



FOCUS ON ORANGE COUNTY

LEGOLAND New York on Track for 2021 Opening

By Mary T. Prenon

In early March, when the Coronavirus began to shutter almost everything in its path, the LEGOLAND New York Resort under construction in Goshen was also forced to push back its planned July 4, 2020 opening date until 2021. LEGOLAND New York and its parent company, Merlin Entertainments, made the decision to postpone the Grand Opening to ensure the health and safety of all of its guests and employees.

But now, construction is back on

track with expectations that the hotel and theme park will be finished by early next year. "It's a thrill to see our team back together, working full steam ahead to build this amazing resort," said LEGOLAND New York Resort Divisional Director Stephanie Johnson.

"As a parent raising a family here in Orange County, it gives me such pride to see our theme park taking shape, and we can't wait to welcome families from all over in 2021."

While no specific Grand Opening date has yet been set, LEGOLAND New York Public Relations Manager Matt Besterman hinted that it could be open by next spring or summer. "All of the buildings are up, and we're getting ready to start work on the interiors," he said. "We just finished the fourth and final floor of the hotel and the rides are also going in."

The \$350-million resort is being developed on 150 acres of a 500-acre site, providing enough natural buffer around the hotel and theme park to keep it secluded from the highway and local neighborhoods. "It's like having a park within a park," said Besterman.

The 250-room hotel will be 100%



The Planned Dragon Coaster at LEGOLAND New York.

LEGO brick, along with a factory tour and some surprises.

"We actually take things to the next level so that riders feel like they're shrunk down to the size of a LEGO character, then shipped out and sent to a child's bedroom," explained Besterman. "The best part is when riders see themselves transformed into a LEGO character!"

Other popular rides include a roller coaster, carousel, LEGO Driving School,

where children can drive a small car and get a "driver's license," plus the LEGO Rescue Academy, which simulates firefighters putting out a blaze. "No matter what your age, this place will definitely make you feel like a kid again," said Besterman.

In fact, one of the most asked questions on its social media feeds is "Do I need to have children to attend?" "The answer, of course, is no. Our goal is to create a memorable experience for anyone walking through the gate," he added.

When complete, the Goshen location will be the only LEGOLAND theme park in the Northeast. There are two others currently in the U.S., in Florida and California. Worldwide, this will be the ninth theme park, with others in England, Germany, Japan, Dubai, Malaysia, and the original park in Denmark, built in 1968. There are also two more theme parks under construction in Korea and China.

Created in Denmark in 1932 by Ole Kirk Kristiansen, LEGO is actually an abbreviation of the two Danish words "leg godt," meaning "play well". The company has since passed from father to son and is now owned by Kjeld Kirk Kristiansen, a grandchild of the founder.

"We expect to have visitors from all over the U.S. and internationally, especially since the Hudson Valley is already a destination spot," said Besterman. "Plus, Orange County is such a natural fit because of its location along Route 17, proximity to Stewart (New York International) Airport, and it's just a 60-mile drive from New York City."

Orange County Executive Steven Newhaus believes LEGOLAND will be a major economic draw for the region. "The project will create jobs and, like the Woodbury Common Premium Outlets, attract tourists from around the world to Orange County," he said. "I look forward to seeing LEGOLAND succeed and ap-

preciate the investment that it has made in Orange County."

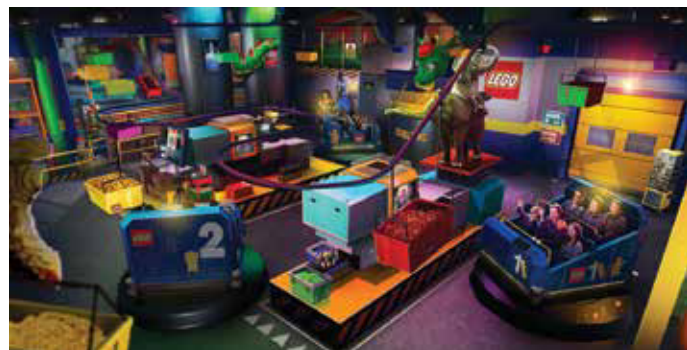
Maureen Halahan, president and CEO of the Orange County Partnership, echoed those sentiments.

