

ORANGE COUNTY PARTNERSHIP
Board of Directors Meeting
March 17, 2026 4:00PM
40 Matthews Street, Goshen, NY

- | | | |
|-------|---|--------------------|
| 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 <ul style="list-style-type: none">• Outreach, Education & Conferences• OCP Events | Conor Eckert |
| V. | New/Old Business <ul style="list-style-type: none">• Adopt 2025 Audited Financial Statements• Review Code of Ethics policy• Review Conflict of Interest policy• Annual Board of Directors Evaluation (ABO Reporting Date - April 1st) | Mary Beth Bianconi |
| VI. | Industry Update | Kurt Kaehler |
| VII. | Executive Session (if needed) <ul style="list-style-type: none">• 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. | Mary Beth Bianconi |
| VIII. | Adjournment | Mary Beth Bianconi |

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

	Unaudited			Unaudited			Unaudited	Unaudited	
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Actual	Budget
	Feb 2026	Feb 2026	Feb 2026	2026 YTD	2026 YTD	2026 YTD	2025 YTD	12/31/2025	2026 Year
INCOME:									
1 Private Investors (billed Jan & Jun)	19,250.00	-	19,250.00	506,625.00	480,000.00	26,625.00	564,547.88	873,072.88	750,000.00
2 ABG Investors	-	-	-	-	-	-	5,500.00	6,550.00	-
3 Events	-	-	-	2,000.00	2,000.00	-	1,925.00	607,775.00	565,000.00
4 Interest	31.91	327.00	(295.09)	48.87	654.00	(605.13)	17.54	240.61	3,919.00
5 Alliance for Balanced Growth (Events & Mkg)	-	-	-	-	-	-	-	18,835.00	-
6 Advertising (newsletter & website)	-	-	-	-	-	-	-	-	-
7 Uncollectible Revenue (AR over 90 days)	(400.00)	(833.00)	433.00	(3,600.00)	(1,666.67)	(1,933.33)	(6,708.37)	491.63	(10,000.00)
8 Total Income	18,881.91	(506.00)	19,387.91	505,073.87	480,987.33	24,086.54	565,282.05	1,506,965.12	1,308,919.00
EXPENSE:									
9 Depreciation	308.24	308.00	0.24	616.48	616.67	(0.19)	2,499.74	9,577.84	3,700.00
10 Personnel	48,569.58	58,000.00	(9,430.42)	93,984.33	116,000.00	(22,015.67)	112,710.53	743,749.67	725,000.00
11 Business Development	9,573.67	6,800.00	2,773.67	17,464.04	13,600.00	3,864.04	11,058.40	79,626.78	81,600.00
12 Events	-	-	-	172.47	200.00	(27.53)	200.00	263,052.64	218,000.00
13 Alliance Expenses	-	-	-	-	-	-	-	19,692.04	-
14 Miscellaneous	293.75	50.00	243.75	293.75	100.00	193.75	197.88	625.86	600.00
15 Interest Expense	-	3.00	(3.00)	-	6.33	(6.33)	12.08	26.36	40.00
16 General Administration	12,885.91	13,169.00	(283.09)	27,679.01	26,337.33	1,341.68	28,606.38	154,632.40	158,024.00
17 Legal Fees	-	2,917.00	(2,917.00)	-	5,833.33	(5,833.33)	5,740.00	56,750.00	35,000.00
Loss on Disposal								8,818.35	
18 Total Expenses	71,631.15	81,247.00	(9,615.85)	140,210.08	162,693.66	(22,483.58)	161,025.01	1,336,551.94	1,221,964.00
Other Income - Investment Income	1,078.45		1,078.45	857.32		857.32	2,103.02	11,765.02	14,000.00
Other Income Gain/Loss Investment	1,033.28	1,167.00	(133.72)	1,665.62	2,334.00	(668.38)	993.74	2,280.66	-
Other Expenses - Investment Fee	202.32	208.00	(5.68)	404.51	416.00	(11.49)	389.42	2,335.44	2,500.00
19 Net Income	(50,839.83)	(80,794.00)	29,954.17	366,982.22	320,211.67	46,770.55	406,964.38	182,123.42	98,455.00

