

SECTION TWO: FOCUS ON ORANGE COUNTY



Economic Diversity Will Fuel Growth in Orange County

By John Jordan

GOSHEN—The Orange County economy is rapidly evolving into a diverse set of growing industries that are yielding significant investment and new jobs to the area.

A recent briefing by the Orange County Partnership to key business leaders and stakeholders at the Newburgh Brewing Co. in Newburgh showcased the various new projects on the boards and the host of new projects under construction—including the \$350-million LEGOLAND New York project in Goshen and the more than \$150-million Amy's Kitchen project, also in Goshen, which broke ground this past June.

While the LEGOLAND New York project will no doubt bring in new business and jobs to the area when it opens in the spring of 2020, there are a large number of projects in the pipeline that will foster growth in multiple industries in the county going forward.

Maureen Halahan, president and CEO of the Orange County Partnership, noted that while the county is still seeing significant investment from developers looking to build warehouse/distribution facilities for e-commerce, retail, hemp

and healthcare concerns, other economic sectors are emerging as avenues for growth.

She noted that there is currently 3.1 million square feet of commercial space



Medline Industries Inc. has proposed building a \$120-million, 1.3-million-square-foot facility in the Town of Montgomery.

either under construction or ready to break ground in Orange County.

Halahan reported at the August session that in terms of business attraction activity there were 34 firms studying possible projects in the county. Manu-

facturing was number one with 15 leads, followed by hospitality with five potential projects, distribution, tourism and agribusiness each with four possible developments and energy with two ven-

sized businesses and then there are extremely large businesses (looking to invest in Orange County)."

While manufacturing has always been a staple in Orange County, the distribution sector clearly leads in terms of the large scope of the proposals. The top two projects are both proposals in the Town of Montgomery. Medline Industries, Inc. is seeking approval from the Montgomery Town Planning Board for a \$120-million, 1.3-million-square-foot distribution facility. The firm is moving operations from Wawayanda where it has outgrown its facilities there. Medline has sold the Wawayanda site to Morgan Stanley who plans to lease the building.

A project called "Project Sailfish" is also in the approval process in Montgomery. Bluewater Property Group is seeking approvals for its plan to build a 1,015,740-square-foot fulfillment center that has been estimated to cost approximately \$85 million to build.

The last of the mega-projects in the works in Orange County is the 500-megawatt Danskammer power plant project in the Town of Newburgh.

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Panelists Envision Continued Strong Growth For Orange County Commercial Markets

By John Jordan

MIDDLETOWN—The Orange County Partnership recently presented one of the most informative and frank discussions on the commercial real estate market in memory.

Part of the Orange County Partnership's 2019 Commercial Real Estate

Development of Monroe Township, NJ and Paul Wiley of Valuation Consultants, Inc. of Newburgh.

All panelists believe the commercial real estate market will continue to remain strong, at least in the short term. Wiley and Gilfeather said that based on market fundamentals, they believe the strong commercial markets are in the seventh inning stretch of a nine-inning baseball game. Others put the market in the fifth inning, while another contended that the county's commercial real estate boon could go extra innings.

Mansfield pointed to some troubling economic signs, including recent reports from economists of a global slowdown and slower manufacturing growth. The Trump Administration's stand on the trade deficit which she characterized as the "on-again, off-again" approach of imposing tariffs, has not fostered the intended stronger economic activity. While hopeful that a more "sane approach will prevail" on the tariff front, Mansfield expressed optimism that the commercial real estate market will remain strong.

She noted that although the country is enjoying the longest post recovery on record, consumer spending, which accounts for two-thirds of the economic activity in the U.S., is still relatively strong. Therefore, she predicted, "I think we will get to enjoy the ride a bit longer."

Wiley noted that he does not see any reason why the current "steady and strong" commercial real estate market can't continue and does not see any market collapse anytime soon.

Matrix's Hans was bullish on the industrial-warehouse segment and noted the significant amount of activity the firm has undertaken with Amazon and other e-commerce providers of late.

Mansfield focused on Orange County's industrial market and noted that it is still in the expansion mode with vacancy rates declining and a good amount of new product hitting the market soon or in the pipeline.

In Montgomery, Medline is proposing a new warehouse-distribution facility of 1.3 million square feet, while a major user, believed to be Amazon, is proposing a more than 1 million square-foot complex. Both projects are before the Town of Montgomery for approvals at press time.

Due to e-commerce demand, she expects market conditions to remain favorable in Orange County for industrial real estate investment. "E-commerce has created demand from both users and investors, and we are currently struggling to meet that demand, but changes are happening," she said.