"LEGOLAND, like so many other projects, has experienced delays due to COVID, but the promise of a Grand Opening in 2021 brings monumental revenue and job

"Model Citizens" instead of "employees." They will begin recruiting as they get closer to an opening date. All of their senior leadership and management



The LEGOLAND construction site in Goshen.



LEGOLAND Factory Adventure, the resort's newest theme park ride.

creation to Orange County and the Hudson Valley," she said. "Thankfully, during the best of times, we teed up opportunities that will strengthen us during the worst of times."

The resort expects to hire more than 1,000 people, who will be known as

teams are already in place.

The LEGOLAND theme park will operate seasonally, from the early spring through late fall, while the hotel will be open year-round. As for safety regulations, Besterman said they will follow all federal, state and local guidelines and take any necessary precautions, should COVID still be an issue in 2021. "I'm just so excited to finally see this come to fruition, right in my backyard," he said.

As for the actual LEGO bricks, there will be more than 30 million of them displayed in more than 15,000 LEGO models at the resort.

Orange County Housing Market Is Hot, Despite Pandemic

By Renee Zurlo

We are the talk of the towns—the Orange County real estate market is hot!

Our Orange County region recently closed out July 2020 with a median sale price of \$330,000 for single-family

amount of pending transactions, September is expected to produce record-breaking closed sales.

We find ourselves in a market condition that is very unique, one that provides opportunity for both sellers and

In talking with many Orange County agents who are working with buyers, most now have a larger pool of buyers from the city than in the past. Some are interested in renting and not yet ready to commit to a purchase, and some are buying weekend homes. But the majority are purchasing their primary home here.



residential homes. Our August median sale price was a very close \$329,900. We have not seen a median sale price in Orange County close to that since July 2006 when we reached an all-time high of \$335,000.

We are also experiencing substantial increases in contracts throughout our region. We had a good increase in listings taken, and an uptick in closed transactions. Based on the current

buyers.

Inventory is low and buyer demand is high, resulting in higher prices for our sellers. Interest rates are historically low, resulting in increased purchasing power for our buyers. New construction in Orange County is ample. Builders are offering models with increased square footage to accommodate buyer needs in today's current climate. For

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The new NINJAGO theme room at LEGOLAND Hotel, NY.

"LEGO-themed," featuring a LEGO castle, pirates, friends and Ninjago, which are LEGO ninjas. Restaurants will also cater to children's tastes and feature tables that are lower for them. "Everything is built for kids—they direct the experience," added Besterman.

Slated for children aged 2 to 12, the LEGOLAND Resort theme park's 50 rides and attractions are designed for the whole family to enjoy together. Merlin Entertainment's newest ride, the Lego Factory Adventure, is debuting at LEGOLAND New York. It will feature "Professor Brick" giving a history of the

City of Newburgh Issues RFP for Iconic ‘City Club Building’

By John Jordan

NEWBURGH—While Orange County is in the midst of a solicitation for two storied properties on Grand Street here, the City of Newburgh has issued a Request for Proposals on Aug. 24 for developers to redevelop the iconic City Club Building at 120 Grand St.

The Mayor’s Strategic Economic Development Advisory Committee, in coordination with the City of Newburgh’s Office of Planning and Development, issued the RFP for the iconic City Club Building located in the heart of Newburgh’s East End Historic District. Built between 1852 and 1857, the distinctive brick and sandstone building, which was designed by Andrew Jackson Downing and Calvert Vaux, was originally built as the home/office of Dr. William Culbert. Dr. Culbert authored one of the first textbooks on homeopathy published in the United States.