Orange County Partnership Inc

Balance Sheet

As of February 28, 2026

	Feb 28, 26	Feb 28, 25	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1010.03 · Orange Bank & Trust Savin 0815	551,990.86	188,161.82	363,829.04	193.4%
1010.04 · Orange Bank & Trust Chk 9591	56,453.46	86,855.97	-30,402.51	-35.0%
1010.12 · M&T Bank CD (12 mths/3.0%)	130,684.78	130,645.59	39.19	0.0%
1010.25 · Shwab (Ameritrade)	319,531.76	308,410.43	11,121.33	3.6%
1010.50 · Petty Cash	447.00	867.00	-420.00	-48.4%
Total Checking/Savings	1,059,107.86	714,940.81	344,167.05	48.1%
Accounts Receivable				
1200 · Accounts Receivable	291,361.94	298,003.70	-6,641.76	-2.2%
Total Accounts Receivable	291,361.94	298,003.70	-6,641.76	-2.2%
Other Current Assets				
1405 · Allowance of Uncollectible Rec	-6,850.00	-7,200.00	350.00	4.9%
1410 · Prepaid Expenses				
1410.1 · Prepaid Expenses	2,500.00	3,741.02	-1,241.02	-33.2%
1410.2 · Prepaid Insurance	7,776.93	4,219.07	3,557.86	84.3%
1410.3 · Prepaid Event Expense	15,840.12	24,831.37	-8,991.25	-36.2%
1410.4 · Prepaid ABG Expenses	4,579.10	0.00	4,579.10	100.0%
Total 1410 · Prepaid Expenses	30,696.15	32,791.46	-2,095.31	-6.4%
Total Other Current Assets	23,846.15	25,591.46	-1,745.31	-6.8%
Total Current Assets	1,374,315.95	1,038,535.97	335,779.98	32.3%
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	-54,436.52	-96,712.65	42,276.13	43.7%
Total Fixed Assets	26,255.65	42,768.58	-16,512.93	-38.6%
Other Assets				
1850 · Right of Use Asset - Leases	123,040.66	133,835.87	-10,795.21	-8.1%
Total Other Assets	123,040.66	133,835.87	-10,795.21	-8.1%
TOTAL ASSETS	1,523,612.26	1,215,140.42	308,471.84	25.4%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000.00 · Accounts Payable	20,268.76	6,693.23	13,575.53	202.8%
Total Accounts Payable	20,268.76	6,693.23	13,575.53	202.8%
Credit Cards				
2010.01 · Orange Bank & Trust CC	18,718.53	12,208.11	6,510.42	53.3%
Total Credit Cards	18,718.53	12,208.11	6,510.42	53.3%
Other Current Liabilities				
2310 · Payroll Liabilities				
2310.11 · United Way contributions	0.00	60.00	-60.00	-100.0%
Total 2310 · Payroll Liabilities	0.00	60.00	-60.00	-100.0%
2310.05 · Accrued Expense	2,216.68	22,716.68	-20,500.00	-90.2%
2310.06 · Accrued Payroll	10,748.01	12,786.88	-2,038.87	-16.0%
2310.10 · Health Insurance - payable	-1,109.49	0.00	-1,109.49	-100.0%
2400.00 · Deferred Revenue				
2410 · Deferred Revenue - ABG	6,000.00	2,000.00	4,000.00	200.0%
2440 · Deferred Revenue-MVP Breakfast				
2440.01 · MVP Breakfast - Sponsors	70,700.00	3,000.00	67,700.00	2,256.7%
2440.02 · MVP Breakfast - Tickets	7,800.00	0.00	7,800.00	100.0%
Total 2440 · Deferred Revenue-MVP Breakfast	78,500.00	3,000.00	75,500.00	2,516.7%
2450 · Deferred Revenue-Annual Dinner				
2450.01 · Annual Dinner-Sponsorship	46,100.00	14,000.00	32,100.00	229.3%
2450.02 · Annual Dinner - Tickets	300.00	0.00	300.00	100.0%
Total 2450 · Deferred Revenue-Annual Dinner	46,400.00	14,000.00	32,400.00	231.4%
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	12,300.00	4,500.00	7,800.00	173.3%
2480 · Deferred Revenue - Golf Classic				
2480.01 · Golf Sponsorship	66,050.00	12,250.00	53,800.00	439.2%
2480.02 · Golf Tickets	2,500.00	1,000.00	1,500.00	150.0%
Total 2480 · Deferred Revenue - Golf Classic	68,550.00	13,250.00	55,300.00	417.4%
Total 2400.00 · Deferred Revenue	234,800.00	47,750.00	187,050.00	391.7%
2601 · Loan Payable - Kia Motors ST	0.00	2,533.44	-2,533.44	-100.0%
2605 · Lease Liability - Current Porti	42,205.89	32,351.52	9,854.37	30.5%
Total Other Current Liabilities	288,861.09	118,198.52	170,662.57	144.4%
Total Current Liabilities	327,848.38	137,099.86	190,748.52	139.1%
Long Term Liabilities				
2905 · Lease Liability- Long Term	79,881.26	102,511.33	-22,630.07	-22.1%
Total Long Term Liabilities	79,881.26	102,511.33	-22,630.07	-22.1%
Total Liabilities	407,729.64	239,611.19	168,118.45	70.2%

6:17 PM

03/04/26

Accrual Basis

Orange County Partnership Inc Balance Sheet

As of February 28, 2026

	Feb 28, 26	Feb 28, 25	\$ Change	% Change
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	366,982.22	406,964.38	-39,982.16	-9.8%
Total Equity	1,115,882.62	975,529.23	140,353.39	14.4%
TOTAL LIABILITIES & EQUITY	1,523,612.26	1,215,140.42	308,471.84	25.4%

