

ORANGE COUNTY PARTNERSHIP
Board of Directors Meeting
April 21, 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 <ul style="list-style-type: none">• Outreach, Education & Conferences• OCP Events | Conor Eckert |
| V. | New/Old Business | Mary Beth Bianconi |
| VI. | Industry Update | Mike O'Connor |
| 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
Minutes of March 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 March 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, Sandy Mathes, Jason Giordano and Nick Kamavezos

Board members present remotely: N/A

Board members absent: Melissa Cobuzzi, Mike O'Connor

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 4:04PM.

Approval of Minutes

- The February 2026 meeting minutes were presented. A motion to approve the minutes was made by Sandy Mathes, seconded by Ryan Hawthorne, and unanimously carried.

Financial Report

- The financial statements from February 2026 were presented and approved upon a motion made by Gregory Peckham, seconded by Ryan Hawthorne, and unanimously carried.

President's Report

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

Industry Update

- Kurt Kaehler, President of Perreca Electric Company, shared insights on the impact of current economic conditions within his industry.

New/Old Business

- Annual Board of Directors Evaluations for the ABO were distributed to all Directors of the Board with a submission deadline of April 1, 2026.
- Members of the Governance Committee informed the Board of Directors that the By-Laws were reviewed at the Governance Committee meeting on March 17, 2026 that resulted in no changes. A resolution was made to adopt the By-Laws with a made by Mary Beth Bianconi, seconded by Sandy Mathes, and unanimously carried.
- Members of the Governance Committee informed the Board of Directors that the annual review of the Code of Business Conduct and Ethics policy was conducted at the Governance Committee meeting on March 17, 2026 that resulted in no changes. A resolution was made to adopt the Code of Business Conduct and Ethics policy noting that "Executive Committee" has been stricken from the document and replaced with "Governance Committee", with a motion made by Ryan Hawthorne, seconded by Kurt Kaehler, and unanimously carried..
- Members of the Governance Committee informed the Board of Directors that the annual review of the Conflict of Interest policy was conducted at the Governance Committee meeting on March 17, 2026 that resulted in no changes. A resolution was made to adopt the Conflict of Interest policy with a motion made by Ryan Hawthorne, seconded by Kurt Kaehler, and unanimously carried.

Adjournment

- The meeting was adjourned at 4:49PM with a motion made by Sandy Mathes, seconded by Ryan Hawthorne, and unanimously carried.

Respectfully submitted,

Kurt Kaehler
Secretary

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

Prepared for OCP Executive Financial Committee

	Unaudited			Unaudited			Unaudited	Unaudited	
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Actual	Budget
	Mar 2026	Mar 2026	Mar 2026	2026 YTD	2026 YTD	2026 YTD	2025 YTD	12/31/2025	2026 Year
INCOME:									
1 Private Investors (billed Jan & Jun)	5,750.00	-	5,750.00	512,375.00	480,000.00	32,375.00	545,547.88	873,072.88	750,000.00
2 ABG Investors	-	-	-	-	-	-	5,500.00	6,550.00	-
3 Events	81,575.00	80,000.00	1,575.00	83,575.00	82,000.00	1,575.00	1,925.00	607,775.00	565,000.00
4 Interest	45.99	326.00	(280.01)	94.86	980.00	(885.14)	36.74	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)	1,950.00	(833.00)	2,783.00	(1,650.00)	(2,500.00)	850.00	(108.37)	491.63	(10,000.00)
8 Total Income	89,320.99	79,493.00	9,827.99	594,394.86	560,480.00	33,914.86	552,901.25	1,506,965.12	1,308,919.00
EXPENSE:									
9 Depreciation	308.24	308.00	0.24	924.72	925.00	(0.28)	3,749.61	9,577.84	3,700.00
10 Personnel	49,302.63	58,000.00	(8,697.37)	145,156.84	174,000.00	(28,843.16)	166,939.28	743,749.67	725,000.00
11 Business Development	13,349.29	6,800.00	6,549.29	30,734.16	20,400.00	10,334.16	22,701.06	79,626.78	81,600.00
12 Events	29,558.99	25,000.00	4,558.99	29,731.46	25,000.00	4,731.46	200.00	263,052.64	218,000.00
13 Alliance Expenses	-	-	-	-	-	-	-	19,692.04	-
14 Miscellaneous	-	50.00	(50.00)	293.75	150.00	143.75	197.88	625.86	600.00
15 Interest Expense	-	4.00	(4.00)	-	10.33	(10.33)	21.86	26.36	40.00
16 General Administration	14,313.32	13,169.00	1,144.32	41,942.56	39,506.00	2,436.56	42,033.80	154,632.40	158,024.00
17 Legal Fees	-	2,917.00	(2,917.00)	-	8,750.00	(8,750.00)	17,165.00	56,750.00	35,000.00
Loss on Disposal								8,818.35	
18 Total Expenses	106,832.47	106,248.00	584.47	248,783.49	268,741.33	(19,957.84)	253,008.49	1,336,551.94	1,221,964.00
Other Income - Investment Income	895.71		895.71	2,561.33		2,561.33	3,217.80	11,765.02	14,000.00
Other Income Gain/Loss Investment	(1,237.60)	1,166.00	(2,403.60)	(380.28)	3,500.00	(3,880.28)	1,000.08	2,280.66	-
Other Expenses - Investment Fee	183.84	209.00	(25.16)	588.35	625.00	(36.65)	566.86	2,335.44	2,500.00
19 Net Income	(18,037.21)	(25,798.00)	7,760.79	347,204.07	294,613.67	52,590.40	303,543.78	182,123.42	98,455.00

