



FOCUS ON ORANGE COUNTY

Investors Lining Up to Build New Projects in Orange County

By John Jordan

MIDDLETOWN—If any attendees at the Sept. 21 Investor Breakfast of the Orange County Partnership were questioning the strength of the county's economy, any



Orange County Executive Steve Neuhaus

misgivings were wiped away by the breadth of the positive data and forecasts offered by economic development, government and business experts at the event.

Orange County Partnership President and CEO Maureen Halahan noted that the county is seeing significant development interest and numerous firms are seeking municipal approvals for projects ranging in size from 60,000 square feet to 1 million square feet.

Halahan said that at present, the growth clusters in Orange County are: tourism, health care, distribution and e-commerce.

Orange County Executive Steve Neuhaus pulled no punches, reporting that sales taxes in Orange County are up 25% from last year and agreed with Halahan that investment interest in Orange County is very high.

"There is a massive land grab going on throughout the county," Neuhaus said. "People wanting to buy property, investing and going before Planning Boards."

He also said that the county is working with the Department of Labor to prompt those who left their jobs due to the pandemic to return to work if they are able.

The keynote speaker at the event held at the West Hills Country Club that was attended by 275 people, was Gus Scacco, CEO and Chief Investment Officer of Hudson Valley Investment Advisors, Inc. of Goshen, a subsidiary of Orange County Bancorp, Inc.

Scacco noted that demand is very strong and what is holding back economic growth are supply bottle necks. "You don't confuse slowing sales with what is happening now because demand is tremendous" he said. "You can't find employees, you can't get a reservation, you can't buy a car, you can't find a house. Those don't happen when you are having bad economic times." He termed current economic conditions as "very robust" and noted that there are indications that the worst of the COVID-19 pandemic may be behind us.

He noted that supply constraints are putting downward pressure on growth. Scacco said that at present there are 60 large container ships sitting out in the waters off the port Long Beach, CA waiting to be off loaded. Normally, there are just three to five container ships waiting for longshoremen to remove their cargo.

Another impediment to growth for the national and regional economy is the shortage of computer chips, which has, for example, caused used car prices to rise by 30%. Scacco said there are signs that the computer chip shortage may be dissipating.

He said that inventories are very low and will likely take about a year to recover. Scacco predicted that supply chains will begin to turn to normal levels in the second quarter of 2022.

In terms of the housing market, Scacco said that the combination of low inventory and high demand, particularly among first time homebuyers will fuel a continued strong market for some time to come.

Another positive for the housing market, include continued migration of city residents to suburbs like Orange County.

"If you are a builder, this is probably the best time you have ever seen or will see for a long period of time," Scacco predicted.

He agreed with Neuhaus and Halahan and said that there is a major push on the commercial construction for the development of warehouse space across the nation.

Another key positive indicator that spells good news for real estate investors and the overall economy is that the personal savings rate is currently at a record high of 15%. He said that the high personal savings rate is a key reason why some people have yet to return to work despite the abundance of open job positions.

"People are sitting with a lot of money in their pockets and they want to spend it," he said.



Keynote speaker Gus Scacco, CEO, Hudson Valley Investment Advisors, Inc.

The Orange County Real Estate Market Continues to Soar

By Renee Zurlo



aside from some slight changes in statistical information, you did hear it before, in the late summer of 2020.

We've been hearing it for quite some time now in Orange County, throughout the Hudson Valley and surrounding areas, basically everywhere; inventory is still low, buyer demand is still high. Many are wondering if we will see some sort of change in these market conditions that we've been in for well over a year now. Are we beginning to experience a shift because in some price points, listings are staying active a bit longer, we are seeing "only" a dozen or so offers in multiple offer situations instead of 20 to 30? Real estate experts do not predict a major shift any time soon.

In the month of August, we saw the highest number of closed single-family residential properties in 2021, with 442 sales, up from 378 in July. There were 528 new single-family listings, down from 591 in the previous month.

The average days on market (calculated from list date to under contract date), dropped to a swift 45 days in August, compared to 59 days in the second quarter of 2021, and 71 in the first quarter. The average closed sale price to original list price ratio in the month of August was 102.4%, up from 101.7% in July.

July and August registered record breaking average sale prices in Orange County, coming in at \$414,654 and \$411,279, respectively. The single-

family median sale price in August was \$359,900, up 20% from August 2020.

The Orange County rental market continues to soar as well. As of this writing, there are only 83 available residential rentals in OneKey MLS. As a point of reference, in August 2019, there were 265 and in July 2019, 307. Single-family homes in some areas are renting in the \$4,000-\$5,000 a month range and we are seeing two-bedroom apartment rentals up to, and at times exceeding \$3,000 per month.

