

**ORANGE COUNTY PARTNERSHIP
Board of Directors Meeting
June 16, 2026 4:00PM
40 Matthews Street, Goshen, NY**

This is a public meeting and it is being livestreamed.

Notice of this meeting was published in accordance with the New York Open Meetings Law.

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|---|--------------------|
| I. Call to Order/Roll Call | Mary Beth Bianconi |
| II. Approval of minutes | Mary Beth Bianconi |
| III. Financial Report | Gregory Peckham |
| IV. President's Report | Conor Eckert |
| <ul style="list-style-type: none">• <i>Outreach, Education & Conferences</i>• <i>OCP Events</i> | |
| V. New/Old Business | Mary Beth Bianconi |
| <ul style="list-style-type: none">• No meetings in July or August.• Tuesday, September 15 @ 3PM – Audit & Finance Committee meeting to review the 2027 draft budget.• Tuesday, September 15 @ 4PM – Board of Directors meeting. Industry update – Ryan Hawthorne. | |
| VI. Industry Update | Sandy Mathes |
| VII. Executive Session (if needed) | Mary Beth Bianconi |
| <ul style="list-style-type: none">• <i>To discuss financial, credit, or employment of particular persons and the proposed sale or lease of real property because publicity could substantially effect the value thereof.</i> | |
| VIII. Adjournment | Mary Beth Bianconi |

ORANGE COUNTY PARTNERSHIP
Minutes of May 19, 2026 8:30AM Board of Directors Meeting
40 Matthews Street, Suite 108, Goshen, NY

The Board of Directors of the Orange County Partnership met on May 19, 2026 at 8:30AM at 40 Matthews Street, Suite 108, Goshen, NY.

Board members present in person: Mary Beth Bianconi, Kurt Kaehler, Gregory Peckham, Melissa Cobuzzi, Sandy Mathes, Mike O'Connor, Jason Giordano and Nick Karnavezos

Board members present remotely: N/A

Board members absent: Ryan Hawthorne

Staff present: Conor Eckert, President & CEO, Cassie Garcia, Vice President of Operations & Strategy

Call to Order/Roll Call

- The meeting was called to order and quorum was declared at 8:37AM.

Approval of Minutes

- Because there was no April 2026 meeting due to a lack of quorum, the March 2026 meeting minutes were presented. A motion to approve the minutes was made by Melissa Cobuzzi, seconded by Kurt Kaehler, and unanimously carried.

Financial Report

- The financial statements from April 2026 were presented and approved upon a motion made by Gregory Peckham, seconded by Melissa Cobuzzi, and unanimously carried.

President's Report

- Investor updates, administrative updates and outreach opportunities were presented.
- Marketing and event information was provided.

New/Old Business

- It was noted that the Strategic Planning group will reconvene to define the OCP mission and values.

Industry Update

- Mike O'Connor, Director of New Business at Orange & Rockland Utilities, shared insights on the impact of current economic conditions within his industry.


Executive Session

- A motion to enter Executive Session was made at 9:29AM by Sandy Mathes, seconded by Mike O'Connor, and unanimously carried. Executive Session concluded at 10:05AM with a motion made by Kurt Kaehler, seconded by Sandy Mathes and unanimously carries. No actions were taken in Executive Session therefore no minutes were taken during Executive Session.

Adjournment

- The meeting was adjourned at 10:06AM with a motion made by Kurt Kaehler, seconded by Melissa Cobuzzi, and unanimously carried.

