

ORANGE COUNTY PARTNERSHIP
Board of Directors Meeting
October 27, 2025 2:00PM
40 Matthews Street, Goshen, NY

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|------|-------------------------------------|----------------|
| I. | Call to Order/Roll Call | Dr. Susan Dean |
| II. | Present of the Proposed 2026 Budget | Conor Eckert |
| III. | Vote and Resolution | Dr. Susan Dean |
| IV. | Adjournment | Dr. Susan Dean |

	A	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U
1	ORANGE COUNTY PARTNERSHIP - 2026 PROPOSED BUDGET															
2		Budget 2025	2025 YTD	Draft Budget 2026	Notes											
3		<u>Presented</u> October '24		<u>Presented</u> October '25												
4	Private Investors	660,000.00	878,073.00	750,000.00	Reflects a 13.73% increase based on historical compound annual growth rate (CAGR). *\$65,000 inflation.											
5	ABG Investors	9,350.00	6,550.00		In 2026, ABG will be included in Private Investors.											
6	Alliance for Balanced Growth				n/a											
7	Alliance Membership				n/a											
8	Advertising				n/a											
9	Events	549,020.00	339,450.00	565,000.00	Assumes a measured 3% increase driven by space limitations, growth ceiling and rising event related expenses.											
10	Interest	7,000.00	127.00	3,919.00	Represents interest income on M&T CD.											
11	Misc. Income				n/a											
12	Uncollectible Revenue	(5,000.00)	(56,658.00)	(10,000.00)	Reflects estimated amount we anticipate losing in Investors not renewing.											
13	Total Income	1,220,370.00	1,167,542.00	1,308,919.00												
14	Depreciation	15,000.00	8,345.00	3,700.00	Depreciation is reduced because the 2021 Kia is gone.											
15	Personnel (includes Benefits) & Bonuses	725,000.00	537,195.00	725,000.00	Reflects current obligations and allows for the option to expand staff if needed. Reflects a 6% increase on the average of the past 3 years.											
16	Business Development	73,924.00	48,657.00	81,600.00												
17	Tradeshows/Memberships	21,500.00	15,570.00	39,950.00	Accounts for increasing trade show attendance next year with the potential for international travel.											
18	Public Relations-event tickets	1,185.00	1,155.00	1,600.00	Increase due to commitment to enhance staff presence at events.											
19	Mileage & Tolls	3,000.00	2,072.00	2,300.00	Decrease due to leased vehicle.											
20	Training/Personnel Search	3,000.00	1,783.00	3,000.00	Represents continuing to invest in staff training.											
21	Travel & Entertainment	13,284.00	11,872.00	14,250.00	Slight increase to account for inflation.											
22	Marketing/Design	8,681.00	2,509.00	3,000.00	Costs were re-allocated to be consistent with internal/external expenses.											
23	Advertising/Marketing	13,274.00	6,334.00	8,300.00	Costs were re-allocated to be consistent with internal/external expenses.											
24	Auto	10,000.00	7,362.00	9,200.00	Budgeted based on cost of current leased vehicle.											
25	Events	188,944.00	132,839.00	218,000.00	Increase represents rising cost in event venues, etc.											
26	Alliance Expense	11,330.00	7,228.00		In 2026, ABG meetings will be included in Events.											
27	Miscellaneous	1,000.00	426.00	600.00	Adjusted based on current trend.											
28	Interest Expense	250.00	26.00	40.00	Represents the interest paid on the Kia.											
29	Early Withdrawal Penalty				n/a											
30	General Administration	143,793.00	107,012.00	158,024.00												
31	Contract Services	32,750.00	20,123.00	44,000.00	Bookkeeping/Audit/Contracting/Intern/Cleaning											
32	Bank Charges/CC Charges	4,000.00	5,285.00	4,000.00	Decrease due to switching processing companies offering better rates.											
33	Office Equipment lease	7,868.00	5,155.00	6,500.00	Represents copy machine lease agreement.											
34	Computer Services/Purchases	24,422.00	16,803.00	20,000.00	Staff computers upgraded in 2025. No anticipated large computer expenses for 2026.											
35	Office Supplies	29,587.00	25,920.00	35,000.00	Slight increase to account for inflation.											
36	Payroll Fees/Pension Fees	3,679.00	5,762.00	7,000.00	Adjusted based on current trend.											
37	Insurance	3,577.00	3,245.00	4,000.00	Represents D&O insurance.											
38	Rent	37,910.00	24,719.00	37,524.00	Calculated based on increasing 5-year term.											
39	Legal Fees	25,000.00	53,055.00	35,000.00	2025 legal expenses were high due to CEO transition, contracts, etc.											
40	Total Expenses	1,184,241.00	894,783.00	1,221,964.00												
41																
42	Net Ordinary Income	36,129.00	272,759.00	86,955.00												