Orange County Partnership Inc

Balance Sheet

As of March 31, 2026

	Mar 31, 26	Mar 31, 25	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1010.03 · Orange Bank & Trust Savin 0815	568,445.70	280,886.22	287,559.48	102.4%
1010.04 · Orange Bank & Trust Chk 9591	43,604.01	79,926.45	-36,322.44	-45.4%
1010.12 · M&T Bank CD (12 mths/3.0%)	130,684.78	130,645.59	39.19	0.0%
1010.25 · Shwab (Ameritrade)	319,006.03	309,354.11	9,651.92	3.1%
1010.50 · Petty Cash	427.00	537.00	-110.00	-20.5%
Total Checking/Savings	1,062,167.52	801,349.37	260,818.15	32.6%
Accounts Receivable				
1200 · Accounts Receivable	249,924.93	251,753.69	-1,828.76	-0.7%
Total Accounts Receivable	249,924.93	251,753.69	-1,828.76	-0.7%
Other Current Assets				
1405 · Allowance of Uncollectible Rec	-4,900.00	-600.00	-4,300.00	-716.7%
1410 · Prepaid Expenses				
1410.1 · Prepaid Expenses	1,620.11	0.00	1,620.11	100.0%
1410.2 · Prepaid Insurance	6,857.08	5,184.16	1,672.92	32.3%
1410.3 · Prepaid Event Expense	21,359.05	26,816.14	-5,457.09	-20.4%
1410.4 · Prepaid ABG Expenses	4,579.10	0.00	4,579.10	100.0%
Total 1410 · Prepaid Expenses	34,415.34	32,000.30	2,415.04	7.6%
Total Other Current Assets	29,515.34	31,400.30	-1,884.96	-6.0%
Total Current Assets	1,341,607.79	1,084,503.36	257,104.43	23.7%
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	-54,744.76	-97,962.52	43,217.76	44.1%
Total Fixed Assets	25,947.41	41,518.71	-15,571.30	-37.5%
Other Assets				
1850 · Right of Use Asset - Leases	119,502.74	131,130.62	-11,627.88	-8.9%
Total Other Assets	119,502.74	131,130.62	-11,627.88	-8.9%
TOTAL ASSETS	1,487,057.94	1,257,152.69	229,905.25	18.3%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000.00 · Accounts Payable	1,096.06	15,405.15	-14,309.09	-92.9%
Total Accounts Payable	1,096.06	15,405.15	-14,309.09	-92.9%
Credit Cards				
2010.01 · Orange Bank & Trust CC	18,872.01	1,821.78	17,050.23	935.9%
Total Credit Cards	18,872.01	1,821.78	17,050.23	935.9%
Other Current Liabilities				
2310 · Payroll Liabilities				
2310.11 · United Way contributions	0.00	90.00	-90.00	-100.0%
Total 2310 · Payroll Liabilities	0.00	90.00	-90.00	-100.0%
2310.05 · Accrued Expense	3,325.02	9,825.02	-6,500.00	-66.2%
2310.06 · Accrued Payroll	15,047.20	15,185.72	-138.52	-0.9%
2400.00 · Deferred Revenue				
2410 · Deferred Revenue - ABG	8,100.00	3,900.00	4,200.00	107.7%
2440 · Deferred Revenue-MVP Breakfast				
2440.01 · MVP Breakfast - Sponsors	0.00	11,100.00	-11,100.00	-100.0%
2440.02 · MVP Breakfast - Tickets	0.00	150.00	-150.00	-100.0%
Total 2440 · Deferred Revenue-MVP Breakfast	0.00	11,250.00	-11,250.00	-100.0%
2450 · Deferred Revenue-Annual Dinner				
2450.01 · Annual Dinner-Sponsorship	48,600.00	27,200.00	21,400.00	78.7%
2450.02 · Annual Dinner - Tickets	300.00	0.00	300.00	100.0%
Total 2450 · Deferred Revenue-Annual Dinner	48,900.00	27,200.00	21,700.00	79.8%