Respectfully submitted,



Kurt Kaehler
Secretary

ORANGE COUNTY PARTNERSHIP
Income & Expense Summary
May 2026- Accrual Basis

Prepared for OCP Executive Financial Committee

	Unaudited Actual May 2026	Budget May 2026	Variance May 2026	Unaudited Actual 2026 YTD	Budget 2026 YTD	Variance 2026 YTD	Unaudited Actual 2025 YTD	Unaudited Actual 12/31/2025	Budget 2026 Year
INCOME:									
1 Private Investors (billed Jan & Jun)	5,750.00	-	5,750.00	519,875.00	480,000.00	39,875.00	545,547.88	873,072.88	750,000.00
2 ABG Investors	-	-	-	-	-	-	5,500.00	6,550.00	-
3 Events	211,335.00	200,000.00	11,335.00	294,910.00	286,000.00	8,910.00	1,925.00	607,775.00	565,000.00
4 Interest	41.92	327.00	(285.08)	178.45	1,634.00	(1,455.55)	36.74	240.61	3,919.00
5 Alliance for Balanced Growth (Events & Mkg)	-	-	-	7,000.00	-	7,000.00	-	18,835.00	-
6 Advertising (newsletter & website)	-	-	-	-	-	-	-	-	-
7 Uncollectible Revenue (AR over 90 days)	27,850.00	(833.00)	28,683.00	(71,675.00)	(4,166.67)	(67,508.33)	(108.37)	491.63	(10,000.00)
8 Total Income	244,976.92	199,494.00	45,482.92	750,288.45	763,467.33	(13,178.88)	552,901.25	1,506,965.12	1,308,919.00
EXPENSE:									
9 Depreciation	308.24	308.00	0.24	1,541.20	1,541.67	(0.47)	3,749.61	9,577.84	3,700.00
10 Personnel	48,283.88	58,000.00	(9,716.12)	244,106.51	290,000.00	(45,893.49)	166,939.28	743,749.67	725,000.00
11 Business Development	4,236.62	6,800.00	(2,563.38)	42,673.98	34,000.00	8,673.98	22,701.06	79,626.78	81,600.00
12 Events	76,967.87	70,000.00	6,967.87	106,699.33	99,200.00	7,499.33	200.00	263,052.64	218,000.00
13 Alliance Expenses	-	-	-	5,464.08	-	5,464.08	-	19,692.04	-
14 Miscellaneous	-	50.00	(50.00)	293.75	250.00	43.75	197.88	625.86	600.00
15 Interest Expense	-	3.00	(3.00)	-	16.33	(16.33)	21.86	26.36	40.00
16 General Administration	10,218.64	13,169.00	(2,950.36)	66,245.93	65,843.33	402.60	42,033.80	154,632.40	158,024.00
17 Legal Fees	3,006.50	2,917.00	89.50	3,853.50	14,583.33	(10,729.83)	17,165.00	56,750.00	35,000.00
Loss on Disposal	-	-	-	-	-	-	-	8,818.35	-
18 Total Expenses	143,021.75	151,247.00	(8,225.25)	470,878.28	505,434.66	(34,556.38)	253,008.49	1,336,551.94	1,221,964.00
Other Income - Investment Income	1,123.99		1,123.99	4,351.15		4,351.15	3,217.80	11,765.02	14,000.00
Other Income Gain/Loss Investment	282.02	1,167.00	(884.98)	27.13	5,834.00	(5,806.87)	1,000.08	2,280.66	-
Other Expenses - Investment Fee	197.01	208.00	(10.99)	988.56	1,041.00	(52.44)	566.86	2,335.44	2,500.00
19 Net Income	103,164.17	49,206.00	53,958.17	282,799.89	262,825.67	19,974.22	303,543.78	182,123.42	98,455.00

Orange County Partnership Inc Balance Sheet

As of May 31, 2026

	May 31, 26	May 31, 25	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1010.03 · Orange Bank & Trust Savin 0815	523,635.57	230,407.36	293,228.21	127.3%
1010.04 · Orange Bank & Trust Chk 9591	75,476.41	119,959.94	-44,483.53	-37.1%
1010.12 · M&T Bank CD (12 mths/3.0%)	130,684.78	130,645.59	39.19	0.0%
1010.25 · Schwab (Ameritrade)	320,803.05	310,684.26	10,118.79	3.3%
1010.50 · Petty Cash	127.00	227.00	-100.00	-44.1%
Total Checking/Savings	1,050,726.81	791,924.15	258,802.66	32.7%
Accounts Receivable				
1200 · Accounts Receivable	126,983.25	212,466.66	-85,483.41	-40.2%
Total Accounts Receivable	126,983.25	212,466.66	-85,483.41	-40.2%
Other Current Assets				
1405 · Allowance of Uncollectible Rec	-74,925.00	-93,900.00	18,975.00	20.2%
1410 · Prepaid Expenses				
1410.2 · Prepaid Insurance	5,017.38	7,994.94	-2,977.56	-37.2%
1410.3 · Prepaid Event Expense				
1410.33 · Annual Event Prepaid	7,578.70	0.00	7,578.70	100.0%
1410.35 · Investors Breakfast	2,679.34	0.00	2,679.34	100.0%
1410.3 · Prepaid Event Expense - Other	0.00	25,024.65	-25,024.65	-100.0%
Total 1410.3 · Prepaid Event Expense	10,258.04	25,024.65	-14,766.61	-59.0%
1410.4 · Prepaid ABG Expenses	2,289.55	0.00	2,289.55	100.0%
1410 · Prepaid Expenses - Other	700.00	0.00	700.00	100.0%
Total 1410 · Prepaid Expenses	18,264.97	33,019.59	-14,754.62	-44.7%
1499 · Undeposited Funds	150.00	0.00	150.00	100.0%
Total Other Current Assets	-56,510.03	-60,880.41	4,370.38	7.2%
Total Current Assets	1,121,200.03	943,510.40	177,689.63	18.8%
Fixed Assets				
1560 · Auto	0.00	58,789.06	-58,789.06	-100.0%
1580.00 · Equipment and Improvement	80,692.17	80,692.17	0.00	0.0%
1710.00 · Accumulated Depreciation	-55,361.24	-100,462.26	45,101.02	44.9%
Total Fixed Assets	25,330.93	39,018.97	-13,688.04	-35.1%
Other Assets				
1850 · Right of Use Asset - Leases	112,390.23	125,694.50	-13,304.27	-10.6%
1905.05 · Accrued Income	10,000.00	0.00	10,000.00	100.0%
Total Other Assets	122,390.23	125,694.50	-3,304.27	-2.6%
TOTAL ASSETS	1,268,921.19	1,108,223.87	160,697.32	14.5%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000.00 · Accounts Payable	2,189.00	6,174.05	-3,985.05	-64.6%
Total Accounts Payable	2,189.00	6,174.05	-3,985.05	-64.6%
Credit Cards				
2010.01 · Orange Bank & Trust CC	10,880.09	9,620.85	1,259.24	13.1%
Total Credit Cards	10,880.09	9,620.85	1,259.24	13.1%
Other Current Liabilities				
2310 · Payroll Liabilities				
2310.11 · United Way contributions	0.00	150.00	-150.00	-100.0%
Total 2310 · Payroll Liabilities	0.00	150.00	-150.00	-100.0%
2310.05 · Accrued Expense	5,279.24	12,041.70	-6,762.46	-56.2%
2310.06 · Accrued Payroll	21,494.00	28,430.27	-6,936.27	-24.4%
2310.10 · Health Insurance - payable	0.00	-108.99	108.99	100.0%
2400.00 · Deferred Revenue				
2410 · Deferred Revenue - ABG	4,000.00	0.00	4,000.00	100.0%
2440 · Deferred Revenue-MVP Breakfast				
2440.01 · MVP Breakfast - Sponsors	0.00	104,950.00	-104,950.00	-100.0%
2440.02 · MVP Breakfast - Tickets	0.00	26,575.00	-26,575.00	-100.0%
Total 2440 · Deferred Revenue-MVP Breakfast	0.00	131,525.00	-131,525.00	-100.0%
2450 · Deferred Revenue-Annual Dinner				
2450.01 · Annual Dinner-Sponsorship	48,600.00	29,500.00	19,100.00	64.8%
2450.02 · Annual Dinner - Tickets	300.00	-600.00	900.00	150.0%
Total 2450 · Deferred Revenue-Annual Dinner	48,900.00	28,900.00	20,000.00	69.2%