Mansfield noted that since 2000, approximately 7.4 million square feet of industrial space has been built in Orange County. "Over the next four years (2019-2022) there is 7.8 million square feet under construction, getting approvals or planned to be constructed," she said. At the end of 2018, the industrial vacancy rate in Orange County was just 1.2%.

Approximately 60% of that nearly 8 million square feet of new construction will be build-to-suit, while the other 40% could be built as speculative space. Two active Orange County developers—Matrix and Frassetto Companies—will commence new projects this year. Matrix is set to build a 240,000-square-foot project, while Frassetto is scheduled to break ground on a 70,000-square-foot flex building this year as well.

Mansfield noted that one-third of the pending industrial development projects in Orange County are from "unproven players" that have come into the market and gone to contract on properties and commenced securing municipal approvals. However, she

wonders just how committed these new players are and suspects that most will either hope to land a user or look to flip their approved sites to another investor once they have secured the necessary

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Panel moderator Joe Deegan of SVN Deegan Collins of Kingston.

Summit held at the Orange County Fair Speedway in Middletown on June 19, the panel, moderated by Joe Deegan, managing director, SVN Deegan-Collins of Kingston, featured commercial real estate brokers, developers, lenders and investors who offered their insights into local, regional and national real estate and economic trends.

The panelists were: Elisabeth Mansfield, president of Mansfield Commercial Real Estate of Goshen; Michael Gilfeather, president and CEO of Orange Bank & Trust, Gary Hans, vice president of acquisitions and finance with Matrix



From left, Michael Gilfeather, president and CEO of Orange Bank & Trust, and Elisabeth Mansfield, president of Mansfield Commercial Real Estate of Goshen.

At Home in Sugar Loaf

By Mary T. Prenon

What do art galleries, a healing studio, handmade soaps, custom furniture and vinyl records have in common? They're all living together in the Sugar Loaf Arts & Crafts Village, which is actually a hamlet in the Town of Chester in Orange County.



Rumor has it that Sugar Loaf received its name from the nearby Sugar Loaf Mountain. Local historian Dr. Richard Hull, a former history Professor with New York University, recounts a tale of former resident Elizabeth Dobbin, who in the mid-1700s apparently gazed up at the mountain covered in morning mist and was reminded of the hard loaves of sugar that she and other colonial women made in their smoky kitchens.

Now a thriving arts community with hundreds of weekend visitors, Sugar Loaf is a destination community with many of its artists working and living in the same dwellings that were built during the 18th Century.

Sugar Loaf actually dates back to the

late 1740s, and was considered just a stopover along Kings Highway. People would water their horses, while local businesses supplied food and merchandise to travelers.

"The original conception of the community was to become a commerce center offering provisions, including soap, furniture, weaving and pottery," explained Dr. Hull. The hamlet is also infamous for being the site of America's first murder-for-hire case at "Calamity Corners" at the intersection of Pine and Hamletonian roads.

By the early 19th century, Sugar Loaf began to prosper, but had also gained a reputation as a saloon community. Additionally, it became a center for Methodism, and a beautiful 1853 Greek Revival Methodist Church still stands at the top of the road today. "The old Sugar Loaf Inn was right across the street from the church, and its barroom was



LightClub Curiosity Shoppe

often a bawdy scene," explained Dr. Hull. "The Methodists were teetotalers, but they all managed to co-exist peacefully."

Sugar Loaf experienced a decline after World War I, and by 1960, there were just a handful of business left. "On one end of town there was a hatchery for chickens and on the other, a chicken farm," Dr. Hull revealed. "If you were driving through there on a hot day, there were a lot of pungent odors!"

In 1969, though, three notable people were responsible for the resurgence of the arts colony. Jarvis Boone, a woodcarver and Walter Kannon, a supplier of barn beams, opened business in town. Next came Peter Lendved, a candle maker, and that opened the door for more craftspeople. "That was the time of Woodstock, and crafts were very popular," said Dr. Hull. "A lot of young people moved into the area, and Sugar Loaf began to make a comeback."

Marsha Talbot, a Realtor with Better Homes and Gardens Rand in Warwick, has been selling homes in the area for more than 30 years, and has seen the area grow in popularity. While there are only about 20 area properties on the market right now, the lure of this charming little hamlet and neighboring Warwick, is constantly bringing new potential buyers to the area.