Orange County Partnership Inc

03/04/26

Profit & Loss

Accrual Basis

February 2026

	Feb 26	Feb 25	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Private Investment				
3001.05 · PI - Attorneys	12,500.00	5,000.00	7,500.00	150.0%
3001.08 · PI - Commercial Contractors	0.00	-5,000.00	5,000.00	100.0%
3001.15 · PI - Developers	-750.00	0.00	-750.00	-100.0%
3001.18 · PI - Employment	-1,750.00	0.00	-1,750.00	-100.0%
3001.19 · PI - Energy Services	0.00	-2,500.00	2,500.00	100.0%
3001.20 · PI - Engineering & Planning	1,750.00	0.00	1,750.00	100.0%
3001.21 · PI - Environmental Services	0.00	-3,327.20	3,327.20	100.0%
3001.22 · PI - Financial Institutions	7,500.00	0.00	7,500.00	100.0%
3001.25 · PI - Hospitality	0.00	5,000.00	-5,000.00	-100.0%
Total 4000 · Private Investment	19,250.00	-827.20	20,077.20	2,427.1%
4010 · ABG Members	0.00	-1,100.00	1,100.00	100.0%
4040 · Event Income				
4041 · QPM				
4041.1 · QPM Sponsorship	0.00	2,000.00	-2,000.00	-100.0%
Total 4041 · QPM	0.00	2,000.00	-2,000.00	-100.0%
Total 4040 · Event Income	0.00	2,000.00	-2,000.00	-100.0%
4050 · Interest	31.91	12.92	18.99	147.0%
4085 · Uncollectible Revenue	-400.00	-400.00	0.00	0.0%
Total Income	18,881.91	-314.28	19,196.19	6,108.0%
Gross Profit	18,881.91	-314.28	19,196.19	6,108.0%
Expense				
6000 · Personnel				
6110 · Gross Payroll				
6110 · Gross Payroll - Other	41,577.36	43,961.54	-2,384.18	-5.4%
Total 6110 · Gross Payroll	41,577.36	43,961.54	-2,384.18	-5.4%
6200 · Worker's Comp & Disability				
6210 · Workers' Comp	179.16	168.58	10.58	6.3%
6240 · Disability	171.40	-96.86	268.26	277.0%
Total 6200 · Worker's Comp & Disability	350.56	71.72	278.84	388.8%
6300 · Benefits (Pension & Medical)				
6330 · Medical	-576.96	1,055.84	-1,632.80	-154.6%
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	157.88	0.00	157.88	100.0%
9320 · Pension	2,642.36	2,983.27	-340.91	-11.4%
Total 6300 · Benefits (Pension & Medical)	2,778.28	4,039.11	-1,260.83	-31.2%
6400 · Tax				
6410 · FICA SS/Medicare	3,371.49	3,360.18	11.31	0.3%
6420 · SUI				
9430 · Re-employment NYS	21.94	14.38	7.56	52.6%
6420 · SUI - Other	473.29	388.47	84.82	21.8%
Total 6420 · SUI	495.23	402.85	92.38	22.9%
6440 · FUTA	-3.34	19.13	-22.47	-117.5%
Total 6400 · Tax	3,863.38	3,782.16	81.22	2.2%
Total 6000 · Personnel	48,569.58	51,854.53	-3,284.95	-6.3%
6500 · Business Development				
6510 · Public Relations				
6514 · Event Tickets	772.00	0.00	772.00	100.0%
6510 · Public Relations - Other	199.00	0.00	199.00	100.0%
Total 6510 · Public Relations	971.00	0.00	971.00	100.0%
6520 · External Marketing				
6525 · Marketing - Design				
6525.3 · Marketing	57.34	0.00	57.34	100.0%

Orange County Partnership Inc

03/04/26

Profit & Loss

Accrual Basis

February 2026

	Feb 26	Feb 25	\$ Change	% Change
6525.5 · Design				
6525.5 · Design - Other	700.00	500.00	200.00	40.0%
Total 6525.5 · Design	700.00	500.00	200.00	40.0%
Total 6525 · Marketing - Design	757.34	500.00	257.34	51.5%
Total 6520 · External Marketing	757.34	500.00	257.34	51.5%
6530 · Internal Mkting				
6532 · Advertising	179.75	161.27	18.48	11.5%
6533 · Design	371.02	210.99	160.03	75.9%
Total 6530 · Internal Mkting	550.77	372.26	178.51	48.0%
6560 · Conferences & Memberships				
6562 · Conferences	2,194.99	1,946.92	248.07	12.7%
Total 6560 · Conferences & Memberships	2,194.99	1,946.92	248.07	12.7%
6570 · Mileage & Tolls	213.30	0.00	213.30	100.0%
6580 · Travel & Meals				
6581 · Meals	2,299.40	677.14	1,622.26	239.6%
6582 · Travel	1,225.23	13.23	1,212.00	9,161.0%
Total 6580 · Travel & Meals	3,524.63	690.37	2,834.26	410.5%
6590 · Auto				
9071 · Fuel	139.02	347.81	-208.79	-60.0%
9072 · Insurance	73.09	367.91	-294.82	-80.1%
9073 · Auto	0.00	23.05	-23.05	-100.0%
9075 · Service	280.31	15.12	265.19	1,753.9%
9076 · Tolls	100.00	0.00	100.00	100.0%
9077 · Auto Lease	769.22	0.00	769.22	100.0%
Total 6590 · Auto	1,361.64	753.89	607.75	80.6%
Total 6500 · Business Development	9,573.67	4,263.44	5,310.23	124.6%
7000 · General Administration				
7100 · Professional Services				
7105 · Attorney				
7105 · Attorney - Other	0.00	5,740.00	-5,740.00	-100.0%
Total 7105 · Attorney	0.00	5,740.00	-5,740.00	-100.0%
7120 · Bookkeeping	1,040.00	1,000.00	40.00	4.0%
7160 · Temporary services				
7164 · 9000.42 Marketing Intern	480.00	0.00	480.00	100.0%
Total 7160 · Temporary services	480.00	0.00	480.00	100.0%
7190 · Audit	1,108.34	1,108.34	0.00	0.0%
Total 7100 · Professional Services	2,628.34	7,848.34	-5,220.00	-66.5%
7200 · Office Expense				
7213 · Office Supplies	3,711.42	4,005.43	-294.01	-7.3%
7216 · Subscriptions	440.05	554.29	-114.24	-20.6%
7217 · Telephone/Internet	881.17	566.32	314.85	55.6%
7219 · Copier Maintenance	648.02	0.00	648.02	100.0%
7220 · Telephone Reimbursement	150.00	300.00	-150.00	-50.0%
7225 · Bank Charges	0.00	0.73	-0.73	-100.0%
7230 · Office Cleaning	0.00	75.00	-75.00	-100.0%
7235 · Lease Expense (Rent)	3,190.93	3,127.35	63.58	2.0%
7245 · Computer Purchases	0.00	2,043.74	-2,043.74	-100.0%
Total 7200 · Office Expense	9,021.59	10,672.86	-1,651.27	-15.5%
7300 · Insurance				
7310 · 401K Fidelity Bond	29.50	14.75	14.75	100.0%
7320 · Professional Liability	425.02	196.17	228.85	116.7%
7330 · Business Owners Policy	183.00	107.82	75.18	69.7%
Total 7300 · Insurance	637.52	318.74	318.78	100.0%

