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

Board of Directors Meeting Minutes
Wednesday, October 28th, 2026

Meeting Location: Orange County Government Center 255 Main St, Goshen, NY 10924

Board Members Present: Jeffrey Crist (Chair), Dean Tamburri, Leigh Benton, Marc Greene, Giovanni Palladino, Dr. Vincent Odock

Board Members Absent: Linda Muller

Staff Present: Felicia Kalan, Marty Borrás, William Harrington, Lino Sciarretta and Rudy Zodda (General Counsel), Billy Ibberson (AV)

Others Present: Brian Sanvidge (NYS Monitor). Rachel Selsky (Camoin Associates via Zoom), members of Protect Orange County and Save Wawayanda

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I. Call Meeting to Order

The Chairman called the meeting to order at 5:00 p.m.

II. Pledge of Allegiance

The Chairman noted that no action would be taken on the Amazon Authorizing Resolution or the UTEP Amendment Resolution.

III. Continuation of the Public Hearing on the Uniform Tax Exemption Policy

The Chairman noted the comments received at the meeting and comments received up until the current meeting. He opened the floor for any public member who wished to comment and asked the speakers to limit their comments to three minutes. Counsel reiterated that the current topic was the UTEP and not the Amazon project. Public comment was made part of the public record by the Stenographer present.

A MOTION TO CLOSE THE PUBLIC HEARING ON THE UNIFORM TAX EXEMPTION POLICY WAS MADE BY MR. BENTON, SECONDED BY MR. TAMBURRI, AND PASSED UNANIMOUSLY. THE PUBLIC HEARING CLOSED AT 5:37 P.M.

IV. Roll Call

Ms. Kalan acknowledged the Board, staff, and guests present.

V. Minutes

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A MOTION TO APPROVE THE SEPTEMBER 30TH, 2026, OCIDA BOARD OF DIRECTORS MEETING MINUTES AS PRESENTED WAS MADE BY DR. ODOCK, SECONDED BY MR. PALLADINO, AND PASSED UNANIMOUSLY.

VI. Reports

Chairman's Report: The Chairman thanked staff for their work through Mr. Fioravanti's transition into a new position. He noted that this would be Dr. Odock's last meeting as a Board member.

Consultant Report: Ms. Kalan provided updates on her main goals for continuity of the OCDFC and the OCIDA. She's met with relevant parties from the brownfield group and asked them to come before the board to provide updates. She noted that she left CivicServ in the proposed budget for the incoming CEO to decide whether they want to move forward with the platform. She stated she attended several events and that at the economic summit and discussed the County Executive's trip to Taiwan. See the attached Consultant report

Finance Committee Report: Mr. Greene stated that the reports were in line with previous months and noted that the Finance Committee recommended approval of the report and payables.

A MOTION TO APPROVE THE SEPTEMBER 2026 FINANCIAL REPORT AND SEPTEMBER 2026 PAYABLES WAS MADE BY MR. BENTON, SECONDED BY MR. PALLADINO, AND PASSED UNANIMOUSLY.

Consideration of Amazon Authorizing Resolution: Counsel asked that consideration for this resolution as well as the UTEP Amendment resolution be tabled.

A MOTION TO TABLE THE CONSIDERATION OF THE AMAZON AUTHORIZING RESOLUTION AND THE UNIFORM TAX EXEMPTION POLICY RESOLUTION FOR A FUTURE DATE WAS MADE BY MR. BENTON, SECONDED BY. MR. PALLADINO, AND PASSED UNANIMOUSLY.

Proposed 2027 – 2030 Annual Budgets: Mr. Greene stated that no real changes were made to the OCIDA budget and Mr. Crist confirmed that the only adjustment made was to the closing fees. See the attached approved 2027-2030 budget.

A MOTION TO APPROVE THE 2027 – 2030 PROPOSED ANNUAL BUDGET WAS MADE BY MR. PALLADINO, SECONDED BY MR. TAMBURRI, AND PASSED UNANIMOUSLY.

CivicServ: Ms. Kalan stated that the addendum needed to be signed to extend the trial.

MOTION TO AUTHORIZE EXECUTION OF THE CIVISERV TRIAL EXTENSION WAS MADE BY MR. PALLADINO, SECONDED BY MR. TAMBURRI, AND PASSED UNANIMOUSLY.

Executive Session start 5:48 p.m.

A MOTION TO ENTER INTO EXECUTIVE SESSION TO DISCUSS EMPLOYMENT AND PROPOSED AND CURRENT LITIGATION REGARDING THE NYS MONITOR WAS MADE BY MR. PALLADINO, SECONDED BY MR. TAMBURRI, AND PASSED

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UNANIMOUSLY.

