

ORANGE COUNTY PARTNERSHIP
Board of Directors Meeting
February 17, 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
Outreach, Education & Conferences
OCP Events | Conor Eckert |
| V. | New/Old Business
Next meetings: March 17 th – Governance Committee followed by full Board Meeting | Mary Beth Bianconi |
| VI. | Industry Update | Gregory Peckham |
| VII. | Executive Session (if needed)
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 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.

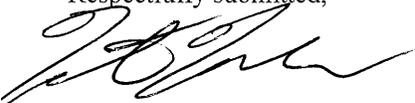
Executive Session

- 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 PARTNERSHIP
Income & Expense Summary
Jan 2026- Accrual Basis

Prepared for OCP Executive Financial Committee

	Unaudited			Unaudited			Unaudited	Unaudited	
	Actual Jan 2026	Budget Jan 2026	Variance Jan 2026	Actual 2026 YTD	Budget 2026 YTD	Variance 2026 YTD	Actual 2025 YTD	Actual 12/31/2025	Budget 2026 Year
INCOME:									
1 Private Investors (billed Jan & Jun)	487,375.00	480,000.00	7,375.00	487,375.00	480,000.00	7,375.00	565,375.08	873,072.88	750,000.00
2 ABG Investors	-	-	-	-	-	-	6,600.00	6,550.00	-
3 Events	1,000.00	2,000.00	(1,000.00)	1,000.00	2,000.00	(1,000.00)	(75.00)	607,775.00	565,000.00
4 Interest	16.96	327.00	(310.04)	16.96	327.00	(310.04)	4.62	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)	(3,200.00)	(833.00)	(2,367.00)	(3,200.00)	(833.00)	(2,367.00)	(6,308.37)	491.63	(10,000.00)
8 Total Income	485,191.96	481,494.00	3,697.96	485,191.96	481,494.00	3,697.96	565,596.33	1,506,965.12	1,308,919.00
EXPENSE:									
9 Depreciation	308.24	308.00	0.24	308.24	308.00	0.24	1,249.87	9,577.84	3,700.00
10 Personnel	45,854.87	58,000.00	(12,145.13)	45,854.87	58,000.00	(12,145.13)	60,856.00	743,749.67	725,000.00
11 Business Development	7,890.37	6,800.00	1,090.37	7,890.37	6,800.00	1,090.37	6,794.96	79,626.78	81,600.00
12 Events	172.47	200.00	(27.53)	172.47	500.00	(327.53)	-	263,052.64	218,000.00
13 Alliance Expenses	-	-	-	-	-	-	-	19,692.04	-
14 Miscellaneous	-	50.00	(50.00)	-	50.00	(50.00)	112.96	625.86	600.00
15 Interest Expense	-	3.00	(3.00)	-	3.00	(3.00)	9.78	26.36	40.00
16 General Administration	14,533.10	13,169.00	1,364.10	14,533.10	13,169.00	1,364.10	13,920.03	154,632.40	158,024.00
17 Legal Fees	-	2,917.00	(2,917.00)	-	2,917.00	(2,917.00)	-	56,750.00	35,000.00
Loss on Disposal								8,818.35	
18 Total Expenses	68,759.05	81,447.00	(12,687.95)	68,759.05	81,747.00	(12,987.95)	82,943.60	1,336,551.94	1,221,964.00
Other Income - Investment Income	587.17		587.17	587.17		587.17	267.25	11,765.02	14,000.00
Other Income Gain/Loss Investment	(175.96)	1,167.00	(1,342.96)	(175.96)	1,167.00	(1,342.96)	697.33	2,280.66	-
Other Expenses - Investment Fee	202.19	208.00	(5.81)	202.19	208.00	(5.81)	194.20	2,335.44	2,500.00
19 Net Income	416,641.93	401,006.00	15,635.93	416,641.93	400,706.00	15,935.93	483,423.11	182,123.42	98,455.00

