



www.realestateindepth.com

# REAL ESTATE IN-DEPTH

Official Publication of the Hudson Gateway Association of Realtors



## FOCUS ON ORANGE COUNTY

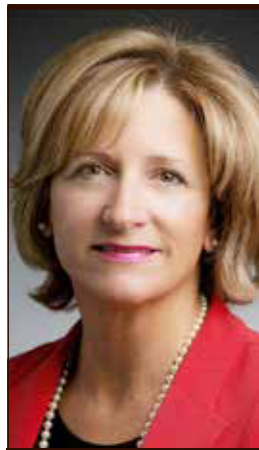
# Seizing the Opportunity to Compete For High-Value Manufacturing Projects

By Maureen Halahan

Globalization has long impacted the location decisions of manufacturing firms; many have decided to locate overseas over the last 20 years. Fast forward to 2022—global pandemics, geopolitical uncertainty, and heightened supply chain risks have complicated economic development and location decision making.

As documented in a recent *Wall Street Journal* article (<https://www.wsj.com/articles/u-s-companies-on-pace-to-bring-home-record-number-of-overseas-jobs-11660968061>) American companies are on pace to reshore, or return, a record number of jobs to the United States. One key question arises: How do we, as economic developers, seize the global opportunity to compete for high-value manufacturing projects?

In the book, “Agents of Economic Development,” authors Neal Wade and Dr. Bill Smith famously coined: “If eco-



*In a time of heightened risk mitigation in industrial real estate and site selection, Orange County has remained a magnet for speculative industrial investment—with millions of square feet of speculative development in varying stages of the entitlement process.*

omic developers are not thinking 10 years ahead, then they’re already falling behind.”

Recognizing the global trends in reshoring, federal investment in manufacturing through the CHIP’s (“Creating Helpful Incentives to Produce Semiconductors”) Act, and renewed state-wide enthusiasm for manufactur-

ing—we’ve rolled out a new initiative called the Site Inventory Program (SIP). **Editor’s Note:** See story on the Site Inventory Program on page 6.

This initiative is multifaceted, with a key focus on identifying sites and communities that have the infrastructure to accommodate what we call “Strategic Sectors,” consisting of the food and

beverage processing, life sciences/pharma, and clean energy manufacturing clusters. In essence, we’re working to reverse-engineer the site selection process—uncovering which communities currently have the infrastructure to site manufacturing projects, and which communities will have the infrastructure in the future.

In a time of heightened risk mitigation in industrial real estate and site selection, Orange County has remained a magnet for speculative industrial investment—with millions of square feet of speculative development in varying stages of the entitlement process. There’s an important message in this phenomenon—the market fundamentals of Orange County are strong and resilient. The proliferation of spec buildings means industrial tenants have an opportunity to enter a highly sought-after market with a degree of speed and predictability that many

**Please turn to page 7**

# Orange County Leads NY State In Growth of Visitor Spending

By Mary T. Prenon

GOSHEN—Orange County is on top of the tourism market according to a new report that indicates a 63.4% growth in visitor spending in 2021. Surpassing the Hudson Valley and New York State percentage increases as a whole, visitor spending increased 49.5% throughout the Hudson Valley and 53.4% statewide.

The international research firm Tourism Economics, an Oxford Economics company, also found that tourists spent \$909 million in Orange County in 2021, the same year that LEGOLAND New York Resort opened. Other events that returned after the pandemic included the Pine Bush UFO Fair and New York Renaissance Faire. Across New York State, tourists spent \$85.5 billion in 2021.

“The continued success of our

Tourism and Film Office has helped economic development in the county and strengthened our economy,” said Orange County Executive Steven M. Neuhaus. “It creates and sustains jobs and supports a vibrant business environment. Orange County is an attractive tourist destination and we expect it to continue to flourish.”

The report also found that without the tourism dollars, each Orange County homeowner would have been saddled with an average of \$1,095 more in 2021 taxes to maintain government services. That was the largest tax impact among Hudson Valley counties.

“We are thrilled to see that the attractions, accommodations, restaurants and festivals that make Orange County such a wonderful place to visit also contribute so much to its financial strength,” said Amanda Dana, Director



LEGOLAND New York in Goshen

of Orange County Tourism and Film.

In addition, tourism was responsible for 7.3% of Orange County’s jobs and Orange also led the six-county Hudson Valley region in retail sales at \$383.3 million.

Dana cited the county’s thriving craft beverage scene, festivals, historic lodgings and seasonal attractions as part of the draw to the area. In addition to the new LEGOLAND New York Resort in Goshen, other popular tourist destinations include the U.S. Military Academy at West Point, Storm King Arts Center, several local wineries and annual festivals like the Warwick Applefest and the New York Air Show at the Orange County Airport.

“The findings of the report were not surprising, since we have met

with many of our partners and know they are recovering very nicely following the onset of the pandemic in 2020,” said Dana. Although the world-renowned Woodbury Common Premium Outlets lost a significant amount of the Chinese tourist market, the destination shopping attraction still managed to exceed 2019’s economic growth. Typically, Woodbury Common sees more than 13 million visitors every year.

Visitor numbers have also grown during the past year for the Storm King Arts Center at over 225,000 a year, followed closely by the Warwick Valley Winery & Distillery at more than 200,000, and Angry Orchard at 150,000.

**Please turn to page 4**



Woodbury Common Premium Outlets

## 5

## QUESTIONS

## WITH

**STEVEN M. NEUHAUS**  
Orange County Executive

By John Jordan

GOSHEN—Now in his third term of office, Orange County Executive Steven M. Neuhaus is looking beyond the COVID-19 pandemic to the future of Orange County.

Neuhaus, at a recent meeting of the Alliance for Balanced Growth, did not hold back and offered his frank assessment of the economy and what he believes is the proper use of federal government financial incentives.

Based on his sometimes blunt comments there, *Real Estate In-Depth* felt it had to sit down once again to get County Executive Neuhaus on the record on those and other key issues.

A life-long Orange County resident, Neuhaus and his two sisters were raised on a working farm in Southern Orange County that is still operational today. He attended Monroe-Woodbury High School and took courses at SUNY Orange during his senior year. Neuhaus went on to receive a Bachelor Degree in History/Political Science from Mount Saint Mary College as well as a Master Degree in Public Administration from Marist College. He is also a graduate of Orange County's Leadership Orange program.

Neuhaus recently was promoted to the rank of Commander in the U.S. Navy Reserves effective Oct. 1, 2022. Neuhaus became a commissioned Officer in the Navy in December of 2007. He served on active duty earlier this year in Europe with the U.S. Navy's Sixth Fleet in response to the Russian invasion of Ukraine. The Sixth Fleet is the Navy's operational fleet and staff of the U.S. Naval Forces in Europe and Africa.