Orange County Partnership Inc Balance Sheet

As of May 31, 2026

	May 31, 26	May 31, 25	\$ Change	% Change
2460 · Deferred Revenue-Investor Break				
2460.01 · Investor Breakfast-Sponsorship	23,050.00	11,000.00	12,050.00	109.6%
Total 2460 · Deferred Revenue-Investor Break	23,050.00	11,000.00	12,050.00	109.6%
2470 · Deferred Revenue - QPM event	9,800.00	8,300.00	1,500.00	18.1%
Total 2400.00 · Deferred Revenue	85,750.00	179,725.00	-93,975.00	-52.3%
2605 · Lease Liability - Current Porti	42,205.89	32,351.52	9,854.37	30.5%
Total Other Current Liabilities	154,729.13	252,589.50	-97,860.37	-38.7%
Total Current Liabilities	167,798.22	268,384.40	-100,586.18	-37.5%
Long Term Liabilities				
2905 · Lease Liability- Long Term	69,422.68	94,488.25	-25,065.57	-26.5%
Total Long Term Liabilities	69,422.68	94,488.25	-25,065.57	-26.5%
Total Liabilities	237,220.90	362,872.65	-125,651.75	-34.6%
Equity				
3000.00 · Opening Bal Equity	312,952.21	312,952.21	0.00	0.0%
3900.00 · Retained Earnings	435,948.19	255,612.64	180,335.55	70.6%
Net Income	282,799.89	176,786.37	106,013.52	60.0%
Total Equity	1,031,700.29	745,351.22	286,349.07	38.4%
TOTAL LIABILITIES & EQUITY	1,268,921.19	1,108,223.87	160,697.32	14.5%