A MOTION TO EXIT EXECUTIVE SESSION WAS MADE BY MR. PALLADINO, SECONDED BY MR. BENTON, AND PASSED UNANIMOUSLY.

A MOTION TO APPROVE MS. FELICIA KALAN AS THE INTERIM CHIEF EXECUTIVE OFFICER FOR THE OCIDA AND OCFC AT $12,500 COLLECTIVELY PER MONTH WAS MADE BY MR. PALLADINO, SECONDED BY MR. TAMBURRI, AND PASSED UNANIMOUSLY.

A MOTION TO CONDUCT A SEARCH FOR A FULL-TIME CHIEF EXECUTIVE OFFICER BY A COMMITTEE CONSISTING OF MR. GREENE, MS. MULLER, AND CHAIRMAN CRIST WAS MADE MR. BENTON, SECONDED BY MR. TAMBURRI, AND PASSED UNANIMOUSLY.

A MOTION TO DIRECT COUNSEL TO PREPARE AN RFP FOR A FULL-TIME CHIEF EXECUTIVE OFFICER WAS MADE BY MR. BENTON, SECONDED BY MR. TAMBURRI, AND PASSED UNANIMOUSLY.

VII. Adjournment

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

The meeting closed at 6:51 p.m.

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ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

ORANGE COUNTY FUNDING CORPORATION

Report to the Board of Directors
Felicia Kalan, Consultant
October 2026

1. **CEO Transition Updates**

- Former CEO Bill Fioravanti concluded his tenure on Friday, October 9, 2026. He has remained available to answer transition-related questions. Felicia Kalan onboarded as a consultant on October 6, 2026 for the month of October to provide executive and operational oversight during the CEO transition on a part-time basis. A brief overlap period allowed for the orderly handling of immediate matters and for notification to key partners and stakeholders.

2. **UTEP Public Hearing**

- UTEP Public Hearing was conducted on October 21, 2026 at 4 Crotty Lane, New Windsor, NY and public hearing remained open. *A transcript of the UTEP Public Hearing is included in this packet.*

3. **USEPA Brownfield Assessment Grant**

- Met with the relevant parties and requested a progress report presentation from HRP Associates for the November Board meeting. As of October 19, 2026, the grant has a remaining balance of $162,764.90, after payment of a pending $30,317.00 invoice from HRP Associates. In addition, three administrative line items for the Orange County IDA, totaling $29,090.00, have not yet been billed.

4. CivicServe

- CivicServe is a cloud-based software platform for economic development agencies that manages incentive programs, project compliance, and state reporting requirements. OCIDA first considered these services to support the annual project filings submitted to the Authorities Budget Office (ABO) and entered a temporary trial period. After a demonstration by the CivicServe team on October 20, 2026, staff found that the full package, quoted at $26,000, includes several add-on features the Agency would not use at this time. It is therefore recommended that OCIDA request CivicServe to propose a pared-down proposal, with revised pricing, limited to project compliance tracking and ABO annual reporting for Board review. A final determination should be made by a permanent CEO when hired, and therefore it has been left in the budget for 2027 consideration. A signed addendum was

executed on October 8, 2026 extending the trial period through January 31, 2026 at no cost to the OCIDA.

5. **Events and Meetings**

- **Orange County Partnership Investor Breakfast** held on October 6th, 2026 joint recognition of three honorees as the 2026 Women of Achievement in Economic Development including Maria Bruni, Director of Community Development for the City of Middletown, Valerie Maginsky, Executive Director of the City of Port Jervis Community Development Agency and Cherisse Vickers, Executive Director of the City of Newburgh Industrial Development Agency.

- **Orange County Economic Summit** held on October 16, 2026 at SUNY Orange in Middletown, where economist Gus Scacco of Hudson Valley Investment Advisors gave the keynote on the economic trends, risks, and growth opportunities expected to shape the county over the next five years. The summit followed County Executive Steve Neuhaus's second successful trip to Taiwan, where the County Executive and the Orange County Partnership team met with companies ranging from chip manufacturing, R&D, and drone production as they look to relocate their companies by 2027 due to ongoing conflict with China. Tiawan produces 60% of the world's semiconductors and 90% of the world's advanced smart chips are currently produced in Tiawan, and Orange County is positioned to attract the U.S. expansion and or relocation.

- **Orange County Partnership Annual Event** will be held on Tuesday, December 1 2026, at 5:00 PM at The Barn at Villa Venezia in Middletown. If any board members are interested in attending, please let me know and I will register you.

