



Empowering Businesses. Inspiring Growth.

Jeffrey Crist, Chairman • **Dean Tamburri**, Vice Chairman • **Vincent Odock**, Secretary
Susan Walski, Board Member • **Marc Greene**, Board Member • **Giovanni Palladino**, Board Member • **Linda Muller**, Board Member
William Fioravanti, Chief Executive Officer • **Susan R. Katzoff**, General Counsel • **Christopher C. Canada**, Bond Counsel

Agenda

PLEASE TAKE NOTICE, The Orange County Industrial Development Agency will hold a regularly scheduled meeting on June 26th, 2024, immediately following the OCFC Meeting at Orange County IDA Headquarters, 4 Crotty Lane, Suite 100, New Windsor, NY 12553 to consider and/or act upon the following:

Order of Business

- **Call Meeting to Order**
- **Roll Call**
- **Proof of Notice**
- **Minutes**
 - Approval of Minutes from May 15th, 2024 Board of Directors Meeting
- **Reports**
 - Chairman’s Report
 - Committee Reports
 - Governance Committee – Jeff Crist
 - Finance Committee – Marc Greene
- **New Business**
 - Accept May 2024 Financials
 - Approval of May/June Payables
 - Certificate of Deposit Investment Option
 - Approval of Staff Title Changes – Bill Fioravanti
 - Approval of Local Labor Policy Revision – Bill Fioravanti
 - Orange County 2025 Quality of Life Study – Vision Hudson Valley Request for Assistance
- **Adjournment**

To watch the livestream, please visit our website: www.ocnyida.com

Dated: June 19, 2024

By: William Fioravanti – Chief Executive Officer

4 Crotty Lane, Suite 100 • New Windsor, NY 12553
Phone: (845) 234-4192 • Fax : (845) 220-2228 • Email :
business@ocnyida.com



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Date: May 28, 2024
From: Jeffrey D. Crist
RE: Next Meeting Date

IDA Board Meeting Notice

The next Board of Directors meeting of the
Orange County Industrial Development Agency is:

**Wednesday June 26, 2024
immediately following the
5:00pm OCFC meeting**

**OC IDA Headquarters
4 Crotty Lane, Suite 100
New Windsor, NY 12553**

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Orange County Industrial Development Agency
4 Crotty Lane
New Windsor, NY 12553
Tel (845) 234-4192

Board of Directors Meeting Minutes
Wednesday, May 15th, 2024

Meeting Location: 4 Crotty Lane, New Windsor, New York, 12553

Board Members Present: Jeffrey Crist, Dean Tamburri, Susan Walski, Linda Muller, Giovanni Palladino, Dr. Vincent Odock, Marc Greene

Staff Present: Bill Fioravanti, Kelly Reilly, Marty Borrás, Susan Katzoff (General Counsel, Zoom), Billy Ibberson (Acquisitions Marketing, A/V)

Others Present: Brian Sanvidge and Anthony Bracco (Anchin Accountants & Advisors)

I. Call Meeting to Order

Chairman Crist called the meeting to order at 5:08 p.m.

II. Roll Call

Mr. Fioravanti acknowledged the Board, staff members, and guests present.

III. Minutes

A MOTION TO APPROVE THE APRIL 24TH, 2024, OCIDA BOARD OF DIRECTORS MEETING MINUTES AS PRESENTED WAS MADE BY MS. MULLER, SECONDED MS. WALSKI, AND PASSED WITH 6 AYES AND ONE ABSTENTION BY MR. PALLADINO.

IV. Reports

Chairman's Report: The Chairman reported that he communicates with Mr. Fioravanti almost daily around the Shovel Ready grant Fast NY. He stated that he attended the subsequent Anchin team meeting with staff. He noted that he reviewed the sample logo options with Mr. Fioravanti and has discussed the website update and rebranding. He also mentioned that Mr. Fioravanti is getting out into the community to educate the public on the OCIDA.

CEO Report: Mr. Fioravanti gave an update on the subsequent Anchin group meeting. He noted the Fast NY grant trying to make sure we understand our responsibilities and are trying to hire someone to guide the IDA's interest during the initial stage of the grant project with a formal RFP for the longer phase of the project. He noted it's built into the budget and the IDA will be

requesting reimbursement from ESD. He reviewed the various radio spots and podcasts he's participated in. He handed out some of the logo samples for the Board to review and asked them for their feedback, gave an update on the initial meeting with the web developer in preparation for the new website, and noted that he would be at the NYSEDC conference the following week. Ms. Muller noted that Mr. Fioravanti would be receiving the Distinguished Citizen's award by the Hudson Valley Boy Scouts Counsel.

Audit Committee: Ms. Walski discussed the four local labor waiver requests at the April 26th, 2024, meeting and noted that all four have been granted and levied \$2,500 penalty against the project for violating our labor policy.

Finance Committee: Mr. Greene reviewed the recommendations made by the Committee to approve the April 2024 reports and payables and voted to recommend the board approve the proposed capitalization policy and amending the motion made at the last Board meeting to add a \$7,500 cap on recurring payables.

A MOTION TO ACCEPT THE FINANCE COMMITTEE REPORT, THE APRIL 2024 FINANCIAL REPORT, AND APRIL/MAY 2024 PAYABLES AS PRESENTED WAS MADE BY MS. WALSKI, SECONDED MS MULLER, AND PASSED UNANIMOUSLY.

V. New Business

Capitalization Policy

A MOTION TO APPROVE THE OCIDA CAPITALIZATION POLICY AS RECOMMENDED BY THE 2023 AUDITORS PKF O'CONNOR DAVIES, WAS MADE BY MR. TAMBURRI, SECONDED BY MR. PALLADINO, AND PASSED UNANIMOUSLY.

A MOTION TO AMEND THE MOTION MADE AT THE APRIL 24TH, 2024 OCIDA FINANCE COMMITTEE MEETING AUTHORIZING STAFF TO PAY ALL TYPICAL/RECURRING BILLS WITH A CAP OF \$7,500 ON EACH PAYABLE ITEM UNTIL THE END OF 2024 WAS MADE BY MR. PALLADINO, SECONDED BY MS. WALSKI, AND PASSED UNANIMOUSLY.

Appoint Linda Muller to the Governance Committee

A MOTION TO APPOINT MS. MULLER THE GOVERNANCE COMMITTEE WAS MADE BY MR. GREENE, SECONDED BY DR. ODOCK, AND PASSED WITH 6 AYES AND ONE ABSTENTION BY MS. MULLER.

Counsel reviewed the OCIDA's by-laws and asked the Board to authorize Mr. Fioravanti to implement, carry out, and enforce the Board's policies. Counsel noted that if the OCIDA ever hired a CFO or COO, the Board can amend the by-laws and she clarified that IDA's are not required to have those positions and they are optional to every organization. The IDA is required to have an external auditor and this IDA does.