Orange County has always seen its fair share of homebuyers from New York City. We historically have had a large population who commute to areas of the city for work. We saw an influx of buyers from the city over this past year, not as commuters, but buyers seeking amenities for working remotely. Some speculate this migration may not continue due to people being called back to their jobs in the city sooner than expected. Time will tell.

In most price points, new listings are still getting accepted offers within days, even hours. The buyer demand is still quite strong, yet several transactions are resulting in some buyer's remorse. Perhaps some regrets in getting caught up in the moment of multiple offer situations, offering in excess of top dollar, waiving appraisal contingencies and inspections. Out of curiosity, today I ran a search of single-family homes over

the past seven days that came "Back on Market." There were 34. Thirty-four homes where the deals fell through due to various reasons. Thirty-four opportunities for 34 buyers to have a chance to get back in the game and win their dream home. Let's remember to communicate well, and always be a professional especially when things may not initially go your way. You just may get another shot.

Real estate experts predict that buyer demand will remain strong, inventory will continue to be challenging and home prices will continue to rise for the remainder of 2021 and into 2022 although, they will rise more slowly, possibly single-digit increases in 2022.

Overall, agents are very positive about real estate in Orange County. They recognize the uniqueness of this market where sellers and buyers are both still benefitting; sellers from record high prices and buyers from historically low interest rates.

So, if you actually did experience a little déjà vu in reading this, it simply means the Orange County real estate market continues to soar, and I'd say we're all ok with that.

Renee Zurlo is the General Manager of New York for Howard Hanna Rand Realty and previously served as the president of the Hudson Gateway Multiple Listing Service, the predecessor of OneKey MLS.

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5 QUESTIONS WITH

Maureen Halahan
Orange County Partnership
President & CEO

By John Jordan

GOSHEN—Ever since the COVID-19 hit this region back in March 2020, one of the bright spots for the Hudson Valley economy has been Orange County where, despite the challenges the pandemic has brought, major projects and investment continue almost undeterred.

Orange County has seen Amazon and Medline build new massive distribution facilities, while the much-anticipated LEGOLAND New York opened for business recently to much fanfare. Even the struggling hospitality sector is rebounding, with many new hotel projects in the ground or on the drawing boards and reports that on weekends no hotel room can be found within the borders of the county.

This month, *Real Estate In-Depth* turned to Orange County Partnership President and Chief Executive Officer Maureen Halahan to find out where the economy is in its recovery from COVID-19 and what growth sectors have emerged.

She was also questioned on the challenges the county faces and the prospects on whether the long hoped for expansion of Route 17 will move forward and break ground.

Halahan, who was born and raised in the Hudson Valley, is one of the

most recognizable faces in economic development in the region and the state. She became the President and CEO of the Orange County Partnership in 2002, making her the longest serving economic development professional in the Mid-Hudson Region.

She is a long-standing member of the Governor's Mid-Hudson Regional Council and also serves on the Citizens Advisory Panel – New York Stewart International Airport. Halahan is a member of the New York State Economic Development Council, CoreNet International, an international site-selection industry association and the 17Forward86 coalition, which the Orange County Partnership was instrumental in founding.

In the past five years, the Orange County Partnership has assisted with the attraction and/or expansion of 99 companies. These transactions have generated \$902,446,000 in capital investment and created 3,146 new jobs in Orange County.

1 **Real Estate In-Depth:** The Orange County economy has been on the road to recovery for the past year or so. The latest unemployment statistics from the New York State Department of Labor indicate that the jobless rate in the county as of July had fallen from 12.4% in 2020 to 5.3% this year. Can you describe the impact COVID had on the Orange County market and share your view on the health of the county's economy today?

Halahan: Key indicators show that things are definitely coming back. The Hospitality industry is reopening and venues are booking up years in advance. People are getting out again. The demand for more product is happening and while the supply is not sufficient, it's going to come around again. Hotels that are either under construction or in the planning stages are developing faster than we can keep up with. Right now, in Orange County on the weekends you can't get a room. So, on the hospitality side we see a tremendous amount of growth.

Another indicator that proves that we are moving toward a healthy economy is the amount of SPEC (speculative) construction and that is taking place throughout the county. Developers are constructing industrial buildings prior to securing an end-user. In most cases, the buildings are fully leased before the roof is on. That kind of confidence is also reflected in the number of national developers that are before planning boards seeking generic approvals. They are investing millions of dollars preparing land for construction without knowing who will take the space.

