

ORANGE COUNTY PARTNERSHIP
Board of Directors Meeting
July 15, 2025 4:00PM
40 Matthews Street, Goshen, NY

- | | | |
|-------|---|--------------------|
| I. | Call to Order/Roll Call | Melissa Cobuzzi |
| II. | New Business | Melissa Cobuzzi |
| | <ul style="list-style-type: none">• Recommendation for consideration to appoint Michael O'Connor, Director of New Business, Orange and Rockland Utilities as OCP Board of Director | |
| III. | Approval of minutes | Melissa Cobuzzi |
| IV. | Financial Report | Mary Beth Bianconi |
| V. | President's Report | Conor Eckert |
| | <ul style="list-style-type: none">• Administrative Updates• Outreach, Education & Conferences• Investor Update• Marketing Update• OCP Events Update | |
| VI. | Executive Session (if needed) | Melissa Cobuzzi |
| VII. | Announcements/Notifications | Melissa Cobuzzi |
| | <ul style="list-style-type: none">• Industry updates | |
| VIII. | Old Business | Melissa Cobuzzi |
| IX. | Adjournment | Melissa Cobuzzi |

ORANGE COUNTY PARTNERSHIP

Minutes of May 20, 2025 4:00PM Board of Directors Meeting
40 Matthews Street, Suite 108, Goshen, NY

The Board of Directors of the Orange County Partnership met on May 20, 2025 at 4:05PM at 40 Matthews Street, Suite 108, Goshen, NY.

Committee members present in person: Melissa Cobuzzi, Dr. Susan Dean, Mary Beth Bianconi, Sandy Mathes, Ryan Hawthorne, Kurt Kaehler, Gregory Peckham

Committee members present remotely: N/A

Committee members absent: Mike Gilfeather

Staff present: Maureen Halahan, President & CEO, Conor Eckert, Senior Vice President, Cassie Garcia, Vice President of Operations

Call to Order/Roll Call

- The meeting was called to order and quorum was declared at 4:06PM.
- Ryan Hawthorne arrived at 4:11PM.
- Mary Beth Bianconi and Sandy Mathese left the meeting at 4:58PM.

Approval of Minutes

- The March 2025 meeting minutes were presented and approved upon a motion made by Melissa Cobuzzi, seconded by Sandy Mathes, and unanimously carried.

Financial Report

- The financial statements from April 2025 were presented and approved upon a motion made by Melissa Cobuzzi, seconded by Kurt Kaehler, and unanimously carried.

Executive Session

- A motion to enter Executive Session was made at 4:09PM by Melissa Cobuzzi, seconded by Sandy Mathes, and unanimously carried. Executive Session concluded at 4:55PM. No actions were taken in Executive Session therefore no minutes were taken during Executive Session.

New Business

- Ad Hoc Committee members consisting of Melissa Cobuzzi, Mary Beth Bianconi, Dr. Susan Dean, Sandy Mathes, Ryan Hawthorne and Gregory Peckham drafted, with the help of council, a separation agreement for the current CEO, Maureen Halahan. The

agreement was authorized by a unanimous vote, duly called and held with a motion made by Melissa Cobuzzi, seconded by Sandy Mathes, and unanimously carried.

- Ad Hoc Committee members consisting of Melissa Cobuzzi, Mary Beth Bianconi, Dr. Susan Dean, Sandy Mathes, Ryan Hawthorne and Gregory Peckham drafted, with the help of council, an employment agreement for the incoming CEO, Conor Eckert. The agreement was authorized by a unanimous vote, duly called and held with a motion made by Melissa Cobuzzi, seconded by Ryan Hawthorne, and unanimously carried.
- Governance Committee members made recommendations of revisions to the By-Laws. The foregoing amendment to the Bylaws was authorized by a unanimous vote, duly called and held with a motion made by Melissa Cobuzzi, seconded by Sandy Mathes, and unanimously carried.

President's Report

- A review and comparison of the financial pace was given along with Investor updates.
- Administrative updates and business development opportunities were presented.
- Marketing and event information was shared.

Executive Session

- A motion to enter Executive Session was made at 5:06PM by Melissa Cobuzzi, seconded by Kurt Kaehler, and unanimously carried. Executive Session concluded at 5:33PM. No actions were taken in Executive Session therefore no minutes were taken during Executive Session.

Old Business/New Business

- N/A

Adjournment

With no old or new business the meeting was adjourned at 5:35PM with a motion made by Melissa Cobuzzi, seconded by Ryan Hawthorne, and unanimously carried.

Respectfully submitted,

Dr. Susan Dean .