Profit & Loss

January through May 2026

	Jan - May 26	Jan - May 25	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Private Investment				
3001.01 · PI - Accountants	18,500.00	4,500.00	14,000.00	311.1%
3001.02 · PI - Advertising/Markng/PR	1,750.00	1,750.00	0.00	0.0%
3001.03 · PI - Agriculture	1,750.00	1,750.00	0.00	0.0%
3001.04 · PI - Architects	14,250.00	16,000.00	-1,750.00	-10.9%
3001.05 · PI - Attorneys	27,250.00	48,250.00	-21,000.00	-43.5%
3001.06 · PI - Breweries & Distilleries	0.00	1,750.00	-1,750.00	-100.0%
3001.07 · PI - Child Care Services	0.00	0.00	0.00	0.0%
3001.08 · PI - Commercial Contractors	133,000.00	171,000.08	-38,000.08	-22.2%
3001.09 · PI - Commercial RE Brokers	16,750.00	17,750.00	-1,000.00	-5.6%
3001.11 · PI - Communciations	1,750.00	5,250.00	-3,500.00	-66.7%
3001.12 · PI - Construction Assoc.	20,000.00	15,000.00	5,000.00	33.3%
3001.13 · PI - Consulting	500.00	2,500.00	-2,000.00	-80.0%
3001.15 · PI - Developers	40,250.00	39,500.00	750.00	1.9%
3001.16 · PI - Distribution	12,500.00	12,500.00	0.00	0.0%
3001.18 · PI - Employment	625.00	2,375.00	-1,750.00	-73.7%
3001.19 · PI - Energy Services	46,000.00	30,250.00	15,750.00	52.1%
3001.20 · PI - Engineering & Planning	49,000.00	48,000.00	1,000.00	2.1%
3001.21 · PI - Environmental Services	25,000.00	21,672.80	3,327.20	15.4%
3001.22 · PI - Financial Institutions	38,750.00	45,500.00	-6,750.00	-14.8%
3001.23 · PI - Health/Medical Services	12,500.00	14,250.00	-1,750.00	-12.3%
3001.24 · PI - Heavy Equipment	5,000.00	5,000.00	0.00	0.0%
3001.25 · PI - Hospitality	14,250.00	14,250.00	0.00	0.0%
3001.27 · PI - Insurance Services	7,000.00	5,250.00	1,750.00	33.3%
3001.28 · PI - IT Services	1,750.00	0.00	1,750.00	100.0%
3001.29 · PI - Manufacturers	21,875.00	20,125.00	1,750.00	8.7%
3001.30 · PI - Municipalities	625.00	2,375.00	-1,750.00	-73.7%
3001.31 · PI - Office Equipment	0.00	1,750.00	-1,750.00	-100.0%
3001.33 · PI - Roofing Services	1,750.00	1,750.00	0.00	0.0%
3001.34 · PI - Security Services	0.00	5,750.00	-5,750.00	-100.0%
3001.36 · PI - Water Treatment Services	7,500.00	7,500.00	0.00	0.0%
Total 4000 · Private Investment	519,875.00	563,297.88	-43,422.88	-7.7%
4010 · ABG Members	0.00	5,500.00	-5,500.00	-100.0%
4022 · Alliance for Balanced Growth				
3022.10 · AllianceEvent Sponsorship				
3022.11 · ABG Sponsorship - Spring	4,000.00	0.00	4,000.00	100.0%
3022.14 · ABG Sponsorship - Winter	0.00	6,000.00	-6,000.00	-100.0%
Total 3022.10 · AllianceEvent Sponsorship	4,000.00	6,000.00	-2,000.00	-33.3%
3022.30 · AGB Ticket				
3022.31 · ABG Tickets - Spring	3,000.00	0.00	3,000.00	100.0%
3022.34 · ABG Tickets - Winter	0.00	4,135.00	-4,135.00	-100.0%
Total 3022.30 · AGB Ticket	3,000.00	4,135.00	-1,135.00	-27.5%
Total 4022 · Alliance for Balanced Growth	7,000.00	10,135.00	-3,135.00	-30.9%
4040 · Event Income				
4041 · QPM				
4041.1 · QPM Sponsorship	2,000.00	2,000.00	0.00	0.0%
Total 4041 · QPM	2,000.00	2,000.00	0.00	0.0%
4042 · Investor Breakfast				
3042.02 · Investor Breakfast Tickets	0.00	-75.00	75.00	100.0%
Total 4042 · Investor Breakfast	0.00	-75.00	75.00	100.0%
4044 · MVP Breakfast				
3044.1 · Tickets	9,375.00	0.00	9,375.00	100.0%
3044.2 · Sponsorship	72,200.00	0.00	72,200.00	100.0%
Total 4044 · MVP Breakfast	81,575.00	0.00	81,575.00	100.0%

Orange County Partnership Inc

Profit & Loss

06/08/26

January through May 2026

Accrual Basis

	Jan - May 26	Jan - May 25	\$ Change	% Change
4049 · Golf Classic				
3049.01 · Golf Event - Sponsorship Income	181,550.00	175,850.00	5,700.00	3.2%
3049.02 · Golf Event - Ticket Income	25,650.00	18,550.00	7,100.00	38.3%
4049 · Golf Classic - Other	4,135.00	5,000.00	-865.00	-17.3%
Total 4049 · Golf Classic	211,335.00	199,400.00	11,935.00	6.0%
Total 4040 · Event Income	294,910.00	201,325.00	93,585.00	46.5%
4050 · Interest	178.45	80.03	98.42	123.0%
4085 · Uncollectible Revenue	-71,675.00	-93,408.37	21,733.37	23.3%
Total Income	750,288.45	686,929.54	63,358.91	9.2%
Gross Profit	750,288.45	686,929.54	63,358.91	9.2%
Expense				
6000 · Personnel				
6110 · Gross Payroll	202,630.98	248,930.79	-46,299.81	-18.6%
6200 · Worker's Comp & Disability				
6210 · Workers' Comp	553.90	875.26	-321.36	-36.7%
6240 · Disability	20.30	-517.87	538.17	103.9%
Total 6200 · Worker's Comp & Disability	574.20	357.39	216.81	60.7%
6300 · Benefits (Pension & Medical)				
6330 · Medical	9,151.54	7,220.58	1,930.96	26.7%
6335 · Union Dues	775.00	0.00	775.00	100.0%
6336 · Benefit Admin Fee	2,000.00	0.00	2,000.00	100.0%
9003.31 · CEO's Life Insurance Policy	26.80	0.00	26.80	100.0%
9320 · Pension	12,285.88	17,263.43	-4,977.55	-28.8%
Total 6300 · Benefits (Pension & Medical)	24,239.22	24,484.01	-244.79	-1.0%
6400 · Tax				
6410 · FICA SS/Medicare	14,956.11	18,846.80	-3,890.69	-20.6%
6420 · SUI				
9430 · Re-employment NYS	65.99	56.62	9.37	16.6%
6420 · SUI - Other	1,430.02	1,529.60	-99.58	-6.5%
Total 6420 · SUI	1,496.01	1,586.22	-90.21	-5.7%
6440 · FUTA	209.99	567.00	-357.01	-63.0%
Total 6400 · Tax	16,662.11	21,000.02	-4,337.91	-20.7%
Total 6000 · Personnel	244,106.51	294,772.21	-50,665.70	-17.2%
6500 · Business Development				
6510 · Public Relations				
6514 · Event Tickets	3,903.98	1,074.95	2,829.03	263.2%
6510 · Public Relations - Other	199.00	0.00	199.00	100.0%
Total 6510 · Public Relations	4,102.98	1,074.95	3,028.03	281.7%
6520 · External Marketing				
6525 · Marketing - Design				
6525.2 · Banner Ad Expense	-400.00	0.00	-400.00	-100.0%
6525.3 · Marketing	123.27	0.00	123.27	100.0%
6525.5 · Design	4,800.00	3,250.00	1,550.00	47.7%
6525 · Marketing - Design - Other	500.00	0.00	500.00	100.0%
Total 6525 · Marketing - Design	5,023.27	3,250.00	1,773.27	54.6%
6526 · Newsletter				
6526.3 · Postage	20.00	0.00	20.00	100.0%
Total 6526 · Newsletter	20.00	0.00	20.00	100.0%