Orange County Partnership Inc

Profit & Loss

February 2026

	Feb 26	Feb 25	\$ Change	% Change
7400 · Fees				
7420 · Payroll Fees	596.60	541.60	55.00	10.2%
7430 · CC Merchant Transaction Fees	1.86	1,044.81	-1,042.95	-99.8%
Total 7400 · Fees	598.46	1,586.41	-987.95	-62.3%
Total 7000 · General Administration	12,885.91	20,426.35	-7,540.44	-36.9%
7500 · Events				
7590 · Quarterly Project Meetings	0.00	200.00	-200.00	-100.0%
Total 7500 · Events	0.00	200.00	-200.00	-100.0%
7800 · Miscellaneous				
7810 · Gifts	176.25	84.92	91.33	107.6%
7820 · Donations / Contributions	117.50	0.00	117.50	100.0%
Total 7800 · Miscellaneous	293.75	84.92	208.83	245.9%
8000 · Depreciation Expense	308.24	1,249.87	-941.63	-75.3%
9200 · Interest Expense				
9210 · Interest Exp-Auto	0.00	2.30	-2.30	-100.0%
Total 9200 · Interest Expense	0.00	2.30	-2.30	-100.0%
Total Expense	71,631.15	78,081.41	-6,450.26	-8.3%
Net Ordinary Income	-52,749.24	-78,395.69	25,646.45	32.7%
Other Income/Expense				
Other Income				
9900 · Unrealiz Gain(Loss) Invest	1,033.28	726.49	306.79	42.2%
9950 · Investment Income	1,078.45	1,405.69	-327.24	-23.3%
Total Other Income	2,111.73	2,132.18	-20.45	-1.0%
Other Expense				
9500 · Investment Fee	202.32	195.22	7.10	3.6%
Total Other Expense	202.32	195.22	7.10	3.6%
Net Other Income	1,909.41	1,936.96	-27.55	-1.4%
Net Income	-50,839.83	-76,458.73	25,618.90	33.5%

Orange County Partnership Inc
Profit & Loss
 January through February 2026

	Jan - Feb 26	Jan - Feb 25	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Private Investment				
3001.01 · PI - Accountants	11,000.00	11,000.00	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	50,000.00	-22,750.00	-45.5%
3001.06 · PI - Breweries & Distilleries	1,750.00	1,750.00	0.00	0.0%
3001.07 · PI - Child Care Services	0.00	0.00	0.00	0.0%
3001.08 · PI - Commercial Contractors	134,750.00	169,250.08	-34,500.08	-20.4%
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	37,750.00	2,500.00	6.6%
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	38,500.00	30,250.00	8,250.00	27.3%
3001.20 · PI - Engineering & Planning	49,000.00	43,000.00	6,000.00	14.0%
3001.21 · PI - Environmental Services	25,000.00	21,672.80	3,327.20	15.4%
3001.22 · PI - Financial Institutions	38,750.00	48,750.00	-10,000.00	-20.5%
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	12,500.00	1,750.00	14.0%
3001.27 · PI - Insurance Services	5,250.00	5,250.00	0.00	0.0%
3001.29 · PI - Manufacturers	21,875.00	20,125.00	1,750.00	8.7%
3001.30 · PI - Municipalities	2,375.00	2,375.00	0.00	0.0%
3001.31 · PI - Office Equipment	1,750.00	3,500.00	-1,750.00	-50.0%
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	506,625.00	564,547.88	-57,922.88	-10.3%
4010 · ABG Members	0.00	5,500.00	-5,500.00	-100.0%
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%
Total 4040 · Event Income	2,000.00	1,925.00	75.00	3.9%
4050 · Interest	48.87	17.54	31.33	178.6%
4085 · Uncollectible Revenue	-3,600.00	-6,708.37	3,108.37	46.3%
Total Income	505,073.87	565,282.05	-60,208.18	-10.7%
Gross Profit	505,073.87	565,282.05	-60,208.18	-10.7%
Expense				
6000 · Personnel				
6110 · Gross Payroll	79,790.78	94,517.31	-14,726.53	-15.6%
6200 · Worker's Comp & Disability				
6210 · Workers' Comp	179.16	337.16	-158.00	-46.9%
6240 · Disability	8.12	-193.72	201.84	104.2%
Total 6200 · Worker's Comp & Disability	187.28	143.44	43.84	30.6%
6300 · Benefits (Pension & Medical)				
6330 · Medical	760.17	2,132.86	-1,372.69	-64.4%
6335 · Union Dues	310.00	0.00	310.00	100.0%
6336 · Benefit Admin Fee	800.00	0.00	800.00	100.0%
9003.31 · CEO's Life Insurance Policy	157.88	0.00	157.88	100.0%
9320 · Pension	4,478.93	6,774.95	-2,296.02	-33.9%
Total 6300 · Benefits (Pension & Medical)	6,506.98	8,907.81	-2,400.83	-27.0%
6400 · Tax				
6410 · FICA SS/Medicare	5,881.27	7,224.39	-1,343.12	-18.6%
6420 · SUI				
9430 · Re-employment NYS	50.28	49.38	0.90	1.8%
6420 · SUI - Other	1,357.75	1,333.64	24.11	1.8%
Total 6420 · SUI	1,408.03	1,383.02	25.01	1.8%
6440 · FUTA	209.99	534.56	-324.57	-60.7%
Total 6400 · Tax	7,499.29	9,141.97	-1,642.68	-18.0%
Total 6000 · Personnel	93,984.33	112,710.53	-18,726.20	-16.6%