Orange County Partnership Inc

Balance Sheet

As of January 31, 2026

	Jan 31, 26	Jan 31, 25	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1010.03 · Orange Bank & Trust Savin 0815	316,909.94	119,146.75	197,763.19	166.0%
1010.04 · Orange Bank & Trust Chk 9591	115,979.09	55,044.93	60,934.16	110.7%
1010.12 · M&T Bank CD (12 mths/3.0%)	130,684.78	130,645.59	39.19	0.0%
1010.25 · Shwab (Ameritrade)	317,622.35	306,473.47	11,148.88	3.6%
1010.50 · Petty Cash	447.00	1,067.00	-620.00	-58.1%
Total Checking/Savings	881,643.16	612,377.74	269,265.42	44.0%
Accounts Receivable				
1200 · Accounts Receivable	408,328.62	473,007.13	-64,678.51	-13.7%
Total Accounts Receivable	408,328.62	473,007.13	-64,678.51	-13.7%
Other Current Assets				
1405 · Allowance of Uncollectible Rec	-6,450.00	-6,800.00	350.00	5.2%
1410 · Prepaid Expenses				
1410.1 · Prepaid Expenses	2,500.00	3,685.62	-1,185.62	-32.2%
1410.2 · Prepaid Insurance	7,262.63	2,794.00	4,468.63	159.9%
1410.3 · Prepaid Event Expense	14,187.38	22,775.79	-8,588.41	-37.7%
1410.4 · Prepaid ABG Expenses	4,579.10	0.00	4,579.10	100.0%
Total 1410 · Prepaid Expenses	28,529.11	29,255.41	-726.30	-2.5%
Total Other Current Assets	22,079.11	22,455.41	-376.30	-1.7%
Total Current Assets	1,312,050.89	1,107,840.28	204,210.61	18.4%
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	-54,128.28	-95,462.78	41,334.50	43.3%
Total Fixed Assets	26,563.89	44,018.45	-17,454.56	-39.7%
Other Assets				
1850 · Right of Use Asset - Leases	126,566.41	136,532.62	-9,966.21	-7.3%
Total Other Assets	126,566.41	136,532.62	-9,966.21	-7.3%
TOTAL ASSETS	1,465,181.19	1,288,391.35	176,789.84	13.7%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000.00 · Accounts Payable	4,842.14	5,832.01	-989.87	-17.0%
Total Accounts Payable	4,842.14	5,832.01	-989.87	-17.0%
Credit Cards				
2010.01 · Orange Bank & Trust CC	8,377.11	6,070.99	2,306.12	38.0%
Total Credit Cards	8,377.11	6,070.99	2,306.12	38.0%
Other Current Liabilities				
2310 · Payroll Liabilities				
2310.11 · United Way contributions	0.00	30.00	-30.00	-100.0%
Total 2310 · Payroll Liabilities	0.00	30.00	-30.00	-100.0%
2310.05 · Accrued Expense	21,608.34	21,608.34	0.00	0.0%
2310.06 · Accrued Payroll	6,300.71	12,786.88	-6,486.17	-50.7%
2310.10 · Health Insurance - payable	-2,113.39	0.00	-2,113.39	-100.0%
2400.00 · Deferred Revenue				
2410 · Deferred Revenue - ABG				
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	31,500.00	3,000.00	28,500.00	950.0%
2440.02 · MVP Breakfast - Tickets	1,875.00	0.00	1,875.00	100.0%
Total 2440 · Deferred Revenue-MVP Breakfast	33,375.00	3,000.00	30,375.00	1,012.5%
2450 · Deferred Revenue-Annual Dinner				
2450.01 · Annual Dinner-Sponsorship	34,400.00	14,000.00	20,400.00	145.7%
2450.02 · Annual Dinner - Tickets	300.00	0.00	300.00	100.0%
Total 2450 · Deferred Revenue-Annual Dinner	34,700.00	14,000.00	20,700.00	147.9%
2460 · Deferred Revenue-Investor Break				
2460.01 · Investor Breakfast-Sponsorship	12,350.00	11,000.00	1,350.00	12.3%
Total 2460 · Deferred Revenue-Investor Break	12,350.00	11,000.00	1,350.00	12.3%
2470 · Deferred Revenue - QPM event	8,300.00	6,500.00	1,800.00	27.7%
2480 · Deferred Revenue - Golf Classic				
2480.01 · Golf Sponsorship	37,850.00	12,250.00	25,600.00	209.0%
2480.02 · Golf Tickets	2,500.00	0.00	2,500.00	100.0%
Total 2480 · Deferred Revenue - Golf Classic	40,350.00	12,250.00	28,100.00	229.4%
Total 2400.00 · Deferred Revenue	135,075.00	48,750.00	86,325.00	177.1%
2601 · Loan Payable - Kia Motors ST	0.00	3,805.00	-3,805.00	-100.0%
2605 · Lease Liability - Current Porti	42,205.89	32,351.52	9,854.37	30.5%
Total Other Current Liabilities	203,076.55	119,331.74	83,744.81	70.2%
Total Current Liabilities	216,295.80	131,234.74	85,061.06	64.8%
Long Term Liabilities				
2905 · Lease Liability- Long Term	83,343.06	105,168.65	-21,825.59	-20.8%
Total Long Term Liabilities	83,343.06	105,168.65	-21,825.59	-20.8%
Total Liabilities	299,638.86	236,403.39	63,235.47	26.8%