"We get a lot of people from the Hudson Valley, as well as Manhattan and Brooklyn," explained Talbot. "They may come up for the weekend and just fall in love with the beauty of the area. While it doesn't feel like a city, there's great shopping, restaurants and entertainment all around."

Talbot herself was taken in by the peaceful surroundings. "I'm originally from New York City and came to live up here for only five years," she said. "Now, 43 years later, I'm still here!"

Home prices in the area range from about \$175,000 to \$869,000, and offer a mixture of older, colonial homes to new subdivisions with townhomes and single-family residences. Good schools



Sugar Loaf Mountain Herbs

and proximity to major highways add to Sugar Loaf's assets for potential home buyers. "Of course, people can also get more home and property for their money here, which is another major attraction," added Talbot. "Some New York City natives purchase second homes here and come up for the weekend."

The walkable Kings Highway offers a myriad of boutique shops including My Sister's Closet, Sugar Loaf Candle Shop, Boone Woodcarving, Sugar Loaf Records, Rosner Soap, Endico Watercolors, the LightClub Curiosity Shoppe, 18th Century Furniture and much more. Popular restaurants along the street include the Sugar Loaf Tap House, the former Barnsider that was revitalized in 2018, and the Cancun Inn Mexican Restaurant.

Sugar Loaf's Seligmann Center features four galleries and performance spaces in converted farmhouse buildings, while the Sugar Loaf Performing Arts Center offers a variety of theatrical and musical entertainment. Nearby Warwick is home to more eclectic boutiques, as well as several wineries.

"A lot of visitors also like to climb Sugar Loaf Mountain," added Dr. Hull. "It's a bald mountain with no trees on top so you have a clear view of the Catskills." Dr. Hull has lived in the area since he was a child, when his family bought a farm for weekend and summer retreats. Today he still lives on that property, which also houses the Applewood Winery and Apple Dave's Orchards.

Next month, Sugar Loaf's annual Fall Festival is set for Columbus Day Weekend (October 12, 13 and 14), with local merchants debuting their fall and winter products, additional vendors lining the streets, live music, food and more.

"What's really interesting is that Sugar Loaf can also be a state of mind," he said. "A lot of people come here and already see themselves as 'Sugar Loafers' even if they don't live here."

Panelists Envision Continued Strong Growth for Orange County Commercial Markets

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governmental approvals.

The chief headwind for Orange County going forward may not be the economy or Trump tariffs, but rather a lack of product to offer industrial firms that are looking to grow their operations here.

Mansfield related that there is also a bit of a disconnect between landlords and tenants. "The cost of construction has gone up, and with the dearth of supply, prices have risen and I always find there is a period of resistance on the part of tenants and buyers—holding out for that really good deal," she said. "And there aren't any. For some that is a tough pill to swallow..."

Orange Bank & Trust's Gilfeather said that he sees investor interest in warehouse distribution space as the strongest commercial real estate sector at the moment. For any new office project, the owners would have to have at least 50% of the building leased before a lender would even consider financing the venture, he noted.

The office market in Orange County is not seeing as much demand as the industrial segment. At present, there is approximately 550,000 square feet of available Class A space in Orange County, of which 25% of the available space is located on Crystal Run Road in the Town of Wallkill.

Mansfield noted that while some older and outdated office product in Orange County requires capital investment to become attractive to tenants, the office market in the county could be elevated in the years to come by Bronx, NY-developer Simone Development, which has acquired sites on the grounds of New York Stewart International Airport.

The firm plans to begin construction on a 75,000-square-foot office/medical building and later on another 60,000-square-foot project. Simone Development's plans at the airport include a new hotel and some industrial development as well.

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County Executive Bullish on Orange County Economy

By John Jordan

Orange County Executive Steve Neuhaus says that despite some recent setbacks, business investment is very strong in Orange County.

With the LEGOLAND New York resort now under construction and set for a spring 2020 opening, investors and developers have broken ground on new residential, hotel and retail projects, as well as the county's bread and butter sector—warehouse and distribution facilities.

Neuhaus, Orange County's sixth County Executive, is a lifelong county resident who was sworn into office on Jan. 1, 2014 after having served as the Town of Chester's Supervisor for six years.

The affable Neuhaus answered some questions posed by *Real Estate In-Depth* on the county's economy, the highly popular New York International Air Show at New York Stewart International Airport, as well as his view on the future of that airport.

Real Estate In-Depth: What is your view of the current state of the Orange County economy and where do you see it headed in 2020?