Upon Dr. Culbert’s death in 1890, the building was purchased by Clayton and Charity Sweet, owners of the Sweet-Orr Overall Manufacturing Co., which had relocated its headquarters and much of its factory production to Newburgh. The Sweets sold the building in 1904 to the Newburgh City Club (of which Sweet was a member), a social organization catering to the city’s leading businessmen and politicians. In 1909, local architect Frank Estabrook seamlessly blended a large addition—tripling the size of the building—with the façade of the original residence. The greatly enlarged building not only housed the City Club (and its legendary basement bowling alley), but was also home to the county law library, family court lawyers, and a title search company, according to the RFP.

In the 1970s, it was purchased and renovated by private developer Brian Thompson, who rehabilitated several

homes and apartment buildings in the city’s East End Historic District. Thompson succeeded in restoring the building, only to see that work go up in smoke when the property was devastated by a fire in 1981.

According to the RFP, the damaged City Club property was sold and resold throughout the intervening decades. In

seeking a developer “with the imagination, means, and experience to return this truly exceptional building to useful life while balancing the city’s need for projects that advance equitable economic development.”

In terms of possible future uses, the city outlined a host of potential development scenarios in the RFP.

• Mixed use/mixed income property inventory.”

Since the City Club is situated within the City of Newburgh’s East End Historic District, the building may be eligible for the New York State Rehabilitation Tax Credit Program, which is used in conjunction with the Federal Historic Preservation Tax Incentive. The tax credits are intended to provide owners with a financial incentive to rehabilitate a building in a manner that retains its historic characteristics. Owners can take advantage of credits on both state and federal income taxes, each providing 20% tax credits, for a combined total of 40% tax credits, for Qualified Rehabilitation Expenditures (QRE).

The RFP is available for viewing at the Planning & Development’s departmental page on the City of Newburgh’s website: <https://www.cityofnewburgh-ny.gov/planning-development/pages/rfqs-request-for-qualifications-rfps-request-for-proposals>.

Responses to the RFP for the more than 7,000-square-foot property must be submitted by Friday, Oct. 23, 2020, at 3:00 p.m.

Questions from potential respondents should be directed, in writing, to the Office of Planning and Development: planning@cityofnewburgh-ny.gov.

Orange County sent out an RFP earlier this summer for the former YMCA, Masonic Temple and American Legion buildings. The county acquired the Newburgh properties in the hopes of expanding SUNY Orange’s services to those properties in December 2013. The deadline for submittal of proposals for one, two or three of the county-owned buildings at 48, 54 and 62 Grand St. was July 30.



City Club, Newburgh. PHOTO CREDIT: SAVE THE CITY CLUB IN NEWBURGH

1997, hopes were raised once more that the building would be resurrected. New owner Gerry Sanchez, president of the Polonia Development Corp., promoted converting the first floor into a café with the “world’s largest magazine store,” housing more than 10,000 periodical titles. The restoration never occurred and the City of Newburgh reclaimed the building, this time through an In Rem (tax foreclosure) action in 2016.

The City of Newburgh stated it is

“For this project, the city is particularly interested in proposals that align with the city’s broader strategic economic growth and development priority areas. These include, but are not limited to, projects that promote sustainable growth and development in the city’s:

- Hospitality and tourism sector;
- Creative and applied arts, including maker spaces, historic and modern trades, crafts, tech and design sector;
- Class A Office Space;

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Orange County Stages Successful Air Show Event That Can Serve as Model for Other Programming

By Amanda Dana

MONTGOMERY—On August 29 and 30th, Orange County hosted the 2020 New York international Air Show. Although the weather didn't quite cooperate on Saturday, we couldn't have asked for a more perfect day on Sunday. We estimated that about 12,000 attendees were with us to experience a wonderful show. This size event was the first in New York State post COVID-19 restrictions that started back in March 2020.

The Drive-In format, filled with extensive safety guidelines, proved very successful in regard to visitor experience, health and safety. Additionally, Orange County saw increased economic activity from many small businesses. To mention a few, hotels such as Tru by Hilton, Middletown and the Hampton Inn, Newburgh, experienced many overnight stays (more than 200) from the participants in the air show and the attendees who traveled from quite a distance to see the event.