Dr. Susan Dean

ORANGE COUNTY PARTNERSHIP

Prepared for OCP Executive Financial Committee

Income & Expense Summary

Jun 2025- Accrual Basis

		Unaudited			Unaudited			Unaudited	Unaudited		
		Actual Jun 2025	Budget Jun 2025	Variance Jun 2025	Actual 2025 YTD	Budget 2025 YTD	Variance 2025 YTD	Actual 2024 YTD	Actual 12/31/2024	Budget 2025 Year	
INCOME:											
1	Private Investors (billed Jan & Jun)	241,950.00	200,000.00	41,950.00	811,997.80	660,000.00	151,997.80	779,025.00	653,875.08	660,000.00	
2	ABG Investors	-	1,100.00	(1,100.00)	5,500.00	9,350.00	(3,850.00)	9,900.00	9,900.00	9,350.00	
3	Events	138,975.00	81,775.00	57,200.00	340,300.00	277,775.00	62,525.00	298,206.00	497,981.00	529,775.00	
4	Interest	14.11	583.00	(568.89)	94.14	3,500.00	(3,405.86)	598.55	13,107.31	7,000.00	
5	Alliance for Balanced Growth (Events & Mkg)	-	-	-	10,135.00	9,622.50	512.50	13,850.00	27,750.00	19,245.00	
6	Advertising (newsletter & website)	-	-	-	-	-	-	1,000.00	-	-	
7	Uncollectible Revenue (AR over 90 days)	26,100.00	(416.00)	26,516.00	(67,308.37)	(2,500.00)	(64,808.37)	(47,585.00)	24,758.37	(5,000.00)	
8	Total Income	407,039.11	283,042.00	123,997.11	1,100,718.57	957,747.50	142,971.07	1,054,994.55	1,227,371.76	1,220,370.00	
EXPENSE:											
9	Depreciation	1,249.87	1,250.00	(0.13)	7,499.22	7,500.00	(0.78)	7,499.22	16,278.04	15,000.00	
10	Personnel	131,804.27	60,416.00	71,388.27	426,576.48	362,500.00	64,076.48	329,735.65	663,301.95	725,000.00	
11	Business Development	5,771.42	6,161.00	(389.58)	37,832.81	36,962.00	870.81	61,691.53	132,164.41	73,924.00	
12	Events	59,961.52	14,500.00	45,461.52	130,948.62	87,014.00	43,934.62	94,791.69	207,616.96	188,944.00	
13	Alliance Expenses	-	944.00	(944.00)	7,163.28	5,664.00	1,499.28	8,110.21	16,347.21	11,330.00	
14	Miscellaneous	-	83.00	(83.00)	197.88	500.00	(302.12)	546.55	1,070.60	1,000.00	
15	Interest Expense	-	21.00	(21.00)	26.36	126.00	(99.64)	468.66	251.50	250.00	
16	General Administration	12,500.34	11,983.00	517.34	95,904.11	71,896.50	24,007.61	74,638.36	158,265.76	143,793.00	
17	Legal Fees	9,528.00	2,083.00	7,445.00	29,791.00	12,499.33	17,291.67	357,861.25	458,485.57	25,000.00	
18	Total Expenses	220,815.42	97,441.00	123,374.42	735,939.76	584,661.83	151,277.93	935,343.12	1,653,782.00	1,184,241.00	
	Other Income - Investment Income	896.97		896.97	5,676.18		5,676.18	2,927.09	9,990.04	27,500.00	
	Other Income Gain/Loss Investment	544.18	2,292.00	(1,747.82)	1,701.36	13,750.00	(12,048.64)	17,953.50	17,822.08	-	
	Other Expenses - Investment Fee	197.90	167.00	30.90	1,153.12	1,000.00	153.12	1,088.10	2,224.87	2,000.00	
19	Net Income	187,466.94	187,726.00	(259.06)	371,003.23	385,835.67	(14,832.44)	139,443.92	(400,822.99)	61,629.00	

9:05 AM

07/08/25

Accrual Basis

Orange County Partnership Inc
Balance Sheet
As of June 30, 2025

	Jun 30, 25	Jun 30, 24	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1010.01 · Walden Savings Bank Savings	0.00	126,099.03	-126,099.03	-100.0%
1010.03 · Orange Bank & Trust Savin 0815	175,155.55	76,762.90	98,392.65	128.2%
1010.04 · Orange Bank & Trust Chk 9591	120,204.18	89,536.14	30,668.04	34.3%
1010.09 · Ulster Savings CD	0.00	154,819.44	-154,819.44	-100.0%
1010.12 · M&T Bank CD (12 mths/4.4%)	130,645.59	126,043.99	4,601.60	3.7%
1010.25 · Shwab (Ameritrade)	311,927.51	299,908.33	12,019.18	4.0%
1010.50 · Petty Cash	127.00	2,673.00	-2,546.00	-95.3%
Total Checking/Savings	738,059.83	875,842.83	-137,783.00	-15.7%
Accounts Receivable				
1200.00 · Accounts Receivable	279,491.57	340,934.94	-61,443.37	-18.0%
Total Accounts Receivable	279,491.57	340,934.94	-61,443.37	-18.0%
Other Current Assets				
Account Receivable Adjustment	250.00	0.00	250.00	100.0%
1405.00 · Allowance of Uncollectible Rec	-67,800.00	-72,835.00	5,035.00	6.9%
1410.00 · Prepaid Expenses				
1410.01 · Prepaid Expenses	0.00	5,000.00	-5,000.00	-100.0%
1410.02 · Prepaid Insurance	8,066.64	5,428.67	2,637.97	48.6%
1410.03 · Prepaid Event Expense	13,874.07	7,200.00	6,674.07	92.7%
Total 1410.00 · Prepaid Expenses	21,940.71	17,628.67	4,312.04	24.5%
Total Other Current Assets	-45,609.29	-55,206.33	9,597.04	17.4%
Total Current Assets	971,942.11	1,161,571.44	-189,629.33	-16.3%
Fixed Assets				
02 · Auto	58,789.06	58,789.06	0.00	0.0%
1580.00 · Equipment and Improvement	80,692.17	80,692.17	0.00	0.0%
1710.00 · Accumulated Depreciation	-101,712.13	-85,434.09	-16,278.04	-19.1%
Total Fixed Assets	37,769.10	54,047.14	-16,278.04	-30.1%
Other Assets				
1850 · Right of Use Asset - Leases	122,963.58	155,175.88	-32,212.30	-20.8%
Total Other Assets	122,963.58	155,175.88	-32,212.30	-20.8%
TOTAL ASSETS	1,132,674.79	1,370,794.46	-238,119.67	-17.4%