He was previously on active duty with the U.S. Navy from November of 2018 to June of 2019. During that time, he served with the Combined Joint Special Operations Task Force, spending most of his deployment in various locations throughout Iraq in Support of Operation Inherent Resolve, the U.S. military campaign against ISIS. The County Executive also served overseas in South Korea in 2017 and North Africa in 2011.

Neuhaus, a Republican, was sworn into office on Jan. 1, 2014 after having served as the Town of Chester's Supervisor for six years. He ran unopposed and was elected into his third term of office as County Executive in November 2021.

He lives in Chester with his wife and four children.

**1 Real Estate In-Depth:** At a recent meeting of the Alliance for Balanced Growth, you said that the county plans to use its surplus, mostly COVID relief funds from the federal government, for infrastructure spending and perhaps a tax cut for taxpayers. Can you elaborate on the amount of funding you plan to earmark for infrastructure and some of the projects to be funded as well as other specifics of your plan?

**Neuhaus:** So, we are doing phenomenally well financially and our surplus is coming from two sources. If we never got the ARPA (American Rescue Plan Act) money we would have been completely solid in this county. That's how good (financially) we are doing



thanks to conservative budgeting and a lot of great sources of income, much of that being sales tax. A lot of counties balance their budgets on property tax. However, because we are so big on economic development with companies like Medline and tourist destinations like LEGOLAND New York, we are bringing in close to \$5 million in motel tax alone. So, we have two big pots of money we have surplus monies in—one is sales tax and the other is ARPA.

Some counties are using ARPA money for social programs and things like that. For the most part, all of my ARPA money is going towards infrastructure. We have \$75 million coming in. We are going to put in, at the end of the day, about \$20 million for a new Medical Examiner's office and also all sorts of other major infrastructure projects. We also have a massive amount of sales tax (revenue). I am talking tens of millions of dollars in sales tax surplus. My unrestricted fund balance is close to \$200 million at the end of this year. I have an \$830-million budget so that is a ton of money. So, what are we doing with it? Tens of millions of dollars are being allocated to paving our roads. We're doubling the number of miles we are doing this year. We are spending money on culverts and bridges. Basically, what we did is I brought in my DPW and Parks Commissioners and asked: 'What is on our to do list that we are not doing right now? Usually, that is what you put into your capital plan and say we'll borrow and we're going to get this road done in five years and we'll do this (job) in two years and buy equipment. A big part of (this plan) is we are going to buy new dump trucks and other heavy equipment that we

use for DPW to do work in-house. You are going to see tens of millions of dollars in sales tax alone going towards whether it be physical infrastructure improvements or buying the equipment and maintaining that equipment in-house.

With the rest of the money, I am doing a major budget presentation at the end of the month and we are going to do a major (property) tax cut. We have to because there is so much money coming in because in my opinion if you are not using it for county services or county infrastructure, it's got to go back to the taxpayer and that is what I am going to be announcing on Sept. 28 (Neuhaus public budget presentation). ...When I present my budget in a couple of weeks you are going to see some massive infrastructure projects listed on it, you are going to see a property tax cut for the taxpayers, and I am thinking a significant one in the tax levy and the tax rate. You will also see



less debt. We are paying cash for stuff. So, if you have this money why borrow when you can pay in cash?

We are also looking at major development of parks. We are redoing every one of our playgrounds. So, if you have a child that is autistic or a child in a wheelchair or a grandma or grandpa that has limited mobility, let's make the park accessible to everybody. ... We are also going to add 10 miles to the Heritage Trail heading out towards New Windsor that is going to open up economic corridors for bicycle shops and ice cream shops and businesses like that.

**2 Real Estate In-Depth:** Would the more prudent policy be to set some of those surplus funds aside for reserves since some economists are predicting a possible recession in 2023?

**Neuhaus:** Definitely. I am an optimist at heart, a proud American. I still believe we are the best house on a bad block. The whole world is a little upside down with war, (high) oil prices, inflation, you name it. However, I have to run a government. I have to be a little Nostradamus in the future and be able to predict where the economy is going to go. If it goes bad, am I going to have surpluses? So, we are beefing up our surpluses as high as we can go in every account. We will have the maximum amount (of reserves) we can have in there just in case. I always have believed in a rainy-day fund. God forbid we have another pandemic or we get sucked into World War III in the Pacific or with Russia. I spent a lot of this year either out in the Pacific monitoring the Chinese expansion in the entire Pacific, not just the South China Sea, as well as with first-hand knowledge in Europe that can easily suck us into a crisis and the U.S. is front and center in both of those theaters.

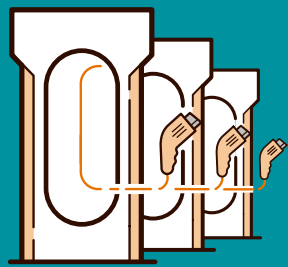
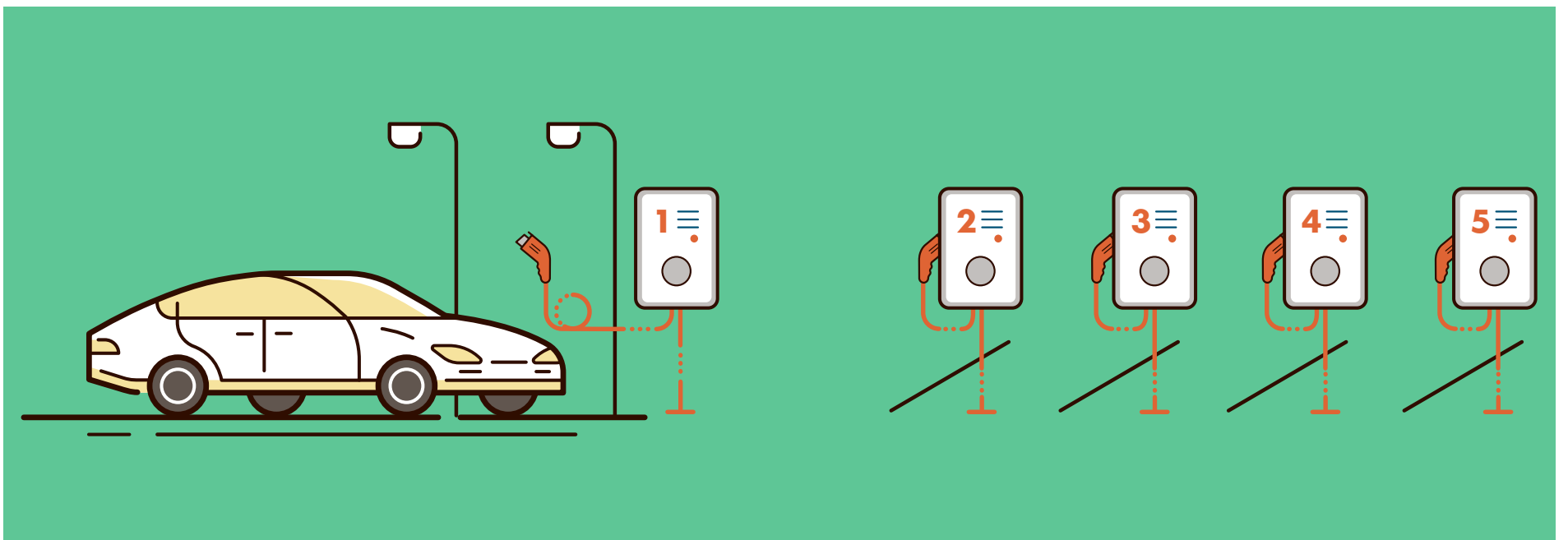
**3 Real Estate In-Depth:** Recently, you unveiled a plan to turn the former Camp LaGuardia property in Blooming Grove and Chester into a public park. From what we understand, there were some interested buyers in several RFPs issued by the county. Can you explain why you choose to reject those proposals and the rationale for making the former men's homeless shelter complex a public park?

