$ 14,245	\$ 15,085	\$ 16,918	\$ 17,996	\$ 23,522	\$ 28,839	\$ 26,989	\$ 27,270	\$ 21,218	\$ 23,260	\$ 17,035	\$ 15,819	\$ 248,296
Insurance	\$ 3,193	\$ 3,381	\$ 3,792	\$ 4,034	\$ 5,272	\$ 6,464	\$ 6,049	\$ 6,112	\$ 4,756	\$ 5,236	\$ 3,818	\$ 3,546	\$ 55,653
Capital Reserve	\$ 8,596	\$ 9,103	\$ 10,209	\$ 10,860	\$ 14,194	\$ 17,403	\$ 16,286	\$ 16,456	\$ 12,804	\$ 14,096	\$ 10,280	\$ 9,546	\$ 149,834
Total	\$ 67,350	\$ 71,142	\$ 79,421	\$ 84,292	\$ 109,253	\$ 133,272	\$ 124,915	\$ 126,185	\$ 98,847	\$ 108,522	\$ 79,953	\$ 74,460	\$ 1,157,613
Total Expense	\$ 162,905	\$ 169,886	\$ 189,669	\$ 200,511	\$ 254,512	\$ 307,629	\$ 289,314	\$ 292,136	\$ 233,132	\$ 254,888	\$ 191,133	\$ 178,873	\$ 2,724,588
Net Income - Rooms	\$ 85,774	\$ 93,449	\$ 105,661	\$ 113,644	\$ 156,102	\$ 195,809	\$ 181,828	\$ 183,914	\$ 137,269	\$ 152,903	\$ 106,254	\$ 97,284	\$ 1,609,891

Debt Service

(10 YR AM 8.75% INT)	\$ 80,500.00	\$ 80,078.00	\$ 79,563.12	\$ 79,225.04	\$ 78,793.85	\$ 78,359.51	\$ 77,922.00	\$ 77,481.30	\$ 77,037.38	\$ 76,590.24	\$ 76,139.83	\$ 75,686.13	\$ 937,376.40
Income After Debt Service	\$ 5,274.13	\$ 13,371.13	\$ 26,097.63	\$ 34,418.59	\$ 77,308.40	\$ 117,449.74	\$ 103,906.25	\$ 106,432.45	\$ 60,231.50	\$ 76,312.89	\$ 30,113.80	\$ 21,598.25	\$ 672,514.73

Holiday Inn Express
New Windsor, New York
Operating Budget - Year 2

Total Rooms: 93
Total Rooms Annually: 33,945
OCC: 76.57%
ADR: \$ 172.18
RevPAR: \$ 131.93

Income Per Unit	Sun	Mon	Tues	Wed	Thurs	Fri	Sat	Total	Weeks	Totals YR Per Room
ADR Model Peak: (May-June-July-August)	\$ 169.00	\$ 179.00	\$ 179.00	\$ 179.00	\$ 179.00	\$ 219.00	\$ 219.00	\$ 1,323.00	17.38	\$ 22,993.74
ADR Model Mid-Peak: (February-March-April-September-October)	\$ 144.00	\$ 154.00	\$ 154.00	\$ 154.00	\$ 154.00	\$ 194.00	\$ 194.00	\$ 1,148.00	17.38	\$ 19,952.24
ADR Model Off-Peak: (January-November-December)	\$ 139.00	\$ 149.00	\$ 149.00	\$ 149.00	\$ 149.00	\$ 189.00	\$ 189.00	\$ 1,113.00	17.24	\$ 19,188.12
Total Possible Revenue										\$ 62,134.10

Revenue:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Totals
Gross Revenue per Month (corporate-group-leisure)	\$ 457,141	\$ 425,886	\$ 471,517	\$ 456,306	\$ 543,394	\$ 525,865	\$ 543,394	\$ 543,394	\$ 456,306	\$ 471,517	\$ 442,395	\$ 457,141	\$ 5,794,257
Occupancy PCT	57.30%	64.70%	65.50%	71.70%	78.30%	95.00%	89.40%	90.30%	84.00%	89.20%	70.10%	63.30%	
Occupied Rooms	1,652.00	1,685.00	1,888.00	2,000.00	2,257.00	2,651.00	2,577.00	2,603.00	2,344.00	2,572.00	1,956.00	1,825.00	
ADR	\$ 158.56	\$ 163.55	\$ 163.55	\$ 163.55	\$ 188.48	\$ 188.48	\$ 188.48	\$ 188.48	\$ 163.55	\$ 163.55	\$ 158.56	\$ 158.56	
RevPAR	\$ 90.86	\$ 105.82	\$ 107.13	\$ 117.27	\$ 147.58	\$ 179.06	\$ 168.50	\$ 170.20	\$ 137.38	\$ 145.89	\$ 111.15	\$ 100.37	
Gross Revenue Based on Occupancy	\$ 261,942	\$ 275,548	\$ 308,843	\$ 327,172	\$ 425,478	\$ 499,572	\$ 485,794	\$ 490,685	\$ 383,297	\$ 420,593	\$ 310,119	\$ 289,370	\$ 4,478,413

4.61%

Misc. Income:

Vending Machine/Food Pantry	\$ 1,179	\$ 1,240	\$ 1,390	\$ 1,472	\$ 1,915	\$ 2,248	\$ 2,186	\$ 2,208	\$ 1,725	\$ 1,893	\$ 1,396	\$ 1,302	\$ 20,153
Meeting Rooms & Equipment	\$ 2,096	\$ 2,204	\$ 2,471	\$ 2,617	\$ 3,404	\$ 3,997	\$ 3,886	\$ 3,925	\$ 3,066	\$ 3,365	\$ 2,481	\$ 2,315	\$ 25,827
Total	\$ 3,274	\$ 3,444	\$ 3,861	\$ 4,090	\$ 5,318	\$ 6,245	\$ 6,072	\$ 6,314	\$ 4,791	\$ 5,257	\$ 3,876	\$ 3,617	\$ 55,980
Total Gross Revenue	\$ 265,216	\$ 278,993	\$ 312,704	\$ 331,261	\$ 430,796	\$ 505,817	\$ 491,867	\$ 496,818	\$ 388,089	\$ 425,850	\$ 313,995	\$ 292,987	\$ 4,534,394

Expenses:

Payroll & Related

Administrative & Supervision	\$ 18,639	\$ 19,218	\$ 20,634	\$ 21,413	\$ 25,593	\$ 28,744	\$ 28,158	\$ 28,366	\$ 23,800	\$ 25,386	\$ 20,688	\$ 19,805	\$ 280,445
Rooms - Public Area	\$ 2,652	\$ 2,790	\$ 3,127	\$ 3,313	\$ 4,308	\$ 5,058	\$ 4,919	\$ 4,968	\$ 3,881	\$ 4,259	\$ 3,140	\$ 2,930	\$ 45,344
Housekeeping	\$ 19,361	\$ 20,366	\$ 22,827	\$ 24,182	\$ 31,448	\$ 36,925	\$ 35,906	\$ 36,268	\$ 28,330	\$ 31,087	\$ 22,922	\$ 21,388	\$ 331,011
Maintenance	\$ 2,619	\$ 1,755	\$ 3,088	\$ 3,272	\$ 4,255	\$ 4,996	\$ 4,858	\$ 4,907	\$ 3,833	\$ 4,206	\$ 3,101	\$ 2,894	\$ 43,784
Total	\$ 43,271	\$ 44,129	\$ 49,676	\$ 52,180	\$ 65,605	\$ 75,723	\$ 73,841	\$ 74,509	\$ 59,844	\$ 64,937	\$ 49,850	\$ 47,017	\$ 700,583

3.70%

Related Payroll

Payroll Taxes	\$ 5,013	\$ 5,273	\$ 5,910	\$ 6,261	\$ 8,142	\$ 9,560	\$ 9,296	\$ 9,390	\$ 7,335	\$ 8,049	\$ 5,935	\$ 5,537	\$ 85,700
Benefits-Group Insurance	\$ 1,949	\$ 2,051	\$ 2,298	\$ 2,435	\$ 3,166	\$ 3,718	\$ 3,615	\$ 3,652	\$ 2,852	\$ 3,130	\$ 2,308	\$ 2,153	\$ 33,328
Benefits-Workmens Comp	\$ 2,135	\$ 2,246	\$ 2,517	\$ 2,667	\$ 3,468	\$ 4,072	\$ 3,960	\$ 3,999	\$ 3,124	\$ 3,428	\$ 2,528	\$ 2,359	\$ 36,502
Total	\$ 9,283	\$ 9,765	\$ 10,945	\$ 11,594	\$ 15,078	\$ 17,704	\$ 17,215	\$ 17,389	\$ 13,583	\$ 14,905	\$ 10,990	\$ 10,255	\$ 158,704

Other Expenses

Photocopy Rental & Supplies	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 5,100
Breakfast	\$ 8,673	\$ 8,845	\$ 9,914	\$ 10,502	\$ 11,851	\$ 13,915	\$ 13,531	\$ 13,668	\$ 12,304	\$ 13,501	\$ 10,268	\$ 9,581	\$ 136,553
Audit & Legal	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,600
Dues & Subscriptions	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Cleaning Supplies	\$ 4,191	\$ 4,409	\$ 4,941	\$ 5,235	\$ 6,808	\$ 7,993	\$ 7,773	\$ 7,851	\$ 6,133	\$ 6,729	\$ 4,962	\$ 4,630	\$ 71,655
Guest Supplies	\$ 4,715	\$ 4,960	\$ 5,559	\$ 5,889	\$ 7,659	\$ 8,992	\$ 8,744	\$ 8,832	\$ 6,899	\$ 7,571	\$ 5,582	\$ 5,209	\$ 80,611
Laundry/Dry Cleaning	\$ 524	\$ 551	\$ 618	\$ 654	\$ 851	\$ 999	\$ 972	\$ 981	\$ 767	\$ 841	\$ 620	\$ 570	\$ 8,957
Linen	\$ 1,126	\$ 1,185	\$ 1,328	\$ 1,407	\$ 1,830	\$ 2,148	\$ 2,089	\$ 2,110	\$ 1,648	\$ 1,809	\$ 1,334	\$ 1,244	\$ 19,257
Office Supplies	\$ 812	\$ 854	\$ 957	\$ 1,014	\$ 1,319	\$ 1,549	\$ 1,506	\$ 1,521	\$ 1,188	\$ 1,304	\$ 961	\$ 897	\$ 13,883
Decorations	\$ 262	\$ 276	\$ 309	\$ 327	\$ 425	\$ 500	\$ 486	\$ 491	\$ 383	\$ 421	\$ 310	\$ 289	\$ 4,478
Uniforms	\$ 655	\$ 689	\$ 772	\$ 818	\$ 1,064	\$ 1,249	\$ 1,214	\$ 1,227	\$ 958	\$ 1,051	\$ 775	\$ 723	\$ 11,196
Telephone	\$ 2,305	\$ 2,425	\$ 2,718	\$ 2,879	\$ 3,744	\$ 4,396	\$ 4,275	\$ 4,318	\$ 3,373	\$ 3,701	\$ 2,729	\$ 2,546	\$ 39,410
Credit Card Commissions	\$ 4,322	\$ 4,547	\$ 5,096	\$ 5,398	\$ 7,020	\$ 8,243	\$ 8,016	\$ 8,096	\$ 6,324	\$ 6,940	\$ 5,117	\$ 4,775	\$ 73,894
Travel Agent Commission	\$ 3,798	\$ 3,995	\$ 4,478	\$ 4,744	\$ 6,169	\$ 7,244	\$ 7,044	\$ 7,115	\$ 5,558	\$ 6,099	\$ 4,497	\$ 4,196	\$ 64,937
Marketing	\$ 9,358	\$ 9,766	\$ 10,765	\$ 11,315	\$ 14,264	\$ 16,487	\$ 16,074	\$ 16,221	\$ 12,999	\$ 12,118	\$ 10,804	\$ 10,181	\$ 152,352
Postage	\$ 655	\$ 689	\$ 772	\$ 818	\$ 1,064	\$ 1,249	\$ 1,214	\$ 1,227	\$ 958	\$ 1,051	\$ 775	\$ 723	\$ 11,196
Promotions	\$ 524	\$ 551	\$ 618	\$ 654	\$ 851	\$ 999	\$ 972	\$ 981	\$ 767	\$ 841	\$ 620	\$ 579	\$ 8,957
Licesnses	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Reward Club	\$ 5,239	\$ 5,511	\$ 6,177	\$ 6,543	\$ 8,510	\$ 9,991	\$ 9,716	\$ 9,814	\$ 7,666	\$ 8,412	\$ 6,202	\$ 5,787	\$ 89,568
Pest Control	\$ 786	\$ 827	\$ 927	\$ 982	\$ 1,276	\$ 1,499	\$ 1,457	\$ 1,472	\$ 1,150	\$ 1,262	\$ 930	\$ 868	\$ 13,435
Miscellaneous	\$ 1,048	\$ 1,102	\$ 1,235	\$ 1,309	\$ 1,702	\$ 1,998	\$ 1,943	\$ 1,963	\$ 1,533	\$ 1,682	\$ 1,240	\$ 1,157	\$ 17,914
Total	\$ 49,918	\$ 52,106	\$ 58,110	\$ 61,414	\$ 77,332	\$ 90,377	\$ 87,951	\$ 88,812	\$ 71,534	\$ 78,258	\$ 58,652	\$ 54,891	\$ 829,354

5.12%

Additional Expenses

Franchise Fees	\$ 15,717	\$ 16,533	\$ 18,531	\$ 19,630	\$ 25,529	\$ 29,974	\$ 29,148	\$ 29,441	\$ 22,998	\$ 25,236	\$ 18,607	\$ 17,362	\$ 268,705
Misc. Franchise Expenses	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 36,000
Property Management	\$ 7,858	\$ 8,266	\$ 9,265	\$ 9,815	\$ 12,764	\$ 14,987	\$ 14,574	\$ 14,721	\$ 11,499	\$ 12,618	\$ 9,304	\$ 8,681	\$ 134,352
Real Estate Taxes	\$ 17,288	\$ 18,186	\$ 20,384	\$ 21,593	\$ 28,082	\$ 32,972	\$ 32,062	\$ 32,385	\$ 25,298	\$ 27,759	\$ 20,468	\$ 19,098	\$ 295,575
Utilities	\$ 15,193	\$ 15,982	\$ 17,913	\$ 18,976	\$ 24,678	\$ 28,975	\$ 28,176	\$ 28,460	\$ 22,231	\$ 24,394	\$ 17,987	\$ 16,783	\$ 259,748
Insurance	\$ 3,405	\$ 3,582	\$ 4,015	\$ 4,253	\$ 5,531	\$ 6,494	\$ 6,315	\$ 6,379	\$ 4,983	\$ 5,468	\$ 4,032	\$ 3,762	\$ 58,219
Capital Reserve	\$ 9,168	\$ 9,644	\$ 10,810	\$ 11,451	\$ 14,892	\$ 17,485	\$ 17,003	\$ 17,174	\$ 13,415	\$ 14,721	\$ 10,854	\$ 10,128	\$ 156,744
Total	\$ 71,629	\$ 75,194	\$ 83,917	\$ 88,719	\$ 114,475	\$ 133,888	\$ 130,278	\$ 131,559	\$ 103,424	\$ 113,195	\$ 84,251	\$ 78,815	\$ 1,209,344

4.47%

Total Expense	\$ 174,101	\$ 181,194	\$ 202,648	\$ 213,907	\$ 272,489	\$ 317,692	\$ 309,286	\$ 312,269	\$ 248,385	\$ 271,295	\$ 203,743	\$ 190,978	\$ 2,897,986
Net Income - Rooms	\$ 91,115	\$ 97,799	\$ 110,056	\$ 117,354	\$ 158,307	\$ 188,125	\$ 182,581	\$ 184,549	\$ 139,704	\$ 154,555	\$ 110,252	\$ 102,009	\$ 1,636,407

6.36%

Debt Service

(10 YR AM 8.75% INT)	\$ 75,229	\$ 74,769	\$ 74,305	\$ 73,838	\$ 73,368	\$ 72,894	\$ 72,416	\$ 71,935	\$ 71,451	\$ 70,963	\$ 70,472	\$ 69,977	\$ 871,617
Income After Debt Service	\$ 15,886	\$ 23,030	\$ 35,751	\$ 43,516	\$ 84,939	\$ 115,232	\$ 110,165	\$ 112,614	\$ 68,253	\$ 83,592	\$ 39,780	\$ 32,032	\$ 764,790

13.72%

Holiday Inn Express
New Windsor, New York
Operating Budget - Year 3

Total Rooms: 93
Total Rooms Annually: 33,945
OCC: 78.40%
ADR: \$175.10
RevPAR: \$137.38

Income Per Unit	Sun	Mon	Tues	Wed	Thurs	Fri	Sat	Total	Weeks	Totals YR Per Room
ADR Model Peak: (May-June-July-August)	\$ 172.00	\$ 182.00	\$ 182.00	\$ 182.00	\$ 182.00	\$ 222.00	\$ 222.00	\$ 1,344.00	17.38	\$23,358.72
ADR Model Mid-Peak: (February-March-April-September-October)	\$ 147.00	\$ 157.00	\$ 157.00	\$ 157.00	\$ 157.00	\$ 197.00	\$ 197.00	\$ 1,169.00	17.38	\$20,317.22
ADR Model Off-Peak: (January-November-December)	\$ 142.00	\$ 152.00	\$ 152.00	\$ 152.00	\$ 152.00	\$ 192.00	\$ 192.00	\$ 1,134.00	17.24	\$19,550.16
Total Possible Revenue										\$63,226.10

Revenue:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Totals
Gross Revenue per Month (corporate-group-leisure)	\$ 465,766	\$433,677	\$480,142	\$464,653	\$552,019	\$ 534,212	\$552,019	\$ 552,019	\$464,142	\$ 480,142	\$450,742	\$ 465,766	\$ 5,895,813
Occupancy PCT	59.30%	66.70%	67.50%	73.30%	80.30%	95.00%	91.40%	92.30%	86.00%	91.30%	72.00%	65.30%	
Occupied Rooms	1,710	1,737	1,946	2,056	2,315	2,651	2,635	2,661	2,399	2,632	2,009	1,883	
ADR	\$ 161.56	\$ 166.54	\$ 166.54	\$ 166.54	\$ 191.47	\$ 191.47	\$ 191.47	\$ 191.47	\$ 166.54	\$ 166.54	\$ 161.56	\$ 161.56	
RevPAR	\$ 95.80	\$ 111.08	\$ 112.42	\$ 122.74	\$ 153.75	\$ 181.90	\$ 175.01	\$ 176.73	\$ 143.23	\$ 152.05	\$ 116.32	\$ 105.50	
Gross Revenue Based on Occupancy	\$ 276,199	\$289,262	\$324,096	\$342,450	\$443,272	\$ 507,502	\$504,546	\$ 509,514	\$399,602	\$ 438,370	\$324,534	\$ 304,145	\$ 4,663,491

4.13%

Misc. Income:

Vending Machine/Food Pantry	\$ 1,243	\$ 1,302	\$ 1,458	\$ 1,541	\$ 1,995	\$ 2,284	\$ 2,270	\$ 2,293	\$ 1,798	\$ 2,973	\$ 1,460	\$ 1,369	\$ 20,986
Meeting Rooms & Equipment	\$ 2,210	\$ 2,314	\$ 2,593	\$ 2,740	\$ 3,546	\$ 4,060	\$ 4,036	\$ 2,076	\$ 3,197	\$ 3,507	\$ 2,596	\$ 2,433	\$ 37,308
Total	\$ 3,452	\$ 3,616	\$ 4,051	\$ 4,281	\$ 5,541	\$ 6,344	\$ 6,307	\$ 6,369	\$ 4,995	\$ 5,480	\$ 4,057	\$ 3,802	\$ 58,294
Total Gross Revenue	\$ 279,652	\$292,878	\$328,147	\$346,730	\$448,813	\$ 513,846	\$510,853	\$ 515,883	\$404,597	\$ 443,849	\$328,591	\$ 307,947	\$ 4,721,785

Expenses:

Payroll & Related

Administrative & Supervision	\$ 19,245	\$ 19,801	\$ 21,282	\$ 22,063	\$ 26,350	\$ 29,082	\$ 28,956	\$ 29,167	\$ 24,493	\$ 26,142	\$ 21,301	\$ 20,434	\$ 288,315
Rooms - Public Area	\$ 2,797	\$ 2,929	\$ 3,281	\$ 3,467	\$ 4,488	\$ 5,138	\$ 5,109	\$ 5,159	\$ 4,046	\$ 4,438	\$ 3,286	\$ 3,079	\$ 47,218
Housekeeping	\$ 20,415	\$ 21,380	\$ 23,955	\$ 25,311	\$ 32,763	\$ 37,511	\$ 37,292	\$ 37,659	\$ 29,536	\$ 32,401	\$ 23,987	\$ 22,480	\$ 344,690
Maintenance	\$ 2,762	\$ 2,893	\$ 3,241	\$ 3,424	\$ 4,433	\$ 5,075	\$ 5,045	\$ 5,095	\$ 2,996	\$ 4,284	\$ 3,245	\$ 3,041	\$ 45,534
Total	\$ 45,219	\$ 47,003	\$ 51,759	\$ 54,265	\$ 68,035	\$ 76,806	\$ 76,402	\$ 77,080	\$ 61,071	\$ 67,265	\$ 51,819	\$ 49,034	\$ 725,757

3.59%

Related Payroll

Payroll Taxes	\$ 5,285	\$ 5,535	\$ 6,202	\$ 6,553	\$ 8,483	\$ 9,712	\$ 9,655	\$ 9,750	\$ 7,647	\$ 8,389	\$ 6,210	\$ 5,820	\$ 89,242
Benefits-Group Insurance	\$ 2,055	\$ 2,153	\$ 2,412	\$ 2,548	\$ 3,299	\$ 3,777	\$ 3,755	\$ 3,792	\$ 2,974	\$ 3,262	\$ 2,415	\$ 2,263	\$ 34,705
Benefits-Workmens Comp	\$ 2,251	\$ 2,358	\$ 2,642	\$ 2,791	\$ 3,613	\$ 4,136	\$ 4,112	\$ 4,153	\$ 3,257	\$ 3,573	\$ 2,645	\$ 2,479	\$ 38,010
Total	\$ 9,788	\$ 10,251	\$ 11,485	\$ 12,136	\$ 15,708	\$ 17,985	\$ 17,880	\$ 18,056	\$ 14,161	\$ 15,535	\$ 11,501	\$ 10,778	\$ 165,263

Other Expenses

Photocopy Rental & Supplies	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 5,100
Breakfast	\$ 8,975	\$ 9,119	\$ 10,217	\$ 10,795	\$ 12,154	\$ 13,915	\$ 13,834	\$ 13,970	\$ 12,597	\$ 13,819	\$ 10,546	\$ 9,884	\$ 139,825
Audit & Legal	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,600
Dues & Subscriptions	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Cleaning Supplies	\$ 4,419	\$ 4,628	\$ 5,186	\$ 5,479	\$ 7,092	\$ 8,120	\$ 8,073	\$ 8,152	\$ 6,394	\$ 7,014	\$ 5,193	\$ 4,866	\$ 74,616
Guest Supplies	\$ 4,972	\$ 5,207	\$ 5,834	\$ 6,164	\$ 7,979	\$ 9,135	\$ 9,082	\$ 9,171	\$ 7,193	\$ 7,891	\$ 5,842	\$ 5,475	\$ 83,943
Laundry/Dry Cleaning	\$ 552	\$ 579	\$ 648	\$ 685	\$ 887	\$ 1,015	\$ 1,009	\$ 1,019	\$ 799	\$ 877	\$ 649	\$ 608	\$ 9,327
Linen	\$ 1,188	\$ 1,244	\$ 1,394	\$ 1,473	\$ 1,906	\$ 2,182	\$ 2,170	\$ 2,191	\$ 1,718	\$ 1,885	\$ 1,395	\$ 1,308	\$ 20,053
Office Supplies	\$ 856	\$ 897	\$ 1,005	\$ 1,062	\$ 1,374	\$ 1,573	\$ 1,564	\$ 1,579	\$ 1,239	\$ 1,359	\$ 1,006	\$ 943	\$ 14,457
Decorations	\$ 276	\$ 289	\$ 324	\$ 342	\$ 443	\$ 508	\$ 505	\$ 510	\$ 400	\$ 438	\$ 325	\$ 304	\$ 4,663
Uniforms	\$ 690	\$ 723	\$ 810	\$ 856	\$ 1,108	\$ 1,269	\$ 1,261	\$ 1,274	\$ 999	\$ 1,096	\$ 811	\$ 760	\$ 11,659
Telephone	\$ 2,431	\$ 2,546	\$ 2,852	\$ 3,014	\$ 3,901	\$ 4,466	\$ 4,440	\$ 4,484	\$ 3,516	\$ 3,858	\$ 2,856	\$ 2,676	\$ 41,039
Credit Card Commissions	\$ 4,557	\$ 4,773	\$ 5,348	\$ 5,650	\$ 7,314	\$ 8,374	\$ 8,325	\$ 8,407	\$ 6,593	\$ 7,233	\$ 5,355	\$ 5,018	\$ 76,948
Travel Agent Commission	\$ 4,005	\$ 4,194	\$ 4,699	\$ 4,966	\$ 6,427	\$ 7,359	\$ 7,316	\$ 7,388	\$ 5,794	\$ 6,356	\$ 4,706	\$ 4,410	\$ 67,621
Marketing	\$ 9,786	\$ 10,178	\$ 11,223	\$ 11,773	\$ 14,798	\$ 16,725	\$ 16,636	\$ 16,785	\$ 13,488	\$ 14,651	\$ 11,236	\$ 10,624	\$ 157,905
Postage	\$ 690	\$ 723	\$ 810	\$ 856	\$ 1,108	\$ 1,269	\$ 1,261	\$ 1,274	\$ 999	\$ 1,096	\$ 811	\$ 760	\$ 11,659
Promotions	\$ 552	\$ 579	\$ 648	\$ 685	\$ 887	\$ 1,015	\$ 1,009	\$ 1,019	\$ 799	\$ 877	\$ 649	\$ 608	\$ 9,327
Licesnses	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Reward Club	\$ 5,524	\$ 5,785	\$ 6,482	\$ 6,849	\$ 8,865	\$ 10,150	\$ 10,091	\$ 10,190	\$ 7,992	\$ 8,767	\$ 6,491	\$ 6,083	\$ 93,270
Pest Control	\$ 829	\$ 868	\$ 972	\$ 1,027	\$ 1,330	\$ 1,523	\$ 1,514	\$ 1,529	\$ 1,199	\$ 1,315	\$ 974	\$ 912	\$ 13,990
Miscellaneous	\$ 1,105	\$ 1,157	\$ 1,296	\$ 1,370	\$ 1,773	\$ 2,030	\$ 2,018	\$ 2,038	\$ 1,598	\$ 1,753	\$ 1,298	\$ 1,217	\$ 18,654
Total	\$ 52,333	\$ 54,412	\$ 60,673	\$ 63,971	\$ 80,272	\$ 91,552	\$ 91,033	\$ 91,905	\$ 74,243	\$ 81,210	\$ 61,067	\$ 57,383	\$ 860,054

3.70%

Additional Expenses

Franchise Fees	\$ 16,572	\$ 17,356	\$ 19,446	\$ 20,547	\$ 26,596	\$ 30,450	\$ 30,273	\$ 30,571	\$ 23,976	\$ 26,302	\$ 19,472	\$ 18,249	\$ 279,809
Misc. Franchise Expenses	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 36,000
Property Management	\$ 8,286	\$ 8,678	\$ 9,723	\$ 10,273	\$ 13,298	\$ 15,225	\$ 15,136	\$ 15,285	\$ 11,988	\$ 13,151	\$ 9,736	\$ 9,124	\$ 139,905
Real Estate Taxes	\$ 18,229	\$ 19,091	\$ 21,390	\$ 22,602	\$ 29,256	\$ 33,495	\$ 33,300	\$ 33,628	\$ 26,374	\$ 28,932	\$ 21,419	\$ 20,074	\$ 307,790
Utilities	\$ 16,020	\$ 16,777	\$ 18,798	\$ 19,862	\$ 25,710	\$ 29,435	\$ 29,264	\$ 29,552	\$ 23,177	\$ 25,425	\$ 18,823	\$ 17,640	\$ 270,483
Insurance	\$ 3,591	\$ 3,760	\$ 4,213	\$ 4,452	\$ 5,763	\$ 6,598	\$ 6,559	\$ 6,624	\$ 5,195	\$ 5,699	\$ 4,219	\$ 3,954	\$ 60,625
Capital Reserve	\$ 9,667	\$ 10,124	\$ 11,343	\$ 11,986	\$ 15,515	\$ 17,763	\$ 17,659	\$ 17,833	\$ 13,986	\$ 15,343	\$ 11,359	\$ 10,645	\$ 163,222
Total	\$ 75,364	\$ 78,787	\$ 87,913	\$ 92,722	\$119,137	\$ 135,965	\$135,191	\$ 136,493	\$107,696	\$ 117,853	\$ 88,028	\$ 82,686	\$ 1,257,835

4.01%

Total Expense	\$ 182,703	\$190,452	\$211,831	\$223,094	\$283,152	\$ 322,307	\$320,505	\$ 323,534	\$257,171	\$ 281,863	\$212,415	\$ 199,882	\$ 3,008,909
Net Income - Rooms	\$ 96,949	\$102,426	\$116,316	\$123,636	\$165,661	\$ 191,539	\$190,348	\$ 192,349	\$147,426	\$ 161,986	\$116,176	\$ 108,065	\$ 1,712,877

4.67%

Debt Service

(10 YR AM 8.75% INT)	\$ 69,478	\$ 68,976	\$ 68,470	\$ 67,960	\$ 67,447	\$ 66,930	\$ 66,409	\$ 65,884	\$ 65,356	\$ 64,824	\$ 64,287	\$ 63,747	\$ 799,768
Income After Debt Service	\$ 27,471	\$ 33,450	\$ 47,847	\$ 55,676	\$ 98,214	\$ 124,609	\$123,939	\$ 126,464	\$ 82,071	\$ 97,163	\$ 51,889	\$ 44,318	\$ 913,109

19.39%

Holiday Inn Express
New Windsor, New York
Operating Budget - Year 4

Total Rooms: 93
Total Rooms Annually: 33,945
OCC: 81.13%
ADR: \$ 177.98
RevPAR: \$ 144.50

Income Per Unit	Sun	Mon	Tues	Wed	Thurs	Fri	Sat	Total	Weeks	Totals YR Per Room
ADR Model Peak: (May-June-July-August)	\$ 175.00	\$ 185.00	\$ 185.00	\$ 185.00	\$ 185.00	\$ 225.00	\$ 225.00	\$ 1,365.00	17.38	\$ 23,723.70
ADR Model Mid-Peak: (February-March-April-September-October)	\$ 150.00	\$ 160.00	\$ 160.00	\$ 160.00	\$ 160.00	\$ 200.00	\$ 200.00	\$ 1,190.00	17.38	\$ 20,682.20
ADR Model Off-Peak: (January-November-December)	\$ 145.00	\$ 155.00	\$ 155.00	\$ 155.00	\$ 155.00	\$ 195.00	\$ 195.00	\$ 1,155.00	17.24	\$ 19,912.20
Total Possible Revenue										\$ 64,318.10

Revenue:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Totals
Gross Revenue per Month (corporate-group-leisure)	\$ 474,392	\$ 441,467	\$ 488,767	\$ 473,001	\$ 560,645	\$ 542,559	\$ 560,645	\$ 560,645	\$ 473,001	\$ 488,767	\$ 459,089	\$ 474,392	\$ 5,997,369
Occupancy PCT	62.30%	69.70%	70.50%	67.70%	83.30%	95.00%	94.40%	95.00%	89.00%	94.20%	75.10%	68.30%	
Occupied Rooms	1,796	1,815	2,033	2,140	2,402	2,651	2,722	2,739	2,483	2,716	2,095	1,969	
ADR	\$ 164.55	\$ 169.53	\$ 169.53	\$ 169.53	\$ 194.47	\$ 194.47	\$ 194.47	\$ 194.47	\$ 169.53	\$ 169.93	\$ 164.55	\$ 164.55	
RevPAR	\$ 102.51	\$ 118.17	\$ 119.52	\$ 130.03	\$ 161.99	\$ 184.74	\$ 183.58	\$ 184.74	\$ 150.89	\$ 159.70	\$ 123.58	\$ 112.39	
Gross Revenue Based on Occupancy	\$ 295,546	\$ 307,703	\$ 244,581	\$ 362,791	\$ 467,017	\$ 515,431	\$ 529,249	\$ 532,613	\$ 420,970	\$ 460,419	\$ 344,776	\$ 324,010	\$ 4,905,105

5.18%

Misc. Income:

Vending Machine/Food Pantry	\$ 1,330	\$ 1,385	\$ 1,551	\$ 1,633	\$ 2,102	\$ 2,319	\$ 2,382	\$ 2,397	\$ 1,894	\$ 2,072	\$ 1,551	\$ 1,458	\$ 22,073
Meeting Rooms & Equipment	\$ 2,364	\$ 2,462	\$ 2,757	\$ 2,902	\$ 3,736	\$ 4,123	\$ 4,324	\$ 4,216	\$ 3,368	\$ 3,683	\$ 2,758	\$ 2,592	\$ 39,241
Total	\$ 3,694	\$ 3,846	\$ 4,307	\$ 4,535	\$ 5,828	\$ 6,443	\$ 6,616	\$ 6,658	\$ 5,262	\$ 5,755	\$ 4,310	\$ 4,050	\$ 61,314
Total Gross Revenue	\$ 299,240	\$ 311,549	\$ 348,888	\$ 367,326	\$ 472,855	\$ 521,874	\$ 535,864	\$ 539,270	\$ 426,233	\$ 466,174	\$ 349,085	\$ 328,060	\$ 4,966,419

Expenses:

Payroll & Related													
Administrative & Supervision	\$ 20,068	\$ 20,585	\$ 22,153	\$ 22,928	\$ 27,360	\$ 29,419	\$ 30,006	\$ 30,149	\$ 25,402	\$ 27,079	\$ 22,162	\$ 21,279	\$ 298,590
Rooms - Public Area	\$ 2,992	\$ 3,115	\$ 3,489	\$ 3,673	\$ 4,729	\$ 5,219	\$ 5,359	\$ 5,393	\$ 4,262	\$ 4,662	\$ 3,491	\$ 3,281	\$ 49,664
Housekeeping	\$ 21,845	\$ 22,743	\$ 25,469	\$ 26,815	\$ 34,518	\$ 38,097	\$ 39,118	\$ 39,367	\$ 31,115	\$ 34,031	\$ 25,483	\$ 23,948	\$ 362,549
Maintenance	\$ 2,955	\$ 3,077	\$ 3,466	\$ 3,628	\$ 4,670	\$ 5,154	\$ 5,292	\$ 5,326	\$ 4,210	\$ 4,604	\$ 3,448	\$ 3,240	\$ 49,070
Total	\$ 47,860	\$ 49,521	\$ 54,577	\$ 57,044	\$ 71,277	\$ 77,888	\$ 79,775	\$ 80,235	\$ 64,989	\$ 70,376	\$ 54,584	\$ 51,748	\$ 759,872

4.70%

Related Payroll

Payroll Taxes	\$ 5,656	\$ 5,888	\$ 6,594	\$ 6,942	\$ 8,937	\$ 9,863	\$ 10,128	\$ 10,192	\$ 8,056	\$ 8,811	\$ 6,598	\$ 6,200	\$ 93,865
Benefits-Group Insurance	\$ 2,199	\$ 2,290	\$ 2,564	\$ 2,700	\$ 3,475	\$ 3,836	\$ 3,939	\$ 3,964	\$ 3,133	\$ 3,426	\$ 2,566	\$ 2,411	\$ 36,503
Benefits-Workmens Comp	\$ 2,409	\$ 2,508	\$ 2,809	\$ 2,957	\$ 3,806	\$ 4,201	\$ 4,314	\$ 4,341	\$ 3,431	\$ 3,753	\$ 2,810	\$ 2,641	\$ 39,980
Total	\$ 10,473	\$ 10,904	\$ 12,211	\$ 12,856	\$ 16,550	\$ 18,266	\$ 18,755	\$ 18,874	\$ 14,918	\$ 16,316	\$ 12,218	\$ 11,482	\$ 173,825

Other Expenses

Photocopy Rental & Supplies	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 5,100
Breakfast	\$ 9,879	\$ 9,982	\$ 11,179	\$ 11,770	\$ 13,208	\$ 14,578	\$ 14,969	\$ 15,604	\$ 13,657	\$ 14,937	\$ 11,524	\$ 10,830	\$ 151,576
Audit & Legal	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,600
Dues & Subscriptions	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Cleaning Supplies	\$ 4,729	\$ 4,923	\$ 5,513	\$ 5,805	\$ 7,472	\$ 8,247	\$ 8,468	\$ 8,522	\$ 6,736	\$ 7,367	\$ 5,516	\$ 5,184	\$ 78,482
Guest Supplies	\$ 5,320	\$ 5,539	\$ 6,202	\$ 6,530	\$ 8,406	\$ 9,278	\$ 9,526	\$ 9,587	\$ 7,577	\$ 8,288	\$ 6,206	\$ 5,832	\$ 88,292
Laundry/Dry Cleaning	\$ 591	\$ 615	\$ 689	\$ 726	\$ 934	\$ 1,031	\$ 1,058	\$ 1,065	\$ 842	\$ 921	\$ 690	\$ 648	\$ 9,810
Linen	\$ 1,271	\$ 1,323	\$ 1,482	\$ 1,560	\$ 2,008	\$ 2,216	\$ 2,276	\$ 2,290	\$ 1,810	\$ 1,980	\$ 1,483	\$ 1,393	\$ 21,092
Office Supplies	\$ 916	\$ 954	\$ 1,068	\$ 1,125	\$ 1,448	\$ 1,598	\$ 1,641	\$ 1,651	\$ 1,305	\$ 1,427	\$ 1,069	\$ 1,004	\$ 15,206
Decorations	\$ 296	\$ 308	\$ 345	\$ 363	\$ 467	\$ 515	\$ 529	\$ 533	\$ 421	\$ 460	\$ 345	\$ 324	\$ 4,905
Uniforms	\$ 739	\$ 769	\$ 861	\$ 907	\$ 1,168	\$ 1,289	\$ 1,323	\$ 1,332	\$ 1,052	\$ 1,151	\$ 862	\$ 810	\$ 12,263
Telephone	\$ 2,601	\$ 2,708	\$ 3,032	\$ 3,193	\$ 4,110	\$ 4,536	\$ 4,657	\$ 4,687	\$ 3,705	\$ 4,052	\$ 3,034	\$ 2,851	\$ 43,165
Credit Card Commissions	\$ 4,877	\$ 5,077	\$ 5,686	\$ 5,986	\$ 7,706	\$ 8,505	\$ 8,733	\$ 8,788	\$ 6,946	\$ 7,597	\$ 5,689	\$ 5,346	\$ 80,934
Travel Agent Commission	\$ 4,285	\$ 4,462	\$ 4,996	\$ 5,260	\$ 6,772	\$ 7,474	\$ 7,674	\$ 7,723	\$ 6,014	\$ 6,676	\$ 4,999	\$ 4,698	\$ 71,124
Marketing	\$ 10,366	\$ 10,731	\$ 11,837	\$ 12,384	\$ 15,511	\$ 16,963	\$ 17,377	\$ 14,478	\$ 14,129	\$ 15,313	\$ 11,843	\$ 11,220	\$ 165,153
Postage	\$ 739	\$ 769	\$ 861	\$ 907	\$ 1,168	\$ 1,289	\$ 1,323	\$ 1,332	\$ 1,052	\$ 1,151	\$ 862	\$ 810	\$ 12,263
Promotions	\$ 591	\$ 615	\$ 689	\$ 726	\$ 934	\$ 1,031	\$ 1,058	\$ 1,065	\$ 842	\$ 921	\$ 690	\$ 648	\$ 9,810
Licesnses	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Reward Club	\$ 5,911	\$ 6,154	\$ 6,892	\$ 7,256	\$ 9,340	\$ 10,309	\$ 10,585	\$ 10,652	\$ 8,419	\$ 9,208	\$ 6,896	\$ 6,480	\$ 98,102
Pest Control	\$ 887	\$ 923	\$ 1,034	\$ 1,088	\$ 1,401	\$ 1,546	\$ 1,588	\$ 1,598	\$ 1,263	\$ 1,381	\$ 1,034	\$ 972	\$ 14,715
Miscellaneous	\$ 1,182	\$ 1,231	\$ 1,378	\$ 1,451	\$ 1,868	\$ 2,062	\$ 2,117	\$ 2,130	\$ 1,684	\$ 1,842	\$ 1,379	\$ 1,296	\$ 19,620
Total	\$ 56,104	\$ 58,009	\$ 64,671	\$ 67,960	\$ 84,845	\$ 93,390	\$ 95,828	\$ 96,422	\$ 78,470	\$ 85,596	\$ 65,045	\$ 61,273	\$ 907,612

5.53%

Additional Expenses

Franchise Fees	\$ 17,733	\$ 18,462	\$ 20,675	\$ 21,767	\$ 28,021	\$ 30,926	\$ 31,755	\$ 31,957	\$ 25,258	\$ 27,625	\$ 20,687	\$ 19,441	\$ 294,306
Misc. Franchise Expenses	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 36,000
Property Management	\$ 8,866	\$ 9,231	\$ 10,337	\$ 10,884	\$ 14,011	\$ 15,463	\$ 15,877	\$ 15,978	\$ 12,629	\$ 13,813	\$ 10,343	\$ 9,720	\$ 147,153
Real Estate Taxes	\$ 19,506	\$ 20,308	\$ 22,742	\$ 23,944	\$ 30,823	\$ 34,018	\$ 34,930	\$ 35,152	\$ 27,784	\$ 30,388	\$ 22,755	\$ 21,385	\$ 323,737
Utilities	\$ 17,142	\$ 17,847	\$ 19,986	\$ 21,042	\$ 27,087	\$ 29,895	\$ 30,696	\$ 30,892	\$ 24,416	\$ 26,704	\$ 19,997	\$ 18,793	\$ 284,496
Insurance	\$ 3,842	\$ 4,000	\$ 4,480	\$ 4,716	\$ 6,071	\$ 6,701	\$ 6,880	\$ 6,924	\$ 5,473	\$ 5,985	\$ 4,482	\$ 4,212	\$ 63,766
Capital Reserve	\$ 10,344	\$ 10,770	\$ 8,560	\$ 12,698	\$ 16,346	\$ 18,040	\$ 18,524	\$ 18,641	\$ 14,734	\$ 16,115	\$ 12,067	\$ 11,340	\$ 168,179
Total	\$ 80,433	\$ 83,618	\$ 93,280	\$ 98,051	\$ 125,358	\$ 138,043	\$ 141,663	\$ 142,544	\$ 113,294	\$ 123,630	\$ 93,331	\$ 87,891	\$ 1,321,138

Total Expense	\$ 194,870	\$ 202,052	\$ 224,739	\$ 235,911	\$ 298,030	\$ 327,587	\$ 336,021	\$ 338,075	\$ 271,671	\$ 295,918	\$ 225,178	\$ 212,394	\$ 3,162,446
Net Income - Rooms	\$ 104,370	\$ 109,497	\$ 124,149	\$ 131,415	\$ 174,825	\$ 194,287	\$ 199,843	\$ 201,195	\$ 154,562	\$ 170,256	\$ 123,907	\$ 115,666	\$ 1,803,972

5.10%

5.32%

Debt Service

(10 YR AM 8.75% INT)	\$ 63,203	\$ 62,655	\$ 62,103	\$ 61,547	\$ 60,987	\$ 60,423	\$ 59,855	\$ 59,282	\$ 58,705	\$ 58,125	\$ 57,540	\$ 56,950	\$ 721,375
Income After Debt Service	\$ 41,166	\$ 46,842	\$ 62,046	\$ 69,868	\$ 113,838	\$ 133,864	\$ 139,988	\$ 141,913	\$ 95,856	\$ 112,132	\$ 66,368	\$ 58,716	\$ 1,082,597

