

New Direction. New Opportunity. New Ideas.



ORANGE COUNTY
PARTNERSHIP
CENTER OF ECONOMIC DEVELOPMENT
NEW YORK



2018 ANNUAL REPORT

New Direction. New Opportunity. New Ideas.

The year 2018 set the Orange County Partnership in a new direction. Our reincorporation as the Orange County Partnership, Inc., coupled with a new set of by-laws and the unanimous support of our Board of Directors reinforced our strength and ability to provide outstanding service in the field of economic development for another 32 years! A review of our record underscores the fact that our efforts have kept Orange County one of the most competitive in New York State. The private sector business community has supported us every step of the way and with our abundant pipeline of projects, 2019 promises to be another banner year.

With our new team came fresh ideas, incorporating transformative ways to keep our economic engine roaring.

In the past two years, Orange County has scored significant victories with impactful attractions in manufacturing, e-commerce, food and beverage, tourism destination and R&D. Our ability to attract new business and assist with local expansions which result in job creation remains unprecedented. Each victory stimulates the economy and multiplies.

The Partnership continues to look to the future. We teamed up with our strategic partners and business leaders to address the NYS Route 17/I-86 corridor upgrades. We are focusing on workforce development, proactively taking steps to assemble a private sector driven work-readiness team that is both local and futuristic.

I am pleased to announce that moving into 2019, our pipeline is full. Leads continue to stream in and we are fully aware that, given necessary approvals and permitting, and despite our business friendly municipalities, the process can be protracted. But long-cycle times go hand-in-hand with complex transactions and the Partnership team is committed to seeing each and every opportunity result in job creation for our Orange County residents.

New directions, new opportunities, new ideas and results are what you can expect from the Orange County Partnership, Inc.

Robert Kaehler
CHAIRMAN

Maureen Halahan
PRESIDENT & CEO

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2018 Board of Directors



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SECRETARY

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VICE CHAIR

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CHAIRMAN

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MEMBER AT LARGE

James Smith
MEMBER AT LARGE

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Derrick Wynkoop

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Robert Hannan
Louis Heimbach
Woody Levitan

David MacFarland
Alan Marks
Ralph Martucci
William Vacca

Orange County, NY Takes Flight!



Change was in the air at New York Stewart International Airport this year.

In 2007, when the Port Authority took charge of the facility, it vowed to make the airport a viable alternative to the congestion of the three major local airports. Eleven years later, it is estimated that 700,000 passengers will pass through the terminal at New York Stewart International Airport by the end of 2018. Based on this projection, it is safe to say the Port Authority is making that mission a reality.

In 2017, an announcement was made which included a partnership between the airport and Norwegian Air, the world's sixth largest low-cost airline. This partnership made transatlantic flights from Newburgh, NY to Ireland and Scotland available for the first time ever. These new routes gave a huge boost in volume of travelers bustling through our local airport. Responding to the surge in air traffic, the Port Authority authorized a \$30 million expansion project to be completed by 2020. This expansion will include an increase in the size of the terminal by nearly 20,000 feet, a four-booth inspection station for U.S. Customs and Border Protection agents, along with a solar powered carport with charging stations for battery-powered vehicles.

Under the direction of the Port Authority of New York and New Jersey, New York Stewart International Airport continues to modernize and develop services and expand its role as a key transportation hub in Orange County. For these reasons, the Orange County Partnership named the Port Authority of New York and New Jersey as its 2018 Most Valuable Partner.



New York Stewart International Airport AIRLINE CARRIERS



Investing in our Future



The Orange County Partnership, Sullivan County Partnership and the Orange County Citizens Foundation joined forces in 2017 to create the Route 17 Transportation and Traffic Alleviation Plan (TTAP). This coalition was formed to support needed improvements to the Route 17 Corridor in the two counties. Members of the TTAP recognize that infrastructure investments are critical in order for the region's unprecedented economic growth to continue, so they set out on a mission to move this issue to the front burner of official state business through an intense outreach program.

Their efforts in securing funding for the first phase of the project were successful as the New York State Department of Transportation has committed to provide "up to \$5 million to advance environmental and design activities related to the construction of a third travel lane along Route 17 Corridor in Orange and Sullivan Counties."