**Neuhaus:** In May, I grabbed all our

Please turn to page 4



We're accelerating the move toward electric vehicle ownership by connecting hundreds of new public and customer-owned charging stations through our PowerReady Program.



Get incentives that cover up to 100% of the installation costs associated with installing Level 2 or DCFC stations at your commercial facility, multifamily building, or parking area.

Learn more at [oru.com/PowerReady](https://www.oru.com/PowerReady)



Orange & Rockland



## 5 Questions With Steven M. Neuhaus Continued from page 2

department heads, including our new County Attorney Rich Golden who I think is one of the best municipal attorneys in the Hudson Valley if not the state..., and we sat in a big conference room with the bids. Every one of the three bids was contingent on approvals of the local communities and was also contingent on sewer and water, which does not run with the land. When Camp LaGuardia was shut down in February 2007, the Town of Blooming Grove petitioned to have the sewer rights removed. Now we are at a sewer crisis and shortage in a part of Orange County and with getting a pocket (sewer) plant approved by the New York State DEC, as well as finding water sources and getting them approved in a timeline that these three bidders needed on it, the (County) Attorney recommended to the Chairperson of the Orange County Legislature (Katie Bonelli) and I that we would never get this approved. You are going to be dealing with this for three, four, five years before you see the first penny. We then presented it to the legislators and the majority of the legislators said we would rather see a park there. We don't have a park in southern Orange County. Let's go with that concept. ... I was all set going into that meeting that I was going to pick one of the three bidders, but then when that was presented to me that you are not going to see this in your term as County Executive or the next term that made me think we have to do something with it. Listen, I run by it every morning, including this morning. It looks like a site for "The Walking Dead." So, I have instructed my staff to just start maintaining it and cleaning it up right now in anticipation of us owning it for the near future, which it looks like we would have owned it no matter what we did with it. But, as a good military commander, I keep every option open.

**4 Real Estate In-Depth:** With the opening of LEGOLAND New York, and tourism becoming a more significant part of the county's



economy, is the planned expansion of Route 17 a key project for the future of Orange County and its future growth?

**Neuhaus:** It is not only key; it is vital and required. What I am disappointed about is that I am still hearing from New York State it is going to be three years of studies (before construction could begin). Three more years of studies before you even start to see a plan and then you are going to have to fight for more funding to get that plan implemented. I think New York State gets an



F+++ in infrastructure maintenance and it is one of the biggest impediments of economic development besides their aggressive anti-business platforms in the DEC and their lack of putting any real money forward for really good economic development projects.

Their lack of maintenance in infrastructure is a disaster—(Route) 17M is an embarrassment. We just spent a half hour talking about where I am putting my extra money, the state is giving it away like candy to social programs that do little to help anybody. They should be putting their money into infrastructure, safe streets, safe neighborhoods.

**Editor's Note:** *Real Estate In-Depth* noted that Gov. Hochul has committed \$1 billion to the Route 17 expansion project. Neuhaus then responded:

I want to see asphalt being put down. I don't want to see studies. That road has been studied for 60 years. ... They just finished doing some major upgrades on it. All they need to do is just add a third lane in there. I am happy they are talking about doing something with it. I am very skeptical that I now have to wait another three years of studies to actually see anything done. So, anybody reading your newspaper right

now is going to say, 'I am not going to see anything for the foreseeable future.' That is frustrating. ... This thing is like "Sasquatch," it's like urban folklore that there is going to be a third lane on Route 17.

**5 Real Estate In-Depth:** While COVID is not over, are there any lessons to be learned from how government, and particularly your administration, handled the fight against the spread of the pandemic?

**Neuhaus:** ...While everybody gets some type of pass because they never had seen this before in this generation, however, I think that Main Street got beat up by Wall Street. What does that mean: the Main Street businesses were forced to close and big businesses like Walmart and Target stayed open, which were vital services, people needed to get key goods in order to survive. But, I think that we can look at this and approach this a lot differently and prioritize not only public safety and public health, but also the continuance of economic growth and letting people work. And I think businesses adapted themselves too. People had to come up with websites so that people could order online.

I think going forward, we need to make economic development and the continuance of economic vitality a priority at the same time as public health. I think we were very restrictive. I think the damage it caused to schools, kids and education and socialization was a big deal.

...Every 911 call in the county gets sent to me. Last night we had a suicide, we've had people jump off the Mid-Hudson Bridge, suicide numbers are through the roof. The District Attorney (David Hoovler) and I are talking about addiction issues. So, there are a lot of negative impacts that came out of COVID and we need to make sure that if we had something like that impacting us again, we approach it in a different way.

## Orange County Leads NY State In Growth of Visitor Spending Continued from page 1

Another extremely popular outdoor destination is the county's Heritage Trail, which attracts over half a million people per year. The 18-mile linear walking and bike trail from Middletown to Harriman offers several access points including Monroe, Chester, Goshen and New Hampton. Businesses like Trailside Treats in Goshen and Mason's Marketplace in New Hampton have been popping up to cater to the walkers and bikers.

Orange County has also been found to be the top location for retail spending and second for food and beverage

sales. "Overall, we are at 86.8% recovered from the 2020 pandemic," added Dana. "New York City was hit hard and the upstate areas seemed to recover a bit more quickly."

The largest group of visitor spending is still from the New York Metro area, with more people from Long Island traveling to the area in the past year. "People like a lot of outdoor activities and they're extending their stays

because there's so much to do here," Dana said. "The fact that we're just 60 miles from New York City makes it an easy destination to reach."

Based in Goshen, Orange County Tourism & Film is the county's tourism headquarters and a participant in the I LOVE NY program. For more information, please visit [www.OrangeTourism.org](http://www.OrangeTourism.org).