Orange County Partnership Inc

Balance Sheet

As of March 31, 2026

	Mar 31, 26	Mar 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	6,300.00	3,500.00	55.6%
2480 · Deferred Revenue - Golf Classic				
2480.01 · Golf Sponsorship	135,550.00	136,600.00	-1,050.00	-0.8%
2480.02 · Golf Tickets	8,600.00	13,000.00	-4,400.00	-33.9%
Total 2480 · Deferred Revenue - Golf Classic	144,150.00	149,600.00	-5,450.00	-3.6%
Total 2400.00 · Deferred Revenue	234,000.00	209,250.00	24,750.00	11.8%
2601 · Loan Payable - Kia Motors ST	0.00	1,269.36	-1,269.36	-100.0%
2605 · Lease Liability - Current Porti	42,205.89	32,351.52	9,854.37	30.5%
Total Other Current Liabilities	294,578.11	267,971.62	26,606.49	9.9%
Total Current Liabilities	314,546.18	285,198.55	29,347.63	10.3%
Long Term Liabilities				
2905 · Lease Liability- Long Term	76,407.29	99,845.51	-23,438.22	-23.5%
Total Long Term Liabilities	76,407.29	99,845.51	-23,438.22	-23.5%
Total Liabilities	390,953.47	385,044.06	5,909.41	1.5%
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	347,204.07	303,543.78	43,660.29	14.4%
Total Equity	1,096,104.47	872,108.63	223,995.84	25.7%
TOTAL LIABILITIES & EQUITY	1,487,057.94	1,257,152.69	229,905.25	18.3%

Orange County Partnership Inc Profit & Loss

04/06/26

Accrual Basis

January through March 2026

	Jan - Mar 26	Jan - Mar 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%
3001.03 · 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	161,750.08	-27,000.08	-16.7%
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	43,750.00	-5,000.00	-11.4%
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	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	625.00	2,375.00	-1,750.00	-73.7%
3001.31 · PI - Office Equipment	1,750.00	1,750.00	0.00	0.0%
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	512,375.00	545,547.88	-33,172.88	-6.1%
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%
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%
Total 4040 · Event Income	83,575.00	1,925.00	81,650.00	4,241.6%
4050 · Interest	94.86	36.74	58.12	158.2%
4085 · Uncollectible Revenue	-1,650.00	-108.37	-1,541.63	-1,422.6%
Total Income	594,394.86	552,901.25	41,493.61	7.5%
Gross Profit	594,394.86	552,901.25	41,493.61	7.5%
Expense				
6000 · Personnel				
6110 · Gross Payroll				
6110 · Gross Payroll - Other	121,368.14	140,676.94	-19,308.80	-13.7%
Total 6110 · Gross Payroll	121,368.14	140,676.94	-19,308.80	-13.7%
6200 · Worker's Comp & Disability				
6210 · Workers' Comp	268.74	505.74	-237.00	-46.9%
6240 · Disability	12.18	-290.58	302.76	104.2%
Total 6200 · Worker's Comp & Disability	280.92	215.16	65.76	30.6%
6300 · Benefits (Pension & Medical)				
6330 · Medical	3,739.67	3,188.70	550.97	17.3%
6335 · Union Dues	465.00	0.00	465.00	100.0%
6336 · Benefit Admin Fee	1,200.00	0.00	1,200.00	100.0%
9003.31 · CEO's Life Insurance Policy	16.08	0.00	16.08	100.0%
9320 · Pension	7,121.28	10,236.95	-3,115.67	-30.4%
Total 6300 · Benefits (Pension & Medical)	12,542.03	13,425.65	-883.62	-6.6%
6400 · Tax				
6410 · FICA SS/Medicare	8,952.75	10,752.60	-1,799.85	-16.7%
6420 · SUI				
9430 · Re-employment NYS	64.38	47.98	16.40	34.2%
6420 · SUI - Other	1,738.63	1,295.96	442.67	34.2%
Total 6420 · SUI	1,803.01	1,343.94	459.07	34.2%