18.56%

Holiday Inn Express
New Windsor, New York
Operating Budget - Year 5

Total Rooms: 93
Total Rooms Annually: 33,945
OCC: 82.68%
ADR: \$ 179.86
RevPAR: \$ 148.82

Income Per Unit	Sun	Mon	Tues	Wed	Thurs	Fri	Sat	Total	Weeks	Totals YR Per Room
ADR Model Peak: (May-June-July-August)	\$ 177.00	\$ 187.00	\$ 187.00	\$ 187.00	\$ 187.00	\$ 227.00	\$ 227.00	\$ 1,379.00	17.38	\$ 23,967.02
ADR Model Mid-Peak: (February-March-April-September-October)	\$ 152.00	\$ 162.00	\$ 162.00	\$ 162.00	\$ 162.00	\$ 202.00	\$ 202.00	\$ 1,204.00	17.38	\$ 20,925.52
ADR Model Off-Peak: (January-November-December)	\$ 147.00	\$ 157.00	\$ 157.00	\$ 157.00	\$ 157.00	\$ 197.00	\$ 197.00	\$ 1,169.00	17.24	\$ 20,153.56
Total Possible Revenue										\$ 65,046.10

Revenue:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Totals
Gross Revenue per Month (corporate-group-leisure)	\$ 480,142	\$ 446,661	\$ 494,517	\$ 478,565	\$ 566,295	\$ 548,124	\$ 566,395	\$ 566,395	\$ 478,565	\$ 494,517	\$ 464,653	\$ 480,142	\$ 6,065,073
Occupancy PCT	64.30%	71.70%	72.50%	78.70%	85.30%	95.00%	95.00%	95.00%	91.00%	96.30%	77.10%	70.30%	
Occupied Rooms	1,854	1,867	2,090	2,196	2,459	2,651	2,739	2,739	2,539	2,776	2,151	2,027	
ADR	\$ 166.54	\$ 171.53	\$ 171.53	\$ 171.53	\$ 196.46	\$ 196.46	\$ 196.46	\$ 196.46	\$ 171.53	\$ 171.53	\$ 166.54	\$ 166.54	
RevPAR	\$ 107.09	\$ 122.99	\$ 124.36	\$ 134.99	\$ 167.58	\$ 186.64	\$ 186.64	\$ 186.64	\$ 156.09	\$ 165.18	\$ 128.40	\$ 117.08	
Gross Revenue Based on Occupancy	\$ 308,731	\$ 320,256	\$ 358,525	\$ 376,631	\$ 483,135	\$ 520,718	\$ 538,075	\$ 538,075	\$ 435,494	\$ 476,220	\$ 358,248	\$ 337,540	\$ 5,051,649

2.99%

Misc. Income:

Vending Machine/Food Pantry	\$ 1,389	\$ 1,441	\$ 1,613	\$ 1,695	\$ 2,174	\$ 2,343	\$ 2,421	\$ 2,421	\$ 1,960	\$ 2,143	\$ 1,612	\$ 1,519	\$ 22,732
Meeting Rooms & Equipment	\$ 2,470	\$ 2,562	\$ 2,868	\$ 3,013	\$ 3,865	\$ 4,166	\$ 4,305	\$ 4,305	\$ 3,484	\$ 3,810	\$ 2,866	\$ 2,700	\$ 40,413
Total	\$ 3,859	\$ 4,003	\$ 3,382	\$ 4,708	\$ 6,039	\$ 6,509	\$ 6,726	\$ 6,726	\$ 5,444	\$ 5,953	\$ 4,478	\$ 4,219	\$ 63,146
Total Gross Revenue	\$ 312,590	\$ 324,259	\$ 363,007	\$ 381,339	\$ 489,174	\$ 527,227	\$ 544,801	\$ 544,801	\$ 440,938	\$ 482,173	\$ 362,726	\$ 341,759	\$ 5,114,794

Expenses:

Payroll & Related

Administrative & Supervision	\$ 20,629	\$ 21,119	\$ 22,746	\$ 23,516	\$ 28,045	\$ 29,644	\$ 30,382	\$ 30,382	\$ 26,019	\$ 27,751	\$ 22,734	\$ 21,854	\$ 304,821
Rooms - Public Area	\$ 3,126	\$ 3,243	\$ 3,630	\$ 3,813	\$ 4,892	\$ 5,272	\$ 5,448	\$ 5,448	\$ 4,409	\$ 4,822	\$ 3,627	\$ 3,418	\$ 51,148
Housekeeping	\$ 22,819	\$ 23,671	\$ 26,500	\$ 27,838	\$ 35,710	\$ 38,488	\$ 39,770	\$ 39,770	\$ 32,188	\$ 35,199	\$ 26,479	\$ 24,948	\$ 373,380
Maintenance	\$ 3,087	\$ 3,203	\$ 3,585	\$ 3,766	\$ 4,831	\$ 5,207	\$ 5,381	\$ 5,381	\$ 4,355	\$ 4,762	\$ 3,582	\$ 3,375	\$ 50,515
Total	\$ 49,661	\$ 51,235	\$ 56,461	\$ 58,933	\$ 73,478	\$ 78,610	\$ 80,981	\$ 80,981	\$ 66,972	\$ 72,534	\$ 56,423	\$ 53,595	\$ 779,864

2.63%

Related Payroll

Payroll Taxes	\$ 5,908	\$ 6,128	\$ 6,861	\$ 7,207	\$ 9,245	\$ 9,965	\$ 10,297	\$ 10,297	\$ 8,334	\$ 9,113	\$ 6,856	\$ 6,459	\$ 96,670
Benefits-Group Insurance	\$ 2,298	\$ 2,383	\$ 2,668	\$ 2,803	\$ 3,595	\$ 3,875	\$ 4,004	\$ 4,004	\$ 3,241	\$ 3,544	\$ 2,666	\$ 2,512	\$ 37,594
Benefits-Workmens Comp	\$ 2,516	\$ 2,610	\$ 2,922	\$ 3,070	\$ 3,938	\$ 4,244	\$ 4,386	\$ 4,386	\$ 3,550	\$ 3,881	\$ 2,920	\$ 2,751	\$ 41,174
Total	\$ 10,941	\$ 11,349	\$ 12,705	\$ 13,347	\$ 17,121	\$ 18,453	\$ 19,068	\$ 19,068	\$ 15,433	\$ 16,876	\$ 12,695	\$ 11,962	\$ 179,018

Other Expenses

Photocopy Rental & Supplies	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 425	\$ 5,100
Breakfast	\$ 10,196	\$ 10,269	\$ 11,496	\$ 12,077	\$ 13,526	\$ 14,578	\$ 15,064	\$ 15,064	\$ 13,964	\$ 15,270	\$ 11,831	\$ 11,147	\$ 154,480
Audit & Legal	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,600
Dues & Subscriptions	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Cleaning Supplies	\$ 4,940	\$ 5,124	\$ 5,736	\$ 6,026	\$ 7,730	\$ 8,331	\$ 8,609	\$ 8,609	\$ 6,968	\$ 7,620	\$ 5,732	\$ 5,401	\$ 80,826
Guest Supplies	\$ 5,557	\$ 5,765	\$ 6,453	\$ 6,779	\$ 8,696	\$ 9,373	\$ 9,685	\$ 9,685	\$ 7,839	\$ 8,572	\$ 6,448	\$ 6,076	\$ 90,930
Laundry/Dry Cleaning	\$ 617	\$ 641	\$ 717	\$ 753	\$ 966	\$ 1,041	\$ 1,076	\$ 1,076	\$ 871	\$ 952	\$ 716	\$ 675	\$ 10,103
Linen	\$ 1,328	\$ 1,377	\$ 1,542	\$ 1,620	\$ 2,077	\$ 2,239	\$ 2,314	\$ 2,314	\$ 1,873	\$ 2,048	\$ 1,540	\$ 1,451	\$ 21,722
Office Supplies	\$ 957	\$ 993	\$ 1,111	\$ 1,168	\$ 1,498	\$ 1,614	\$ 1,668	\$ 1,668	\$ 1,350	\$ 1,476	\$ 1,111	\$ 1,046	\$ 15,660
Decorations	\$ 309	\$ 320	\$ 359	\$ 377	\$ 483	\$ 521	\$ 538	\$ 538	\$ 435	\$ 476	\$ 338	\$ 338	\$ 5,052
Uniforms	\$ 772	\$ 801	\$ 896	\$ 942	\$ 1,208	\$ 1,302	\$ 1,345	\$ 1,345	\$ 1,089	\$ 1,191	\$ 896	\$ 844	\$ 12,629
Telephone	\$ 2,717	\$ 2,818	\$ 3,155	\$ 3,314	\$ 4,252	\$ 4,582	\$ 4,735	\$ 4,735	\$ 3,832	\$ 4,191	\$ 3,152	\$ 2,970	\$ 44,455
Credit Card Commissions	\$ 5,094	\$ 5,284	\$ 5,916	\$ 6,214	\$ 7,972	\$ 8,592	\$ 8,878	\$ 8,878	\$ 7,186	\$ 7,896	\$ 5,911	\$ 5,569	\$ 83,352
Travel Agent Commission	\$ 4,477	\$ 4,644	\$ 5,199	\$ 5,461	\$ 7,005	\$ 7,550	\$ 7,802	\$ 7,802	\$ 6,315	\$ 6,905	\$ 5,195	\$ 4,894	\$ 73,249
Marketing	\$ 10,762	\$ 11,108	\$ 12,256	\$ 12,799	\$ 15,994	\$ 17,122	\$ 17,642	\$ 17,642	\$ 14,565	\$ 15,787	\$ 12,247	\$ 11,626	\$ 169,549
Postage	\$ 772	\$ 801	\$ 896	\$ 942	\$ 1,208	\$ 1,302	\$ 1,345	\$ 1,345	\$ 1,089	\$ 1,191	\$ 896	\$ 844	\$ 12,629
Promotions	\$ 617	\$ 641	\$ 717	\$ 753	\$ 966	\$ 1,041	\$ 1,076	\$ 1,076	\$ 871	\$ 952	\$ 716	\$ 675	\$ 10,103
Licenses	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Reward Club	\$ 6,175	\$ 6,405	\$ 7,171	\$ 7,533	\$ 9,663	\$ 10,414	\$ 10,762	\$ 10,762	\$ 8,710	\$ 9,524	\$ 7,165	\$ 6,751	\$ 101,033
Pest Control	\$ 926	\$ 961	\$ 1,076	\$ 1,130	\$ 1,449	\$ 1,562	\$ 1,614	\$ 1,614	\$ 1,306	\$ 1,429	\$ 1,075	\$ 1,013	\$ 15,155
Miscellaneous	\$ 1,235	\$ 1,281	\$ 1,434	\$ 1,507	\$ 1,933	\$ 2,083	\$ 2,152	\$ 2,152	\$ 1,742	\$ 1,905	\$ 1,433	\$ 1,350	\$ 20,207
Total	\$ 58,375	\$ 60,156	\$ 67,054	\$ 70,318	\$ 87,551	\$ 94,173	\$ 97,231	\$ 97,231	\$ 80,929	\$ 88,271	\$ 67,348	\$ 63,596	\$ 932,234

2.71%

Additional Expenses

Franchise Fees	\$ 18,524	\$ 19,215	\$ 21,512	\$ 22,598	\$ 22,988	\$ 31,243	\$ 32,285	\$ 32,285	\$ 26,130	\$ 28,573	\$ 21,495	\$ 20,252	\$ 303,099
Misc. Franchise Expenses	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 36,000
Property Management	\$ 9,262	\$ 9,608	\$ 10,756	\$ 11,299	\$ 14,494	\$ 15,622	\$ 16,142	\$ 16,142	\$ 13,065	\$ 14,287	\$ 10,747	\$ 10,126	\$ 151,549
Real Estate Taxes	\$ 20,376	\$ 21,137	\$ 20,794	\$ 23,663	\$ 24,858	\$ 31,887	\$ 34,467	\$ 35,513	\$ 35,513	\$ 31,341	\$ 23,644	\$ 22,278	\$ 333,409
Utilities	\$ 17,906	\$ 18,575	\$ 20,794	\$ 21,845	\$ 28,022	\$ 30,202	\$ 31,208	\$ 31,208	\$ 25,259	\$ 27,621	\$ 20,778	\$ 19,577	\$ 292,996
Insurance	\$ 4,014	\$ 4,163	\$ 4,661	\$ 4,896	\$ 6,281	\$ 6,769	\$ 6,995	\$ 6,995	\$ 5,661	\$ 6,191	\$ 4,657	\$ 4,388	\$ 65,671
Capital Reserve	\$ 10,806	\$ 11,209	\$ 12,548	\$ 13,182	\$ 16,910	\$ 18,225	\$ 18,833	\$ 18,833	\$ 15,242	\$ 16,668	\$ 12,539	\$ 11,814	\$ 176,808
Total	\$ 83,888	\$ 86,907	\$ 96,934	\$ 101,677	\$ 129,581	\$ 139,428	\$ 143,976	\$ 143,976	\$ 117,100	\$ 127,770	\$ 96,861	\$ 91,435	\$ 1,359,532

Total Expense	\$ 202,864	\$ 209,647	\$ 233,154	\$ 244,275	\$ 307,731	\$ 330,664	\$ 341,256	\$ 341,256	\$ 340,256	\$ 280,434	\$ 305,451	\$ 233,327	\$ 220,587	\$ 3,249,648
Net Income - Rooms	\$ 109,726	\$ 114,612	\$ 129,853	\$ 137,064	\$ 181,443	\$ 196,563	\$ 203,545	\$ 203,545	\$ 204,545	\$ 160,504	\$ 176,722	\$ 129,399	\$ 121,172	\$ 1,865,146

2.76%

3.39%

Debt Service

(10 YR AM & 7.5% INT)	\$ 56,357	\$ 55,759	\$ 55,156	\$ 54,550	\$ 53,939	\$ 53,323	\$ 52,703	\$ 52,078	\$ 51,449	\$ 50,815	\$ 50,177	\$ 49,534	\$ 635,840
Income After Debt Service	\$ 53,369	\$ 58,853	\$ 74,696	\$ 82,514	\$ 127,505	\$ 143,240	\$ 150,842	\$ 152,467	\$ 109,055	\$ 125,907	\$ 79,222	\$ 71,637	\$ 1,229,306

13.55%

AUTHORIZING RESOLUTION

Regarding the Authorization of the
Orange County Industrial Development Agency
With
Scannell Properties #600, LLC Project

WHEREAS, the Orange County Industrial Development Agency (the "Agency") is authorized under the laws of the State of New York, and in particular under the provisions of the New York State Industrial Development Agency Act and the Agency's enabling legislation, respectively constituting Article 18A and Section 912 of the General Municipal Law (Chapter 24 of the Consolidated Laws of New York), as amended (the "Act"), to assist in providing civic facilities for the use or benefit of the general public; and

WHEREAS, the Agency proposes to assist, together as co-applicants, Scannell Properties #600, LLC and Amazon.com Services LLC (together with the co-applicants and other project sponsor or any related legal entity, if different, the "Company") in financing a proposed project consisting of the demolition of the existing underutilized properties and redevelopment and construction of a 3,200,000 sq ft building, located at 22 McBride Road, Slate Hill, New York 10973 (the "Premises") as well as the acquisition and installation of new equipment, fixtures and furnishings, in Village of Slate Hill, Town of Wawayanda, Orange County, New York (collectively with the Premises, the "Project") by entering into a Straight Lease transaction; and

WHEREAS, in connection with the Straight Lease transaction, the Company, as lessor, proposes to lease to the Agency, as lessee, pursuant to a head lease agreement (the "Head Lease"), the site on which the Project will be located and any renovations and improvements to be constructed thereon and fixtures, furnishings and equipment to be located therein; and

WHEREAS, the Agency, as lessor, proposes to lease back to the Company, as lessee, pursuant to a lease agreement (the "Lease Agreement"), the Premises described in the Head Lease, and any renovations and improvements to be constructed thereon and fixtures, furnishings and equipment to be located therein; and

WHEREAS, the Agency will provide financial assistance to the Company in the form of (i) on behalf of Scannell Properties #600, LLC, exemptions of up to \$18,821,250 for State and Local Sales Taxes that would otherwise be due with respect to project costs for qualified expenditures in an amount of up to \$225,000,000, (ii) on behalf of Amazon.com Services LLC, exemptions of up to \$12,187,500 for State and Local Sales Taxes that would otherwise be due with respect to project costs for qualified expenditures in the amount of \$150,000,000.00; and

WHEREAS, the Company intends to enter into a certain payment in lieu of taxes agreement ("PILOT Agreement") with the Town of Wawayanda, the County of Orange and the Minisink Valley Central School District for PILOT payments on the Premises over a fifteen (15) year period; and

WHEREAS, in order to provide financial assistance to the Company for the Project, the Agency intends to enter into the Head Lease, the Lease Agreement, a PILOT Agreement and a sales tax letter (the "Sales Tax Letter") and other related documents with the Agency (collectively the "Project Documents"); and

WHEREAS, based on the application to the Agency for financial assistance (the "Application for Financial Assistance") the Company represented to the Agency that the Project is expected to create and increase employment in the Town of Wawayanda, County of Orange and State of New York by seven hundred and fifty (750) new jobs within three (3) years of completion of construction and has made additional factual representations concerning themselves and the Project which the Agency is relying upon in adopting this resolution; and

WHEREAS, the Agency has made certain findings and determinations in its Inducement Resolution regarding the Project adopted on May 14, 2025, which by this reference are adopted and confirmed as though made on the date hereof;

NOW, THEREFORE, be it resolved by the Orange County Industrial Development Agency as follows:

Section 1. To accomplish the purposes of the Act, the Agency determined that the Project will be located in the Town of Wawayanda, New York, and will consist of demolition of the existing underutilized properties and redevelopment and construction of a 3,200,000 sq ft building, located at 22 McBride Road, Slate Hill, New York 10973. Based upon the representations contained in the Application for Financial Assistance, the Project is expected to seven hundred and fifty (750) new jobs within three (3) years.

Section 2. The Agency hereby approves financial assistance for the Project in the form of exemptions from state and local sales tax on materials, services and equipment used in the construction, renovation and equipping of the Project, in an aggregate amount not to exceed (i) on behalf of Scannell Properties #600, LLC, \$18,821,250 for qualified purchases of up to \$225,000,000, and (ii) on behalf of Amazon.com Services LLC, \$12,187,500 for qualified purchases of up to \$150,000,000.00. The Agency shall appoint the Company as the Agency's agent for purposes of acquiring, constructing and equipping the Project.

Section 3. Any Authorized Representative of the Agency is hereby authorized to execute, acknowledge and deliver the Head Lease, the Lease Agreement, PILOT Agreement, the Sales Tax Letter and other Project Documents, as may be approved by the executing party. The execution of any such Project Documents by the duly authorized executing party shall constitute conclusive evidence of any approval by this Section. The Authorized Representative of the Agency is hereby authorized to affix the seal of the Agency on any of the foregoing agreements and attest the same.

Section 4. Any Authorized Representative of the Agency is hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required or provided for in connection with the execution of all Project Documents and to execute and deliver all such Project Documents, additional certificates, instruments and documents, pay all such fees, charges and expenses and to do all such further acts and things as may be necessary, or

in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of this resolution and to cause compliance by the Agency with the terms, covenants and provisions of the Head Lease, the Lease Agreement, or any other Project Documents.

Section 5. The Chairman, any member of the Board of Directors, and the Executive Director of the Agency (as used in this resolution, the "Authorized Representatives") are each hereby authorized and directed to execute and deliver all Project Documents with respect to the property comprising the Project in such form as deemed reasonable or necessary.

Section 6. All covenants, stipulations, obligations and agreements of the Agency contained in this resolution, the Head Lease, the Lease Agreement, or any other Project Document shall be deemed to be the covenants, stipulations, obligations and agreements of the Agency to the full extent authorized or permitted by law, and such covenants, stipulations, obligations and agreements shall be binding upon the Agency and its successors from time to time and upon any board or body to which any powers or duties, affecting such covenants, stipulations, obligations and agreements shall be transferred by or in accordance with law. Except as otherwise provided in this resolution, all rights, powers and privileges conferred and duties and liabilities imposed upon the Agency or the members thereof by the provisions of this resolution, the Head Lease, the Lease Agreement, or any other Project Documents shall be exercised or performed by the Agency or by such members, officers, board or body as may be required by law to exercise such powers and to perform such duties.

Section 7. No covenant, stipulation, obligation or agreement contained in this resolution, the Head Lease, the Lease Agreement, or any other Project Documents shall be deemed to be a covenant, stipulation, obligation or agreement of any member, officer, agent or employee of the Agency or the County of Orange in their individual capacity and neither the members of the Agency nor any officer shall be subject to any personal liability or accountability by reason of the execution thereof.

Section 8. The Agency further determines that it is not the lead agency with respect to the Project under the New York State Environmental Quality Review Act ("SEQRA"), and that any determination thereunder as to the necessity of preparing an environmental impact statement shall be made by such lead agency. The actions taken hereunder shall be subject in all respect to compliance with SEQRA prior to any final action being taken by the Agency.

Section 9. The law firm of Bleakley Platt & Schmidt LLP is hereby appointed counsel to the Agency for this Straight Lease transaction.

[INTENTIONALLY LEFT BLANK]

Adopted: October 23, 2025

Motion made by _____; seconded by _____

VOTE:

Jeffrey D. Crist – Chairman	AYE _____	NAY _____
Dean Tamburri - Vice Chairman	AYE _____	NAY _____
Vincent Odock – Secretary	AYE _____	NAY _____
Marc Greene - Board Member	AYE _____	NAY _____
Linda Muller - Board Member	AYE _____	NAY _____
Giovanni Palladino - Board Member	AYE _____	NAY _____
Susan Walski - Board Member	AYE _____	NAY _____

CERTIFIED to be a true and correct copy of the resolution adopted on October 23, 2025
by the Members of the Board of the Orange County Industrial Development Agency.

ORANGE COUNTY INDUSTRIAL
DEVELOPMENT AGENCY

By: _____
Name: William Fioravanti
Title: Chief Executive Officer

Monday, June 9, 2025 at 08:21:13 Eastern Daylight Time

Subject: Amazon ILOT REQUEST

Date: Friday, June 6, 2025 at 7:05:38 PM Eastern Daylight Time

From: Phil

To: skoufis@nysenate.gov, Kelly Reilly

Senator Skoufis, first I want to thank you for taking up the fight for us Orange County residents regarding this one sided proposal.

Why would IDA even consider such an application for this PILOT? I thought IDA was here to protect us, to "watch the backs" of Orange County residents? This application is so one-sided IDA should have immediately laughed and told Mr. Bezo this is totally unacceptable for the residents of Orange County New York!

It's also disrespectful and un-American. I understand a business' goal is to make a profit But at the expense of every day people is definitely wrong. The people who America "runs" on and depends on. That's very wrong!!

Me. Bezo there will be no parachute in Orange County for Amazons PILOT request. The PILOT request will crash and burn once IDA sees the light and makes the right decision for the residents of Orange County who they represent!

Nice try but Orange County is too smart for such an application.

Play fair and make an offer thats good for Amazon and the residents of Orange County...we're listening!

Respectfully

Philip J. Smith

Monday, June 9, 2025 at 08:24:03 Eastern Daylight Time

Subject: Amazon Warehouse in Slate Hill NY
Date: Friday, June 6, 2025 at 2:04:04 PM Eastern Daylight Time
From: Jared Albert
To: Kelly Reilly, Senator James Skoufis, Senator Kirsten Gillibrand

To whom it may concern:

There are 647 homes in Slate Hill with a median value of \$400k. This totals to about \$260 million dollars for ALL THE HOMES IN SLATE HILL.

According the IDA filing, this warehouse will cost \$447 million to build. It will be worth 1.7 times the value of all the homes in Slate Hill, and constitute almost 2/3 of the value of all the structures.

A sensible plan would involve it paying 2/3 of the school tax for slate hill and lower all or Minisinks tax load.

Yes, we need low wage/low skill jobs, we need part jobs etc, but don't need to subsidize them.

Jeff Bezos is the second richest man in America etc

Thank you and kind regards,
Jared Albert
Westtown NY



June 7, 2025

Orange County Industrial Development Agency
4 Crotty Lane
Suite 100
New Windsor, NY 12553

Dear Mr. Fioravanti and Members of the Board,

I am writing to express my strong support for the proposed Amazon warehouse in the Town of Wawayanda. Based on the Cost Benefit Analysis the project will deliver significant economic, social, and financial benefits not only to the local community but the greater Hudson Valley as well. This development is not only a catalyst for growth but also a beacon of opportunity for local residents and businesses.

The project will activate an underutilized property, ensuring its productive use through transformative development. Such revitalization will breathe new life into areas that have long been underutilized, providing an opportunity to generate substantial economic activity including new tax revenue and workforce development opportunities.

The estimated cost of the Project is approximately \$607,000,000. Once completed the project will yield \$90,000,000 in PILOT payments, \$1,050,000 in construction-related sales tax collections, and \$238,000 in new annual sales tax collections. These revenues will directly benefit taxing jurisdictions, enabling them to invest in infrastructure, education, and other community services.

It is important to note that Special Districts will receive full tax payments with no discount, amounting to over \$12,000,000 in new revenues over 20 years. This ensures that vital emergency services will continue to be fully funded, maintaining the safety and well-being of our community.

During construction, the project is poised to inject approximately \$157,000,000 in new local construction wages, providing employment opportunities for local labor and contractors. Moreover, the warehouse will create 750 new permanent jobs, contributing \$30,000,000 in annual wages. Over the next 20 years, the project is expected to generate \$1,500,000,000 in new investments and payroll contributions—an impact 14 times larger than the tax discount.

Furthermore, while it is easy to undervalue these warehouse jobs as dead ends rather than steppingstones, these jobs provide a critical entry point for individuals with limited educational qualifications or prior work experience. For many, positions in industries such as warehousing offer the first taste of professional life. These roles equip workers with essential soft skills, including punctuality, teamwork, and communication, which are transferable across various sectors.

Jobs in warehouse and distribution often require individuals to master critical competencies such as problem-solving, multitasking, and customer service. While these skills may seem basic, they form the bedrock of professional success in more advanced roles. For example, an entry-level warehouse employee may develop time management and organizational skills while meeting production quotas, preparing them for supervisory roles. In addition, many warehouses, including those operated by companies like Amazon, offer training in logistics, inventory management, and technology operations. These jobs play a critical role maintaining a diverse and resilient workforce ecosystem.

The Amazon warehouse project represents an extraordinary opportunity to enhance our community's economic vitality, create sustainable jobs, and generate long-lasting growth. The benefits outlined above demonstrate the potential of this development in shaping a brighter future for residents and businesses alike. I wholeheartedly urge you to support the project, which will bring meaningful and enduring progress to our region.

Thank you for considering this vital project. Please do not hesitate to reach out if you require further information or clarification.

Sincerely,

Sarah Lee
EVP, Strategic Initiatives
Hudson Valley Economic Development Corporation



KARL A. BRABENEC
Assemblyman 98th District
Orange and Rockland Counties

**THE ASSEMBLY
STATE OF NEW YORK
ALBANY**

RANKING MINORITY MEMBER
Committee on
Standing Committees

COMMITTEES
Rules
Labor
Election Law

June 9, 2025

Mr. Bill Fioravanti, Chief Executive Officer
Orange County Industrial Development Agency
4 Crotty Lane #100
New Windsor, New York 12553

Dear Mr. Fioravanti,

I write today to express my full and enthusiastic support for the proposed Amazon warehouse project in the Town of Wawayanda. As the State Assemblyman proudly representing Wawayanda, I know firsthand that this community welcomes responsible economic development — and this project represents an extraordinary opportunity for our town and region.

This \$600 million investment will transform an active heavy mining operation into a dynamic, advanced economic development hub. The five-story, 3.2 million square foot facility will create at least 750 permanent jobs and hundreds of local union construction jobs, providing family-sustaining employment to our residents and supporting the local skilled trades.

The economic benefits to our community are undeniable. Over the course of the 20-year PILOT agreement, Amazon is projected to contribute approximately \$90 million in new tax revenue to the Town, County, Fire and Ambulance Districts, and School District — a nearly 7-fold increase over what these jurisdictions would receive without the project. That is an \$86 million net gain that will strengthen our public services, our schools, and our quality of life.

Moreover, when considering both the direct impact of the facility and the “multiplier effect” of this project, an estimated 2,427 total jobs will be supported across our region. The overall benefit-to-cost ratio of this project is 7:1 — clear evidence that the benefits far outweigh the value of any public incentives.

This is precisely the kind of investment our area needs: a project that replaces industrial use with modern commerce, delivers substantial tax revenue to our local governments, creates thousands of jobs, and signals that Orange County is open for business.

I commend the Town of Wawayanda for its thoughtful consideration of this project, and I urge you to support this transformational opportunity for our community.

Sincerely,

KARL A. BRABENEC
New York State Assemblyman
98th District

cc: Board Members, Orange County IDA



BRIAN M. MAHER
Assemblyman 101st District

THE ASSEMBLY
STATE OF NEW YORK
ALBANY

RANKING MINORITY MEMBER
Committee on Children and Families

COMMITTEES
Alcoholism and Drug Abuse
Education
Health
Housing
Mental Health

MEMBER
Black, Puerto Rican, Hispanic and Asian
Legislative Caucus

Dear Chairman Crist:

While this Amazon development is not physically located within my Assembly District it will have a profound impact on local workers and businesses that I represent. I am writing this letter due to comments related to PILOT agreements that I knew to be false or misleading. I want to set the record straight on financial incentives and the role they play within our economic development process.

Amazon is not being offered tax incentives because our local officials enjoy giving money to large profitable corporations. Financial incentives exist at the level they do in New York because our state is ranked at the bottom in almost every category nationally when it comes to operating a business. New York has 300,095 regulations (50th in the nation), high labor costs (49th in the nation), high utility costs (44th in the nation) and a 6.88% corporate tax (35th in the nation). Unfortunately, the only thing allowing New York to compete with neighboring states is financial incentives.

The role of IDA's and PILOTS, specifically here in Orange County, is important for local labor and the local economy. If the IDA did not exist, Amazon would still receive millions in property tax relief through the 485b NYS tax exemption. This exemption is automatic and does not trigger a public hearing and most importantly there is no local labor clause. This means that your taxpayer dollars would be utilized and most of the construction workers hired for this project would be from other states where labor costs and materials are much cheaper. I personally saw this happen on projects and I don't want to see the same thing happen again in my home county. We must learn from the past and work together.

Also, another common misconception is that these tax breaks equate to cash on hand for municipal budgets. The statement that these tax breaks could be spent on roads, infrastructure or school programs is categorically false. Commercial developments in general, regardless of whether they receive a PILOT, do NOT create more operational dollars within your town or school district budget. Revenues created from this development will provide much needed tax relief. Once again, tax breaks are not cash on hand being taken away from other investments, they specifically provide much needed tax relief to businesses and homeowners that operate within the town and school district.

With all of this being said, I do believe a 20-year PILOT is a lot. I would urge local officials from the Town of Wawayanda to engage with Amazon to get the best deal possible for your taxpayers.

I can also speak to the fact that warehouse jobs are no longer minimum wage jobs. The minimum wage in Orange County is currently \$15.50 per hour. Having many warehouses located in a close proximity here in Orange County has created competition for workers. This is beneficial to the workforce because it pushes up starting salaries for potential employees, many of whom represent some of our most vulnerable populations. Starting salaries will likely push \$20 per hour here in Orange County. Also, I have seen residents use their employment at Amazon as a stepping stone to their future career. Amazon's tuition assistance program has been key for local residents in my Assembly District to eventually obtain their degree and become nurses, teachers, and serve in their desired profession.

It is very natural to think of one of the richest men on the planet and ask why Jeff Bezos needs a tax break. I think we can all agree that he does not. The devastating business climate in New York State is to blame for the necessity of financial incentives being used to attract some large-scale developments to our communities. The development community is watching this process. We want developments that are advanced manufacturing or high-tech opportunities. We all want higher paying jobs. Those types of businesses will be more likely to come to Orange County if they know the process by which their projects are approved are built on trust, truth and good faith negotiation. I wish you all the best and am happy to be a resource for any resident or town official during this process. God Bless.

Sincerely,

Brian M. Maher
NYS Assemblyman, District 101

TOWN OF WAWAYANDA
SLATE HILL, NEW YORK 10973

Denise F. Quinn
SUPERVISOR

80 RIDGEBURY HILL ROAD
SLATE HILL, NY 10973



Tel: (845) 355-5700

June 10, 2025

Chairman Jeff Crist
Orange County IDA
4 Crotty Lane, Suite 100
New Windsor, NY 12553

Dear Chairman Crist & OCIDA Board:

As Supervisor of the Town of Wawayanda, I understand how important economic development is to our community. We believe in supporting local labor and understand that with some large projects comes the reality of financial incentives being used to compete with neighboring states that may make the overall cost of the project cheaper.

I also understand the value of any development being tied to a PILOT with a local labor agreement. We know that in the absence of this PILOT agreement, Amazon as of right, would be entitled to various New York State tax incentive programs worth millions, without having to hire local employees and purchase materials locally.

However, after looking at the current 20-year PILOT being offered I believe our community can do better. While we respect the Orange County IDA's process and understand this PILOT schedule was available as part of their Uniform Tax Exemption Policy (UTEP), I would like to formally request a meeting with Amazon representatives to discuss a deviation from the current PILOT agreement being proposed.

I would like to have this conversation in good faith to explore other options. I believe we need to do better than what is in front of us.

It is my hope that we can come to an agreement that preserves this project and its potential positive impacts.

Sincerely,

A handwritten signature in cursive script that reads "Denise F. Quinn".

Denise Quinn
Supervisor, Town of Wawayanda

Subject: Department of Environmental Conservation link in Amazon PIOLET application regarding Public Hearing 6/10/25
Date: Tuesday, June 10, 2025 at 4:29:26 PM Eastern Daylight Time
From: Greg Robie
To: Kelly Reilly

95 Mineral Springs Rd.
Highland Mills, NY 10930

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

RE: Department of Environmental Conservation link in Amazon PIOLET application regarding Public Hearing 6/10/25 & "page not found" message

To Whom It May Concern:

First, Thanks for confirming via my phone call today that written comments concerning the IDA application for Scannell Properties #600 will be received until 4 PM, June 26, 2025.

Second, the noted DEC link in the March 28, 2025 application is not working (Application for Financial Assistance, Part II, F. This is a significant defect because the application claims negative declaration while the property description notes, among other things, easements concerning stormwater drainage. The lack of this DEC permit information (<https://dec.ny.gov/permits/6191.html>) renders cogent comment impossible until this is rectified.

Please review and reconsider the determination that this application is ready for a public hearing. Please notify me when the reconsideration and link matter is redressed.

Thank you.

=)
Greg

Greg Robie

Tuesday, June 10, 2025 at 16:33:01 Eastern Daylight Time

Subject: Department of Environmental Conservation link in Amazon PIOLET application regarding Public Hearing 6/10/25

Date: Tuesday, June 10, 2025 at 4:29:26 PM Eastern Daylight Time

From: Greg Robie

To: Kelly Reilly

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Highland Mills, NY 10930

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Please review and reconsider the determination that this application is ready for a public hearing. Please notify me when the reconsideration and link matter is redressed.

Thank you.

=)
Greg

Greg Robie

Thursday, June 12, 2025 at 08:41:17 Eastern Daylight Time

Subject: New message from "Orange County";
Date: Wednesday, June 11, 2025 at 9:23:43 PM Eastern Daylight Time
From: Orange County
To: Kelly Reilly

First Name: Shawn

Last Name: Cahill

Email: smcahill@gmail.com

Phone: 6462292058

Message: Where can we submit comments on the Amazon/Scanner PILOT to?

Privacy Policy:

Date: June 11, 2025

Time: 9:23 pm

Page URL: <https://www.ocnyida.com/contact/>

User Agent: Mozilla/5.0 (Linux; Android 10; K) AppleWebKit/537.36 (KHTML, like Gecko)

Chrome/137.0.0.0 Mobile Safari/537.36

Remote IP: 69.112.250.229

Powered by: Elementor

Subject: New message from "Orange County";
Date: Wednesday, June 11, 2025 at 5:57:45 PM Eastern Daylight Time
From: Orange County
To: Kelly Reilly

First Name: Donna
Last Name: Barry
Email: dbarry.grandma@gmail.com
Phone: 8453551618
Message: Re: Amazon Warehouse

June 11, 2025

Good afternoon, members of the IDA. Thank you for the opportunity to voice my concerns about the proposed Amazon PILOT agreement. I attended the public hearing last night, and was disappointed that there was no explanation given to the community about the details of the PILOT. I think it would've been helpful to have it broken down, and the purpose for the PILOT explained to everyone.

None the less, I will attempt to present my feelings and suggestions on the matter. I understand the PILOT is made to attract businesses to the area, but for a business the size of Amazon, I feel the PILOT is much too generous. I would suggest changing the timeline from 20 years, to 10-15 years. Taxes from this project would then be returned to the town and school that much quicker, enabling the town to utilize the only real benefit we would receive for having a warehouse of this magnitude in our community.

I also feel that the amount of monies that the Minisink school district is set to receive is much too low. Their share should be increased, helping to relieve the present tax burden that many families are dealing with now. The only way to keep our school budget down is to have more business share the burden, and a business as large as Amazon can be beneficial in helping to doing so.

I understand that Amazon is proposing to find a new ambulance bay for Wawayanda. This would certainly be appreciated, but I also would like them to consider a donation to Minisink for improvements to the ball fields and a new computerized score board for the football field. These are projects that in order for the school to do, they would have to be in the budget, and any substantial increase to the budget is most likely going to be voted down. People do not want their school taxes increasing for any reason. Period. I hope you will seriously consider these school projects, and present them to the appropriate people.

Lastly I'd like to say, the idea that Amazon is not paying their fair share of taxes for a project of this magnitude, obviously does not sit well with most people. An argument was made that we are not losing tax income from this PILOT, because without this warehouse being built, we wouldn't have the taxes anyway. I find this to be completely irrelevant. If I were to build a house on a piece of vacant land, and then only pay a small percentage of the assessed taxable value, I would be in great jeopardy of losing my home. No one would want to hear my argument that at least

you're receiving more taxes than when the land was vacant. I feel this holds true for Amazon as well. Please revise the PILOT and make it fairer for the town and for the school, and please consider the incentives I've mentioned.

Thank you for your time.

Sincerely,

Donna Barry, Slate Hill, NY
Privacy Policy:

Date: June 11, 2025

Time: 5:57 pm

Page URL: <https://www.ocnyida.com/contact/>

User Agent: Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML, like Gecko) Chrome/109.0.0.0 Safari/537.36

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Remote IP: 67.250.50.181

Powered by: Elementor

Subject: Concerns and Recommendations Regarding the Potential Amazon Warehouse on Route 6 in Wawayanda
Date: Wednesday, June 11, 2025 at 12:28:22 PM Eastern Daylight Time
From: Malorie Yourman
To: Kelly Reilly

Malorie Yourman
815 South Plank Rd
Slate Hill, NY 10973
myourman@gmail.com
845 649 8200

June 11, 2025

Orange County Industrial Development Agency
4 Crotty Ln #100
New Windsor, NY 12553

Dear Chief Executive Officer Bill Fioravanti,

I am writing to formally express my concerns regarding the proposed expansion of the Amazon warehouse project on Route 6, currently approved for 900,000 square feet and seeking approval for an addendum to expand to 3.1 million square feet over five stories. As a resident of Wawayanda, I understand the potential economic benefits of such a large-scale project; however, I believe there are significant issues that need to be addressed to ensure that this development serves the best interests of our community.

1. PILOT Agreement

The current PILOT agreement, which is heavily weighted in favor of Amazon, needs to be restructured to ensure that our town and the Minisink School District receive a fair share of the benefits. While PILOT agreements can be a useful tool for attracting businesses, they should also ensure that local services, infrastructure, and education are adequately funded. I urge the board to negotiate a more equitable PILOT structure that reflects the long-term impact of this project on our community's resources and future needs.

2. Lack of Good Neighbor Benefits

At present, the proposed development lacks concrete commitments to benefiting the local community in a meaningful way. A "Good Neighbor" benefit package that prioritizes local residents and the education of our youth is essential. I recommend that Amazon provide funding for:

- **AWS Computer Classes for the High School:** As part of a broader partnership with local schools, offering Amazon Web Services (AWS) computer classes.
- **Upgrades to the High School's Main Campus Theater:** A complete renovation of the theater, including new flooring, lighting, curtains, and sound systems.
- **Creation of a Turf Field:** A turf sports field would provide lasting benefits for local students, offering a space for physical education, extracurricular sports, and community events.
- **Air Conditioning in School Facilities:** As we face increasing summer temperatures and heatwaves, it is critical that our school buildings be equipped with air conditioning.
- **Asbestos Abatement:** Several buildings within the Minisink School District have aging infrastructure that contains hazardous materials such as asbestos.

These investments in education would ensure that Amazon's presence brings tangible benefits to the residents of Wawayanda, especially our children, and contributes to the town's overall well-being.

3. Traffic and Infrastructure Concerns

The proposed changes to the local road layout—including the new light at the top of the hill on Route 6, the light and traffic sensor at Exit 15B off I-85, and the widening of the left turn lane onto Route 6—will undoubtedly have a substantial impact on traffic flow and safety in our community. While these changes are being presented as necessary for the development, I am concerned that they may not fully account for the increased traffic volume, particularly for local residents, and the strain they could place on our already congested roads. It is essential that the final plan includes a comprehensive and independent traffic impact study, along with a clear plan for mitigating the effects on both the local population and neighboring communities.

4. Community Engagement and Long-Term Sustainability

Finally, I strongly encourage the Town of Wawayanda to work with Amazon to establish a more transparent and ongoing engagement process with residents, business owners, and local organizations. A community advisory board could be a valuable tool for monitoring the project's impact and ensuring that promises made to the community are fulfilled. Additionally, I urge the inclusion of long-term sustainability measures in the project design, including commitments to green building practices, renewable energy usage, and low-emission transportation options.

Conclusion

The proposed Amazon warehouse is a transformative project that could provide significant economic benefits to our region, but it must be balanced with a

commitment to the needs and interests of our local community. I hope the planning board will take these concerns into account and work to create a more equitable deal for Wawayanda, the Minisink School District, and all those who call this community home.

Thank you for considering my concerns. I look forward to seeing how this process unfolds and hope to be part of continued discussions as this project develops.

Sincerely,
Malorie Yourman

--
Malorie Yourman

"The best view comes after the hardest climb. Keep climbing, and when you reach the top, don't forget to turn around and help someone else up." - anonymous

Kacie Grieco
214 Mullock Road
Middletown, NY 10940

June 12, 2025

Orange County Industrial Development Agency
4 Crotty Lane, Suite 100
New Windsor, NY 12553

Subject: Opposition to Property Tax Break for Amazon in Orange County, NY

Dear Members of the Orange County Industrial Development Agency Board,

I am writing to you today as a concerned activist and a proud resident of Orange County, specifically within the Minisink Valley School District, to express my strong opposition to granting a \$102.6 million property tax break to Amazon for their proposed facility in our community. I urge you to vote against this Payment In Lieu Of Taxes (PILOT) agreement.

While I understand the IDA's stated mission to foster economic growth, providing such a substantial tax abatement to a corporation as wealthy as Amazon, with a net worth of \$2.3 trillion, is not economic development; it is corporate welfare that will ultimately burden our local taxpayers and jeopardize the essential services we rely on.

Our public roads are already under strain. The increased traffic from a massive Amazon fulfillment center, with hundreds if not thousands of additional trucks and vehicles daily, will exacerbate wear and tear on our infrastructure, leading to higher maintenance costs. These costs will inevitably fall to the taxpayers, diverting funds that could otherwise be used for critical road improvements and repairs throughout the county.

Furthermore, our first responders, including our dedicated fire and EMS departments, are vital to the safety and well-being of our community. A facility of this size and scope will undoubtedly increase demand on their services, from potential incidents at the warehouse to increased calls related to higher population density and traffic. Granting Amazon a massive tax break means less revenue available to adequately fund these crucial departments, potentially impacting their ability to hire, train, and equip our brave first responders. This is a direct threat to public safety.