There is still much work to be done, but the coalition is confident as they forge ahead in the pursuit of their ultimate goal of securing additional funds to improve and expand this vital corridor. Stay tuned for further developments!

Confidence in Orange County, NY SPEC DEVELOPMENT IS ON THE RISE!

Highlights in Progress:

**54 TURNER DRIVE
TOWN OF WALLKILL**
55,000 SF Industrial Building

**17 CANNON HILL DRIVE
TOWN OF GOSHEN**
60,000 SF Industrial Flex Space

**MATRIX DEVELOPMENT
TOWN OF WAWAYANDA**
241,800 SF Industrial Flex Space

**BLUEWATER INDUSTRIAL PARTNERS
TOWN OF MONTGOMERY**
1,000,000+ SF Warehouse

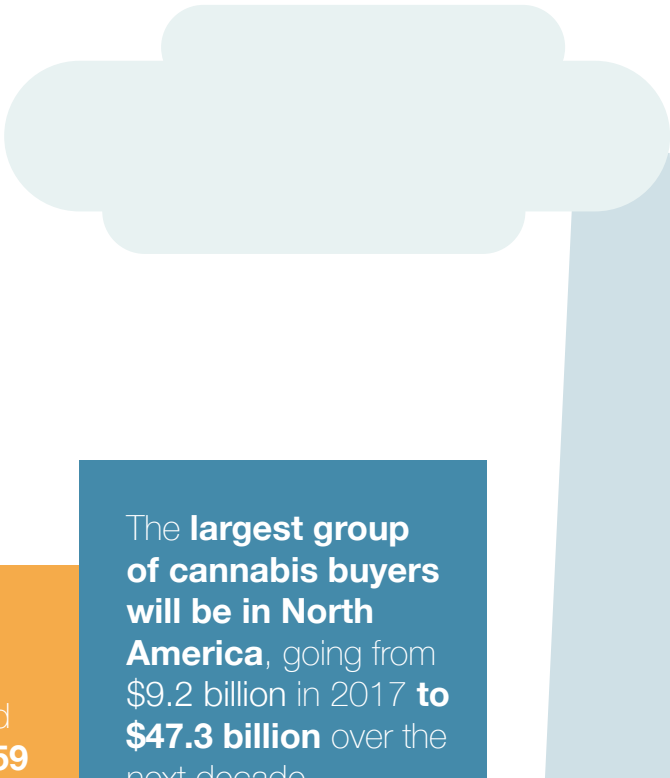
**NATIONAL REALTY DEVELOPMENT
TOWN OF MONTGOMERY**
312,500 SF Warehouse

**NATIONAL REALTY DEVELOPMENT
TOWN OF GOSHEN**
110,000+ SF Flex Building at the
Oxford Commerce Center



Manufacturing adds a lot of value to the power of the economy. Every dollar spent in manufacturing **adds \$1.89 in business growth** in other supporting sectors.

(Source: Manufacturers Alliance for Productivity and Innovation)



The OTC drug market was valued at **\$132.79 billion in 2017**, and is expected to register a Compound Annual Growth Rate of about 6.5% during the forecast period, 2018-2023.



Geritrex Corporation

By 2020, the **Gluten-Free market** is projected to be **valued at 7.59 billion** U.S. dollars.



Nummies, LLC

The **largest group of cannabis buyers will be in North America**, going from \$9.2 billion in 2017 to **\$47.3 billion** over the next decade.



CITIVA

Aladdin Manufacturing Corporation



Carpet accounts for **51%** of the total U.S. flooring market.

BFY Brands



The global healthy snack market was **valued at \$21.1 billion** in 2016 and is expected to grow.

Mediprint.us



The Healthcare **3D Printing Market** is estimated to be worth **over \$2.2 billion** by 2024.



Retail distribution is in transition... in a good way. **Trends reveal growth opportunities** for retailers open to new ideas for creating more customer-centric experiences.

Mastertex, Inc - the bedding industry has risen from \$2.3 to \$4.2 billion since 2010.

NR Trading Corporation - the U.S. toy market has reached \$25.5 billion.