Orange County Partnership Inc
Balance Sheet

02/10/26

As of January 31, 2026

Accrual Basis

	Jan 31, 26	Jan 31, 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	416,641.93	483,423.11	-66,781.18	-13.8%
Total Equity	1,165,542.33	1,051,987.96	113,554.37	10.8%
TOTAL LIABILITIES & EQUITY	1,465,181.19	1,288,391.35	176,789.84	13.7%

Orange County Partnership Inc

Profit & Loss

January 2026

02/10/26

Accrual Basis

	Jan 26	Jan 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	14,750.00	45,000.00	-30,250.00	-67.2%
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	174,250.08	-39,500.08	-22.7%
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	41,000.00	37,750.00	3,250.00	8.6%
3001.16 · PI - Distribution	12,500.00	12,500.00	0.00	0.0%
3001.18 · PI - Employment	2,375.00	2,375.00	0.00	0.0%
3001.19 · PI - Energy Services	38,500.00	32,750.00	5,750.00	17.6%
3001.20 · PI - Engineering & Planning	47,250.00	43,000.00	4,250.00	9.9%
3001.21 · PI - Environmental Services	25,000.00	25,000.00	0.00	0.0%
3001.22 · PI - Financial Institutions	31,250.00	48,750.00	-17,500.00	-35.9%
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	7,500.00	6,750.00	90.0%
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	487,375.00	565,375.08	-78,000.08	-13.8%
4010 · ABG Members	0.00	6,600.00	-6,600.00	-100.0%
4040 · Event Income				
4041 · QPM				
4041.1 · QPM Sponsorship	2,000.00	0.00	2,000.00	100.0%
Total 4041 · QPM	2,000.00	0.00	2,000.00	100.0%
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	-1,000.00	0.00	-1,000.00	-100.0%
Total 4040 · Event Income	1,000.00	-75.00	1,075.00	1,433.3%
4050 · Interest	16.96	4.62	12.34	267.1%
4085 · Uncollectible Revenue	-3,200.00	-6,308.37	3,108.37	49.3%
Total Income	485,191.96	565,596.33	-80,404.37	-14.2%
Gross Profit	485,191.96	565,596.33	-80,404.37	-14.2%
Expense				
6000 · Personnel				
6110 · Gross Payroll	38,213.42	50,555.77	-12,342.35	-24.4%
6200 · Worker's Comp & Disability				
6210 · Workers' Comp	0.00	168.58	-168.58	-100.0%
6240 · Disability	-163.28	-96.86	-66.42	-68.6%
Total 6200 · Worker's Comp & Disability	-163.28	71.72	-235.00	-327.7%
6300 · Benefits (Pension & Medical)				
6330 · Medical	1,222.25	1,077.02	145.23	13.5%
6335 · Union Dues	310.00	0.00	310.00	100.0%
6336 · Benefit Admin Fee	800.00	0.00	800.00	100.0%
9320 · Pension	1,836.57	3,791.68	-1,955.11	-51.6%
Total 6300 · Benefits (Pension & Medical)	4,168.82	4,868.70	-699.88	-14.4%
6400 · Tax				
6410 · FICA SS/Medicare	2,509.78	3,864.21	-1,354.43	-35.1%
6420 · SUI				
9430 · Re-employment NYS	28.34	35.00	-6.66	-19.0%
6420 · SUI - Other	884.46	945.17	-60.71	-6.4%
Total 6420 · SUI	912.80	980.17	-67.37	-6.9%
6440 · FUTA	213.33	515.43	-302.10	-58.6%
Total 6400 · Tax	3,635.91	5,359.81	-1,723.90	-32.2%
Total 6000 · Personnel	45,854.87	60,856.00	-15,001.13	-24.7%