**Photos courtesy of Orange County Tourism**



Orange County Heritage Trail



Storm King Arts Center



Warwick Valley Winery & Distillery

# Energy, Business, Labor Groups Say State Needs To Responsibly Advance Climate and Energy Goals

ALBANY—A group of four business, labor, construction trades and energy organizations have developed seven principles the state should follow to address what they say are shortcomings of the current version of the Scoping Plan drafted by the New York State’s Climate Action Council (CAC).

The Independent Power Producers of New York, The Business Council of New York State, the New York State AFL-CIO, and the New York State Building & Construction Trades Council jointly formulated the seven principles that they state lays out a foundation for meeting New York State’s goals while keeping New Yorkers’ lights on and their energy affordable and clean. The CAC is a 22-member committee tasked with preparing a plan to achieve the Climate Leadership and Community Protection Act’s (CLCPA) clean energy and emission reduction targets to address climate change.

The coalition charged that the current draft Scoping Plan is “complicated, could greatly impact affordability for ratepayers, has no comprehensive analysis of implementation costs for ratepayers, and could have a detrimental effect on the economy and all New Yorkers.” The final scoping plan is set to be finalized in January 2023.

The seven principles agreed upon by the coalition and released on Aug. 29, which should be included in the final New York State climate plan, are:

- Maintain safe, reliable, and resilient energy infrastructure.
- Communicate impacts on energy consumers and businesses.
- Create and retain high quality union jobs.
- Leverage the power of markets to achieve decarbonization.
- Reduce emissions from all sectors, including transportation and heating.
- Promote development and maintenance of needed energy infrastructure.
- Support fuel and technology diversity.

IPPNY President and CEO Gavin J. Donohue said “These four organizations coming together clearly demonstrates the magnitude of our clean energy goals and how all options should be on the table for discussion. The Climate Action Council is responsible for the complicated task of creating a draft Scoping Plan, but the current version could have a serious negative impact on all New Yorkers. Together, we believe this set of principles lays the groundwork for what should be considered in our climate plans to ensure a realistic approach to achieving the state’s aggressive goals. These concepts were developed by experts of the energy, business, and labor sectors based on factual data, studies, and trends.”

He added, “We cannot lose sight of the importance of our existing renewable resources while we continue our efforts to invest in new and innovative renewables and technology. We all support the transition to a cleaner energy future, but we must be realistic and work toward our goals in a responsible manner as we develop zero emission dispatchable technologies to maintain reliability while meeting the CLCPA’s targets.”

Heather Briccetti Mulligan, President and CEO, The Business Council of New York State said “Addressing climate change is crucial, but achieving New York’s emission reduction and renewable power commitments poses huge technical and financial challenges, and will take careful planning to assure both effective and affordable implementation. Business and labor share a common goal of assuring

that energy and environmental policies are developed in a way to maximize in-state economic opportunities, stemming from our significant investments in energy technology, and facility and building upgrades, while avoiding actions that cause out-of-state leakage of economic activity, jobs, or emissions. As we move toward a 100% zero emission electric generation fleet and net-zero carbon economy, we also need to maintain a reliable energy system, be open and honest about the cost and benefits of compliance options, and keep all reasonable options on the table.”

Mario Cilento, president of the New York State AFL-CIO said “Combating climate change while protecting workers is a top priority for the union movement. We are committed to being a leader in this fight and look forward to working with our diverse partners to find solutions that will achieve the state’s ambitious clean energy goals while creating and retaining high quality union jobs. To do this; we must utilize every avenue we can with all options on the table. None of this will be easy but working together, we can seize on this opportunity to address climate change, invest in our workforce and meet our climate goals for future generations.”

Gary LaBarbera, President of the Building and Construction Trades Council of Greater New York said, “Investing in clean infrastructure plays a crucial role in New York’s status as a global leader in renewable energy and creates thousands of middle-class careers with benefits for our state’s hard-working people. More than ever before,

we need to continue funding these projects that combat climate change and create opportunity and stability for the tradesmen and tradeswomen who are fundamental in achieving these energy-efficiency goals. We look forward to working with the Independent

70% renewable energy by 2030 and being 100% zero-emitting by 2040.

## About the Coalition

The Independent Power Producers of New York is an Albany-based trade association representing companies in the competitive power supply industry in New York State. IPPNY members generate the majority of New York’s electricity using a wide variety of generating technologies and fuels including hydro, nuclear, wind, natural gas, solar, energy storage, biomass, oil, and waste-to-energy.

The Business Council of New York State represents the interests of approximately 3,500 member companies that include private sector businesses, local chambers of commerce, and professional and trade associations. While 76% of its members are small businesses, it also represents some of the largest and most important corporations in the world.

The New York State AFL-CIO is a federation of 3,000 unions, representing 2.5 million members, retirees and their families with one goal; to raise the standard of living and quality of life of all working people.

Established in 1958, the NYS Building & Construction Trades Council currently represents more than 200,000 unionized construction workers in New York State. Its 15 local building trades councils, 12 district councils and state associations, and 135 local unions represent the trades that build roads, bridges, schools, and office buildings. Believing that every worker deserves a fair wage and safe working conditions, its mission is to protect and further these basic privileges.



## Residential / Commercial Oil Tank Services





HGAR Realtors:

Utilize code “Realtor 2022” to receive a \$250.00 discount for your clients, or a \$250.00 referral fee payable directly to you or a charity of your choice when you book an Oil Tank Removal Or Install Job.

Long Island: 631-414-7757

Connecticut: 203-437-6717



Hawthorne : 914-357-8275

New Paltz : 845-255-4900

New Jersey: 201-574-0555

1-888-821-4416 | [www.C2G.us](http://www.C2G.us)

# Orange County Partnership's Site Inventory Program Seeks to Take Advantage of Key Growth Industries

By John Jordan

In a highly informative session of The Alliance for Balanced Growth, officials with the Orange County Partnership and the Orange County Industrial Development Agency provided updates on the Orange County Partnership's Site Inventory Program (SIP) and the IDA's Shovel Ready Program, key initiatives geared at sustaining the impressive growth the county has achieved in spite of the COVID-19 pandemic.

The Site Inventory Program was first announced at the Orange County Partnership's MVP Annual Breakfast program in June. Orange County Partnership President and CEO Maureen Halahan said the initiative is now headed by Kaitlynn Lancellotti, Director of Business Retention and Expansion, and Conor Eckert, Senior Development Officer & Vice President of Business Attraction, for the Orange County Partnership.

The Site Inventory Program will seek to take advantage of some of Orange County's key growth industries—food & beverage processing, advanced manufacturing, clean energy and life sciences—that the Partnership believes will be investing and creating jobs in the county over the next two decades.