Orange County Partnership Inc

Profit & Loss

06/08/26

January through May 2026

Accrual Basis

	Jan - May 26	Jan - May 25	\$ Change	% Change
6528 · Advertising	450.00	0.00	450.00	100.0%
Total 6520 · External Marketing	5,493.27	3,250.00	2,243.27	69.0%
6530 · Internal Mktng				
6532 · Advertising	898.75	806.35	92.40	11.5%
6533 · Design	835.19	658.95	176.24	26.8%
Total 6530 · Internal Mktng	1,733.94	1,465.30	268.64	18.3%
6550 · Training	19.99	0.00	19.99	100.0%
6560 · Conferences & Memberships				
6561 · Trade Shows	352.23	472.76	-120.53	-25.5%
6562 · Conferences	11,696.41	8,693.67	3,002.74	34.5%
6563 · Membership Fees	1,750.00	5,910.00	-4,160.00	-70.4%
Total 6560 · Conferences & Memberships	13,798.64	15,076.43	-1,277.79	-8.5%
6570 · Mileage & Tolls	1,758.50	638.05	1,120.45	175.6%
6580 · Travel & Meals				
6581 · Meals	5,721.83	4,977.46	744.37	15.0%
6582 · Travel	2,744.43	416.27	2,328.16	559.3%
Total 6580 · Travel & Meals	8,466.26	5,393.73	3,072.53	57.0%
6590 · Auto				
9071 · Fuel	1,447.97	1,514.85	-66.88	-4.4%
9072 · Insurance	1,105.60	1,887.87	-782.27	-41.4%
9073 · Auto	0.00	247.61	-247.61	-100.0%
9075 · Service	451.25	1,126.00	-674.75	-59.9%
9076 · Tolls	500.00	25.00	475.00	1,900.0%
9077 · Auto Lease	3,795.58	0.00	3,795.58	100.0%
Total 6590 · Auto	7,300.40	4,801.33	2,499.07	52.1%
Total 6500 · Business Development	42,673.98	31,699.79	10,974.19	34.6%
7000 · General Administration				
7100 · Professional Services				
7105 · Attorney	3,853.50	32,263.00	-28,409.50	-88.1%
7120 · Bookkeeping	5,460.00	6,120.00	-660.00	-10.8%
7150 · Web Portal	-1.00	0.00	-1.00	-100.0%
7160 · Temporary services				
7164 · 9000.42 Marketing Intern	1,280.00	1,705.00	-425.00	-24.9%
Total 7160 · Temporary services	1,280.00	1,705.00	-425.00	-24.9%
7180 · Personnel Search	0.00	361.60	-361.60	-100.0%
7190 · Audit	5,541.70	5,541.70	0.00	0.0%
Total 7100 · Professional Services	16,134.20	45,991.30	-29,857.10	-64.9%
7200 · Office Expense				
7213 · Office Supplies	9,275.91	7,900.87	1,375.04	17.4%
7216 · Subscriptions	3,687.45	3,953.27	-265.82	-6.7%
7217 · Telephone/Internet	4,408.33	4,353.49	54.84	1.3%
7219 · Copier Maintenance	3,288.87	3,207.81	81.06	2.5%
7220 · Telephone Reimbursement	750.00	750.00	0.00	0.0%
7225 · Bank Charges	99.00	0.73	98.27	13,461.6%
7230 · Office Cleaning	0.00	375.00	-375.00	-100.0%
7235 · Lease Expense (Rent)	15,954.05	15,712.97	241.08	1.5%
7245 · Computer Purchases	7,130.35	12,211.75	-5,081.40	-41.6%
7200 · Office Expense - Other	60.00	0.00	60.00	100.0%
Total 7200 · Office Expense	44,653.96	48,465.89	-3,811.93	-7.9%