One such national developer is proposing two separate 1-million-square-foot e-commerce centers in a town that recognizes the value of the jobs and tax rates that will follow. Orange County is facing a time in history where we have to seize the momentum and we are! Municipalities want the growth in their designated corridors. We are seeing a considerable amount of retail, pharmaceutical and distribution. Both Medline and Cardinal Health, long-standing companies that have enjoyed success in Orange County, are expanding. So, it's not all new attractions. Our current companies are growing at the same rate. And, it's not just the million-

square-footers, there are dozens of smaller requirements that are building-to-suit. Things are happening quickly. The big story is the developers are getting their approvals and next year construction is going to explode. I hope we have enough workers to build and construct these projects.

2 **Real Estate In-Depth:** The Orange County Partnership has been a strong proponent of major improvements and an expansion to be undertaken on Route 17 from Harriman to Monticello. Preliminary cost estimates have put the cost of the project as high as more than \$1 billion. Is this project feasible and do you expect the federal infrastructure bill to direct some funding for the Route 17 expansion?

Halahan: The \$1-billion estimate is only if it goes literally from Harriman straight through to Monticello. That's why that number is so explosive. That cost estimate assumes that the road needs to be widened without the use of the median and by purchasing all those additional right-of-ways. So, that is why that number is so much greater than the anticipated \$500 million. There are cost estimates that are half of that because we don't know if the New York State Department of Transportation will determine that it's needed to go the entire route.

The \$500-million we believe is still the number if the DOT is allowed to use the median. On the federal side, U.S. Sen. (Charles) Schumer has been a staunch supporter of the project. He remains engaged. He has been a long-time proponent and we are optimistic that the funds will be available to allow the project to go forward. We believe it is going to happen.

3 **Real Estate In-Depth:** What are the growth sectors that your organization is focusing on in Orange County? There has been a significant

amount of new projects throughout the county of late. Can you explain why investors have chosen Orange County for their developments, particularly as the hotel/hospitality industry continues to suffer from low demand due to the pandemic?

Halahan: Regionally speaking, we are still less expensive (than other competing markets) and Orange County has an abundance of supportive infrastructure. What people don't see is the number of small- to mid-sized manufacturers in Orange County. Our portfolio is rich with new projects and existing assembly and manufacturing businesses. What hits the paper is the big explosive projects like Amazon or Medline and others. For instance, we are working with a truck chassis assembly manufacturer in New Windsor. New Windsor Supervisor George Meyers likes the location—it's zoned appropriately and we hope

it's another win for Orange County. The New Jersey-based company found the location attractive and we were more affordable than New Jersey. Phase two of its overall plan is to construct a larger building on the site next year. This multiplier effect puts people to work and strengthens our economy.

Breweries are big and they are popping up all over. The Mid-Hudson Regional Council just deemed one of the breweries in the Town of Wallkill a significant priority project. And marijuana is a burgeoning industry with several projects in various stages of development and planning. It's everywhere, but in this county, it is big. Yesterday, Green Thumb Industries broke ground on their project in Warwick...

Other projects of note include the Sims-Foster Supply (Grand Street project) in the City of Newburgh, which was also deemed a priority by the Mid-Hudson Regional Council. Sims Foster out of Sullivan County is going to be redeveloping the Masonic Hall, the American Legion and the YMCA (in Newburgh). They are going to be pumping millions and millions of dollars into the city and the multiplier in terms of outside dollars being spent in the city is a big number. Recently, we also had City Winery open in Montgomery and the Barn at Villa Venezia (a new hospitality venue) in the Town of Wallkill debuted.

The film industry is growing in Orange County. You have Choice Films in New

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Some Unique Places to Visit in Orange County this Fall

By Mary T. Prenon

As we all bid farewell to summer and hello to autumn, Orange County continues to be a very popular destination for traditional fall outings like apple and pumpkin picking, exploring corn mazes, wine tasting, hiking and even driving through scenic small villages to view the foliage.

But for those who might be looking for something out of the ordinary, Orange County also offers some unique destinations where you can mingle with alpacas, experience the blooming colors of autumn from a treetop view, or learn yoga in a real ashram.

Marsha and Wayne Oliver have owned Rock Ridge Alpacas in Chester for almost 20 years and have welcomed visitors of all ages who are curious about these gentle creatures, who are part of the camel family and about half the size of a lama. “Alpacas are just as curious about people, and they’re fascinated by children,” said Marsha Oliver. “They’re just like us—they all have different personalities. Some of them will come up and kiss you on the head, while others will shy away. However, if they’re getting food, they’re all pretty friendly.”