Most critically, the Minisink Valley Central School District, and indeed all school districts in Orange County, depend on property tax revenue to educate our children. Our schools are the bedrock of our community, providing the foundation for our future workforce and

NO PROPERTY TAX BREAKS FOR AMAZON!

From sniglet <sniglet98@aol.com>

Date Thu 6/12/2025 2:54 PM

To Buisness Ocnyida <business@ocnyida.com>

Please, no property tax breaks for Amazon. This doesn't help the regular working and senior citizens of this county. Us, poor schleps, work all our lives and we don't get any discounts on our property taxes or, for that matter, any taxes. NYS is highly taxed as it is. I'm already looking forward to moving out of this state because of the taxes.

Do what's right for all.

Thank you for listening.

Tax breaks for Amazon is complete crap

From steven hoffman <stevenhoffman53@hotmail.com>

Date Thu 6/12/2025 2:42 PM

To Buisness Ocnyida <business@ocnyida.com>

They are a trillion\$ company. If you bend to their request you are not serving the people of Orange county.

Steven Hoffman

Subject: Amazon tax

Date: Thursday, June 12, 2025 at 2:39:10 PM Eastern Daylight Time

From: Matthew Parry

To: Buisness Ocnyida

I understand that Orange County needs business investment, and I am in support of giving tax breaks to encourage those new businesses - but allowing one of the richest companies in the world to sidestep their tax responsibilities by allowing a 20 year tax break of \$102m is giving way too much in concessions.

It's just not fair on Orange County tax payers.

Matthew Parry
119 Franklin St
Port Jervis
NY 12771

Subject: Tax break for Amazon
Date: Thursday, June 12, 2025 at 2:08:21 PM Eastern Daylight Time
From: Richard Kelly
To: Buisness Ocnyida

Dear board members,

I write in opposition to providing any tax breaks for Amazon's proposed town of Wawayonda project. I have owned Amazon stock and may again purchase Amazon stock because it is a profitable business endeavor. However, I doubt seriously that it will not build its proposed warehouse/distribution center if it does not receive a tax break. Its business model requires that there be multiple distribution centers readily accessible to transportation. I believe that this project will be completed with or without a tax break.

Tax breaks should be used sparingly for businesses that provide substantial long term value to the community and the county. So, I am in favor of business development, but not tax breaks without overwhelming evidence that the return to the community will substantially outweigh the tax break.

Thank you for reading my opinion.

Sincerely,
Richard P Kelly
506 MacNary Road
New Windsor, NY 12553
Sent from my iPad

Why does Amazon get a tax break

From Maureen Pearce <tomaureen2801@gmail.com>

Date Thu 6/12/2025 12:23 PM

To Buisness Ocnyida <business@ocnyida.com>

Tell the IDA: NO PROPERTY TAX BREAKS FOR AMAZON!

Why are helping billionaires get richer and forgetting the people that pay them. Stand up and do the right thing!!!!

Maureen Pearce

Taxes/Amazon

From Paul Bennis <paul.bennis@gcsny.org>
Date Thu 6/12/2025 12:36 PM
To Buisness Ocnyida <business@ocnyida.com>

IDA,

Does the IDA Executive Committee live in Orange County? If so, why would you make such a poor decision for the future of Orange County and the Town of Wawayanda? I am assuming that you would not make such a poor decision for your family.

It is frustrating that Jeff Bezos pays less in income tax than most teachers, police officers and nurses so why would we enable his Amazon corporation to also fleece our local public?

The roads in the route 6/17m/Dolsontown Road area are already not able to deal with present congestion and you now want to add Amazon tractor trailers, Amazon delivery trucks/vans and workers commuting to and from the location. Amazon is going to create traffic jams, damage our roads, decrease our air quality and overburden our infrastructure and utilities.

Amazon will create jobs that pay two dollars above minimum wage and create many expenses for the Town of Wawayanda. The idea of payments in lieu of taxes is immoral and deceitful,

The IDA should be better than this! Do not just move something into an area for a quick and large IDA pay day and hurt the surrounding area. **Enough with the corporate welfare!**

If Amazon is allowed to move into Wawayanda they should have to pay their taxes and if they do not want to pay their taxes then they should not be welcome.

Paul Bennis

26 year Town of Wawayanda resident

NO PROPERTY TAX BREAKS FOR AMAZON WITHOUT NEGOTIATIONS

From LOUIS <barbalou30@msn.com>

Date Thu 6/12/2025 12:52 PM

To Buisness Ocnyida <business@ocnyida.com>

Good afternoon,

Please refrain from giving in to Amazon and their unfair requests for tax breaks.

It appears that they need our local area properties for their business operations to thrive . Let them reconsider what they are offering. In addition, the local first responders, roadways, sewage and water resources will also be stressed by adding services and how is that fair to charge this to the local taxpayers these expenses.

In addition, they pay low level salaries for their employees.

Also, were there tax breaks from the previous Amazon properties that were constructed in the County? Also a consideration for them is to guarantee unionization in future Orange County locations to ensure safe, competitive wages, and to protect from unfair working conditions/quotas. 20 year tax breaks is totally unacceptable. Remember, they need us more than we need them.

Thank you in advance for taking a step back and considering these issues.

Subject: Property tax breaks for Amazon
Date: Thursday, June 12, 2025 at 1:16:16 PM Eastern Daylight Time
From: Chris Ludlow
To: Buisness Ocnyida

Good Afternoon,

I'm a homeowner in the Town of Montgomery, which is the reigning king of granting property tax breaks for large corporations to attract warehouse jobs. The last thing we need is to roll out the red carpet for a company the size of Amazon to create hundreds of minimum-wage or barely above minimum wage jobs. This is incredibly short sighted.

I'm all for tax breaks being issued to attract high paying positions to our area. This is not the case here. Amazon is free to build their warehouse in our county, but not by being subsidized by property tax payers like myself. Not for these jobs.

Thank you.

Chris Ludlow
8 Millike Lane, Walden NY 12586
845-913-8194

Thursday, June 12, 2025 at 13:29:17 Eastern Daylight Time

Subject: No PILOT

Date: Thursday, June 12, 2025 at 1:13:16 PM Eastern Daylight Time

From: Will Hulse

To: Buisness Ocnyida

IDA - It's a real outrage and totally unnecessary to give a tax break to Amazon. They will build without a PILOT and the people of Orange County need the tax revenue much more than Amazon needs a tax break...

Respectfully,
W. Hulse (84 year OC resident)

[Sent from the all new AOL app for iOS](#)

Subject: Amazon Pilot

Date: Thursday, June 12, 2025 at 1:09:56 PM Eastern Daylight Time

From: Alan Moore

To: Buisness Ocnyida

Friends: I strongly urge you not to approve tax breaks for Amazon. We must all pay our share of taxes to maintain the quality of life we enjoy here in Orange County and that most assuredly applies to Amazon as well

Subject: No tax breaks for billionaires

Date: Thursday, June 12, 2025 at 1:54:28 PM Eastern Daylight Time

From: Patricia Offerman

To: Buisness Ocnyida

I'm sick and tired of the IDA giving tax breaks to the rich. I live in the Town of Montgomery, and before I retired worked in the Minisink School District. The Town of Montgomery is over run with warehouses sitting empty creating no jobs. The giant Amazon warehouse in the TOM destroyed green space and wildlife habitat for minimum wage jobs. I don't support Amazon and one damn giant Amazon warehouse in the country is one too many.

P.Offerman

No Tax Breaks for Amazon

From Claudia Depkin <claudiajd@yahoo.com>

Date Thu 6/12/2025 11:40 AM

To Buisness Ocnyida <business@ocnyida.com>

Dear Orange County IDA,

It's beyond ridiculous that Amazon would even ask for tax breaks, given the company's practical monopoly on every product and service in the country. For a company valued at \$2.25 trillion to even ask for a tax break is shameful. Tell Amazon "NO WAY" on tax breaks in Orange County! We don't need their minimum wage jobs, their congestion on our roads, their blocking traffic with box trucks, and we certainly don't need to give them tax breaks for it. Thank you.

Claudia Depkin

41 Clark Ave

Cornwall NY 12520

Subject: Amazon and IDA
Date: Thursday, June 12, 2025 at 9:55:18 PM Eastern Daylight Time
From: Teri Carey
To: Buisness Ocnయా
CC: James Skoufis

Dear IDA,

I am writing as a concerned resident of Orange County, New York to express my strong opposition to the proposed approval of Amazon's warehouse project under the current terms of substantial tax incentives and substandard wages.

While economic development and job creation are important goals, they must not come at the cost of our community's financial stability or the dignity of our workforce. Granting Amazon generous tax breaks—potentially worth millions of dollars—while allowing them to offer only low-paying, often physically demanding jobs undermines the long-term health of our local economy.

These tax abatements represent a significant loss in revenue that would otherwise support our schools, emergency services, infrastructure, and other essential public services. In exchange, we receive jobs that do not pay a living wage and provide limited opportunities for advancement. This is neither fair nor sustainable.

Amazon, one of the most profitable corporations in the world, should not be subsidized by local taxpayers while offering compensation packages that are insufficient for workers to meet basic living expenses. The IDA should use its authority to demand higher standards—fair wages, stronger labor protections, and a more balanced community investment—before considering any form of public subsidy.

We urge you to reject the current proposal and negotiate terms that truly benefit our community, rather than allow a multinational corporation to exploit our local resources and labor force.

Thank you for your time and commitment to the public interest.

Sincerely,
Teri Carey
Highland Falls, Orange County, NY, Resident and Taxpayer

Monday, June 16, 2025 at 08:32:51 Eastern Daylight Time

Subject: Are You Kidding Me?

Date: Thursday, June 12, 2025 at 9:52:20 PM Eastern Daylight Time

From: merritt272@aol.com

To: Buisness Ocnyida

Residents of Orange County are paying attention, so why are you surrendering tax dollars intended to help hard working citizens with families and children to line the pockets of billionaire Amazon owner, Jeff Bezos?

Get real!

Thomas Merritt
Cornwall on Hudson, NY 12520

Subject: Amazon

Date: Thursday, June 12, 2025 at 8:56:17 PM Eastern Daylight Time

From: Norwell therien

To: Buisness Ocnyida

Dear Sir or Madam,

I think its incredibly unfair that you would be considering allowing one of the richest companies and people in the world to get out of paying taxes in our town while a middle class working husband and father in the town of Waywaonda like myself has to struggle to come up with tax money on a monthly basis. If you have any compassion or soul you would charge them MORE to alleviate the burden on the folks who actually life here.

Sincerely,
Norwell Therien
Waywaonda, NY

Monday, June 16, 2025 at 08:35:30 Eastern Daylight Time

Subject: Tax breaks for Amazon - no no no!
Date: Thursday, June 12, 2025 at 8:25:40 PM Eastern Daylight Time
From: mccoypatricia@gmail.com
To: Buisness Ocnyida

Amazon has undercut so many of our local businesses and now they want a tax break as well? Do not allow this company to bankrupt our county any further.

Thank you -
Patricia McCoy
97 Forester Ave Apt C3
Warwick, NY. 10990

Sent from my iPhone

Subject: Property Tax Breaks

Date: Thursday, June 12, 2025 at 8:21:29 PM Eastern Daylight Time

From: dankozak@verizon.net

To: Buisness Ocnyida

CC: lbenton@orangecountygov.com

To: Orange County Industrial Development Agency

I'm writing to express my opposition to providing large property tax breaks to companies that have the resources to pay their fair share.

In short these PILOTs and other tax breaks have gotten totally out of hand with business promising much and delivering little. Often the total number of jobs falls short of predictions, the wages aren't enough to support a family, the construction jobs go to out of county/state workers and there are no clawback provisions for any failure to deliver. Additionally I question the validity of these cost analysis when the benefit to the public is just a 1:1 ratio relative to the cost once you exclude personal payroll disbursements.

If we want to give **large** tax breaks, it should be for a business that provides equally **large** salaries, or that will benefit the community at **large** (healthcare, high tech industry) and not for anyone that needs to put up another warehouse.

In my opinion there is no need to provide discounted property taxes relief for 10, 20 or 25 years to profitable companies.

Thanks for your time,
Dan Kozak
Newburgh, NY

Subject: No property tax breaks for Amazon
Date: Thursday, June 12, 2025 at 8:09:01 PM Eastern Daylight Time
From: Michael Montoya
To: Buisness Ocnnyida

To whom it may concern,

I am a tax-paying resident of Orange County, New York, and I am completely opposed to Amazon receiving a tax break to build in our county. They will in no way bring enough of a positive economic impact to offset the 106.2 million they will be avoiding paying in taxes.

Tell Amazon they need to pay their taxes or take their business elsewhere.

sincerely,
Michael Montoya

Subject: Amazon IDA

Date: Thursday, June 12, 2025 at 7:26:08 PM Eastern Daylight Time

From: Tony Schmitt

To: Buisness Ocnyida

Why do we need to give this company a tax break to build a warehouse here? Orange County is at the nexus of I 84 and I 86 (Rte 17). This is the best place!!

I have no problem with Amazon building the warehouse. But why do they need a tax break? Really!!! I know the IDA's job is to attract investment. But when I played poker and I had a full house (like OC has), I just played to my advantage. And this is to OC's advantage. Do not give this company a tax break. They will still build here.

I have negotiated all my life. It is what I did for a living. They WILL CAVE. Trust me. They would like the tax break (who wouldn't) but they do not need it.

If you need me to negotiate this for you, please feel free to reach out to me. I know how to do this.

Regards,

Tony Schmitt

Subject: OC IDA BOARD

Date: Thursday, June 12, 2025 at 7:03:35 PM Eastern Daylight Time

From: Maria Gdisis

To: Buisness Ocnyida

Orange County IDA Board,

As a senior citizen and resident of Orange County, I vehemently object to the proposed property tax break for Amazon. This tax incentive is unjust to Orange County residents and businesses that meet their tax responsibilities. The notion that this proposal was entertained is concerning. A tax concession for Bezos would presumably enable further extravagant purchases, subsidized by the local tax payers. STOP the Amazon tax break!

Maria Gdisis

Subject: Amazon in Orange County: They Need to Pay Their Taxes!
Date: Thursday, June 12, 2025 at 7:02:09 PM Eastern Daylight Time
From: Holly Spinelli
To: Buisness Ocnyida

Good evening,

I am an active community member, public school teacher, and resident in Orange County, New York. I recently heard that Amazon may not have to pay taxes here in Orange County. This is absurd and insulting to everyone single taxpaying resident of this county. Amazon is a giant \$2.3 trillion dollar corporation. Amazon can more than afford to pay the \$102.6 million-- its fair share of taxes. Do not allow them to get away with financially harming our communities. We all pay our taxes, don't let a corporation scam its way out of its financial responsibility to our hardworking communities.

It is crucial for businesses and residents to work together for the good of all people, not the good of a single corporation's absurd, greedy profit margins.

Sincerely,

Holly Spinelli
Monroe, NY

Subject: No Property Tax Breaks for Amazon
Date: Thursday, June 12, 2025 at 6:41:44 PM Eastern Daylight Time
From: Eric Wyatt
To: Buisness Ocnyida

Good Evening,

My name is Eric Wyatt, I am an Orange County resident residing in Washingtonville, NY.

I am against the Amazon tax exemption pilot program. I am a homeowner who pays property taxes that have an average increase of 8% to 18% per year. I believe everyone has to pay their fair share of taxes.

Amazon is known for their corporate greed and inhumane labor practices. I know people who have worked at Amazon and Amazon requires their employees to clock out for the bathroom and that clock out taps into their personal break.

Amazon does not hire full-time employees to work over 30hrs per week because they do not like to pay employee benefits such as health care.

Additionally, Amazon did a mass firing of workers throughout their warehouse in the United States last year and replaced Human workers with robotics. This is not the type of employer we want in Orange county.

Amazon is raving about how they will pay workers \$20 per hours. Yes, the minimum wage in Orange county is \$15.50 per hour. However as a multi billion dollars corporation. They can afford to pay their workers higher to prove to orange county residents they want to provide a living wage.

The average rent in Orange County, NY, including cities like Middletown, is approximately \$1,862 per month for a one-bedroom apartment. A studio apartment can be found for around \$1,568, while a two-bedroom might cost around \$2,263. Three-bedroom apartments can cost \$2,471 or more.

Here's a more detailed breakdown:

Middletown: The average rent is \$1,862 per month, according to Apartments.com.

Goshen: The average rent is \$1,862 per month, according to Apartments.com.

Studio: Around \$1,568 per month.

One-bedroom: Around \$1,862 per month.

Two-bedroom: Around \$2,263 per month.

Three-bedroom: Around \$2,471 or more per month.

How can someone possibly afford an apartment, utilities, car, gas and food on \$20 per hour in Orange county?

Receiving taxes from corporations will help the economy in Orange county. It will help our local school districts, build better roads and can provide incentives and grants for small businesses. The tax abatements will help residents and give us the opportunity to get a break of the consistent tax increases we have every year. The taxes taken from the corporations can be sent into the local school budgets and give residents a break.

There are senior citizens in my village who have to do garage sales every weekend because their retirement does not cover the increase in taxes. When will the residents get a break from the constant tax increases?

Subject: No to Amazon tax abatement

Date: Thursday, June 12, 2025 at 6:34:30 PM Eastern Daylight Time

From: Victoria Braidotti

To: Buisness Ocnyida

Hello,

I am upset about the proposal to give Amazon a tax abatement to build a warehouse in Orange County. A company with that worth does not need a tax break and it seems foolish to forgo monies that could assist residents of the county.

Why don't you work on attracting skilled jobs that pay people the money they need in order to live here in Orange County? You can't live here independently on \$37,000 a year. Corporate welfare indeed.

Regards,

Victoria

Monday, June 16, 2025 at 08:41:50 Eastern Daylight Time

Subject: Amazon-No tax breaks!

Date: Thursday, June 12, 2025 at 6:28:49 PM Eastern Daylight Time

From: Marianna Sackmann

To: Buisness Ocnyida

A big company like Amazon needs to pay the proper property taxes. Our home property taxes are already so high! Amazon really has no excuse not to share the load.

Thank you,
M. Sackmann

Subject: NO PROPERTY TAX BREAKS FOR AMAZON!

Date: Thursday, June 12, 2025 at 5:37:29 PM Eastern Daylight Time

From: Amanda Torres

To: Buisness Ocnyida

Good evening,

My name is Amanda Torres, I am an Orange County resident residing in Washingtonville, NY.

I am against the Amazon tax exemption pilot program. I am a homeowner who pays property taxes that have an average increase of 8% to 18% per year. I believe everyone has to pay their fair share of taxes.

Amazon is known for their corporate greed and inhumane labor practices. I know people who have worked at Amazon and Amazon requires their employees to clock out for the bathroom and that clock out taps into their personal break.

Amazon does not hire full-time employees to work over 30hrs per week because they do not like to pay employee benefits such as health care.

Additionally, Amazon did a mass firing of workers throughout their warehouse in the United States last year and replaced Human workers with robotics. This is not the type of employer we want in Orange county.

Amazon is raving about how they will pay workers \$20 per hour. Yes, the minimum wage in Orange county is \$15.50 per hour. However as a multi billion dollars corporation. They can afford to pay their workers higher to prove to orange county residents they want to provide a living wage.

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Three-bedroom: Around \$2,471 or more per month.

How can someone possibly afford an apartment, utilities, car, gas and food on \$20 per hour in Orange county?

Receiving taxes from corporations will help the economy in Orange county. It will help our local

school districts, build better roads and can provide incentives and grants for small businesses. The tax abatements will help residents and give us the opportunity to get a break of the consistent tax increases we have every year. The taxes taken from the corporations can be sent into the local school budgets and give residents a break.

There are senior citizens in my village who have to do garage sales every weekend because their retirement does not cover the increase in taxes. When will the residents get a break from the constant tax increases?

Subject: NO PROPERTY TAX BREAKS FOR AMAZON!

Date: Thursday, June 12, 2025 at 5:41:26 PM Eastern Daylight Time

From: Susan Nasta

To: Buisness Ocnyida, skoufis@nysenate.gov

Dear IDA board members....

As a resident of Orange County for over 20 years, I have paid my taxes, although difficult at times financially, every single year. I've been retired for over 5 years, and still pay my taxes to support schools, roads, first responders.

Now Amazon is trying to get away without paying any taxes, which, you might be well aware of, will eventually fall on our shoulders since the roads will still need repairs, and our schools and first responders will need our support to run efficiently.

It seems to me that the RICH are the only ones to benefit from their ridiculous request to not pay their share of taxes.

Is this fair? You can be the judge of your decision if you dig down deep and think about how it will affect our younger people financially - our/your children and our/your grandchildren in the coming years - if we let this happen to our County!

Please tell us.... What are the advantages of having them in our community if they don't pay their share?

Is their business so important to be deemed a 'NEED' for our community?

Does getting our Amazon products one day earlier justify or warrant this decision?? No!!

The disadvantages that I see for us concerned citizens will be more truck congestion and damage to our roads in the future.

Needless to state, once Amazon is giving this privilege, don't you think that other large rich companies will get on the bandwagon and ask for the same???..... So then what, when will the cycle STOP???

We humbly ask you to "Vote" with a clear conscience and you will see that to deny Amazon's request is the PROPER decision on behalf of all Orange County residents.

I remain,
Susan Nasta

Subject: Amazon--no tax incentives needed for them to come here
Date: Thursday, June 12, 2025 at 5:21:51 PM Eastern Daylight Time
From: Rhonda Growney
To: Buisness Ocnyida

I understand that the area could use more development, but Amazon would be next to a major airport, train lines and multiple highways. They didn't choose this spot for property tax abatements. We need the taxes or having the development is useless.

Woodbury Commons brings a lot of extra costs. So will this. No tax abatements/agreements are necessary for Amazon to choose Orange County.

Thanks,
Rhonda Growney
Highland Mills, NY

Subject: No Property Tax Breaks for Amazon
Date: Thursday, June 12, 2025 at 5:09:14 PM Eastern Daylight Time
From: Raven Atria
To: Buisness Ocnnyida

Good afternoon,

As a business owner, I understand the financial struggles that a business faces on so many fronts, but a company like Amazon needs to pay their taxes. As a small business that was paying over \$40k per year could figure out a way, than so can Amazon.

We do not need another Amazon factory or distribution sites. The one that opened in Newburgh has already drained our employee pool. Opening another large factory will decrease the "pool" even greater.

Fight for all of us who live and work here and make Amazon pay their share!

Thank you for taking the time to read my thoughts and concerns.

Kind Regards,

Raven Atria
(845) 857-9240

Subject: Amazon in Orange County

Date: Thursday, June 12, 2025 at 4:34:19 PM Eastern Daylight Time

From: Earle Steeves

To: Buisness Ocnyida

I support Amazon's big project, even with tax breaks and incentives to build in Orange County. They will be bringing jobs, income, and strengthen the overall economy. We have to look to the future. Some say that a tax break to Amazon is costing the County, but the tax income would not be there with no Amazon either. Let's support Amazon to get their business built, running, being a major employer and income generator for the entire County! Thank you for your consideration.

Earle Steeves
19 South St.
Washingtonville, NY 10992
Esteeves3@gmail.com
908-310-6952

Monday, June 16, 2025 at 08:45:45 Eastern Daylight Time

Subject: Amazon Warehouse

Date: Thursday, June 12, 2025 at 4:30:37 PM Eastern Daylight Time

From: Steve Pantis

To: Buisness Ocnyida

Everyone is talking about the tax incentives to Amazon but I don't see anyone telling us how much money/taxes/jobs Amazon will bring to this area that needs jobs

Thank you,

Steve Pantis

The Godwin Group

Mobile: 910-890-1813

E-Mail: spantis@godwin-group.net

Monday, June 16, 2025 at 08:46:34 Eastern Daylight Time

Subject: amazon

Date: Thursday, June 12, 2025 at 3:56:45 PM Eastern Daylight Time

From: bearboat@hvc.rr.com

To: Buisness Ocnyida

No tax breaks for amazon !!

Francis X Brennan Jr.

33 Rose Lane

Middletown, NY 10940

845-386-2685

Please do NOT allow tax breaks to Amazon. I pay taxes and I pay Amazon for goods purchased. Let them pay their FAIR share of taxes.

From Email <rsullivan4@hvc.rr.com>

Date Thu 6/12/2025 3:10 PM

To Buisness Ocnyida <business@ocnyida.com>

Sent from my iPhone



Taxes

From Joseph L. Sexton <shooter_9mm@yahoo.com>

Date Thu 6/12/2025 3:42 PM

To Buisness Ocnyida <business@ocnyida.com>

SP4 Joseph L Sexton. I've been paying Taxes since 17, now 83. Everyone should pay their share. No breaks for Seniors, NO breaks for multibillion dollar company like Amazon even though I like Amazon
Sent from my iPhone

NO PROPERTY TAX BREAKS FOR AMAZON!

From AVA K LAMB <avaklamb@gmail.com>

Date Thu 6/12/2025 3:43 PM

To Buisness Ocnyida <business@ocnyida.com>

As a citizen of Orange County for a good part of my life, I'm writing to say no more warehouses— and no more tax breaks —no more tax breaks for Amazon!

AVA K LAMB-FREEMAN

631-835-1606

12 Beach Rd., Port Jervis, NY

Subject: Amazon Tax Exemption

Date: Friday, June 13, 2025 at 9:13:20 PM Eastern Daylight Time

From: Minerva Esterling

To: Buisness Ocnyida

I am writing to express my firm believe that Amazon does not need to receive a tax break for its Orange County facility. That money should go to our roads, schools and community programs. Amazon has already generated an indecent amount of revenue from every day customers like me. Our business should be enough. They don't need our tax dollars.

Sincerely,

Minerva Esterling

[Yahoo Mail: Search, Organize, Conquer](#)

Subject: Amazon

Date: Friday, June 13, 2025 at 6:37:23 PM Eastern Daylight Time

From: Lois Harford

To: Buisness Ocnyida

IDA Board members -

Almost no-one in Orange County supports Amazon building and doing business here, for numerous reasons. These include massive wear & tear on our roads, congestion, large strain on our aquifers, pollution, so much more.

But one of the predominant reasons is that while we pay hefty taxes for our roads, first responders, schools and more, Amazon would not only benefit from OUR tax dollars, and suck the coffers dry, but this trillion-dollar corporation, and its self-absorbed third-richest-man-in-the-world owner would be, as they are now, essentially exempt (or legally elusive) from taxes they ought to be paying.

It's astonishing that such astronomically rich people & corporations aren't compelled to pull their fair share of weight!

My family and I are squarely opposed to this proposal.

Lois Harford
Port Jervis, NY

Monday, June 16, 2025 at 08:21:02 Eastern Daylight Time

Subject: NO TAX BREAKS FOR AMAZON!!!

Date: Friday, June 13, 2025 at 3:13:00 PM Eastern Daylight Time

From: Andrea

To: Buisness Ocnyida

As a small business owner and resident of Orange county who pays HUGE amounts of taxes , I strongly oppose Amazon getting any tax break in Orange County or New York!!

Thank you,

Andrea Schneider

President, The Danube Group

Monday, June 16, 2025 at 08:21:44 Eastern Daylight Time

Subject: Amazon tax break

Date: Friday, June 13, 2025 at 2:53:03 PM Eastern Daylight Time

From: tammy cauchard

To: Buisness Ocnyida

Please do not bow to corporate greed!

Think about what you are doing. Think about ordinary people living and working in Orange County. Do what is right. What you tell your family to do. What is fair. Do not give Amazon this tax break.

Tammy Cauchard

Sent from my iPhone

Subject: No to Amazon

Date: Friday, June 13, 2025 at 12:10:35 PM Eastern Daylight Time

From: Elise Cagan

To: Buisness Ocnyida

Dear IDA Good People,

My name is Elise Cagan and I live in Highland Mills, NY. I have been a union supporter forever, but in this particular instance, I feel the unions are not looking at the big picture

I pay my taxes. You pay your taxes. Neither Bezos nor Amazon pay taxes like we do. They should.

Tax the rich, don't let them squander their money and throw us cents.

Best,

Elise Cagan

Subject: Amazon project

Date: Friday, June 13, 2025 at 11:55:12 AM Eastern Daylight Time

From: evnoelle@hvc.rr.com

To: Buisness Ocnyida

To Whom It May Concern:

Please do not allow Amazon Project Bluebird and Project Liberty to materialize. It is unfair for such a rich corporation to not pay taxes while Amazon will save \$102.6 million dollars while, we as taxpayers will have to foot the bill for more roads, police, fire department, etc. Changing the height variance from 55 feet to 104 feet is wrong. Amazon's presence will reduce our home values and create more traffic and air pollution.

IDA was created to help Orange County not destroy it.

Evelyn Noelle

Monday, June 16, 2025 at 08:25:22 Eastern Daylight Time

Subject: Amazon PILOT: Just say NO!

Date: Friday, June 13, 2025 at 11:24:21 AM Eastern Daylight Time

From: Jonelle Chris

To: Buisness Ocnyida

Good afternoon,

Please refuse to give Amazon the insidious tax exemption they are seeking.

Thank you,
Jonelle Wuttke

Subject: No tax breaks for Amazon!

Date: Friday, June 13, 2025 at 11:09:34 AM Eastern Daylight Time

From: Joey Blackburn

To: Buisness Ocnyida

Amazon, an incredibly successful company owned by one of the world's second richest man, is currently trying to get a pass from paying tax revenue in Orange County.

Please do not let this happen.

I am a teacher; my wife is self-employed. We have a 7-year-old son. We have student loans, credit card payments, and family who live far away that we try and see as often as possible - which isn't cheap. Yet despite all this, we manage to pay our share of taxes every year. We are happy to do so, because we believe that helps keep Orange County a great place to live .

If Amazon wants to do business in Orange County, they too should contribute towards making it a great place to live and work.

Sincerely,

Rosella Blackburn
Cornwall, NY

Subject: No tax breaks for Amazon!

Date: Friday, June 13, 2025 at 11:09:34 AM Eastern Daylight Time

From: Joey Blackburn

To: Buisness Ocnyida

Amazon, an incredibly successful company owned by one of the world's second richest man, is currently trying to get a pass from paying tax revenue in Orange County.

Please do not let this happen.

I am a teacher; my wife is self-employed. We have a 7-year-old son. We have student loans, credit card payments, and family who live far away that we try and see as often as possible - which isn't cheap. Yet despite all this, we manage to pay our share of taxes every year. We are happy to do so, because we believe that helps keep Orange County a great place to live .

If Amazon wants to do business in Orange County, they too should contribute towards making it a great place to live and work.

Sincerely,

Rosella Blackburn
Cornwall, NY

Subject: Amazon

Date: Friday, June 13, 2025 at 10:32:48 AM Eastern Daylight Time

From: Dave Wolf

To: Buisness Ocnyida

Good Morning,

I wanted to know if the IDA had a statement on a decision by the Wawayanda Zoning Board of Appeals to deny Amazon's request for a height variance for the proposed 3.2 million square foot warehouse.

Thank you.

Dave Wolf

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Subject: No PILOT Amazon
Date: Friday, June 13, 2025 at 10:18:52 AM Eastern Daylight Time
From: Suzanne Lewis
To: Buisness Ocnyida

It's mind blowing that Amazon, one of the riches companies in the world (#5), thinks it should be given a tax break for a warehouse they're planning to build in Orange County, NY. I am an 80-year-old woman, have lived in Orange County all my life, and am required to pay my property taxes without exception. Why should a company like Amazon be given a tax break equaling over a million dollars, taking money from the county, town, local fire and ambulance districts, along with the Minisink Valley School District.

Without questions, the IDA should disapprove this PILOT request from Amazon.

Suzanne Lewis

Subject: Amazon

Date: Friday, June 13, 2025 at 9:21:43AM Eastern Daylight Time

From: MaryBeth O'Hara

To: Buisness Ocnyida

I am a resident of Orange County and support business. I am a small business owner. I absolutely DO NOT want a large company like Amazon to get tax breaks when the residents of Orange County continue to pay high taxes. As a realtor I can tell you that folks in the area struggle to pay the high taxes to stay in the county and are leaving to move to areas with lower taxes. You need to bring in money from these type of big box businesses that are in amazing financial shape to help offset the high taxes individuals pay in Orange County. Lastly, the average salary paid to most people hired at these big box stores does not afford the citizens of Orange County to purchase a modest home. This will break down the area. Please respond to this email.

MaryBeth O'Hara

resident: 72 Sarah Wells Trail, Campbell Hall NY 10916

MaryBeth O'Hara

Associate Broker

Ellis Sotheby's International Realty

p:646.202.3102 | e:marybethohara@gmail.com



Subject: AMAZON TAXES

Date: Friday, June 13, 2025 at 7:58:48 AM Eastern Daylight Time

From: Benjamin Harnick

To: Buisness Ocnyida

Amazon does not deserve a tax break! Do not rob our schools, our roads, and our first responders of \$102.6 million in tax revenue they need and deserve.

Benjamin Harnick
21 Meadow Ave, Washingtonville, Ny 10992

Subject: Amazon

Date: Friday, June 13, 2025 at 7:44:39AM Eastern Daylight Time

From: Lisa Mindich

To: Buisness Ocnyida

Hello,

It's a shame that the construction workers and prosperity of our county should be put in the middle of this struggle. But it's more of a shame that Amazon does not pay their own taxes!

Why should we subsidize one of the wealthiest companies in the world??
Their greed is nauseating. If I had that much money and power, I could think of more valuable things to do with it, rather than pay the IDA big application fees and asking the town to subsidize my growth.

I'm begging you to please STOP the PILOT!

Sincerely,
Lisa Mindich

Monday, June 16, 2025 at 08:30:17 Eastern Daylight Time

Subject: No Property Tax Breaks For Amazon

Date: Friday, June 13, 2025 at 6:45:55 AM Eastern Daylight Time

From: Gloria Maggi

To: Buisness Ocnyida

I am a resident of New Windsor, NY and a senior citizen. I pay taxes. Amazon, one of the wealthiest companies in the world, should pay too! They are robbing our communities by not doing so.

Sent from my iPhone

Subject: Property tax

Date: Friday, June 13, 2025 at 6:34:36 AM Eastern Daylight Time

From: Elizabeth Sullivan

To: Buisness Ocnyida

To whom it may concern-

If I have to pay property taxes, so should Amazon and any other multi-billion dollar company in the area.

The roads and bridges that they use as well are in need of repair- for example.

Thank you fir doing the right thing-

Elizabeth Sullivan

4 Skyline Trail

Salisbury Mills, NY

Orange County

Subject: Amazon request for PILOT

Date: Saturday, June 14, 2025 at 5:08:14 PM Eastern Daylight Time

From: Michael Heaney

To: Buisness Ocnyida

To: OC IDA members,

I wish to express my concern about your consideration of a request for a property tax break to AMAZON as they seek to build another massive facility in Orange County. PLEASE DO NOT GRANT ANY TAX BREAKS TO AMAZON. Amazon does not need, nor does it deserve, a tax break. They are disgustingly wealthy and they do not use their wealth to assist Orange County taxpayers and employees. The IDA was formed to encourage investment in our community. It was formed to benefit Orange County and offer assistance to those in need of a tax break to get started. Amazon does not need your encouragement. They want to build here because it is convenient and best serves their purposes. If they want to build here, let them do so at their own expense. They can easily afford it.

They will laugh at you all the way to the bank. They want to see how much they can squeeze out of Orange County knowing full well they will likely build here regardless of what the IDA does. This area is the best choice and most convenient for them, and they know it. And if they don't build here, I say good riddance. How many of their large buildings do we need? They will walk away and leave an empty shell when it serves their purpose. Examples of this can be seen in past PILOTS granted to hotel owners who later walked away or foreclosed on their property. And then they came right back again looking for another handout. Someone more deserving than AMAZON else will be right behind them to ask for assistance because, as a County, we have something excellent to offer. Let's not squander or cheapen what we have.

I think ordinary businesses that deserve a tax break are those that we need here, that fill a need for us as a county. We want good neighbors. Amazon is not one of those good neighbors. I don't believe this is who PILOTS were designed for.

Please SAY NO to Amazon's request for property tax relief.

Michael Heaney
Newburgh, NY

Subject: Amazon

Date: Saturday, June 14, 2025 at 4:42:36 PM Eastern Daylight Time

From: Pam Wontz

To: Buisness Ocnyida

No Tax breaks for Amazon. They can afford to pay their own way. We should not carry the taxes for them. Pam Wontz

Subject: NO PROPERTY TAX BREAKS FOR AMAZON!

Date: Saturday, June 14, 2025 at 9:35:35 AM Eastern Daylight Time

From: Maureen Vickner TerBush

To: Buisness Ocnyida

I was unable to attend the meeting on June 10th but would like to voice my opinion on the Tax Break for Amazon.

I am against it because it will put the burden on the taxpayers. Everywhere we turn the burden is on us the taxpayers. We are drowning and no one is throwing us a life line.

Please do not give a tax break to Amazon for the sake of the Orange County Taxpayers.

Sincerely,

Maureen Vickner TerBush

Monday, June 16, 2025 at 08:16:49 Eastern Daylight Time

Subject: NO PROPERTY TAX BREAKS FOR AMAZON

Date: Saturday, June 14, 2025 at 8:04:07 AM Eastern Daylight Time

From: DAPHNE DUNN

To: Buisness Ocnyida

We are against this no property tax break for Amazon. Everyone should pay their fair share.

Edward and Daphne Dunn
4 Revolutionary Road
Highland Falls, NY 10928
DDunn153@aol.com

Sent from my iPhone

Subject: Property Tax Breaks

Date: Sunday, June 15, 2025 at 9:22:41 AM Eastern Daylight Time

From: Ginny

To: Buisness Ocnyida

To Whom it may Concern:

As taxpayers face higher prices for utilities, transportation, even groceries, this burden must be shared.

Amazon's new facility means increased police and fire presence, upkeep and road maintenance, traffic control, infrastructure, even school personnel.

Amazon wants the benefits to the detriment of the taxpayers in the community. It is only fair for them to pay just as we do!

Sincerely,
Virginia Hayes

[Sent from the all new AOL app for iOS](#)

Subject: NO PROPERTY TAX BREAKS FOR AMAZON!

Date: Friday, June 20, 2025 at 3:28:50 PM Eastern Daylight Time

From: Sabine Moran

To: Buisness Ocnyida

NO PROPERTY TAX BREAKS FOR AMAZON!

Dear members of the IDA,

As a resident of Orange County (specifically Cornwall-on-Hudson) I urge you not to give a tax break to Amazon. Tax breaks are really only a give-away of taxpayers' money to big corporations that make millions and truly do not need any tax breaks.

I understand that there is a fear that Amazon will locate somewhere else but I think if everybody refused this deal which boils down to blackmail we'd all be doing better.

Please do not succumb to fear and pressure.

Thank you for your attention.

With best regards,

Sabine Moran

Subject: NO TAX BREAKS FOR AMAZON

Date: Friday, June 20, 2025 at 3:56:34 PM Eastern Daylight Time

From: Alice Giro

To: Buisness Ocnyida

To all concerned, I can NOT understand why you would want to give Amazon ANY tax breaks. This is one of the riches companies IN THE WORLD. A company that treats their employees deplorably and a company that would ruin your town's infrastructure. This is an agricultural town not and industrial town. They should be paying the town of Wawayanda millions to come here because all the roads in the town will have to be reconfigured and traffic lights would have to be installed. Also where would the water come from? Electricity and the grid for the whole town would have to be redone. And that's just the tip of the iceberg. And you think with all this they should get a tax break. I think NOT. This company will benefit NO ONE but themselves. Thank you, Alice Giro

Subject: New message from "Orange County";
Date: Saturday, June 21, 2025 at 2:02:05 PM Eastern Daylight Time
From: Orange County
To: Buisness Ocnyida

First Name: Eileen
Last Name: Hogan
Email: no@email.com
Phone: 8454798521

Message: I live in the Town of Wawayanda. I moved to the country after growing up in Middletown. Image my shock when one of your people came to our meetings concerning the Amazon warehouse. People came from Monroe and Montgomery to say don't let them approve this. Evidently you are not a friend to the people in Orange County. Nor are these companies. These companies need to pay their fare share. Look what happened to Wakefern and Medline. Putting an all these warehouses in and giving them all pilot programs is not in the best interest of our county. The roads cannot take all the traffic. They are already congested. Ensuring that the people who live and work her have to pay the increases in our taxes to take care of the roads it isn't fair to the taxpayers. I am sure none of you or your employees live in the town of Wawayanda. I understand this is your job however you don't seem to care about what is happening in our county. A robotic warehouse is not going to provide good jobs to the residents of Orange County. Only to the unions. Have you talked to the people that work for Amazon? They came to our meetings and it is shameful how Amazon treats its employees. Shame on you.
Privacy Policy:

Date: June 21, 2025
Time: 2:02 pm
Page URL: <https://www.ocnyida.com/contact/>
User Agent: Mozilla/5.0 (iPhone; CPU iPhone OS 18_5 like Mac OS X) AppleWebKit/605.1.15 (KHTML, like Gecko) Version/18.5 Mobile/15E148 Safari/604.1
Remote IP: 67.243.97.208
Powered by: Elementor

Subject: Incentives for Amazon project (Wawayanda)
Date: Saturday, June 21, 2025 at 7:15:00 PM Eastern Daylight Time
From: Carol Strauss Sotiropoulos
To: Buisness Ocnyida

June 21, 2025

To: The IDA Committee
From: Carol Strauss Sotiropoulos
24 Strauss Ln, Monroe NY 10950
Re: incentives for Amazon in Wawayanda

I attended the IDA Public Hearing on June 10th and the Wawayanda Zoning Board hearing on June 12th. I listened to the many aspects of this issue and was particularly impressed by those community members who substantiated their statements with careful research. It is clear to me that the negative environmental impacts outweigh the perceived financial advantages of this proposed Amazon project. I say “perceived” because (a) in truth the tax incentives being offered to Amazon are unnecessary and unwarranted, given that Amazon can afford to be contributing far more to a community that would be suffering from lasting serious environmental impacts; and (b) in truth the high-paying jobs, i.e., to union workers employed in warehouse construction, will be only temporary.

At the Zoning Board session, the serious environmental impacts were stated clearly, not only by residents who devoted time and energy to research, but by several members of the Zoning Board, which had done its own study and supplied irrefutable substantiation for denying a height variance.

As the IDA may be concerned solely with the “incentives” side of this issue, please put me into the record as being 100% opposed to the proposed incentives. I would appreciate knowing my comments have been received. Thank you.

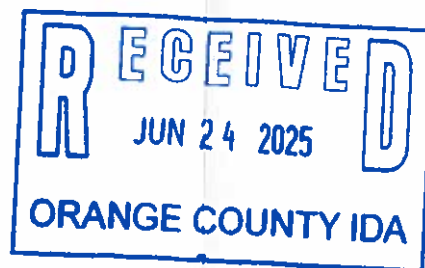
June 20, 2025

To all concerned,

I can not understand why you would want to give Amazon any tax break. This is the richest companies in the world. A company that treat their employees badly and a company that would ruin the town's infrastructure. This is an agricultural town not an industrial town. They should pay Wawa yards millions to come there because all the roads in the area will have to be reconfigured and traffic lights would have to be installed. Also

the town doesn't have adequate
water supply for it's residents so
it would have to come from
elsewhere which means taking it
in. The electricity grid will have
to be replaced. And with all
that you think Amazon should
get a tax break. This will
~~benefit~~ benefit NO ONE in the
town. Only the company will
benefit. I say NO WAY to
give Amazon any tax breaks
Thank you

Alice Liso



Subject: Scannell #600 LLC- Project Blue Bird

Date: Wednesday, June 25, 2025 at 8:10:04 PM Eastern Daylight Time

From: juliepat23@aol.com

To: Buisness Ocnyida

CC: protectorangeco@gmail.com

To Whom It May Concern:

My name is Julie Patterson and I live at 82 Kirbytown Rd, Middletown, NY. As a resident of the Town of Wawayanda, I have some major concerns about Project Blue Bird.

This giant warehouse along with the 10+ other proposed warehouses plus a transfer station, will bring in way too much truck traffic Our roads can't handle it! We don't want this traffic to infiltrate the neighborhoods, to make short cuts.. They will be sharing the roads with school buses and commuters, as well as the 750 employees from Project Blue Bird (Amazon} that will be coming and going day and night. Project Blue Bird as well as the other warehouses will also bring air, noise and light pollution. How are we suppose to have any type of "quality of life" in this area? In our own neighborhoods? The extra height variance they requested for the building does not fit the character of our Town. Once you open the door for that, other projects will want more.. When is enough, enough??!!