Orange County Partnership Inc Profit & Loss

04/06/26

Accrual Basis

January through March 2026

	Jan - Mar 26	Jan - Mar 25	\$ Change	% Change
6440 · FUTA	209.99	524.99	-315.00	-60.0%
Total 6400 · Tax	10,965.75	12,621.53	-1,655.78	-13.1%
Total 6000 · Personnel	145,156.84	166,939.28	-21,782.44	-13.1%
6500 · Business Development				
6510 · Public Relations				
6514 · Event Tickets	3,087.70	913.11	2,174.59	238.2%
6510 · Public Relations - Other	199.00	0.00	199.00	100.0%
Total 6510 · Public Relations	3,286.70	913.11	2,373.59	260.0%
6520 · External Marketing				
6525 · Marketing - Design				
6525.2 · Banner Ad Expense	-400.00	0.00	-400.00	-100.0%
6525.3 · Marketing	73.27	0.00	73.27	100.0%
6525.5 · Design				
6525.5 · Design - Other	3,950.00	1,650.00	2,300.00	139.4%
Total 6525.5 · Design	3,950.00	1,650.00	2,300.00	139.4%
6525 · Marketing - Design - Other	500.00	0.00	500.00	100.0%
Total 6525 · Marketing - Design	4,123.27	1,650.00	2,473.27	149.9%
Total 6520 · External Marketing	4,123.27	1,650.00	2,473.27	149.9%
6530 · Internal Mktng				
6532 · Advertising	539.25	483.81	55.44	11.5%
6533 · Design	611.21	434.97	176.24	40.5%
Total 6530 · Internal Mktng	1,150.46	918.78	231.68	25.2%
6550 · Training	19.99	0.00	19.99	100.0%
6560 · Conferences & Memberships				
6561 · Trade Shows				
6561 · Trade Shows - Other	352.23	0.00	352.23	100.0%
Total 6561 · Trade Shows	352.23	0.00	352.23	100.0%
6562 · Conferences	9,519.09	8,693.67	825.42	9.5%
6563 · Membership Fees	1,750.00	4,710.00	-2,960.00	-62.9%
Total 6560 · Conferences & Memberships	11,621.32	13,403.67	-1,782.35	-13.3%
6570 · Mileage & Tolls	779.38	122.78	656.60	534.8%
6580 · Travel & Meals				
6581 · Meals	4,179.36	2,999.64	1,179.72	39.3%
6582 · Travel	1,552.26	416.27	1,135.99	272.9%
Total 6580 · Travel & Meals	5,731.62	3,415.91	2,315.71	67.8%
6590 · Auto				
9071 · Fuel	595.51	914.19	-318.68	-34.9%
9072 · Insurance	417.26	1,103.73	-686.47	-62.2%
9073 · Auto	0.00	197.65	-197.65	-100.0%
9075 · Service	451.25	61.24	390.01	636.9%
9076 · Tolls	275.00	0.00	275.00	100.0%
9077 · Auto Lease	2,282.40	0.00	2,282.40	100.0%
Total 6590 · Auto	4,021.42	2,276.81	1,744.61	76.6%
Total 6500 · Business Development	30,734.16	22,701.06	8,033.10	35.4%
7000 · General Administration				
7100 · Professional Services				
7105 · Attorney				
7105 · Attorney - Other	847.00	17,165.00	-16,318.00	-95.1%
Total 7105 · Attorney	847.00	17,165.00	-16,318.00	-95.1%
7120 · Bookkeeping	3,380.00	4,040.00	-660.00	-16.3%
7160 · Temporary services				
7164 · 9000.42 Marketing Intern	1,280.00	1,045.00	235.00	22.5%
Total 7160 · Temporary services	1,280.00	1,045.00	235.00	22.5%
7190 · Audit	3,325.02	3,325.02	0.00	0.0%
Total 7100 · Professional Services	8,832.02	25,575.02	-16,743.00	-65.5%
7200 · Office Expense				
7213 · Office Supplies	5,177.85	6,338.82	-1,160.97	-18.3%
7216 · Subscriptions	2,944.45	2,898.24	46.21	1.6%
7217 · Telephone/Internet	2,643.57	2,552.67	90.90	3.6%
7219 · Copier Maintenance	1,944.06	1,275.18	668.88	52.5%
7220 · Telephone Reimbursement	450.00	450.00	0.00	0.0%
7225 · Bank Charges	99.00	0.73	98.27	13,461.6%
7230 · Office Cleaning	0.00	225.00	-225.00	-100.0%
7235 · Lease Expense (Rent)	9,572.83	9,380.79	192.04	2.1%
7245 · Computer Purchases	4,313.18	5,012.62	-699.44	-14.0%
Total 7200 · Office Expense	27,144.94	28,134.05	-989.11	-3.5%