Orange County Partnership Inc

Profit & Loss

06/08/26

January through May 2026

Accrual Basis

	Jan - May 26	Jan - May 25	\$ Change	% Change
7300 · Insurance				
7310 · 401K Fidelity Bond	73.75	59.00	14.75	25.0%
7320 · Professional Liability	1,062.55	980.85	81.70	8.3%
7330 · Business Owners Policy	457.50	822.98	-365.48	-44.4%
Total 7300 · Insurance	1,593.80	1,862.83	-269.03	-14.4%
7400 · Fees				
7410 · Bisys Pension Fees	2,596.27	3,020.00	-423.73	-14.0%
7420 · Payroll Fees	1,433.80	1,421.20	12.60	0.9%
7430 · CC Merchant Transaction Fees	3,687.40	3,217.15	470.25	14.6%
7400 · Fees - Other	0.00	50.00	-50.00	-100.0%
Total 7400 · Fees	7,717.47	7,708.35	9.12	0.1%
Total 7000 · General Administration	70,099.43	104,028.37	-33,928.94	-32.6%
7500 · Events				
7560 · Golf Classic				
7561 · Consultants	2,000.00	2,000.00	0.00	0.0%
7562 · Event Supplies	28,763.36	31,089.82	-2,326.46	-7.5%
7563 · Marketing/Design & Printing	0.00	12.99	-12.99	-100.0%
7564 · Catering/Food	46,204.51	37,684.29	8,520.22	22.6%
Total 7560 · Golf Classic	76,967.87	70,787.10	6,180.77	8.7%
7580 · MVP Breakfast				
7582 · Event Supplies	1,652.74	0.00	1,652.74	100.0%
7583 · Marketing/Design & Printing	11,544.00	0.00	11,544.00	100.0%
7585 · Catering/Food	16,362.25	0.00	16,362.25	100.0%
Total 7580 · MVP Breakfast	29,558.99	0.00	29,558.99	100.0%
7590 · Quarterly Project Meetings	172.47	200.00	-27.53	-13.8%
Total 7500 · Events	106,699.33	70,987.10	35,712.23	50.3%
7600 · Alliance Expenses				
7630 · Alliance Event Expense				
7632 · ABG Qtly Meeting	5,364.08	7,163.28	-1,799.20	-25.1%
7630 · Alliance Event Expense - Other	100.00	0.00	100.00	100.0%
Total 7630 · Alliance Event Expense	5,464.08	7,163.28	-1,699.20	-23.7%
Total 7600 · Alliance Expenses	5,464.08	7,163.28	-1,699.20	-23.7%
7800 · Miscellaneous				
7810 · Gifts	176.25	197.88	-21.63	-10.9%
7820 · Donations / Contributions	117.50	0.00	117.50	100.0%
Total 7800 · Miscellaneous	293.75	197.88	95.87	48.5%
8000 · Depreciation Expense	1,541.20	6,249.35	-4,708.15	-75.3%
9200 · Interest Expense				
9210 · Interest Exp-Auto	0.00	26.36	-26.36	-100.0%
Total 9200 · Interest Expense	0.00	26.36	-26.36	-100.0%
Total Expense	470,878.28	515,124.34	-44,246.06	-8.6%
Net Ordinary Income	279,410.17	171,805.20	107,604.97	62.6%
Other Income/Expense				
Other Income				
9900 · Unrealiz Gain(Loss) Invest	27.13	1,157.18	-1,130.05	-97.7%
9950 · Investment Income	4,351.15	4,779.21	-428.06	-9.0%
Total Other Income	4,378.28	5,936.39	-1,558.11	-26.3%

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06/08/26

Accrual Basis

Orange County Partnership Inc
Profit & Loss
January through May 2026

	<u>Jan - May 26</u>	<u>Jan - May 25</u>	<u>\$ Change</u>	<u>% Change</u>
Other Expense				
9500 · Investment Fee	988.56	955.22	33.34	3.5%
Total Other Expense	988.56	955.22	33.34	3.5%
Net Other Income	3,389.72	4,981.17	-1,591.45	-32.0%
Net Income	<u><u>282,799.89</u></u>	<u><u>176,786.37</u></u>	<u><u>106,013.52</u></u>	<u><u>60.0%</u></u>

Orange County Partnership Inc

Profit & Loss

May 2026

06/08/26

Accrual Basis

	May 26	May 25	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Private Investment				
3001.02 · PI - Advertising/Markng/PR	0.00	1,750.00	-1,750.00	-100.0%
3001.05 · PI - Attorneys	0.00	-1,750.00	1,750.00	100.0%
3001.08 · PI - Commercial Contractors	-1,750.00	1,750.00	-3,500.00	-200.0%
3001.15 · PI - Developers	0.00	1,750.00	-1,750.00	-100.0%
3001.19 · PI - Energy Services	7,500.00	0.00	7,500.00	100.0%
3001.20 · PI - Engineering & Planning	0.00	5,000.00	-5,000.00	-100.0%
Total 4000 · Private Investment	5,750.00	8,500.00	-2,750.00	-32.4%
4022 · Alliance for Balanced Growth				
3022.30 · AGB Ticket				
3022.34 · ABG Tickets - Winter	0.00	-100.00	100.00	100.0%
Total 3022.30 · AGB Ticket	0.00	-100.00	100.00	100.0%
Total 4022 · Alliance for Balanced Growth	0.00	-100.00	100.00	100.0%
4040 · Event Income				
4049 · Golf Classic				
3049.01 · Golf Event - Sponsorship Income	181,550.00	175,850.00	5,700.00	3.2%
3049.02 · Golf Event - Ticket Income	25,650.00	18,550.00	7,100.00	38.3%
4049 · Golf Classic - Other	4,135.00	5,000.00	-865.00	-17.3%
Total 4049 · Golf Classic	211,335.00	199,400.00	11,935.00	6.0%
Total 4040 · Event Income	211,335.00	199,400.00	11,935.00	6.0%
4050 · Interest	41.92	21.28	20.64	97.0%
4085 · Uncollectible Revenue	27,850.00	750.00	27,100.00	3,613.3%
Total Income	244,976.92	208,571.28	36,405.64	17.5%
Gross Profit	244,976.92	208,571.28	36,405.64	17.5%
Expense				
6000 · Personnel				
6110 · Gross Payroll	39,685.48	69,623.09	-29,937.61	-43.0%
6200 · Worker's Comp & Disability				
6210 · Workers' Comp	142.58	184.76	-42.18	-22.8%
6240 · Disability	4.06	-119.24	123.30	103.4%
Total 6200 · Worker's Comp & Disability	146.64	65.52	81.12	123.8%
6300 · Benefits (Pension & Medical)				
6330 · Medical	2,437.28	1,444.87	992.41	68.7%
6335 · Union Dues	155.00	0.00	155.00	100.0%
6336 · Benefit Admin Fee	400.00	0.00	400.00	100.0%
9003.31 · CEO's Life Insurance Policy	5.36	0.00	5.36	100.0%
9320 · Pension	2,522.25	4,434.24	-1,911.99	-43.1%
Total 6300 · Benefits (Pension & Medical)	5,519.89	5,879.11	-359.22	-6.1%
6400 · Tax				
6410 · FICA SS/Medicare	2,931.87	5,195.61	-2,263.74	-43.6%
6420 · SUI				
9430 · Re-employment NYS	0.00	6.05	-6.05	-100.0%
6420 · SUI - Other	0.00	163.55	-163.55	-100.0%
Total 6420 · SUI	0.00	169.60	-169.60	-100.0%
6440 · FUTA	0.00	26.90	-26.90	-100.0%
Total 6400 · Tax	2,931.87	5,392.11	-2,460.24	-45.6%
Total 6000 · Personnel	48,283.88	80,959.83	-32,675.95	-40.4%