Orange County Partnership Inc Profit & Loss

January through February 2026

	Jan - Feb 26	Jan - Feb 25	\$ Change	% Change
6500 · Business Development				
6510 · Public Relations				
6514 · Event Tickets	3,037.70	40.00	2,997.70	7,494.3%
6510 · Public Relations - Other	199.00	0.00	199.00	100.0%
Total 6510 · Public Relations	3,236.70	40.00	3,196.70	7,991.8%
6520 · External Marketing				
6525 · Marketing - Design				
6525.2 · Banner Ad Expense	-400.00	0.00	-400.00	-100.0%
6525.3 · Marketing	57.34	0.00	57.34	100.0%
6525.5 · Design	700.00	1,150.00	-450.00	-39.1%
Total 6525 · Marketing - Design	357.34	1,150.00	-792.66	-68.9%
Total 6520 · External Marketing	357.34	1,150.00	-792.66	-68.9%
6530 · Internal Mktng				
6532 · Advertising	359.50	322.54	36.96	11.5%
6533 · Design	483.01	322.98	160.03	49.6%
Total 6530 · Internal Mktng	842.51	645.52	196.99	30.5%
6560 · Conferences & Memberships				
6561 · Trade Shows	352.23	0.00	352.23	100.0%
6562 · Conferences	4,024.83	1,946.92	2,077.91	106.7%
6563 · Membership Fees	1,750.00	3,050.00	-1,300.00	-42.6%
Total 6560 · Conferences & Memberships	6,127.06	4,996.92	1,130.14	22.6%
6570 · Mileage & Tolls	439.34	112.84	326.50	289.4%
6580 · Travel & Meals				
6581 · Meals	2,791.08	2,178.61	612.47	28.1%
6582 · Travel	1,276.79	414.87	861.92	207.8%
Total 6580 · Travel & Meals	4,067.87	2,593.48	1,474.39	56.9%
6590 · Auto				
9071 · Fuel	339.01	575.10	-236.09	-41.1%
9072 · Insurance	73.09	735.82	-662.73	-90.1%
9073 · Auto	0.00	174.60	-174.60	-100.0%
9075 · Service	280.31	34.12	246.19	721.5%
9076 · Tolls	175.00	0.00	175.00	100.0%
9077 · Auto Lease	1,525.81	0.00	1,525.81	100.0%
Total 6590 · Auto	2,393.22	1,519.64	873.58	57.5%
Total 6500 · Business Development	17,464.04	11,058.40	6,405.64	57.9%
7000 · General Administration				
7100 · Professional Services				
7105 · Attorney	847.00	5,740.00	-4,893.00	-85.2%
7120 · Bookkeeping	2,340.00	2,000.00	340.00	17.0%
7160 · Temporary services				
7164 · 9000.42 Marketing Intern	810.00	535.00	275.00	51.4%
Total 7160 · Temporary services	810.00	535.00	275.00	51.4%
7190 · Audit	2,216.68	2,216.68	0.00	0.0%
Total 7100 · Professional Services	6,213.68	10,491.68	-4,278.00	-40.8%
7200 · Office Expense				
7213 · Office Supplies	4,248.38	4,410.67	-162.29	-3.7%
7216 · Subscriptions	2,491.63	2,388.40	103.23	4.3%
7217 · Telephone/Internet	1,762.40	1,701.70	60.70	3.6%
7219 · Copier Maintenance	1,296.04	646.18	649.86	100.6%
7220 · Telephone Reimbursement	300.00	300.00	0.00	0.0%
7225 · Bank Charges	0.00	0.73	-0.73	-100.0%
7230 · Office Cleaning	0.00	150.00	-150.00	-100.0%
7235 · Lease Expense (Rent)	6,381.88	6,214.70	167.18	2.7%
7245 · Computer Purchases	1,458.82	3,513.27	-2,054.45	-58.5%
Total 7200 · Office Expense	17,939.15	19,325.65	-1,386.50	-7.2%
7300 · Insurance				
7310 · 401K Fidelity Bond	29.50	14.75	14.75	100.0%
7320 · Professional Liability	425.02	392.34	32.68	8.3%
7330 · Business Owners Policy	183.00	215.64	-32.64	-15.1%
Total 7300 · Insurance	637.52	622.73	14.79	2.4%
7400 · Fees				
7410 · Bisys Pension Fees	1,295.02	1,260.00	35.02	2.8%
7420 · Payroll Fees	833.80	760.60	73.20	9.6%
7430 · CC Merchant Transaction Fees	759.84	1,885.72	-1,125.88	-59.7%
Total 7400 · Fees	2,888.66	3,906.32	-1,017.66	-26.1%
Total 7000 · General Administration	27,679.01	34,346.38	-6,667.37	-19.4%

Orange County Partnership Inc

Profit & Loss

January through February 2026

	Jan - Feb 26	Jan - Feb 25	\$ Change	% Change
7500 · Events				
7590 · Quarterly Project Meetings	172.47	200.00	-27.53	-13.8%
Total 7500 · Events	172.47	200.00	-27.53	-13.8%
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	616.48	2,499.74	-1,883.26	-75.3%
9200 · Interest Expense				
9210 · Interest Exp-Auto	0.00	12.08	-12.08	-100.0%
Total 9200 · Interest Expense	0.00	12.08	-12.08	-100.0%
Total Expense	140,210.08	161,025.01	-20,814.93	-12.9%
Net Ordinary Income	364,863.79	404,257.04	-39,393.25	-9.7%
Other Income/Expense				
Other Income				
9900 · Unrealiz Gain(Loss) Invest	857.32	993.74	-136.42	-13.7%
9950 · Investment Income	1,665.62	2,103.02	-437.40	-20.8%
Total Other Income	2,522.94	3,096.76	-573.82	-18.5%
Other Expense				
9500 · Investment Fee	404.51	389.42	15.09	3.9%
Total Other Expense	404.51	389.42	15.09	3.9%
Net Other Income	2,118.43	2,707.34	-588.91	-21.8%
Net Income	366,982.22	406,964.38	-39,982.16	-9.8%