Orange County Partnership Inc
Profit & Loss
January 2026

	Jan 26	Jan 25	\$ Change	% Change
6500 · Business Development				
6510 · Public Relations				
6514 · Event Tickets	2,265.70	40.00	2,225.70	5,564.3%
Total 6510 · Public Relations	2,265.70	40.00	2,225.70	5,564.3%
6520 · External Marketing				
6525 · Marketing - Design				
6525.2 · Banner Ad Expense	-400.00	0.00	-400.00	-100.0%
6525.5 · Design	0.00	650.00	-650.00	-100.0%
Total 6525 · Marketing - Design	-400.00	650.00	-1,050.00	-161.5%
Total 6520 · External Marketing	-400.00	650.00	-1,050.00	-161.5%
6530 · Internal Mktng				
6532 · Advertising	179.75	161.27	18.48	11.5%
6533 · Design	111.99	111.99	0.00	0.0%
Total 6530 · Internal Mktng	291.74	273.26	18.48	6.8%
6560 · Conferences & Memberships				
6561 · Trade Shows	352.23	0.00	352.23	100.0%
6562 · Conferences	1,829.84	0.00	1,829.84	100.0%
6563 · Membership Fees	1,750.00	3,050.00	-1,300.00	-42.6%
Total 6560 · Conferences & Memberships	3,932.07	3,050.00	882.07	28.9%
6570 · Mileage & Tolls	226.04	112.84	113.20	100.3%
6580 · Travel & Meals				
6581 · Meals	491.68	1,501.47	-1,009.79	-67.3%
6582 · Travel	51.56	401.64	-350.08	-87.2%
Total 6580 · Travel & Meals	543.24	1,903.11	-1,359.87	-71.5%
6590 · Auto				
9071 · Fuel	199.99	227.29	-27.30	-12.0%
9072 · Insurance	0.00	367.91	-367.91	-100.0%
9073 · Auto	0.00	151.55	-151.55	-100.0%
9075 · Service	0.00	19.00	-19.00	-100.0%
9076 · Tolls	75.00	0.00	75.00	100.0%
9077 · Auto Lease	756.59	0.00	756.59	100.0%
Total 6590 · Auto	1,031.58	765.75	265.83	34.7%
Total 6500 · Business Development	7,890.37	6,794.96	1,095.41	16.1%
7000 · General Administration				
7100 · Professional Services				
7105 · Attorney	847.00	0.00	847.00	100.0%
7120 · Bookkeeping	1,040.00	1,000.00	40.00	4.0%
7160 · Temporary services				
7164 · 9000.42 Marketing Intern	330.00	535.00	-205.00	-38.3%
Total 7160 · Temporary services	330.00	535.00	-205.00	-38.3%
7190 · Audit	1,108.34	1,108.34	0.00	0.0%
Total 7100 · Professional Services	3,325.34	2,643.34	682.00	25.8%
7200 · Office Expense				
7213 · Office Supplies	536.96	405.24	131.72	32.5%
7216 · Subscriptions	2,051.58	1,834.11	217.47	11.9%
7217 · Telephone/Internet	881.23	1,135.38	-254.15	-22.4%
7219 · Copier Maintenance	648.02	646.18	1.84	0.3%
7220 · Telephone Reimbursement	150.00	0.00	150.00	100.0%
7230 · Office Cleaning	0.00	75.00	-75.00	-100.0%
7235 · Lease Expense (Rent)	3,190.95	3,087.35	103.60	3.4%
7245 · Computer Purchases	1,458.82	1,469.53	-10.71	-0.7%
Total 7200 · Office Expense	8,917.56	8,652.79	264.77	3.1%
7300 · Insurance				
7320 · Professional Liability	0.00	196.17	-196.17	-100.0%
7330 · Business Owners Policy	0.00	107.82	-107.82	-100.0%
Total 7300 · Insurance	0.00	303.99	-303.99	-100.0%
7400 · Fees				
7410 · Bisy Pension Fees	1,295.02	1,260.00	35.02	2.8%
7420 · Payroll Fees	237.20	219.00	18.20	8.3%
7430 · CC Merchant Transaction Fees	757.98	840.91	-82.93	-9.9%
Total 7400 · Fees	2,290.20	2,319.91	-29.71	-1.3%
Total 7000 · General Administration	14,533.10	13,920.03	613.07	4.4%
7500 · Events				
7590 · Quarterly Project Meetings	172.47	0.00	172.47	100.0%
Total 7500 · Events	172.47	0.00	172.47	100.0%