- **New York State Economic Development Council 2027 Economic Development Conference** will be held February 9-10, 2027 at the Albany Capital Center. If any board members would like to attend, please let me know and I will register you. I have attached a sponsorship document if you are interested in sponsorship opportunities. *A copy of the EDC Conference sponsorship document is included in this packet.*

6. Reschedule November Meeting

- The November Board meeting date is currently scheduled for November 18, 2026 at 5 p.m. but due to Board member scheduling conflicts, I am proposing a meeting date change for Finance Committee and the Board meeting to Monday, November 16, 2026 with Finance beginning at 4:00 p.m. and the Board meeting beginning at 5:00 p.m.

2027 Economic Development Conference

February 9 - 10, 2027

Albany Capital Center, 55 Eagle Street Albany NY

NEW YORK STATE Economic Development Council

Sponsorship Opportunities

GENERAL EVENT SPONSORSHIPS

Diamond $5,500
(Includes full page ad)

Gold $4,000
(Includes 1/2 page ad)

Silver $3,000
(Includes 1/4 page ad)

Bronze $2,000

TUESDAY EVENT SPONSORSHIPS

Tuesday, February 9, 2027

Breakfast
$4,000

Morning Plenary Session
$4,000

Morning Breakout Sponsors
$3,000
3 available

Morning Refreshment Break Sponsor
$3,000

Plenary Lunch Sponsor
$6,000
Industry Exclusive; 2 available

Afternoon Breakout Sponsors
$3,000
3 available

Afternoon Refreshment Break Sponsor
$3,000

Afternoon Plenary Sponsor
$4,000

Networking Reception
$6,000
Industry Exclusive; 2 available

WEDNESDAY EVENT SPONSORSHIPS

Wednesday, February 10, 2027

Breakfast
$4,000

Morning Plenary Session
$4,000

Morning Breakout Sponsors
$3,000
3 available

Morning Refreshment Break Sponsor
$3,000

Sponsorship Benefits:

COMPLIMENTARY REGISTRATIONS
Complimentary registrations are included according to the following levels of contribution:

- $4,000+ - Three (3) registrations
- $3,000 - $3,999 - Two (2) registrations
- $2,000 - $2,999 - One (1) registration

FIRST ACCESS TO HOTEL ROOM BLOCK
Sponsors who invest $3,000 or more before registration opens will have access to the room block at the Renaissance Albany Hotel.

SPECIALITY SPONSORSHIPS

Registration Gift*
$4,000

Branded Lanyards*
$4,000

Coffee Cups*
$4,000

Charging Station
$5,000

Wi-Fi
$2,000

Photography
$2,500

Exhibitor Booths
$2,000

*Indicates sponsor supplies the product

AD SPACE
Ad space in the program booklet is included for the following sponsor spends:

- $5,500 + - Includes full page ad
- $4,000 - Includes ½ page ad
- $3,000 - Includes ¼ page ad

EXHIBITOR BOOTHS
1 table top exhibitor is included with sponsors who invest $3,000 or more

ADVERTISING SPACE IN CONFERENCE PROGRAM

Inside Front Cover (Color) : $3,000

Outside Back Cover (Color): $3,000

Inside Back Cover (Color): $2,500

Full page ad spot (Color) : $1,500

½ page ad spot (Color): $1,000

¼ page ad spot (Color): $750

AD/ARTWORK/LOGO SUBMISSION
Please sub,it ad/artwork and logos in vector formats - EPS, PDF, TIF, or JPEG. PDF files should be written for press quality. All graphics should be 300dpi or better.

Sponsorship Forms are due no later than January 29, 2027.
To guarantee recognition in our conference program please submit by January 22, 2027

To reserve your sponsorship, please complete this online form.

Should you have any questions, please contact NYSEDC Event Consultant Kate Manley at kate@collabkate.com.
Cancellation Policy: Cancellations cannot be refunded after January 29, 2027.