A MOTION TO AUTHORIZE MR. FIORAVANTI TO IMPLEMENT AND CARRY OUT THE POLICIES OF THE OCIDA WAS MADE BY MR. PALLADINO, SECONDED BY MS. MULLER, AND PASSED UNANIMOUSLY.

VI. Adjournment

A MOTION TO ADJOURN THE MEETING WAS MADE BY MS. WALSKI, SECONDED BY MR. TAMBURRI, AND PASSED UNANIMOUSLY.

The meeting closed at 5:36 p.m.

DRAFT

Orange County Industrial Development Agency
Budget vs. Actuals: YTD as of May 31, 2024
 May 2024

	Mar 2024		Apr 2024		May 2024			YTD Totals		
	Actual	Budget	Actual	Budget	Actual	Budget	over Budget	Actual	Budget	over Budget
Income										
40000 Application Fee		833.33		833.33		833.33	-833.33 #	2,500.00	4,166.65	-1,666.65
40300 Closing Fees		37,500.00		37,500.00	32,300.00	37,500.00	-5,200.00 #	32,300.00	187,500.00	-155,200.00
thru)		0.00		0.00		0.00	0.00	0.00	0.00	0.00
42000 Other IDA Fees		2,140.00		2,140.00		2,140.00	-2,140.00 #	0.00	10,700.00	-10,700.00
42500 Other income			8,152.69		2,500.00		2,500.00	10,652.69	0.00	10,652.69
42600 Insurance Recoveries					400,000.00		400,000.00	400,000.00	0.00	400,000.00
44000 Subtenant Rents	1,795.00	2,220.00	1,795.00	2,220.00	1,795.00	2,220.00	-425.00 #	8,975.00	11,100.00	-2,125.00
45000 Management Fee Income	8,547.94		8,316.45		6,355.15		6,355.15	29,287.49	0.00	29,287.49
49000 Interest Earnings	41,268.67	19,500.00	522.28	19,500.00	15,621.83	19,500.00	-3,878.17 #	160,263.22	97,500.00	62,763.22
Services			276.12		81.74		81.74	357.86	0.00	357.86
Total Income	\$ 51,611.61	\$ 62,193.33	\$ 19,062.54	\$ 62,193.33	\$ 458,653.72	\$ 62,193.33	\$396,460.39 #	\$ 644,336.26	\$ 310,966.65	\$ 333,369.61
Gross Profit	\$ 51,611.61	\$ 62,193.33	\$ 19,062.54	\$ 62,193.33	\$ 458,653.72	\$ 62,193.33	\$396,460.39 #	\$ 644,336.26	\$ 310,966.65	\$ 333,369.61
Expenses										
60000 Administrative Costs							0.00	250.00	0.00	250.00
60002 Bank Service Charges	72.53		28.11		28.00		28.00	187.28	0.00	187.28
60003 CFO/Bookkeeping Services	1,680.00	1,875.00	3,360.00	1,875.00	1,875.00	-1,875.00 #	6,720.00	9,375.00	-2,655.00	
60004 Fiscal Audit		1,583.33		1,583.33	1,583.33	-1,583.33 #	0.00	7,916.65	-7,916.65	
60005 Insurance	528.71	1,724.08	528.71	1,724.08	528.71	1,724.08	-1,195.37 #	10,000.75	8,620.40	1,380.35
60006 Office Supplies and Postage	2,056.69	683.33	618.99	683.33	908.67	683.33	225.34 #	4,711.98	3,416.65	1,295.33
60007 Professional Fees		429.17		429.17	5,198.00	429.17	4,768.83 #	6,848.00	2,145.85	4,702.15
60008 Travel, Lodging, Meals	1,220.14	512.50	655.19	512.50	413.02	512.50	-99.48 #	3,156.28	2,562.50	593.78
Total 60000 Administrative Costs	\$ 5,558.07	\$ 6,807.41	\$ 5,191.00	\$ 6,807.41	\$ 7,076.40	\$ 6,807.41	\$ 268.99 #	\$ 31,874.29	\$ 34,037.05	-\$ 2,162.76
60200 Agency Support Expenses							0.00	0.00	0.00	0.00
60201 IT Support & Audio/Visual	2,755.66	4,875.00	1,043.96	4,875.00	19,634.98	4,875.00	14,759.98 #	28,671.13	24,375.00	4,296.13
60202 Marketing & PR	8,165.00	6,333.33	6,390.00	6,333.33	6,940.00	6,333.33	606.67 #	36,455.00	31,666.65	4,788.35
60203 Memberships and Events	75.00	887.50	100.00	887.50	875.25	887.50	-12.25 #	2,566.55	4,437.50	-1,870.95
60204 Training and Education		333.33		333.33		333.33	-333.33 #	0.00	1,666.65	-1,666.65
Total 60200 Agency Support Expenses	\$ 10,995.66	\$ 12,429.16	\$ 7,533.96	\$ 12,429.16	\$ 27,450.23	\$ 12,429.16	\$ 15,021.07 #	\$ 67,692.68	\$ 62,145.80	\$ 5,546.88
60400 Projects/Programs							0.00	0.00	0.00	0.00
60402 Cost-Benefit Analyses		375.00		375.00		375.00	-375.00 #	0.00	1,875.00	-1,875.00
60404 Legal Counsel		5,150.00	3,264.00	5,150.00	2,165.75	5,150.00	-2,984.25 #	11,632.00	25,750.00	-14,118.00
60405 Legal, Pass Thru		0.00		0.00		0.00	0.00	0.00	0.00	0.00
60406 Local Labor Auditing Fees Expense		880.00		880.00		880.00	-880.00 #	0.00	4,400.00	-4,400.00
60408 Shovel Ready Program	17,500.00	20,833.33		20,833.33	20,833.33		-20,833.33 #	17,500.00	104,166.65	-86,666.65
Total 60400 Projects/Programs	\$ 17,500.00	\$ 27,238.33	\$ 3,264.00	\$ 27,238.33	\$ 2,165.75	\$ 27,238.33	-\$ 25,072.58 #	\$ 29,132.00	\$ 136,191.65	-\$ 107,059.65
61000 Payroll Expenses							0.00	0.00	0.00	0.00
61001 Employee Benefits	3,027.62	3,300.00	2,805.41	3,300.00	2,820.67	3,300.00	-479.33 #	14,030.94	16,500.00	-2,469.06
61002 Payroll Taxes & Fees (Staff Line)	2,784.16	785.42	2,291.97	785.42	2,621.19	785.42	1,835.77 #	13,469.50	3,927.10	9,542.40
61003 Salaries	26,875.65	25,281.50	23,952.26	25,281.50	27,596.75	25,281.50	2,315.25 #	120,697.70	126,407.50	-5,709.80
61004 Retirement and Profit-Sharing		3,106.83		3,106.83		3,106.83	-3,106.83 #	0.00	15,534.15	-15,534.15
Total 61000 Payroll Expenses	\$ 32,687.43	\$ 32,473.75	\$ 29,049.64	\$ 32,473.75	\$ 33,038.61	\$ 32,473.75	\$ 564.86 #	\$ 148,198.14	\$ 162,368.75	-\$ 14,170.61
62000 Building Expenses							0.00	0.00	0.00	0.00
62002 Building Rent	6,641.38	6,650.00	6,641.38	6,650.00	7,850.16	6,650.00	1,200.16 #	34,415.68	33,250.00	1,165.68
62003 Building Utilities	2,503.67	1,375.00	510.86	1,375.00	2,068.23	1,375.00	693.23 #	7,279.94	6,875.00	404.94
62006 Internet and Telephones	763.34	350.00	400.55	350.00	646.68	350.00	296.68 #	3,015.59	1,750.00	1,265.59
62007 Maintenance	1,305.85	941.67	70.85	941.67	650.00	941.67	-291.67 #	3,472.55	4,708.35	-1,235.80
62008 Repairs/Renovations		83.33		83.33		83.33	-83.33 #	0.00	416.65	-416.65
Total 62000 Building Expenses	\$ 11,214.24	\$ 9,400.00	\$ 7,623.64	\$ 9,400.00	\$ 11,215.07	\$ 9,400.00	\$ 1,815.07 #	\$ 48,183.76	\$ 47,000.00	\$ 1,183.76
Total Expenses	\$ 77,955.40	\$ 88,348.65	\$ 52,662.24	\$ 88,348.65	\$ 80,946.06	\$ 88,348.65	-\$ 7,402.59 #	\$ 325,080.87	\$ 441,743.25	-\$ 116,662.38
Net Operating Income	-\$ 26,343.79	-\$ 26,155.32	-\$ 33,599.70	-\$ 26,155.32	\$ 377,707.66	-\$ 26,155.32	\$403,862.98 #	\$ 319,255.39	-\$ 130,776.60	\$ 450,031.99
Net Income	-\$ 26,343.79	-\$ 26,155.32	-\$ 33,599.70	-\$ 26,155.32	\$ 377,707.66	-\$ 26,155.32	\$403,862.98 #	\$ 319,255.39	-\$ 130,776.60	\$ 450,031.99