Orange County Partnership Inc
Profit & Loss
January 2026

	Jan 26	Jan 25	\$ Change	% Change
7800 · Miscellaneous				
7810 · Gifts	0.00	112.96	-112.96	-100.0%
Total 7800 · Miscellaneous	0.00	112.96	-112.96	-100.0%
8000 · Depreciation Expense	308.24	1,249.87	-941.63	-75.3%
9200 · Interest Expense				
9210 · Interest Exp-Auto	0.00	9.78	-9.78	-100.0%
Total 9200 · Interest Expense	0.00	9.78	-9.78	-100.0%
Total Expense	68,759.05	82,943.60	-14,184.55	-17.1%
Net Ordinary Income	416,432.91	482,652.73	-66,219.82	-13.7%
Other Income/Expense				
Other Income				
9900 · Unrealiz Gain(Loss) Invest	-175.96	267.25	-443.21	-165.8%
9950 · Investment Income	587.17	697.33	-110.16	-15.8%
Total Other Income	411.21	964.58	-553.37	-57.4%
Other Expense				
9500 · Investment Fee	202.19	194.20	7.99	4.1%
Total Other Expense	202.19	194.20	7.99	4.1%
Net Other Income	209.02	770.38	-561.36	-72.9%
Net Income	416,641.93	483,423.11	-66,781.18	-13.8%

Orange County Partnership Inc

Profit & Loss

January 2026

02/10/26

Accrual Basis

	Jan 26	Jan 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	14,750.00	45,000.00	-30,250.00	-67.2%
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	174,250.08	-39,500.08	-22.7%
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	41,000.00	37,750.00	3,250.00	8.6%
3001.16 · PI - Distribution	12,500.00	12,500.00	0.00	0.0%
3001.18 · PI - Employment	2,375.00	2,375.00	0.00	0.0%
3001.19 · PI - Energy Services	38,500.00	32,750.00	5,750.00	17.6%
3001.20 · PI - Engineering & Planning	47,250.00	43,000.00	4,250.00	9.9%
3001.21 · PI - Environmental Services	25,000.00	25,000.00	0.00	0.0%
3001.22 · PI - Financial Institutions	31,250.00	48,750.00	-17,500.00	-35.9%
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	7,500.00	6,750.00	90.0%
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	487,375.00	565,375.08	-78,000.08	-13.8%
4010 · ABG Members	0.00	6,600.00	-6,600.00	-100.0%
4040 · Event Income				
4041 · QPM				
4041.1 · QPM Sponsorship	2,000.00	0.00	2,000.00	100.0%
Total 4041 · QPM	2,000.00	0.00	2,000.00	100.0%
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				
4044 · MVP Breakfast - Other	-1,000.00	0.00	-1,000.00	-100.0%
Total 4044 · MVP Breakfast	-1,000.00	0.00	-1,000.00	-100.0%
Total 4040 · Event Income	1,000.00	-75.00	1,075.00	1,433.3%
4050 · Interest	16.96	4.62	12.34	267.1%
4085 · Uncollectible Revenue	-3,200.00	-6,308.37	3,108.37	49.3%
Total Income	485,191.96	565,596.33	-80,404.37	-14.2%
Gross Profit	485,191.96	565,596.33	-80,404.37	-14.2%
Expense				
6000 · Personnel				
6110 · Gross Payroll				
6110 · Gross Payroll - Other	38,213.42	50,555.77	-12,342.35	-24.4%
Total 6110 · Gross Payroll	38,213.42	50,555.77	-12,342.35	-24.4%
6200 · Worker's Comp & Disability				
6210 · Workers' Comp	0.00	168.58	-168.58	-100.0%
6240 · Disability	-163.28	-96.86	-66.42	-68.6%
Total 6200 · Worker's Comp & Disability	-163.28	71.72	-235.00	-327.7%
6300 · Benefits (Pension & Medical)				
6330 · Medical	1,222.25	1,077.02	145.23	13.5%
6335 · Union Dues	310.00	0.00	310.00	100.0%
6336 · Benefit Admin Fee	800.00	0.00	800.00	100.0%
9320 · Pension	1,836.57	3,791.68	-1,955.11	-51.6%
Total 6300 · Benefits (Pension & Medical)	4,168.82	4,868.70	-699.88	-14.4%
6400 · Tax				
6410 · FICA SS/Medicare	2,509.78	3,864.21	-1,354.43	-35.1%
6420 · SUI				
9430 · Re-employment NYS	28.34	35.00	-6.66	-19.0%
6420 · SUI - Other	884.46	945.17	-60.71	-6.4%
Total 6420 · SUI	912.80	980.17	-67.37	-6.9%