Neuhaus: We are in a strong position economically and we continue to be proactive. Obviously, Legoland is a huge game changer. Our hotels and residential housing units are up as a result. Retail operations are up. The medical service industry is very strong. We are seeing development in areas that have been stagnant for years—for example the Goshen Plaza—and they are not even having to rely on tax incentives to make it work.

Real Estate In-Depth: Another highly successful Air Show was held at New York Stewart International Airport recently. What does that event bring to Orange County and will it be held next year in Orange County?

Neuhaus: The Air Show has resulted in regional and national exposure, and obviously more tourism spending. I was personally honored, having recently returned from a stint in Iraq, to have General Williams (West Point Superintendent) come to the show this year. I (very respectfully) pointed out to him that here we are in Orange County, home to the greatest educational military institution in the world, and the Navy and Air Force are dominating the air show. I would love to see some of the Army's finest aircraft here (if you are reading this General Williams, I respectfully suggest an Osprey MV-22).

Real Estate In-Depth: What is the status of the possible development at the former Camp LaGuardia property by Great Wolf Lodge. Also, can you provide an update on what other development or property sales are in the works there?

Neuhaus: The County Legislature just enacted a local law at my request to permit Camp LaGuardia to be sold in pieces. Previously they had refused to allow that—meaning one big buyer would have to buy the whole thing. I've asked them for several years to change the law and now they have. Hopefully that will encourage more activity on site.

Real Estate In-Depth: The loss of Norwegian Airlines is definitely a setback to the region. Do you believe Stewart will be the economic engine

everyone has hoped for?

Neuhaus: Aviation and transportation in general I believe are growing industries. We really need our state lawmakers to prioritize Stewart. The state (Port Authority to be specific) really controls the site. We need our state legislators to make flying out of Stewart cheaper. There is a proven international market at Stewart—particularly to Ireland. I have asked Senator Schumer to put together a meeting with any airline he has contacts with. Unlike other officials who are looking for their next office or job, I have always found him really tuned into local needs and I am hoping he can bring us some results.

Real Estate In-Depth: There is an effort to expand Route 17 to three lanes. Are you a supporter of that effort?

Neuhaus: Yes, only the state can prioritize improvements to this State



Orange County Executive Steven M. Neuhaus accepts NYSAC's Executive Director Award for Public Service from (left) Albany County Executive Dan McCoy and (right) NYSAC Executive Director Stephen J. Acquario on Tuesday, Sept. 17th at Resorts World Casino in Monticello.

Highway. They need to.

Neuhaus is a Lieutenant Commander in the U.S. Navy Reserves, currently assigned to a Naval Special Warfare team. Earlier this year, the County Executive completed a six-month deployment in Iraq serving with the Combined Joint Special Operations Task Force. Neuhaus spent the majority of his deployment in various locations throughout Iraq in support of Operation Inherent Resolve, the U.S. military campaign against ISIS.

He has earned two warfare designations: Seabee Combat Warfare (SCW) Officer and Navy Expeditionary Supply Corps Officer (NESCO) and holds certifications from the Naval War College and the Joint Special Operations University. He is currently working towards his Joint Professional Military Education I degree in National Securities Studies.

The New York State Association of Counties presented Orange County Executive Neuhaus with its Executive Director Award for Public Service at its Fall Seminar at Resorts World Catskills in Monticello on Sept. 17.

NYSAC Executive Director Stephen J. Acquario said that Neuhaus was selected for his commitment and service to both Orange County and the country.

"Public service comes in many ways and County Executive Neuhaus has demonstrated that in Orange County and while serving our country abroad," Acquario said. "Time and again County Executive Neuhaus has demonstrated his commitment to the residents of Orange County. He is well-liked and respected by his peers in New York State, earning a reputation for his hard work and his hands-on approach to getting things done. County Executive Neuhaus has made Orange County a leader in economic development and tourism, while strengthening the county's infrastructure. We look forward to honoring County Executive Neuhaus and showing our appreciation for all of his efforts."