Ask yourself:

How will emergency vehicles make timely calls?

How will residents make timely trips for their medical appointments?

Do we have the water pressure to handle a building of this magnitude? The water supplied is limited for warehouses per agreements with the City of Middletown. Some of our residents still don't have drinkable water.

Is there an Emergency Plan?

The Town does not have a Police Dept. Who will handle these calls if the State Police have more urgent matters?

Will school bus routes be affected?

Who will maintain the roads? **MOST LIKELY THE RESIDENTS VIA TAXES**

What are the benefits to the Town?

What does it mean for us? Project Blue Bird will use 3x more electricity than all of Wawayanda. Will this affect our electric rates?. In regards to battery storage, at the last Planning Board meeting in May, 2025, Mr. Boone said "There will be no battery storage on site." Where will the battery storage be located at? Please Clarify.. This project brings a negative change in our lifestyle from rural to semi industrial in which the Town is not following the Town Of Wawayanda Comprehensive Plan.

Amazon asking for a 20 year PILOT agreement is a slap in the face to the residents! Shame on them for even considering it.! A trillion dollar company!! Is this a self created hardship? Look at the history of warehouses in our area They abandon them and move on...leaving us with the burden and shaking our heads. Do not dump this burden on the residents. We didn't ask for this and don't want it. We don't want to be know as a "Warehouse City " or "Ama Za Wanda".

And to the IDA and OCP, why don't you find someone to build a sports complex,, hockey rink, ball field, basketball courts for the recreation of our youth. Now, that would bring in revenue and be beneficial to our children and future generations.

Lastly, I demand that the public comment period be held open if Project Blue Bird is to ever be reconsidered by the IDA.

Thank you for your time,

Julie Patterson



June 24, 2025

Orange County Industrial Development Agency (OCIDA)

Via email:

Dear OCIDA members:

We write to alert you to serious apparent flaws in the methodology used in a “Benefit-Cost Calculator” that the OCIDA was provided to justify a \$133.3 million tax abatement package for the proposed Amazon mega-warehouse project in Wawayanda, N.Y. We also write to point out some structural problems in the proposed transaction.

Specifically:

OCIDA Fee Windfall and Perverse Incentive

Under terms of the proposed deal, the OCIDA would get a transaction fee of 1% of the project cost (which is \$457 million) plus at least three other fees. Those transaction fees would total an estimated \$4,761,263. That is *\$2 million more than the OCIDA’s total operating revenue for the five years 2019 through 2023 combined* (most recently disclosed years to the NYS Authorities Budget Office). The prospect of such enormous transaction fees gives the OCIDA a perverse incentive to grant this proposal.

Astronomical Cost per Job

The proposed tax breaks total \$133,676,551 for 750 permanent jobs — or \$178,235 per job. At that price, there is no way warehouse workers are going to pay that much more in state and local taxes than they and their families consume in public services. There is no fiscal break-even possibility. Such a huge subsidy would simply create a transfer of wealth from New York taxpayers to Amazon shareholders.

No Accounting for Costs of Induced Growth

The benefit-cost calculator study does not include any stated line items for the increased public-sector costs of population growth induced by new job creation. New families moving into the area would mean more children in school, more demand for public health, police, fire, and safety services, waste management, and infrastructure spending.

Mysterious Property Tax Claim

Without stating its basis, the study projects an \$85.9 million increase in property tax revenue. This seems to contradict the terms of the project: 570 more truck trips and 1,800 more car trips each day, and at all hours, would create air and noise pollution that would cause downward pressure on home values and therefore *lower* assessed valuations. It is not reasonable to expect a hyper-warehouse would cause homes to appreciate more than they would otherwise; the opposite is more likely.

The only other way property tax revenues could rise is if more people move in and more homes and retail were built for the new-job takers. That, of course, would also induce large cost increases for public-sector goods and services. It is also reasonable to expect declining *commercial* property tax revenues. As the consulting firm Civic Economics has documented: retail property values, occupancy rates and tax assessments all decline as e-commerce sales increase (with Amazon comprising the largest share of e-commerce).

Double-Counting of Tax Benefits

The benefit-cost calculator apparently double-counts more than \$51 million in tax benefits. First, it lists temporary (construction) and permanent-job wages. Of course taxes are a *subset* of wages — one way wages get spent. The study makes no reference to taxes being deducted from the wage projections. Then it lists six lines of sales and income tax revenue (two local and four state). Those six lines total \$51,468,793. Then it sums those six lines into state and local subtotals of benefits (including wages), then sums those into a state-plus-local total. This double-counting, in turn, inflates the study's benefit-cost ratio claim.

Comparing cost apples to benefit oranges

The study, to derive its alleged benefit-cost *ratio*, stacks wages (plus the double-counted tax revenues) against tax abatements. This is not a valid contrast since only a tiny share of wages would turn into tax revenue to partly offset the corporate tax

breaks. Indeed, this is a huge distortion: the projected payroll of \$885,484,590 equals 86.6% of projected project benefits.

Contradictory Local Hiring Protections

The project application appears to contradict itself on local hiring. On page 19, in a table in which the developer is asked to “Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PTE jobs to be created upon THREE years after completion,” the column for “End of Year 3” is empty, as are the columns for “End of Year 1” and “End of Year 2.” The columns for “Total New Jobs After 5 Years,” and “Total Retained Jobs After 5 Years” are answered “TBD.”

IV. EMPLOYMENT PLAN

A) Current Employee Headcount:

	Current # of jobs at proposed project location or to be relocated to project location from existing facility (e.g. retained jobs)	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be CREATED within THREE Years after Project completion			Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PTE jobs to be created upon THREE years after Project Completion**				
		End of Year 1	End of Year 2	End of Year 3	End of Year 1	End of Year 2	End of Year 3	Total New Jobs After 5 Years	Total Retained Jobs After 5 Years
Full Time (FTE)	0	250	500	750					
Part Time (PTE)	0	0	0	0					
Total	0	250	500	750				TBD	TBD

Yet a cost-benefit study justifying the application lists 100% of both construction and permanent-job wages as “Local Benefits.”

	Nominal Value
Local Benefits	\$976,817,918
To Private Individuals	\$885,484,590
Temporary Payroll	\$218,225,226
Ongoing Payroll	\$667,259,364

In yet another mixed signal, another passage of the application requests a waiver on the local construction-hiring requirement, down to 70% from 85% — even with an eight-county “local labor” market.

No Apparent Accounting for Job Destruction

There is no indication that the cost-benefit study accounts for *job destruction* in the bricks-and-mortar retail sector caused by the rise of e-commerce, of which Amazon has by far the largest share. That job destruction would offset warehouse job gains to an unknown degree. Such job loss would also cause a loss of income and sales tax revenue.

In summary, we believe the OCIDA has received a flawed, misleading, and incomplete cost-benefit accounting that fails to justify the proposed award. As well, the OCIDA has an institutional financial self-interest from the transaction fees of the proposed deal that would constitute a multi-year windfall. The OCIDA should not allow a flawed cost-benefit estimate or a perverse incentive to give away tax revenue necessary for public services to cloud its judgment.

Sincerely,

A handwritten signature in black ink, appearing to read "Greg LeRoy". The signature is fluid and cursive, with the first name "Greg" and last name "LeRoy" clearly distinguishable.

Greg LeRoy
Executive Director

1 THE ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

2 STATE OF NEW YORK

3 -----X

4 In the Matter of

5 RE: SCANNELL PROPERTIES #600, LLC, and
6 AMAZON.COM SERVICES, LLC, - 22 MCBRIDE ROAD, SLATE HILL,
7 NEW YORK 10973

8 -----

9
10
11 Date: Tuesday, June 10, 2025

12 Commencing at: 6:30 p.m.

13 Location: Minisink Valley Middle School Town
2320 State Route 6

14 Slate Hill, New York 10973

15 Before: William Fioravanti
CEO OCNYIDA

16
17
18
19
20
21
22 MINUTES OF
23 HEARING
24
25

APPEARANCES:

ORANGE COUNTY INDUSTRIAL AGENCY:

WILLIAM FIORAVANTI, CEO OCNFYIDA

4 Crotty Lane

Suite 100

New Windsor, New York 12553

JEFF CRIST, OCNFYIDA CHAIRMAN

KELLY REILY, OCNFYIDA DIRECTOR OF ADMINISTRATION

WILLIAM IBBERSON, IT

BLEAKLEY PLATT & SCHMIDT

Attorneys for OCNFYIDA

One North Lexington Avenue

White Plains, New York 10601

BY: RUDOLPH ZODDA, ESQ.

* * * * *

1 BY MR. FIORAVANTI: I would like to start
2 with just an introduction. My name is Bill
3 Fioravanti. I am the CEO of the Orange County
4 IDA. The chairman of our board Jeff Crist is
5 right next to me. We also have our director of
6 administration Kelly Reilly, our general counsel
7 Mr. Rudy Zodda. We also have Jaiden Hernandez who
8 is our stenographer today. And audio visual for
9 us -- we have to live stream this. Every meeting
10 we have is live-streamed. It's being handled by
11 Acquisitions Partner Mr. Billy Ibberson over
12 there. Thank you.

13 We are going to open the public hearing
14 officially. It's 6:41 p.m. I want to just let
15 you know how the hearing will run tonight. First
16 of all, I'm going to read a notice. It's just a
17 public hearing notice. Many of you have probably
18 already read that. It does give some details on
19 the project and the incentives.

20 I'm going to go through the written comments
21 we've received today. I want to tell you this,
22 and I'll say this a couple more times. We will
23 still accept written comments as long as they are
24 received by June 26th at 4:00 p.m. So if you want
25 to make a public comment or anyone else wants to

1 submit a written comment, send that to the IDA by
2 June 26th, please.

3 So we will go through the written comments
4 we've already received, and then later we'll open
5 the floor up for public comments. We are going to
6 limit it to three minutes each. You have a timer
7 here; so please be respectful of that, if you
8 would. And after the hearing everyone is heard.
9 We're expecting to hear everyone tonight. We'll
10 go as long as we have to, but we will close the
11 hearing at that point.

12 I want to just ask to conduct, please, I've
13 been respectful of everyone here. I've talked to
14 many of you on the phone. I'll give you as much
15 time as you want to afterwards to speak to me. I
16 do have my business card up here. So my cell
17 phone is on here, my work address, my email. I
18 invite anyone to come up afterward and get that.
19 I'd be happy to speak to you if you want to talk.

20 But tonight, please, let's keep our comments
21 to three minutes. Keep them oriented around the
22 incentives. We don't want to hear about planning
23 board issues, zoning issues. Those meetings are
24 coming up later this week. So I encourage you to
25 attend those. But right now it's just about the

1 incentives. Please stick it to that, and just ask
2 for some decorum, some mutual respect. That's all
3 we ask for. Thanks so much.

4 I'm going to start with reading the public
5 hearing notice and then we'll go from there.

6 "NOTICE OF PUBLIC HEARING

7 "NOTICE IS HEREBY GIVEN that a public
8 hearing pursuant to Article 18-A of the New York
9 State Municipal Law will be held by the Orange
10 County Industrial Development Agency" known "(as
11 the 'Agency') on June 10, 2025 at 6:30 p.m. at the
12 Minisink Valley Middle School, 2320 State Route 6,
13 Slate Hill, NY 10973. The public hearing will
14 concern the Agency's providing financial
15 assistance for a Project more fully described
16 below.

17 "Scannell Properties #600, LLC and
18 Amazon.com Services LLC," known as, "(the
19 'Co-Applicants') have requested that the Agency
20 provide financial assistance for a proposed
21 project consisting of the demolition of the
22 existing underutilized properties and
23 redevelopment and construction of a 3.2 million sq
24 ft building located at 22 McBride Road, Slate
25 Hill, New York 10973," known as," (the 'Premises')

1 in the Village of Slate Hill, Town of Wawayanda
2 (the 'Project').

3 "The estimated cost of the Project is
4 approximately \$607,000,000.00. The Project will
5 include the demolition of the existing
6 underutilized properties and redevelopment and
7 construction of the Premises to be used as
8 warehousing and distribution facility and
9 administrative offices and the acquisition of
10 machinery and equipment related thereto.

11 "The requested financial assistance will
12 include (i) the providing of an exemption from
13 sales tax on behalf of Scannell Properties #600,
14 LLC of up to \$18,821,250 for amounts expended for
15 the renovation and construction of the facility
16 for expenditures up to \$225,000,000; and (ii) the
17 providing of an exemption from sales tax on behalf
18 of Amazon.com Services LLC of up to \$12,187,500
19 for amounts expended for the furnishing and
20 equipping of the facility for expenditures up to
21 \$150,000,000.00; and (iii) payment in lieu of tax
22 benefits," known as "('PILOT') In amounts to be
23 established by the affected taxing jurisdictions.

24 Copies of the Applicant's application for
25 financial assistance, including an analysis of the

1 costs and benefits of the proposed project, will
2 be available for review by interested persons from
3 the date of publication of this notice to the date
4 of the public hearing for the Project at the
5 offices of the Agency at 4 Crotty Lane, Suite 100,
6 New Windsor, NY 12553 during normal business
7 hours, upon reasonable notice to the Agency. The
8 telephone number of the Agency is (845) 220-2208.

9 "The Agency will at the above-stated time
10 and place hear all persons with views in favor of
11 or opposed to the providing of the financial
12 assistance described herein. A representative of
13 the Agency will be at the above-stated time and
14 place to hear oral comments and accept written
15 comments from all persons with views in favor of
16 or opposed to the granting of any of the foregoing
17 financial assistance or the location or nature of
18 the Project.

19 "Dated: May 23, 2025," by myself William
20 Fioravanti, CEO of the Orange County Industrial
21 Development Agency. Okay. Thank you. That's out
22 of the way.

23 I also just want to be clear about what is
24 available on the Orange County Website. That is
25 the IDA website. That is www.ocnyida.com. We aim

1 for full transparency. So everything related to
2 this project and any other project is available on
3 our website. The easiest way is to go to the
4 projects tab and just enter the name of the
5 project. Just any key word and it will come up.
6 You'll be able to find the original application,
7 the cost-benefit analyses that we've done and
8 we've commissioned a third-party to do, this
9 public hearing notice, any formal document by the
10 IDA related to this.

11 You'll also be able to read the transcript
12 from this hearing as early as Friday. I will
13 probably commit to Monday just in case of any
14 delay. So that would be on the website. And,
15 again, any meeting that we have related to this or
16 any other project or any other matter is
17 live-streamed. So you will be able to watch it
18 live, like lots of people are doing at home now or
19 after the fact when it's on video on our website.
20 All right. Just want to make that clear.

21 I'm going to get to written comments now
22 that we've received to date. These are everything
23 that we've received to the minute. I'm going
24 to -- I'm going to read the supervisor's. This is
25 supervisor from the town, and I'm going to give --

1 just paraphrasing the others.

2 This is from Denise Quinn, Supervisor of the
3 Town of Wawayanda to chairman and the IDA Board:

4 "As supervisor of the Town of Wawayanda. I
5 understand how important economic development is
6 to our community. We believe in supporting local
7 labor and understand that with some large projects
8 come the reality of financial incentives being
9 used to compete with neighboring states that may
10 make the overall cost of the project cheaper. I
11 also understand the value of the development being
12 tied to a PILOT with a local labor agreement.

13 "We know that in absence of this PILOT
14 agreement, Amazon has a right to be entitled to
15 various New York State tax incentive programs
16 worth millions without having to hire local
17 employees and purchase materials locally.

18 "However, after looking at the current
19 20-year PILOT that's being offered, I believe our
20 community can do better. While we were stuck in
21 the Orange County IDA's process and understand
22 this PILOT schedule was available as part of a
23 uniform tax exemption policy or UTEP, I would like
24 to formally request a meeting with Amazon
25 representatives to discuss the deviation from the

1 current PILOT agreement being proposed.

2 "I would like to have this conversation in
3 good faith to explore other options. I believe we
4 need to do better than what is in front of us. It
5 is my hope that we can come to an agreement that
6 preserves this project and its potential positive
7 impacts.

8 "Sincerely, Denise Quinn."

9 That is from our supervisor. I also have --
10 and I'll just glaze through these -- from
11 Assemblyman Karl Brabenec from the 98th District,
12 He's writing in support of the incentives.

13 We also have a letter from Brian Monarch
14 from the Assembly District 101. He's also writing
15 in support of the incentives.

16 Then I have an email from Jared Alpert West
17 Pine, New York. He's writing in opposition to the
18 incentives.

19 Then we have an email from Mr. Phillip Jay
20 Smith. I'm not sure where he lives, but he is
21 also writing in opposition to the incentives.

22 Then we have a letter from the Hudson Valley
23 Economic Development Corporation, specifically
24 signed by Sarah Lee as their executive vice
25 president, in support of the incentives.

1 And then we have, lastly, an email from
2 Brent Rogan who lives in Highland Mills, and he is
3 writing about the DEC permit information on the
4 original application, so not about the incentives.

5 Those are all the written comments that we
6 have to date. And, once again, we will accept
7 further written comments until June 26th. That's
8 a Thursday at 4 p.m., and we need to receive them
9 by then. So keep that in mind for postal service
10 and such. But we will do those.

11 We are going to open the floor now for
12 public comments. I got my first two sheets, and I
13 think we've got another one active. Again, we're
14 looking to hear all of them tonight. I'm going to
15 start with Julie Patterson. Julie, if you're
16 here. Please, you have three minutes. Thank you.

17 BY MS. PATTERSON: Okay. Good evening. My
18 name is Julie Patterson. I live at 82 Kirbytown
19 Road, Middletown.

20 First of all, I want to thank you for having
21 this meeting at a larger venue giving the public
22 the chance to participate. I'm outraged that I am
23 even here in the first place. This should have
24 been shut down months ago. In regards to a global
25 billion dollar company -- and I am sure you or

1 someone you know spends their hard earned money on
2 goods and services from them. Why are they asking
3 for a 20-year PILOT? This is a self-created
4 hardship. This is outrageous. Maybe some of you
5 can afford paying higher taxes, and it doesn't
6 affect you. But what about the residents on a
7 fixed income, people struggling to put food on the
8 table. This is outrageous.

9 How does this benefit the residents of
10 Wawayanda? Most of the jobs will be filled by
11 people in neighboring cities like Middletown for
12 minimum paid jobs. And we will be getting \$0 from
13 Amazon for maybe ten years, and they will move on.

14 How does this benefit the town? Look at the
15 history of warehouses in our area. They abandon
16 them and move on leaving us with the burden and
17 shaking our heads.

18 It is time for the residents to speak up and
19 say no to the PILOT and this mega warehouse.

20 They talk about the robotics and the
21 magnitude of this warehouse. Shame on them for
22 even considering this. This is a slap in the face
23 to the residents. Do not dump this burden on the
24 residents of Wawayanda. We do not ask for this.
25 We don't want to be known as a warehouse city or

1 an "Amaz-wanda."

2 And to the IDA and the Orange County
3 Partnership, why don't you find someone to build a
4 sports complex, a hockey league, a ball field, a
5 basketball court for the recreation of our
6 children? Now that would bring in revenue and be
7 beneficial to our youth of today.

8 Thank you.

9 BY MR. FIORAVANTI: Thank you.

10 Is Jim Bird still here or IT? I just ask
11 that you lift the mic a little bit. We just want
12 to make sure everyone can hear.

13 Next is Barbara -- and I'm sorry. I can't
14 read this properly -- Dedufour. Okay.

15 BY MS. DEDUFOUR: That's me. Hi, my name is
16 Barbara Dedufour. I live at 268 Guinea Hill Road
17 in Ridgebury.

18 I'm just here tonight to say that this
19 should not have even gotten this far. Totally
20 against the PILOT I. feel like the town of
21 Wawayanda has been sold out by the town supervisor
22 Denise Quinn, the town board, and the planning
23 board specifically John Razzano.

24 Thank you.

25 BY MR. FIORAVANTI: Thank you.

1 Matt Ross -- Matt Ross.

2 BY MR. ROSS: Good evening, everyone. My
3 name is Matt Ross.

4 (Unintelligible.)

5 BY MR. FIORAVANTI: Matt, the mic. Thank
6 you.

7 BY MR. ROSS: Resident of the Carpenter's
8 Local 279. Worked on this building as a
9 carpenter.

10 Well, Project Bluebird, it's going to create
11 over 2,000 direct and indirect jobs -- establish
12 itself as a powerful catalyst in our local
13 economy. The initiative will generate 650
14 permanent jobs with competitive wages of \$20 per
15 hour resulting in an annual salary of \$41,600.
16 This translates to a remarkable annual economic
17 impact of \$27 million. Additionally, it will
18 introduce 75 permanent positions paying about \$30
19 an hour or 62,400 annually, contributing another
20 4.68 million to the economy each year.

21 For context, the annual median per capita
22 income in New York is \$37,683. While the median
23 household income is \$69,021, the projected \$90
24 million in new tax revenue will significantly
25 enhance the county, town, and school district,

1 several services, such as the ambulance district
2 and fire department throughout the payment of the
3 PILOT agreement. All right.

4 In stark contrast, without this project, the
5 community will only receive 4 million in tax
6 revenue over the same period. The initiative
7 boasts an impressive 7 to 1 benefit-to-cost ratio
8 for every dollar invested in the tax abatements.
9 Our -- our community stands to gain \$7 in economic
10 return.

11 In year one, the projected tax benefits will
12 reach \$650,604 compared to what it is now
13 \$150,000. In year three, it will increase to
14 \$1 million. In year six, it's expected to hit
15 just under \$2 million. In year 12, it will total
16 almost \$5 million. And by year twenty, we
17 anticipate it reaching 10 million. These aren't
18 cumulative numbers. It will go up between the
19 first year and the third year. It will go up
20 700,000, 800,000. So if you follow along.

21 Moreover, this venture will bring a
22 staggering \$600 million in private investment,
23 generate hundreds of construction jobs, a variety
24 of extensive work for local tradespeople -- our
25 neighbors, our friends, our sports coaches, boy

1 scout leaders, and people who volunteer in our
2 community. Project Bluebird will create at least
3 750 direct permanent jobs, hundreds of
4 construction positions that will support local and
5 union workers.

6 Employees will have immediate access to
7 health and retirement benefits as well as tuition
8 assistance for higher education workforce
9 credentials across various fields. This
10 initiative exemplifies the commitment to enhancing
11 the lives and our workforce and their families.
12 Together we are set to build a brighter and more
13 prosperous future for our community.

14 Thank you. And with that being said,
15 Carpenter's Local 279 stands in favor of this.

16 BY MR. FIORAVANTI: Thank you.

17 Don Berger -- Don Berger.

18 Okay. Thank you. You have to be within a
19 couple inches of the mic to be heard, please.

20 BY MR. BERGER: All right. Don Berger. I'm
21 the chairperson for Residents Protecting
22 Montgomery. I'm here to speak against this tax
23 PILOT.

24 We have a long history at RPM for fighting
25 these PILOTs. We did have -- ten years ago when

1 Amazon came to Montgomery, we fought it vigorously
2 and two of the board members up there right now
3 are very much aware of the fighting that went on
4 with them. It went on forever. It was long, and
5 it sounds to me that you're already asked to read
6 comments that you're going to be closing this
7 public hearing tonight. And I hope you're not
8 going to do that, though.

9 So this is how I see it. The Town of
10 Montgomery in this past budget year had an
11 18 percent tax increase to residents of
12 Montgomery. The Village of Montgomery had an
13 11 percent tax increase to the residents of
14 Mont -- the Village of Montgomery. The Valley
15 Central school district had a 5.2 to the taxpayers
16 and residents of Montgomery.

17 Amazon, sure they do pay a small share of
18 taxes; but if they pay their full boat, this
19 year's school budget of \$3 million -- a little in
20 excess of \$3 million the residents were to have
21 had a probably not even a 1 percent tax increase,
22 but they had a 5.2 if they only pay their taxes.

23 The problem here is that we keep giving
24 these abatements out, and they think that
25 everything is great and dandy. It's not

1 because -- let me ask you folks something, all you
2 IDAs. I know we always -- I always had to deal
3 with the Town of Montgomery's IDA, not the Orange
4 County's IDA. One simple question: When are the
5 residents going to get a break? When? It never
6 happens. And that's a shame on both IDA boards.
7 That's a shame.

8 When -- you know, in the Village of
9 Montgomery and Montgomery many, many people are
10 moving out of that town because they can't afford
11 to live there anymore. And what we're doing to
12 transition is we're getting people from Bergen
13 County, from Manhattan, from Westchester County,
14 moving up. Strange faces, we don't know who they
15 are.

16 I am all for the unions having good jobs,
17 but the unions can also be asking for those jobs
18 at the planning stage and they are not doing that.
19 They come to you guys. They should ask for it at
20 the planning stage, and the planning board should
21 demand it -- that union labor will work on these
22 projects. But they don't do that. I recommend
23 that they do that.

24 The problem here is that in the -- the
25 amounts of monies that we're going to have to pay,

1 is that equivalent to what everybody else is
2 paying? And all I am asking for is that this
3 board says, no to a PILOT. They need to pay their
4 fair share. The burden cannot be on the backs of
5 residents forever. That's the problem here in New
6 York State. Mass exodus out of this state. Thank
7 you.

8 BY MR. FIORAVANTI: Thank you.

9 Thomas Salamone. You have three minutes,
10 sir.

11 BY MR. SALAMONE: Good evening. Some of you
12 may know me. My name is Thomas Salamone, and I'm
13 a resident of the Town of Greenville, stakeholder
14 in the town. I've built three houses over the
15 past 22 years living here. So I am a tax payer.
16 I've also served almost nine years on the Minisink
17 Valley School Board; so I've been on that end,
18 too, of PILOT programs.

19 This is now the third largest project that
20 Minisink Valley has seen. One was the compressor
21 station. One was CPV. As a resident and a school
22 board member, I'll never feel those PILOTs were
23 exactly fair and probably could have been
24 negotiated a little bit better. I think we have
25 an opportunity.

1 The town does need things. The school
2 district does need things. The Town of Greenville
3 has gotten grant money to put in a new park, which
4 is a great addition. I know the school could
5 benefit from new turf fields. There was a capital
6 approved many years ago to build a cafeteria.
7 They won't be in fruition now because obviously
8 building materials are a lot more money than
9 seven years ago. The jobs that -- these projects
10 do create a lot of jobs, and, yes, they are our
11 neighbors.

12 And we're kind of sometimes missing the boat
13 as a community here. There's also an abandoned
14 set of train tracks behind the Amazon facility
15 that runs into Unionville that I know over the
16 years R.J. Ford, the town supervisor of Minisink,
17 has tried to restore that. Maybe that's some -- a
18 concession that we could get back as a town, and
19 maybe the town could start to get behind a little
20 bit more in these projects.

21 I will say the landscaping that is going
22 into the Amazon project is the largest that
23 they've ever done. Maybe they could push it a
24 little bit further. Again, the community could
25 get behind maybe some living walls, some -- some

1 more greenery on the building itself.

2 Lastly, maybe we could also explore, which
3 would create more jobs for the trades, an exit
4 ramp over 84 as they did for Legoland. That would
5 ease some of the traffic on Route 6. I do think
6 it's better than a quarry right now, but I think
7 we have to be a little bit realistic that no
8 developer is going to go in there and build
9 houses. There's millions of dollars worth of site
10 work. That is a mountain of material that has to
11 be moved.

12 It's just not feasible in the end, what
13 taxes we would get from residential homes versus a
14 project like this. In the Minisink Valley, the
15 tax burden is always on the homeowners. We don't
16 have many ratables. And the rateables that have
17 come in, I think we could just do a little bit
18 better.

19 And I do agree with the supervisor Quinn of
20 Wawayanda. I think we just need to renegotiate
21 this. And it works for all parties. And at the
22 end of the day, we all use Amazon, and we like
23 their services. So, you know, this could be a
24 good addition if we got some concessions back in
25 our community.

1 Thank you.

2 BY MR. FIORAVANTI: Thank you, sir.

3 Try to keep your comments just to the scope
4 of this hearing, which is about these incentives.
5 Thank you.

6 Next is Tom Coleman.

7 BY MR. COLEMAN: Tom Coleman. 68 McVeigh
8 Road, New Hampton. I'm also a member of IPW Local
9 363 and I am in favor of the incentives in your
10 proposal. I believe it will be beneficial for the
11 community. It's all right. Thank you.

12 BY MR. FIORAVANTI: Thank you.

13 I'm having trouble reading this one. Is it
14 Matt Leight? I can't tell if that's a "T."

15 BY MR. LEIGHT: Good evening, everyone.
16 Thank you for being here tonight. I just want to
17 take a moment to talk about the incentives of
18 Project Bluebird. First and foremost, the
19 immediate benefits with jobs and it could bring
20 hundreds of new positions. And that means local
21 residents with steady incomes, more chances for
22 young people to build a future here and spend it
23 all on small businesses.

24 Second, a project this size usually leads to
25 improvements in our infrastructure -- better

1 roads, updated facilities, utilities, you name it.
2 Fire departments, police stations, they all get,
3 like, benefits from this.

4 Third, you know, you can pretty much ensure
5 that this project would get done the right way,
6 you know, hiring local unions, fair wages, traffic
7 planning, and environmental protections for
8 everybody, you know.

9 This warehouse isn't just about boxes and
10 trucks; it's about job growth and development for
11 the future. And that's all I want to say, that I
12 support this.

13 BY MR. FIORAVANTI: Thank you, sir.

14 Cristin Hughes. Cristin Hughes.

15 BY MS. HUGHES: Hi, my name is Cristin
16 Hughes. I'm an Amazon worker who does corporate
17 welfare. Let me tell you what kind of jobs you're
18 really bringing into this neighborhood. It is not
19 well paying. Twenty dollars and fifty cents an
20 hour, is that what you're making? Is that what
21 you are bringing home? 40,000 a year, is that
22 what you're bringing home?

23 BY MR. FIORAVANTI: Ma'am, can you please
24 direct your comments here.

25 BY MS. HUGHES: I'm sorry. I'm just

1 disappointed because I am here with my Amazon
2 coworkers fighting for unions, and we are union
3 busted at every single turn. And they're standing
4 here saying that this is going to help the
5 community. This is going to bring good paying
6 jobs.

7 Amazon made \$17 billion net in the first
8 three months of 2025. They do not need Orange
9 County's money. They made \$20 million in the last
10 three of 2024. They do not need Orange County
11 money. We need better paying jobs for everyone,
12 for the entire community, not just those who build
13 it, for those who work who show up every day and
14 break their backs who are now working two and
15 three jobs just to make ends meet. And we're
16 supposed to be so proud that it's Amazon, that
17 they're bringing all of these great opportunities.

18 I have no idea how many 18- and 19-year-olds
19 I've seen break their bodies for this company and
20 then not be able to get workers comp fulfilled.
21 You are not helping local residents. You are not
22 helping people in desperate need of jobs. Do not
23 convince yourself of that. And when you go to
24 sleep at night, if you are for this, I hope you
25 realize that if you are pro-Amazon, you are

1 anti-worker.

2 BY MR. FIORAVANTI: Thank you.

3 Next is Owen Gilroy -- Owen Gilroy.

4 BY MR. GILROY: Hello. My name is Owen
5 Gilroy. I am an Amazon worker over at the
6 fulfillment center over in Rock Tavern called
7 SWF1. And my experience, as an employee of that
8 facility these two and half years past, gives lie
9 to the notion that Amazon wants to move into this
10 area to create good, stable jobs.

11 At SWF1, I am a member of a group of
12 like-minded employees called SWF1 United. We're
13 working hard every shift to establish a bargaining
14 unit inside of our building to create good union
15 jobs. The company throws everything they can at
16 us to prevent that from happening, whether it's
17 hooking up bogus disciplinary procedures to
18 harass, surveil, and intimidate pro-union
19 employees; whether it's hiring top-of-line lawyers
20 from out-of-state to bust our union; or whether
21 it's trying their best to make sure that an
22 increasing proportion of the employees in our
23 facility are hired seasonally, making sure that
24 they have limited chances for a raise, for job
25 security, or for any access to benefits.

1 Just as a personal story, I live just over
2 the county line in Ulster County. I am a renter.
3 I'm renting a cabin in the woods with no indoor
4 bathroom or shower, and I am barely above the
5 poverty line. I'm spending a third of my
6 take-home pay just on rent alone in this area,
7 nevermind transportation and the other expenses.
8 There's no chance to save money for the future
9 until we have a bargaining unit there, which is
10 against Amazon's imperative.

11 If the kinds of jobs that Amazon creates in
12 this project here in Wawayanda couldn't pay rent
13 in this zip code above that poverty line, then I
14 don't think the company's sweatshop ambitions
15 should be subsidized with the taxpayer's money.

16 Thank you.

17 BY MR. FIORAVANTI: Thank you.

18 Next is Beverly Johnson. Beverly Johnson.

19 BY MS. JOHNSON: Hi, my name is Beverly
20 Johnson. I don't think that -- I won't -- wait a
21 minute. I don't believe that -- I don't believe
22 they should get incentives. I am an Amazon
23 worker. I do not make a living wage. They do not
24 deserve a tax break.

25 BY MR. FIORAVANTI: Thank you.

1 Next is Laura Crover.

2 BY MS. CROVER: Hello. My name is Laura
3 Crover, and I actually live at Five Barstow Street
4 in Port Jervis. I have family that lives here,
5 family that works here on my late-husband's side.
6 This is not a good idea. It will take up three to
7 more times the electricity as it does to run all
8 of Wawayanda. I also, too, am an employee at
9 SWF1. And they want to talk about the health
10 benefits that, yeah, you get the first day as a
11 new employee. But when you hit that emergency
12 room, it's \$300 just to get into the emergency
13 room.

14 And as far as anybody that gets hurt on the
15 job -- and it's even worse for people that don't
16 get hurt on the job because it doesn't matter
17 if -- with doctors, they have you fill out all
18 this paperwork. And it doesn't matter what
19 doctors you go to, they pick and choose who
20 they're going to accommodate and who they don't.

21 And my coworker was right. They -- there's
22 been somebody -- at least a few people at our
23 facility that have been as a seasonal for about a
24 year and a half just so they don't have to pay out
25 their benefits. So this is not a good -- this is

1 not a good idea. And, like, this is not a rich
2 community where you can just keep piling on taxes
3 to these wonderful people. So I am definitely
4 against it.

5 Thank you.

6 BY MR. FIORAVANTI: Thank you.

7 Next is Elizabeth Miller.

8 Did you fill that out? But your name is on
9 here already somehow.

10 BY MS. MILLER: My name is Elizabeth Miller,
11 and I am here on behalf of State Senator James
12 Skoufis who proudly represents our community in
13 the state senate. He was denied the opportunity
14 to call into the meeting by the IDA; so I will
15 read his remarks.

16 First, I want to thank all who wrote to my
17 office to express their concern and outrage over a
18 company valued at \$2.25 trillion pretending that
19 they simply can't make this project work without
20 robbing our community of \$102.6 million.

21 This is a community that is no stranger to
22 IDA property tax rates. Ask tax payers in
23 Wawayanda and the Minisink school district how
24 they feel about CPV and that PILOT. Ask them
25 about MedLine and the original that pulled up its

1 stakes and left town the minute they had to start
2 paying full property taxes.

3 A few months ago, I met with Amazon and told
4 them not to mess with Orange County and not to
5 apply for property tax breaks. They're,
6 nevertheless, moving forward with the despicable
7 20-year proposal on the backs of our tax payers.

8 So let's break this down. The proposal
9 claims to create 750 new permanent jobs in the
10 first three years. Are these good paying,
11 high-skilled roles that our children can train for
12 with salaries that allow them to stay local and
13 raise a family? No. Hell no. The proposed
14 salary for 675 of these jobs is \$37,000 --
15 \$37,000. So not only would taxpayers subsidize
16 minimum wage jobs, but they would be socked again
17 by paying for those employee's food stamps,
18 housing vouchers, and Medicaid benefits. It's not
19 economic development; it's corporate welfare.

20 Let's also be clear. This warehouse is one
21 of the many currently proposed in Wawayanda, but
22 the only one seeking a property tax rate for the
23 IDA. You better believe if Amazon gets this
24 PILOT, then the other warehouses will do a 180 and
25 put in applications to do the same. It would be

1 stupid not to. The IDA's decision on this
2 application will have broad repercussions on our
3 tax base well beyond this project.

4 Further, I have serious concerns about the
5 IDA's process. A few weeks ago, the IDA published
6 a hearing notice that the developer is seeking
7 property tax rates, quote, "In amounts to be
8 established by the affected taxing jurisdictions,"
9 which is unheard of in the Orange county.

10 Then, a few days ago, the IDA circulates a
11 tax rate proposal seeking zero taxes to be paid
12 for the first three years after pushing from the
13 IDA state monitor who has been keeping my office
14 abreast. Somehow we land on the 20-year proposal
15 for us today. We can't be certain of every
16 conversation that's taken place. We can't be
17 certain what the developer or even the IDA may
18 have promised the local fire department and
19 ambulance districts. What we can be certain of,
20 however, is that the IDA stands to collect
21 millions in application fees from this project
22 alone, and you wonder why the IDA executive
23 director is pushing this project so hard. The
24 construction trades --

25 (Simultaneous speakers.)

1 (Interruption from the audience.)

2 BY MS. MILLER: I've been a staunch
3 supporter of the trades for years including work
4 for priority builds in recent days. It is
5 unfortunate that Amazon and IDA put the good men
6 and women of the construction trades in the middle
7 of their hostage taking. I ask the union members
8 in the room to put themselves in the shoes of a
9 local taxpayer and ask how would you feel about
10 allowing Amazon to build an enormous warehouse in
11 your backyard.

12 (Interruption from the audience.)

13 BY MR. FIORAVANTI: Please. Please be
14 respectful.

15 Continue.

16 BY MS. MILLER: Thirty more seconds, that's
17 it.

18 BY MR. FIORAVANTI: Okay.

19 BY MS. MILLER: I know there are ways to
20 create job opportunities for the trades without
21 ripping off our neighbors. It happens on
22 countless projects, many of which I supported.

23 In closing, if hardworking New Yorkers can
24 pay their taxes, Amazon should be made to pay
25 theirs. Whether their company builds their

1 3.2 million square foot warehouse is for the Town
2 of Wawayanda to decide. But enabling this kind of
3 corporate greed is something none of us should
4 stand for.

5 My message to the IDA is to reject this
6 anti-taxpayer proposal. My message to Amazon is:
7 Pay your damn taxes.

8 Thank you.

9 BY MR. FIORAVANTI: Thank you, Ms. Miller.

10 Next is Ann Marie Pendleton.

11 BY MS. ANN MARIE PENDLETON: Good evening.

12 I am a Middletown resident, Middletown school
13 district. I am against Amazon in general, but I
14 know that the meeting tonight is to really talk
15 about the PILOT and the incentives.

16 And so, as Ms. Quinn noted, the value of
17 local labor is important. I believe that Amazon
18 is, you know, should have to hire locally and pay
19 taxes to place less burden on local residents, if
20 this does go through.

21 If it is true, as we heard from someone,
22 that they will make more than 10 million in
23 revenue in however long, then they should
24 definitely have to pay taxes because the amounts
25 that were noted were way below the taxes that they

1 would actually have to pay, and that that
2 shouldn't have to be a burden on local residents.

3 The city -- I'm not sure if everyone is
4 aware that in other Amazon facilities throughout
5 the state recently, including the one built in
6 Niagara County, the state has recently denied
7 prevailing wage rules for laborers, which involves
8 wages set by unions and the Department of Labor.
9 And that's for the laborers building the
10 facilities as well as the laborers working in the
11 facilities. So I know, you know, it could bring
12 in these local jobs, but break after break after
13 break after break that's being given and I don't
14 see how that benefits the community. The Public
15 Subsidy Board and the Labor Department of New York
16 State were the ones who denied the prevailing wage
17 rules for these facilities.

18 So, you know, I don't -- I think it's
19 unreasonable that the PILOT should go through
20 because they definitely are making enough revenue
21 that they should just have to support the local
22 economy, not just pull from it getting laborers --
23 workers. Thank you.

24 BY MR. FIORAVANTI: Thank you.

25 Next is Molina Pendleton.

1 You can pull that off if you like.

2 BY MS. MOLINA PENDLETON: Hello. I'm Molina
3 Pendleton. I don't think we should have to pay
4 taxes because warehouses cause harm. In school in
5 earth science we are learning about pollution.
6 Did you know that the environment is drained of
7 the nutrients that they need when they are found
8 in proximity to trucks? Warehouses like this
9 create harmful air pollution. Nitrous oxide
10 emissions are also largely due to trucks, and air
11 pollution from diesel trucks causes harm at all
12 stages of life.

13 Say no to the PILOT.

14 BY MR. FIORAVANTI: Good job. Thank you.

15 Next is Michael Sussman.

16 BY MR. SUSSMAN: First of all, good evening.
17 Thank you for adjusting the time of the hearing so
18 that more individuals could appear at the hearing
19 and be heard. Much appreciated.

20 As a candidate for Orange County Executive,
21 I strongly oppose this project. But I
22 particularly oppose the use of taxpayer money to
23 subsidize one of the wealthiest companies in the
24 world with a CEO, who is now ranked number two or
25 three in the world's wealth brigade.

1 Now, what I've done -- and I've handed up to
2 you is do 15 minutes of research on Amazon, and
3 15 minutes of research on Amazon. I'm going to go
4 through very quickly what I found. Because I
5 think it's very important that this community,
6 including our laborers, understand the basis of
7 the opposition.

8 First article is how Amazon hid its safety
9 crisis. This was a heavily researched article,
10 which was published September 2010 in Reveal,
11 which is a major investigative reporting journal.
12 What it says -- and I can't read 26 pages -- is
13 simply this: "A new cachet of company records
14 obtained by Reveal from the center for
15 investigative reporting, including internal safety
16 reports and weekly injury numbers from its
17 nationwide network of fulfillment centers, shows
18 the company officials have profoundly misled the
19 public and lawmakers about its record on worker
20 safety. They reveal a mounting injury crisis at
21 Amazon warehouses, one especially acute at robotic
22 facilities and during prime week and the holiday
23 peak."

24 This article, which I've given to you and is
25 as part of the record, explains that what robotics

1 does is speed up what is expected of the workers
2 who cannot keep pace with robotics and are injured
3 on the job. Am I right? The article details, in
4 26 pages of excellent reporting, exactly what
5 Amazon has in mind, which is: Working people
6 don't matter to the company. But the working
7 people in back of the room have to stand up for
8 other working people. That's critical. And
9 that's --

10 (Interruption from the audience.)

11 BY MR. SUSSMAN: The second article, Amazon
12 seeks to overturn Union win, says vote was
13 tainted. I was Chris Smalls' lawyer. Chris
14 Smalls was the lawyer -- the individual who
15 started to organize the event during COVID at
16 Staten Island at the fulfillment center. He was
17 discharged for pretextual reasons because he was
18 organizing a union. That violates labor law. And
19 what does this say? The vote was 55 percent. We
20 won 55 to 45 in Staten Island. But what happened?
21 That was in April of '22. Amazon, three years
22 later, has not negotiated a contract with its
23 union members. How can union members support a
24 company like this?

25 BY MR. FIORAVANTI: Mr. Sussman --

1 BY MR. SUSSMAN: No way.

2 BY MR. FIORAVANTI: -- I'll give you another
3 20 seconds, please.

4 BY MR. SUSSMAN: All right.

5 The record is clear. I give you the
6 articles. Their antitrust violations, their labor
7 violations, their safety violations -- a company
8 like this should never be supported by hardworking
9 people in this county.

10 BY MR. FIORAVANTI: Thank you, sir.

11 BY MR. SUSSMAN: Your days are numbered.

12 BY MR. FIORAVANTI: Thank you.

13 The next speaker is Holly Moyseenko Wright.
14 Sorry if I butchered that. Moyseenko -- Moyseenko
15 Wright. Holly Moyseenko Wright.