Orange County Partnership Inc
Profit & Loss
January 2026

	Jan 26	Jan 25	\$ Change	% Change
6440 · FUTA	213.33	515.43	-302.10	-58.6%
Total 6400 · Tax	3,635.91	5,359.81	-1,723.90	-32.2%
Total 6000 · Personnel	45,854.87	60,856.00	-15,001.13	-24.7%
6500 · Business Development				
6510 · Public Relations				
6514 · Event Tickets	2,265.70	40.00	2,225.70	5,564.3%
Total 6510 · Public Relations	2,265.70	40.00	2,225.70	5,564.3%
6520 · External Marketing				
6525 · Marketing - Design				
6525.2 · Banner Ad Expense	-400.00	0.00	-400.00	-100.0%
6525.5 · Design				
6525.5 · Design - Other	0.00	650.00	-650.00	-100.0%
Total 6525.5 · Design	0.00	650.00	-650.00	-100.0%
Total 6525 · Marketing - Design	-400.00	650.00	-1,050.00	-161.5%
Total 6520 · External Marketing	-400.00	650.00	-1,050.00	-161.5%
6530 · Internal Mktng				
6532 · Advertising	179.75	161.27	18.48	11.5%
6533 · Design	111.99	111.99	0.00	0.0%
Total 6530 · Internal Mktng	291.74	273.26	18.48	6.8%
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	1,829.84	0.00	1,829.84	100.0%
6563 · Membership Fees	1,750.00	3,050.00	-1,300.00	-42.6%
Total 6560 · Conferences & Memberships	3,932.07	3,050.00	882.07	28.9%
6570 · Mileage & Tolls	226.04	112.84	113.20	100.3%
6580 · Travel & Meals				
6581 · Meals	491.68	1,501.47	-1,009.79	-67.3%
6582 · Travel	51.56	401.64	-350.08	-87.2%
Total 6580 · Travel & Meals	543.24	1,903.11	-1,359.87	-71.5%
6590 · Auto				
9071 · Fuel	199.99	227.29	-27.30	-12.0%
9072 · Insurance	0.00	367.91	-367.91	-100.0%
9073 · Auto	0.00	151.55	-151.55	-100.0%
9075 · Service	0.00	19.00	-19.00	-100.0%
9076 · Tolls	75.00	0.00	75.00	100.0%
9077 · Auto Lease	756.59	0.00	756.59	100.0%
Total 6590 · Auto	1,031.58	765.75	265.83	34.7%
Total 6500 · Business Development	7,890.37	6,794.96	1,095.41	16.1%
7000 · General Administration				
7100 · Professional Services				
7105 · Attorney				
7105 · Attorney - Other	847.00	0.00	847.00	100.0%
Total 7105 · Attorney	847.00	0.00	847.00	100.0%
7120 · Bookkeeping	1,040.00	1,000.00	40.00	4.0%
7160 · Temporary services				
7164 · 9000.42 Marketing Intern	330.00	535.00	-205.00	-38.3%
Total 7160 · Temporary services	330.00	535.00	-205.00	-38.3%
7190 · Audit	1,108.34	1,108.34	0.00	0.0%
Total 7100 · Professional Services	3,325.34	2,643.34	682.00	25.8%
7200 · Office Expense				
7213 · Office Supplies	536.96	405.24	131.72	32.5%
7216 · Subscriptions	2,051.58	1,834.11	217.47	11.9%
7217 · Telephone/Internet	881.23	1,135.38	-254.15	-22.4%
7219 · Copier Maintenance	648.02	646.18	1.84	0.3%
7220 · Telephone Reimbursement	150.00	0.00	150.00	100.0%
7230 · Office Cleaning	0.00	75.00	-75.00	-100.0%
7235 · Lease Expense (Rent)	3,190.95	3,087.35	103.60	3.4%
7245 · Computer Purchases	1,458.82	1,469.53	-10.71	-0.7%
Total 7200 · Office Expense	8,917.56	8,652.79	264.77	3.1%
7300 · Insurance				
7320 · Professional Liability	0.00	196.17	-196.17	-100.0%
7330 · Business Owners Policy	0.00	107.82	-107.82	-100.0%
Total 7300 · Insurance	0.00	303.99	-303.99	-100.0%