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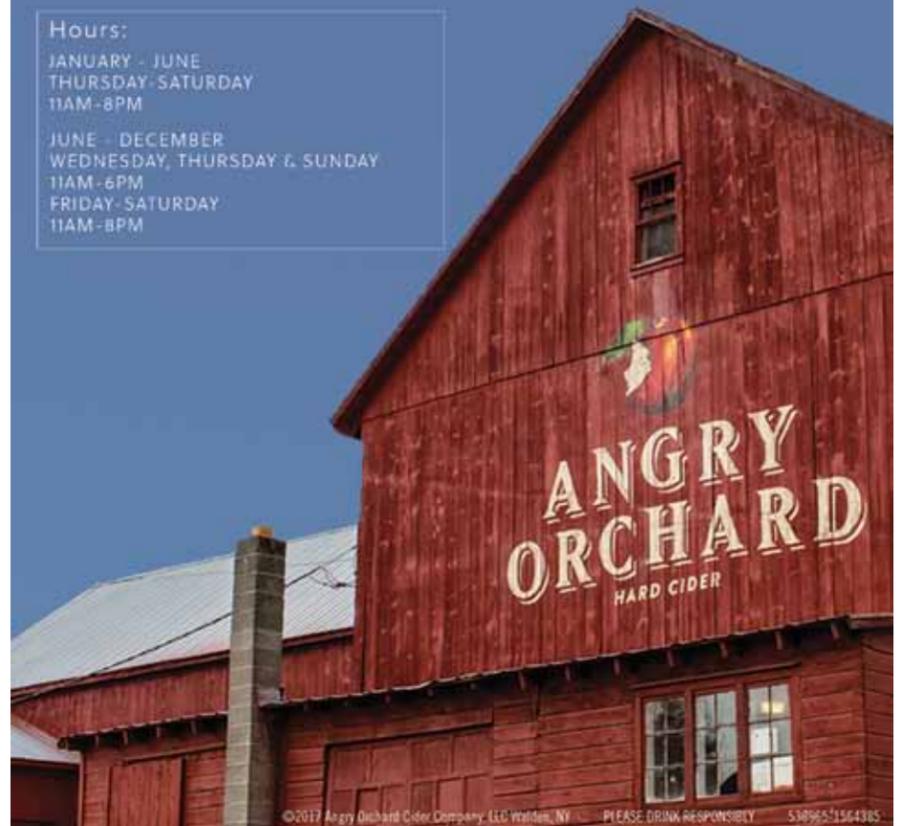
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Orange County Tourism Sector Attracts High-Profile Events

By John Jordan

GOSHEN—Recently, tens of thousands of residents and visitors traveled to Orange County for pardon the pun—some high-flier acts —country music sensation Tim McGraw and the New York International Air Show.

On Aug. 14, a record crowd at the

was the biggest country music artist to have ever performed in Orange County.

Another landmark event for Orange County has been the New York International Air Show staged at New York Stewart International Airport in New Windsor. This year's fifth New York International

Air show was the best ever for the air show attracting the largest turnout to date, reportedly well over 100,000 attendees.

This year's program was headlined by the U.S.



One of Orange County's most popular events is Applefest in Warwick, which is scheduled for Oct. 6.

Orange County Fair Speedway attended "An Evening with Tim McGraw." The event kicked-off a three-day racing event to commemorate the 100th anniversary of the storied dirt track that culminated in a 160-lap feature race on Aug. 17th.

OCFS is America's oldest continuously operated dirt track. The first race was staged at the Orange County Fair Speedway on Aug. 16th, 1919. The current ownership of the speedway is bringing back big-name country and rock and roll acts as part of its capital improvement program to revive the speedway.

The historic grounds have hosted dozens of big summer concert tours since the early 80s, however McGraw

Navy Blue Angels and Royal Air Force Red Arrows. The event, held on August 24-25 also featured the Northeast U.S. debut of the F-35 Lightning II Demo Team. In all, year's lineup included 14 of the top military and civilian performers from around the nation and from across the Atlantic, show promoters noted.

Orange County Executive Steve Neuhaus noted after another successful air show, "The Air Show has resulted in regional and national exposure, and obviously more tourism spending."

Amanda Dana, Director of Tourism for Orange County, said the next two major tourist events to take place in the county will be the highly popular "Applefest" in the Village of Warwick on Oct. 6 and the Country music Superstar Dierks



Photo Courtesy of Charles Frank

The fifth annual New York International Air Show was held on Aug. 24-25 at the New York Stewart International Airport in New Windsor.

Bentley performance at Michie Stadium on October 18th.

Tens of thousands of visitors flock to the village for Applefest that began in 1989 as a simple harvest celebration.

Named one of the "Top 100 Events" in the country, more than 30,000 visitors attend the one-day free event to experience the extraordinary variety of Warwick's apples, culture, and entertainment. The festival is produced by the Warwick Valley Chamber of Commerce. Festival proceeds benefit the Warwick Valley Chamber of Commerce, and some 50 local non-profit organiza-

tions, for whom the event is their biggest annual fundraiser.

The Applefest will feature more than



Director of Tourism Amanda Dana is flanked by tourism staffers Stephanie Kistner and Jiana Barker (Not pictured Nora Martinez).