Orange County Partnership Inc Profit & Loss

January through March 2026

	Jan - Mar 26	Jan - Mar 25	\$ Change	% Change
7300 · Insurance				
7310 · 401K Fidelity Bond	44.25	29.50	14.75	50.0%
7320 · Professional Liability	637.53	588.51	49.02	8.3%
7330 · Business Owners Policy	274.50	323.46	-48.96	-15.1%
Total 7300 · Insurance	956.28	941.47	14.81	1.6%
7400 · Fees				
7410 · Bisys Pension Fees	1,295.02	1,260.00	35.02	2.8%
7420 · Payroll Fees	1,063.30	979.60	83.70	8.5%
7430 · CC Merchant Transaction Fees	2,651.00	2,308.66	342.34	14.8%
Total 7400 · Fees	5,009.32	4,548.26	461.06	10.1%
Total 7000 · General Administration	41,942.56	59,198.80	-17,256.24	-29.2%
7500 · Events				
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	29,731.46	200.00	29,531.46	14,765.7%
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	924.72	3,749.61	-2,824.89	-75.3%
9200 · Interest Expense				
9210 · Interest Exp-Auto	0.00	21.86	-21.86	-100.0%
Total 9200 · Interest Expense	0.00	21.86	-21.86	-100.0%
Total Expense	248,783.49	253,008.49	-4,225.00	-1.7%
Net Ordinary Income	345,611.37	299,892.76	45,718.61	15.2%
Other Income/Expense				
Other Income				
9900 · Unrealiz Gain(Loss) Invest	-380.28	1,000.08	-1,380.36	-138.0%
9950 · Investment Income	2,561.33	3,217.80	-656.47	-20.4%
Total Other Income	2,181.05	4,217.88	-2,036.83	-48.3%
Other Expense				
9500 · Investment Fee	588.35	566.86	21.49	3.8%
Total Other Expense	588.35	566.86	21.49	3.8%
Net Other Income	1,592.70	3,651.02	-2,058.32	-56.4%
Net Income	347,204.07	303,543.78	43,660.29	14.4%