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Accrual Basis

Orange County Partnership Inc
Balance Sheet
As of June 30, 2025

	Jun 30, 25	Jun 30, 24	\$ Change	% Change
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000.00 · Accounts Payable	5,667.36	16,401.92	-10,734.56	-65.5%
Total Accounts Payable	5,667.36	16,401.92	-10,734.56	-65.5%
Credit Cards				
2010.01 · Orange Bank & Trust CC	11,102.23	5,243.57	5,858.66	111.7%
Total Credit Cards	11,102.23	5,243.57	5,858.66	111.7%
Other Current Liabilities				
2310 · Payroll Liabilities				
2310.08 · Aflac-Cancer Insurance	18.88	0.00	18.88	100.0%
2310.09 · Aflac-Short Term Disability	20.31	0.00	20.31	100.0%
2310.11 · United Way contributions	180.00	0.00	180.00	100.0%
Total 2310 · Payroll Liabilities	219.19	0.00	219.19	100.0%
2310.05 · Accrued Expense	13,150.04	6,650.04	6,500.00	97.7%
2310.06 · Accrued Payroll	1,919.61	24,262.83	-22,343.22	-92.1%
2400.00 · Deferred Revenue				
2410 · Deferred Revenue - ABG	0.00	2,825.00	-2,825.00	-100.0%
2450 · Deferred Revenue-Annual Dinner				
2450.01 · Annual Dinner-Sponsorship	29,500.00	18,000.00	11,500.00	63.9%
2450.02 · Annual Dinner - Tickets	-600.00	0.00	-600.00	-100.0%
Total 2450 · Deferred Revenue-Annual Dinner	28,900.00	18,000.00	10,900.00	60.6%
2460 · Deferred Revenue-Investor Break				
2460.01 · Investor Breakfast-Sponsorship	6,000.00	14,000.00	-8,000.00	-57.1%
Total 2460 · Deferred Revenue-Investor Break	6,000.00	14,000.00	-8,000.00	-57.1%
2470 · Deferred Revenue - QPM event	2,000.00	6,000.00	-4,000.00	-66.7%
Total 2400.00 · Deferred Revenue	36,900.00	40,825.00	-3,925.00	-9.6%
2601 · Loan Payable - Kia Motors ST	0.00	12,929.40	-12,929.40	-100.0%
2605 · Lease Liability - Current Porti	28,984.38	30,667.95	-1,683.57	-5.5%
Total Other Current Liabilities	81,173.22	115,335.22	-34,162.00	-29.6%
Total Current Liabilities	97,942.81	136,980.71	-39,037.90	-28.5%

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Accrual Basis

Orange County Partnership Inc
Balance Sheet
As of June 30, 2025

	Jun 30, 25	Jun 30, 24	\$ Change	% Change
Long Term Liabilities				
2905 · Lease Liability- Long Term	95,163.90	124,981.99	-29,818.09	-23.9%
Total Long Term Liabilities	95,163.90	124,981.99	-29,818.09	-23.9%
Total Liabilities	193,106.71	261,962.70	-68,855.99	-26.3%
Equity				
3000.00 · Opening Bal Equity	312,952.21	312,952.21	0.00	0.0%
3900.00 · Retained Earnings	255,612.64	656,435.63	-400,822.99	-61.1%
Net Income	371,003.23	139,443.92	231,559.31	166.1%
Total Equity	939,568.08	1,108,831.76	-169,263.68	-15.3%
TOTAL LIABILITIES & EQUITY	1,132,674.79	1,370,794.46	-238,119.67	-17.4%

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Accrual Basis

Orange County Partnership Inc

Profit & Loss

June 2025

	Jun 25	Jun 24	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Private Investment				
3001.01 · PI - Accountants	7,500.00	7,500.00	0.00	0.0%
3001.03 · PI - Architects	5,500.00	5,000.00	500.00	10.0%
3001.04 · PI - Attorneys	1,750.00	6,750.00	-5,000.00	-74.1%
3001.05 · PI - Building Supplies	7,500.00	16,750.00	-9,250.00	-55.2%
3001.06 · PI - Business Services	19,050.00	16,000.00	3,050.00	19.1%
3001.07 · PI - Commercial Contractors	37,750.00	49,500.00	-11,750.00	-23.7%
3001.08 · PI - Commercial RE Brokers	5,750.00	8,500.00	-2,750.00	-32.4%
3001.09 · PI - Communications	8,500.00	1,750.00	6,750.00	385.7%
3001.10 · PI - Construction Associations	0.00	5,250.00	-5,250.00	-100.0%
3001.11 · PI - Constr Svc	53,750.00	27,000.00	26,750.00	99.1%
3001.12 · PI - Developers	11,000.00	19,500.00	-8,500.00	-43.6%
3001.13 · PI - Distribution Companies	1,750.00	1,750.00	0.00	0.0%
3001.14 · PI - Engineer, Archit & Planner	5,250.00	28,750.00	-23,500.00	-81.7%
3001.15 · PI - Facility Services	1,750.00	1,750.00	0.00	0.0%
3001.16 · PI - Financial Institutions	11,750.00	11,750.00	0.00	0.0%
3001.17 · PI - Healthcare/Medical Services	1,750.00	1,750.00	0.00	0.0%
3001.19 · PI - Manufacturers	11,000.00	12,750.00	-1,750.00	-13.7%
3001.20 · PI - Marketing	1,750.00	6,750.00	-5,000.00	-74.1%
3001.22 · PI - Municipalities	12,900.00	12,900.00	0.00	0.0%
3001.25 · PI - Retail	0.00	1,750.00	-1,750.00	-100.0%
3001.27 · PI - Training	3,500.00	3,500.00	0.00	0.0%
3001.29 · PI - Utilities	28,500.00	31,750.00	-3,250.00	-10.2%
3001.32 · PI - Insurance	500.00	1,750.00	-1,250.00	-71.4%
3001.35 · PI - Security	0.00	1,750.00	-1,750.00	-100.0%
3001.38 · PI - Recreational	1,750.00	0.00	1,750.00	100.0%
4000 · Private Investment - Other	1,750.00	3,500.00	-1,750.00	-50.0%
Total 4000 · Private Investment	241,950.00	285,650.00	-43,700.00	-15.3%
4010 · ABG Members	0.00	2,200.00	-2,200.00	-100.0%
4040 · Event Income				
4041 · QPM				
4041.1 · QPM Sponsorship	6,300.00	0.00	6,300.00	100.0%
Total 4041 · QPM	6,300.00	0.00	6,300.00	100.0%
4044 · MVP Breakfast				
3044.1 · Tickets	27,975.00	10,900.00	17,075.00	156.7%
3044.2 · Sponsorship	104,950.00	74,075.00	30,875.00	41.7%
Total 4044 · MVP Breakfast	132,925.00	84,975.00	47,950.00	56.4%

