



Steven M. Neuhaus
County Executive

Amanda Dana
Director of Tourism

October 18, 2023

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

Dear Mr. Fioravanti

Please let this letter serve as a support letter in favor of hospitality projects that will increase our hotel room offerings in Orange County, New York.

There are many indicators that support an increase in hotel rooms in an area. Simply said, the demand for these rooms has increased our occupancy and average daily rate each year. Our county is no longer just a day trip community, it has become a destination and with this, we are experiencing increased visitors and visitor spending. Our demand is largely due to increased sports tourism, destination weddings, events, and LEGOLAND visitors. We are trending to be even busier in 2023 as compared to 2022.

In a recent economic feasibility study conducted to evaluate a conference center in Orange County, it was evident that Orange County is at a deficit with hotel room inventory as compared to the visitor demand. Furthermore, if a conference center development were considering Orange County sites, there must be a plan in place to expand the room count.

Thank you for your consideration of lodging projects with respect to IDA benefits. In addition to job creation, hotels in general are economic drivers providing lodging solutions mostly for out-of-town visitors who not only stay in these properties but spend a great amount of time and money in our communities.

We are confident that hospitality projects will make significant contributions to the economy for many years to come.

Sincerely,

Amanda Dana
Director of Tourism & Film