Orange County Industrial Development Agency
Transaction List by Vendor
 May 8-June 18, 2024

	Date	Transaction type	Memo/Description	Amount	April
88 Studio, LLC	06/01/2024	Bill	Web Management for May 2024/5/1/24 - 5/31/24	\$ 350.00	\$ 16,183.00
Acquisitions Marketing Inc.	06/01/2024	Bill	Invoice #11	\$ 2,375.00	\$ 2,975.00
Arif Khan	06/01/2024	Bill	50% of the \$2,500 contract.	\$ 1,250.00	
Bousquet Holstein PLLC	06/01/2024	Bill	OCIDA General Counsel Apr: 2-4, 9, 10, 15-18, 23, 29, 2024	\$ 3,745.50	
	06/01/2024	Bill	OCIDA General Counsel Apr: 17, 18, 25, 30, 2024	\$ 669.50	
	06/01/2024	Bill	OCIDA- FAST NYApr: 2, 3, 10, 11, 18, 22, 25, 2024	\$ 4,587.50	\$ 2,165.75
Complete Document Solutions	06/01/2024	Bill	5/2/24 - 6/1/24	\$ 106.07	\$ 185.18
Credit Card Payment Processing	06/01/2024	Bill	Marketing, PR, Website, & Membership, Office Supplies, Warwick Utilities, Stamps03/20/24 - 04/	2,215.33	\$ 3,824.78
Crystal Rock	06/01/2024	Bill	Gallon Deposit (2), Bottle Return (2), Delivery Fee	\$ 37.09	\$ 19.08
DLS IT Consultants	06/01/2024	Bill	Invoice #1001724IT Support	\$ 1,350.00	
Elan Financial Services (OB&T)	05/28/2024	Bill	April /May 2024: Godaddy email accts and security renewals, Quickbooks accts (2)	\$ 337.28	
	06/01/2024	Bill	May/June 2024: Godaddy email accts and security renewals, Quickbooks accts (2)5/13/24 - 6/0	\$ 337.28	
Federal Express	06/01/2024	Bill	Apr. 29, 2024	\$ 28.02	\$ 82.00
First Columbia 4-LA, LLC	06/01/2024	Bill	CAM Increase Jan 2024 - June 2024	\$ 1,833.84	
	06/01/2024	Bill	July 2024 CAM: \$2,705.89Rent: \$4,241.13	\$ 6,947.02	
	06/01/2024	Bill	Apr/May 2024 Gas & Electric	\$ 515.10	\$ 8,655.83
ITC	06/01/2024	Bill	Access Point & Firewall Service Billing for 1 month (June 2024)	\$ 148.80	\$ 148.80
KR Cleaning	06/01/2024	Bill	June 2024	\$ 650.00	\$ 650.00
LAN Associates	06/01/2024	Bill	Labor Auditing thru 4/30/24: West Warwick 1	\$ 225.00	
	06/01/2024	Bill	Labor Auditing thru 4/30/24: OC Hospitality	\$ 1,681.25	
	06/01/2024	Bill	Labor Auditing thru 4/30/24: Leentjes	\$ 868.75	
	06/01/2024	Bill	Labor Auditing thru 4/30/24: West Warwick 1, 2, 3	\$ 800.00	
	06/01/2024	Bill	Labor Auditing thru 5/31/24: OC Hospitality	\$ 1,967.50	
	06/01/2024	Bill	Labor Auditing thru 5/31/24: West Warwick 1, 2, 3	\$ 1,425.00	
	06/01/2024	Bill	Labor Auditing thru 5/31/24: West Warwick 1	\$ 575.00	
	06/01/2024	Bill	Labor Auditing thru 5/31/24: Leentjes	\$ 1,225.00	\$ 4,385.00
MRB Group	06/01/2024	Bill	2024 Updated tool	\$ 1,000.00	
Orange County Association of Towns, Villages and Cities	05/28/2024	Bill	6/11/24 OCATVC Golf Outing & Clambake	\$ 125.00	
	06/01/2024	Bill	05/28/24 OCATV Meeting	\$ 40.00	
Pamal Broadcasting, Ltd.	06/01/2024	Bill	Branding 60 Business Growth - 100.7 WHUD	\$ 1,150.00	
	06/01/2024	Bill	Branding 60 Business Growth - K104.7	\$ 1,425.00	
	06/01/2024	Bill	Branding 60 Business Growth - May 2024 Renegades games	\$ 600.00	\$ 3,580.00
RBT CPAs LLP	06/01/2024	Bill	May 2024 Invoice 254311 Client ID 63087	\$ 1,680.00	
William Fioravanti	06/01/2024	Bill	March - May 2024 Mileage, NYSEDC 5/2024 Meal	\$ 489.49	
Xerox Financial Services	06/01/2024	Bill	5/15/24 - 6/14/24 Monthly payment & Equipment protection plan	\$ 279.96	\$ 307.96
Zultys, Inc.	06/01/2024	Bill	Monthly Bill: 6/1/24 - 6/30/24	\$ 252.92	\$ 252.92

Wednesday, June 19, 2024 01:20 PM GMTZ



Paying Interest: You have a 24 to 30 day interest-free period for Purchases provided you have paid your previous balance in full by the Payment Due Date shown on your monthly Account statement. In order to avoid additional INTEREST CHARGES on Purchases, you must pay your new balance in full by the Payment Due Date shown on the front of your monthly Account statement.