Orange County Partnership
Profit & Loss Budget vs. Actual
January to March 2026

1st Quarter

	Jan 2026	Budget	\$ Over Budget	Feb 2026	Budget	\$ Over Budget	Mar 2026	Budget	\$ Over Budget
Private Investment	487,375	480,000	7,375	19,250		19,250			-
Alliance for Balanced Growth	-	-	-	-		-			-
Alliance Membership	-	-	-	-		-			-
Advertising	-	-	-	-		-			-
Event Income	1,000	2,000	(1,000)	-		-			-
Interest	17	327	(310)	32	327	(295)			-
Uncollectible Revenue	(3,200)	(833)	(2,367)	(400)	(833)	433			-
Total Income	485,192	481,494	3,698	18,882	(506)	19,388	-	-	-
Expense									
Depreciation Expense	308	308	0	308	308	0			-
Personnel	45,855	58,000	(12,145)	48,570	58,000	(9,430)			-
Business Development	7,890	6,800	1,090	9,574	6,800	2,774			-
General Administration	14,533	13,169	1,364	12,886	13,169	(283)			-
Legal Expense	-	2,917	(2,917)	-	2,917	(2,917)			-
Events	172	200	(28)	-		-			-
Alliance Expenses	-	-	-	-		-			-
Miscellaneous	-	50	(50)	294	50	244			-
Interest Expense	-	3	(3)	-	3	(3)			-
Total Expense	68,759	81,447	(12,688)	71,631	81,247	(9,616)	-	-	-
Net Ordinary Income	416,433	400,047	16,386	(52,749)	(81,753)	29,004	-	-	-
Other Income Gain/Loss	(176)	-	(176)	-	-	-			-
Other Income Investment Income	587	1,167	(580)	2,112	1,167	945			-
Other Expense-Investment Fee	202	208	(6)	202	208	(6)			-
Net Income	416,642	401,006	15,636	(50,840)	(80,794)	29,955	-	-	-

Quarter to Date		
Jan - Mar 25	Budget	\$ Over Budget
506,625	480,000	26,625
-	-	-
-	-	-
-	-	-
1,000	2,000	(1,000)
49	654	(605)
(3,600)	(1,667)	(1,933)
504,074	480,987	23,087
616	616	0
94,424	116,000	(21,576)
17,464	13,600	3,864
27,419	26,338	1,081
-	5,834	(5,834)
172	200	(28)
-	-	-
294	100	194
-	6	(6)
140,390	162,694	(22,304)
363,684	318,293	45,390
(176)	-	(176)
2,699	2,334	365
405	416	(11)
365,802	320,211	45,591

ORANGE COUNTY PARTNERSHIP
Minutes of February 17, 2026 4:00PM Board of Directors Meeting
40 Matthews Street, Suite 108, Goshen, NY

The Board of Directors of the Orange County Partnership met on February 17, 2026 at 4:00PM at 40 Matthews Street, Suite 108, Goshen, NY.

Board members present in person: Mary Beth Bianconi, Ryan Hawthorne, 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:

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 4:00PM.

Approval of Minutes

- The January 2026 meeting minutes were presented. A motion to approve the minutes was made by Sandy Mathes, seconded by Melissa Cobuzzi and unanimously carried.

Financial Report

- The financial statements from January 2026 were presented and approved upon a motion made by Melissa Cobuzzi, seconded by Ryan Hawthorne, and unanimously carried.

2025 Audit Report

- The Audit/Finance Committee Chair advised that the 2025 Audit Report will be presented for adoption at the March 17th meeting.

President's Report

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

Industry Update

- Gregory Peckham, CEO of Peckham Industries shared insights on the impact of current economic conditions within his industry.

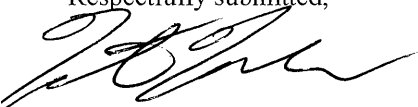
Executive Session

- A motion to enter Executive Session was made at 4:55PM by Mary Beth Bianconi, seconded by Gregory Peckham, and unanimously carried. Executive Session concluded at 5:21PM. No actions were taken in Executive Session therefore no minutes were taken during Executive Session.

Adjournment

- With no new or old business, the meeting was adjourned at 5:22PM with a motion made by Sandy Mathes, seconded by Ryan Hawthorne, and unanimously carried.

Respectfully submitted,



Kurt Kaehler
Secretary



Orange County Economic Development Corporation
Code of Business Conduct and Ethics

As a member of the Board of Directors of the Orange County Economic Development Corporation, I will:

Accountability

- Abide by the Articles of Incorporation, by-laws and policies of the Orange County Economic Development Corporation, DBA Orange County Partnership (OCP) and oversee compliance by the corporation with all laws, regulations and contractual requirements
- Exercise reasonable care, good faith and due diligence in support of the corporation's mission and vision, and to represent the best interests of the corporation at all times
- Remain accountable for prudent fiscal management
- Constructively and appropriately bring to the attention of the board, officers, committee chairs and/or appropriate staff any questions, personal views, opinions and comments of significance regarding relevant matters of governance, policy making and strategies

Conflict of Interest

- Conduct myself in such a way as to avoid any conflict—or the appearance of such conflict—between the interests of OCP and my own interests

The following activities are considered to be conflicts of interest (conflicts of interest are not limited to the following situations)

1. personally contracting with the OCP, or contracting with the OCP on behalf of an organization in which you serve as a director, officer, paid employee, etc.
2. engaging in activities or sharing information, based upon your knowledge of OCP activities, prior to that information becoming public, that could result in personal profits for you, persons known to you or any organizations you represent
3. putting your personal interests ahead of the best interests of the corporation

- Declare any conflicts of interest, material or otherwise, that may impede my capacity to deliberate, or act in good faith, on behalf of the best interests of the corporation
- Not use my affiliation with the Board to independently promote or endorse political candidates or parties for the purpose of election