"I believe the Site Inventory Program is one of the most important endeavors the Partnership has launched in my more than 20 years with the organization," Halahan said in announcing the initiative. "Information such as available infrastructure is key to attracting diverse businesses. Knowledge is power and the Site Inventory Program will provide the intelligence we need to market sites to specific industry clusters that have the support of the municipality. This program will clearly set Orange County apart from its competition."

At the ABG session, which was moderated by ABG Co-Chairs John Lavelle of Rand Commercial and Andrew Fetherston of Colliers Engineering Design, Eckert of the Orange County Partnership discussed the latest on the Site Inventory Program and the benefits the program aims to provide going forward.

The ABG's Lavelle noted that there is strong demand for commercial sites in Orange County, but brokers are frustrated by the lack of available sites and the lack of infrastructure for those that are available.

Eckert said that since its launch in June, Partnership representa-



**Conor Eckert, Senior Development Officer & Vice President of Business Attraction for the Orange County Partnership, discussed the recently launched Site Inventory Program (SIP) at a recent meeting of The Alliance for Balanced Growth.**

20,000 square feet or more in communities across Orange County.

Eckert told the ABG gathering that the SIP is another example of the Orange County Partnership "being proactive as opposed to being reactive."

He continued, "So, what is the Site Inventory Program? In a nutshell it's the thought and belief that we need to be thinking about the next 10, 15, 20 years of our economy and what we want our development to look like."

The Town of Wallkill was the first municipality to meet with the Partnership's SIP officials back in June.

condition, the development should conform to the available infrastructure so that an area is not over-built.

Lavelle also noted that the Orange County Industrial Development Agency is undertaking a "Shovel Ready Initiative." IDA CEO Bill Fioravanti noted that the IDA issued a Request for Qualifications back in April and received five responses. The IDA at its Aug. 17<sup>th</sup> meeting selected Delaware Engineering, which is headquartered in Albany and has an office in Goshen, to coordinate the program. According to the RFQ, The Shovel Ready Site Evaluation project

regarding infrastructure management and provision will be developed with an aim at maximizing the economic development potential of the identified sites," the RFQ states. "As appropriate, a preliminary cost estimate for recommended capital improvements will be developed."

Fioravanti added that the IDA plans to also work with the Orange County Partnership to identify properties it might invest in, similar to the highly successful adaptive reuse of the former jail property in Warwick.

The Orange County Partnership's Eckert told *Real Estate In-Depth* that since the ABG session the Partnership has tentatively scheduled further municipal sessions. He also shared what lies ahead once the site list is complete.

"We're starting to develop a list of sites that can potentially accommodate manufacturing-centric industry clusters. Once our list is complete, we'll be developing a comprehensive attraction strategy," he said. "The data and strategy will put us in a proactive position to chase food and beverage processing, life sciences/Pharma, and clean energy product manufacturing/advanced manufacturing."

He added, "We know where we have infrastructure—but also, we know where we don't have infrastructure. This information is powerful, as we can potentially work with communities to improve infrastructure for economic development purposes. The program is about laying the foundation (no pun intended) to win dynamic projects within the strategic sectors we prioritize in the program."

The launch of the Orange County Partnership's SIP, as well as the Orange County IDA and the state's shovel-ready programs come at a very opportune time. OCP President Halahan pointed to a recent *Wall Street Journal* article that revealed that American companies are on pace to "reshore" or return to the U.S. nearly 350,000 jobs this year. The Reshoring Initiative, which issued the report, stated that the returning jobs would be the highest number on record since the group began tracking the data in 2010.

Over the past month, dozens of companies have said they had plans to build new factories or start new manufacturing projects in the U.S. Idaho-based Micron Technology Inc. announced a \$40-billion expansion of its current headquarters and investments in memory manufacturing. Ascend Elements said it would build a \$1-billion lithium-ion battery materials facility in Kentucky. South Korean conglomerate SK Group said it would invest \$22 billion in a new packaging facility, electric vehicle charging systems, and hydrogen production in Kentucky and Tennessee.

"We think it'll be a long-term trend," said Jill Carey Hall, U.S. equity strategist at Bank of America Corp. "Before COVID there was...a little uptick but obviously COVID was one big trend and you've seen a continued big jump up this year."

Earlier this year, New York State launched a major initiative called "Fast NY." Through Empire State Development, Gov. Hochul's Fiscal Year 2023 budget will make up to \$200 million available to the new FAST NY grant program to develop sites that will attract high-tech manufacturing, particularly semiconductor manufacturing, warehousing, distribution and logistics businesses to the state to jumpstart New York's shovel-readiness and increase the state's attractiveness to large employers.

***"Knowledge is power and the Site Inventory Program will provide the intelligence we need to market sites to specific industry clusters that have the support of the municipality. This program will clearly set Orange County apart from its competition."***

—MAUREEN HALAHAN, PRESIDENT, CEO, ORANGE COUNTY PARTNERSHIP

tives have met with chief officials of Blooming Grove, Monroe, Goshen and the Town of Wallkill. Upcoming meetings are planned with the City of Middletown, Port Jervis, the City of Newburgh and other municipalities.

Eckert and Lancellotti are seeking to secure information on suitable properties that are on and off-market, as well as their zoning, infrastructure, tax and regulatory approval requirements. The SIP's focus is to obtain information on properties that could accommodate new development of

Supervisor George Serrano, who attended the ABG meeting, said of the SIP session: "I think that it is great that the organizations—the Orange County Partnership and the ABG—are coming together because we have to have smart development. It is good to develop, but being smart is getting all the parties together. That is the best way."

He added that good communication with the public is important so that all parties know what could be developed at a particular site. In ad-

dition, the development should conform to the available infrastructure so that an area is not over-built. Lavelle also noted that the Orange County Industrial Development Agency is undertaking a "Shovel Ready Initiative." IDA CEO Bill Fioravanti noted that the IDA issued a Request for Qualifications back in April and received five responses. The IDA at its Aug. 17<sup>th</sup> meeting selected Delaware Engineering, which is headquartered in Albany and has an office in Goshen, to coordinate the program. According to the RFQ, The Shovel Ready Site Evaluation project

is aimed at creating the link between infrastructure, zoning, land use and economic development opportunities in a cost-efficient manner that maximizes the economic benefit of potential projects involving both reuse of existing buildings/parcels as well as expansion of service areas. The agreement with Delaware Engineering calls for the firm to engage in data gathering, land use and zoning analysis and GIS Mapping analysis.



Over the past 60 days, Marcus & Millichap has collaborated on the sale of four hotels in three transactions, exceeding \$55 million. The assets were the Hampton Inn Northwood in Myrtle Beach, SC, the Marriott Courtyard and Hampton Inn in Middletown, NY and the Holiday Inn Express Airport in Syracuse, N.Y.

## Two Adjoining Middletown Hotels Sell for \$34 Million

MIDDLETOWN—The Marriott Courtyard and Hampton Inn hotels on Crystal Run Crossing off Exit 120 of Route 17 in Middletown have been sold for \$34 million.