200 craft vendors, dozens of food vendors, 50 local non-profit exhibitors, music and entertainment on several stages all day, a children's Carnival, a Farmers'

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Tourism

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Market, an Apple Pie Baking Contest and more.

Country music fans don't want to miss multi-platinum entertainer Dierks Bentley's 'Man on Fire' Tour stop in West Point. Supported by country music star Dustin Lynch, this once in a lifetime concert is slated to be the first ever outdoor concert held at Michie Stadium.

The New Face of Orange County Tourism

Orange County's tourism industry is

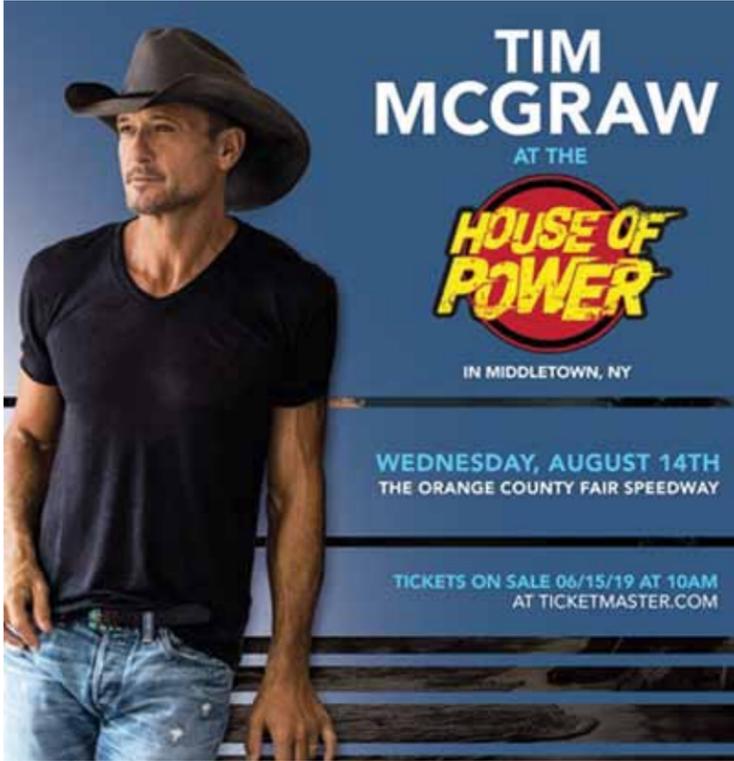
For example, the Department of Tourism has taken over the Orange County Film Office. Dana said the county is already seeing success with the department's proactive approach and outreach to the film industry.

The department also renovated its current office to become the Orange County Welcome Center at 99 Main St. in Goshen and hired additional staff members. In addition to Dana, the department now also includes: Stephanie Kistner, Jiana Barker and Nora Martinez.

Dana said the Department of Tourism

is exploring collaborations and co-branding with global entities to strengthen its reach and impact both domestically and internationally.

The department is also developing new marketing strategies such as working with Top Influencers to create awareness on social



Country music sensation Tim McGraw performed earlier this summer at the Orange County Fair Speedway in Middletown.

seeing significant investment in the recreation and food and beverage sectors, as well as new hotel construction. At press time, 22 hotels are in the planning stages or under development, a clear sign of a growing tourism industry in Orange County.

In late May of last year, Orange County Executive Neuhaus announced the appointment of Dana as the county's new Director of Tourism.

Since her appointment, Dana, the former Director of Business Retention and Expansion for the Orange County Partnership, has been very busy with a host of initiatives aimed at bringing more tourism to the county and making the department more accessible to Orange County residents.

media and elsewhere that is geotargeted to metro markets.

In terms of making Orange County a destination, the department is telling its story to potential visitors of historical, arts, shopping, craft beverage, farm-to-table and other venues. It is also using creative marketing, including slogans such as "too much to do in one day," "find your adventure," and "far enough away yet not far at all."

Dana concluded that the department is also collaborating with marketing teams at the LEGOLAND New York resort, which is scheduled to open in the spring of 2020, to expand Orange County's reach and to be ready for the influx of international visitors to the children's theme park.



Photo Courtesy of Charles Frank

The New York International Air Show drew record crowds during its two-day run in Orange County in August.



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Economic Diversity Will Fuel Growth in Orange County

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The project, which involves a \$400-million investment, is currently going through its Article 10 process.