16 Pull that mic down for you.

17 BY MS. MOYSEENKO WRIGHT: Thank you.

18 Hi, my name is Holly Moyseenko Wright. And
19 speaking as a business owner, there's good and
20 there's bad any time you're building a warehouse.
21 It's always going to happen. However, if this
22 project doesn't come here, it's coming somewhere
23 else. This is already used as an active mine. By
24 doing this, they're agreeing to doing 85 percent
25 of the labor being local. We're looking at money

1 that we can bring here. These are taxes. If you
2 guys want for the school district to have better
3 roads, to have a new auditorium, ask for it. That
4 can be part of this. These taxes that are
5 projected, it's going to contribute over 90
6 million in tax revenue to the area. Go ahead and
7 tell me schools can't use that money. So that can
8 help everyone. There can be good within this.
9 You're replacing what's currently an active heavy
10 mining operation. You're going to have a building
11 that's going to be so much more sustainable and be
12 able to help over years.

13 (Interruption from the audience.)

14 BY MS. MOYSEENKO WRIGHT: Please don't laugh
15 because I actually respected you and clapped for
16 you.

17 BY MR. FIORAVANTI: Please. Thank you.

18 BY MS. MOYSEENKO WRIGHT: It's not saying
19 that they're not going to pay taxes. It changes
20 the structure of the taxes. They're still
21 responsible for taxes. It doesn't make them just
22 go away. So there's benefits to everyone
23 depending on how it's done. And I am in support.

24 BY MR. FIORAVANTI: Thank you.

25 Next is Rick DePoalo. Rick DePoalo.

1 BY MR. DePOALO: Rick DePoalo, Carpentry.

2 BY MR. FIORAVANTI: We spoke earlier.

3 BY MR. DePOALO: We spoke earlier today.

4 Basically, I'm not for or against whatever. I'm
5 just here to hope that the IDA uses the leverage
6 that we have over stuff like this to get something
7 for the school districts, to get something for the
8 communities around, get -- get Greenville Park
9 finished, get some stuff done in Wawayanda Park.

10 The Town -- I am from the Town of Minisink.
11 I mean, we don't have a whole lot in our town. We
12 don't have any tax base really, besides the single
13 family houses. So for us I think the school
14 district would be the most beneficial to receive
15 some stuff out of this.

16 I believe there's something called a Good
17 Neighbor Benefit that Amazon could do as part of
18 this where they could just say, Hey, you get \$1
19 million for this or you get \$500,000 for that.
20 The plan itself has a base as a PILOT. That's
21 what brings these things into our communities.
22 That's what gets these things built. It's the way
23 it is. It's the way of the world.

24 It is like she said. If it's not going to
25 go here, it's going to go somewhere else. But we

1 need to maximize the leverage that they have to
2 get the most out of them that we can.

3 That's -- that's pretty much all I have to
4 say.

5 BY MR. FIORAVANTI: Thank you, sir.

6 Next is Jason -- is it Talu?

7 BY MR. TOUW: Touw.

8 BY MR. FIORAVANTI: Touw. I'm sorry. It's a
9 "U" there. Sorry. Jason Touw.

10 BY MR. TOUW: Jason Touw. I'm a resident of
11 the Town of Goshen. I own a farm in Goshen.
12 President of the Orange County Farm Bureau and
13 I've been a lifelong resident of the area.

14 I believe that the residents of Minisink --
15 which I was a neighboring resident to Minisink all
16 my life -- have to ask themselves, Does the future
17 look like the heritage of agriculture which you
18 tout on your sign? Well, it may not be that. I'm
19 not saying that a quarry is the best land use for
20 this piece of property; but I don't believe that,
21 as we've already heard so many times,
22 multi-billion dollar companies need the types of
23 tax breaks that are forthcoming.

24 Also, what do we really need on that site?
25 Let's be real. Something is going to go there

1 other than a mine someday, right. We all wish it
2 would be a farm again, but that's probably not
3 reality. What could be reality? Do we want
4 everybody that drives down on 84 to think about,
5 Wow, they've got warehouse after warehouse after
6 the IDA gave them incentive after incentive. Do
7 we want to be known as Middletown, warehouse
8 capital of New York State. Come see us.

9 I don't believe any residents come here to
10 pay taxes that go look up warehouses. Sorry. I
11 believe that there's other qualities of life, such
12 as the farms, the rolling hills, the nice
13 neighborhoods. That's why people come to Orange
14 County.

15 And for those people that spoke tonight that
16 doesn't have to do with the tax incentives,
17 everybody in this room needs to understand
18 something. This is not going to end just with
19 this meeting at the IDA. This has to be a bigger
20 picture where we include the planning board, the
21 DEC, all those possible review boards, and all
22 those things along the way add up to a big
23 picture.

24 In the current scene that we're in right
25 now, we know that people in the world today can't

1 see big picture. They can only see five years
2 down the road. And as a local business owner, I
3 support unions. I'm a union member at a school
4 during the daytime. And so I'm definitely
5 pro-union. But there's a lot of other union jobs
6 that are generated other than warehouse
7 construction. And once they are here, they're
8 here to stay.

9 I do not support this project. I think that
10 the IDA should make this really worthwhile for us.
11 Because once they're here, they're here. And
12 we're dealing with the trucks. We're dealing with
13 the light pollution. We'll deal with it all. And
14 it doesn't matter where in Orange County you are,
15 we're all going to deal with it.

16 Thank you.

17 BY MR. FIORAVANTI: Next is Alan Seinman.

18 BY MR. SEINMAN: Good evening, and thank you
19 for the opportunity.

20 I guess I am stuck at a low level here.

21 My name is Alan Seinman. I'm the foreman
22 chair of the --

23 BY MR. FIORAVANTI: Sir, if you want to take
24 that out, you can pull it up.

25 BY MR. SEINMAN: Thank you. My name is Alan

1 Seinman. I'm the former chairman of the Orange
2 County legislature. I'm currently the executive
3 director at the Construction Contractors
4 Association of the Hudson Valley.

5 The issue that is faced here tonight isn't
6 really the IDA benefits. It's the reason that IDA
7 benefits are necessary. Because of the high and
8 out of control New York State taxes, New York
9 State has a spending crisis that is forcing
10 businesses to locate any place but in New York and
11 an outward population migration. In 2024,
12 New York ranked third among the states now with
13 migration. If our senator doesn't want IDA
14 benefits to help bring businesses and jobs to
15 New York, maybe the state should work on cutting
16 New York taxes so people will stay and businesses
17 will come without needing the incentives.

18 It is a misnomer and misleading to say that
19 the IDA is giving away taxpayer dollars. In real
20 numbers, over 20 years, if this site is not
21 developed, the owners will pay approximately a
22 total of \$4 million in taxes -- again, \$4 million
23 over 20 years. With the development and the IDA
24 benefits, the owners will pay 80 -- an estimated
25 \$86 million over that same period. Are you

1 willing to gamble \$82 million betting that this
2 project will be built here without any incentives?
3 This project does not send any students to school,
4 but it will help pay the school taxes.

5 Other areas of our state will offer
6 incentives. Neighboring states will offer
7 incentives. That would be an \$82 million gamble.
8 People talk about the need for workforce housing.
9 How about jobs for the people so they can afford
10 workforce housing? How about jobs for
11 construction workers? The job opportunities for
12 small businesses that will be building this
13 project?

14 Thank you.

15 BY MR. FIORAVANTI: Thank you, sir.

16 Next is Charles Kangiethe. Was I close?

17 BY MR. KANGIETHE: Close enough.

18 BY MR. FIORAVANTI: All right.

19 BY MR. KANGIETHE: So I'm Charles Kangiethe.
20 I am the chair of Save Wawayanda.

21 I know you don't want us to speak about
22 this, but the truth is town officials and
23 especially Denise Quinn and John Razzano have
24 failed us. And basically sold us out. The
25 meeting is unwarranted, and this project is,

1 therefore -- is not a good fit for our town, nor
2 for our county.

3 I don't care what Amazon or its developers
4 put on paper. This project has far-reaching
5 negative impacts on our town. And we, the
6 residents, know what it means to be stuck in
7 traffic, pollution, not to mention the damaging
8 effect that this will have on Route 6, the only
9 access to our own school district, which we're in
10 right now.

11 Reality on the ground is yesterday I was
12 standing in line to get my child to go for camp,
13 but the school turned out hundreds of parents
14 because the school didn't have enough funding to
15 have all the kids come to camp. That's the
16 reality. So for Amazon to come to our town
17 seeking for assistance is ridiculous and for the
18 IDA to even consider this is absurd.

19 You need to evaluate the potential financial
20 advantages of a project of this size and weigh
21 them against the sacrifices that you want to
22 sacrifice for our -- for this project to go on.
23 Pursuing this assistance and tax breaks would be a
24 significant injustice to our community.

25 Thank you.

1 BY MR. FIORAVANTI: Thank you, sir.

2 Next is Sam Frato. Sam Frato.

3 BY MR. FRATO: Good evening. Is it -- okay.

4 BY MR. FIORAVANTI: You can pull that down
5 if you need, sir.

6 BY MR. FRATO: Good evening, everybody. My
7 name is Sam Frato. I am the business manager of
8 the Electricians' Union Local 363. I want to
9 thank you for giving me the opportunity to speak
10 tonight. I am here and many people are here
11 because many of us are deeply concerned about the
12 future of local development and more importantly
13 the future of local jobs.

14 The Orange County construction workers are
15 the backbone of this region. Everyone calls on us
16 when they're in need. Now we're called. Orange
17 county residents are ready to work but too often
18 they're being sidelined because projects are being
19 delayed or blocked. We're here to say enough is
20 enough.

21 We fully support the Orange County
22 Industrial Development Agency and its role in
23 creating economic opportunity in our area. We
24 believe in transparency -- like everybody here --
25 accountability, and making sure that every project

1 meets the rules. Talking about transparent, the
2 Orange County IDA has a monitor that oversees
3 their decisions and can overrule them. What's the
4 issue? So why do we act like the IDA is a guilty
5 party for some reason on every project they
6 consider? The bottom line is, when a project does
7 meet the requirements, it should be allowed to
8 move forward. No games. No delays. No political
9 interference.

10 Unfortunately, it seems that others are
11 making a habit of opposing projects that comply
12 with rules and have the potential to bring real
13 jobs and growth to our communities. That's not
14 leadership; that's obstruction, and it hurts real
15 people.

16 The construction workers who depend on these
17 jobs to support their families. When projects are
18 blocked, it's not just steeling and concrete that
19 gets held up. It's paychecks. It's livelihoods.
20 It's the progress our communities desperately
21 need. We're not asking for handouts or shortcuts.
22 We're simply asking for a fair and consistent
23 process. One that gives local workers a chance to
24 earn an honest living on projects that meet all
25 the requirements.

1 We want Senator Skoufis and all Orange
2 County elected officials to support responsible
3 growth and not stand in its way. We need him and
4 all of our elected officials to stop using
5 development as a political foot pole, both ways.
6 Support the IDA. Support the rules. Support
7 responsible growth. It's kind of simple. If the
8 applicant meets the qualifications, approve it.
9 If they don't, don't approve it. The people of
10 Orange County deserve to have a functioning IDA to
11 attract future investment in our county. There
12 are rules. We don't need a circus created on
13 every term. Meet the rules or not, period.

14 We'll continue to speak out until the voices
15 of our workforce are heard and respected, but
16 we're not going anywhere. We'll keep showing up.
17 We'll keep standing up. We're going to fight for
18 what's right no matter what the others think.

19 BY MR. FIORAVANTI: Thank you, sir.

20 Next up is Mike Dunn. Mike Dunn.

21 BY MR. DUNN: Good evening. My name is
22 Michael Dunn. I am the president of Ironworkers
23 Local 417, and I was asked to read a letter from
24 Karl Brabenec from the 98th District.

25 BY MR. FIORAVANTI: Can you pull that mic

1 up? We can't hear you well.

2 BY MR. DUNN: Sure. So this letter is from
3 Karl Brabenec, the 98th District Assemblyman. And
4 he writes:

5 "Today I express my full" -- there we go --
6 "my full enthusiastic support for the proposed
7 Amazon warehouse in the Town of Wawayanda. As the
8 state assemblyman proud to represent Wawayanda, I
9 know firsthand this community welcomes responsible
10 economic development, and this project represents
11 an extraordinary opportunity for our town and
12 region.

13 "This 600 million investment will transform
14 an active heavy mining operation into a dynamic,
15 advanced economic development hub. The five story
16 3.2 million square foot facility will create 750
17 permanent jobs and hundreds of local union
18 construction jobs providing families
19 sustainability, employment to our residents and
20 supporting local, skilled labor.

21 "The economic benefits in this community are
22 undeniable. Amazon is projected to contribute
23 90 million in new tax revenue to the town fire,
24 ambulance, and school district, a nearly sevenfold
25 increase. Moreover, considering before the direct

1 impact of the facility and a multiplier effecting
2 this property an estimated 2400 total jobs will be
3 supported across the region.

4 "The overall benefits to the cost of this
5 project -- the overall benefits-to-cost ratio of
6 this project is seven to one, clear evidence that
7 benefit far outweigh the value. This is precisely
8 the kind of investment our area needs. The
9 project that replaces the industrial use with
10 modern commerce delivers sustainable tax revenue
11 to the local government, creates thousands of
12 jobs, and signals Orange County is open for
13 business.

14 "Sincerely, Karl Brebenec."

15 BY MR. FIORAVANTI: Thank you, sir.

16 Next is Chris Garcia.

17 BY MR. GARCIA: My name is Chris Garcia,
18 town resident of Wawayanda.

19 Do not close the open public hearing. I do
20 not consent to the IDA. I am speaking to the IDA
21 that I'm not in favor of the tax breaks for Amazon
22 or the public program.

23 This company, again, has a net worth of 2.29
24 trillion as of June 10th, 2025. Amazon wants
25 Orange County and the Town of Wawayanda to

1 subsidize their new robotic warehouse. Amazon's
2 here to extort our town, our community over a
3 hundred million thus robbing money from our fire
4 department, our first responders, our school of
5 much needed funds and our town.

6 Our school Minisink was offering free camp
7 to the summer, but yesterday residents were shut
8 out because we ran out of money, okay. And who's
9 voted -- who should get -- and why should Amazon
10 get a pass from taxes? Who's going to be left
11 holding the bill for these taxes, we, the people.
12 They should be paying us, not the town paying
13 them.

14 Amazon only brings short-term construction
15 jobs, not long-term union jobs. They offer
16 nothing to our community. What they will do is
17 leave us -- leave our landscape scarred, our town
18 destroyed, polluted. 90 percent of the jobs they
19 bring to our community and town will be permanent
20 minimum wage jobs -- robotics. We would -- we
21 would be a greedy and irresponsible company to our
22 community, and I'm not sending my child to
23 Minisink Valley School to be recruited as future
24 labor force for Amazon.

25 The people are not giving the green light

1 for increased noise pollution 24/7, 365 days a
2 year around the clock -- around 2800 cars, 570
3 additional trucks a day. Our roads can't handle
4 the traffic congestion on critical routes for
5 students, commuters on Route 6, 17, 56, and local
6 roads. I'm not living in a countryside and hear
7 nothing but tractor-trailer noise, cheap brakes,
8 breathe exhaust.

9 Did you ever drive down Ridgeberry Road the
10 other day when we had the balloons at the
11 intersection of Route 6? Did you drive down
12 McBride? Did you see the size of this thing?
13 You're not building a warehouse; you're building a
14 building, a massive infrastructure. This will
15 bring nothing but increased light pollution, noise
16 pollution 365 days a year. How will people on
17 McBride, Hesselton Road (phonetic), Stillwater
18 Drive, Ridgeberry Road, Ridgeberry Hill, and other
19 areas of our town going to sleep at night? Would
20 you build this in your friend's neighborhood or
21 backyard? I say no to any tax breaks for Amazon.

22 What we should be building is a baseball,
23 soccer, and hockey facility, which would bring
24 future booming business to our town and jobs of
25 positive infrastructure. Did you see the frozen

1 roads was built in slate quarry, and they use the
2 upper area from the mine for people to watch
3 baseball? We could do that for hockey and for
4 Minisink soccer, right.

5 The town planning board has sold out the
6 town. Do not touch our town. Denise Quinn, you
7 sold out our town. John Razzano, you sold our
8 town out.

9 I drove down Dolsontown Road yesterday after
10 gymnastics taking my daughter after gymnastics.
11 The beauty of Dolsontown Road will be destroyed.
12 The beauty of McBride, the rolling hills, the
13 farms will be destroyed.

14 I know I'm close to the Town of Wawayanda
15 because I can see the CPV smokestacks, and now I'm
16 going to see a sister, a hundred-foot warehouse.

17 And you think about the abandoned railroad
18 tracks. You can put rail trails in there like
19 Phoenicia, New York. They took out all their
20 railroad tracks and they told people, Come to us
21 to ride their railroad tracks.

22 BY MR. FIORAVANTI: Please wrap up shortly,
23 please.

24 BY MR. GARCIA: All right.

25 BY MR. FIORAVANTI: You're over your time.

1 BY MR. GARCIA: So do not close the open
2 public hearing. I do not consent to this at all.
3 There are many other things you can do to build
4 property to build a future -- facilities other
5 than warehouses like the basketball, soccer --

6 BY MR. FIORAVANTI: Thank you, Mr. Garcia.

7 Next up is Jose Lopez. Jose Lopez.

8 Jose Lopez, are you in the room? Okay.

9 We'll come back to you.

10 Our next is Matt Stoddard. Mr. Stoddard.

11 BY MR. STODDARD: I want to thank the IDA
12 board and all the people that have come out
13 tonight. My name is Matthew Stoddard. I am the
14 business manager of Ironworkers Local 417.

15 And after listening to the Amazon workers,
16 they are 100 percent right. They are 100 percent
17 right. You're not getting what you should get
18 paid. You are also -- and probably be exploited.
19 I don't know exactly what you're getting, but I
20 know it's not what you deserve. These are the
21 people that are working at Walmart or the people
22 that are working at Medline or any other box
23 store.

24 We know what you feel like because for years
25 and years the building trades were outside looking

1 in, the same as you guys. But we weren't even in
2 there getting underpaid. We weren't allowed on
3 the job sites. We were not on the job sites.
4 They were bringing them from North Carolina,
5 Tennessee, and anywhere south, bringing them up
6 here, working, putting them -- they were in
7 campgrounds or tenants in a hotel room. And we're
8 sitting home on the couch where even -- not making
9 lower wages but making no wage, getting
10 unemployment.

11 And we all have families. And we -- I'm
12 sorry. What? We all have families, and we have
13 children. And if we don't work, they don't eat.
14 We don't pay the rent, and they don't have health
15 care. I agree with these people. You're -- what
16 is happening to you is wrong. I agree, and I love
17 how -- the fight in you. You're not wrong.

18 But that's the same fight we had ten years
19 ago when we were outside looking in on every one
20 of these jobs that were going on. We found a way
21 to get in there and get ourselves on these jobs.
22 We found a way -- not all, not even a handful but
23 we get in there and we're doing it.

24 And Mr. Sussman, when you said -- where's
25 Mr. Sussman? Right here. I'm not voting for you.

1 So he said listen --

2 (Interruption from the audience.)

3 BY MR. FIORAVANTI: Let's give Mr. Stoddard
4 his time, please.

5 BY MR. STODDARD: So what I'm saying is
6 that -- he says, Listen, if they're not going to
7 be working in there, we shouldn't be working in
8 there either. Is that right? Wait a second. Is
9 that right?

10 BY MR. FIORAVANTI: Please focus -- this is
11 not a debate. Please.

12 BY MR. STODDARD: It was our duty to get on
13 there and figure out a way. I'll even help you.
14 If you need to come and talk to it out, I'll sit
15 with you. We will.

16 BY MR. FIORAVANTI: Mr. Stoddard, keep your
17 comments directed at us, please. We don't want to
18 have a back and forth.

19 BY MR. STODDARD: Right.

20 But we found a way there. They should find
21 a way there too. We're with them. We want them
22 working on the line.

23 (Interruption from the audience.)

24 BY MR. STODDARD: We're not breaking the
25 line.

1 BY MR. FIORAVANTI: Please -- please. We
2 gave you your time. Please.

3 BY MR. STODDARD: We're not breaking the
4 line. We found ways to feed our families, and
5 it's a shame that you guys aren't in there. But I
6 wish you were. But, Jesus Christ, don't stop us
7 from feeding ours.

8 Thank you very much.

9 BY MR. FIORAVANTI: Okay.

10 Next up is Heather Bell. Ms. Bell.

11 BY MS. BELL: Good evening. I am president
12 and CEO of Orange County Chamber of Commerce.

13 I want to educate the individuals in this
14 room as to what a PILOT program is. A PILOT
15 agreement allows a company to make scheduled
16 payments to a municipality in lieu of traditional
17 property taxes. It is a strategic economic
18 development tool used to attract and retain
19 businesses, especially for large scale and
20 transformative projects. The IDA has a monitor in
21 place to ensure regulation and compliance.

22 Why are PILOTs valuable to your community?
23 There is job creation and workforce development
24 that encourages large employers to invest locally
25 creating hundreds of good paying jobs with

1 benefits. It increases opportunities for local
2 residents reducing unemployment and
3 underemployment. Imagine how beneficial this
4 project will be to the local gas station, the
5 deli, the daycare that is barely keeping their
6 doors open.

7 This is long-term economic growth. It is
8 not a tax break. They are still paying taxes.
9 They are simply on a deferment plan. This is a
10 structured investment. Even with the reduced
11 rates in the early years, the total tax revenue
12 over the life of this project is \$90 million
13 exponentially greater than what would be collected
14 under the current use of \$4 million.

15 This is going to encourage companies to
16 build and expand and modernize in an area they
17 might otherwise overlook. This often includes
18 infrastructure upgrades, new facilities, and
19 supply chain opportunities that benefit local
20 businesses.

21 I spoke to you once before as a resident
22 that actually benefited from an Amazon warehouse
23 coming in. And at that time, I told you to make
24 your wish list and tell them what you wanted.
25 This includes performance based benchmarks, such

1 as job creation, local hiring, and investment
2 levels. This allows for accountability and public
3 benefit assurances.

4 This organization is a proven community
5 stakeholder supporting nonprofits, educational
6 programs, and civic initiatives. New investments
7 lead to increased demand for housing, services,
8 restaurants, and small businesses stimulating
9 other parts of our economy.

10 In closing, a well-crafted PILOT agreement
11 is not a handout. It is a partnership. It is
12 forward thinking, fiscally-responsible strategy
13 that turns untapped potential into real
14 opportunity. Communities that embrace these tools
15 show that they are open for business, pro growth,
16 and ready for their children's future.

17 Thank you.

18 BY MR. FIORAVANTI: Thank you.

19 Please, folks. Thank you.

20 Next is James Pearson.

21 BY MR. PEARSON: Good evening. I'm going to
22 put it by my mouth. My name is James Pearson. I
23 am a resident of Orange County. I am also a
24 president of a nonprofit organization that exists
25 in Hamptonburg. It's called Ramapo Rescue Dog

1 Foundation. And we do community service
2 activities there. Basically training canines for
3 the New York State police and other law
4 enforcement agencies, and this is all a pro bono
5 situation.

6 Within our mission statement, the reason we
7 got our nonprofit was -- was that we were going to
8 return back to the community what was given to us.
9 As I stand here and listen to all the parties, I
10 also realized that everybody has a need here; and
11 it's a very passionate group in that we're
12 stewards of Orange County, each individual here.
13 So we have to take that responsibility quite
14 seriously.

15 That being said, at this point, my
16 impression is that the Amazon project should be
17 questioned more, should be directed more clearly
18 to the residents and to the other individuals that
19 are involved.

20 Thank you very much.

21 BY MR. FIORAVANTI: Thank you, sir.

22 Next is Alicia Albertson.

23 BY MS. ALBERTSON: Okay. I would like to
24 thank you for coming and holding the meeting
25 tonight to listen to the residents. We had quite

1 a few concerns in Wawayanda, and, you know, we
2 appreciate you listening to them.

3 Bringing in Amazon warehouse to Wawayanda
4 might seem like an economic boost, but it comes
5 with serious downsides for the community. A
6 development of that scale could strain local
7 infrastructure, increase traffic congestion, lead
8 to environmental concerns, including destruction
9 of wildlife, air pollution, increased traffic,
10 increased accidents. Small businesses might
11 struggle to compete, potentially shifting the
12 town's character from locally driven commerce to
13 corporate dominance.

14 While an economic boost is important to
15 Wawayanda, we should weigh out these factories
16 carefully before welcoming such a major presence.
17 All of these concerns that we have about traffic
18 and accidents and pollution, they're all going to
19 cost the taxpayers money. I don't see any, you
20 know, corporate handouts coming to the residents
21 to try to help us with that.

22 I don't feel Amazon should be given any
23 extra money. If they wanted to come and build,
24 they have more than enough money to build where
25 they choose or where they're accepted within the

1 guidelines of the town. They shouldn't be given
2 any handouts either as far as waivers on height
3 and so forth. They should follow the guidelines
4 that our town has initially had.

5 I don't believe that -- that our taxes
6 should be increased, which would happen if they
7 get a tax PILOT program. The burden shifts for
8 the disaster they're going to make of the roads,
9 the traffic congestion, the pollution, the health
10 impacts of everybody. And as well, like they did
11 mention, the -- the people that are working there
12 will probably need to pay for assistance or not
13 pay for assistance. They will probably need to
14 apply for assistance. And, again, that comes from
15 our funding. The town residents, our taxes will
16 be paying for that as well.

17 I think we should encourage business that
18 will actually benefit the community, benefit the
19 residents, and benefit the workers -- union
20 workers preferred. And they should be taken care
21 of the way we would want our own families taken
22 care of.

23 Thank you.

24 BY MR. FIORAVANTI: Thank you.

25 George Albertson.

1 BY MR. ALBERTSON: My name is George
2 Albertson. I live at 125 Kirbytown Road in
3 Wawayanda. I am a proud veteran of the United
4 States Navy and an accomplished information
5 technology professional.

6 As a former businessman and home owner in
7 the Town of Wawayanda, I am stepping forward as a
8 retired leader ready to make a difference in this
9 community. Over 20 years I have actively
10 driven -- driven change in my community through
11 volunteer work, participation, and significant
12 events in both Wawayanda and our neighboring city
13 Middletown. I've held prominent affiliations with
14 several organizations, including, but not limited
15 to, Save Wawayanda, Orange County Cares, and
16 Wawayanda Democratic Committee, where I proudly
17 served as chairman.

18 I have raised my three sons here. And have
19 witnessed firsthand the evolution of our
20 community. Many changes have -- have benefited --
21 many changes have benefited -- benefited -- have
22 been beneficial, such as the expansion of Shannen
23 Park, the creation of our local farmer's market,
24 the establishment of emergency medical services.
25 However, I have also seen detrimental

1 developments, including CPV -- CPV and the ill
2 conceived proposal of warehouses, including
3 Amazon.

4 I am resolute in committing to the interest
5 of Wawayanda and our community. My vision is
6 clear to unite the citizens and restore the beauty
7 and vibrancy of our town where the businesses can
8 flourish, our culture remains strong, families
9 thrive without transforming our beloved Wawayanda
10 into an industrial wasteland. The town Wawayanda
11 is not a decision-making office; it's a living
12 breathing community comprised of its residents.

13 Thank you.

14 BY MR. FIORAVANTI: Thank you, sir.

15 Next is Dot Winner. Dot Winner.

16 BY MS. WINNER: Hello. My name is Dot
17 Winner. I've lived in the town of Wawayanda for
18 51 years. 49 years -- years ago we built our
19 home, and we've been paying taxes since that time.

20 I see no reason why Amazon warehouse should
21 not have to pay taxes, the full boat of whatever
22 they want if this is approved. I am totally
23 opposed to its approval as well. It will destroy
24 our infrastructure. We have suffered from water
25 problems in the town Wawayanda on Hesselton Drive

1 for 49 years where we have lived. We do not have
2 sufficient water. Many of the neighbors on the
3 same street have two wells hundreds of feet deep.
4 We've a 304-foot well and a 680-foot well, and we
5 don't have enough well water to go out -- to have
6 a washing machine. We have to go out to the
7 laundromat to use their water.

8 In the whole Orange County, we have many
9 problems with water. We have many problems with
10 pollution. When the CPV power plant was approved,
11 there was a letter sent to the DEC asking them to
12 investigate the street of Heselton Drive in the
13 town dump, which is located right behind the town
14 hall of the Wawayanda. Many persons have
15 conduct -- contracted cancer and died on our
16 street. The DEC declined to investigate on the
17 recommendation of Dan Meyers whose father was the
18 town doctor. And many persons in Wawayanda are
19 aware of what the Balacan (phonetic) Corporation
20 did to Wawayanda by dumping behind the town hall
21 past -- so this --

22 BY MR. FIORAVANTI: Ms. Winner, I'm sorry to
23 interrupt, but can you bring your comments back to
24 the subject at hand regarding the incentives for
25 Amazon.

1 BY MS. WINNER: The incentives for Amazon
2 should not be granted. We would be paying for a
3 new water system for the entire community, if they
4 are approved. At some point they will pollute,
5 and we will suffer the consequences as tax payers,
6 rather than Amazon. I recommend that you continue
7 this hearing, that you do not offer them all of
8 these incentives. They don't deserve it. They're
9 a huge corporation. Jeff Bezos is about the third
10 wealthiest person in the world, and CPV was given
11 an incentive program, a 20-year PILOT. So was the
12 Medline warehouse, and they both didn't deserve
13 it. And Medline moved out and moved on to
14 Montgomery where they established themselves.
15 And, fortunately, they didn't get --

16 BY MR. FIORAVANTI: Please wrap up, ma'am.
17 You're over your time.

18 BY MS. WINNER: They didn't get their tax
19 incentives because James Skoufis worked and
20 opposed it. So I say, no to this warehouse and to
21 save the infrastructure and save our county.

22 BY MR. FIORAVANTI: Thank you, Ms. Winner.

23 I do want to ask that everyone, please, keep
24 your comments to the incentives, please. Again,
25 planning board is coming up. ZBA is coming up.

1 There are other venues for those topics. But
2 thank you.

3 Mr. Winner. Greg Winner, please, next.

4 BY MR. WINNER: Thank you.

5 I think there's a -- I have served in the
6 United States Air Force during the Vietnam
7 situation. I believe in democracy. I think our
8 democracy right now is suffering some serious
9 things. So I think it's very important that the
10 IDA consider many things for all the people that
11 have spoken -- for the union people, for people
12 that don't believe that the warehouse -- as you
13 can see, I'm not a fan of the warehouse. One of
14 the things I find very disconcerting about -- is
15 the Town of Wawayanda does not show us what will
16 be positive for us, what will be negative.

17 Here we're hearing some things today, which
18 is good. I'm not a fan of this warehouse. So I
19 think there will be other things for the
20 construction workers to do if this doesn't get
21 approved by the IDAs. And I think you should be
22 concerned -- be very concerned. Water problems,
23 okay, we have that. That's a personal thing, but
24 I think -- I don't know who's going to provide the
25 water for Amazon there. Is it going to be

1 Middletown? I live in Middletown. I grew up in
2 Middletown. I was born in Middletown, and I find
3 that Middletown, as far as I know, has not changed
4 only three reservoirs. Are they going to have
5 enough water? And I think the IDA should consider
6 that.

7 And whatever happened when Orange County was
8 working through an idea -- the idea of setting up
9 some more water shields? Actually over here in
10 that town of Wawayanda that was one was
11 considered, but it never -- it just disappeared.
12 So where are we going to be with the water?
13 That's a serious problem. If people don't have
14 the water, people cannot survive. That's a simple
15 thing.

16 BY MR. FIORAVANTI: Any other comments on
17 the incentives, sir?

18 BY MR. WINNER: Well, as far as I'm
19 concerned, you know, I'm going to end it right
20 here. I think the Town of Wawayanda did not do
21 the job they should have done. They should have
22 explained this before. We've been going through
23 this and going through this and going through
24 this.

25 And I can't support a warehouse that pays

1 people almost a little bit above minimum wage, and
2 they won't have unions. And then you've got union
3 people, and I've worked in construction. I've
4 been a construction manager, and I've done lots of
5 construction work. And I certainly hope that that
6 goes on for the workers.

7 But as far as I am concerned I think this
8 Amazon warehouse is not correct for the Town of
9 Wawayanda.

10 Thank you.

11 BY MR. FIORAVANTI: Thank you, sir.

12 Next is Niklas Maron.

13 BY MR. MORAN: I am Niklas Maron. I work at
14 Amazon SWF1 in Rock Tavern. Which got some tax
15 breaks from Montgomery IDA.

16 In my experience, my three years of
17 experience at Amazon, they have a lot of good PR.
18 They're a big union busting company that destroys
19 my coworkers' bodies, defunds our communities, and
20 destroys our environment. At every turn, they
21 have tried to union bust, retaliate, intimidate me
22 and my coworkers who look out for each other
23 because I work with people without homes. I work
24 with people who sleep in their cars and go to
25 Medline work the night shift. I work with people

1 who can't afford their cars that need their cars.
2 They live in their cars and can't afford their
3 cars because they lose them. People end up going
4 to food banks, and this is what kind of taxes I
5 just want to give to this, you know.

6 And they don't want you to stick around.
7 Three years is pretty much the max. I make \$22.60
8 right now and starting rate at Amazon is \$20.50,
9 but they say you get benefits on day one. That is
10 a lie. So far they have kept our seasonal
11 coworkers as seasonal for over a year.

12 And they don't follow the law. They
13 don't -- they're too good for the law. They're
14 too big. No one's going to hold them accountable.
15 So what they do is they, like, bring in outside
16 employees -- outside workers.

17 I was on a picket line with teamsters when
18 they were building the building in SWF1 where I
19 work now. And I made \$44,259 last year. That's
20 before taxes.

21 And a lot of hospitals around the area, they
22 know my coworkers. They know SWF1. They see them
23 in the emergency room. They see them at physical
24 therapy. And Amazon fights you tooth and nail.

25 I have many coworkers that have been outside

1 in the warehouse for years on end because they --
2 they've been hurt because they were pushed to the
3 brink, and we've got to remember that Amazon is
4 not just a warehousing company. It does a lot of
5 different things. They are a surveillance
6 company. The surveillance -- the amount of
7 surveillance in that warehouse is truly -- I don't
8 think people get what it's like to work in that
9 warehouse, you know, day in and day out.

10 This is not a company you want to head --
11 you want to let come into your communities. And
12 let's be frank. They're going to put it somewhere
13 in Orange County. Let's be real. It's logistics.
14 They need to get their stuff in two days to the
15 consumer. That's their promise. They want it
16 even faster, and that means destroying me and my
17 coworkers' bodies.

18 As we fight for a union, I hope you come out
19 and support us when we go on picket line. We need
20 your support because this -- this company, they
21 will not stop. They want more and more. They
22 made record profits \$20 billion last quarter of
23 2024. And they're going to go for more next
24 quarter. This year they made already \$17 billion,
25 and they won't stop anything. They don't care

1 about the rule of law. So I urge the IDA to
2 reject this PILOT program. They can afford to pay
3 their fair share and not put it on the backs of
4 workers or the residents of Orange County.

5 BY MR. FIORAVANTI: Thank you, sir.

6 Is this Shellist Hudson? Or Shellist. I am
7 sorry. I apologize.

8 BY MR. HUDSON: It's okay.

9 My name is Shellist Hudson. I live in
10 Newburgh, and I work at SWF1. Talking about the
11 incentives, you want to give Amazon incentives to
12 monopolize and bully over people. Currently, they
13 just spread -- what it is -- four hours straight.
14 You work four hours straight, no breaks. It's the
15 company that y'all want to give incentives to.
16 They want to push the older community until their
17 bodies is completely broke down, and they can't do
18 anything about it.

19 You talk about making opportunities for the
20 younger people. Well, we're talking about a
21 robot, a robot factory. We're not talking about a
22 regular Amazon. It's a five-story tall robot
23 factory. Thank you for the time. So it's going
24 to be predominantly robot arms with machines with
25 wheels rolling things around.

1 It's not going to be much humans, though.
2 It's going to be a few high paid technical guys
3 that make \$144,000 a year at minimum. But I can
4 guarantee most of you guys that your young
5 children that don't have what they need to get the
6 certain skills that they desire they're not going
7 to get it done. They bring outside management.
8 They bring children in fresh out of college that's
9 a part of the Amazon school program to be the
10 managers over these places. So you're thinking
11 that this tax break is going to create something
12 for this community, and I am here to tell you that
13 it's not. They won't even bus people from town to
14 town to get there.

15 You're talking about repairing the roads.
16 We live in a town where none of the roads are
17 prepared. We live in a town where the roads are
18 so messed up that it mess up the shocks on your
19 vehicle. And this is the place that you're
20 talking about giving these incentives to.

21 Construction workers behind me, I've done
22 construction work for 20 years. If y'all don't
23 break grounds on this, guess what, you're still
24 going to eat. So at the end of the day, I want
25 y'all to really strongly consider everything.

1 Community I want y'all to keep fighting
2 those that are fighting. Those who don't want to
3 fight y'all really need to take a real good look
4 on the enslavement that they made out of
5 multipeople, not just a certain group of people
6 but multiple people are enslaved. People that had
7 to leave their nursing professions, people that
8 used to do construction now work at Amazon. And
9 they slaves, and they trapped. They won't even
10 allow us to have a union. You talk about
11 incentives, right. You're going to give them
12 incentive money to send union busters in, to tear
13 us down, to enslave us because we can't have a
14 union like construction workers, right.

15 We say, no to these people wanting to come
16 to this town.

17 BY MR. FIORAVANTI: Next is Vanessa Cid.
18 Vanessa Cid.

19 BY MS. CID: Okay. Hello. I am a labor
20 organizer with For the Many in partnership with
21 Teamsters Local 445.

22 BY MR. FIORAVANTI: What's your name,
23 please?

24 BY MS. CID: Vanessa Cid.

25 BY MR. FIORAVANTI: Thank you.

1 BY MS. CID: Since we cannot talk about all
2 the environmental impacts or the union busting
3 they're doing at the facilities in our area and
4 one other across the river, I'll start with
5 saying: In no way should you all consent to this
6 PILOT. Amazon workers do not make a living wage.
7 Their very own workers cannot make ends meet, and
8 you want to give a multibillion-dollar company a
9 tax break, shame.

10 Last Sunday -- last Sunday I was in DC, and
11 I heard from parents in Arlington about how Amazon
12 has taken control of their small school spirits
13 and replaced them so that items that were selling
14 from the school don't go back to the school; they
15 go back to Amazon. With this being said, I don't
16 believe that they should be given another break
17 more.

18 Today, Senate Bill S4658 has headed to the
19 governor's desk for her to sign. This bill
20 relates to the prohibiting the use of funds,
21 financial incentives, or subsidies for large
22 multinational corporations to build storage and
23 warehouse facilities.

24 Are you all aware of this and trying to get
25 ahead of it? I certainly hope not.

1 BY MR. FIORAVANTI: Thank you, Ms. Cid.

2 Next is Michael Martin. Michael Martin.

3 BY MR. MARTIN: Good evening. Michael
4 Martin from Middletown, New York.

5 I just want to tell you guys. I work for
6 big companies that actually pay for this. You
7 guys, down south, Texas, Louisiana, Maine, Amazon
8 is scamming you guys. When these people -- when
9 paper mills and facilities go down there, even
10 today, those towns make them pay. The ambulance,
11 they need an ambulance for because they have to
12 respond within five minutes because OSHA
13 regulations. They're scamming you to pay for
14 ambulances. They're scamming you to pay for fire
15 departments. Most of the time down south they
16 make those companies pay 90 percent of their
17 costs. They don't ask for tax incentives.

18 You guys are being scammed. They want
19 \$100 million? Take that \$100 million and give it
20 to companies that bring in jobs that build plants
21 that these union workers can work at and people
22 can make decent living wages. Help these people.
23 Give jobs to people, living wages.

24 And you union people in the back, these are
25 your brothers. You should know better. You

1 should be out there in front of Amazon with them,
2 helping out.

3 Want \$100 million? What do you want to do
4 with it? Why don't you -- we need a four-year
5 university here. Take that and make it for a -- a
6 seed money to put a state campus here. New York
7 State has to build another university somewhere.
8 Go to them, say we got \$100 million. We'll kick
9 in with you. We'll build a university. These
10 guys could be building dormitories, they could be
11 building school buildings. You can go into any
12 university in the State of New York, they're
13 building for years -- lots of jobs, lots of
14 construction jobs, lots of union jobs, good paying
15 jobs. Education for these people to get ahead to
16 go into science fields and really make something
17 of themselves.

18 \$100 million is a scam. You guys got
19 scammed by the CPC product. You go to other
20 states and other locations. Those people are
21 paying \$1 million or \$20 million in taxes rather
22 than \$1 billion. You're being scammed.

23 BY MR. FIORAVANTI: Ms. Fern Locks.

24 BY MS. LOCKS: Good evening, everyone.

25 Thank you for holding the meeting at a decent

1 time.

2 I am here to tell you that I don't think any
3 incentive should be given to a multi-billion
4 dollar corporation like Amazon. You have to be
5 insane to even think about it. There are no
6 benefits going to be brought into this area by
7 this corporation. There are no benefits with --
8 that our children will see in this school
9 district. It's all a ruse. It's been this way
10 for years. It's got to stop. The corruption and
11 the illegalities that are going on amongst these
12 corporations has got to stop.

13 We, the residents, are the ones suffering.
14 Not you the investors that are going to make
15 something from this. Like this gentleman, said
16 there are people living in their cars in the
17 parking lot at that facility because they have no
18 roof over their head. And you feel good about
19 sleeping at night? About giving this corporation
20 that wants to give us nothing at all, just
21 promises and lies.

22 I've been in the system for too long to know
23 that your money does us no good. We don't want no
24 IDA money. We don't want no school money. We
25 don't want any money that you think they're giving

1 as a PILOT program.

2 This facility is not a friendly facility.
3 It is not friendly to its residents. It is not
4 friendly to its towns and has a past history that
5 you should examine and learn about, if you don't
6 know. And I think that this project should be
7 kicked down the road and put somewhere else.

8 A town of 7,444 people should not have a
9 massive facility that benefits absolutely nothing
10 to the residents. What it offers to the town, I
11 don't know. We never had an ambulance before. We
12 didn't need it. We always got to the hospital.
13 Now we have truck traffic. We can't even get to
14 the hospital. All you're doing is ruining the
15 infrastructure of this town. And they definitely
16 do not need our money or Orange County
17 Partnership's money. It's got to stop, and I
18 think the stop should be here.

19 BY MR. FIORAVANTI: Thank you. One more
20 chance for Jose Lopez. Okay.

21 Next speaker is Vincent Rouhutas. Vincent.

22 BY MR. ROUHUTAS: Good evening. My name is
23 Vincent Rouhutas. I serve as the executive
24 director for the Town of Montgomery Industrial
25 Development Agency, and I appreciate the

1 opportunity to speak tonight in support of this
2 Amazon project.

3 BY MR. FIORAVANTI: We can't hear you. You
4 will need to get closer to the mic, sir.

5 BY MR. ROUHUTAS: I appreciate the
6 opportunity to speak tonight in support of the
7 proposed Amazon project in the Town of Wawayanda.

8 With Amazon having one of the facilities in
9 the town of Montgomery, I can confidently speak to
10 the real and measurable benefits this company
11 brings to the local economy. In Montgomery,
12 Amazon has proven to be a valuable partner to our
13 business community and has contributed significant
14 investment to our town.

15 Let me share some numbers with you. In the
16 past year, which is year 4 of a 15-year PILOT, the
17 Amazon facility of Montgomery contributed over
18 \$763,000 in property tax revenue with 479,000
19 going right to the school districts. By the end
20 of that PILOT that's over -- more than \$2 million
21 in direct payments to our taxing jurisdictions,
22 dollars that support our schools, emergency
23 services, and vital infrastructure, which this
24 project will far exceed those numbers for the Town
25 of Wawayanda.

1 Beyond that, Amazon permanent employs around
2 900 people in the Town of Montgomery. With
3 upwards of 1200 people during the holiday season.
4 That's 912 local residents and neighbors with
5 steady paychecks, health care, 401K, and
6 opportunities for advancement through their
7 internal career and management development
8 programs. Amazon pays payroll taxes for those
9 employees -- for each and every one of those
10 employees.