Dana Distributors, Inc. - In 2017, the U.S. beer industry shipped more than 2.9 billion cases of beer.



Signature Flight Support has grown to become the **world's largest network** of Fixed Base Operations (FBOs), with over 200 locations.



Kraftify Brewing Company

Craft production grew the most for microbreweries. Retail dollar sales of craft beer **increased 8%**, up to **\$26 billion**, and now accounts for more than 23% of the **\$111.4 billion U.S. beer market**.



Independent Helicopters, LLC

establishing a second location with a new heliport and headquarters for the company to operate their charter, aerial photography, utility inspections, flight instruction, tours and special events business.



Preferred Mart

In 2017, Amazon **shipped more than 5 billion** items to Prime customers.



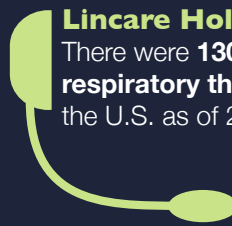
Bon Secours Community Hospital

Expanding to create an updated emergency department, lab, private rooms, and medical pavilion.



Lincare Holdings Inc.

There were **130,600 respiratory therapists** in the U.S. as of 2016.



New Century Film

The U.S. is the third largest film market in the world in terms of tickets sold per year, only behind China and India.

Wise Foods, Inc. Over the past five years, the Snack Food Production in the U.S. industry has **grown by 3.7%** to reach revenue of **\$43 billion in 2018**.



Sleep Inn & Suites Hotel, Monroe-Woodbury

Choice Hotels International brand currently franchises **6,800 hotels in 35 countries** and territories around the world.



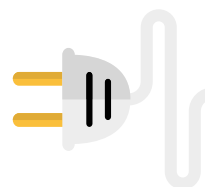
Poly Works Inc. Four out of five grocery bags in the U.S. are now plastic.

Millennium Pipeline, LLC

The U.S. Energy Information Administration reported that switching to natural gas accounted for almost **2/3 of the CO2 emission reductions** from 2006 to 2014.



Etak Systems Inc. The wireless telecommunication market in the United States was worth an estimated **\$256 billion** in 2016.



Aclara Technologies, LLC There are a total of **78,901,590 smart meters** installed across the U.S.

Alliance For Balanced Growth



ORANGE COUNTY NEW YORK



A Unified Voice for Development

- Supporting Corporate Attraction & Expansion
- Facilitating the Municipal Approval Process
- Advocating on Behalf of Quality Projects
- Keeping our Membership Educated and Informed on Critical Development Legislation & Regulations

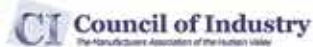
Call today to learn how you can join the ABG Team!

845.294.2323

Alex Kemp - Investor Relations

2018 Strategic Partners

ORANGE COUNTY'S POWER TEAM



Empire State Development



Investment Brings Success



WARWICK VALLEY

**OFFICE & TECHNOLOGY
CORPORATE PARK**

27.8 ACRES 'SHOVEL-READY'

IDEAL OPPORTUNITY IN THE HEART OF ORANGE COUNTY

Located in the bucolic, campus-like setting, the Warwick Office & Technology Corporate Park features 6 shovel-ready pad sites and is poised to host up to 700,000 square feet for hi-tech, light industrial, or Class A Office use. The Warwick Tech Park is furnished with a new roadway extension that connects each pad site, as well as all critical infrastructure elements including municipal water/sewer, electric, natural gas and fiber optic cable. Each pad can be combined with other contiguous pad(s) to create larger sites.

Recent Success Stories



100 JOBS | 40,000 SF | \$10MM CAPITAL INVESTMENT

**KRAFTIFY
BREWING COMPANY**

15 JOBS | 15,000 SF | \$2.7MM CAPITAL INVESTMENT



Those Who Stand With Us And Believe in

2018 OCP INVESTORS

The spirit of cooperation and true partnership is exemplified by the continued support of the following members:

2018 NEW INVESTORS

Archaeology & Historic Resource Services, LLC
Argenio Brothers, Inc.
Ascape Landscape & Construction Corp.
Baxter Building Corp.
BELFOR Property Restoration
CHA Consulting, Inc.
CohnReznick, LLP
Creighton Manning Engineering
Darlind Associates, Inc.
Goshen Chamber of Commerce
H2M architects + engineers
Hudson Valley IT Services
HZ Development Partners
Independent Helicopters
IntroSTAR
JATE Inc.
Jones Lang Lasalle
Laborers Local 17 LECET/Hudson Valley Building & Construction Trades Council
Langan Engineering & Environmental Services, Inc.
LCS Facility Group
LP Transportation
McKesson
Petillo New York, Inc.
socialtopia
StorageTown
The Pike Company
Tri-State Drywall & Acoustical, Inc.
VHB
Woodbury Common

3 Kids Corp.
AARK Companies
Accel Printing & Graphics
Action Plus Project Management, Inc.
Advance Testing Company, Inc.
AECC Group
AJ Ross Creative Media, Inc.
AJW Architectural Products
Alianza Services, LLC
American Paper & Supply Company
Amscan, Inc.
Anderson Design Group, Architects & Planners
Andrew Komonchak
Angry Orchard Cider Company
Armistead Mechanical, Inc.
Atlantic Aviation
Atlas Security Services, Inc.
Aurochemicals
Ball Corporation
Barton & Loguidice, D.P.C.
BBG&G Integrated Marketing
Belsito Communications, Inc.
BenefitPlanners/Andy Schwartz
Bethel Woods Center for the Arts
Big Shine Energy
Big V Properties, LLC
Bishop Beaudry Construction
Bleakley Platt & Schmidt, LLP
Blustein, Shapiro, Rich & Barone, LLP
Bon Secours Charity Health System
Bonura Hospitality Group
Boyce Excavating Co., Inc.
Burke, Miele, Golden & Naughton, LLP
Capacity Group
Catania, Mahon, Milligram & Rider, PLLC
Catskill Hudson Bank
CBRE

Central Hudson Gas & Electric Corporation
Chase
Child Care Council of Orange County, Inc.
City of Middletown
City of Port Jervis
Clark Patterson Lee
Combined Energy Services
Community Products, LLC
Consigli Construction
Construction Contractors Association of the Hudson Valley
Couch White, LLP
CPV Valley Energy Center, LLC
Crist Bros. Orchards, Inc.
Crown Castle Fiber
Cushman & Wakefield/Pyramid Brokerage Company
D.A. Collins Construction Co., Inc.
Daubman Corporate Interiors
Daylight Savings Company
Delaware Engineering, D.P.C.
Devitt Management & Associates Inc.
Dick's Concrete Co., Inc.
Donna Cornell & Company, Inc.
E. Tetz & Sons, Inc.
EDF Renewables
Emergency One Urgent Care and Occupational Health Center
Empire State Bank
Empire State Development Fund
Engineers Labor-Employer Cooperative (ELEC)
Engineering & Surveying Properties, PC
Ethan Allen Workforce Solutions
Fabricators & Erectors Association
Farr Engineering
Fellenzer Engineering, LLP
First Federal Savings of Middletown

The Value of Economic Development

Fusco Engineering & Land Surveying, P.C.
GE Solar
GKG CPAs
H.O. Penn Machinery Company, Inc.
Harris Beach PLLC
HeadzUp, Inc.
Here's Help Staffing & Recruiting
High Hotels: Courtyard by Marriott & Hampton Inn Middletown
Holt Construction Corp.
Homewood Suites by Hilton
Hospice of Orange & Sullivan Counties, Inc.
Hudson Gateway Association of REALTORS®
Hudson Valley Audio Visual
Hudson Valley DK1
Hudson Valley Federal Credit Union
Hutchings Agency, Inc.
Independent Telecommunications Corporation (ITC)
Jeff Bank
John J. Lease Realtors/Commercial
Jointa Lime Company
JMC Planning Engineering Landscape Architecture & Land Surveying PLLC
Judelson, Giordano & Siegel, CPA PC
Keller Williams Realty Hudson Valley United
Knapp Consultants, Inc.
Kubricky Construction Corp.
Lakeland Bank
LAN Associates, E.P.A.S., LLP
Lanc & Tully Engineering and Surveying PC
Law Office of ML Zager PC
LeChase Construction Services, LLC
Lerner Pavlick Realty
Libertyville Capital Group
Louis Heimbach
M&R Energy Resources Corp.
M&T Bank
Mansfield Commercial Real Estate, Inc.
Maser Consulting P.A.
McBride Corporate Real Estate
McGoey, Hauser and Edsall Consulting Engineers, D.P.C.
Mediacom Communications Corporation
Media Solstice Marketing & Public Relations
MEHL Electric Company, Inc.
Microtel Inn & Suites by Wyndham, Middletown
Middletown Medical
Millennium Pipeline Company LLC
Milmar Food Group
Minuta Architecture, PLLC
MJS Engineering & Land Surveying, P.C.
MNTM Engineering & Land Surveying, P.C.
Mount Saint Mary College
Nelson, Pope & Voorhis, LLC
New York Business Development Corp.
New York Stewart International Airport