The LEGOLAND New York, Medline, Project Shelfish and Danskammer projects would result in more than \$900 million in new investment in Orange County, Halahan related.

The county is also seeing a host of major regional and national developers moving forward with new exciting ventures in the county, which Halahan believes indicates the strength of the county as a business location.

For example, Simone Development of the Bronx, has control of all of the industrial properties at New York Stewart International Airport. The development firm is marketing the complex it now

calls "New York International Plaza" as an ideal location for a wide range of sectors including healthcare, technology, biotech & life sciences, academia, R&D, industrial, manufacturing, hospitality and retail. The vision for the campus includes Class A office; medical office; retail; restaurants; residential housing; hotels and conference center and a fitness center.

Matrix Development Group of Monroe Township, NJ has plans to build a 242,000-square-foot state-of-the-art spec warehouse building in Wawayanda.

The Frassetto Companies of Upper Saddle River, NJ, which currently has more than 600,000 square feet of commercial space in Orange County,

has proposed the development of two spec buildings at 85 Tower Drive (60,400 square feet) and 103 Tower Drive (76,800 square feet) in the Town of Wallkill.

Halahan related that the diversity of industries, the size of those looking to

locate or expand in Orange County from small to large businesses, as well as new and influential developers looking to invest significant capital here, give her good reason to remain optimistic that Orange County is poised for significant growth in the years to come.

Support Growing for Route 17 Expansion

GOSHEN, NY—The Orange County Legislature, as well as the Town of Goshen and the Village of Harriman in Orange County, and the towns of Bethel, Callicoon, Delaware, Liberty, Lumberland and the Liberty Central School District, have recently joined the growing list of supporters for an expanded Route 17.

The initiative is being driven by the 17-Forward-86 coalition, which is seeking \$500 million from New York State to add a third lane east and west on Route 17 to enable future designation as Interstate 86 in the region.

Back in August, sheriffs from the mid-Hudson added their support to the coalition's efforts.

Orange County Sheriff Carl DuBois and Sullivan County Sheriff Michael Schiff met with representatives of 17-Forward-86 and came out in favor of the coalition's call for a third lane on the heavily traveled corridor.

"Our officers are understandably concerned about the worsening traffic conditions on Route 17," said Sheriff DuBois. "As first responders, we know all too well the dangers tie-ups pose, and the difference a few minutes—even seconds—can make in a life-or-death situation."

The meeting was organized by 17-Forward-86 co-chairs Maureen Halahan, president and CEO of the Orange County Partnership and Marc Baez, president and CEO of the Sullivan County Partnership for Economic Development.

"We are so grateful to our sheriffs for giving us the opportunity to share our message about the critical need to widen Route 17," Halahan said.

In May, the state Department of Transportation issued a request for expressions of interest for an engineering firm to begin a scoping and preliminary review process. The work is part of a \$5-million Planning and Environmental Linkage study (PEL), which includes identifying priority locations and conducting environmental assessments and preliminary engineering. Funding for the PEL was committed as part of the state's 2018-2019 budget.

17-Forward-86 has been engaging state legislators to secure funding in the DOT's multi-year capital plan to enable the implementation of recommendations contained in a 2013 capacity study issued by NYSDOT. Coalition members have also been meeting directly with DOT officials. The DOT's next capital plan is expected to begin in March 2020 and will be funded by state and federal funds.



Town of Warwick Supervisor Michael Sweeton (center) was named the Orange County Partnership's Most Valuable Partner for 2019 in June. From left, Maureen Halahan, president and CEO of the Orange County Partnership, and Orange County Partnership Board Chairman Robert Kaehler, the president of Perreca Electric.

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Genesis Pro Painting & Restoration Inc.
Hudson United Mortgage, Insurance & Title
Hudson Valley Federal Credit Union
Inspiria Outdoor Advertising
iReduce Taxes
Jill Kay - Arbonne
Judicial Title Insurance Agency LLC
Korth & Shanahan Painting & Carpentry
Law Office of Peter Spino Jr. Esq
Liberty Mutual
Lighthouse Environmental Consultants
Loan Depot
Lohud.Com
Luxury Mortgage
Mark's Inspections
Mr. Chimney</p> | <p>National Tenant Network
New York MLS
Newhouse Financial & Insurance
NYSAR
O'Donnell & Cullen, Tax Consultants
Parkway Pest Services
PCSB
PESTCHESTER.COM
Pillar to Post
PLCSI
Quintessential Mortgage Group
Rago Auctions
Real Estate Tax Savers
Residential Mortgage Services
Ricky's Home Inspection
Robison Oil
ServPro of Tarrytown/Elmsford
Supra
The Fritz Group
EXP Realty LLC
Thoroughbred Mortgage
Toll Brothers
NY Metro Division
Tompkins
Mahopac Bank
Total Home Inspection Services
Trustco Bank
United Northern Mortgage Bankers
Unity Bank
Upper Cervical Chiropractic of NY
Valley Bank
Vizzi Media Solutions
Webster Bank
Wells Fargo
Home Mortgage</p> |
|---|---|