11 Aside from taxes generated and jobs created,
12 each one of those employees spends their earnings
13 in our community. While buying a purchase at a
14 local deli, fueling up at a gas station, or
15 shopping at a small business, which these
16 employees help generate significant sales tax
17 revenue for the town and the county. That ripple
18 effect supports countless local jobs, businesses,
19 and keeps our local economy growing.

20 In fact, the 2023 New York State Comptroller
21 report proves and shows that for every dollar
22 incentive given by IDA, it generates \$7 of taxes
23 to the local community. These are factual
24 numbers.

25 It's easy to cherry pick the tax-saving

1 numbers Amazon may receive from the IDA package,
2 but the truth is these are tax dollars that never
3 existed in the first place. These are not
4 existing taxpayer dollars being given out as a
5 handout. It does not put the tax burden on paid
6 residents in the town. Without this project
7 there's no new revenue, no jobs, no economic
8 activity. The land stays underdeveloped and
9 underutilized.

10 This project with the PILOT will generate
11 wealth in \$90 million of taxes. The Town of
12 Wawayanda and the Minisink School District will be
13 forced to PILOT, which is only \$4 million if the
14 project does not move forward. IDAs allow
15 New York State to remain competitive against other
16 states that have much less tax regulation burden
17 on businesses. IDAs help attract and encourage
18 contracting more strategic investments. It
19 promotes job creation. That's exactly what this
20 is. This project will be the most advanced
21 robotic logistics center in the country that will
22 employ over 750 people. It's also extremely
23 important to know that any project that receives
24 any tax incentives are held accountable so the job
25 creation numbers and also must comply with the

1 IDAs local policy, which requires any IDA project
2 to hire a minimum of 85 percent local labor to
3 build and construct these projects, prevent them
4 from bringing out of town labor for far less
5 wages, and support local labor, which is a
6 significant portion of our community. And they're
7 hardworking tradesmen that rely on these jobs to
8 help put food on the table for their families.

9 BY MR. FIORAVANTI: Another ten seconds,
10 please, sir.

11 BY MR. ROUHUTAS: The IDA's tax incentives
12 help private development that wouldn't happen
13 otherwise. In return, our community sees far
14 greater and long-term investments with short-term
15 savings and the accompanying legacy. Without a
16 strong business community --

17 BY MR. FIORAVANTI: Mr. Rouhutas, I've got
18 to cut you off. I'm sorry. I want to be
19 respectful.

20 BY MR. ROUHUTAS: Thank you.

21 BY MR. FIORAVANTI: Thank you for your
22 comments.

23 BY MR. ROUHUTAS: I appreciate that.

24 BY MR. FIORAVANTI: Next is Todd Diorio.
25

1 BY MR. TODD DIORIO: My name is Todd Diorio,
2 and I am president of the Hudson Valley Building
3 Construction Trades Counsel. I represent 29 local
4 trade locals and about seven thousand members, a
5 lot of them in the County of Orange.

6 And in the essence of time, we had a lot of
7 other people -- tradesmen that wanted to speak.
8 You see them back there. We told them not to
9 because we're covering a lot of it as union reps
10 so we could have drug this out until midnight
11 tonight, but in the essence of time, we are not
12 going to do that.

13 Jobs -- want to talk about a couple of
14 things, and I took some notes. So I'm a little
15 over my original thoughts here. Jobs during
16 construction, we're looking at a thousand
17 tradesmen at peak. We're looking at one million
18 plus union construction hours. That means about
19 \$100 million in union wages and benefits during
20 this project from the largest construction project
21 that we've built-in Orange County and the policy
22 85 percent local labor. So we're guaranteed that
23 85 percent of the people on that project will be
24 from the local communities.

25 I'm going to skip to jobs after construction

1 because the numbers are all over the map on what
2 people are really getting paid, what they are.
3 And all due respect to you guys, as Matt said, I
4 would talk to you later. Maybe come in and talk
5 with the building trades and see how we can work
6 to get you guys some better wages, whatever we
7 have to do. We have a lot of organizing campaigns
8 going on.

9 The economic impact --

10 (Interruption from the audience.)

11 BY MR. FIORAVANTI: Continue.

12 BY MR. TODD DIORIO: Five hundred million in
13 construction costs and we'll have that billion
14 dollar impact on the local community. And what
15 everybody is missing here, and they're misinformed
16 a little bit, nobody is giving Amazon money.
17 Amazon is actually going to be paying money.

18 And some important numbers, if this project
19 is not developed, it will be \$4 million over 20
20 years. If it's developed with the PILOT, this is
21 a 20-year PILOT, it's 103 million. 65 million to
22 the school over 20 years, and in the 21st year,
23 9 million a year for the school district. That's
24 a lot of money. And on the 21st year, over
25 12 million in total with taxes.

1 And, again, we have to take this into mind.
2 I know everybody's not a big fan of Amazon and how
3 they maybe treat people. But regardless of who
4 the applicant is, they are entitled to the same
5 benefits under the IDA. And we need the IDAs to
6 keep us competitive, as somebody said before, with
7 New York. New York is a tough place to do
8 business. I see it all the time. I had personal
9 deals with Amazon during this for the last two and
10 a half years with the developer. They are looking
11 at other sites, the one in Jersey, one in upstate
12 New York, and another one in Orange County.

13 A lot of the anti-PILOT speakers that I
14 spoke about just -- I don't think everybody
15 understands and they realize that we're not giving
16 people money.

17 (Interruption from the audience.)

18 BY MR. FIORAVANTI: Please, please, sir.
19 Please. We're asking.

20 BY MR. TODD DIORIO: We're going to increase
21 taxes by \$100 million. And, again, I want to
22 defend the supervisor who was out there fighting,
23 again, for whatever she can get. She knows this
24 project is probably going to happen. She's
25 working hard with the IDA to get community

1 benefits. And the town board, the planning board,
2 and the zoning board, they have put Amazon and the
3 developer Scannell through the hoops on this, I
4 mean, they have crossed every "T," dotted every
5 "I." This has been going on for three years.

6 Lastly, I'm very disappointed with our local
7 senator Skoufis, his stance, his persuasion, and
8 his political play on this. He's been a friend of
9 mine, a personal friend of mine, but he's already
10 won his political battle in Albany and he got his
11 monitor appointed to the IDA. Let the appointed
12 monitor veto the PILOT if Amazon doesn't meet the
13 guidelines.

14 And, again, somebody keeps talking about us.
15 We are local taxpayers. And I mean, like I said,
16 Amazon has some -- so we are in total support. My
17 guys need these jobs. It's important. We're
18 talking about a million man hours.

19 And thank you.

20 BY MR. FIORAVANTI: Thank you, Mr. Diorio.
21 Next up is Conor Eckert.

22 BY MR. ECKERT: Good evening. Conor Eckert,
23 president and CEO of the Orange County
24 partnership. I am here tonight to speak in
25 support of this project for a few reasons; and I

1 think when we work on a project of this scale,
2 it's critical that we approach it from a data
3 driven perspective -- this scale, this velocity.
4 And I want to give context first.

5 So the project, I think, makes sense because
6 we are redeveloping an active heavy industrial
7 site into a modern, high-tech innovation site, I
8 would say -- the most high-tech supply chain
9 logistics facilities in the country, as someone
10 said this morning. But from a data driven
11 perspective, if this project moved forward, we
12 will see a cumulative -- a direct and indirect
13 jobs on construction permanent of 2,427 jobs and
14 that means indirect -- and when we say indirect
15 it's supporting service workers, small businesses,
16 gas stations, cafes, coffee shops, it's going to
17 stimulate the surrounding economy. Not just with
18 direct jobs, by direct jobs we're talking a
19 minimum 750 and hundreds of well-paying
20 construction jobs building this facility.

21 Now, when you look at the cost and benefit
22 analysis, this is a critical piece. You're
23 looking at the local and state benefits that have
24 been tabulated by a third-party analyst. It's
25 856 billion as opposed to the cost, which is

1 around 116 million. That's a 7 to 1
2 benefit-to-cost ratio, meaning the benefits of
3 this project outweigh the cost of the incentives
4 by sevenfold.

5 Now, industry standards anything better than
6 1 to 1 is a good deal for the community. 7 to 1
7 is substantial. Now, when you look at, again, the
8 context of the site, right, you're looking at
9 \$12 million in investment and offsite improvements
10 to expand and improve the existing road conditions
11 in the community. You're looking at a
12 \$600 million investment. Perhaps the largest
13 job-creating investment in the history of the
14 county. And I have the pleasure of doing economic
15 development, and we work with different companies
16 every day. And there is intense competition for
17 projects of this scale across the country,
18 particularly in the northeast.

19 Now, when you look at markets like Orange
20 County, we're sitting pretty high -- Hartford,
21 Connecticut; Northern Delaware. You're looking at
22 Exit 8A in Jersey in Mahwah. These are
23 competitive markets -- high-end industrial markets
24 that service the same super markets. Therefore
25 these incentives from the Northeast perspective

1 become critical to secure projects. But we're
2 also competing with projects -- states that offer
3 incredibly low taxes, sometimes free land on
4 shovel-ready sites. So the incentives are
5 absolutely mission critical to attract these
6 projects.

7 So, in closing, I see a benefit-to-cost
8 ratio that is substantially larger than the cost
9 by sevenfold. I see a \$600 million investment. I
10 see a catalytic investment that creates over 2000
11 direct and indirect jobs. It puts local men and
12 women to work. Amazon offers to me opportunities
13 by way of workforce benefits, Amazon Career
14 choice, including partnership with Suny Orange.
15 So, all in, this is a catalytic job creation
16 project that gets the community back and working
17 and also starch our economy from construction and
18 tax revenue and from a permanent job space
19 perspective \$90 million in new tax over the course
20 of the PILOT as opposed to \$4 million if project
21 this project does not move forward. That's
22 4.5 million in new taxes every year over the life
23 of the PILOT. That's a substantial shot in the
24 arm.

25 And might I add, in closing, the fire

1 district and the ambulance district are exempt
2 from the PILOT. That's full boat taxes and public
3 services equated in all to 90 million over the
4 course of 20 years. That's new money to the
5 community critical for growth.

6 Thank you.

7 BY MR. FIORAVANTI: Thank you.

8 Next up is Tom Gandolfini.

9 BY MR. GANDOLFINI: Good evening, members of
10 the board. My name is Tom Gandolfini. I was born
11 and raised in Hudson Valley. And after graduating
12 high school, I joined a local construction union.
13 I was able to raise my family on construction jobs
14 just like this one. I've attended many of these
15 public hearings as an apprentice and throughout my
16 career supported these projects. And I can tell
17 you that I was -- I was raised with these
18 projects, and I was able to raise my family with
19 these projects.

20 Now for my job, I attend many career and job
21 fairs at local high schools all throughout Orange
22 county. We -- we encounter hundreds of -- of high
23 school seniors that are looking for opportunities.
24 Where -- we are looking to give these high school
25 graduates opportunities in the construction field,

1 and projects like these are what make it happen.

2 So I am proud to say that I support this
3 project. I support the IDA incentives that it
4 entails, and I appreciate the work that you guys
5 do. So here I have from the letter from
6 Assemblyman Brian Maher. I would just like to
7 read a little portion of -- of what he wrote.

8 "It is very natural to think of one of the
9 richest men on the planet and ask why Jeff Bezos
10 needs a tax break. I think we all agree that he
11 does not.

12 "The devastating business climate in New
13 York State is to blame for the necessity of
14 financial incentives being used to attract some
15 large-scale developments to our communities. The
16 development community is watching this process.
17 We want developments that are advanced
18 manufacturing or high-tech opportunities. We all
19 want higher-paying jobs. Those types of
20 businesses will be more likely to come to Orange
21 County if they know the process by which their
22 projects are approved are built on trust, truth,
23 and good faith. This is what's happening within
24 the business climate. If projects like this are
25 run out of town, we're going to lose other

1 manufacturing jobs that potentially could be
2 coming here in the future."

3 So I am proud to say, I've worked here.
4 I've worked on these projects. I've attended many
5 of these meeting. A lot of them, there's a lot of
6 controversy. But myself and many construction
7 workers in this room and thousands of construction
8 workers in Hudson Valley benefit from projects
9 like this.

10 Thank you.

11 BY MR. FIORAVANTI: Thank you, sir.

12 Next is Jeff Diorio.

13 BY MR. JEFF DIORIO: Good evening. My name
14 is Jeff Diorio from Local 17 Laborers. I'm a
15 business manager, and my job is to put food on the
16 table for my members.

17 There's no doubt in my mind that this
18 project will do that for many other trades and the
19 local taxpayers that live here. This project will
20 only help the area with jobs, full time and part
21 time. That's approximately 750 jobs with good
22 starting pay, benefits included. Be honest,
23 amazon is our friend. They donate to many causes;
24 pay a lot of money in taxes to towns, fire
25 districts, and schools. Everyone loves to place

1 an order with Amazon and have it delivered within
2 one day but don't want to move back here. They
3 were built here or Pennsylvania. Let's not push
4 them in that direction. And I'm in support of the
5 PILOT program.

6 Thank you.

7 BY MR. FIORAVANTI: Thank you, sir.

8 Next is Chris Harrison.

9 BY MR. HARRISON: Good evening. My name is
10 Chris Harrison. Thank you guys for giving me an
11 opportunity to speak.

12 I work for Advance Testing who are a local
13 testing and inspection company. We've been in
14 Orange County for about four years. And we have
15 175 employees, many of which we live in Orange
16 County.

17 We're here to support the project. We
18 believe that -- it's hard to go last towards the
19 end because you've heard all the good stuff. But
20 just to reiterate the jobs, the loss of
21 \$18 million if we do bring the project here, I
22 mean, looking at other reclamation projects in the
23 area we think that this is vital to bring
24 something to the community that's going to be
25 beneficial and bring the taxes.

1 So thank you guys and thank you for the
2 opportunity.

3 BY MR. FIORAVANTI: Okay.

4 Next is Randolph Hurst.

5 BY MR. HURST: Yes. Good evening my name's
6 Randolph. I'm a disabled veteran. I also served
7 during the Vietnam war and the 1st 67 Air Israeli
8 War. I am a resident of Wawayanda for over
9 40 years.

10 First of all, I'd like to point out that
11 this is not a responsible growth project. And
12 John Razzano, Denise Quinn have sold us out during
13 the CPV project, and so did the IDA. And they're
14 doing the same thing again. Karl Brabenec does
15 not speak for or represent the welfare of this --
16 of his constituents or this community.

17 Having said that, I want to say this. I
18 find it inconceivable and abhorrent that Amazon, a
19 \$2.25 trillion corporation that grossed
20 \$59 billion in 2024, is asking the taxpayers of
21 this county to subsidize their warehouse project
22 with millions of our taxpayer dollars. In
23 addition to this, Orange County weighing on the
24 taxpayers will be responsible for costs, for
25 infrastructure support, road repair, emergency

1 response and so much more.

2 It is not enough that the IDA and Wawayanda
3 republican administration in this town betrayed
4 Orange County residents and the people of this
5 town with CPV and a power plant that emits
6 millions of tons of toxic carcinogenic greenhouse
7 gases annually jeopardizing the health and welfare
8 of all Orange county residents and exacerbating
9 the climate change. Now we are asked to support a
10 project that will add 2800 vehicles and 570 diesel
11 tandem trucks daily. That will further harm our
12 families health and lives and increase climate
13 change, not to mention the safety of our children
14 who are going to be going to school on the buses
15 on these roads.

16 You know, supporters tell us that this
17 project is about jobs. These jobs that they're
18 talking about are temporary jobs. They built this
19 project, and they're out of here. Why not build
20 grocery stores? We don't have a decent grocery
21 store in this town. People have talked about
22 things that they could build, daycare, senior
23 housing, affordable housing. That's what's needed
24 in Orange County, not an Amazon warehouse.

25 I do not support this project. I ask you,

1 do not support it. Amazon does not need or
2 deserve tax abatements or PILOT sales tax
3 exemptions. And this project should never be
4 built in this town. It should not be built in
5 Orange County. Take that elsewhere.

6 BY MR. FIORAVANTI: Thank you, sir.

7 Next is Joseph Finnellan.

8 BY MR. FINNELAN: Hello. How are you? My
9 name is Joe Finnellan. I live in Wawayanda. I'm a
10 real estate developer and local landlord, blue
11 collar kind of guy. With the carpenters back
12 there. I oppose the tax incentives, though. Out
13 of all the houses I flipped and built and rented
14 out, I had to pay taxes, income taxes, property
15 tax on every single one of them so I don't believe
16 that just because they're a big corporation Amazon
17 should get a break. A family member not too close
18 down in Canton Creek, they got a PILOT. And I'm
19 not sure if you guys are aware of what the PILOT
20 really is, but you don't have to pay property
21 taxes for a pretty long time on that over on Caton
22 Creek.

23 But I suggest, just like every other person
24 has to pay taxes, property taxes, whether they're
25 a war veteran or a senior citizen on a fixed

1 income, they still have to pay. As far as Amazon,
2 guys, they're probably coming regardless. So we
3 shouldn't make it where they don't have to pay as
4 many taxes. They're going to come. They're a big
5 corporation. If they want to be here, they're
6 going to be here. As far as enticing them, you
7 know, there's two sides to every story. It seems
8 like the side -- the carpenters they go, We want
9 to entice them and give them the incentive so that
10 they come here. They don't go elsewhere.

11 Guys, they're coming here as a strategic
12 location because of the amount of consumers in
13 this area. They're not coming here because, Oh,
14 they're going to give us a tax incentive.

15 BY MR. FIORAVANTI: Sir, please direct up
16 front.

17 BY MR. FINNELAN: Oh, I'm sorry.

18 Yeah. Well, that's what I'm saying.
19 They're not going to come here as a tax incentive.
20 They're still going to come here. So the IDA
21 you're playing poker with Amazon. We're going to
22 say, No, we're not giving it to you. We're taking
23 the full revenue, and we know you're still going
24 to come here. You're not going to tell them that
25 to their face, but that's exactly what's going to

1 happen.

2 As far as Amazon, do they deserve this tax
3 incentive so great? I don't think so. This isn't
4 a manufacturing facility paying people \$30, \$35 an
5 hour. This is moving around packages. This is
6 people making \$17 to \$23 an hour. You cannot
7 become a homeowner from that. It's not prosperous
8 wealth from that.

9 The whole thing with the PILOT is to reward
10 a company for bringing higher paying wages so
11 wealth can be dispersed throughout the community.
12 That's not going to happen here. A lot of these
13 people that are going to be working here are going
14 to -- they're not going to be able to afford to
15 buy a house. They might split a two-bedroom
16 apartment, split. They're not even going to be
17 able to afford to rent an apartment on their own.
18 So the fact that this reward that you guys have --
19 and you do have a reward, and they don't qualify
20 for it.

21 It should be per perspective. Who is the
22 best candidate? What are you going to pay your
23 people? What is the history of your company? And
24 is Amazon still probably going to come, yeah, they
25 are, even if we don't give you the tax incentives.

1 So it might as well take the tax revenue and go on
2 with it.

3 And that's why I say -- by the way, I
4 already get my packages in one day anyway. So I
5 know that they're, you know -- they're going to do
6 it anyway. This is the Incredible Hulk versus the
7 little mouse.

8 And that's all. Thank you.

9 BY MR. FIORAVANTI: Thank you.

10 Next up is Jacob Blake -- Jacob Blake.
11 Okay. We'll move to Pramilla Malica.

12 BY MS. MALICK: Yeah. Oh, is it possible to
13 turn A/C down? I'm, like, freezing.

14 BY MR. FIORAVANTI: It is chilly. It's
15 helpful up here, but...

16 BY MS. MALICK: My name is Pramilla Malick.
17 I'm a chair of Protect Orange County.

18 Uh, Conor, we're not an industrial market.
19 We are a protected agricultural and residential
20 district. So let's just clear up that.

21 My group objects to using to using our tax
22 dollars to give corporate welfare to Amazon to
23 \$2.3 trillion company, and I would like --

24 (Reporter interruption for preservation of the record.)

25 BY MS. MALICK: So I would like to know

1 from the IDA and Amazon why the rush? Could it be
2 that most residents who will be directly impacted
3 don't know about this yet? After May 14th public
4 hearing, residents could not enter the town hall
5 to even hear or listen, let alone participate.
6 But the planning board, under pressure from
7 Amazon, closed the hearing anyway.

8 Last week Amazon was pressuring the board to
9 issue a negative for a 3.2 million square foot
10 warehouse and now wants to use 9.5 megawatts of
11 power requiring a new substation and transmission
12 lines. That is three times the power used by all
13 of Wawayanda, all with no environmental studies,
14 no real studies of pollution, noise, traffic, and
15 most importantly power consumption and impact on
16 the grid and its combined impact along with truck
17 traffic and air quality.

18 This IDA is the same body that gave tax
19 subsidies to CPV, a company that grossed
20 \$189 million annually from ratepayers. That is
21 us, without even a glance at the environmental
22 impacts. As the result, we have gone from a
23 moderate ozone area to a severe ozone area with
24 air quality now being as bad as New York City.
25 And we have documented that people are indeed

1 getting sick. Look at Randy, that's one. Fern is
2 another.

3 The IDA -- now Amazon is peddling a false
4 claim that it is a net benefit without any
5 consideration for the real socialized cost as well
6 as individual cost. According to the year census,
7 the average household income for Wawayanda is
8 \$150,000. 90 percent of these jobs will be at,
9 what, \$15 to maybe \$20 an hour. That's \$21,000
10 annually.

11 They can't afford to live here. Where will
12 they live? They'll need subsidized housing and
13 indeed at that income all of their basic needs
14 will be subsidized by tax payers -- food, housing,
15 health care, and most importantly education. Now
16 it costs an average of \$19,000 a year to educate a
17 child. If a third of these workers put children
18 in school, who will pay for them, the residents,
19 of course, taxpayers.

20 Health care -- the total pollution of 570
21 trucks per day, not counting cars, is about
22 3.5 million pounds of CO2 admissions annually.
23 Greenhouse gases means pollution, and pollution
24 causes asthma, heart disease, lung cancer, and
25 premature deaths. It costs \$3- to \$7,000 per year

1 to treat a child with asthma, and now add to that
2 CPV pollution of 2.1 million tons of CO2 annually.
3 Asthma rates will rise exponentially.

4 BY MR. FIORAVANTI: Ms. Malick, I'm going to
5 ask you to wrap it up and not to mention bring it
6 back to incentives, please.

7 BY MS. MALICK: But I am getting --

8 BY MR. FIORAVANTI: Okay. I'll give you a
9 few more seconds.

10 BY MS. MALICK: You have to weigh cost
11 versus benefit, and you're not looking at the
12 cost. That's what I am talking about.

13 So who will pay for that? Who will pay for
14 that child with asthma? And, indeed, a university
15 study on seeking similar pollution found that it
16 costs \$900 million per year in health care costs
17 and infrastructure damage per a year.

18 BY MR. FIORAVANTI: Miss, ten more seconds,
19 please.

20 BY MS. MALICK: By that analysis Amazon's
21 warehouse will cost society \$670 million dollars
22 annually in health care costs and infrastructure
23 damage.

24 So I say, no Amazon. No Frac-a-zon.

25 BY MR. FIORAVANTI: Thank you, ma'am.

1 Next is James Ruiz.

2 BY MR. RUIZ: Hello. My name is James Ruiz,
3 I live on Kirbytown Road.

4 Things I wanted to talk about: I want to
5 talk about how this is corporate welfare at best
6 and class warfare at worst. A 20-year PILOT for
7 \$100 million is absolutely ridiculous, especially
8 with everyone else that has spoken, especially the
9 union workers.

10 Amazon is the wealthiest company -- is one
11 of the wealthiest companies within the United
12 States. Their current net worth is roughly
13 \$2.3 trillion as of June 8th of 2025. For this
14 tax break, taxpayers will be paying all the real
15 costs for infrastructure support, emergency
16 response, and probable need.

17 And it should be known that Amazon is not a
18 pro-union company. They're well known for union
19 busting and working conditions for Amazon workers
20 that are extremely exploitative, as heard from the
21 other union -- as heard from the other Amazon
22 employees currently working in Amazon warehouses.
23 Do not bring this.

24 Do not bring these kinds of jobs here. They
25 are not -- they are known to be antitrust and

1 anti-union. No Orange County residents should
2 have to face this level of workplace exploitation.

3 Thank you.

4 BY MR. FIORAVANTI: Thank you.

5 Next speaker is Chris Healy -- Chris Healy.
6 Take your time, sir.

7 BY MR. HEALY: Good evening. My name is
8 Chris Healy. I'm a resident of the Town of
9 Goshen. I am old enough to remember the original
10 intent of the Industrial Development Agency to
11 bring in -- incentivize businesses to come to
12 Orange County and build.

13 As I look at this project, the incentive's
14 in ground. It's already there. It's location,
15 location, location. As a previous speaker did
16 mention, this is about logistics. Amazon, aside
17 from not needing the money at all, needs the
18 location. Giving them any money means nothing to
19 them, but it means everything to the residents of
20 Wawayanda. \$100 million is their lunch tab. But
21 \$100 million to the residents is infrastructure.
22 It's fires, police. It's road repair. We are
23 talking about corporate welfare, and they just
24 don't need it. You're shifting the burden of
25 running a town -- the cost, you're shifting it off

1 of these businesses to the residents. It hurts
2 us. It hurts everyone in Orange County when you
3 do this, and it's unsustainable. Every dollar
4 that you forgive a corporation from paying is
5 money you're stealing from the town. It's theft.

6 Thank you.

7 BY MR. FIORAVANTI: Thank you, sir.

8 Next up is Sherri Kasow -- Sherri Kasow.

9 BY MS. KASOW: Good evening. Thank you. I
10 just want to say that the Amazon project is very
11 short-sighted. These Amazon workers, the ones
12 that they bragged about might be seasonal, a lot
13 of them are nomadic. They come. They go. They
14 don't get a good salary. They don't get health
15 care. They use our services. They're going to
16 drain our police, our fire, our hospital, our
17 urgent cares. They're just going to be a tax on
18 our system. Amazon's competing with our local,
19 small business stores, they have driven out a lot
20 of our businesses. That will continue. Giving
21 them modern tax breaks to a billionaire who wants
22 for absolutely nothing will leave our roads, our
23 resources congested, our pollution neglected, and
24 the detriment of our county. We will be
25 subsidizing the Bezos and Amazon the empire at our

1 local expense.

2 I don't pay taxes. Who do I talk to? And I
3 certainly don't want to pay Jeff Bezos taxes and
4 subsidize him. He's got a rocket ship to nowhere.
5 He's got drones, robots, and AI, newspaper and
6 he's censored a lot of his journalists. He does
7 nothing for the town, our community, or our
8 country at this point. He's got presidential
9 access, and he's going to get more tax breaks for
10 him. We don't need this.

11 BY MR. FIORAVANTI: Thank you, ma'am.

12 Last name on the list is Alice Giro.

13 BY MS. GIRO: I'm Alice Giro, and I live in
14 the Town of Walkill. And I think this should be a
15 no. They should not get any tax breaks they
16 should even come here because they're not going to
17 do anything for the area. They'll just make a
18 mess. I mean, we heard people talking about how
19 bad the workers are treated and that union. There
20 is no good benefit for this company coming here
21 and certainly not to get tax breaks.

22 Thank you.

23 BY MR. FIORAVANTI: Thank you, Ms. Giro.

24 One last call for Jacob Blake.

25 Yes, you can come up.

1 BY MS. HEINES: I want to thank the IDA for
2 answering my questions. I called because I had a
3 lot of questions. So I appreciate that and taking
4 time to do that.

5 BY MR. FIORAVANTI: Sure.

6 BY MS. HEINES: I do have another question
7 about why we are having this hearing now when the
8 planning board and the zoning boards of Wawayanda
9 have not approved this project because we do have
10 to talk about what the project is about before
11 giving them the money. So that's a little
12 confusing to me.

13 I have a house that is 250 years old. I
14 hope it will be here for another good amount of
15 time, but now I'm worried because we will have a
16 different character to our community. 24/7 --
17 just imagine 24/7 people working in your community
18 not even a mile from my house. What this will
19 do -- the noise, the light pollution, the traffic.
20 I mean, they will be going on my little road for
21 sure.

22 I also see this project, unfortunately, as a
23 gateway -- a warehouse gateway. There are eight
24 more warehouses in a dump, right -- transfer
25 station, maybe you want to call -- that are right

1 behind this that will feed off of this project.
2 We need to consider that.

3 If Amazon is supposed to be so good for our
4 area, why have they hidden this project until
5 about a month ago? And they use the codename
6 "Bluebird." Nondisclosure was not because they
7 were afraid of competition but because they were
8 afraid that we would see them for who they are,
9 which I believe is to take advantage of us.
10 Amazon finds towns that are susceptible to their
11 control and take over and secretly work behind the
12 scenes. I think they're doing all the AI stuff on
13 their computers, and I've learned a lot.

14 There seems to be no concern for the impact
15 or for the benefits for the community. They prove
16 this again and again right here by asking for huge
17 tax cuts even before they're approved by the town.
18 Back in March, they asked for 120 million and
19 reduced taxes in ways that only benefit them. The
20 only other idea that I heard is that they might
21 subsidize an ambulance bay, which I now found out
22 that they need for OSHA requirements.

23 We're supposed to help build their business.
24 In return, we get jobs that treat people in
25 inhumane ways until they're totally taken over by

1 robots. They're shoving a massive project down
2 our throats very quickly. There are so many
3 problems with this proposal and one of the biggest
4 is it's smoke and mirrors. What assurance do we
5 have that what they propose will be fulfilled?
6 Are they signing a contract? Is there anything on
7 paper for this saying that they will do this?

8 I know that it's been mentioned that there's
9 a monitor. I'm not sure how that plays into it.
10 But for 20 years, that's a lot of monitoring.
11 They will get their money, and there is nothing I
12 feel like that binds them that we can see. So
13 basically they can say and claim anything they
14 want and take the money and run, and I think this
15 is what they'll do in 20 years. I think they'll
16 pack up and go to another location. They'll need
17 a new facility by then.

18 This is not a long-term investment in our
19 community, and that is more of a calculated
20 destruction of it. Somebody talked here about --
21 I believe it was Mr. Eckert -- about a catalytic
22 job creator. I believe this would be a catalytic
23 community destroyer.

24 BY MR. FIORAVANTI: Thank you, Ms. Heines.

25 One more time for Jose Lopez. All right.

1 We've got through everyone that I see on the
2 list. Oh, I got two more. I'm sorry Christian
3 Brunelli from the last list we had. Christian
4 Brunelli.

5 BY MR. BRUNELLI: Hi. I am Chris Brunelli.
6 I used to sit on a board of education in this
7 county, although I am not speaking for that board.
8 You asked people to talk about the incentives
9 because I think you also discussed tonight about
10 the benefits or costs of the project as a whole
11 and not about what the incentives is due. You can
12 think about incentives because you have a great
13 business idea that this is cash strapped and
14 therefore needs an incentive to get it off of
15 ground and, therefore, the benefits will come
16 later. So does anyone seriously think that Amazon
17 is cash strapped or capital strapped in their
18 ability to do this project? And there I would
19 think the answer is no. And your incentives
20 wouldn't make any difference in that. As other
21 people have said, we have to think about what kind
22 of business this is. The distribution business,
23 it's a logistics business. The advantage is
24 proximity, which means that you might want to give
25 someone an incentive because they have two

1 different locations, one they might prefer and
2 another one; and you want them to bring it to your
3 location. But then Amazon wants the location
4 because proximity to a wealthy consumer community
5 in the Hudson Valley and no other incentive is
6 going to change that or make it more economic
7 sense.

8 My last point is about, you know, this idea
9 of ratables. Historical experience kind of says
10 that whatever benefits ratables bring, they eat up
11 by all the costs of servicing those ratables.

12 Now let's move forward to two last points.
13 I work in a school district that has an Amazon
14 warehouse, an IBM campus, a Galleria, and a Gap
15 warehouse. Despite all those different
16 advantages, it still manages to spend the least
17 per pupil of any school in Dutchess County. And I
18 think that shows you what will happen to the
19 benefits to the community, it's they don't really
20 materialize in the long run.

21 I'll conclude: 250 years ago Adam Smith
22 kind of wrote a long book about what makes a
23 community wealthy. And a lot of people read the
24 first few pages about the invisible hand and the
25 division labor, but almost all that book is about

1 all the different subsidies and schemes that
2 businesses go through that actually make a
3 community less wealthy.

4 Now to summarize, kind of just touching on
5 that it says, "people of the same trade seldom
6 meet together, even for merriment or diversion,
7 but the conversation ends in a conspiracy against
8 the public, or some contrivance to raise prices,"
9 and I ask you not to do that.

10 BY MR. FIORAVANTI: Thank you, sir.

11 Raymund Otte.

12 BY MR. OTTE: Good evening. My name is
13 Raymund Otte. This is my beautiful wife, Diane.
14 We live right in front of the big Amazon building
15 going in real soon. We've been living there for
16 23 years. We have farm animals. We've raised six
17 kids there, put them all through school through
18 here.

19 And it used to be a beautiful little country
20 town. However, Sepiro (phonetic) sold it to Nick
21 Fitzpatrick, and now it's a big quarry. And it's
22 actually a disaster to us. It pretty well ruined
23 our house. Our house is 132 years old. The
24 foundation is all cracked. The foundation -- the
25 basement always leaks. I got to jack up the house

1 now and put a new foundation in, beside that.

2 Down in Stony Point where we grew up, the
3 same thing happened, you know. They brought in a
4 bunch of big places, new fire department, new fire
5 trucks, a new police department, everything. Our
6 taxes went up, like, 32 percent.

7 And I learned from there and moved up to
8 Chester and, they put in all them warehouses and
9 everything. They said, Oh, yeah, we're going to
10 be, you know, getting big tax breaks, no. No big
11 tax breaks or anything. The big warehouses and
12 everything went in, and our taxes end up going up.
13 The new firehouses, new fire trucks, new cop cars,
14 new cops. I'm telling you, I learned from there
15 and what people are going to be paying, it's
16 coming.

17 They're putting a water line up through the
18 railroad tracks. They're putting in all new
19 railroad tracks, and we're all getting a new water
20 line -- water bill coming soon, okay. Before they
21 build this building, we're getting a water line
22 coming up through the railroad tracks from
23 Middletown. It's coming up and down Route 6, and
24 you're getting a water bill soon. So whether you
25 want it or not.

1 Okay. You know, this quarry here, it was
2 supposed to last for two years, three years, and
3 it was supposed to be a 1.2 million. And now it's
4 a 3.2 million or some crazy stuff. And besides
5 that there's two other buildings going on that
6 site two warehouses. It's just out of control.

7 And like we said about the power plant down
8 there. That has 250 full-time jobs. I drive by
9 there. You only seven or eight cars in there.
10 Okay. Separate cars so 250, yeah, that was
11 temporary like this one here if this goes through.

12 Just the pollution alone, what I have to
13 deal with -- okay, I had to go back to Westchester
14 Medical Center because my leg got infected, and
15 they went in there and said that there's a lot of
16 like sand and stuff in my leg. I had a very bad
17 accident, and I had to go get it all washed out
18 and stuff in the burn unit and what it was from,
19 every day in our driveway the dust from the quarry
20 and stuff. You can write your name every day. Go
21 through the car wash. The next day by noontime
22 you write your name in the car from the dust.
23 Nobody cares. The pollution, the noise -- okay,
24 they open the quarry at 5:30 in the morning, and
25 then they let them trucks line up out there

1 from -- because they run back and forth to the
2 city they overload the trucks and so this way they
3 can beat DOT. DOT starts usually around 7:00, and
4 so then they get out of there.

5 And get back to the city so they don't get
6 overload tickets. Preparation there, terrain and
7 traffic. Traffic is horrendous. Trucks lined up
8 is crazy. It's at least 250 dump trucks a day,
9 quad axle. And we gotta breathe that in. We have
10 three machines around our house. And I got to
11 rinse out filters once a week. The stuff we have
12 to breath in.

13 My wife, eight times she's coming in from
14 feeding the animals with her nose bleeding. My
15 wife's very, very healthy. Never had no problems.
16 Now she does. She can't even talk right now. Say
17 hello. Say hello.

18 BY MS. OTTE: I have laryngitis right now.

19 BY MR. FIORAVANTI: Mr. Otte, another 20
20 seconds, please.

21 BY MS. OTTE: Yeah, okay. I'll be out of
22 here in twenty seconds. Purchased 22 years ago.
23 Union workers -- you know, we feel for the union
24 workers and everything, but they're going to be
25 out of here as soon as a place is built and

1 everything.

2 The people making 20 bucks an hour, \$23 an
3 hour, you know, they're just temporary. That
4 ain't going to do nothing for us around here and
5 give them a tax break. What are you people?
6 Crazy? He's the third richest man in the world.
7 He don't need no tax break. Come on, folks.
8 Okay. Thank you. Good night. I mean, think
9 about what the hell you're doing, please.

10 BY MR. FIORAVANTI: Thank you, sir.

11 Is there anyone who has not had a chance to
12 speak who would like to speak?

13 Yes, please. Come to the mic. Say your
14 name.

15 BY MS. HOWARD: Hi. I should have been on
16 the list because I put my name on the list. Dina
17 Howard.

18 BY MR. FIORAVANTI: Okay. I'm sorry if I
19 skipped you. I apologize. I may have skipped one
20 or two.

21 BY MS. HOWARD: That's fine. So, listen,
22 this project has nothing to do with jobs and
23 unions. Residents here are finding it hard enough
24 to pay taxes, school, and home. Now you are
25 giving Amazon a free tax break, and the residents

1 are paying for it. If you haven't noticed, many
2 residents are moving out because they can't afford
3 living here anymore. I have lived in Orange
4 county my entire life, and what's been happening
5 in Orange county is totally absurd. We are being
6 sold out.

7 Why don't you help out companies and stores
8 here now? Help us. Help BOCES so that kids here
9 can have -- the kids here now would have the good
10 paying jobs with futures that they can be proud.

11 Senior complexes where parents can stay with
12 their kids and take care of the grandkids. I
13 don't know where you live, but I guarantee you
14 it's not around here. I oppose this project, and
15 I think you should reconsider and giving Amazon in
16 our dollars isn't only disgusting, but absurd.

17 BY MR. FIORAVANTI: Thank you.

18 Anyone else that hasn't had a chance to
19 speak that would like to?

20 Please, sir. State your name please.

21 BY MR. LAND: My name is Ward Land, and I
22 live on Gingham (phonetic) Road here and Slate
23 Hill. I was a teacher in this school district for
24 28 years. And what I've listened to here tonight
25 I've learned something from all my peers in my

1 community. And there's something you don't get.
2 This is a community, and we are blocking it from
3 becoming something that is humanistic and valuable
4 to its members.

5 I'm curious of what's going on. I know so
6 many people here. Carl Grabner (phonetic) was
7 the -- was the kid in the other club about
8 democracy that I created a Democrat Club for in
9 this school. And I say that he's just as
10 insensitive as he was then about community.

11 I needed to say something because I really
12 want to see change in this community. I want
13 investment in it. What happened to the library
14 that was proposed? Go to Warwick. There's a
15 gorgeous library. Everybody goes there. And what
16 do we have?

17 As long as we don't sustain things that
18 matter to us as families and community, we are
19 losers, and I don't want to be a loser.

20 BY MR. FIORAVANTI: Sir, can I ask you to
21 spell your name again so we have it for the
22 record.

23 Ward Land, W-a-r-d-l-a-n-d.

24 BY MR. FIORAVANTI: Thank you very much.
25 Would anyone else like to come forward?

1 State your name.

2 BY MR. HUNTER: Good evening. My name is
3 Stephen Hunter. I live at the top of McBride Hill
4 off to the side. My place is the Maple Long Farm.
5 I've lived in Slate Hill, which is a hamlet of the
6 town of Wawayanda since October 10, 1966. My
7 family has been here since 1906.

8 Listening to everybody here tonight I just
9 want to address a couple of things. There was a
10 very well-known union official that lived
11 Montgomery. His neighborhood has benefited from
12 the warehouses in -- his neighborhood has
13 benefited from the warehouse.

14 Me, personally, I don't want to walk out my
15 front door, look left, and not see a sunrise, but
16 see a morning eclipse.

17 To the woman who said that she lived near an
18 Amazon warehouse and make a wish list. I have two
19 things to say to that. One, I could make a wish
20 list that would make Jeff Bezos eyes pop and his
21 jaw drop, but, secondly, I don't want to be owned
22 by anybody. If he gives us -- if Amazon gives us
23 a wish list, they own us.

24 Because, you know, they've given us either a
25 football field or lights for the park, whatever it

1 is, we shouldn't be owning that.

2 And as far as the gentleman from the Orange
3 county partnership, who talked about numbers and
4 data. He talked about after twenty years that
5 Amazon would pay us \$68 million for the school
6 budget, I'm not a great mathematician, but that's
7 barely \$3 million a year for a school budget that
8 is 220-million-plus per year. So that's pretty
9 much a drop in the bucket.

10 And the last time I checked, when the union
11 boss said about coffee shops and businesses,
12 "Robots don't eat, drink, or buy gas." So what is
13 the guarantee after 20 years that Amazon doesn't
14 walk off into the sunset eclipse and who's going
15 to pay taxes?

16 We already have a warehouse sitting there
17 that is vacant and no one's paying taxes to the
18 town for that. Now here's a novel idea: You
19 either the *IDA, you want to develop it. Propose
20 to Amazon, "You buy the Medline warehouse." That
21 would provide jobs to all of the unions. They can
22 retrofit that. That's a big, beautiful, barely
23 used, new warehouse. Put another story on top of
24 that. There would be two years worth of union
25 jobs, maybe not as many as this big warehouse they

1 want to build.

2 But in twenty years, I don't have a mother
3 and a daughter vacant warehouse because that's
4 what we would have.

5 And as far as the mine, the mine, you could
6 make some type of park out of that. You could
7 make a water park for the summer, and you can make
8 a winter park for the winter. And then you can
9 have coffee shops and businesses and people
10 bringing in the small businesses.

11 So IDA get your thumbs out of your wazoos
12 and do the right thing. And as the crow flies,
13 that warehouse is barely three-quarters of a mile
14 from my house, and I don't want the freaking smoke
15 and all the pollution blowing my way when the
16 northeasterlies come every single day. Thank you.

17 BY MR. FIORAVANTI: Thank you, sir.

18 Please state your name.

19 BY MR. STEVENS: Alan Stevens. Amazon wants
20 you to say no. Because until you say no, they're
21 just going to keep on adding more. First, they
22 got the Slate Hill Commerce Center approved. And
23 then they got Liberty right next to it approved.
24 And what Blueberg is -- Bluebird is is an
25 amendment to the Slate Hill Commerce Center taking

1 it from a 55-foot building up to 135-foot
2 building. Now they had made deals already and got
3 incentives. Were you involved in those incentives
4 with them?

5 Because the -- and that incentives in 2023
6 it shows that the property was bought to
7 27 million and now they have the land in their
8 PILOT, they want it to about worth 3 million. So
9 how do you pay 27 million for land and have it
10 automatically become 3 million? Because I might
11 want to buy a few lots. Gee, I wish I didn't say
12 that.

13 So, like I said, the Slate Hill Commerce
14 Center is already been built. Mr. Boone from
15 Scannell let us know in the public hearing that a
16 building will be built there if Bluebird does not
17 go through. They didn't say if Bluebird didn't
18 get a PILOT. They said if Bluebird didn't get
19 approved, they would be building something there.

20 So the union jobs -- I assume they already
21 got incentives. They are guaranteed the union
22 jobs for those buildings because it was done
23 through Orange County Partnership or you.

24 I look at the page, it says IDA, but Orange
25 County Partnership insignia is up there or

1 something. I don't know. It's confusing to me,
2 but anyway they are already guaranteeing that
3 they're building Slate Hill Commerce Center and
4 Liberty. So I don't see why they never asked for
5 any PILOTs with them. And then all of a sudden
6 they're asking for a PILOT for this huge Bluebird,
7 which is much more, much more traffic.