At one time, the farm had as many as 39 alpacas, but now they are down to just 11. The animals are sheared every spring for their velvety fiber, which is woven into sweaters, gloves, scarves, hats and footwear. “It’s soft like cashmere, and it’s great for anyone who may have problems with allergies,” explained Oliver. “It’s also lighter than wool, yet nine times as warm.”

Tours of the farm are available on weekends, but are by appointment only now, due to continued concerns about COVID. The hour-long outdoor tours guide visitors through various fields and provide all the information they’d ever need to know about alpacas. Visitors also have the opportunity to help feed the animals.

been offering balloon rides in the area for almost 25 years. Owners Chris Healy and his wife Deana DeRosa-Healy offer a colorful selection of five balloons holding groups of up to eight people, or smaller ones for private parties of two to four. They operate seven days a week, from April through November.

A commercial pilot, Chris Healy has been flying for 36 years and owes his love of the clouds to a French aviator at Randall Airport in New Hampton.

The Healys have hosted guests from around the corner, the nation and the globe. “We see a lot of people from New York City and Long Island who drive up to four hours to get here, and we’ve met people from as far away as China, Japan, Germany, Austria and the Philippines,” she added.

Over the years, their clientele has also included celebrities, sports figures and politicians. They’ve witnessed marriages, birthdays, engagements, anniversaries and more—all while soaring through the air. Group flights are \$375 per person and private flights are \$1,499 per couple. “For anyone who’s looking for a new type of adventure, this is definitely something to add to your ‘bucket list,’” said DeRosa-Healy.

Amanda Dana, director of Orange County Tourism & Film, said fall is one of the busiest seasons for the area. “In general, we’ve

devoted to Hudson River School painting, its founders—the late Ralph E. Ogden and H. Peter Stern—had become committed to modern sculpture. Their first pieces were situated directly outside the museum building as part of formal garden scheme. However, in 1967, after purchasing 13 works from the estate of sculptor David Smith, Storm King began to place sculptures directly in the landscape.

Designed by the late architect William A. Rutherford, the center’s landscape includes vistas, hills, meadows, ponds, natural woodlands, and walking paths that can accommodate both small and large-scale works of art.

“We are excited to welcome visitors back to Storm King and offer a place to connect with art in nature at a time when it is needed more than ever,” said Storm King President, John P. Stern. “One thing that makes Storm King unique is that our 500 acres offer natural physical distancing and in this first stage, we will limit the number of visitors through advance ticketing and timed entries.”

The Storm King Art Center is open Wednesdays through Monday’s from 10 a.m. to 5:30 p.m. The Museum Store and Outdoor Café will remain temporarily closed and the tram and bike rental will not be available in the first stage of opening. Advance tickets are required for all visitors. Admission varies from \$20 to \$25 per person, depending on the day and peak seasons.

“For 60 years, Storm King has provided a place for people to be among art in nature; we believe in its power to lift our spirits, inspire us, and support our mental and spiritual health,” added Stern.

Finally, for those seeking something a little quieter and more low-key, Orange County also has its very own ashram, the Ananda Ashram in Monroe. The yoga retreat, spiritual and education center offers daily meditation programs with Yoga studies, chanting, readings and daily Yoga and Sanskrit instruction.

Founded in 1964 by Shri Brahmananda Sarasvati, Ananda Ashram is open Thursdays through Sundays from 8 a.m. to 3 p.m. Proof of vaccination is required for adults and children aged 12 or older. The daily rate is \$25 and includes Yoga class, a morning Meditation Program,



“He was just 13 when he first saw a balloon flying over his house, so he hopped on his bike and peddled after it for a few miles,” recounts DeRosa-Healy. “When he got to the airport, the balloon pilot was so impressed that he offered Chris a job on the spot, and the rest is history.”



Alpacas at Rock Ridge Alpacas in Chester

seen both sales tax and occupancy tax increasing over the last couple of months with the LEO-LAND opening, weddings, sports events and more,” she said. “And with autumn right around the corner, people will be out and about visiting our many farms, wineries and breweries.”

Dana said many hotels have been close to 100% occupancy, with most visitors coming from the tri-state area. “There’s definitely been an uptick in the sales tax as well with all of the new families moving into the county,” she added. “We are fortunate to have such a wide variety of destinations and activities here.”

For aficionados of large-scale sculptures, the 500-acre outdoor museum, the Storm King Art Center in New Windsor is a must-see attraction. Founded in 1960, the non-profit Center exhibits modern and contemporary art in an idyllic countryside setting, giving visitors the opportunity to explore art in nature. The center also supports artists and some of their most ambitious works, offering changing seasonal exhibitions and programming.