Orange County IDA (OCIDA)

Proposed Annual Budgets 2027-2030

	2026 Approved Budget	2026 Projected Year-End	2027 Proposed Budget	2028 Proposed Budget	2029 Proposed Budget	2030 Proposed Budget
Revenues						
Closing Fees	1,980,000	275,552	5,270,678	525,000	500,000	500,000
Application Fees	10,000	12,500	10,000	10,000	10,000	10,000
Management Fee (from OCFC)	98,682	92,701	36,517	37,057	38,077	39,083
IDA Admin Fees	13,000	225,000	7,500	10,500	10,000	17,500
Other IDA Fees	-			-	-	-
Subtenant Rents	-			-	-	-
Interest Earnings	184,938	309,223	292,500	138,125	113,125	125,625
Other Income	-	-	-	-	-	-
Insurance Recoveries	-	-	-	-	-	-
Pass-thru Legal Fees	2,500	2,500	-	-	-	-
Shovel Ready Reimbursement	200,000	262,332	100,000	-	-	-
Total Revenues	**$ 2,489,120**	**$ 1,179,808**	**$ 5,717,195**	**$ 720,682**	**$ 671,202**	**$ 692,208**
Expenses						
Administrative Expenses						
Salaries	334,143	325,311	440,259	451,265	462,547	474,111
Employee Benefits	36,899	38,743	48,721	49,939	51,188	52,467
Payroll Taxes & Fees	35,085	33,632	43,251	44,332	45,441	46,577
401k Retirement & Fees	16,433	16,000	22,000	17,500	18,000	18,500
Deferred Compensation	25,000	-	-	-	-	-
Fiscal Audit	19,500	19,500	17,500	18,000	19,000	19,500
Insurance	18,600	15,923	16,719	17,221	17,737	18,269
CFO/Bookkeeping Services	25,500	24,255	25,500	25,500	26,000	26,500
Banking Fees	-	-	600	650	650	700
NYS Monitor-related Expenses						
Anchin Fees	225,000	250,000	250,000	250,000	125,000	-
Gov't Affairs		71,500	39,000	32,500		
Legal and Other		414,683	60,000	15,000		
Professional Fees	49,025	8,320	8,625	8,850	9,000	9,150
CivicServe Platform	-	-	26,000	28,000	30,000	30,000
Travel, Lodging & Meals	8,500	6,421	8,500	8,500	9,000	9,000
Office Supplies and Postage	11,000	9,525	10,500	11,000	11,500	11,500
Total Administrative Expenses	**$ 804,685**	**$ 1,233,813**	**$ 1,017,175**	**$ 978,258**	**$ 825,063**	**$ 716,274**
Projects/Program Expenses						
Legal Counsel	125,000	41,172	45,000	45,000	50,000	50,000
Legal Pass-thru	2,500	2,500	-	-	-	-
Local Labor Monitoring & Reporting	5,000	2,865	2,000	-	-	-
Cost-Benefit Analyses	10,000	3,500	7,000	7,500	7,500	7,500
Project Expenditures		39,054	375,161	100,000	-	-
Shovel Ready Program	1,502,000	262,332	250,000	100,000	100,000	100,000
Total Project/Program Expenses	**$ 1,644,500**	**$ 351,423**	**$ 679,161**	**$ 252,500**	**$ 157,500**	**$ 157,500**
Building Expenses						
Rent + CAMs	86,673	110,399	103,800	106,395	109,055	111,781
Utilities	8,119	8,151	9,500	9,738	9,981	10,230
Repairs/Renovations	2,000	-	1,000	-	-	2,500
Maintenance	8,800	7,775	10,300	7,800	8,000	8,000
Internet & Telephones	5,500	6,129	6,500	6,663	6,829	7,000
Total Building Expenses	**$ 111,092**	**$ 132,454**	**$ 131,100**	**$ 130,595**	**$ 133,865**	**$ 139,511**
Agency Support Expenses						
IT Support & Audio/Visual	35,000	22,902	28,000	24,000	24,500	25,000
Marketing & PR	74,840	73,077	75,000	75,000	75,000	75,000
Memberships & Events	12,880	13,578	15,000	15,000	16,500	16,500
Training and Education	4,000	4,854	5,000	5,000	5,000	5,000
Total Agency Support Expenses	**$ 126,720**	**$ 114,411**	**$ 123,000**	**$ 119,000**	**$ 121,000**	**$ 121,500**
Total Expenses	**$ 2,686,997**	**$ 1,832,101**	**$ 1,950,436**	**$ 1,480,353**	**$ 1,237,427**	**$ 1,134,786**
Total Revenues	**$ 2,489,120**	**$ 1,179,808**	**$ 5,717,195**	**$ 720,682**	**$ 671,202**	**$ 692,208**
Use of Net Reserves	**$ 197,877**	**$ 652,293**	**$ -**	**$ 759,671**	**$ 566,225**	**$ 442,577**
Net +/-	**$ (0)**	**$ -**	**$ 3,766,759**	**$ 0**	**$ (0)**	**$ (0)**

Footnotes **:**

Green font denotes shared expense w/OCFC

Board Approved 10/28/26