Event Program

PREMIER SPONSOR

O'DONNELL & CULLEN
PROPERTY TAX CONSULTANTS

8:00 am - 3:30 pm • Grand Pre-Function and Hudson Rooms

EXHIBITOR BOOTHS OPEN Visit our Exhibitors to find everything you need to help you be successful in your business!

8:30 - 11:30 am • Grand Ballroom

FAIR AND ETHICAL HOUSING

Brian Levine, HGAR Director of Legal Services, and HGAR Legislative Council Chair Leah Caro present real-life scenarios for complying with federal, state and local rules for Fair Housing and Ethics. No CE Credit: FREE for HGAR members (satisfies NAR's REALTOR Ethics two-year training requirement) CE Credit (3 hrs): \$25 for HGAR members (satisfies NYS DOS three-hour Fair Housing CE requirement and NAR's REALTOR Ethics two-year training requirement). Full three-hour attendance required for both NAR and DOS requirements.

9:30 - 10:30 am • Westchester Ballroom

BECOME A PRO AT HOMESNAP

HGAR instructor Kathryn DeClerk will demonstrate how the new HomeSnap Pro App lets you view and share listings, "snap" a home for info, use a safety timer, and do a rapid CMA in seconds, right from your phone.

10:45 - 11:45 am • Salons 4 & 5

GLOBAL CULTURAL ETIQUETTE IN REAL ESTATE

Former HGAR President Dorothy Botsoe will moderate our panel of HGAR's international real estate experts who will advise on how to develop and maintain relationships to close international deals in the U.S. and abroad.

11:45 am - 12:45 pm • Grand Ballroom

MAXIMIZE YOUR TIME AND GROW YOUR REAL ESTATE BUSINESS

Christopher J. Wirth of No Quit Living (NQL) will show you how to structure your day, focus on your priorities and be more successful. Learn how to apply the 1% Rule to your real estate business and your personal life.



12:45 - 2:00 pm • Westchester Ballroom

RPAC LUNCHEON *Guest Speaker Ned Sullivan, President, Scenic Hudson*

Under Ned Sullivan's leadership, Scenic Hudson has helped to preserve thousands of acres of critical open space and farmland, and transform contaminated waterfronts into beautiful public parks. Discover what Scenic Hudson has planned for the future of the Hudson Valley.



2:00 - 3:30 pm • Grand Ballroom

KEYNOTE ADDRESS *with Vernice "Fly Girl" Armour*

"ZERO TO BREAKTHROUGH™ SUCCESS PLAN"

Vernice "FlyGirl" Armour went from beat cop to combat pilot in three years, becoming America's First African American Female Combat Pilot and U.S. Marine. Following two tours in Iraq, she created the "Zero to Breakthrough™ Success Plan," a personal flight plan to help you win on the battlefield of business and life. Vernice has been featured on Oprah Winfrey, CNN, NPR and more, and her presentations have inspired hundreds of organizations and individuals.

3:30 - 4:30 pm • Grand Ballroom

HGAR ANNUAL MEETING

Elect your 2020 HGAR leaders and congratulate the HGAR REALTOR® and Affiliate of the Year, along with other Realtor award winners.

4:30 - 6:00 pm • Salons 4 & 5

CELEBRATION COCKTAIL PARTY

Join your friends and colleagues to celebrate your successes of 2019!





MAKE YOUR NEXT MOVE THE RIGHT MOVE

WITH DEVELOPERS ON THE RISE...

WE HAVE PLENTY OF ROOM TO MAKE ORANGE COUNTY, NY YOUR HOME

Scouting the right location in the Northeast to locate your business? With commercial development on the rise, we are more prepared than ever to make your expansion seamless and timely. The Orange County Partnership is working with several prestigious developers who are constructing **over 3 million square feet** of commercial/industrial space ready to be filled by your growing company.

Having a presence in Orange County, New York, puts your company in the epicenter of the U.S. population and the Nation's Gross Domestic Product and you can reach **52 million people** via **one-day ground shipment**.



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