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Accrual Basis

Orange County Partnership Inc

Profit & Loss

June 2025

	Jun 25	Jun 24	\$ Change	% Change
4049 · Golf Classic				
3049.02 · Golf Event - Ticket Income	-250.00	0.00	-250.00	-100.0%
4049 · Golf Classic - Other	0.00	7,300.00	-7,300.00	-100.0%
Total 4049 · Golf Classic	-250.00	7,300.00	-7,550.00	-103.4%
Total 4040 · Event Income	138,975.00	92,275.00	46,700.00	50.6%
4050 · Interest	14.11	331.93	-317.82	-95.8%
4085 · Uncollectible Revenue	26,100.00	3,315.00	22,785.00	687.3%
Total Income	407,039.11	383,771.93	23,267.18	6.1%
Gross Profit	407,039.11	383,771.93	23,267.18	6.1%
Expense				
6000 · Personnel				
9000.2 · Gross Payroll	113,336.55	42,461.54	70,875.01	166.9%
9001 · Worker's Comp & Disability				
9001.1 · Workers' Comp	184.76	168.58	16.18	9.6%
9001.4 · Disability	-103.09	109.01	-212.10	-194.6%
Total 9001 · Worker's Comp & Disability	81.67	277.59	-195.92	-70.6%
9001.5 · Benefits (Pension & Medical)				
9001.3 · Medical	1,857.85	1,490.72	367.13	24.6%
9003.2 · Pension	8,262.25	2,867.18	5,395.07	188.2%
Total 9001.5 · Benefits (Pension & Medical)	10,120.10	4,357.90	5,762.20	132.2%
9002 · Tax				
9000.1 · FICA SS/Medicare	8,239.45	3,254.92	4,984.53	153.1%
9002.1 · SUI				
9002.11 · Re-employment NYS	0.95	0.00	0.95	100.0%
9002.1 · SUI - Other	25.55	122.89	-97.34	-79.2%
Total 9002.1 · SUI	26.50	122.89	-96.39	-78.4%
9002.2 · FUTA	0.00	0.00	0.00	0.0%
Total 9002 · Tax	8,265.95	3,377.81	4,888.14	144.7%
Total 6000 · Personnel	131,804.27	50,474.84	81,329.43	161.1%
6500 · Business Development				
Conferences & Memberships				
9010 · Trade Shows & Conferences	10.06	0.00	10.06	100.0%

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Profit & Loss

June 2025

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9010.03 · Conferences	0.00	180.85	-180.85	-100.0%
9010.5 · Membership Fees	0.00	85.00	-85.00	-100.0%
Total Conferences & Memberships	10.06	265.85	-255.79	-96.2%
9012 · Mileage & Tolls	553.96	59.56	494.40	830.1%
9019 · Travel & Meals				
9019.01 · Meals	1,431.08	741.54	689.54	93.0%
9019.02 · Travel	2,154.04	108.75	2,045.29	1,880.7%
Total 9019 · Travel & Meals	3,585.12	850.29	2,734.83	321.6%
9020 · External Marketing				
9010.8 · Marketing - Design	12.99	12.99	0.00	0.0%
9011.2 · Advertising	0.00	350.00	-350.00	-100.0%
9020 · External Marketing - Other	750.00	750.00	0.00	0.0%
Total 9020 · External Marketing	762.99	1,112.99	-350.00	-31.5%
9021 · Internal Mkting				
9022 · Advertising				
9022.1 · Design	148.00	99.00	49.00	49.5%
Total 9022 · Advertising	148.00	99.00	49.00	49.5%
9021 · Internal Mkting - Other	179.75	148.95	30.80	20.7%
Total 9021 · Internal Mkting	327.75	247.95	79.80	32.2%
9070 · Auto				
9071 · Fuel	114.49	333.76	-219.27	-65.7%
9072 · Insurance	392.07	323.81	68.26	21.1%
9073 · Auto	24.98	23.05	1.93	8.4%
9075 · Service	0.00	14.00	-14.00	-100.0%
9076 · Tolls	0.00	50.00	-50.00	-100.0%
Total 9070 · Auto	531.54	744.62	-213.08	-28.6%
Total 6500 · Business Development	5,771.42	3,281.26	2,490.16	75.9%
7000 · General Administration				
Consulting Services				
9054 · Bookkeeping	1,040.00	1,000.00	40.00	4.0%
Total Consulting Services	1,040.00	1,000.00	40.00	4.0%

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Profit & Loss

June 2025

	Jun 25	Jun 24	\$ Change	% Change
9000 · Office Expense				
9013 · Office Supplies/Equipment	2,905.62	484.38	2,421.24	499.9%
9016 · Subscriptions	364.65	228.89	135.76	59.3%
9017 · Telephone/Internet	901.87	829.08	72.79	8.8%
9065 · Telephone Reimbursement	200.00	150.00	50.00	33.3%
Total 9000 · Office Expense	4,372.14	1,692.35	2,679.79	158.4%
9052 · Audit	1,108.34	1,108.34	0.00	0.0%
9054.5 · Office Equip - Lease & Purchase	648.02	629.00	19.02	3.0%
9055 · Computer Services & Purchases	636.73	1,314.36	-677.63	-51.6%
9056 · Fees				
9030 · Payroll Fees	237.20	219.00	18.20	8.3%
9056.04 · CC Merchant Transaction Fees	456.14	471.45	-15.31	-3.3%
9056 · Fees - Other	300.00	0.00	300.00	100.0%
Total 9056 · Fees	993.34	690.45	302.89	43.9%
9057 · Insurance				
9057.01 · 401K Fidelity Bond	14.75	0.00	14.75	100.0%
9057.02 · Professional Liability	196.17	196.17	0.00	0.0%
9057.3 · Business Owners Policy	249.76	87.82	161.94	184.4%
Total 9057 · Insurance	460.68	283.99	176.69	62.2%
9057.1 · Attorney	9,528.00	0.00	9,528.00	100.0%
9060 · Office Cleaning	75.00	70.00	5.00	7.1%
9063 · Lease Expense (Rent)	3,166.09	6,174.85	-3,008.76	-48.7%
Total 7000 · General Administration	22,028.34	12,963.34	9,065.00	69.9%
7500 · Events				
Quarterly Project Meetings	100.00	0.00	100.00	100.0%
9009 · MVP Breakfast				
9009.1 · Consultants	11,478.00	5,063.00	6,415.00	126.7%
9009.2 · Event Supplies	1,038.68	335.04	703.64	210.0%
9009.3 · Marketing/Design & Printing	4,768.13	0.00	4,768.13	100.0%
9009.5 · Catering/Food	40,968.35	15,739.84	25,228.51	160.3%
Total 9009 · MVP Breakfast	58,253.16	21,137.88	37,115.28	175.6%
9024 · Golf Classic				
9024.1 · Consultants	0.00	-200.00	200.00	100.0%
9024.2 · Event Supplies	1,608.36	689.30	919.06	133.3%
Total 9024 · Golf Classic	1,608.36	489.30	1,119.06	228.7%
Total 7500 · Events	59,961.52	21,627.18	38,334.34	177.3%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
June 2025