8 As you drove here today, you drove across
9 84. And that's a one-way in each direction
10 bridge. And that's the access to 84. They have
11 40 percent of their employees coming from here on
12 the west side. And if you're anywhere near Port
13 Jervis, you're getting on 84 already. So
14 40 percent of the 2800 jobs are coming from this
15 little tiny area. That's bullshit. They're
16 coming -- they're doing that for the traffic
17 supply -- traffic study.

18 And they're also putting -- now it's when --
19 when Slate Hill Commerce Center and Liberty were
20 approved 5 percent of their trucks were coming
21 this way. They're only supposed to be going to
22 other Amazon facilities. So I don't know how --
23 why they're coming five percent this way other
24 than to try to get the traffic study to cross
25 84 bridge, which is only two lanes. I don't

1 approve of a PILOT for the job.

2 BY MR. FIORAVANTI: Thank you. Thank you.

3 Anyone else? Yes, sir.

4 BY MR. SONTAG: My name is Paul Sontag.

5 Town of Wawayanda resident.

6 BY MR. FIORAVANTI: Sir, could you spell
7 your last name.

8 BY MR. SONTAG: Yes. S-o-n-t-a-g.

9 BY MR. FIORAVANTI: Go ahead. I'm sorry.

10 BY MR. SONTAG: So I work in Montgomery
11 where there was a Amazon PILOT program in 2020,
12 and Montgomery could have used that money to
13 better their roads, their local roads are awful
14 due to the damage of trucks. The potholes are big
15 and they're everywhere.

16 They also could have used that money to
17 better sports facilities at the school. They
18 currently have some of the worst facilities in
19 Orange county, and they could have used that money
20 as a great benefit for their sports facilities.

21 If Amazon warehouse is such an economic
22 development, Montgomery's taxes would not be
23 increasing at the rate that they are, and their
24 school facilities would not be the way that they
25 are. What happened there is going to happen here,

1 right. The same blueprint. It's the same thing.
2 Our town and schools could use the money. They're
3 not paying. I oppose the project, but if it's
4 approved, a \$2.2 trillion company should not be
5 getting any tax breaks.

6 They will come regardless. Like people have
7 said: They need our land. They need our
8 resources. They're going to come without a tax
9 incentive.

10 If they don't, somebody else will. The
11 local construction will be used. They don't need
12 a tax incentive. There needs to be a way to have
13 local union construction and corporations pay
14 taxes in full. Thank you.

15 BY MR. FIORAVANTI: Any other comments?
16 Anyone at all? Alicia?

17 BY MS. ALBERTSON: If I could add one more
18 quick comment.

19 BY MR. FIORAVANTI: Very quickly. We are
20 not having people speak twice.

21 BY MS. ALBERTSON: Okay. I know that the
22 PILOT program is intended to stimulate economic
23 development, but it actually is just shifting the
24 burden of funding the local services, including
25 schools, onto homeowners. And this will be

1 increased property taxes on existing residents and
2 reducing funding to the schools and potentially
3 slower economic growth in the long run.

4 BY MR. FIORAVANTI: Thank you. Is there
5 anyone that has not spoken that would like to
6 speak?

7 Yes. Okay. State your name, sir.

8 BY MR. PINEDA: Good evening. My name is
9 Joseph Pineda (Phonetic). I am a county
10 legislator. I help to chair the economic
11 development committee for the county.

12 I am glad everybody got here. This is the
13 best form of government because everybody get a
14 shot at this. Everybody gets to get heard.
15 Whether you like it or not, whether you're for it
16 or not, you're heard. I'm not going to reiterate
17 a lot of the things that got hashed out tonight,
18 but I will say this.

19 The IDA is needed because we have a
20 government at the state level that is so
21 overburdened and so overtaxed that they've created
22 a need for an IDA to provide incentive for
23 companies to be here. We have a senator who has
24 asked and required Orange county to pay for a
25 monitor for this committee.

1 I heard tonight, Why don't we fund SUNY
2 Orange and BOCES? The county funds these things.
3 We do this, not the State. And they don't pay
4 their fair share, and the reason why we are here
5 tonight is because this state is so unfriendly to
6 business that we need an IDA to keep people here,
7 to bring people here.

8 Whether you like it as a warehouse or not a
9 warehouse, whether it's the highest and best use
10 of the land really doesn't matter. Would we like
11 to see a park there? Sure. Who's funding it?
12 Who is here right now saying I want to put a park
13 in and a baseball field? Nobody. Well, I would
14 love to see that happen, but it's not here now.

15 What's before us is this warehouse. We had
16 a warehouse. It's been approved here. This is an
17 expansion of that warehouse. And the other thing
18 I heard tonight is that the unions would have
19 benefit regardless of whether this warehouse went
20 in or another. No. The IDA guarantees that the
21 unions, local trades, including architects and
22 engineers locally, work on this project. It's the
23 only thing that does.

24 Two years ago, we had senators who just
25 talked about 145 A and B and that it promised

1 unions that they were going to get a shot at that.
2 That was illegal and never happened. It duped the
3 unions on that. This program does not dupe the
4 union. This program guarantees 85 percent are
5 going to be there.

6 We circulate that money back into the
7 community by everybody who works on this project.
8 And I'm not talking about coffee. I'm not talking
9 about these other things. I'm talking real
10 things, real things that you live here and live
11 your life by: your homes, your landscaping, your
12 children, all of these things.

13 So I am glad we had this meeting tonight. I
14 am so happy to have been here. And thank you all
15 very much for your hard work, and thank you all
16 for your input.

17 BY MR. FIORAVANTI: Thank you.

18 Ma'am, did you want to speak? Please.

19 Please state your name.

20 BY MS. PRESTON: My name is Felice Preston,
21 and I am a resident of Wawayanda.

22 BY MR. FIORAVANTI: Felice?

23 BY MS. PRESTON: Yes. Preston. Like
24 Navidad.

25 BY MR. FIORAVANTI: Yes. Great.

1 BY MS. PRESTON: Okay. Very fast. I came
2 here with an open mind tonight. I wanted to hear
3 everybody and wanted to get everybody's opinion.
4 It was just one question I didn't hear, though. I
5 know they're talking a lot of numbers. Talking
6 about getting a lot of things, you know, both pros
7 and cons. Okay. And I do admit we're the David;
8 they're the Goliath. Okay. Whatever --
9 Scannell's already said they'll build something.
10 They'll do whatever they've got to do. And that
11 is the way they're going to look at it.

12 But there's one question I am just curious
13 about. Who's going to make them? Who's going to
14 make them pay? I'm just going to fast forward.
15 Building's built. Building's built. Union drives
16 away. We're all stuck here with our houses.
17 We're all stuck with whatever they're going to
18 build.

19 And, again, Amazon is just one sector for
20 this issue. There's still seven and eight other
21 warehouses that will go. And I'm sure they're
22 going to ask for PILOT incentives as well. They
23 would be dumb not to.

24 Okay. But the thing is who is going to make
25 them pay? I mean, are we going to put a chain

1 across the road. Are we going to put a lien on
2 the building? You know, I suppose you're going to
3 hear the laughter from the boardroom.

4 You know what I mean? It's not even Jeff
5 Bezos who runs it anymore. I mean, is the CEO
6 going to care? No. He's not going to care. It
7 will be one less thing. You know, they'll laugh
8 at us, Oh, yeah, those schmucks. They gave it to
9 you. They gave us all the money we wanted.

10 At least make them pay. Some of the points
11 here were very good. At least make them pay.
12 They are -- They're probably one of the richest
13 countries -- one of the richest companies in the
14 country. There's no reason. Like they said,
15 they're going to come here and they want it that
16 bad, they should pay the full boat. I have to.
17 If I don't pay my taxes, there's a lien on my
18 house, and my house gets sold from under me.

19 They gotta pay too. You know what I mean,
20 there's no such thing. There's no such thing as a
21 free lunch. You know, that's the way that it
22 really kind of goes. I know -- I'm sorry about
23 the State. You're right. The State has a very
24 unfriendly environment towards industry and things
25 like that, but you know what, that's a remember in

1 November deal.

2 You don't like the way *Urbanic talks? You
3 don't like the way Skoufis talks? You gotta
4 remember in November. You know, change of
5 governor, change the way that it goes. That's
6 really -- that's that issue. But all I am saying
7 is I just think if it's a fair thing, they
8 definitely should be paying more than they do.

9 12 million at 20 years, that's a -- they'll
10 laugh. It's a drop in the bucket to them, but
11 anyway that's all I've got to say on that.
12 Everybody wants to go home, and I get it. Thank
13 you.

14 BY MR. FIORAVANTI: Thank you.

15 Last call for speakers.

16 BY MS. MALICK: I have a quick question.
17 Can I ask a question?

18 BY MR. FIORAVANTI: It's not Q-and-A
19 session. Happy to talk to you afterwards, though.

20 BY MS. MALICK: A clarification, then.

21 BY MR. FIORAVANTI: Go ahead.

22 BY MS. MALICK: Because you kept saying
23 during the thing that we have to stick to the
24 PILOT agreement in the IDA, but from what I know,
25 environmental issues and costs are the criteria

1 that you are supposed to look at. So why were you
2 dissuading people from talking about environmental
3 costs and issues?

4 BY MR. FIORAVANTI: I don't think I cut too
5 many people off. So I think we're.

6 BY MS. MALICK: Okay. And the other thing
7 is public opposition is also an issue or public
8 concern or viewpoint, so I do not pull referendum
9 and let the voters of Wawayanda why not her it
10 directly by vote?

11 BY MR. FIORAVANTI: Thank you very much.

12 Okay. Anyone else?

13 Hearing done. We're going to close this
14 public hearing at 9:30 p.m.

15 I just want to remind you we are still
16 accepting written comments until June 26th at 4:00
17 p.m. Please make sure they'll be received by that
18 time. Any other comments or any other colleagues
19 that want to send something, please do. Thank you
20 all for coming. That's for being so respectful.
21 We appreciate it. Have a good night. Drive home
22 safely.

23 * * * * *

24 (Hearing concluded at 9:30 p.m.)

C E R T I F I C A T E

STATE OF NEW YORK)

) ss:

COUNTY OF ORANGE)

I, JAIDEN HERNANDEZ, a Reporter and Notary Public within and for that State of New York do hereby certify that the foregoing is a true and accurate copy of the Hearing Minutes recorded by me and reduced to typewriting under by supervision to the best of my knowledge and ability.



X

JAIDEN HERNANDEZ

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ORANGE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

APPLICATION FOR FINANCIAL ASSISTANCE

GARONIT PHARMACEUTICAL INC/ RN DELAWARE INC

(Applicant Name)

10/06/2025

(Date of Application)

Orange County IDA
4 Crotty Lane, Suite 100 New Windsor, NY 12553
Phone: 845-234-4192 Fax: 845-220-2228
www.ocnyida.com business@ocnyida.com

Updated April 01, 2025



ORANGE COUNTY

INDUSTRIAL DEVELOPMENT AGENCY

OCIDA Board

Jeffrey D. Crist
Chairman

Dean Tamburri
Vice Chairman

Vincent Odock
Secretary

Marc Greene
Board Member

Linda Muller
Board Member

Giovanni Palladino
Board Member

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OCIDA Staff

Bill Fioravanti
Chief Executive Officer

Kelly Reilly
Director of Administration

Marty Borrás
Finance & Compliance Manager

Bleakley Platt & Schmidt, LLP
IDA General Counsel

Hawkins Delafield & Wood, LLP
IDA Bond Counsel



ORANGE COUNTY

INDUSTRIAL DEVELOPMENT AGENCY

MISSION STATEMENT

"The mission of the Orange County Industrial Development Agency is to **promote economic growth** through a program of incentives-based allocations that assist in the construction, equipping and maintenance of specific types of projects and facilities. The IDA works to advance the health, prosperity and economic welfare of our County's citizens by **retaining and creating jobs and attracting new businesses.**"



ORANGE COUNTY

INDUSTRIAL DEVELOPMENT AGENCY

Index

The sections below make up the information and documents that must be completed and submitted to the OCIDA for a project application to be considered. Failure to provide the required information may cause a delay in the project being considered in a timely manner.

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Fill in all blanks, using “none” or “not applicable” or “N/A” where the question does not pertain to the applicant’s project.

Attachments

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ORANGE COUNTY

INDUSTRIAL DEVELOPMENT AGENCY

APPLICATION FOR FINANCIAL ASSISTANCE

I. APPLICANT INFORMATION

A) APPLICANT

Company Name: GARONIT PHARMACEUTICAL INC/ RN DELAWARE INC

Mailing Address: 10 MADISON ROAD, SUITE B, FAIRFIELD, NJ 07004, USA

Phone No.: (973) 227-1700

Fax No.: _____

Fed Id. No.: 223577576 / 334302289

Contact Person: NITIN GARG

Title: DIRECTOR

Contact Phone No.: (862) 359-7626

Contact Email: NITIN@RNPHARMA.COM

IDA Management must be able to reach the Applicant's Contact throughout the duration of the Agreement. Should this information change at any time IDA Management should be notified Immediately. Please initial stating you understand and consent to the above _____

B) INDIVIDUAL COMPLETING APPLICATION

Name: NITIN GARG

Company Name: GARONIT PHARMACEUTICAL INC

Title: CEO

Address: 10 MADISON ROAD, SUITE B, FAIRFIELD, NJ 07004, USA

Phone No.: (862) 359-7626

Fax No.: _____

Email: NITIN@RNPHARMA.COM

C) APPLICANT'S COUNSEL

Name: John C. Cappello, J&G Law

Address: P.O. Box 367

Phone No.: (845) 778-2121

Fax No.: (845) 778-5173

Email: jcc@jglaw.law

IDA Management must be able to reach the Applicant's Counsel throughout the duration of the Agreement. Should this information change at any time IDA Management should be notified Immediately. Please initial stating you understand and consent to the above _____

D) APPLICANT'S AUDIT CONTACT

Name: BDO India LLP

Address: The Ruby, Level 9, North West Wing Senapati Bapat Marg, Dadar (W), Mumbai, Mumbai, Maharashtra, 400028, India

Phone No.: +91 9821527277

Fax No.: _____

Contact Email: KamleshDesai@bdo.in

E) APPLICANT'S GENERAL CONTRACTOR/CONSTRUCTION MANAGER

Name/Contact: To be determined

Address: _____

Phone No.: _____

Fax No.: _____

Email: _____

Address of the Site:

Tax Lot No: 91-1-20 = 326 Sue Kelly Avenue

Tax Lot No: 91-1-19.2 = Unnumbered International Boulevard

Once the tax lots are combined, the address will be 326 Sue Kelly Avenue

F) **Principal Owners/Officers/Directors (list owners with 15% or more in equity holdings with percentage ownership):**

Name	Office Held	% of Ownership	% of Voting Rights
RN LABORATORIES PVT LTD (RN Delaware Inc)	-	100	100
NITIN GARG (Garonit Pharmaceutical Inc)	CEO	50	50
ROHIT GARG (Garonit Pharmaceutical Inc)	CBDO	50	50

**Please attach chart if space provided is not sufficient.

G) **Corporate Structure (attach schematic if applicant is a subsidiary or otherwise affiliated with another entity)**

Form of Entity

☒ **Corporation** RN Delaware Inc Garonit Pharmaceutical Inc
 Date of Incorporation: 26-MARCH-2025 23-JULY-1997
 State of Incorporation: DELAWARE NEW JERSEY

☐ **Partnership**
 General ☐ or Limited ☐
 Number of general partners _____
 If applicable, number of limited partners _____
 Date of formation _____
 Jurisdiction of Formation _____

☐ **Limited Liability Company/Partnership** (number of members _____)
 Date of organization: _____
 State of Organization: _____

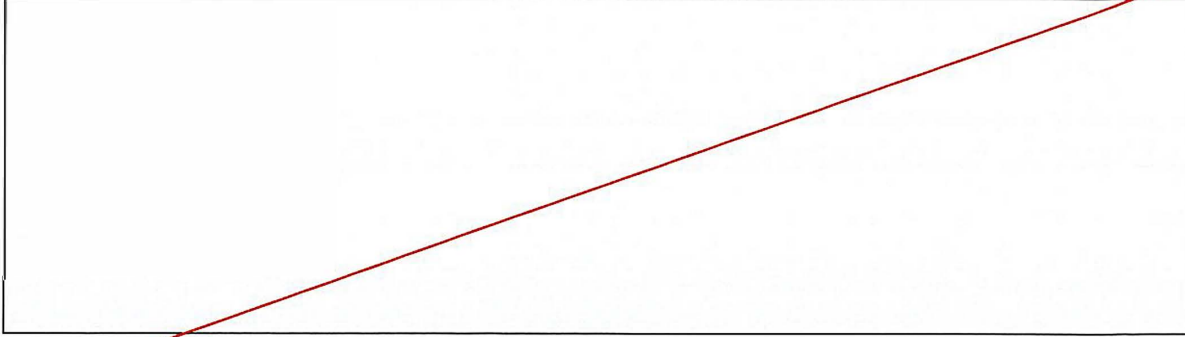
☐ **Sole Proprietorship**

H) **If a foreign organization, is the applicant authorized to do business in the State of New York?**

☐ Yes or ☐ No

To be provided if granted incentives

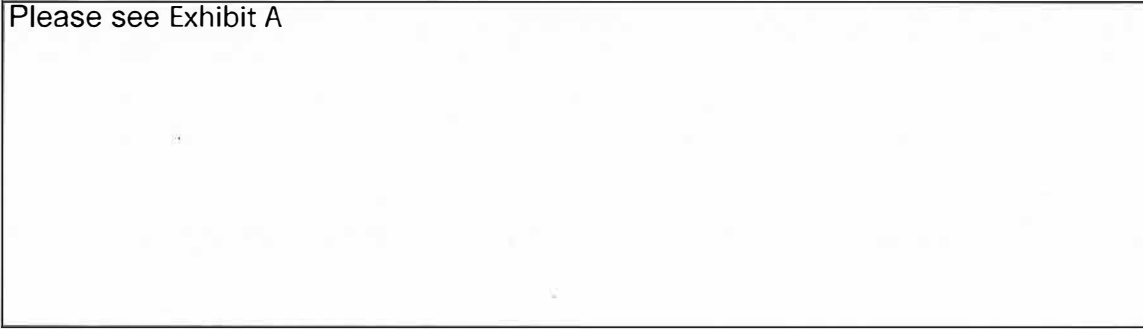
If no, please explain below:



****Please attach narrative if space provided is not sufficient.**

I) If any of the above persons, or a group of them, owns more than a 50% interest in the company company, list all other organizations which are related to the company by such persons having more than a 50% interest in such organizations.

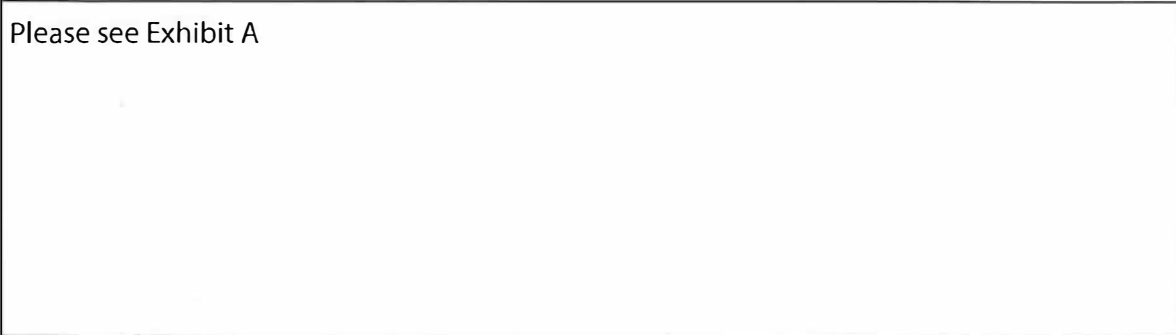
Please see Exhibit A



****Please attach chart if space provided is not sufficient.**

J) Is the company related to any other organization by reason of more than 50% common ownership? If so, indicate name of related organization and relationship.

Please see Exhibit A



****Please attach narrative if space provided is not sufficient.**

K) Has the Applicant or any of its affiliated organizations ever received OCIDA benefits?

☐ Yes or ☒ No

If yes, please describe the assisted project below:

****Please attach narrative if space provided is not sufficient.**

L) Legal Questions:

1. Is the Company presently the subject of any litigation, or is any litigation threatened, which would have a material adverse effect on the Company's financial condition?
☐ Yes or ☒ No
2. Has the company or any of its affiliates ever been involved in bankruptcy, a creditor's rights or receivership proceeding, or sought protection from creditors?
☐ Yes or ☒ No
3. Has the Company ever settled a debt with a lending institution for less than the full amount outstanding?
☐ Yes or ☒ No
4. Has any senior manager, member, officer or principal of the Company ever been convicted of any felony or misdemeanor, other than a minor traffic violation, or are any such charges pending?
☐ Yes or ☒ No
5. Has the Company or any of its affiliates, been cited for a violation of federal, state, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution or operating practices?
☐ Yes or ☒ No
6. Are there any outstanding judgments or liens pending against the Company other than liens in the normal course of business?
☐ Yes or ☒ No
7. Is the Company delinquent on any New York State, federal or local tax obligations?
☐ Yes or ☒ No

8. Is the applicant (Company) in violation of any local, state, and federal, workers' compensation protection, and environmental laws?

☐ Yes or ☒ No

If your answer is "YES" for any of the above questions, please provide an explanation:

**Please attach narrative if space provided is not sufficient.

M) Has the company (or any related corporation or person) made a public offering or private placement of its stock within the last year?

☐ Yes or ☒ No

If yes, please attach offering statement used.

N) Brief description of Company History (formation, growth, transitions, location):

See Exhibit B

**Please attach narrative if space provided is not sufficient.

Estimated % of sales within the County:

See Exhibit C

Estimated % of sales outside the County but within NYS:

See Exhibit C

Estimated % of sales outside NYS but within the U.S.:

See Exhibit C

Estimated % of sales outside the U.S.:

See Exhibit C

- O) Sales and income projection or a project pro forma for proposed project for the next 3 to 5 years.

See Exhibit D

**Please attach chart if space provided is not sufficient

FINANCIAL INFORMATION OF THE COMPANY

A. For existing businesses:

- The Applicant must submit three (3) years of accountant prepared financial statements. See Exhibit E
- The Applicant must submit a current Certificate of Good Standing from the Department of State for the business. See Exhibit F

B. For new businesses:

- The Applicant must submit three (3) years of personal tax returns for the owner(s).
- The Applicant must submit three (3) years of tax returns for the related businesses as well as Certificates of Good Standing from the Department of State.

The requested Financial Information of the Company is to be kept confidential and is not subject to the Freedom of Information Law (FOIL).

II. PROJECT INFORMATION

A) Project Address: _____

Tax Map Number Section 91 Block 1 Lot 19.2 & 20
(Section/Block/Lot)

Located in City of _____

Located in Town of New Windsor

Located in Village of _____

School District of Washingtonville

B) Are utilities on site?

Water	<u>Yes</u>	Electric	<u>NO</u>
Gas	<u>No</u>	Sanitary/Storm Sewer	<u>Yes</u>

C) Present legal owner of the site **SDC NEW WINDSOR REALTY LLC**

If not the Applicant, who is owner and by what means will the site be acquired? If leasing, when does the lease end?

Under contract

D) Zoning of Project Site: Current: AP Proposed: N.A.

E) Are any variances needed? No

F) Environmental Information. An Environmental Assessment Form (EAF) MUST be completed and submitted along with this application. Please visit <https://www.dec.ny.gov/permits/6191.html> for the online EAF Mapper Application and EAF Forms.

1. Have any environmental issues been identified on the property?

☐ Yes or ☒ No

If yes, please explain:

2. Has any public body issued a State Environmental Quality Review Act determination for this Project?

☐ Yes or ☒ No

If yes, please attach to this application.

G) Attach copies of preliminary plans or sketches of proposed construction or rehabilitation or both. See Exhibit G

H) Statement describing project. Include all uses and services, allocated square footages, improvements and equipment to be installed (i.e. land acquisition, construction of manufacturing facility, all exterior renovations including landscaping, etc.):

See Exhibit H

**Please attach narrative if space provided is not sufficient.

Attach a detailed description of the proposed project including all uses and services and allocated square footages, improvements and equipment to be installed.

I) Statement describing the impact of incentives on this project, should they be granted:

See Exhibit I

**Please attach narrative if space provided is not sufficient.

J) Statement describing the economic benefit to the surrounding community resulting from this project:

See Exhibit J

**Please attach narrative if space provided is not sufficient.

K) Anticipated Date of Completion: Quarter 4 of 2026

L) Anticipated Date of Occupancy: Quarter 1 of 2027

M) Principal use of project upon completion:

☒ manufacturing

☐ Industrial

☐ Training

☒ warehousing

☐ recreation

☐ data process

☒ research

☐ retail

☒ offices

☐ residential

If other, explain: _____

Identify NAIC Code, if applicable 325411
(see <https://www.census.gov/naics/>)

Project Data

1. Project site (land)

- (a) Indicate approximate size (in acres or square feet) of project site.

15 acres

- (b) Are there buildings now on the project site? ☒ Yes ☐ No

- (c) Indicate the present use of the project site.

The property is not currently being used, the existing building will be removed.

- (d) Indicate relationship to present user of project.

N.A.

2. Does the project involve acquisition of an existing building or buildings? If yes, indicate number, size, and approximate age of buildings:

No.

3. Does the project consist of the construction of a new building or buildings? If yes, indicate number and size of new buildings:

Yes, 2 buildings. 150,000 square feet & 30,000 square feet

4. Does the project consist of additions and/or renovations to existing buildings? If yes, indicate nature of expansion and/or renovation:

No

5. Estimated Start Date of Construction: Quarter 1 of 2026

6. Estimated End Date of Construction: Quarter 4 of 2026

Has construction work on this project begun? ☐ Yes or ☒ No

Complete the following

- | | | |
|----------------------------|---|--------------|
| (a) site clearance | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | 0 % complete |
| (b) foundation | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | 0 % complete |
| (c) footings | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | 0 % complete |
| (d) steel | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | 0 % complete |
| (e) masonry work | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | 0 % complete |
| (f) other (describe below) | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | 0 % complete |

Other: site grading, paving, curbing, stormwater ponds, sewer service, water service, landscaping and lighting

7. If any space in the project is to be leased to third parties, indicate total square footage of the project amount to be leased to each tenant and proposed use by each tenant.

None

III. PROJECT COSTS & FINANCING

A) Estimated Project Costs

1. State the costs reasonably necessary for the acquisition, construction, and/or renovation of the Project:

Description of Cost Type	Total Budget Amount
Land Acquisition	2,000,000
Site Work/Demo	1,000,000
Building Construction & Renovation	20,000,000
Furniture, Fixtures	1,000,000
Equipment Subject to NYS Production Sales Tax Exemption (Manufacturing)	18,000,000
Engineering/Architects Fees	300,000
Financial Charges	4,000,000
Legal Fees	100,000
Other	-
Management /Developer Fee	-
Total Project Cost	46,400,000
Total Construction Budget (Project Cost – Acquisition Costs)	44,400,000

Project refinancing; estimated amount
(for refinancing of existing debt only)

\$ -

2. Sources of Funds for Project Costs:

- (a) Bank Financing: \$ 20,000,000 (Private Lending)
- (b) Equity (excluding equity that is attributed to grants/tax credits) \$ 24,100,000

Is the Applicant requesting any real property tax abatement that is **inconsistent** with the Agency's UTEP? ☐ Yes ☒ No

Please contact the Executive Director prior to submission of this Application for assistance with PILOT calculation.

Sales and Use Tax:

2. Estimated value of Sales Tax exemption for facility construction, fixtures and equipment:

\$ 16,000,000 * X .08125 (4.125% State, 4% local) = \$ 1,300,000

*(Amount of project cost subject to tax)

Mortgage Recording Tax Exemption Benefit:

3. Estimated value of Mortgage: \$ Up to \$20,000,000

Estimated value of Mortgage Recording Tax exemption:

\$ 20,000,000 X .0075 = \$ 150,000

(Projected Amount of Mortgage X Mortgage Recording Tax = Total)

**To calculate the value of this exemption take 1.05% of the mortgage amount from (C)(3) above to get the "mortgage recording tax" and then multiply the mortgage recording tax figure by 75%. You will receive an exemption equal to 75% of the mortgage recording tax.

Tax-Exempt/ Taxable Revenue Bond Benefit:

☐ Amount of Bonds, if requested: \$ _____

Is a purchaser for the Bonds in place? ☐ Yes or ☐ No

D) Likelihood of Undertaking Project without Receiving Financial Assistance

Please confirm by checking the box below, will this project move forward without the requested incentives?

☐ Yes or ☒ No

If the Project will be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be given economic incentives by the Agency:

E) In accordance with N.Y. GML Sec. 862(1):

1. Will the Project primarily consist of retail facilities that will be primarily used in making sales of goods or services to customers who personally visit the Project site as defined in Section 862(2)(a) of the GML?

☐ Yes ☒ No

If yes, will the cost of these facilities exceed one-third of the total Project cost?

☐ Yes ☐ No

2. Will the Project be in a census tract or block numbering area (or census tract or block numbering area contiguous thereto) which, according to the most recent census data, has (i) a poverty rate of at least 20% for the year in which the data relates, or at least 20% of households receiving public assistance, and (ii) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates? (Source: United States Census Bureau <https://factfinder.census.gov/>)

☐ Yes ☒ No

3. Is the Project site designated as an Empire Zone?

☒ Yes ☐ No Newburgh-Stewart Empire Zone

4. Is the Project location or facility likely to attract a significant number of visitors from outside the Mid-Hudson Economic Development Region (i.e.: Orange, Dutchess, Putnam, Rockland, Sullivan, Ulster, and Westchester counties)?

☐ Yes ☒ No

5. Will the Project make available goods or services which are not currently reasonably accessible to the residents of the municipality within which the proposed Project would be located?

☐ Yes ☒ No

6. Will any other companies or related facilities within the state close or be subjected to reduced activity as a result of this Project? If so please list the town and county of the location(s):

☐ Yes ☒ No

7. Will the completion of the Project result in the removal of a plant or facility of the Applicant from one area of the State New York to another area of the State of New York?

☐ Yes ☒ No

8. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Applicant located in the State of New York?

☐ Yes ☒ No

a. If any answer to questions 6, 7 or 8 above is yes, is the Project reasonably necessary to discourage the Applicant from removing such other plant or facility to a location outside the State of New York?

☐ Yes ☐ No

b. If any answer to questions 6, 7 or 8 above is yes, is the Project reasonably necessary to preserve the competitive position of the Applicant in its respective industry?

☐ Yes ☐ No

IV. EMPLOYMENT PLAN

A) Current Employee Headcount:

	Current # of jobs at proposed project location or to be relocated to project location from existing facility (e.g. retained jobs)	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be CREATED within THREE Years after Project completion			Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PTE jobs to be created upon THREE years after Project Completion**				
		End of Year 1	End of Year 2	End of Year 3	End of Year 1	End of Year 2	End of Year 3	Total New Jobs After 5 Years	Total Retained Jobs After 5 Years
Full Time (FTE)		27	60	100	10	30	50	100	-
Part Time (PTE)		0	0	-	-	-	-	-	-
Total		27	60	100	10	30	50	100	-

Full-time Employee Definition: (i) a full-time, permanent, private-sector employee on the Company's payroll, who has worked at the Project Location for a minimum of 35 hours per week for more than six months of a year and who is entitled to receive the usual and customary fringe benefits extended by Recipient to other employees with comparable rank and duties; or (ii) two part-time, permanent, private sector employees on Recipient's payroll, who have worked at the Project Location for a combined minimum of 35 hours per week for more than six months of a year and who are entitled to receive the usual and customary fringe benefits extended by Recipient to other employees with comparable rank and duties.

**For the purposes of this question, please estimate the number of FTE and PTE jobs that will be filled, as indicated in the third column, by residents of the Labor Market Area, in the fourth column. The Labor Market Area includes Orange County and the surrounding region (or six other contiguous counties, including Orange County, chosen at the Agency's discretion).

B) **Salary and Fringe Benefits for Jobs to be Created:**

Category of Jobs to be Created	Number of Jobs to be created in Year 1	Number of Jobs to be created in Year 2	Number of Jobs to be created in Year 3	Average Salary or Salary Range	Average Fringe Benefit or Range of Fringe Benefits
Management	2	5	5	250,000	5000-10000
Professional	10	20	30	85,000	5000-10000
Administrative	2	10	10	70,000	5000-10000
Sales	2	5	5	125,000	5000-10000
Production/ Manufacturing	5	15	30	52,000	5000-10000
Independent Contractor	0	0	0		
Other (specify) Logistics & Warehouse	6	10	20	52,000	5000-10000

If there is a salary range larger than \$20,000 in a category above please provide additional breakdown information below:

**Please attach breakdown if space provided is not sufficient.

C) **Salary and Fringe Benefits for Jobs to be Retained:**

Category of Jobs to be Retained	Current Number of Jobs	Average Salary or Salary Range	Average Fringe Benefit or Range of Fringe Benefits
Management			
Professional			
Administrative			
Sales			

Production/ Manufacturing			
Independent Contractor			
Other (specify)			

D) Describe the benefits or benefits package offered to employees:

See Exhibit K

**Please attach narrative if space provided is not sufficient.

E) Describe internal training and advancement opportunities offered to employees:

See Exhibit L

**Please attach narrative if space provided is not sufficient.

V. REPRESENTATIONS BY THE APPLICANT

The Applicant understands and agrees with the Agency as follows:

- A. Job Listings In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the proposed project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the proposed project must be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity (collectively with the DOL, the "JTPA Entitle") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JPTA") in which the project is located.
- B. First Consideration for Employment In accordance with Section 858-b(2) of the General Municipal Law, the applicant understands and agrees that, if the proposed project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant must first consider persons eligible to participate in JTPA programs who shall be referred by the JPTA Entities for new employment opportunities created as a result of the proposed project.
- C. A liability and contract liability policy for a minimum of three million dollars will be furnished by the Applicant insuring the Agency.
- D. Annual Sales Tax Fillings In accordance with Section 874(8) of the General Municipal Law, the Applicant understands and agrees that, if the proposed project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the applicant and all consultants or subcontractors retained by the Applicant.
- E. Annual Employment Reports and Outstanding Bonds: The Applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the Applicant agrees to file, or cause to be filed, with the Agency on an annual basis, reports regarding the number of FTE at this Project site. The Applicant also understands and agrees to provide on an annual basis any information regarding bonds, if any, issued by the Agency for the Project that is requested by the Comptroller of the State of New York.
- F. Compliance with N.Y. GML Sec. 862(1): : In accordance with §862 (1) of the New York General Municipal Law, the Applicant understands and agrees that projects which will result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the Project occupant within the state is ineligible for Agency Financial Assistance, unless otherwise approved by the Agency as reasonably necessary to preserve the competitive position of the Project in its respective industry.
- G. Compliance with Applicable Laws: The Applicant confirms and acknowledges that the owner, occupant, or operator receiving Financial Assistance for the proposed Project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.

- H. False and Misleading Information: The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement the Project.
- I. Recapture: Should the Applicant not expend, hire as presented, or violates Sales Tax Exemption regulations, the Agency may view such information/status as failing to meet the established standards of economic performance. In such events, some or all of the benefits taken by the Applicant will be subject to recapture.
- J. Rescission of Benefits Conferred: Applicant understands and agrees that in the event that (a) the Applicant does not proceed to final Agency approval within six (6) months of the date the Agency adopts its initial approval resolution and/or (b) close with the Agency on the requested financial assistance within twelve (12) months of the date the Agency adopts its initial resolution, the Agency reserves its right to rescind and cancel all prior approvals. In the event the Agency rescinds its approvals and the Applicant re-applies to the Agency, the Applicant understands and agrees that its re-application will be subject to any and all changes in law, Agency policies or fees imposed by the Agency that are in effect as of the date of re-application.
- K. Absence of Conflicts of Interest: The applicant has received from the Agency a list of the members, officers, and employees of the Agency. No member, officers or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:
- L. Freedom of Information Law (FOIL): The applicant acknowledges that the OCIDA is subject to New York State's Freedom of Information Law (FOIL). Applicants understand that all project information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.
- M. The IDA is legally required to submit an annual PARIS report to the state that requires information from each project. Applicant participation is **NOT OPTIONAL. ALL INFORMATION** must be submitted in a **COMPLETE** and **TIMELY** manner. Failure to comply with this request **WILL RESULT** in a **LOSS/RECAPTURE** of **ALL OR SOME** of your benefits.
- N. GML Compliance: The Applicant certifies that, as of the date of the Application, the proposed project is in substantial compliance with all provisions of NYS General Municipal Law Article 18-A, including but not limited to Sections 859-a and 862(1).
- O. OCIDA's Policies: The Applicant is familiar with all of OCIDA's policies posted on its website <https://www.ocnyida.com> and agrees to comply with all applicable policies.
- P. Disclosure: Article 6 of the Public Officers Law declares that all records in the possession of the OCIDA (with certain limited exceptions) are open to public inspection and copying. If the Applicant feels that there are elements of the Project which are in the nature of trade secrets which, if disclosed to the public or otherwise widely disseminated, would cause substantial injury to the Applicant's competitive position, the Applicant must identify such elements in writing and request that such elements be kept confidential. In accordance with Article 6 of the Public Officers Law, if requested, OCIDA may also redact personal, private, and/or

proprietary information from publicly disseminated documents. The Applicant understands that the Applicant must identify in writing to OCIDA any information it deems proprietary or personal and seeks to have redacted and the rationale therefore.

- Q. **Reliance:** THE APPLICANT ACKNOWLEDGES THAT ALL ESTIMATES OF PROJECTED FINANCIAL IMPACTS, VALUE OF FINANCIAL ASSISTANCE REQUESTED, AND OTHER INFORMATION CONTAINED IN THIS APPLICATION WILL BE RELIED UPON BY OCIDA AND ANY CHANGES IN SUCH INFORMATION MUST BE MADE IN WRITING AND MAY IMPACT THE GRANT OF FINANCIAL ASSISTANCE TO THE PROJECT.
- R. **Prevailing Wage:** The Company hereby acknowledges and agrees that the Financial Assistance being provided by the Agency under the Company Documents constitutes "public funds" unless otherwise excluded under Section 224-a(3) of the New York Labor Law, and by executing this Agreement, (i) confirms that it has received notice from the Agency pursuant to Section 224-a(8)(d) of the New York Labor Law and (ii) acknowledges its obligations pursuant to Section 224-a(8)(a) of the New York Labor Law. Other than the Agency Financial Assistance estimates provided herein and disclosed to the Company, the Agency makes no representations or covenants with respect to the total sources of "public funds" received by the Company in connection with the Project.

ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPLICATION

VERIFICATION

STATE OF _____)
) SS.:
COUNTY OF _____)

NITIN GARG deposes and says that s/he is the
(Name of Individual)
DIRECTOR of GARONI PHARMACEUTICAL INC
(Title) (Applicant Name)

that s/he is the CEO or a person authorized to bind the company/applicant, and has personally completed and read the foregoing Application, which includes and incorporates all attachments and exhibits, and knows the contents thereof and that the same is true, accurate, and complete to the best of her/his knowledge, as subscribed and affirmed under the penalties of perjury. The grounds of deponent's beliefs relative to all matters in the said Application which are not stated upon her/his own personal knowledge are investigations which the deponent has caused to be made concerning the subject matter of the Application as well as, if applicable, information acquired by deponent in the course of her/his duties/responsibilities for the Applicant and from the books and records of the Applicant. The deponent also acknowledges the receipt of the schedules attached to the Application, including but not limited to the Agency's fee schedule and assumes responsibility for payment of any and all applicable fees as described therein. Deponent further acknowledges review and understanding of the Agency's published policies, including but not limited to the Agency's Recapture Policy, and agrees on behalf of the Applicant to be bound by and comply with, all such policies.

[Signature]
Applicant Representative's Signature

CEO
Title

Subscribed and sworn to before me this
6th day of Oct, 20 25
[Signature]
Notary Public

ANTONIO DIPASQUALE
NOTARY PUBLIC OF NEW JERSEY
My Commission Expires December 9, 2029

This Application should be submitted to:

Orange County Industrial Development Agency
c/o Jeffrey Crist, Chairman
Orange County Business Accelerator
4 Crotty Lane, Suite 100
New Windsor, NY 12553

The Agency will collect an administrative fee at the time of closing.

SEE ATTACHED FEE SCHEDULE AT EXHIBIT "A".

Transaction Counsel

Lino J. Sciarretta
Bleakley Platt & Schimdt, LLP
One Blue Hill Plaza
Pearl River, NY 10965
Tel: (845) 881-2700
Fax: (845) 881-2701
Email: lsciarretta@bpslaw.com



ORANGE COUNTY

INDUSTRIAL DEVELOPMENT AGENCY

HOLD HARMLESS AGREEMENT

Applicant hereby releases the ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY and the members, officers, servants, agents and employees thereof (the "Agency") from, agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the Application or the Project described therein or the tax exemptions and other assistance requested therein are favorably acted upon by the Agency, (B) the Agency's acquisition, construction and/or installation of the Project described therein and (C) any further action taken by the Agency with respect to the Project; including without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Agency or the Applicant are unable to reach final agreement with respect to the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all costs incurred by the Agency in processing of the Application, including attorneys' fees, if any.

(Applicant Signature)

By: GARANTI PHARMACEUTICAL INC

Name: NETIN GARG

Title: DIRECTOR

(Notary Public)

Sworn to before me this 6 day
of Oct, 2020

ANTONIO DIPASQUALE
NOTARY PUBLIC OF NEW JERSEY
My Commission Expires December 9, 2029

ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPLICATION

**APPENDIX A
CONFLICT OF INTEREST STATEMENT**

Agency Board Members

1. Jeffrey Crist
2. Dean Tamburri
3. Vincent Odock
4. Marc Greene
5. Linda Muller
6. Giovanni Palladino
7. Susan Walski

Agency Officers/Staff

1. Bill Fioravanti
2. Kelly Reilly
3. Marty Borrás

Agency Legal Counsel

1. Bleakley Platt & Schmidt, LLP
2. Hawkins Delafield & Wood, LLP

The Applicant has received from the Agency a list of members, officers, and staff of the Agency. To the best of my knowledge, no member, officer or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

Signature:



Authorized Representative:

NITIN GARG

Title:

DIRECTOR

Date:

10/03/2025

EXHIBIT "A"



ORANGE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY



ORANGE COUNTY
FUNDING CORPORATION

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

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 \$10M:	1% of Bond Value,
Next \$10M – \$25M:	.5% of Bond Value,
Remaining \$25M and above:	.25% 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 

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 3rd party monitor and received in advance of work commencing. The request will be reviewed by the 3rd 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 3rd 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 3rd 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;
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;
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
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 3rd 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 3rd party monitor.