Personal and Professional Integrity

- Promote an honest, open and collaborative working environment among board members and staff where all communication and opinions are valued
- Respect the role of the President & CEO as the corporation's chief administrative officer who is solely responsible for the day-to-day management of the organization, including personnel decisions, and who is charged with implementing board policies and directives
- Not fully commit to others to vote in a particular way on an issue before participating in deliberation sessions in which the matter is to be discussed
- Not abuse my position as a board member by suggesting that any OCP employee provide an organization with special treatment beyond the treatment typically given to investors of the organization
- Not accept gifts, money or gratuities from persons who might benefit from service of, or business with, the OCP

Diversity and Equal Opportunity

- Value, champion and embrace diversity in all aspects of OCP activities without regard to race, gender, color, age, sexual orientation or disability
- Ensure the right of all investors and board members to appropriate and effective services without discrimination on the basis of geography, political, religious, or socio-economical characteristics of the region represented

Resources, Information and Confidentiality

- Not divulge any information about OCP that is confidential, privileged or non-public
- Not benefit, financially or otherwise, from knowledge I accrue from my official duties and responsibilities as a board member
- Be mindful of those resources which are in my trust on behalf of the organization, and to help establish policies which ensure the maximization of secure and protected resources

Representing the Organization

- Represent the corporation in such a way as to leave others with a positive impression of the organization.
- Preserve and enhance the good reputation of the corporation and avoid behavior which might damage its image

- Not make any statements to the media representing the opinion or position of the OCP (The Chairman of the Board has that responsibility. If the Chairman is unavailable the Vice Chairman will act on behalf of the Chair.)
- Publicly support and represent the decisions of the board

I also agree to the following:

When conflicts are identified, the Executive Committee will review them and take any necessary action to ensure compliance.

Statement of Commitment

“In establishing policy for and on behalf of the Orange County Partnership’s Investors, I am a custodian in trust of the assets of the organization. The investors recognize the need for competent and committed elected board members to serve their organization and have put their trust in my sincerity and abilities. In return, the members deserve my utmost effort, integrity, honesty, dedication and support.”

“Therefore, as a board member of the Orange County Partnership, I acknowledge and commit that I will observe a high standard of ethics and conduct as I devote my best efforts, skills and resources in the interests of Orange County Partnership and its investors. I will perform my duties as a board member in such a manner that investors’ confidence and trust in the integrity, objectivity and impartiality of Orange County Partnership are conserved and enhanced.”

I, the undersigned, state that I have read, understand and accept the Code of Business Conduct and Ethics. I affirm that I have not had an interest or taken any action which counters the conflict of interest policy of the organization or impedes my ability to act as a fiduciary and in the best interests of the corporation, except potentially those interests or actions as stated and fully disclosed below.

Board Member Name-Please Print

(Board Member Signature)

Date

Disclosure of Conflicts of Interest.....

Nature of Conflict(s)



Conflict of Interest Policy for Orange County Partnership Board of Directors

The purpose of this policy and procedures is to prevent the personal interest of Board Directors and staff members of the Orange County Partnership (the Partnership) from interfering with the performance of duties, or result in personal financial, professional, or political gain on the part of such persons at the expense of the Partnership or its Investors.

Definitions:

Conflict of Interest (also Conflict) means a conflict, or the appearance of a conflict, between the private interests and official responsibilities of a person in a position of trust. Persons in a position of trust include staff members, officers, and board directors of the Partnership.

Board means the Board of Directors.

Officer means an officer of the Board of Directors.

Staff Member means a person who receives all or part of her/his income from the payroll of the Partnership.

Investor means corporations, foundations, individuals, municipalities, nonprofits, and others who financially contribute to the Partnership.

POLICY AND PRACTICES 1:

1. **Full disclosure**, by notice in writing, shall be made by the interested parties to the full Board of Directors in all conflicts of interest, including but not limited to the following:
 - a. A board member is related to another board member or staff member by blood, marriage or domestic partnership.
 - b. A staff member in a supervisory capacity is related to another staff member whom she/he supervises.
 - c. A board member or their organization stands to benefit from a Partnership transaction.
 - d. A staff member of such organization receives payment from the Partnership for any subcontract, goods, or services other than as part of her/his regular job responsibilities or as reimbursement for reasonable expenses incurred as provided in the bylaws and board policy.
 - e. A board member's organization receives compensation from the Partnership.
 - f. A board member or staff member is a member of the governing body of a contributor to the Partnership.

2. **Following full disclosure** of a possible conflict of interest or any condition listed above, the Board of Directors shall determine whether a conflict of interest exists and, if so the Board shall vote to authorize or reject the transaction or take any other action deemed necessary to address the conflict and protect the Partnership's best interests.
3. A Board member who is formally considering employment with the Partnership must take a temporary leave of absence until the position is filled. A Board member who is formally considering employment with the Partnership must submit a written request for a temporary leave of absence to the Board, c/o the Partnership's office.
4. An interested Board member, officer, or staff member shall not participate in any discussion or debate of the Board of Directors, or of any committee or subcommittee thereof in which the subject of discussion is a contract, transaction, or situation in which there may be a perceived or actual conflict of interest. However, they may be present to provide clarifying information in such a discussion or debate unless objected to by any present board or committee member.
5. Anyone in a position to make decisions about spending the Partnership's resources (i.e., transactions such as purchases contracts) – who also stands to benefit from that decision – has a duty to disclose that conflict as soon as it arises (or becomes apparent); s/he should not participate in any final decisions.
6. A copy of this policy shall be given to all Board members & staff upon commencement of such person's relationship with the Partnership or at the official adoption of stated policy. Each board & staff shall sign and date the policy at the beginning of her/his term of service or employment and each year thereafter. Failure to sign does not nullify the policy.
7. This policy and disclosure form must be filed annually by all specified parties

Disclosure Form Executed:

____ I have no conflict of interest to report

____ I have the following conflicts to report (specifically):

The undersigned, by their affixed signature, note their understanding of the implications of this policy.