	Jun 25	Jun 24	\$ Change	% Change
8000 · Depreciation Expense	1,249.87	1,249.87	0.00	0.0%
9100 · Miscellaneous				
9150 · Gifts	0.00	256.85	-256.85	-100.0%
Total 9100 · Miscellaneous	0.00	256.85	-256.85	-100.0%
9991 · Interest Expense				
9991.1 · Interest Exp-Auto	0.00	78.11	-78.11	-100.0%
Total 9991 · Interest Expense	0.00	78.11	-78.11	-100.0%
Total Expense	220,815.42	89,931.45	130,883.97	145.5%
Net Ordinary Income	186,223.69	293,840.48	-107,616.79	-36.6%
Other Income/Expense				
Other Income				
9999.1 · Unrealiz Gain(Loss) Invest	544.18	249.81	294.37	117.8%
9999.99 · Investment Income	896.97	670.74	226.23	33.7%
Total Other Income	1,441.15	920.55	520.60	56.6%
Other Expense				
9992.99 · Investment Fee	197.90	190.05	7.85	4.1%
Total Other Expense	197.90	190.05	7.85	4.1%
Net Other Income	1,243.25	730.50	512.75	70.2%
Net Income	187,466.94	294,570.98	-107,104.04	-36.4%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
January through June 2025

	Jan - Jun 25	Jan - Jun 24	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Private Investment				
3001.01 · PI - Accountants	17,000.00	23,500.00	-6,500.00	-27.7%
3001.03 · PI - Architects	33,000.00	37,500.00	-4,500.00	-12.0%
3001.04 · PI - Attorneys	43,250.00	20,000.00	23,250.00	116.3%
3001.05 · PI - Building Supplies	9,250.00	26,000.00	-16,750.00	-64.4%
3001.06 · PI - Business Services	35,300.00	30,500.00	4,800.00	15.7%
3001.07 · PI - Commercial Contractors	187,547.80	155,875.00	31,672.80	20.3%
3001.08 · PI - Commercial RE Brokers	53,750.00	48,750.00	5,000.00	10.3%
3001.09 · PI - Communications	8,500.00	6,750.00	1,750.00	25.9%
3001.10 · PI - Construction Associations	8,500.00	17,750.00	-9,250.00	-52.1%
3001.11 · PI - Constr Svc	94,750.00	38,750.00	56,000.00	144.5%
3001.12 · PI - Developers	29,750.00	53,000.00	-23,250.00	-43.9%
3001.13 · PI - Distribution Companies	6,750.00	1,750.00	5,000.00	285.7%
3001.14 · PI - Engineer, Archit & Planner	49,250.00	62,750.00	-13,500.00	-21.5%
3001.15 · PI - Facility Services	11,750.00	6,750.00	5,000.00	74.1%
3001.16 · PI - Financial Institutions	60,500.00	59,750.00	750.00	1.3%
3001.17 · PI -Healthcare/Medical Services	16,000.00	16,000.00	0.00	0.0%
3001.19 · PI - Manufacturers	31,250.00	34,750.00	-3,500.00	-10.1%
3001.20 · PI - Marketing	1,750.00	8,500.00	-6,750.00	-79.4%
3001.22 · PI - Municipalities	15,275.00	15,275.00	0.00	0.0%
3001.25 · PI - Retail	1,750.00	6,750.00	-5,000.00	-74.1%
3001.26 · PI - Staffing Services	2,375.00	2,375.00	0.00	0.0%
3001.27 · PI - Training	3,500.00	3,500.00	0.00	0.0%
3001.29 · PI - Utilities	48,750.00	60,250.00	-11,500.00	-19.1%
3001.32 · PI - Insurance	19,000.00	20,250.00	-1,250.00	-6.2%
3001.35 · PI - Security	5,750.00	11,000.00	-5,250.00	-47.7%
3001.38 · PI - Recreational	9,250.00	7,500.00	1,750.00	23.3%
4000 · Private Investment - Other	8,500.00	3,500.00	5,000.00	142.9%
Total 4000 · Private Investment	811,997.80	779,025.00	32,972.80	4.2%
4010 · ABG Members	5,500.00	9,900.00	-4,400.00	-44.4%
4022 · Alliance for Balanced Growth				
3022.10 · AllianceEvent Sponsorship				
3022.14 · ABG Sponsorship - Winter	6,000.00	11,000.00	-5,000.00	-45.5%
Total 3022.10 · AllianceEvent Sponsorship	6,000.00	11,000.00	-5,000.00	-45.5%
3022.30 · AGB Ticket				
3022.34 · ABG Tickets - Winter	4,135.00	2,850.00	1,285.00	45.1%
Total 3022.30 · AGB Ticket	4,135.00	2,850.00	1,285.00	45.1%
Total 4022 · Alliance for Balanced Growth	10,135.00	13,850.00	-3,715.00	-26.8%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
 January through June 2025