Orange County Partnership Inc
Profit & Loss
January 2026

	Jan 26	Jan 25	\$ Change	% Change
7400 · Fees				
7410 · Bisys Pension Fees	1,295.02	1,260.00	35.02	2.8%
7420 · Payroll Fees	237.20	219.00	18.20	8.3%
7430 · CC Merchant Transaction Fees	757.98	840.91	-82.93	-9.9%
Total 7400 · Fees	2,290.20	2,319.91	-29.71	-1.3%
Total 7000 · General Administration	14,533.10	13,920.03	613.07	4.4%
7500 · Events				
7590 · Quarterly Project Meetings	172.47	0.00	172.47	100.0%
Total 7500 · Events	172.47	0.00	172.47	100.0%
7800 · Miscellaneous				
7810 · Gifts	0.00	112.96	-112.96	-100.0%
Total 7800 · Miscellaneous	0.00	112.96	-112.96	-100.0%
8000 · Depreciation Expense	308.24	1,249.87	-941.63	-75.3%
9200 · Interest Expense				
9210 · Interest Exp-Auto	0.00	9.78	-9.78	-100.0%
Total 9200 · Interest Expense	0.00	9.78	-9.78	-100.0%
Total Expense	68,759.05	82,943.60	-14,184.55	-17.1%
Net Ordinary Income	416,432.91	482,652.73	-66,219.82	-13.7%
Other Income/Expense				
Other Income				
9900 · Unrealiz Gain(Loss) Invest	-175.96	267.25	-443.21	-165.8%
9950 · Investment Income	587.17	697.33	-110.16	-15.8%
Total Other Income	411.21	964.58	-553.37	-57.4%
Other Expense				
9500 · Investment Fee	202.19	194.20	7.99	4.1%
Total Other Expense	202.19	194.20	7.99	4.1%
Net Other Income	209.02	770.38	-561.36	-72.9%
Net Income	416,641.93	483,423.11	-66,781.18	-13.8%

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			-			-
Alliance for Balanced Growth	-	-	-			-			-
Alliance Membership	-	-	-			-			-
Advertising	-	-	-			-			-
Event Income	1,000	2,000	(1,000)			-			-
Interest	17	327	(310)			-			-
Uncollectible Revenue	(3,200)	(833)	(2,367)			-			-
Total Income	485,192	481,494	3,698	-	-	-	-	-	-
Expense									
Depreciation Expense	308	308	0			-			-
Personnel	45,855	58,000	(12,145)			-			-
Business Development	7,890	6,800	1,090			-			-
General Administration	14,533	13,169	1,364			-			-
Legal Expense	-	2,917	(2,917)			-			-
Events	172	200	(28)			-			-
Alliance Expenses	-	-	-			-			-
Miscellaneous	-	50	(50)			-			-
Interest Expense	-	3	(3)			-			-
Total Expense	68,759	81,447	(12,688)	-	-	-	-	-	-
Net Ordinary Income	416,433	400,047	16,386	-	-	-	-	-	-
Other Income Gain/Loss	(176)	-	(176)			-			-
Other Income Investment Income	587	1,167	(580)			-			-
Other Expense-Investment Fee	202	208	(6)			-			-
Net Income	416,642	401,006	15,636	-	-	-	-	-	-

Quarter to Date		
Jan - Mar 25	Budget	\$ Over Budget
487,375	480,000	7,375
-	-	-
-	-	-
-	-	-
1,000	2,000	(1,000)
17	327	(310)
(3,200)	(833)	(2,367)
485,192	481,494	3,698
308	308	0
45,855	58,000	(12,145)
7,890	6,800	1,090
14,533	13,169	1,364
-	2,917	(2,917)
172	200	(28)
-	-	-
-	50	(50)
-	3	(3)
68,759	81,447	(12,688)
(176)	-	(176)
587	1,167	(580)
202	208	(6)
416,642	401,006	15,636