Orange County Partnership Inc

Profit & Loss

May 2026

06/08/26

Accrual Basis

	May 26	May 25	\$ Change	% Change
6500 · Business Development				
6510 · Public Relations				
6514 · Event Tickets	231.28	-123.16	354.44	287.8%
Total 6510 · Public Relations	231.28	-123.16	354.44	287.8%
6520 · External Marketing				
6525 · Marketing - Design				
6525.5 · Design	0.00	850.00	-850.00	-100.0%
Total 6525 · Marketing - Design	0.00	850.00	-850.00	-100.0%
Total 6520 · External Marketing	0.00	850.00	-850.00	-100.0%
6530 · Internal Mktg				
6532 · Advertising	179.75	161.27	18.48	11.5%
6533 · Design	111.99	111.99	0.00	0.0%
Total 6530 · Internal Mktg	291.74	273.26	18.48	6.8%
6560 · Conferences & Memberships				
6561 · Trade Shows	0.00	472.76	-472.76	-100.0%
6563 · Membership Fees	0.00	550.00	-550.00	-100.0%
Total 6560 · Conferences & Memberships	0.00	1,022.76	-1,022.76	-100.0%
6570 · Mileage & Tolls	605.30	438.48	166.82	38.1%
6580 · Travel & Meals				
6581 · Meals	930.88	615.96	314.92	51.1%
6582 · Travel	523.89	0.00	523.89	100.0%
Total 6580 · Travel & Meals	1,454.77	615.96	838.81	136.2%
6590 · Auto				
9071 · Fuel	427.77	358.87	68.90	19.2%
9072 · Insurance	344.17	392.07	-47.90	-12.2%
9073 · Auto	0.00	24.98	-24.98	-100.0%
9075 · Service	0.00	1,049.64	-1,049.64	-100.0%
9076 · Tolls	125.00	25.00	100.00	400.0%
9077 · Auto Lease	756.59	0.00	756.59	100.0%
Total 6590 · Auto	1,653.53	1,850.56	-197.03	-10.7%
Total 6500 · Business Development	4,236.62	4,927.86	-691.24	-14.0%
7000 · General Administration				
7100 · Professional Services				
7105 · Attorney	3,006.50	0.00	3,006.50	100.0%
7120 · Bookkeeping	1,040.00	1,040.00	0.00	0.0%
7160 · Temporary services				
7164 · 9000.42 Marketing Intern	0.00	660.00	-660.00	-100.0%
Total 7160 · Temporary services	0.00	660.00	-660.00	-100.0%
7190 · Audit	1,108.34	1,108.34	0.00	0.0%
Total 7100 · Professional Services	5,154.84	2,808.34	2,346.50	83.6%
7200 · Office Expense				
7213 · Office Supplies	591.27	506.53	84.74	16.7%
7216 · Subscriptions	371.50	649.50	-278.00	-42.8%
7217 · Telephone/Internet	883.79	917.78	-33.99	-3.7%
7219 · Copier Maintenance	668.93	648.02	20.91	3.2%
7220 · Telephone Reimbursement	150.00	150.00	0.00	0.0%
7230 · Office Cleaning	0.00	75.00	-75.00	-100.0%
7235 · Lease Expense (Rent)	3,190.27	3,166.09	24.18	0.8%
7245 · Computer Purchases	1,410.78	2,385.06	-974.28	-40.9%
Total 7200 · Office Expense	7,266.54	8,497.98	-1,231.44	-14.5%