	Jan - Jun 25	Jan - Jun 24	\$ Change	% Change
4035 · Advertising				
4035.2 · Web Site Banner Ads	0.00	1,000.00	-1,000.00	-100.0%
Total 4035 · Advertising	0.00	1,000.00	-1,000.00	-100.0%
4040 · Event Income				
4041 · QPM				
4041.1 · QPM Sponsorship	8,300.00	8,500.00	-200.00	-2.4%
Total 4041 · QPM	8,300.00	8,500.00	-200.00	-2.4%
4042 · Investor Breakfast				
3042.02 · Investor Breakfast Tickets	-75.00	0.00	-75.00	-100.0%
4042 · Investor Breakfast - Other	0.00	0.00	0.00	0.0%
Total 4042 · Investor Breakfast	-75.00	0.00	-75.00	-100.0%
4044 · MVP Breakfast				
3044.1 · Tickets	27,975.00	10,900.00	17,075.00	156.7%
3044.2 · Sponsorship	104,950.00	74,075.00	30,875.00	41.7%
Total 4044 · MVP Breakfast	132,925.00	84,975.00	47,950.00	56.4%
4045 · Annual Dinner Income				
3046 · Tickets	0.00	-195.00	195.00	100.0%
Total 4045 · Annual Dinner Income	0.00	-195.00	195.00	100.0%
4049 · Golf Classic				
3049.01 · Golf Event - Sponsorship Income	175,850.00	177,450.00	-1,600.00	-0.9%
3049.02 · Golf Event - Ticket Income	18,300.00	18,250.00	50.00	0.3%
4049 · Golf Classic - Other	5,000.00	9,226.00	-4,226.00	-45.8%
Total 4049 · Golf Classic	199,150.00	204,926.00	-5,776.00	-2.8%
Total 4040 · Event Income	340,300.00	298,206.00	42,094.00	14.1%
4050 · Interest	94.14	598.55	-504.41	-84.3%
4085 · Uncollectible Revenue	-67,308.37	-47,585.00	-19,723.37	-41.5%
5009 · Returned Check Charges	0.00	0.00	0.00	0.0%
Total Income	1,100,718.57	1,054,994.55	45,724.02	4.3%
Gross Profit	1,100,718.57	1,054,994.55	45,724.02	4.3%
Expense				
6000 · Personnel				
9000.2 · Gross Payroll	362,267.34	277,630.78	84,636.56	30.5%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
 January through June 2025

	Jan - Jun 25	Jan - Jun 24	\$ Change	% Change
9001 · Worker's Comp & Disability				
9001.1 · Workers' Comp	1,060.02	1,854.38	-794.36	-42.8%
9001.4 · Disability	-620.96	-1,000.09	379.13	37.9%
Total 9001 · Worker's Comp & Disability	439.06	854.29	-415.23	-48.6%
9001.5 · Benefits (Pension & Medical)				
9001.3 · Medical	9,078.43	9,513.88	-435.45	-4.6%
9003.2 · Pension	25,525.68	18,658.53	6,867.15	36.8%
Total 9001.5 · Benefits (Pension & Medical)	34,604.11	28,172.41	6,431.70	22.8%
9002 · Tax				
9000.1 · FICA SS/Medicare	27,086.25	21,180.71	5,905.54	27.9%
9002.1 · SUI				
9002.11 · Re-employment NYS	57.57	46.90	10.67	22.8%
9002.1 · SUI - Other	1,555.15	1,640.56	-85.41	-5.2%
Total 9002.1 · SUI	1,612.72	1,687.46	-74.74	-4.4%
9002.2 · FUTA	567.00	210.00	357.00	170.0%
Total 9002 · Tax	29,265.97	23,078.17	6,187.80	26.8%
Total 6000 · Personnel	426,576.48	329,735.65	96,840.83	29.4%
6500 · Business Development				
Conferences & Memberships				
9010 · Trade Shows & Conferences	482.82	2,366.60	-1,883.78	-79.6%
9010.03 · Conferences	8,693.67	32,710.90	-24,017.23	-73.4%
9010.5 · Membership Fees	5,360.00	1,940.00	3,420.00	176.3%
Total Conferences & Memberships	14,536.49	37,017.50	-22,481.01	-60.7%
9000.51 · Special Projects	550.00	0.00	550.00	100.0%
9010.6 · Public Relations				
9023 · Event Tickets	1,074.95	542.00	532.95	98.3%
Total 9010.6 · Public Relations	1,074.95	542.00	532.95	98.3%
9012 · Mileage & Tolls	1,192.01	975.47	216.54	22.2%
9019 · Travel & Meals				
9019.01 · Meals	6,408.54	6,177.59	230.95	3.7%
9019.02 · Travel	2,570.31	1,517.61	1,052.70	69.4%
9019 · Travel & Meals - Other	0.00	67.17	-67.17	-100.0%
Total 9019 · Travel & Meals	8,978.85	7,762.37	1,216.48	15.7%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
 January through June 2025

	Jan - Jun 25	Jan - Jun 24	\$ Change	% Change
9020 · External Marketing				
9010.8 · Marketing - Design				
9010.84 Other Web Design	0.00	2,870.00	-2,870.00	-100.0%
9010.8 · Marketing - Design - Other	77.94	1,327.94	-1,250.00	-94.1%
Total 9010.8 · Marketing - Design	77.94	4,197.94	-4,120.00	-98.1%
9011.2 · Advertising	0.00	350.00	-350.00	-100.0%
9020 · External Marketing - Other	4,000.00	3,700.00	300.00	8.1%
Total 9020 · External Marketing	4,077.94	8,247.94	-4,170.00	-50.6%
9021 · Internal Mktng				
9022 · Advertising				
9022.1 · Design	742.00	693.00	49.00	7.1%
Total 9022 · Advertising	742.00	693.00	49.00	7.1%
9021 · Internal Mktng - Other	986.10	893.70	92.40	10.3%
Total 9021 · Internal Mktng	1,728.10	1,586.70	141.40	8.9%
9070 · Auto				
9071 · Fuel	1,629.34	1,902.04	-272.70	-14.3%
9072 · Insurance	2,279.94	2,459.90	-179.96	-7.3%
9073 · Auto	272.59	138.30	134.29	97.1%
9074 · Mileage	0.00	0.00	0.00	0.0%
9075 · Service	1,126.00	692.18	433.82	62.7%
9076 · Tolls	25.00	150.00	-125.00	-83.3%
Total 9070 · Auto	5,332.87	5,342.42	-9.55	-0.2%
9200 · Personnel Search	361.60	217.13	144.47	66.5%
Total 6500 · Business Development	37,832.81	61,691.53	-23,858.72	-38.7%
7000 · General Administration				
Consulting Services				
9000.4 · Temporary services				
9000.42 Marketing Intern	1,705.00	0.00	1,705.00	100.0%
Total 9000.4 · Temporary services	1,705.00	0.00	1,705.00	100.0%
9054 · Bookkeeping	7,160.00	6,000.00	1,160.00	19.3%
Consulting Services - Other	12,000.00	0.00	12,000.00	100.0%
Total Consulting Services	20,865.00	6,000.00	14,865.00	247.8%
66910 · Bank Service Charges	0.00	0.00	0.00	0.0%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
 January through June 2025