There is no interest-free period for transactions that post to the Account as Advances or Balance Transfers except as provided in any Offer Materials. Those transactions are subject to interest from the date they post to the Account until the date they are paid in full.

Transactions REILLY,KELLY A Credit Limit \$7500

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
Purchases and Other Debits					
1 04/11	04/10	9898	DNH*GODADDY.COM 480-5058855 AZ	\$23.78	_____
2 04/23	04/22	5840	DNH*GODADDY.COM 480-5058855 AZ	\$71.33	_____
3 05/02	05/01	5380	INTUIT *QBooks Online CL.INTUIT.COM CA	\$97.31	_____
4 05/02	05/01	5497	INTUIT *QBooks Online CL.INTUIT.COM CA	\$97.31	_____
5 05/07	05/06	7774	DNH*GODADDY.COM 480-5058855 AZ	\$47.55	_____
				\$337.28	

Transactions BILLING ACCOUNT ACTIVITY

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
Payments and Other Credits					
05/01	04/29	0099	PAYMENT THANK YOU	\$727.15CR	_____
				\$727.15CR	

2024 Totals Year-to-Date	
Total Fees Charged in 2024	\$70.00
Total Interest Charged in 2024	\$84.05

Interest Charge Calculation

Your Annual Percentage Rate (APR) is the annual interest rate on your account.

**APR for current and future transactions.

Balance Type	Balance By Type	Balance Subject to Interest Rate	Variable	Interest Charge	Annual Percentage Rate	Expires with Statement
**BALANCE TRANSFER	\$0.00	\$0.00	YES	\$0.00	19.24%	
**PURCHASES	\$337.28	\$0.00	YES	\$0.00	19.24%	
**ADVANCES	\$0.00	\$0.00	YES	\$0.00	29.24%	

Important Messages

Paying Interest: You have a 24 to 30 day interest-free period for Purchases provided you have paid your previous balance in full by the Payment Due Date shown on your monthly Account statement. In order to avoid additional INTEREST CHARGES on Purchases, you must pay your new balance in full by the Payment Due Date shown on the front of your monthly Account statement.

There is no interest-free period for transactions that post to the Account as Advances or Balance Transfers except as provided in any Offer Materials. Those transactions are subject to interest from the date they post to the Account until the date they are paid in full.

Transactions REILLY,KELLY A Credit Limit \$7500

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
Purchases and Other Debits					
1 05/13	05/10	0967	DNH*GODADDY.COM 480-5058855 AZ	\$23.78	_____
2 05/23	05/22	5100	DNH*GODADDY.COM 480-5058855 AZ	\$71.33	_____
3 06/03	06/01	7458	INTUIT *QBooks Online CL.INTUIT.COM CA	\$97.31	_____
4 06/03	06/01	9504	INTUIT *QBooks Online CL.INTUIT.COM CA	\$97.31	_____
5 06/07	06/06	3507	DNH*GODADDY.COM 480-5058855 AZ	\$47.55	_____
Total for Account				\$337.28	

Transactions BILLING ACCOUNT ACTIVITY

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
Payments and Other Credits					
06/10	06/08	0221	PAYMENT THANK YOU	\$337.28	CR _____
Fees					
06/06	06/06		LATE FEE - PAYMENT DUE ON 06/06	\$35.00	_____
			TOTAL FEES FOR THIS PERIOD	\$35.00	_____
Interest Charged					
06/10			INTEREST CHARGE ON PURCHASES	\$7.55	_____
			TOTAL INTEREST FOR THIS PERIOD	\$7.55	_____
Total for Account 4798 5100 5352 7392				\$294.73	CR

2024 Totals Year-to-Date	
Total Fees Charged in 2024	\$105.00
Total Interest Charged in 2024	\$91.60

Transactions

Post Date	Tran Date	Reference Number	Description	\$ Amount
KELLY REILLY				Ending in: 3074
04/25	04/24	115108712275932	1 AMZN Mktp US*516A175A3 Amzn.com/billWA	294.07
04/25	04/24	116400212010548	2 WM SUPERCENTER #2104 NEWBURGH NY	-21.38
04/26	04/25	116000060568730	3 ZOOM.US 888-799-9666 WWW.ZOOM.US CA	40.00
04/26	04/25	117001606817064	4 USPS PO 3557010219 NEW WINDSOR NY	-18.90
05/01	04/30	122600166485727	5 USPS STAMPS ENDICIA 888-434-0055 DC	-50.00
05/02	05/01	123910002305340	6 GOOGLE*GSUITE THE-ACCE CC GOOGLE.COMCA	-42.84
05/02	05/01	123910002518942	7 GOOGLE*GSUITE OCNYIDA. CC GOOGLE.COMCA	276.38
05/02	05/01	122747001104463	8 WARWICK VALLEY TELEPHONE MOMENTUMTELECN	151.52
05/03	05/02	123105850324201	9 ORANGE & ROCKLAND UTIL 877-434-4100 NY	365.06
05/08	05/07	128715165424938	10 THEEVENTSCALPLUGINS EVNT.IS MI	215.17
05/08	05/07	128199634309269	11 DNH*GODADDY.COM 480-5058855 AZ	-100.88
05/08	05/07	128900016400263	12 COSIMOSBRICK OVEN OF NEW914-4748567 NY	81.04
05/09	05/08	230000215965039	PAYMENT - THANK YOU	-3,824.78
05/09	05/08	129100637555633	13 STAMPS.COM 855-608-2677 TX	21.81
05/10	05/09	130101428194979	14 AMZN Mktp US*196Z09ST3 Amzn.com/billWA	42.65
05/16	05/15	136083306465251	15 AMAZON.COM*8Y2HB8LG3 SEATTLE WA	126.48
05/16	05/15	137001600984304	16 BJS WHOLESALE #0372 NEWBURGH NY	-29.11
05/17	05/16	137107495353100	17 Spectrum 855-707-7328 MO	239.96
Subtotal:				2,215.33

2024 Year-to-Date Totals	
Total Fees charged in 2024	\$0.00
Total Interest charged in 2024	\$0.00

Interest Charge Calculation

Your Annual Percentage Rate (APR) is the annual interest rate on your account.