Niki Jones Agency, Inc.
Northwestern Mutual/Sean Barton
Nugent & Haeussler, P.C.
Orange and Rockland Utilities, Inc.
Orange Bank & Trust Company
Orange Regional Medical Center
PKF O'Connor Davies
Pepsi-Cola of the Hudson Valley
Perreca Electric Company, Inc.
Pfister Energy, Inc.
PharmaCann, LLC
Pratt & Whitney-Advanced Coating Technologies
Precision Pipeline Solutions
Precision Roofing, Inc.
President Container Group II
Provident Design Engineering, PLLC
PS&S Integrated Services
Rand Commercial | Team RJ Smith
RBT CPAs
Remeo Products
Rhinebeck Bank
Rider Weiner & Frankel, P.C.
Riverside Bank
Ronald S. Kossar, Attorney at Law
Runway Realty, LLC
SABO Industrial Corp.
Satin Fine Foods, Inc.
Seely & Durland Insurance
Sessler Wrecking, Inc.
ShortLine/Coach USA
Signature Flight Support
Simone Metro Properties Development
Sleep Inn & Suites - Middletown/Goshen
Sleep Inn & Suites Hotel, Monroe-Woodbury
SMACNA
sPowell Associates, Inc.
St. Luke's Cornwall Hospital
StandBack General Contractors, LLC
Sterling National Bank
Steven Lombardi Construction
Storm King Group, Inc.
SUNY Orange
TEC Land Surveying P.C.
TD Bank
TKC Landscaping
Takasago International Corporation (USA)
Taylor Montgomery, LLC
Tectonic Engineering & Surveying Consultants P.C.
The Byne Group
The Chazen Companies
The Frassetto Companies LLC
The Ruby Group
The Whiting-Turner Contracting Company
The Zick Whitted Taub Group, Inc.
Thomas J. Kempton Jr., Inc.
Tinkelman Architecture, PLLC

Toshiba Business Solutions
Town of Chester
Town of Crawford
Town of Hamptonburgh
Town of Montgomery
Town of New Windsor
Town of Wallkill
Town of Warwick
Town of Wawayanda
Triple R Development
Ulster Savings Bank
Unicorr Packaging Group
Unilock
United Way of the Dutchess-Orange Region
USIS Inc.
Utility Survey Corp.
Valuation Consultants, Inc.
Verticon, Ltd. Construction
Village of Walden
Volum8 Creative Inc.
Walden Environmental Engineering PLLC
Walden Savings Bank
Wallkill Valley Federal Savings & Loan Association
Warwick Properties, LLC/JonahMandelbaum
Warwick Valley Telephone
Waschitz Pavloff CPA LLP
Welby, Brady & Greenblatt, LLP
William A. Smith & Son, Inc.

“Our Circle of Success is based on the fact that there is a measurable return on your participation as an Investor in the Orange County Partnership.”



ORANGE COUNTY
PARTNERSHIP
 CENTER OF ECONOMIC DEVELOPMENT
 NEW YORK

**OUR MISSION IS MADE POSSIBLE BY THE SUPPORT OF OUR
 2018 MAJOR INVESTORS**

SENIOR PARTNERS



LANDMARK INVESTORS



DISTINGUISHED INVESTORS