Orange County Partnership Inc

Profit & Loss

May 2026

06/08/26

Accrual Basis

	May 26	May 25	\$ Change	% Change
7300 · Insurance				
7310 · 401K Fidelity Bond	14.75	14.75	0.00	0.0%
7320 · Professional Liability	212.51	196.17	16.34	8.3%
7330 · Business Owners Policy	91.50	249.76	-158.26	-63.4%
Total 7300 · Insurance	318.76	460.68	-141.92	-30.8%
7400 · Fees				
7410 · Bisys Pension Fees	0.00	500.00	-500.00	-100.0%
7420 · Payroll Fees	191.00	222.60	-31.60	-14.2%
7430 · CC Merchant Transaction Fees	294.00	590.93	-296.93	-50.3%
Total 7400 · Fees	485.00	1,313.53	-828.53	-63.1%
Total 7000 · General Administration	13,225.14	13,080.53	144.61	1.1%
7500 · Events				
7560 · Golf Classic				
7561 · Consultants	2,000.00	2,000.00	0.00	0.0%
7562 · Event Supplies	28,763.36	29,218.27	-454.91	-1.6%
7563 · Marketing/Design & Printing	0.00	12.99	-12.99	-100.0%
7564 · Catering/Food	46,204.51	37,684.29	8,520.22	22.6%
Total 7560 · Golf Classic	76,967.87	68,915.55	8,052.32	11.7%
Total 7500 · Events	76,967.87	68,915.55	8,052.32	11.7%
8000 · Depreciation Expense	308.24	1,249.87	-941.63	-75.3%
Total Expense	143,021.75	169,133.64	-26,111.89	-15.4%
Net Ordinary Income	101,955.17	39,437.64	62,517.53	158.5%
Other Income/Expense				
Other Income				
9900 · Unrealiz Gain(Loss) Invest	282.02	-272.71	554.73	203.4%
9950 · Investment Income	1,123.99	797.91	326.08	40.9%
Total Other Income	1,406.01	525.20	880.81	167.7%
Other Expense				
9500 · Investment Fee	197.01	191.31	5.70	3.0%
Total Other Expense	197.01	191.31	5.70	3.0%
Net Other Income	1,209.00	333.89	875.11	262.1%
Net Income	103,164.17	39,771.53	63,392.64	159.4%

Orange County Partnership
Profit & Loss Budget vs. Actual
April to June 2026

2nd Quarter

	2nd Quarter			3rd Quarter			4th Quarter			Quarter to Date			Year to Date		
	Apr 2026	Budget	\$ Over Budget	May 2026	Budget	\$ Over Budget	Jun 2026	Budget	\$ Over Budget	Apr - Jun 26	Budget	\$ Over Budget	Jan-Jun 2026	Budget	\$ Over Budget
Private Investment	1,750		1,750	5,750	-	5,750				7,500	-	7,500	519,875	480,000	39,875
Alliance for Balanced Growth	7,000		7,000		-					7,000	-	7,000	7,000	-	7,000
Alliance Membership			-		-					-	-	-	-	-	-
Advertising			-		-					-	-	-	-	-	-
Event Income		4,000	(4,000)	211,335	200,000	11,335				211,335	204,000	7,335	294,910	286,000	8,910
Interest	42	327	(285)	42	327	(285)				84	654	(570)	178	1,635	(1,457)
Uncollectible Revenue	(97,875)	(833)	(97,042)	27,850	(833)	28,683				(70,025)	(1,666)	(68,359)	(71,675)	(4,167)	(67,508)
Total Income	(89,083)	3,494	(92,577)	244,977	199,494	45,483	-	-	-	155,894	202,968	(47,094)	750,288	763,468	(13,180)
Expense															
Depreciation Expense	308	308	0	308	308	-				616	616	0	1,541	1,540	1
Personnel	50,666	58,000	(7,334)	48,284	58,000	(9,716)				98,950	116,000	(17,050)	244,107	290,000	(45,893)
Business Development	7,642	6,800	842	4,237	6,800	(2,563)				11,878	13,600	(1,722)	42,674	34,000	8,674
General Administration	15,290	13,169	2,121	10,219	13,169	(2,950)				25,508	26,338	(830)	66,246	65,845	401
Legal Fees		2,917	(2,917)	3,007	2,917	90				3,007	5,834	(2,828)	3,854	14,585	(10,732)
Events		4,000	(4,000)	76,968	70,000	6,968				76,968	74,000	2,968	106,699	99,200	7,499
Alliance Expenses	5,464		5,464			-				5,464	-	5,464	5,464	-	5,464
Miscellaneous		50	(50)		50	(50)				-	100	(100)	294	250	44
Interest Expense		3	(3)		3	(3)				-	6	(6)	-	16	(16)
Total Expense	79,370	85,247	(5,877)	143,022	151,247	(8,225)	-	-	-	222,391	236,494	(14,103)	470,878	505,436	(34,558)
Net Ordinary Income	(168,453)	(81,753)	(86,700)	101,955	48,247	53,708	-	-	-	-	-	(14,103)	279,410	258,032	21,378
Other Income Gain/Loss															
Other Income Investment	791	1,167	(376)	1,406	1,167	239				2,197	2,334	(137)	4,378	5,834	(1,456)
Other Expense-Investment	203	208	(5)	197	208	(11)				400	416	(16)	989	1,041	(52)
Net Income	(167,865)	(80,794)	(87,071)	103,164	49,206	53,708	-	-	-	(64,700)	(31,588)	(33,112)	282,800	262,825	19,975