Type of Balance	Annual Percentage Rate (APR)	Promo Rate End Date	Balance Subject to Interest Rate	Interest Charge
Purchases	18.49% (v)	-	\$0.00	\$0.00
Cash Advances	27.49% (v)	-	\$0.00	\$0.00
Overdraft Protection	27.49% (v)	-	\$0.00	\$0.00
Convenience Checks	27.49% (v)	-	\$0.00	\$0.00
Balance Transfers	18.49% (v)	-	\$0.00	\$0.00

(v) = Variable Rate

Orange County Industrial Development Agency
 Banks Accounts/Certificates of Deposit/Money Markets Accounts
 As of May 31, 2024

Listed in order of maturity date.

Purchase Date	Maturity Date	# of Months	Bank	Bank Balance	Principal	Interest Rate
--	--	--	--			--
1/12/24	1/12/25	12 months	Lakeland	\$	5,000,000	5.10%
3/28/24	6/27/24	3 months	JP Morgan T-Bill	\$	999,800	5.22%
3/12/24	9/5/24	9 months	JP Morgan T-Bill	\$	2,499,464	5.17%

Bank	Account Type	Amount	% of total
Chase Bank	Checking Account - IDA Ops	\$ 1,213,071	12%
Orange Bank & Trust	Checking Account - Trust Escrow	\$ 78,849	1%
Total CDs & Treasuries	Certificates of Deposit & Treasuries	\$ 8,499,264	87%
		<u>\$ 9,791,183</u>	<u>100%</u>

Job Description

Position Title: Director of Administration

Reports to: Chief Executive Officer

Position Summary: The Director of Administration manages the day-to-day operations of the Orange County IDA (OCIDA) and Orange County Funding Corporation (OCFC), ensuring that all administrative processes run smoothly and that overall the agency is efficient, productive and fully transparent. The Director is responsible for all financial operations, oversight and reporting, and for the processing, maintenance and reporting related to all OCIDA/OCFC projects. This individual also manages the agency's human resources responsibilities, manages all OCIDA-owned or leased properties, manages and evaluates all administrative staff, and otherwise supports the CEO and Board of Directors.

Duties & Responsibilities:

Financial Operations

- Manage agency's Accounts Payable and Accounts Receivable processes, working closely with Staff and Board to coordinate and continually enhance those processes.
- Oversee agency's bookkeeping duties, in coordination with Staff and any external bookkeeping and financial accounting service providers.
- Manage payroll processing – including all withholdings, garnishments and any filings – working with Staff and any external payroll, bookkeeping and accounting service providers.
- Perform specific finance tasks as necessary, such as generating invoices and purchase orders, making bank deposits, etc.
- Manage Staff's retirement, life insurance and health insurance plans and policies, working with Staff and coverage providers.
- Manage preparation for annual OCIDA/OCIDA financial audits and work with Staff to support external auditors throughout the entire process.

Duties & Responsibilities continued:

- Manage COVID-19 Resiliency Loan program, including generating and mailing monthly invoices and providing reports to the CEO, Board of Directors and any committees.
- Work with CEO and Board to develop annual OCIDA/OCFC financial budgets.

IDA Process, Reporting & Compliance

- Work with Staff, Board, general counsel and bond counsel to manage the entire processing of all OCIDA and OCFC applications for financial assistance, from initial receipt to final approvals and legal closings.
- Plan, prepare, coordinate logistics and A/V for Board and committee meetings and public hearings, working closely with Staff, Board, legal counsel, municipal partners, livestream providers and stenographers.
- Coordinate, distribute and post to the internet all OCIDA/OCFC meeting notices, agendas, and Board and committee packets.
- Generate and send invoices for any fees or penalties related to OCIDA/OCFC projects or transactions.
- Create and distribute monthly financial reports for CEO, Board of Directors and committees.
- Oversee filing, execution, notarization and distribution of official OCIDA/OCFC agreements, grants, forms and other documents.
- Manage OCIDA's local labor auditing process and reporting, working closely with CEO, labor monitoring firm(s) and with representatives of IDA projects.
- Work with Finance & Compliance Manager to oversee and assist in the compilation and verification of agency financial information and OCIDA/OCFC project data for regular reporting to the NYS Authorities Budget Office (ABO), through the Public Assistance Reporting Information System (PARIS).
- Work with Finance & Compliance Manager, legal counsel and any government reporting service providers to ensure complete, accurate and timely reporting, and to resolve all outstanding inquiries from ABO, NYS Office of State Comptroller (OSC), past applicants and other compliance agencies.

Duties & Responsibilities continued:

- Field and coordinate appropriate and complete responses to all lawful and reasonable public and governmental inquiries in a prompt, professional manner.

- As such, the Director of Administration shall also serve as the Freedom of Information Officer of the Agency, in accordance with the provisions of the NYS Freedom of Information Law (FOIL).

Human Resources & Personnel

- Manage agency's Human Resources responsibilities including coordinating payroll, insurance policies, retirement plans and employee records.
- Coordinate and promote agency job postings and procure temporary staffing as needed, working with CEO and staffing consultants.
- Work with CEO, legal counsel and staffing consultants to appropriately address any personnel matters and other complaints.
- Work with CEO to complete annual performance evaluations for all administrative staff.

Real Estate & Office Support

- Manage leases and other agreements, insurance policies, procurement of any required services, and payments of related expenses, and maintenance issues for the agency's headquarters and other physical locations owned, leased or operated by OCIDA/OCFC.
- Coordinate management and maintenance of all information technology, telecommunications and other critical support services for the agency.

In addition to the above, the Director of Administration will assume other related responsibilities and duties as required and as assigned by CEO.

Position Requirements & Qualifications:

- Ethical decision maker, ability to appreciate and maintain confidentiality.
- High school diploma or equivalent education required; bachelor's degree in business administration, management or a related field is preferred.
- Minimum 5 years of professional experience in an administrative role.
- Experience in public finance environment is a plus.

- Strong knowledge and experience using finance and accounting computer programs and software, including Intuit QuickBooks Online.
- Proficient in Microsoft Office Suite and other relevant software.
- Experience with hiring, training, and supervising employees.
- Pro-active, collaborative and team oriented.
- Demonstrated effective analysis, organizational, problem-solving and decision-making skills.
- Ability to multi-task and prioritize tasks effectively.
- Strong verbal and written communication skills.
- Positive attitude and professional demeanor.

#

Job Description

Position Title: Finance & Compliance Manager

Reports to: Director of Administration

Position Summary: The Finance & Compliance Manager is responsible for ensuring that the Orange County IDA (OCIDA) and Orange County Funding Corporation (OCFC) are fully compliant with the governing legislation of the Public Authorities Accountability Act (PAAA) and NYS General Municipal Law, Article 18-A (GML), and with all applicable federal, state and local laws and regulations, internal agency policies and accepted ethical standards. In conjunction with the Director of Administration, this individual is also responsible for maintaining the full transparency of the OCIDA and OCFC to the public, through prompt and complete disclosure of project and policy-related notices and documents, and through comprehensive, accurate and timely reporting to the NYS Authorities Budget Office (ABO) and other various entities who oversee our agencies. This individual also plays a key role in supporting the day-to-day financial operations of the OCIDA and OCFC.