Orange County Partnership Inc Profit & Loss

March 2026

	Mar 26	Mar 25	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Private Investment				
3001.01 · PI - Accountants	7,500.00	-6,500.00	14,000.00	215.4%
3001.08 · PI - Commercial Contractors	0.00	-7,500.00	7,500.00	100.0%
3001.22 · PI - Financial Institutions	0.00	-5,000.00	5,000.00	100.0%
3001.25 · PI - Hospitality	0.00	1,750.00	-1,750.00	-100.0%
3001.30 · PI - Municipalities	-1,750.00	0.00	-1,750.00	-100.0%
3001.31 · PI - Office Equipment	0.00	-1,750.00	1,750.00	100.0%
Total 4000 · Private Investment	<u>5,750.00</u>	<u>-19,000.00</u>	<u>24,750.00</u>	<u>130.3%</u>
4040 · Event Income				
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	<u>81,575.00</u>	<u>0.00</u>	<u>81,575.00</u>	<u>100.0%</u>
Total 4040 · Event Income	<u>81,575.00</u>	<u>0.00</u>	<u>81,575.00</u>	<u>100.0%</u>
4050 · Interest	45.99	19.20	26.79	139.5%
4085 · Uncollectible Revenue	1,950.00	6,600.00	-4,650.00	-70.5%
Total Income	<u>89,320.99</u>	<u>-12,380.80</u>	<u>101,701.79</u>	<u>821.5%</u>
Gross Profit	<u>89,320.99</u>	<u>-12,380.80</u>	<u>101,701.79</u>	<u>821.5%</u>
Expense				
6000 · Personnel				
6110 · Gross Payroll	41,577.36	46,159.63	-4,582.27	-9.9%
6200 · Worker's Comp & Disability				
6210 · Workers' Comp	89.58	168.58	-79.00	-46.9%
6240 · Disability	4.06	-96.86	100.92	104.2%
Total 6200 · Worker's Comp & Disability	<u>93.64</u>	<u>71.72</u>	<u>21.92</u>	<u>30.6%</u>
6300 · Benefits (Pension & Medical)				
6330 · Medical	1,109.62	1,055.84	53.78	5.1%
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	-141.80	0.00	-141.80	-100.0%
9320 · Pension	2,642.35	3,462.00	-819.65	-23.7%
Total 6300 · Benefits (Pension & Medical)	<u>4,165.17</u>	<u>4,517.84</u>	<u>-352.67</u>	<u>-7.8%</u>
6400 · Tax				
6410 · FICA SS/Medicare	3,071.48	3,528.21	-456.73	-13.0%
6420 · SUI				
9430 · Re-employment NYS	14.10	-1.40	15.50	1,107.1%
6420 · SUI - Other	380.88	-37.68	418.56	1,110.8%
Total 6420 · SUI	<u>394.98</u>	<u>-39.08</u>	<u>434.06</u>	<u>1,110.7%</u>
6440 · FUTA	0.00	-9.57	9.57	100.0%
Total 6400 · Tax	<u>3,466.46</u>	<u>3,479.56</u>	<u>-13.10</u>	<u>-0.4%</u>
Total 6000 · Personnel	<u>49,302.63</u>	<u>54,228.75</u>	<u>-4,926.12</u>	<u>-9.1%</u>
6500 · Business Development				
6510 · Public Relations				
6514 · Event Tickets	50.00	873.11	-823.11	-94.3%
Total 6510 · Public Relations	<u>50.00</u>	<u>873.11</u>	<u>-823.11</u>	<u>-94.3%</u>
6520 · External Marketing				
6525 · Marketing - Design				
6525.3 · Marketing	15.93	0.00	15.93	100.0%
6525.5 · Design	3,250.00	500.00	2,750.00	550.0%
6525 · Marketing - Design - Other	500.00	0.00	500.00	100.0%
Total 6525 · Marketing - Design	<u>3,765.93</u>	<u>500.00</u>	<u>3,265.93</u>	<u>653.2%</u>
Total 6520 · External Marketing	<u>3,765.93</u>	<u>500.00</u>	<u>3,265.93</u>	<u>653.2%</u>
6530 · Internal Mktng				
6532 · Advertising	179.75	161.27	18.48	11.5%
6533 · Design	128.20	111.99	16.21	14.5%
Total 6530 · Internal Mktng	<u>307.95</u>	<u>273.26</u>	<u>34.69</u>	<u>12.7%</u>
6550 · Training	19.99	0.00	19.99	100.0%
6560 · Conferences & Memberships				
6562 · Conferences	5,494.26	6,746.75	-1,252.49	-18.6%
6563 · Membership Fees	0.00	1,660.00	-1,660.00	-100.0%
Total 6560 · Conferences & Memberships	<u>5,494.26</u>	<u>8,406.75</u>	<u>-2,912.49</u>	<u>-34.6%</u>
6570 · Mileage & Tolls	340.04	9.94	330.10	3,320.9%