Brokerage firm Marcus & Millichap reported that the two properties, which combined total 261 rooms, were sold by a limited liability company to a regionally based buyer. Marcus & Millichap represented the seller and procured the buyer in the transaction.

The Marriott Courtyard is located at 24 Crystal Run Crossing, while the Hampton Inn's address is 20 Crystal Run Crossing.

The Orange County Partnership reports that the two hotels were acquired by an entity of Sonny Patel, the owner of Beer World, which opened a location nearby the hotel properties on Route 211 in Middletown in 2020. Beer World also has locations in Catskill, Chester, Kingston, Liberty, Monroe, Monticello, Horseheads, Newburgh, Pine Bush, Wappingers Falls and Peekskill. In 2020, Patel was named to the Board of Directors of the Hudson Valley Economic Development Corporation.

Andrew Kern and Jerry Swon, investment specialists in Marcus & Millichap's Tampa and Manhattan offices, respectively, had the exclusive listing to market the hotels on behalf of the unnamed seller. The property is located near the LEGOLAND New York resort in Goshen, the Orange County Speedway and the Orange County Fairgrounds in Middletown and a short drive from New York Stewart International Airport in

New Windsor.

"We received significant interest from buyers looking to acquire well-maintained, stabilized hospitality assets that provide convenient access to many of the town's demand generators, including the Galleria at Crystal Run, LEGOLAND, and the (Garnet) Medical Center," said Kern.

Over the past 60 days, Kern and Swon have collaborated on the successful disposition of four hotels in three separate transactions, exceeding \$55 million in value. The four assets are the Hampton Inn Northwood in Myrtle Beach, South Carolina, the Marriott Courtyard and Hampton Inn in Middletown, and the Holiday Inn Express Airport in Syracuse, NY.

"We utilized different marketing strategies to cater to the needs of our clients, which resulted in a successful outcome for each transaction," said Swon. "Myrtle Beach was a direct sale, while the sale in Syracuse was conducted utilizing an auction platform with 14 registered bidders. The Middletown transactions were the result of a traditional marketing process that generated 12 written offers."

"By leveraging our respective teams' relationships and skills, we demonstrated that working collaboratively through Marcus & Millichap's unique marketing and sales platform adds significant value to our clients," concluded Kern.

John Horowitz is Marcus & Millichap's broker of record in the State of New York and Ben Yelm is the firm's broker of record in South Carolina.

## Orange County to Hold Annual Fall Job Fair on Oct. 19<sup>th</sup>

GOSHEN—Orange County Executive Steven M. Neuhaus and Employment and Training Administration Director Steve Knob have announced that the county will hold its annual Fall Job Fair from 2 p.m. to 7 p.m. on Wednesday, Oct. 19<sup>th</sup> at The Newburgh Mall.

Approximately 80 employers and recruiters will be at The Newburgh Mall to speak with potential job candidates. Businesses that will attend the event include Crystal Run Healthcare, The Valley View Center for Nursing Care & Rehabilitation, New York State Dept. of Corrections & Community Supervision, Hudson Valley Credit Union, New Horizons Resources, Montefiore St. Luke's Cornwall Hospital, Hospice of Orange & Sullivan Counties, Garnet Health, AccentCare, Community Home Health Care, CVS Health, Spectrum, Resource

Recovery Center of Orange County, Federal Bureau of Prisons, New York City Dept. of Environmental Protection Police and Orange County government. The companies will represent multiple sectors, including healthcare, distribution, manufacturing, hospitality, transportation, and government, and will be hiring for a wide range of positions.

"This event provides an opportunity for employers and potential employees to connect at one centralized location," Knob said. "We always enjoy hosting our job fairs, which serve as a wonderful opportunity for job seekers to showcase their skills to a diverse group of employers."

For more information about this year's job fair, contact Susan Hansen at 845-568-5114. Hansen can be reached via e-mail at shansen@orangecounty.gov.com.

## Seizing the Opportunity to Compete For High-Value Manufacturing Projects


Continued from page 1  
communities struggle to offer.

As the world around us continues to change, the Orange County Partnership remains uncompromised in our vision to create high-paying, value-added jobs in Orange County. We're laying the groundwork for the next 20

years through the SIP, while marketing our growing list of spec buildings to companies who are ready to make the move to Orange County.

Maureen Halahan is President and Chief Executive Officer of The Orange County Partnership, which is based in Goshen.

Building Better Communities With..... **Rand Commercial**  
Serving Westchester, Hudson Valley, New Jersey and Connecticut!




**WAREHOUSE FOR LEASE**  
24-42 JOHNES STREET, NEWBURGH, NYY  
25,000+/-SF ON .92AC. | \$15/ PSF / MG



**HORSE FARM FOR SALE**  
343 JESSUP RD, FLORIDA, NY  
51+/- ACS \$2,800,000



**FLEX / OFFICE LEASE**  
900 CORPORATE BLVD, NEWBURGH  
6,000+/-SF \$13 /PSF NNN



**6-UNIT MULTI FAMILY**  
12-16 WEST ST, GOSHEN, NY  
3,928+/-SF | \$1,200,000



**OFFICE FOR LEASE**  
402 E MAIN ST. MIDDLETOWN, NY  
1,800+/-SF | \$14 / PSF



**VINEYARD WARWICK, NY**  
10.1+/-ACS | INCLUDES BUSINESS  
\$1,800,000



**FULLY EQUIPPED AUTO SERVICE**  
2420 RT 52 PINE BUSH, NY  
\$1,150,000 | \$6,000/MO NNN



**OFFICE FOR SALE**  
111 MAIN ST, CHESTER, NY  
2,747+/-SF | \$499,000



**WAREHOUSE TO-BE-BUILT**  
500 CORPORATE BLVD, NEWBURGH, NY  
UP TO 50,000+/-SF \$12/PSF/NNN



**GROUND LEASE | PRICE ON REQUEST**  
1063 LITTLE BRITAIN RD  
NEW WINDSOR, NY

**BECAUSE EVERY CLIENT IS UNIQUE!  
FOR MORE INFORMATION ON THESE AND OTHER LISTINGS VISIT  
RANDCOMMERCIAL.COM**

**IDA**  
Industrial Development Agency  
Empowering Businesses. Inspiring Growth.

WWW.OCNYIDA.COM

# ORANGE COUNTY IDA

# Attracting the Best & Brightest to the Hudson Valley!

**CONTACT US TODAY**

**BUSINESSES THAT ALREADY MADE THE MOVE**

CONTACT US NOW TO LEARN HOW WE CAN HELP YOU THRIVE IN ORANGE COUNTY













**IDA**  
Industrial Development Agency  
Empowering Businesses. Inspiring Growth.
4 CROTTY LANE, SUITE 100  
NEW WINDSOR, NY 12553
845-234-4192  
BUSINESS@OCNYIDA.COM

# Orange County to host Economic Summit on Sept. 30

MIDDLETOWN—Orange County Executive Steven Neuhaus has announced that the county will be holding its first-ever Economic Summit on Friday, Sept. 30<sup>th</sup> at SUNY Orange in Middletown. The theme of the 2022 Orange County Economic Summit that will run from 8:30 a.m. to 12:30 p.m. will be “Positive Growth and Infrastructure: Progress Today and Planning Tomorrow.”