Duties & Responsibilities:

Compliance

- Work with CEO, Director of Administration and agency's legal counsel to maintain full compliance, at all times, with OCIDA/OCFC policies and with all applicable laws and regulatory policies, ethical standards and, whenever possible, best practices of the GML/PAAA, ABO, OSC, and other germane federal, state and local jurisdictions.
- Working with Director of Administration and legal counsel, ensure OCIDA/OCFC transparency to the general public through prompt disclosure of project and policy-related documents via the OCIDA website and other available digital and traditional outlets.
- In the event of any instances of non-compliance, real or perceived, take timely, decisive action including notifying CEO, Director of Administration and/or the agency's general counsel, to ensure prompt and appropriate steps and corrective measures are initiated and completed to counsel's satisfaction.

Duties & Responsibilities continued:

- Work with Director of Administration, OCIDA/OCFC project representatives and the agencies' government reporting service providers to coordinate and assist in the compilation and verification of agency financial information and OCIDA/OCFC project data for regular reporting to the NYS Authorities Budget Office (ABO), through the PARIS reporting system.
- Work with Director of Administration, CEO, legal counsel and our government reporting service providers to resolve all outstanding inquiries from ABO, NYS Office of State Comptroller (OSC), past applicants and other compliance agencies promptly and as completely as possible.
- Responsible for the compilation, verification and sharing of project, process and financial information, lobbying activity, and any other applicable data, as required by the OCIDA/OCFC's internal policies, and as required or requested by the agencies' other various oversight authorities and ethics boards.
- Verify and maintain project compliance with OCIDA/OCFC policies and agreements, including employment, financials, subtenant, fee requirements, and sales tax filings, in collaboration with the Director of Administration.
- Prepare and distribute correspondence to clients explaining compliance requirements and meet or speak with clients to explain requirements, as necessary.
- Maintain files and drafts correspondence documenting client compliance, defaults, penalties and any related corrective actions.
- Maintain and update project files, meeting minutes and livestream videos in agency database and on OCIDA website.
- Oversee drafting and distribution of periodic notifications to all taxing jurisdictions impacted by affected OCIDA/OCFC projects, as required by GML/PAAA regulations.
- Monitor and maintain full compliance ensure of OCIDA website, coordinating with agency's web vendor on various updates and enhancements as necessary.

Duties & Responsibilities continued:

- Assist Director of Administration in fielding and responding to NYS Freedom of Information Law (FOIL) requests, and to all lawful and reasonable public and governmental inquiries in a prompt, professional manner.

- Support Director of Administration, CEO, and the OCIDA's labor monitoring firm(s) to ensure that projects fully comply with the agency's local labor policy.

Financial Operations

- Manage agencies' accounts payable by organizing bills and other payment requests, drafting vouchers and preparing checks to be cut.
- Assist Director of Administration through the agency's A/P and A/R processes, working closely with Staff and Board to coordinate and continually enhance those processes.
- Manage Audit Confirmation Letters process by drafting, sending, fielding responses and following up with contacts for OCIDA/OCFC projects.
- Work with Director of Administration to further prepare for annual OCIDA/OCIDA financial audits and support external auditors throughout the entire process.
- Further support annual audit by providing other assistance to Auditors, CFO, Director of Administration and CEO.
- Oversee agency's bookkeeping duties, in coordination with Staff and any external bookkeeping and financial accounting service providers.
- Deposit any checks received from applicants/projects and others as needed.
- Assist Director of Administration and CEO in preparation of monthly financial reports and related documents as needed.

Duties & Responsibilities continued:

Agency Support

- Work with Director of Administration, Board, general counsel and bond counsel to coordinate and execute the processing of all OCIDA and OCFC applications for financial assistance, from initial receipt to final approvals and legal closings.
- Help maintain accurate and complete files in agency's file room and on cloud-based server.

- Assist and troubleshoot IT, telecom, printing and other technical issues.
- Help maintain accurate and complete files in agency's file room and on cloud-based server.
- Attend Public Hearings as needed.

In addition to the above, the Finance & Compliance Manager will assume other related responsibilities and duties as required and as assigned by CEO or by the Director of Administration.

Position Requirements & Qualifications:

- Ethical decision maker, ability to appreciate and maintain confidentiality.
- High school diploma or equivalent education required; bachelor's degree or equivalent in business, economics, public administration or related field is preferred.
- Minimum 5 years of professional experience in an administrative role, preferably in the realm of compliance. Experience with IDAs or a public finance environment is an advantage.
- Strong knowledge and experience using finance and accounting computer programs and software, including Intuit QuickBooks Online.
- Proficient in Microsoft Office Suite and other relevant software.
- Experience training and guiding administrative or clerical staff is preferred.
- Pro-active, collaborative and team oriented.

Position Requirements & Qualifications continued:

- Demonstrated effective analysis, organizational, problem-solving and decision-making skills.
- Strong analytical skills with the ability to collect, organize, review and disseminate significant amount of information with attention to detail and accuracy.
- Proven ability to multi-task and prioritize competing tasks effectively.
- Strong verbal and written communication skills.
- Positive attitude and professional demeanor.

**LABOR
POLICY**
ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Adopted 01-18-23, as amended 06-26-24

Deleted: EXHIBIT "C"

The Orange County Industrial Development Agency (IDA) was established for the purpose of creating employment opportunities for, and to promote the general prosperity and economic welfare of the residents of Orange County. The IDA offers economic incentives and benefits to qualified applicants who wish to locate or expand their businesses or facilities in Orange County. When the IDA approves a project, it enters into agreements to extend these incentives and benefits to the applicant.

Construction jobs, though limited in time duration, are vital to the overall employment opportunities and economic growth in Orange County. The IDA believes that companies benefiting from its incentive programs should employ local laborers, mechanics, craft persons, journey workers, equipment operators, truck drivers and apprentices (hereinafter "construction workers"), including those who have returned from military service, during the construction phase of projects. In this way, the IDA can generate significant benefits to advance the County's general prosperity. It is, therefore, the policy of the IDA that firms benefiting from its programs shall employ workers from Orange County and the "local labor" market during all project phases, including the construction phase.

For the purpose of this policy, the "local labor" market for construction workers shall be defined as those individuals living in Orange, Ulster, Sullivan, Dutchess, Putnam, Rockland, Westchester, and Delaware Counties. Applicants receiving IDA benefits shall ensure the contractor/developer hire at least 85% from the "local labor" market for their approved projects. The 85% shall be borne by each primary contractor, including their subcontractors, and in total at the time of completion of the project. The contractor/developer is mandated to keep daily log sheets of all field workers, commencing on the date of application. Any work performed after application shall be included in the determination of overall compliance with the 85% hiring requirements of this policy. A third-party auditing firm will be engaged to monitor construction work commencing on the date benefits are granted by resolution of the IDA Board.