Orange County Partnership Inc Profit & Loss

04/06/26

March 2026

Accrual Basis

	Mar 26	Mar 25	\$ Change	% Change
6580 · Travel & Meals				
6581 · Meals	1,369.39	821.03	548.36	66.8%
6582 · Travel	373.53	1.40	372.13	26,580.7%
Total 6580 · Travel & Meals	<u>1,742.92</u>	<u>822.43</u>	<u>920.49</u>	<u>111.9%</u>
6590 · Auto				
9071 · Fuel	256.50	339.09	-82.59	-24.4%
9072 · Insurance	344.17	367.91	-23.74	-6.5%
9073 · Auto	0.00	23.05	-23.05	-100.0%
9075 · Service	170.94	27.12	143.82	530.3%
9076 · Tolls	100.00	0.00	100.00	100.0%
9077 · Auto Lease	756.59	0.00	756.59	100.0%
Total 6590 · Auto	<u>1,628.20</u>	<u>757.17</u>	<u>871.03</u>	<u>115.0%</u>
Total 6500 · Business Development	<u>13,349.29</u>	<u>11,642.66</u>	<u>1,706.63</u>	<u>14.7%</u>
7000 · General Administration				
7100 · Professional Services				
7105 · Attorney	0.00	11,425.00	-11,425.00	-100.0%
7120 · Bookkeeping	1,040.00	2,040.00	-1,000.00	-49.0%
7160 · Temporary services				
7164 · 9000.42 Marketing Intern	470.00	510.00	-40.00	-7.8%
Total 7160 · Temporary services	<u>470.00</u>	<u>510.00</u>	<u>-40.00</u>	<u>-7.8%</u>
7190 · Audit	1,108.34	1,108.34	0.00	0.0%
Total 7100 · Professional Services	<u>2,618.34</u>	<u>15,083.34</u>	<u>-12,465.00</u>	<u>-82.6%</u>
7200 · Office Expense				
7213 · Office Supplies	979.24	1,928.15	-948.91	-49.2%
7216 · Subscriptions	452.82	509.84	-57.02	-11.2%
7217 · Telephone/Internet	881.17	850.97	30.20	3.6%
7219 · Copier Maintenance	648.02	629.00	19.02	3.0%
7220 · Telephone Reimbursement	150.00	150.00	0.00	0.0%
7225 · Bank Charges	99.00	0.00	99.00	100.0%
7230 · Office Cleaning	0.00	75.00	-75.00	-100.0%
7235 · Lease Expense (Rent)	3,190.95	3,166.09	24.86	0.8%
7245 · Computer Purchases	2,854.36	1,499.35	1,355.01	90.4%
Total 7200 · Office Expense	<u>9,255.56</u>	<u>8,808.40</u>	<u>447.16</u>	<u>5.1%</u>
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	107.82	-16.32	-15.1%
Total 7300 · Insurance	<u>318.76</u>	<u>318.74</u>	<u>0.02</u>	<u>0.0%</u>
7400 · Fees				
7420 · Payroll Fees	229.50	219.00	10.50	4.8%
7430 · CC Merchant Transaction Fees	1,891.16	422.94	1,468.22	347.2%
Total 7400 · Fees	<u>2,120.66</u>	<u>641.94</u>	<u>1,478.72</u>	<u>230.4%</u>
Total 7000 · General Administration	<u>14,313.32</u>	<u>24,852.42</u>	<u>-10,539.10</u>	<u>-42.4%</u>
7500 · Events				
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	<u>29,558.99</u>	<u>0.00</u>	<u>29,558.99</u>	<u>100.0%</u>
Total 7500 · Events	<u>29,558.99</u>	<u>0.00</u>	<u>29,558.99</u>	<u>100.0%</u>
8000 · Depreciation Expense	<u>308.24</u>	<u>1,249.87</u>	<u>-941.63</u>	<u>-75.3%</u>
9200 · Interest Expense				
9210 · Interest Exp-Auto	0.00	9.78	-9.78	-100.0%
Total 9200 · Interest Expense	<u>0.00</u>	<u>9.78</u>	<u>-9.78</u>	<u>-100.0%</u>
Total Expense	<u>106,832.47</u>	<u>91,983.48</u>	<u>14,848.99</u>	<u>16.1%</u>
Net Ordinary Income	<u>-17,511.48</u>	<u>-104,364.28</u>	<u>86,852.80</u>	<u>83.2%</u>
Other Income/Expense				
Other Income				
9900 · Unrealiz Gain(Loss) Invest	-1,237.60	6.34	-1,243.94	-19,620.5%
9950 · Investment Income	895.71	1,114.78	-219.07	-19.7%
Total Other Income	<u>-341.89</u>	<u>1,121.12</u>	<u>-1,463.01</u>	<u>-130.5%</u>