Editor's Note: See Air Show photos on page 7.

The Town and Village of Montgomery also experienced increased visitor spending in their respective municipalities. Attractions such as City Winery Hudson Valley and Angry Orchard both claimed there were many walk-ins from the air show attendees. Multiple restaurants and delis saw an uptick in sales as 12,000 people passed through and experienced their great downtowns.

This new Drive-In format is much different than last year's air show hosted at New York Stewart international Airport. The two-day event estimated 20,000 attendees per day and much more visitor spending. Orange County Executive Steve Neuhaus demonstrated strong leadership and guidance to make sure the 2020 event remained in Orange County. In fact, County Executive Neuhaus is fighting very hard to support Orange County Fair Speedway so that they too can host a Drive-In experience for their Eastern States race. This four-day event, scheduled for October 22-25, historically brings thousands of visitors to Orange County.

"This Air Show was smaller and different this year with strict safety and social distancing guidelines in place; but I think it was important for our community to host the popular event. The Air Show will serve as a model as how to host safe drive-in events, not only in Orange County, but throughout the state," said Orange County Executive Steven M. Neuhaus.

He continued, "The New York Air Show has had a positive impact on Orange County since its return in 2015 and it provided a fun and exciting weekend at the county's airport. I'm proud of my staff and all of the county departments who worked diligently to make this event happen without any hitches."

Undoubtedly, this pandemic has greatly affected events and gatherings, but there is hope that this format will pave the way for other healthy events that will not only provide great experiences for people, but also stimulate our economy and fuel small businesses as they try to navigate through these challenging times."

Amanda Dana is the Orange County Director of Tourism and Film.

Orange County Housing Market Is Hot, Despite Pandemic

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our investors, there is opportunity to provide much needed residential rental housing.

We are experiencing an influx of buyers and renters from the city. It is not unusual for Orange County to attract homeowners who commute to the city for work. In talking with many Orange County agents who are working with buyers, most now have a larger pool of buyers from the city than in the past. Some are interested in renting and not yet ready to commit to a purchase, and some are buying weekend homes. But the majority are purchasing their primary home here.

Listing agents are adapting their marketing strategies by highlighting sought-after features such as dedicated home offices, a "room for zoom" that is well lit and offers a great backdrop for virtual meetings, and outdoor space that is plentiful and welcoming.

Our Orange County real estate market is incredibly good, providing many opportunities for us as well. As many of us learned from past experiences, an aggressive market such as this can bring challenges and obstacles—obstacles that we need not only be aware of but do our very best to prepare our clients for. I often find myself in discussions with an agent, buyer, or seller about a challenging situation that I find could have been avoided with more detailed communication. Set the expectation: explain the probability of things like multiple offers and the services you will provide in guiding the buyer and/or seller through the process. Educate yourself with data and facts in order to prepare the buyer in making a strong offer, not just monetarily but in terms as well. Discuss the possibility of concessions or conditions that may have to be

offered/agreed upon to be competitive in the multiple offer situation. Guide your clients in necessary showing protocols for the safety of all concerned. Be mindful of timeliness of the transaction, communicating to all that municipalities, lenders, appraisers, attorneys, etc. are experiencing delays due to the volume of business we currently have. We often say communication is key in our business; that is true now more than ever.

Our Orange County market went through a lot of changes prior, during, and will no doubt in the post pandemic environment. It was not that long ago when we added to our vocabulary words like "pivot," "adapt" and "the new normal." We now need to add "resiliency." We are resilient; we emerged from an unprecedented time of uncertainty and we have grown in ways we never imagined we could. We further embraced technology and very quickly learned to work virtually to better service our clients, with a personal touch that has maintained our relevance.

Orange County real estate is booming. The buyer demand is showing no signs of slowing down and we need to continue to show sellers the opportunities before them.