Deleted: The 85% shall be by contractor and in total at the time of completion of the project.

However, the IDA recognizes that the use of local labor may not be possible for the following reasons and the applicant may request an exemption on a particular contract or trade scope for the following reasons:

1. Warranty issues related to installation of specialized equipment whereby the manufacturer requires installation by only approved installers;
2. Specialized construction is required and no local contractors or local construction workers have the required skills, certifications or training to perform

the work;

3. Cost Differentials:
 - a. For projects whose project cost exceeds \$15M, significant cost differentials in bid prices whereby the use of local labor and materials significantly increases the sub contract or contract of a particular trade or work scope by at least 20%. Every reasonable effort should be made by the applicant and or the applicant's contractor to get below the 20% cost differential including, but not limited to, communicating and meeting with local construction trade organizations, such as the Hudson Valley Building and Construction Trades Council and other local Contractor Associations;
 - b. For projects whose project cost is less than \$15M, significant cost differentials in bid prices whereby the use of local labor and materials significantly increases the sub contract or contract of a particular trade or work scope by 10% or more. Every reasonable effort should be made by the applicant and or the applicant's contractor to get below the 10% cost differential including, but not limited to, communicating and meeting with local construction trade organizations, such as the Hudson Valley Building and Construction Trades Council and other local Contractor Associations;
4. No labor is available for the project; and
5. The contractor requires key or core persons such as supervisors, foreman or "construction workers" having special skills that are not available in the "local labor" market.

The request to secure an exemption for the use of non-local labor must be received from the applicant on the exemption form provided by the IDA or the 3rd party monitor and received in advance of work commencing. The request will be reviewed by the 3rd party monitor and forwarded to the IDA, at which time the IDA's Audit Committee shall have the authority to approve or disapprove the exemption. The 3rd party monitor shall report each authorized exemption to the Board of Directors at its monthly meeting.

In addition, applicants receiving IDA benefits and Contractors on the project shall make every reasonable effort to utilize vendors, material suppliers, subcontractors and professional services from Orange County and the surrounding counties. Applicants and contractors shall be required to keep records of those local vendors, material suppliers, contractors and professional services whom they have solicited and with whom they have contracted with or awarded. This shall be stored in a binder on site and shall be easily available for review by an authorized representative of the IDA, such as the IDA's 3rd party monitor. It shall include any documents for solicitation and contracts. It is the goal of the County of Orange and the IDA to promote the use of local veterans on projects receiving IDA

benefits. By partnering with local contractors, local contractor groups, local trade unions and contractors awarded work on IDA projects, there are opportunities for veterans to gain both short term and long term careers in the construction industry.

Once approved for IDA benefits, all applicants will be required to provide to IDA staff the following information:

1. Contact information for the applicant's representative who will be responsible and accountable for providing information about the bidding and awarding of construction contracts relative to the applicant's project;
2. Description of the nature of construction jobs created by the project, including in as much detail as possible, the number, type and duration of construction positions;
3. The names, contact information, certificate of authorization to do business in the State of New York and copies of current Certificates of NYS Workers' Compensation Insurance, NYS Disability Insurance, General Liability Insurance and proof of current OSHA training certification from all contractors' employees performing work on the site; and
4. A Construction Completion Report listing the names and business locations of prime contractors, subcontractors and vendors who have been engaged in the construction phase of the project.

All Orange County IDA projects are subject to local monitoring by the IDA and any 3rd party monitor. The applicant and/or the Construction Manager or General Contractor acting as agent for the applicant on the project, shall keep a log book on site detailing the number of workers, hours worked and counties and states in which they reside. Proof of residency or copy of drivers' license shall be included in the log book, along with evidence of necessary OSHA certifications. Reports will be on forms provided by the IDA or weekly payroll reports which contain the same information as required on the IDA issued form. The applicant and contractors are subject to periodic inspection or monitoring by the IDA or 3rd party monitor.

The 3rd party monitor shall issue a report to the IDA staff immediately when an applicant or applicant's contractor is not in compliance with this labor policy. IDA staff shall advise the Audit Committee and/or IDA Board of non-compliance by email or at the next scheduled meeting. If a violation of policy has occurred, IDA staff shall notify the applicant and contractor in writing of non-compliance and give applicant a warning of violation and 72 hours in which to correct such violation. Upon evidence of continued non-compliance or additional violations, the IDA and/or its 3rd party monitor shall notify the applicant that the project is in violation of the Orange County IDA Labor Policy and is subject to IDA Board action which may result in the revocation, termination and/or recapture of any or all benefits conferred by the IDA.

The IDA will use a third party firm or firms to monitor and audit compliance with this local labor policy, the cost of which shall be paid for by the Company in advance of the audits and held in a non-interest bearing escrow account until audits are complete.

The applicant of an IDA approved project shall be required to maintain a 4' X 8' bulletin board on the project site containing the following information:

1. Contact information of the applicant;
2. Summary of the IDA benefits received;
3. Contractors names and contact information on IDA provided form;
4. Copies of proof of exemption from labor policy;
5. Copies of any warnings or violations of policy;
6. Copy of the Executed Labor Policy.

The bulletin board shall be located in an area that is accessible to onsite workers and visitors, which should be clear and legible at least 10 feet from said board.

The applicant has read the OCIDA Labor Policy and agrees to adhere to it without changes and shall require its construction manager, general contractor and sub-contractors who are not exempt to acknowledge the same. The Applicant understands and agrees that it is responsible for all third-party auditing and monitoring costs.

Applicant Signature

Signature of CM, GC or SC

Company Name

Company Name

Print Name of above signer

Print Name of above signer

Email/phone of Applicant

Email/phone of CM/GC/SC

Date

Date

Jane Samuelson
Chair

Dear Mr. Fioravanti, Mr. Crist, & IDA Board,

John Carola
Immediate Past Chair

On behalf of Vision Hudson Valley, we would like to thank you for taking the time to engage with us again regarding funding for the 2025 Quality of Life Report Card.

William Dauster
Vice Chair

Michael Flynn
Treasurer

Lyle Shute
Secretary

As we stated previously, Vision Hudson Valley, formerly known as the Orange County Citizens Foundation, is a non-partisan, not-for-profit organization that seeks to preserve and enhance the quality of life for residents of Orange County and the Hudson Valley region. We are requesting assistance in the amount of \$20,000 from the Orange County IDA to create an updated **Orange County Quality of Life Report Card** to be published in 2025. In the past, we have worked with the Orange County IDA on our 2012 and 2015 Report Cards and wish to work together again.