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04/06/26

Accrual Basis

Orange County Partnership Inc

Profit & Loss

March 2026

	Mar 26	Mar 25	\$ Change	% Change
Other Expense				
9500 · Investment Fee	183.84	177.44	6.40	3.6%
Total Other Expense	183.84	177.44	6.40	3.6%
Net Other Income	-525.73	943.68	-1,469.41	-155.7%
Net Income	<u>-18,037.21</u>	<u>-103,420.60</u>	<u>85,383.39</u>	<u>82.6%</u>

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	5,750	-	5,750
Alliance for Balanced Growth	-	-	-	-		-			-
Alliance Membership	-	-	-	-		-			-
Advertising	-	-	-	-		-			-
Event Income	2,000	2,000	-	-		-	81,575	80,000	1,575
Interest	17	327	(310)	32	327	(295)	46	327	(281)
Uncollectible Revenue	(3,200)	(833)	(2,367)	(400)	(833)	433	1,950	(834)	2,784
Total Income	486,192	481,494	4,698	18,882	(506)	19,388	89,321	79,493	9,828
Expense									
Depreciation Expense	308	308	0	308	308	0	308	308	0
Personnel	45,415	58,000	(12,585)	50,439	58,000	(7,561)	49,303	58,000	(8,697)
Business Development	7,890	6,800	1,090	9,495	6,800	2,695	13,349	6,800	6,549
General Administration	14,793	13,169	1,624	12,836	13,169	(333)	14,313	13,169	1,144
Legal Expense	-	2,917	(2,917)	-	2,917	(2,917)	-	2,917	(2,917)
Events	172	200	(28)	-	-	-	29,559	25,000	4,559
Alliance Expenses	-	-	-	-	-	-	-	-	-
Miscellaneous	-	50	(50)	294	50	244	-	50	(50)
Interest Expense	-	3	(3)	-	3	(3)	-	4	(4)
Total Expense	68,579	81,447	(12,868)	73,372	81,247	(7,875)	106,832	106,248	584
Net Ordinary Income	417,613	400,047	17,566	(54,490)	(81,753)	27,263	(17,511)	(26,755)	9,244
Other Income Gain/Loss	-	-	-	-	-	-	-	-	-
Other Income Investment Income	411	1,167	(756)	2,112	1,167	945	(342)	1,166	
Other Expense-Investment Fee	202	208	(6)	202	208	(6)	184	209	
Net Income	417,822	401,006	16,816	(52,581)	(80,794)	28,214	(18,037)	(25,798)	9,244

Quarter to Date		
Jan - Mar 26	Budget	\$ Over Budget
512,375	480,000	32,375
-	-	-
-	-	-
-	-	-
83,575	82,000	1,575
95	981	(886)
(1,650)	(2,501)	851
594,395	560,480	33,915
925	924	1
145,157	174,000	(28,843)
30,734	20,400	10,334
41,943	39,507	2,436
-	8,751	(8,751)
29,731	25,200	4,531
-	-	-
294	150	144
-	10	(10)
248,783	268,942	(20,159)
345,611	291,538	54,073
-	-	-
2,181	3,500	(1,319)
588	625	(37)
347,204	294,413	52,791