The Economic Summit will bring together key stakeholders, including elected officials, government administrators, community members, civic leaders, and the business community to discuss key issues, trends, obstacles, and future concerns related to Orange County’s continued economic growth.

Regional experts will share their experiences about their respective areas of knowledge. The four economic development panels include: Water, Wastewater and Commercial Development; Understanding Economic Incentives; Utilities, Energy and Digital Infrastructure; and Transportation = Business and Commerce.

“We must continue the county’s economic momentum and build upon our recent successes as smartly planned growth, strong infrastructure, commercial expansion and job creation are the keys to our county’s future,” Orange County Executive Neuhaus said. “I am



**Gus Scacco, chief investment officer and CEO of Hudson Valley Investment Advisors of Goshen and White Plains**

excited that Orange County’s first Economic Summit will provide a great opportunity for all businesspeople, public officials and community members to learn about the importance of infrastructure as it relates to positive economic development and job creation.”

“The 2022 Economic Summit will feature regional professionals offering valuable insights about the importance of infrastructure as it relates to smart

progress, economic expansion and creating employment opportunities,” said Orange County Director of Economic Development Steven M. Gross. “Orange County has a tremendous economic development success story and with strong infrastructure there are many chapters yet to be written.”

The summit’s keynote speaker will be Gus Scacco, chief investment officer and CEO of Hudson Valley Investment Advisors, which has offices in Goshen and White Plains. Scacco will address the important connection between infrastructure, investment and economic growth. His presentation is scheduled for 9:20 a.m.

The program will begin with opening remarks from Orange County Executive Neuhaus, Economic Development Director Gross and Dr. SUNY Orange President Dr. Kristine Young.

The event will split into two breakfast breakout sessions at 10:30 a.m. The first session is entitled “Water, Wastewater and Commercial Development.” Moderated by the Orange County Partnership’s Conor Eckert, the panel will feature: Mary Beth Bianconi of Delaware Engineering; Kelly Turturro of the New York State Department of Environmental Conservation; Alan Sorensen of the Orange County Planning Department; Sandy Mathes of Mathes Public Affairs and Steve Gagnon of the Orange County Health Department.

The second session entitled “Understanding Economic Incentives” will be moderated by the Orange County Partnership’s Maureen Halahan and will include panelists Bill Fioravanti of the Orange County IDA, Tom Scaglione of Empire State Development and Dr. Young of SUNY Orange.

Attendees will then have the option to attend one of two breakout sessions that begin at 11:30 a.m. One session entitled “Utilities, Energy and Digital Infrastructure” will be moderated by the Orange County IDA’s Fioravanti and will have panelists Adam Bosch of Hudson Valley Pattern for Progress, Michelle Hook of Danskammer Energy, Tim Smith of Crown Castle and Ryan Hawthorne of Central Hudson.

The second breakout session is entitled “Transportation = Business and Commerce” and will be moderated by Mike Fleisher of Brown & Weinraub. The panelists will be Amanda Dana of Orange County Tourism, Sorensen of the Orange County Planning Department and Erik Denega of the Orange County Public Works Department.

The event is free of charge; however, pre-registration is required. Registration is being handled in conjunction with the Orange County Chamber, visit [www.orangeny.com](http://www.orangeny.com). For more information, please see the official event brochure on the Orange County website at [www.orangecountygov.com](http://www.orangecountygov.com).

# Closed Median Home Sale Price in NY Metro Region Holds Steady in August

ONEKEY® MLS REGIONAL HOME SALES			
Closed Median Sale Price Aug 2022			
Month over Month			
COUNTY	AUG 2022	JUL 2022	CHANGE
Sullivan	\$281,500	\$259,750	8.40%
Bronx	\$415,000	\$592,500	3.80%
Queens	\$685,000	\$675,000	1.20%
Rockland	\$419,000	\$615,000	0.70%
Putnam	\$470,000	\$470,000	0.00%
Suffolk	\$565,000	\$575,000	-1.70%
Nassau	\$700,000	\$720,000	-2.80%
Orange	\$596,750	\$410,000	-5.20%
Westchester	\$700,000	\$729,500	-4.00%

NUMBERS REPRESENT CLOSED MEDIAN HOME PRICES FOR RESIDENTIAL SALES INCLUDING: 1-4 FAMILY, CONDO, AND CO-OP PROPERTY TYPES

WEST BABYLON—For August 2022, OneKey MLS reported on Sept. 20 a regional closed median sale price of \$621,500, representing a 0.20% increase over the reported \$620,000 in July 2022.

Between July and August 2022, closed regional sales transactions, including residential, condo, and co-op sales, in the region covering Montauk to Manhattan, north through the Hudson Valley and the Catskill Mountains, increased to 6,281 from 5,727, representing an 11.3% month-over-month change.

Four of nine counties reported an increased closed median sale price while four of nine counties reported a decrease, and one reported no change.

Sullivan (8.40%), Bronx (3.80%), Queens (1.20%), and Rockland (0.70%) counties had month-over-month increases in closed median sale price. Suffolk (-1.70%), Nassau (-2.80%), Orange (-3.20%), and Westchester (-4.00%) reported month-over-month decreases in their closed median sale price. Putnam County reported no change for the second consecutive month.

Jim Speer CEO OneKey MLS said, “In parts of our region, market data is beginning to suggest that real estate market conditions are starting to change. With the challenges of available inventory still at play, however, sellers are holding the cards. It’s too soon to say we are headed toward a balanced market.”

OneKey MLS, the largest MLS in New York, aggregates the real estate transactional data from nine counties making up the regional MLS coverage area, and reports individually on each county represented.

For further detailed statistical information about residential, condo, and co-op sales transactions, please visit <https://www.onekeymls.com/market-statistics>.

OneKey MLS, made possible by the merger of MLSL and Hudson Gateway MLS, is one of the nation’s leading Multiple Listing Services, serving more than 45,000 Realtor subscribers and 4,300 participating offices throughout Long Island, Manhattan, and the Hudson Valley.

# Rand Commercial’s Adler Honored By Legal Services of the Hudson Valley

RYE—The Legal Services of the Hudson Valley held its annual Equal Access to Justice Gala on Sept. 14 that honored New York Gov. Kathy Hochul with the Champion of Justice Award, Paul Adler, Chief Strategy Officer, Rand Commercial and Jonathan C. Harris, General Counsel and Secretary, MBIA Inc, who each received the Access to Justice Award.