Signature _____

Printed Name _____

Date _____

Authorities Budget Office Policy Guidance



No. 10-05

Date Issued: October 26, 2010

Supersedes: New

Subject: Annual Board of Directors Evaluation

Statutory Citation: Public Authorities Law sections 2800(1)(a)(15) and 2800(2)(a)(15) and Section 2824(7)

Provision: The 2009 Public Authorities Reform Act requires that the board of every state and local public authority conduct an annual evaluation of its performance. Board member comments are protected from disclosure under Article 6 of Public Officers Law, but the results of the assessment are to be provided to the ABO.

Authorities Budget Office Policy Guidance: Board members must be committed to the highest standards of corporate governance. The board must hold itself accountable to the mission of the authority and the public interest. This annual assessment is a reminder to each board member of their duties, why those responsibilities are important, and whether they are performing those duties appropriately. The evaluation provides an opportunity for board members to measure their individual and collective effectiveness, determine if they are following their own policies and procedures, identify areas for board improvement, and to compare how their evaluation of the board's performance compares to that of other board members. This annual evaluation can be a learning tool to educate board members and build a well functioning board.

The Authorities Budget Office recommends that each board member annually perform their own evaluation of the whole board. The evaluation should be conducted confidentially with the results compiled by the governance committee. Furthermore, the ABO consulted with the Committee on Open Government, which advised that a board discussion of its performance "would constitute a matter made confidential, by state law that, therefore, could be conducted in private."

To the extent that the results of this evaluation demonstrate the need for the board to improve its performance, amend its practices or procedures, or clarify its expectations of board members, the board is expected to implement suitable corrective actions immediately.

The Authorities Budget Office has developed the following model board evaluation tool that can be adopted by public authorities to meet the needs of their boards of directors. This document should be completed by each board member.

Confidential Evaluation of Board Performance

Criteria	Agree	Somewhat Agree	Somewhat Disagree	Disagree
Board members have a shared understanding of the mission and purpose of the Authority.				
The policies, practices and decisions of the Board are always consistent with this mission.				
Board members comprehend their role and fiduciary responsibilities and hold themselves and each other to these principles.				
The Board has adopted policies, by-laws, and practices for the effective governance, management and operations of the Authority and reviews these annually.				
The Board sets clear and measurable performance goals for the Authority that contribute to accomplishing its mission.				
The decisions made by Board members are arrived at through independent judgment and deliberation, free of political influence, pressure or self-interest.				
Individual Board members communicate effectively with executive staff so as to be well informed on the status of all important issues.				
Board members are knowledgeable about the Authority's programs, financial statements, reporting requirements, and other transactions.				
The Board meets to review and approve all documents and reports prior to public release and is confident that the information being presented is accurate and complete.				
The Board knows the statutory obligations of the Authority and if the Authority is in compliance with state law.				
Board and committee meetings facilitate open, deliberate and thorough discussion, and the active participation of members.				
Board members have sufficient opportunity to research, discuss, question and prepare before decisions are made and votes taken.				
Individual Board members feel empowered to delay votes, defer agenda items, or table actions if they feel additional information or discussion is required.				
The Board exercises appropriate oversight of the CEO and other executive staff, including setting performance expectations and reviewing performance annually.				
The Board has identified the areas of most risk to the Authority and works with management to implement risk mitigation strategies before problems occur.				
Board members demonstrate leadership and vision and work respectfully with each other.				

Name of Authority: _____ Fiscal Year: _____

Date Completed: _____

The member responses to the Board Evaluation questionnaire should be aggregated and the results submitted to the ABO via email (Subject: CONFIDENTIAL Results of Board of Directors Evaluation) within 90 days of the close of the authority's fiscal year. The board evaluation is required annually beginning with fiscal years ending on or after September 30, 2010.

A model summary reporting form has been provided, below, that should be revised to reflect the evaluation tool adopted by your public authority. Enter in each cell the number of board members who answered the question with that response.

Results should be sent to: info@abo.ny.gov

Summary Results of Confidential Evaluation of Board Performance

Criteria	Agree	Somewhat Agree	Somewhat Disagree	Disagree
	#	#	#	#
Board members have a shared understanding of the mission and purpose of the Authority.				
The policies, practices and decisions of the Board are always consistent with this mission.				
Board members comprehend their role and fiduciary responsibilities and hold themselves and each other to these principles.				
The Board has adopted policies, by-laws, and practices for the effective governance, management and operations of the Authority and reviews these annually.				
The Board sets clear and measurable performance goals for the Authority that contribute to accomplishing its mission.				
The decisions made by Board members are arrived at through independent judgment and deliberation, free of political influence, pressure or self-interest.				
Individual Board members communicate effectively with executive staff so as to be well informed on the status of all important issues.				
Board members are knowledgeable about the Authority's programs, financial statements, reporting requirements, and other transactions.				
The Board meets to review and approve all documents and reports prior to public release and is confident that the information being presented is accurate and complete.				
The Board knows the statutory obligations of the Authority and if the Authority is in compliance with state law.				
Board and committee meetings facilitate open, deliberate and thorough discussion, and the active participation of members.				
Board members have sufficient opportunity to research, discuss, question and prepare before decisions are made and votes taken.				
Individual Board members feel empowered to delay votes, defer agenda items, or table actions if they feel additional information or discussion is required.				
The Board exercises appropriate oversight of the CEO and other executive staff, including setting performance expectations and reviewing performance annually.				
The Board has identified the areas of most risk to the Authority and works with management to implement risk mitigation strategies before problems occur.				
Board members demonstrate leadership and vision and work respectfully with each other.				

Name of Authority: _____ Fiscal Year: _____

Date Completed: _____