The 3rd 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 3rd 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

GARONIT PHARMACEUTICAL INC

Company Name

Company Name

NITIN GARG

Print Name of above signer

Print Name of above signer

NITIN@RNPHARMA.com

Email/phone of Applicant

Email/phone of CM/GC/SC

10/03/2025

Date

Date

EXHIBIT A

Garonit Group 2025

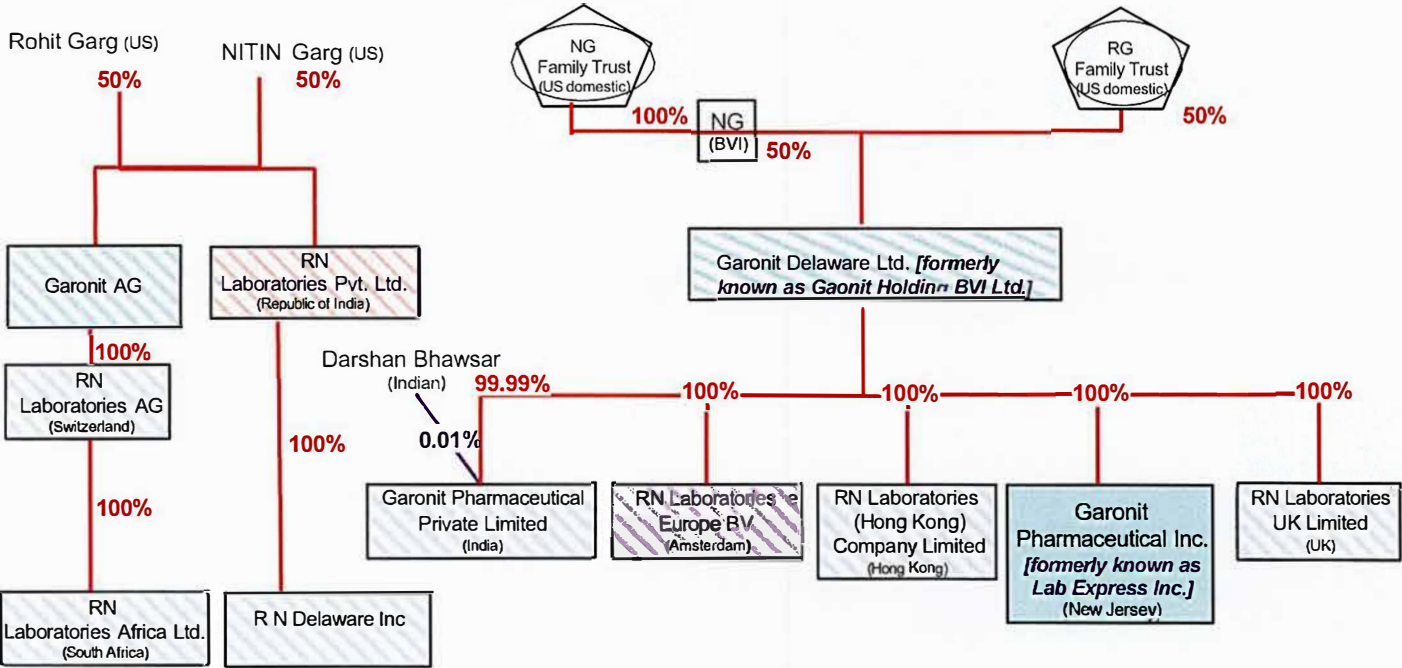


EXHIBIT B

Garonit Pharma USA was founded in 2017, and is headquartered in Fairfield, NJ. Garonit Pharma USA provides products and services for the pharmaceutical business and investment business sectors. The company has two main types of customers:

(1) **Fortune 500 companies;**

(2) small-scale industries in North America, Latin America, Europe, the Middle East, and Africa; and

Garonit Pharma USA is part of an international business conglomerate that was first founded in Mumbai, India as the R.N. Group. It operates in the pharmaceutical and investment industries and provides predominantly disinfectant and antiseptic products to aid in hygiene and infection control, which have been supplied to more than 100 countries. The company is a FDA registered, inspected, compliant, cGMP facility located in Fairfield, NJ. Garonit Pharma USA is the only company in North America to have CEP from EDQM and BPR from ECHA for CHG 20%.

R.N. Group first started with R.N. Laboratories Pvt. Ltd. ("R.N. India"), which was incorporated in 1999 and is located in Mumbai, India. The company is owned in equal shares by Mr. Rohit Garg and Mr. Nitin Garg, beneficiary of the EB-1(c) petition in question. R.N. India has international accreditation like CEP, EDQM, WHO GMP, ISO 9001, IS 14001, OHSAS 1800 and more. It is the only company in Asia to have CEP from EDQM and BPR from Echa for Chlorhexidine Gluconate 20%. The objective of this company is to bring innovative pharmaceutical products to the global market at the lowest cost, by investing in leading research and development. R.N. India currently employs about 200 employees in India. In 2021, R.N. India's gross annual revenue was approximately 1619433285 rupees, which is equivalent to \$21 million USD.

Garonit Pharma USA is was owned by Garonit AG which is the parent company, and is also owned equally between Nitin and Rohit Garg. R.N. Lab India acquired Lab Express Inc through RN Laboratories Inc USA, a wholly owned subsidiary of R.N. Lab India. R.N. Lab India owns 100 percent of RN Lab USA. RN. Lab USA owned 88% of Lab Express Inc. David Mazzarell sold 889 shares of Lab Express.

In January 2020, there was a corporate restructuring of the ownership of Garonit Pharma USA (formerly known as Lab Express Inc). Garonit AG owns Garonit Pharma USA , which was acquired through Garonit Inc Usa, a wholly owned subsidiary of Garonit AG Switzerland the parent company. Garonit inc Usa owned 88% of Garonit Pharma Usa .

Please note that Garonit AG was incorporated in October 2017, and the 100 shares that were distributed were owned by RN Europe Limited, GB London, which then transferred its shares to

Nitin Garg which was furthered transferred in equal parts to Nitin and Rohit Garg. As mentioned before, Garonit Inc owns 88% of Lab Express, however, on May 11, 2022, Garonit Inc Usa bought the remaining 12% of shares from the former president, David Mazzerell. Since May 2022, Garonit Inc owns 100% of the company. Now Garonit Inc has merged with Garonit Delaware Ltd.w.e.f June 03,2025.

EXHIBIT C

	Garonit Pharmaceutical Inc	RN Delaware Inc
Estimated % of sales within the County:	0.00%	100.00%*
Estimated % of sales outside the County but within NYS:	0.25%	0.00%
Estimated % of sales outside NYS but within the U.S.:	77.63%	0.00%
Estimated % of sales outside the U.S.:	22.37%	0.00%

***Note:** 100% of the sales for RN Delaware Inc within the County is rent income

EXHIBIT D

RN Delaware Inc.

Year	Projected Sales/Income (USD)
Yr 1	1,800,000
Yr 2	1,854,000
Yr 3	1,909,620

Garonit Pharmaceutical Inc.

Year	Projected Sales/Income (USD)
Yr 1	25,000,000
Yr 2	50,000,000
Yr 3	100,000,000

EXHIBIT E

Private Financial Records Redacted by OCIDA

EXHIBIT F

**STATE OF NEW JERSEY
DEPARTMENT OF THE TREASURY
DIVISION OF REVENUE AND ENTERPRISE SERVICES
SHORT FORM STANDING**

GARONIT PHARMACEUTICAL, INC.
0100713817

I, the Treasurer of the State of New Jersey, do hereby certify that the above-named New Jersey Domestic For-Profit Corporation was registered by this office on July 23, 1997.

As of the date of this certificate, said business continues as an active business in good standing in the State of New Jersey, and its Annual Reports are current.

I further certify that the registered agent and office are:

ROHIT GARG
10AB MADISON PLACE
FAIRFIELD, NJ 07004



*IN TESTIMONY WHEREOF, I have
hereunto set my hand and affixed
my Official Seal at Trenton, this
14th day of July, 2025*

A handwritten signature in cursive script, appearing to read "Elizabeth Maher Muoio".

*Elizabeth Maher Muoio
State Treasurer*

Certificate Number : 6166452832

Verify this certificate online at

https://www1.state.nj.us/TYTR_StandingCert/JSP/Verify_Cert.jsp

Delaware

The First State

Page 1

I, CHARUNI PATIBANDA-SANCHEZ, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THAT "RN DELAWARE INC." IS DULY INCORPORATED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL CORPORATE EXISTENCE NOT HAVING BEEN CANCELLED OR DISSOLVED SO FAR AS THE RECORDS OF THIS OFFICE SHOW AND IS DULY AUTHORIZED TO TRANSACT BUSINESS.

THE FOLLOWING DOCUMENTS HAVE BEEN FILED:

CERTIFICATE OF INCORPORATION, FILED THE TWENTY-SEVENTH DAY OF MARCH, A.D. 2025, AT 9:55 O`CLOCK A.M.

AND I DO HEREBY FURTHER CERTIFY THAT THE AFORESAID CERTIFICATE IS THE ONLY PAPER OF RECORD, THE CORPORATION IN QUESTION NOT HAVING FILED AN AMENDMENT NOR HAVING MADE ANY CHANGE WHATSOEVER IN THE ORIGINAL CERTIFICATE AS FILED.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL FRANCHISE TAXES HAVE BEEN ASSESSED TO DATE.



10145964 8315

SR# 20253335964

You may verify this certificate online at corp.delaware.gov/authver.shtml

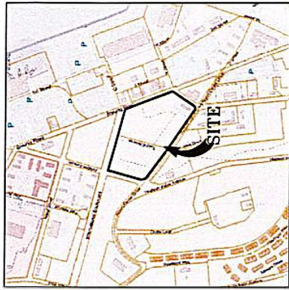
A handwritten signature in cursive script, reading "C. P. Sanchez".

Charuni Patibanda-Sanchez, Secretary of State

Authentication: 204434217

Date: 08-10-25

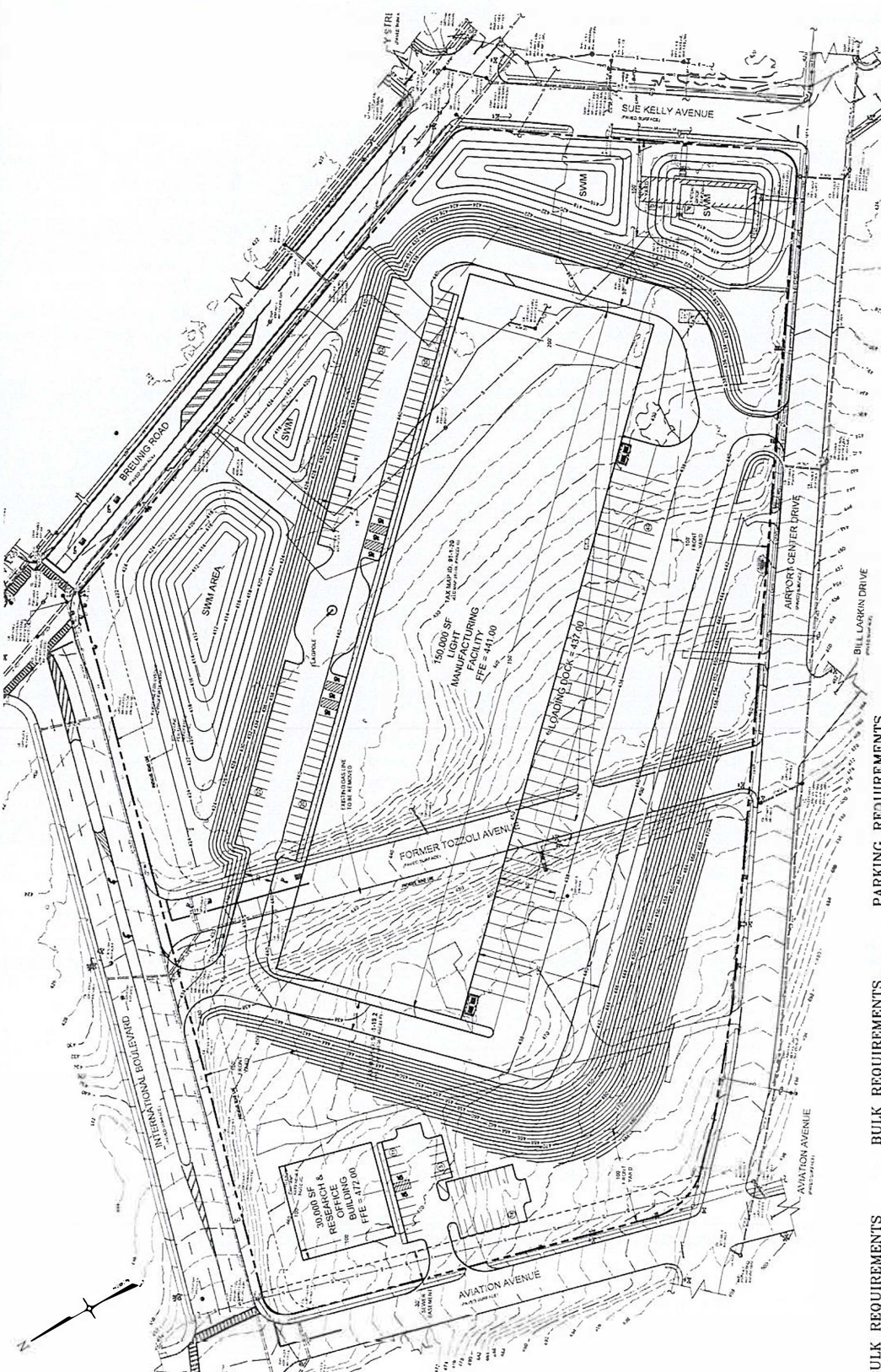
EXHIBIT G



LOCATION MAP
SCALE: 1"=100'

GENERAL NOTES

1. TAX MAP SECTION NUMBER: SECTION 8, BLOCK 1, LOTS 1 & 2
2. TOTAL AREA OF SUBJECT PARCEL: 13.14 ACRES
3. BOUNDARY AND PLANNED THE INFORMATION AND SURVEY FIELD NOTES ARE ON FILE AT THE ENGINEERING DEPARTMENT, NEW YORK CITY.
4. THE TOPOGRAPHIC SURVEY AND ELEVATION DATA WERE OBTAINED FROM A LOCAL ELEVATION MODEL CENTER BY THE STATE OF NEW YORK, 2002. THE ELEVATION DATA WAS USED TO DETERMINE THE ELEVATION OF THE PARCEL AND TO DETERMINE THE ELEVATION OF THE SURFACE OF THE PARCEL. THE ELEVATION OF THE SURFACE OF THE PARCEL WAS DETERMINED BY THE ELEVATION OF THE SURFACE OF THE PARCEL.
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BULK REQUIREMENTS

RESEARCH OFFICE, DESIGN & DEVELOPMENT LAB	
MINIMUM BUILDING REQUIREMENTS	PROPOSED
CHASSIS LOT AREA	48,000 SF
LOT AREA	150,000 SF
LOT DEPTH	150 FEET
FRONT YARD	50 FEET
REAR YARD	25 FEET
SIDE YARD (MIN)	10 FEET
MAXIMUM ALLOWABLE	100 FT
NEAREST LOT LINE	25 FT

BULK REQUIREMENTS

RESEARCH OFFICE, DESIGN & DEVELOPMENT LAB	
MINIMUM BUILDING REQUIREMENTS	PROPOSED
CHASSIS LOT AREA	48,000 SF
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LOT DEPTH	150 FEET
FRONT YARD	50 FEET
REAR YARD	25 FEET
SIDE YARD (MIN)	10 FEET
MAXIMUM ALLOWABLE	100 FT
NEAREST LOT LINE	25 FT

PARKING REQUIREMENTS

TOTAL SPACES REQUIRED	
RESEARCH OFFICE	100
DESIGN & DEVELOPMENT LAB	100
TOTAL SPACES REQUIRED	200

ENGINEERING PROPERTIES
1000 WEST 10TH STREET
NEW YORK, NY 10014
TEL: 212-251-1100
WWW.ENR.COM

SKETCH PLAN 8
GARMENT PHARMACEUTICAL
INTERNATIONAL BOULEVARD
GARMENT DISTRICT
NEW YORK, NY 10014

DATE: 11/11/11
SCALE: 1"=50'
PROJECT: 11-11-11

DATE: 11/11/11
SCALE: 1"=50'
PROJECT: 11-11-11

100' 50' 0' 50' 100'

1"=50'

EXHIBIT H

H. Statement describing project.

The Applicant is the contract purchaser of a 15.37 acre property known as Town of New Windsor Tax Parcel Section 91 Block 1 Lots 19.2&20. The proposal is to construct a 150,000 s.f. light manufacturing building for production of disinfectant and antiseptic products and a 30,000 s.f. building for office space and research that will support the manufacturing facility. This research space will be utilized for research and development activity to produce the next generation of innovative products that will expand domestic capacity for critical disinfectant and antiseptic products. There will be 169 parking spaces and 40 loading/semi trail parking spaces. The facility will be connected to Town water and sewer facilities that are located in the adjacent street. The layout of the facility is so that the loading area is screened from the airport and the front of both the light manufacturing building and the office will face International Boulevard, the airport terminal and Breunig Road creating an aesthetically pleasing view for visitors using the main airport access drives and the airport terminal. The building will be landscaped with native plant species creating a pleasing view with low water demand.

EXHIBIT I

I) Statement describing the impact of incentives on this project, should they be granted:

The site is ideally situated in an area designated by the Town and County for economic development. In 2003, a Final Environmental Impact Statement was adopted by the Town for a 15-year redevelopment plan of the site, replacing obsolete facilities and creating the New York International Plaza, a premier corporate space envisioned for modern facilities containing a mix of uses. However, development of this specific site requires significant grading and the removal of existing, unusable infrastructure, which increases the cost of development. The incentives will help offset this cost and promote the prosperity of the business. In the multi-state search for site selection, these incentives were a main factor in the decision making to locate the facility in Orange County, as opposed to highly competitive sites in the Midwest or surrounding states in the Northeast.

EXHIBIT J

J) Statement describing the economic benefit to the surrounding community resulting from this project:

As stated above, this site is designated specifically for this type of project which not only meets the desire in the region to promote the pharmaceutical industry, but will also strengthen the domestic pharmaceutical supply chain. This facility will provide manufacturing, research and development, and corporate positions. Nearly 100 new good paying careers with benefits will ultimately be provided, with the goal of hiring as many Orange County residents as possible. The success of the Garonit project is closely tied to the strength of its workforce. As part of our strategic site selection process, Garonit was introduced to SUNY Orange by the Orange County Partnership - with the express goal of exploring the development of a tailored talent pipeline focused on manufacturing, R&D, and quality control/assurance. We are now actively collaborating with the college to design a customized program that will equip local students with the skills needed for high-quality, well-paying careers at Garonit USA.

This project will provide tax ratables for the community, all while located in an area already developed with minimum adverse impacts on existing residential communities. This project will contribute to the redevelopment and revitalization of the New York International Plaza and will facilitate innovative research and development initiatives, leading the next generation of pharmaceutical products.

EXHIBIT K

D) Describe the benefits or benefits package offered to employees:

Core Benefits Offered:

1. 401(k) Retirement Plan

- Eligibility after a waiting period.
- Partially company-funded.

2. Health Insurance

- Group health coverage for employees and eligible dependents.
- Costs are shared between company and employee (via payroll deduction).
- COBRA continuation rights available after employment ends.

3. Dental Insurance

- Available for regular full-time employees after the plan's defined waiting period.

4. Vision Insurance

- Available under the same terms as dental insurance.

5. Flexible Spending Account (FSA)

- Tax-free reimbursement for eligible healthcare and/or dependent care expenses.

6. Employee Assistance Program (EAP)

- Confidential support for personal and professional challenges.

Paid & Unpaid Leave:

7. Bereavement Leave

- 3 paid days for death of an immediate family member after 3 months of service.

8. Sick Leave

9. Paid Time Off (PTO)

10. Holidays

11. Military Leave (USERRA Compliance)

12. Workers' Compensation Insurance

EXHIBIT L

E) Describe internal training and advancement opportunities offered to employees:

Internal Training Opportunities

- **On-the-Job Training:**

Most training is conducted on an individual basis by the department manager. Even if employees have prior experience in similar roles, they are trained in Garonit's specific procedures and responsibilities.

- **Customized Learning:**

If an employee feels the need for **additional training**, they are encouraged to consult their manager for support and assistance.

- **Technical and Training Seminars:**

The company **covers expenses** for employees to attend external **classes and seminars** that enhance job-related skills.

Prior managerial approval is required for such training activities.

Advancement & Promotions

- **Promotion from Within Policy:**

Garonit strives to promote internally, provided the most qualified candidate is available. Promotions are made based on:

- Skills
- Education
- Experience
- Other job-relevant qualifications

All decisions are made on an **equal opportunity basis**.

- **Transfers for Growth:**

Employees may be transferred into new roles to better match their abilities and meet the company's evolving needs.

- **Performance Improvement Plans:**

Employees can request a formal performance improvement plan to help them develop professionally and qualify for higher roles

**ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
INDUCEMENT RESOLUTION**

Regarding the

GARONIT PHARMACEUTICAL INC. LLC Project

WHEREAS, the New York State Industrial Development Agency Act and the Agency's enabling legislation, respectively constituting Article 18-A and Section 912 of the General Municipal Law (Chapter 24 of the Consolidated Laws of New York) (the "Act") authorizes the Agency (1) to promote the economic welfare, recreational opportunities and prosperity of its inhabitants, and (2) to promote, attract, encourage and develop recreation and economically sound commerce and industry through governmental action for the purpose of preventing unemployment and economic deterioration; and

WHEREAS, an Application for Financial Assistance dated October 6, 2025, has been submitted to the Agency by or on behalf of Garonit Pharmaceutical Inc. and RN Delaware Inc. (together with the applicant and other project sponsor or any related legal entity, if different, the "Company") requesting assistance in financing a proposed project in the Town of New Windsor, New York, consisting of the acquisition and redevelopment of an underutilized property, located at 326 Sue Kelly Avenue, New Windsor, New York (the "Premises") and construction of a 150,000 sq ft light manufacturing building and a 30,000 sq ft building for research and administrative offices, and the acquisition of machinery and equipment related thereto, all to be used as an light manufacturing and research facility and administrative offices as more fully described in the application and supplemental materials all at a cost of approximately \$46,400,000.00 (the "Project"); and

WHEREAS, the Agency's Local Construction Labor Policy, which went into effect on June 26, 2024 ("Labor Policy"), was annexed to and made a part of the Application; and

WHEREAS, the Premises is located within the Town of New Windsor; and

WHEREAS, in its application, the Company has represented that the Project is expected to create one hundred (100) new jobs in the Town of New Windsor, County of Orange, and the State of New York within three (3) years of the completion of construction, and has made additional factual representations concerning itself and the Project upon which the Agency is relying in adopting this resolution; and

WHEREAS, in order to facilitate the development and renovation of the Project, the Company desires Agency financial assistance in connection with the Project in the form of (i) exemptions of up to \$1,300,000.00 for State and Local Sales Taxes that would otherwise be due with respect to project costs for qualified expenditures in an amount of up to \$16,000,000.00, (ii) mortgage recording tax exemption in the approximate amount of \$150,000.00 relating to the granting and recording of a mortgage secured by the Premises in an amount of up to \$20,000,000.00 and (iii) payment in lieu of tax benefits ("PILOT") in amounts to be established; and

WHEREAS, Company represents that the financial assistance requested from the Agency is necessary in order to enable the Company to proceed with the Project and to be competitive in its business in Orange County; and

WHEREAS, in its application for assistance, the Company has made further representations with respect to the qualification of the Project as a commercial project under the Agency's guidelines, and the Company has represented, and the Agency has determined that such qualification is supported by the information presented in the application; and

WHEREAS, the Agency intends to induce the Company to proceed with the development of the Project pending completion of arrangements by the Company and the Agency for the financing for the Project as a "straight lease" transaction.

NOW, THEREFORE, the Orange County Industrial Development Agency hereby resolves as follows:

Section 1. Qualification of Project.

The Agency hereby determines that the undertaking and completion of the Project and the financing thereof by the Agency is authorized by the Act and will be in furtherance of the policy of the State of New York as set forth therein.

Section 2. Commercial Project Determinations.

The Agency hereby further specifically determines, in accordance with its guidelines for commercial projects and based on the representations and information presented by the Company in the application, that:

1. The Project will generate a direct economic impact on the County of a positive nature.
2. The Project will involve the redevelopment of an underutilized property located at the Premises and the construction of a new warehouse building.
3. The Project will be located in the Town of New Windsor.
4. The Project will generate new ratables for the County and the other taxing jurisdictions.
5. The Project will lead to the creation of one hundred (100) new full-time jobs in the County and allow the Company to be competitive.

Section 3. SEQRA.

The Agency further determines that it is not the lead agency with respect to the Project

under the State Environmental Quality Review Act ("SEQRA"), and that any determination thereunder as to the necessity of preparing an environmental impact statement will be made by such lead agency. The actions taken hereunder shall be subject in all respect to compliance with SEQRA prior to any final action being taken by the Agency.

Section 4. Ratification of Prior Acts.

Any action heretofore taken by the Company in initiating the Project is hereby ratified, confirmed and approved.

Section 5. Assistance of Company.

The members, representatives, and agents of the Agency are hereby authorized and directed to take all actions deemed appropriate to assist the Company in commencing and carrying out the Project to include the providing of an exemption from mortgage taxes and sales tax on amounts expended as costs for the construction, renovation, redevelopment and for equipping of the facility. Final action with respect to financial assistance shall be subject to approval by an Authorizing Resolution by the Agency.

Section 6. Assistance of Agency

Subject to agreement between the Agency and the Applicant as to terms in all agreements to be entered into with respect to the Project, the Agency will undertake to use reasonable efforts to provide financial assistance to the Project in the amounts requested by the Applicant in the Application for Financial Assistance.

Section 7. Reimbursement of Costs and Expenses.

Any expenses incurred by the Agency with respect to the Project and the financing thereof, including attorney's fees and disbursements, shall be reimbursed by the Applicant. By acceptance hereof, the Applicant agrees to pay such expenses and further agrees to indemnify the Agency, its members, employees and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages, including attorney's fees and disbursements, incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the Project and the financing thereof.

Section 8. No Recourse or Personal Liability.

No provision of this resolution or any other related document shall constitute or give rise to a charge upon the general credit of the Agency or impose upon the Agency a pecuniary liability except as may be payable from the limited sources set forth above. No recourse shall be had for the payment of or performance of any obligation in connection therewith against any employee, officer, member, representative or agent of the Agency, nor is or shall any such person become personally liable for any such payment or performance.

Section 9. Effect of Resolution.

In adopting this resolution, notwithstanding any other provision hereof, the Agency assumes no responsibility for obtaining or assisting the Company in obtaining financing for the Project. This resolution is not a contract between the Agency and the Company, and it shall not be construed as such.

Section 10. Occupancy by Applicant

No person other than the Applicant and its affiliates or its tenants shall occupy the Project unless and until approved by the Agency.

Section 11. Labor Policy

Commencing with the adoption of this Inducement Resolution, the Company hereby agrees to comply with the provisions of the Agency's Labor Policy.

Section 12. Representations

The Agency has made and makes no representation or warranty whatsoever, either express or implied, with respect to the merchantability, condition, environmental status, fitness, design, operation or workmanship of any part of the Project, its fitness for any particular purpose, the quality or capacity of the materials in the Project, or the suitability of the Project for the Company's purposes or needs or the extent to which financial assistance will be sufficient to pay the cost of constructing, equipping and furnishing of the Project. The Company, by executing the acceptance hereof, represents that it is satisfied that the Project is suitable and fit for its purposes. The Agency shall not be liable in any manner whatsoever to anyone for any loss, damage or expense of any kind or nature caused, directly or indirectly, by the Project property or the use or maintenance thereof or the failure of operation thereof, or the repair, service or adjustment thereof, or by any delay or failure to provide any such maintenance, repairs, service or adjustment, or by any interruption of service or loss of use thereof or for any loss of business howsoever caused, and the Company, by executing the acceptance hereof, hereby indemnifies and holds the Agency harmless from any such loss, damage or expense.

Section 13. Compliance by Company

Any commitment of the Agency set forth herein is expressly conditioned upon full compliance of the Company and the Project with all applicable laws, rules and regulations, and the Company shall be required to provide satisfactory evidence of the same to the Agency prior to providing any financial assistance.

Section 14. Conditions

The undertakings of the Agency set forth herein are subject to and conditioned upon (a) full compliance with federal, state and local regulatory and environmental procedures and requirements, including the State Environmental Quality Review Act, (b) publication of notice

and holding of a public hearing with respect to the Project and the proposed financial assistance as required by the Act, and (c) provision of full environmental indemnities by an entity satisfactory to the Agency and in form and substance acceptable by the Agency and its counsel.

Section 15. Expiration Date of Resolution.

This resolution may be deemed by the Agency to have expired at any time after twelve months from the date hereof.

Section 16. Effective Date.

The resolution shall take effect immediately upon its acceptance by the Company.

Adopted: _____, 2025

Motion made by _____; seconded by _____

VOTE:

Jeffrey D. Crist – Chairman	AYE _____	NAY _____
Dean Tamburri - Vice Chairman	AYE _____	NAY _____
Vincent Odock – Secretary	AYE _____	NAY _____
Marc Greene - Board Member	AYE _____	NAY _____
Linda Muller - Board Member	AYE _____	NAY _____
Giovanni Palladino - Board Member	AYE _____	NAY _____
Susan Walski - Board Member	AYE _____	NAY _____

CERTIFIED to be a true and correct copy of the resolution adopted on _____
____, 2025 by the Members of the Board of the Orange County Industrial Development Agency.

ORANGE COUNTY INDUSTRIAL
DEVELOPMENT AGENCY

By: _____
Name: William Fioravanti
Title: Chief Executive Officer

June 11, 2025

Bill Fioravanti
Chief Executive Officer
Orange County Industrial Development Agency
40 Crotty Lane
Suite 100
New Windsor, NY 12553

Re: Shovel Ready Sites Approach Phase 1A Scope

Dear Mr. Fioravanti:

Thanks to you and Chairman Crist for meeting with me and my colleague Mr. Sandy Mathes of Mathes Public Affairs recently to discuss approaches to advancing the Orange County Industrial Development Agency's (OCIDA) Shovel-Ready Site Evaluation prepared in June of 2023.

Background

By way of background, in 2022, in a visionary manner, the OCIDA engaged with Delaware Engineering and Mathes Public Affairs to conduct a county-wide site evaluation as a first phase in an overall approach to the identification and creation of shovel-ready sites in the County. In June of 2023, we presented the results of our work to the OCIDA Board and the public, summarizing our methodology and results.

Conduct of the Shovel-Ready Site Evaluation involved outreach to every municipality in the County to gain an understanding of each community's support for economic development investment including the nature and scale. At the same time, we conducted desk-top analysis of infrastructure, land use and zoning, and environmental opportunities and constraints. With this overview, a windshield survey was conducted for all potential locations of parcels or parcel assemblages to ground-truth the review.

An in-depth, custom Market Analysis was conducted to evaluate and identify the business sectors with potential interest or targets for attraction to Orange County. Sites were scored and ranked relative to their characteristics and match to market potential. This resulted in a priority site list recommended to be the focus of OCIDA and partner efforts to advance to shovel ready status.

Simultaneous with the Shovel Ready Site Evaluation project in 2023, Empire State Development (ESD) rolled out the Focused Attraction of Shovel-Ready Tracts New York (FAST NY) Grant Program, the program having been announced by Governor Hochul on February 28, 2022. FAST NY has been funded in each fiscal year since its creation and is a new source of funds for pre-development activities and infrastructure investments to develop sites that will attract high-tech manufacturing, particularly semiconductor manufacturing, warehousing, distribution and logistics businesses to the state.

With this as background, the OCIDA is embracing the focus on shovel-ready site creation by requesting a scope of services to build on the 2023 site evaluation. To that end, we have prepared this scope of services, budget and schedule for Phase 1A of the OCIDA's approach to creating Shovel-Ready Sites which includes an implementation plan.

Scope of Services

1. Local Development Corporation

- a. Assist the IDA and its attorney with the creation of a non-profit Local Development Corporation (LDC) under Article 14 of the Not-For-Profit Corporations Law of the State of New York, Section 1411 which may be created in collaboration with the Orange County Partnership.
- b. The LDC will operate for exclusive charitable or public purposes of:
 - i. Relieving and reducing unemployment
 - ii. Promoting and providing for additional and maximum employment
 - iii. Bettering and maintaining job opportunities
 - iv. Instructing or training individuals to improve or develop capabilities for such employment
 - v. Carrying on scientific research for the purpose of aiding a community or geographical area by attracting new industry to the community or area or by encouraging the development or retention of an industry in the community or area
 - vi. Lessing the burdens of government and acting in the public interest
 - vii. The operations of which shall be considered essential governmental functions
- c. The LDC will have the following powers relative to conducting its purposes:
 - i. to construct, acquire, rehabilitate and improve for use by others industrial or manufacturing plants in the territory in which its operations are principally to be conducted,
 - ii. to assist financially in such construction, acquisition, rehabilitation and improvement,
 - iii. to maintain such plants for others in such territory, to disseminate information and furnish advice, technical assistance and liaison with federal, state and local authorities with respect thereto,
 - iv. to acquire by purchase, lease, gift, bequest, devise or otherwise real or personal property or interests therein,
 - v. to borrow money and to issue negotiable bonds, notes and other obligations therefor, and notwithstanding section 510 (Disposition of all or substantially all assets) without leave of the court,
 - vi. to sell, lease, mortgage or otherwise dispose of or encumber any such plants or any of its real or personal property or any interest therein upon such terms as it may determine and, in connection with loans from Empire State Development,
 - vii. to enter into covenants and agreements and to comply with all the terms, conditions and provisions thereof, and
 - viii. otherwise to carry out its corporate purposes and to foster and encourage the location or expansion of industrial or manufacturing plants in the territory in which the operations of such corporation are principally to be conducted, provided, however, that no such corporation shall attempt to influence legislation by propaganda or otherwise, or participate or intervene, directly or indirectly, in any political campaign on behalf of or in opposition to any candidate for public office.
- d. The LDC is empowered to accept without remuneration, public lands offered by any municipality for use in conducting its purposes
- e. The LDC income and operations are exempt from income or other taxation.

2. Update Sites List and Options
 - a. Building on the priority sites list created in 2023, update the top five priority sites with respect to:
 - i. Ownership/Site Control & Potential Partnership
 - ii. Potentially Developable Scale
 - iii. Political Atmosphere/Support for Economic Development
 - iv. Zoning and Land Use/Potential Enhancements & Flexibility
 - v. Environmental Constraints
 - vi. Infrastructure including Power and Fiber
 - b. Based on the update, create an evaluation matrix to assess the top three sites and recommend the sites to the LDC to obtain real estate options to obtain site control
 - c. Secure the services of an appraiser as a subconsultant to prepare appraisals for each site
 - d. Support the LDC with negotiating and obtaining options for the top two to three sites
3. FAST NY and/Brownfield Applications
 - a. As appropriate, support LDC with the preparation of budgets and documentation as well as applications for FAST NY Track B and/or Brownfield Opportunity Area (BOA) funds to support Phase 2 work, conduct of the environmental review process.

Phase 2 work, while not included in this Scope of Services, would be an extension of Phase 1 to conduct one or more Generic Environmental Impact Statements (GEISs) and advance the entitlement process as much as possible after site control is gained. In addition, Phase 2 work could include conduct of Phase 1 and 2 Environmental Site Assessments (ESAs) under the BOA program. A dual track approach may be employed if there are two or more priority sites that combine greenfield (GEIS) and Brownfield (Phase 1 & 2 ESAs).

Schedule

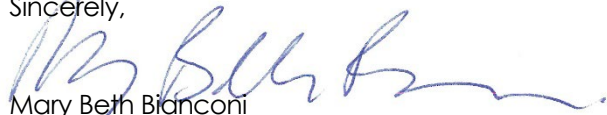
It is anticipated that the work can be conducted in approximately three - four months with the creation of the LDC and the update to the sites list running on a parallel track, followed by the preparation of applications for FAST NY and BOA.

Professional Services Fee

LDC Support	\$30,000
Update Sites and Options	\$40,000
FAST NY and BOA	\$25,000
Total	\$95,000

My colleague Sandy and I look forward to an opportunity to meet with you to discuss this Scope of Services and next steps. In the meantime, please let us know if you have questions or need additional information.

Sincerely,



Mary Beth Bianconi
Partner

C: Sandy Mathes, Mathes Public Affairs

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	1,066.80	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	2,330.83	541.67	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		875.00	-875.00	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	1,959.36	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
--	--	--	--			--
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



**REQUEST FOR PROPOSALS
FOR INDEPENDENT AUDIT SERVICES
FOR YEARS ENDING DECEMBER 31, 2025-2026**

DATED: October 10, 2025

ISSUED BY:

**Orange County Industrial Development Agency *and*
Orange County Funding Corporation**

**PROPOSALS MUST BE RECEIVED BY MAIL *AND* A COPY VIA EMAIL
IS REQUESTED BY 4:00PM on Monday, November 10, 2025**

MAIL TO:

**Bill Fioravanti, CEO
Orange County Industrial Development Agency &
Orange County Funding Corporation
4 Crotty Lane, Suite #100
New Windsor, NY 12553**

EMAIL TO: kreilly@ocnyida.com

**NOTICE TO PROPOSERS
ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
AND ORANGE COUNTY FUNDING CORPORATION
REQUEST FOR PROPOSALS**

Sealed Proposals for AUDITING SERVICES as requested by the Orange County Industrial Development Agency and Orange County Funding Corporation will be received by mail at 4 Crotty Lane Suite #100, New Windsor, NY 12553 until 4:00 PM, local time on Monday, November 10, 2025 with a copy via email requested.

RFP documents are available for download from the Orange County IDA website at:
<https://www.ocnyida.com/rfp>

Bill Fioravanti, CEO
Orange County Industrial Development
Agency and Orange County Funding
Corporation kreilly@ocnyida.com

Dated: October 10, 2025
New Windsor, New York



INTRODUCTION

The Orange County Industrial Development Agency (the "OCIDA") and the Orange County Funding Corporation (the "Corporation"), collectively known as "the IDA," is requesting a proposal from audit service providers interested in providing services to the IDA. This Request for Proposal (the "RFP") is issued for the purpose of identifying the most qualified firm to provide auditing services and that provides the best overall value to the IDA.

The Orange County Industrial Agency

Established in 1972 through Article 18-A of the General Municipal Law (the "Act"), Industrial Development Agencies are authorized to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing industrial, manufacturing, warehousing, commercial, research, recreational and other facilities and thereby advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York and improve their recreational opportunities, prosperity and standard of living. The OCIDA is an issuer of bonds for qualified projects in Orange County, New York and provides financial assistance as permitted under the Act supports economic development and projects in the Orange County.

The Orange County Funding Corporation

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

SCOPE OF SERVICES

The IDA is seeking proposals for Technical and Professional Services to provide Auditing Services for their Financial Statements of both the OCIDA and the Corporation from qualified firms of certified public accountants to audit financial statements for the fiscal years ending December 31, 2025, through December 31, 2026.

Minority Business Enterprises and Women's Business Enterprises are encouraged to apply. In addition to the above audit services, management consulting services may be

required on an as needed basis. Such services may include, but will not be limited to, consultations regarding accounting principles and method of application and suggestions for improving internal control.

Proposers must demonstrate skill and expertise in the area of auditing, particularly with industrial development agencies and public benefit corporations subject to oversight as public authorities by the Authorities Budget Office. The objectives of the audits are:

- To determine that the financial statements present fairly the financial positions and results of operations.
- To determine that management assertions regarding economic actions and in the financial statements are verifiable, properly classified and disclosed.
- To determine the extent to which management assertions on the financial statements conform to established policies, criteria, standards, rules, regulations and applicable statutes
- To communicate to the boards of directors the auditors' conclusions in an auditor's report.
- To communicate to the boards of directors the auditors' conclusions, in the form of a Management Letter regarding any existing material weaknesses in fiscal accounting procedures, or internal controls, and any other matters that may come to their attention, along with any recommendations for corrections and improvements.
- To provide a report on Internal Controls related to the financial statements and major programs and an opinion on compliance with policies, laws, regulations, and the provisions of contracts or grant agreements, noncompliance with which could have a direct and material effect on the financial statements.
- To provide Statements of Financial Position, Statements of Activities, and Statements of Cash Flows and a review and report on investments.
- To separately provide summary financial information to management for each entity in the standard Authorities Budget Office format for input to the PARIS reporting system.

PROPOSAL REQUIREMENTS

Proposal Deadline — The submissions must be received by mail on or before 4:00PM on November 10, 2025.

Proposal Submission Method — THREE (3) copies of the Proposal and other required documents must be submitted, sealed in an opaque envelope clearly marked with the name and number of the Proposal and the name and address of the Proposer. In addition, an electronic copy in .pdf format shall be sent to kreilly@ocnyida.com. Proposals in all required formats must be received by mail no later than **4:00PM November 10, 2025** at the following address:

BILL FIORAVANTI, CEO
ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

4 CROTTY LANE #100
NEW WINDSOR, NY 12553
EMAIL: kreilly@ocnyida.com

Contact Information/Certification — Proposals must be signed and include the firm name, address, telephone number, and name of the person authorized to submit the proposal, along with the person's title, email, and telephone number. If the firm operates from more than one location, please specify the office to which this project will be assigned.

Qualifications of the Firm — Describe the qualifications of the firm to perform services under this engagement. Include information about pertinent prior experience, specialized expertise, and resources that the firm can bring to an audit under this engagement.

Qualifications of Personnel — Identify the personnel to be assigned to the audit under this engagement. Discuss the professional qualifications, experience and education that each person brings to the engagement. Include a statement of any regulatory action taken within the past five years by an oversight body against any personnel who will be assigned work under this engagement.

Proposed Fees — Provide a fee schedule and proposed compensation within the proposal that includes all services provided to the IDA. A breakout of level, hourly rate and hours assigned should also be included.

References — Provide names, addresses, telephone numbers and email addresses for three client references.

Conflicts — Describe any existing or potential conflicts of interest that may arise from your relationship(s) with any IDA Board member(s), representation of other parties, or participation in other matters that might affect this engagement.

AUDIT COMPLETION DATES

Each year's audits must be complete and presented as follows:

- By **March 1st** of the year following the year under audit for the 2025 –2026 Fiscal Years.
- **THREE (3)** hard copies are required as well as being submitted via email to management, along with summary financial information for each entity in the standard Authorities Budget Office format for input to the PARIS reporting system.
- Be available to attend the Audit Committee meeting tentatively scheduled for March 4, 2026, at 4:00 p.m. and the IDA Board of Directors meetings tentatively

scheduled for March 18, 2026, at 5:00 p.m. to present audits and to answer other inquiries from board and staff.

OTHER TERMS

- The right is reserved to accept or reject any or all proposals and to waive informalities or irregularities in the selection process. The right is reserved to negotiate services to be provided and the accompanying fees. The IDA also reserves the right to amend, change or withdraw this RFP at any time.
- The IDA is not liable for any costs incurred by a proposer in responding to this RFP.
- The IDA reserves the right to retain a proposer it determines to be the most qualified (whether such proposer has submitted a qualifications statement in response to this RFP or not) without competition if such action is deemed to be in the best interests of the IDA. The IDA reserves the right to award the contract to the bidder it deems most qualified regardless of whether that bidder is the lowest cost bidder.
- There is no guarantee that any proposer deemed qualified through this RFP will in fact be awarded any auditing services by the IDA.
- A Certification of Non-Collusion must be submitted with the proposal, a copy of which is at the end of this RFP.
- A three (3) year contract is contemplated, subject to annual review, satisfactory performance, the annual availability of appropriation, and annual approval by the Agency's Board of Directors.

REVIEW OF PROPOSALS AND SELECTION PROCESS

The OCIDA will review proposals during the week of November 10, 2025. The winning firm will be selected on November 19, 2025 and will be notified on November 20, 2025.

The IDA will review and consider the proposals submitted and will consider the following factors:

- Relevant experience of the firm and of key personnel, including professional qualifications; specialized experience and technical competence; reputation of personnel for working in an efficient, effective, proactive, and ethical manner; past experience; relationships or activities that might present a conflict of interest for the auditing firm or for the IDA.
- Ability to advise and represent the IDA in an effective and efficient manner.
- Quoted fee rates as applied by the IDA to the proposed need for services.
- Familiarity with QuickBooks accounting systems.
- Any other factors relevant to the selection process as determined by the IDA in its sole and absolute discretion.

If proposers have questions regarding the RFP, they may contact Kelly Reilly, via email at kreilly@ocnyida.com.



CERTIFICATION OF NON-COLLUSION

Made To: *Orange County Industrial Development Agency*
 Orange County Funding Corp.

- (a) By submitting this proposal to provide audit services, each proposer and each person signing on behalf of any firm certifies, and in the case of a joint proposal, each party therefore certifies as to its own organization, under penalty of perjury, that to the best of their knowledge and belief:
- (1) The fees and terms in this proposal have been arrived at independently without collusion, consultation, communication or agreement for the purpose of restricting competition, as to any matter relating to such fees and terms with any other proposer or with any other competitor; and
 - (2) Unless otherwise required by law, the fees and terms which have been quoted in this proposal have not been knowingly disclosed by the proposer prior to the opening, directly or indirectly, to any other proposer or to any competitor; and
 - (3) No attempt has been made by the proposer or will be made to induce any other persons, partnership or corporation to submit or not submit a proposal for the purpose of restricting competition.

Printed Name and Title

Signature

Name of Firm/Company/Corporation

Telephone Number

Street Address

City, State, Zip

Email Address

Date

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

rev. 10/16/25