More than 400 members of the legal, business, and nonprofit communities attended the event at the Westchester Country Club in Rye.

“Since 1967, Legal Services of the Hudson Valley has assured fairness in the justice system—regardless of income—to hundreds of thousands of our neighbors who have nowhere else to turn,” said Rachel Halperin, CEO of Legal Services of the Hudson Valley. “The work we do each day provides free civil legal services to those who can’t afford an attorney when their basic needs are at stake. We handled almost 12,000 cases last year, impacting over 27,000 household members.”

Legal Services of the Hudson Val-



**Rand Commercial’s Paul Adler was among the honorees at the Legal Services of the Hudson Valley’s Equal Access to Justice Gala held on Sept. 14 at the Westchester Country Club in Rye. Also honored that evening were New York Gov. Kathy Hochul and MBIA General Counsel and Secretary Jonathan C. Harris.**

PHOTO CREDIT: RAND COMMERCIAL

ley stated that Gov. Hochul has displayed a commitment to ensure that there is fairness in the justice system for all in her tenure as governor. She

has worked to expand access to legal services throughout New York State with \$25 million recently received in federal funding to offer free legal assistance and comprehensive housing stability services, with LSHV receiving \$5,591,108 to serve the Hudson Valley region. In addition, Gov. Hochul has also worked to ensure that immigrants receive legal assistance they are entitled to, and also promote greater fairness and restore dignity for individuals that have been affected by the criminal justice system.

Adler is an attorney, veteran commercial real estate broker and creative development professional who has an outstanding reputation as an industry leader throughout New York, New Jersey, and the New York City area for more than three decades, the organization stated in its announcement of the award honorees. A native of Rockland County, Adler earned his Bachelor of Arts from Pace University, Masters of Public Administration from Long Island University with Honors, and Juris Doctorate from Pace University School of

Law. He served on LSHV’s Board of Directors from April 2013 – March 2022.

Harris is responsible for advising MBIA and its senior team on a wide range of key legal, business and strategic issues, and for leading its legal department, including for all corporate, commercial, litigation and regulatory matters. Harris earned his Bachelor of Arts from the University of North Carolina and his Juris Doctorate from Cornell Law School. He served on LSHV’s Board of Directors from December 2014 – March 2022, and was active as Chair of the organization’s Development Committee.

Legal Services of the Hudson Valley’s mission is to provide high quality counsel in civil matters for low-income individuals and families and other vulnerable persons who do not have access to legal representation to maintain their basic needs, and to pursue equity through dismantling systemic oppression. LSHV provides free, high-quality civil legal services in Westchester, Putnam, Rockland, Dutchess, Orange, Sullivan and Ulster counties.





We've been



in Orange County  
for 20+ years.

**#1 IN NY STATE**  
**#1 FAMILY OWNED BROKERAGE IN THE COUNTRY**

We are an industry leader in agent training, career planning, technological innovation, and market expertise.

**RANDREALTY.COM**

f @RANDREALTY

BECOME PART OF THE  
HOWARD HANNA | RAND REALTY FAMILY.



Why do Families  
Want to Live in  
**Orange County?**  
...because it's **FUN!**



LEGOLAND® New York Resort, located in Goshen

©2022 The LEGO Group



Storm King Art Center



Angry Orchard Innovation Cider House



United States Military Academy at West Point



Storm King Adventures



Hickory Hills Golf Course

**ORANGE COUNTY  
TOURISM & FILM**  
IN NEW YORK'S HUDSON VALLEY

845-615-3860  
OrangeTourism.org

**GO SEE OC!**

**I ♥ NY**  
iloveny.com

Facebook, Twitter, Instagram, YouTube icons

\* I LOVE NEW YORK is a registered trademark and service mark of the New York State Department of Economic Development; used with permission.



B-25 Bomber Panchito

# Orange County Plays Host To New York International Air Show



Thousands of visitors attended the 2022 New York International Air Show this year. Top military and civilian air show performers soared through the skies over Orange County Airport in Montgomery on August 27 and 28. The Air Show was headlined by the U.S. Air Force Thunderbirds, and also featured the West Point Parachute Team and much more.



P-40 Warhawk Demo



# Hudson Gateway Realtor Foundation Pub Night

Aug. 23, 2022

American Prime Steakhouse, Rye Brook

PHOTOS BY JOHN VECCHIOLLA



From left, Robert Shandley, Sarah Hughes and Anthony Domathoti, HGAR President



From left, Monique Bryan, Bryan Real Estate; Barbara Carlsson; Royston Pinnock and Bitaghai, Trustco Bank



The management team from American Prime, Rye Brook



From left, Ayiesha Wright, NestSeekers International; Deanna Huaman, Julia B. Fee Sotheby's International; Ruth Lara Dean, Seer Realty; and Joshua Erazo, Julia B. Fee Sotheby's International



From left, Jeannette Boccini, J. Philip Real Estate and Harding Mason, Houlihan Lawrence



From left, Denisse DeLeon-Freytes, ERA Insite Realty; Gail Fattizzi, HG Realtor Foundation President and David Moore, Hudson United Mortgage.



From left, Julius C Guerra Keller Williams Hudson Valley; Louise Del Giudice and Esther Andreana-Snetzko, C21 Marciano; Crystal Thomas, Compass and Richard Ciuzio, Hudson United Mortgage.



From left, Dannielle Reese, Christies International RE; Bonnie Koff, HG Realtor Foundation Fundraising Chair and Phyllis Lerner, Corcoran Legends Realty



## We are *reverse-engineering* the site selection process

*As the world around us continues to change, we remain uncompromised in our vision to create high-paying, value-added jobs in Orange County, New York.*

THESE ARE **JUST A FEW EXAMPLES** OF AVAILABLE SITES WE HAVE TO OFFER FOR YOUR MANUFACTURING FACILITY.

**EACH OF THESE PROPERTIES OFFER THE FOLLOWING:**



Within a **20 minute** drive to NY Stewart International Airport



**Easy access** to Interstates 84, 86 & 87



Ability to reach **60 million people** within a **one-day** footprint



**80,000 SF SPEC BUILDING**  
18 Leonards Drive  
Town of Montgomery



**1MM+ SF SPEC BUILDINGS (2)**  
1396 Route 300  
Town of Newburgh



**300,000 SF SPEC BUILDING**  
599 East Main Street  
Town of Wallkill

READY TO MAKE ORANGE COUNTY, NY YOUR HOME? CONTACT US TODAY:

**[www.ocpartnership.org](http://www.ocpartnership.org) • 845.294.2323**

BUSINESS ATTRACTION | BUSINESS RETENTION & EXPANSION | SITE SELECTION