	Jan - Jun 25	Jan - Jun 24	\$ Change	% Change
9000 · Office Expense				
9013 · Office Supplies/Equipment	10,806.49	6,917.28	3,889.21	56.2%
9014 · Postage	0.00	260.24	-260.24	-100.0%
9015 · Printing	0.00	11.52	-11.52	-100.0%
9016 · Subscriptions	4,317.92	2,552.96	1,764.96	69.1%
9017 · Telephone/Internet	5,255.36	7,364.90	-2,109.54	-28.6%
9065 · Telephone Reimbursement	950.00	900.00	50.00	5.6%
Total 9000 · Office Expense	21,329.77	18,006.90	3,322.87	18.5%
9052 · Audit	6,650.04	6,650.04	0.00	0.0%
9053 · Bank Charges	0.73	9.00	-8.27	-91.9%
9054.5 · Office Equip - Lease & Purchase	3,855.83	4,560.40	-704.57	-15.5%
9055 · Computer Services & Purchases	12,848.48	7,946.65	4,901.83	61.7%
9056 · Fees				
9003.3 · Bisys Pension Fees	3,020.00	989.96	2,030.04	205.1%
9030 · Payroll Fees	1,658.40	1,652.00	6.40	0.4%
9056.04 · CC Merchant Transaction Fees	3,673.29	4,765.89	-1,092.60	-22.9%
9056 · Fees - Other	350.00	0.00	350.00	100.0%
Total 9056 · Fees	8,701.69	7,407.85	1,293.84	17.5%
9057 · Insurance				
9057.01 · 401K Fidelity Bond	73.75	0.00	73.75	100.0%
9057.02 · Professional Liability	1,177.02	1,177.02	0.00	0.0%
9057.3 · Business Owners Policy	1,072.74	616.00	456.74	74.2%
Total 9057 · Insurance	2,323.51	1,793.02	530.49	29.6%
9057.1 · Attorney	29,791.00	357,861.25	-328,070.25	-91.7%
9060 · Office Cleaning	450.00	455.00	-5.00	-1.1%
9063 · Lease Expense (Rent)	18,879.06	21,809.50	-2,930.44	-13.4%
Total 7000 · General Administration	125,695.11	432,499.61	-306,804.50	-70.9%
7500 · Events				
Quarterly Project Meetings	300.00	200.00	100.00	50.0%
9005 · Annual Dinner				
9005.2 · Event Supplies	0.00	70.38	-70.38	-100.0%
Total 9005 · Annual Dinner	0.00	70.38	-70.38	-100.0%

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Accrual Basis

Orange County Partnership Inc
Profit & Loss
January through June 2025

	Jan - Jun 25	Jan - Jun 24	\$ Change	% Change
9009 · MVP Breakfast				
9009.1 · Consultants	11,478.00	5,063.00	6,415.00	126.7%
9009.2 · Event Supplies	1,038.68	645.09	393.59	61.0%
9009.3 · Marketing/Design & Printing	4,768.13	0.00	4,768.13	100.0%
9009.5 · Catering/Food	40,968.35	15,739.84	25,228.51	160.3%
Total 9009 · MVP Breakfast	58,253.16	21,447.93	36,805.23	171.6%
9024 · Golf Classic				
9024.1 · Consultants	2,000.00	2,650.00	-650.00	-24.5%
9024.2 · Event Supplies	32,698.18	31,379.71	1,318.47	4.2%
9024.3 · Marketing/Design & Printing	12.99	0.00	12.99	100.0%
9024.4 · Catering/Food	37,684.29	39,043.67	-1,359.38	-3.5%
Total 9024 · Golf Classic	72,395.46	73,073.38	-677.92	-0.9%
Total 7500 · Events	130,948.62	94,791.69	36,156.93	38.1%
7600 · Alliance Expenses				
9010.31 · Alliance Event Expense				
9010.10 · ABG Qtly Meeting	7,163.28	8,110.21	-946.93	-11.7%
Total 9010.31 · Alliance Event Expense	7,163.28	8,110.21	-946.93	-11.7%
Total 7600 · Alliance Expenses	7,163.28	8,110.21	-946.93	-11.7%
8000 · Depreciation Expense	7,499.22	7,499.22	0.00	0.0%
9100 · Miscellaneous				
9150 · Gifts	197.88	546.55	-348.67	-63.8%
Total 9100 · Miscellaneous	197.88	546.55	-348.67	-63.8%
9991 · Interest Expense				
9991.1 · Interest Exp-Auto	26.36	468.66	-442.30	-94.4%
Total 9991 · Interest Expense	26.36	468.66	-442.30	-94.4%
Total Expense	735,939.76	935,343.12	-199,403.36	-21.3%
Net Ordinary Income	364,778.81	119,651.43	245,127.38	204.9%
Other Income/Expense				
Other Income				
9999.1 · Unrealiz Gain(Loss) Invest	1,701.36	17,953.50	-16,252.14	-90.5%
9999.99 · Investment Income	5,676.18	2,927.09	2,749.09	93.9%
Total Other Income	7,377.54	20,880.59	-13,503.05	-64.7%

Orange County Partnership Inc
Profit & Loss
January through June 2025

	Jan - Jun 25	Jan - Jun 24	\$ Change	% Change
Other Expense				
9992.99 · Investment Fee	1,153.12	1,088.10	65.02	6.0%
Total Other Expense	1,153.12	1,088.10	65.02	6.0%
Net Other Income	6,224.42	19,792.49	-13,568.07	-68.6%
Net Income	371,003.23	139,443.92	231,559.31	166.1%