Remember all those potential sellers over the years who said with some regret, "I should have sold in 2006"? Let's help sellers now so they won't have to say that about 2020.

It's time to give them a call.

Renee Zurlo is the General Manager of the Hudson Valley Region for Better Homes and Gardens Rand Realty. She also serves on the One Key MLS Board of Managers and was the former president of the Hudson Gateway Multiple Listing Service.



Town of Montgomery businesses saw an increase in activity from the 2020 New York International Air Show. PHOTO CREDIT: ORANGE COUNTY TOURISM

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Orange County Extends Bidding for Camp LaGuardia; Marketing Property To Firms Looking to 'Escape' NYC

By John Jordan

GOSHEN—In an attempt to take advantage of real estate and business market trends in response to the coronavirus pandemic, Orange County has decided to market more than 250 acres of land adjacent to Route 17 to New York City businesses looking to relocate out of Manhattan.

Orange County Executive Steven M. Neuhaus recently told *Real Estate In-Depth* that the county had extended a Request for Proposals from developers and investors to acquire the nearly 260-acre former Camp LaGuardia property in Blooming Grove and Chester. The original RFP deadline for proposals was Aug. 7. The submittal date was extended originally to Sept. 10, but has since been extended until Oct. 8 at 4 p.m. All site visits must be completed, and questions submitted by Sept. 25.

The county has undertaken a media campaign geared at attracting New York City companies to the site, according to Orange County Executive Neuhaus. The marketing campaign to sell Camp LaGuardia includes an ad in the *Wall Street Journal* with an "Escape from New York" theme. The Orange County Industrial Development Agency has provided the county with \$25,000 for marketing and advertising the Camp LaGuardia site as the county continues to seek proposals.

"These sites are perfect for commercial development and will provide economic development as well as job opportunities for Orange County residents," Neuhaus said. "I'm pleased that the county is moving forward to put these properties back on the tax rolls and to productive use, which will be a benefit to

not just the county, but also to the City of Newburgh and the Towns of Chester and Blooming Grove."

"Camp LaGuardia is close to the Heritage Trail and to Route 17, and can become a terrific opportunity for economic growth," said Orange County Legislator John Vero, who represents Chester. "We need proposals which generate long-term revenue for the county and are compatible with local land use needs. Hopefully, multiple entities can demonstrate some interest in this property."

The County Legislature voted to acquire Camp LaGuardia, a homeless shelter for New York City residents, in 2007.

The county attempted to have the Camp LaGuardia property redeveloped and retained Mountco Construction of Scarsdale as the developer, but in 2016 spent approximately \$1.3 million to terminate the deal with Mountco, which had proposed a \$300-million mixed-use development on the property but failed to secure approvals from affected municipalities to allow the project to break ground.

The Camp LaGuardia property features four parcels totaling 258.3 acres including a 153.5-acre parcel in the Town of Chester; a 40.8-acre parcel in the Town of Chester; a 59.6-acre parcel in the Town of Blooming Grove and a 4.4-acre parcel in the Village of Chester.

Orange County has also received two proposals to acquire multiple county-owned buildings on Grand Street in Newburgh, that were also offered through an RFP.

The county acquired the Grand Street Properties in December 2013. The prop-

Continued on next page

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Searching for Solutions for a Sick Economy



By Maureen Halahan

With the prospect of further coronavirus relief coming from Washington, DC getting bleaker by the moment, state, county and local governments will be facing some harsh fiscal decisions due to the economic fallout from COVID-19 this year and in 2021.

Gov. Andrew Cuomo has threatened to withhold 20% of funding earmarked for local governments, hospitals and school districts if further COVID relief funding is not forthcoming from Congress. The funding cuts, along with tax revenue shortfalls from restrictions imposed earlier this year to prevent the spread of the pandemic, has some local government leaders already threatening government worker layoffs, service program cuts as well as other revenue raisers.

In response to this impending dark economic outlook, the Orange County Partnership and its affiliate the Alliance for Balanced Growth are later this month tackling the issues surrounding the pandemic and how municipalities can

increase tax rates in response.