Trustees

Kara Cavallo

Alexandra Church

Greg DeBuck

Danielle Farrell

Ron Ferris

John Furst

Erika Hackman

Louis Heimbach

Stefanie Kostenblatt

Sharon McGinnis

Laura McMahan

Leo Soriano

Thomas Zupan

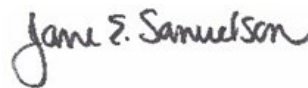
Since our last meeting, we have taken the time to refine our budget, secure additional funding partners, and sit down with the teams at Mount Saint Mary College and SUNY Orange to develop a plan moving forward. You will find more information about this attached.

We are happy to answer any questions you may have and hope we can work together on the 2025 Quality of Life Report Card.

Sincerely,

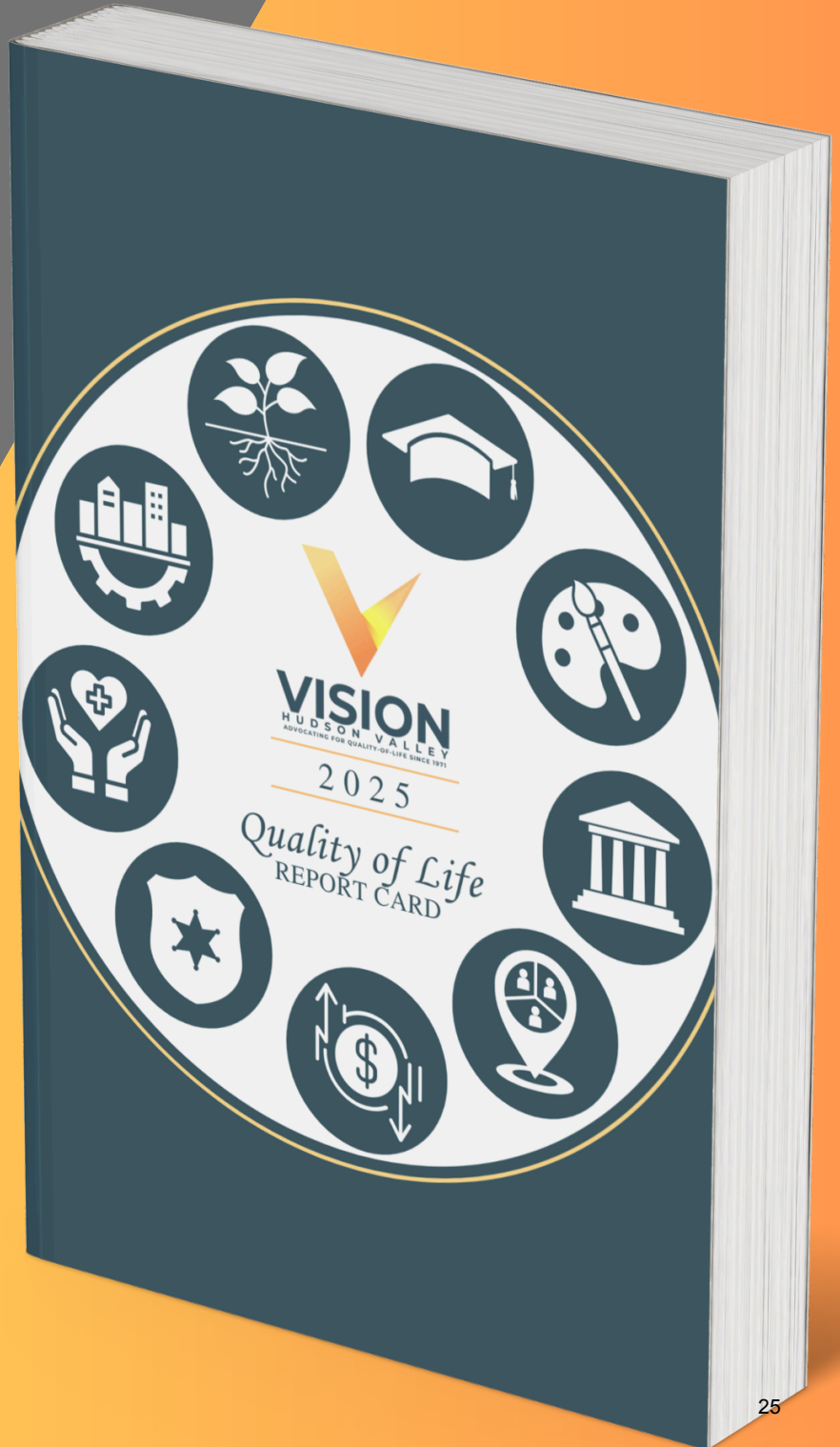


Kaitlynn Lancellotti
Executive Director



Jane Samuelson
Board of Trustee Chair

VISION HUDSON VALLEY
QUALITY OF LIFE
REPORT
CARD
2025





2025 QUALITY OF LIFE REPORT CARD

TIMELINE:

- SUMMER 2024** ● Quality of Life Survey will be sent out to the public
Focus groups for each section will be conducted
- FALL 2024** ● Staff and students will be identified from each college including which programs the research will be divided into
Research will begin at each college under the guidance of MSMC project manager
- SPRING 2025** ● Research will continue at each college under the guidance of MSMC project manager
- SUMMER 2025** ● Research will be compiled into a finalized report at each college under the guidance of MSMC project manager
- FALL 2025** ● The report will be finalized and released to the public



2025 QUALITY OF LIFE REPORT CARD

FUNDING PARTNERS AND PROSPECTS:

PROSPECT	FUNDS	STATUS
Senator James Skoufis	\$10,000	Committed
Brian Maher - Personal Capacity	\$5,000	Committed
Walden Savings Bank	\$5,000	Committed
Garnet Health Foundation	\$5,000	Committed
Resorts World	\$5,000	Interested - Submitting Information
Orange County IDA	\$20,000	Submitted Information



2025 QUALITY OF LIFE REPORT CARD

ESTIMATED COST TO PREPARE QOL REPORT CARD:

(IF ALL RESEARCH IS DONE BY STUDENTS)

#	SECTION	# OF PAGES PER SECTION	ASSUMED # OF HOURS TO PREPARE SECTION	STUDENTS \$ PER HOUR	TOTAL COST
1	Education	43	258	\$15.00	\$3,870.00
2	Health & Healthcare	85	510	\$15.00	\$7,650.00
3	Economy	54	324	\$15.00	\$4,860.00
4	Environment	42	252	\$15.00	\$3,780.00
5	Arts & Culture	18	108	\$15.00	\$1,620.00
6	Transportation & Utilities (Infrastructure)	23	300	\$15.00	\$4,500.00
7	Public Safety	25	150	\$15.00	\$2,250.00
8	Government	35	210	\$15.00	\$3,150.00
				SUBTOTAL	\$31,680.00
		# OF PEOPLE	# OF PER SEMESTERS	COST PER SEMESTER	
	PROJECT MANAGER	3	3	\$3,000.00	\$27,000.00
GRAND TOTAL					\$58,680.00