Orange County Partnership
Profit & Loss Budget vs. Actual
April to June 2025

2nd Quarter

	Apr 2025	Budget	\$ Over Budget	May 2025	Budget	\$ Over Budget	Jun 2025	Budget	\$ Over Budget
Private Investment	9,250		9,250	8,500		8,500	241,950	200,000	41,950
Alliance for Balanced Growth	10,235		10,235	(100)				1,100	
Alliance Membership			-						-
Advertising			-						
Event Income		-	-	199,400	196,000	3,400	138,975	81,775	57,200
Interest	22	583	(561)	21	583	(562)	14	583	(569)
Uncollectible Revenue	(94,050)	(417)	(93,633)	750	(417)	1,167	26,100	(416)	26,516
Total Income	(74,543)	166	(74,709)	208,571	196,166	12,405	407,039	283,042	123,997
Expense									
Depreciation Expense	1,250	1,250	(0)	1,250	1,250	-	1,250	1,250	(0)
Personnel	46,873	60,417	(13,544)	80,960	60,417	20,543	131,804	60,416	71,388
Business Development	4,432	6,160	(1,728)	4,928	6,160	(1,232)	5,771	6,160	(389)
General Administration	16,289	11,983	4,306	13,081	11,983	1,098	12,500	11,983	517
Legal Fees	15,098	2,083	13,015	-	2,083	(2,083)	9,528	2,083	7,445
Events	1,872		1,872	68,916	72,514	(3,598)	59,962	14,500	45,462
Alliance Expenses	7,163	944	6,219		944	(944)	-	944	(944)
Miscellaneous	-	83	(83)		83	(83)	-	84	(84)
Interest Expense	5	21	(17)		21	(21)		21	(21)
Total Expense	92,982	82,941	10,041	169,134	155,455	13,679	220,815	97,441	123,374
Net Ordinary Income	(167,525)	(82,775)	(84,750)	39,438	40,711	(1,273)	186,224	185,601	623
Other Income Gain/Loss	430	-	430			(273)	544		
Other Income Investment	764	2,291		798	2,292		897	2,291	
Other Expense-Investment	197	166		191	167		198	166	
Net Income	(166,529)	(80,650)	(84,320)	39,771	42,836	(1,546)	187,467	187,726	623

Quarter to Date		
Apr - Jun 25	Budget	\$ Over Budget
259,700	-	259,700
10,135	1,100	9,035
-	-	-
-	-	-
338,375	277,775	60,600
57	1,749	(1,692)
(67,200)	(1,250)	(65,950)
541,067	279,374	261,693
3,750	3,750	(0)
259,637	181,250	78,387
15,132	18,480	(3,348)
41,870	35,949	5,921
24,626	6,249	18,377
130,749	87,014	43,735
7,163	2,832	4,331
-	250	(250)
5	63	(59)
482,931	335,837	147,094
701	-	701
2,458	6,874	(4,416)
586	499	87
60,709	149,912	(89,203)

Year to Date		
Jan-Jun 2025	Budget	\$ Over Budget
811,998	460,000	351,998
15,635	10,723	4,912
-	8,250	(8,250)
-	-	-
340,300	277,775	62,525
94	3,499	(3,405)
(67,308)	(2,500)	(64,808)
1,100,719	757,747	342,971
7,499	7,500	(1)
426,576	362,500	64,076
37,833	36,961	872
95,904	71,898	24,006
29,791	12,498	17,293
130,949	87,014	43,935
7,163	5,664	1,499
198	500	(302)
26	126	(100)
735,940	584,661	151,279
364,779	173,086	191,692
2,810	-	2,810
4,567	13,749	(9,182)
1,153	999	154
371,003	185,836	185,166



Michael O'Connor

Director, New Business Services

Michael O'Connor is the Director of New Business Services at Orange and Rockland Utilities, Inc. (O&R), a subsidiary of Consolidated Edison Inc. He oversees all new and upgraded electric and gas projects for residential and commercial customers.

O'Connor joined Con Edison in 2005 as a General Utility Worker in Manhattan's Underground Department. He advanced through the organization, taking on roles with increasing union and management responsibility. He also held leadership positions as Section Manager of Emergency Preparedness and Manager of the Bronx Overhead Department.

In his most recent leadership role at Con Edison before joining O&R, O'Connor served as a Section Manager of Emergency Preparedness. He was responsible for developing comprehensive Emergency Response plans for both Con Edison and Orange and Rockland. O'Connor coordinated emergency efforts across all organizations, collaborating with local police and fire departments, regulatory officials, and other agencies. Additionally, he led drills and exercises for Gas, Electric, and Substation emergency situations, both internally and with external agencies.

Michael is married and has two children. He enjoys outdoor activities such as snowboarding, walking his dog Kevin, and participating in his children's sporting events either as a coach or spectator.

O'Connor holds a Bachelor of Science degree in Organizational Leadership from Manhattan College. He has completed several advanced leadership training courses during his time with both companies.

OCP Board Member Candidate Evaluation Matrix	Candidate
Name	Mike O'Connor
Affiliation	ORU
Considerations	Describe in Brief Notes
Understands the Mission of OCP	Yes through working with Conor
Articulates a Clear Visions for Board Participation	New to Board Participation
Knows and Appreciates the Work of OCP	Yes through working with Conor
Energy and Enthusiasm for Board Service	Yes
Commitment to Active Board Participation	Yes
Business Sector Contribution (organization or profession)	Critical Energy Utility
Geographic Diversity Contribution (personal and/or professional)	Critical Energy Utility
Other - Specify	Deep Understanding of the Development Process, role of the utility, and challenges

Recommendation to the Full Board (Describe in Brief Notes)	Accept or Deny
Preliminary based on Interview	Accept

Business Sectors Currently Represented on the Board:	Business Sectors Among Investors:
Energy Consulting	Accountants
Public Affairs Consulting	Architects
Engineering Consulting	Attorneys
Banking	Building Supplies
Power Utility	Business Services
Construction (Electrical)	Commercial Contractors
Construction & Materials (Heavy Civil)	Commercial Real Estate
Pharmaceuticals	Construction Associations
	Construction Servcies
	Developers
	Distribution Companies
	Engineer/Architect/Planner
	Facility Services
	Financial Institutions
	Healthcare/Medical Services
	Manufacturers
	Marketing
	Municipalities
	Staffing Services
	Utilities
	Insurance
	Security
	Recreational
	Private Investment