One of the joys of my job as president and CEO of the Orange County Partnership is to provide meaningful information to our members that result in opportunity, savings and/or profit. During these challenging times when the pandemic has created monumental financial disruptions to our economy, the Partnership has teamed up with the Co-chairs of the Alliance for Balanced Growth to offer guidance and suggestions to our municipal leaders.

On September 24th, at 9:00 am, the Alliance for Balanced Growth (ABG) will be discussing the major issues that municipalities face, and with the help of a number of experts, will make presentations that will offer municipalities workable solutions to the economic hardships ahead. An added benefit is the ABG is opening up the virtual session to Planning Board Members, municipal leaders and anyone who is searching for solutions.

The Alliance for Balanced Growth is a cooperative effort between area developers, landowners, commercial real estate professionals, engineers, land-use attorneys, construction services and the Orange County Partnership. Its mission is straightforward—to present a strong, unified voice for responsible development in Orange County.

The Sept. 24th program will begin by illustrating how localities can increase tax rates that will generate revenue in-perpetuity. It's important to note that the pandemic has created a need in the marketplace, bringing developers and corporations to Orange County to site valuable projects. Thousands of jobs and millions of dollars in taxes will follow, but only with cooperation from towns, villages and cities. We have to act quickly because the competition is intense and companies will go to where

they are wanted. There is a cost to inaction and the delay of projects and our quality of life is at stake.

Topic items and experts will include (but are not limited to):

ABG Co-Chair Andrew Fetherston, a principal of Maser Consulting, who will cover zoning issues and the finer points of the local planning process.

Tom Weddell, partner with RBT CPAS, LLP, and Brian Flynn, a partner with PKF O'Connor Davies, LLP, will provide an accounting perspective on economic development and municipal finance issues and possible solutions.

Alan Seidman, executive director of the Construction Contractors Association, will offer an overview of the recently launched "BrighterHV" marketing initiative, illustrating the value of economic stability through job creation.

County Executive Steve Neuhaus will provide an update on the RFPs on

several prominent Orange County properties and the many resources available through the county that local municipalities can take advantage of.

John Lavelle, a veteran commercial broker with Rand Commercial, will MC the event and weave in his insights on the commercial real estate market.

All in all, we have a very powerful lineup that is guaranteed to provide support and guidance in these troubling times. In closing, the good news is this is only the first of a series of fall events that the Partnership and the Alliance will provide for our Investors, so stay tuned for further exciting updates at our website—www.ocpartnership.org.

For further information on the meeting, contact the Orange County Partnership at (845) 294-2323.

Maureen Halahan is president and CEO of The Orange County Partnership, which is based in Goshen.

Camp LaGuardia

Continued from previous page

erties include a former YMCA, Masonic Temple and American Legion buildings. The county acquired the Newburgh properties in the hopes of expanding SUNY Orange's services to those properties.

Boutique hotel and restaurant firm Foster Supply Hospitality of Youngsville, NY has offered Orange County \$1 million in cash for the three Grand Street buildings in Newburgh with plans to develop a mixed-use project at the site. According to the firm's RFP, it intends to develop an 80-room hotel, 20,000 square feet of meeting/event space and a 100-seat restaurant at the three properties.

The project, which has been estimated to cost approximately \$20 million, would require a zone change. Foster Supply stated in the RFP that it expects

the engineering and zoning approval process to take six to nine months once it has taken control of the site. Construction would take between 14 months to 18 months. It expects to have the hotel open for guests in mid-2022.

Somers-based Kearney Realty and Development Group has also submitted a bid of \$250,000 to develop the "Grand Street Revival" that would consist of 60 loft-style apartments, two retail storefronts and one 3,000-square-foot restaurant.

The Orange County Legislature will select the developers who will buy some or all the properties.

The RFP for Camp LaGuardia can be found at: <https://www.orangecountygov.com/1968/RFP-Sale-of-former-Camp-LaGuardia-Proper>.

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