Originally envisioned as a museum

Sanskrit class, lunch and access to the facilities. They are also offering limited weekend overnight stays with a two-night minimum.



Hot air balloons at Above the Clouds in Middletown.

“We get a lot of local people, as well as those from New York City, who come up for the day,” added Oliver. They don’t charge for the tours but do accept donations. The Olivers also own a small gift shop on the farm. “It’s definitely something very different to do—it’s our best kept secret in the area.”

Meanwhile, if you’re someone who’s not afraid to jump into a small basket and soar high above the clouds, then you might be a likely candidate for a hot air balloon ride.

Above the Clouds in Middletown has

All of Above the Clouds’ balloon flights are scheduled at sunrise since the winds tend to be the calmest then. The flight lasts an hour, during which time passengers are standing. Balloons travels five to eight miles, offering breathtaking views of the Hudson Valley. Even at heights of 1,000 feet, noted DeRose-Healy, the ride is peaceful and calm. “We’ve had a lot of people who said they have a fear of heights or are claustrophobic, but they’ve never any issues with the ride,” she said. Once the balloon lands, the group celebrates with a champagne toast.



Mark di Suevro: Neruda’s Gate, 2005. courtesy of the artist and Spacetime C.C., NY. Photo supplied by Storm King Arts Center

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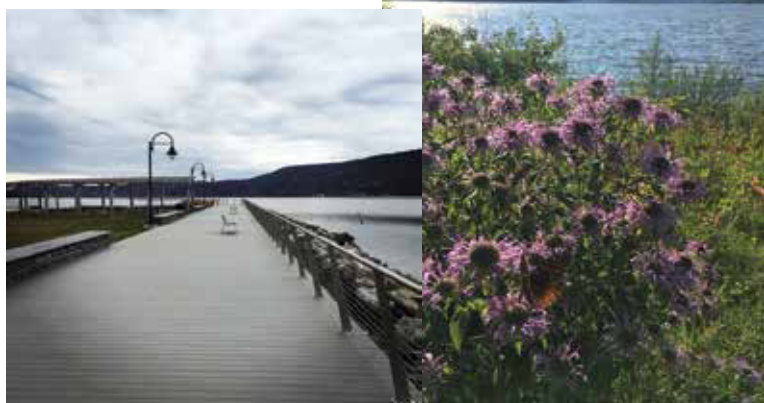
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Investors Lining Up to Build New Projects in Orange County

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He concluded his remarks by again reiterating that slow sales are not the real indicator of where the economy is and is heading in 2022.

"We have tremendous, tremendous buoyancy in the economy on a nationwide basis," Scacco said. "The biggest thing that is holding us up are bottle necks in terms of logistics and the ability to get stuff. If you are a contractor waiting trying to get wire, you are waiting for a product at home or you are looking to add an employee, those are the things that we think will let up over the next six to eight months and keep the economy running."

The Orange County Partnership's next major event will be its Annual Event held on Tuesday, Dec. 7 at the recently opened The Barn at Villa Venezia in the Town of Walkkill. At the program, which will begin at 5 p.m., the Orange County Partnership will announce the winners of its 2021 Quality of Life Award, Spirit of Innovation Award and the Alliance for Balanced Growth's Golden Shovel Award.

Five Questions

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Windsor. They are going to take over the Anthony's Pier 9 building and that is going to pour a ton of money into our economy. Also, we recently met with the Dino Park, which will be built in the Town of Walkkill...

Editor's Note: Halahan added that with the Dino Park, LEGOLAND New York, the Castle, and Woodbury Common Premium Outlets, "We are becoming more and more of a destination."

4

Real Estate In-Depth: What are some of the critical issues facing Orange County in the years ahead: the future growth of New York Stewart International Airport, transportation, regulatory reform, high business costs?

Halahan: So, we know that Stewart Airport is underutilized and it has been forever. We also know that Westchester County Airport is at capacity. Parking has become a challenge at Westchester County Airport and there is an abundance of parking at Stewart. Both airports are regional in nature so we have to work together so that both airports thrive and serve the Hudson Valley at optimum capacity. We need to partner, similar to the way we approached the 17-Forward-86 initiative where Orange and Sullivan counties worked together. After we come up with a strategy regionally, we have to sit down with the Port Authority in order to start balancing (air travel at Port Authority airports). People want to fly out of Stewart and Westchester. We owe it to our regional residents to make it balanced and affordable with choices of carriers. I'm told that half of the Port Authority Board has never even visited Stewart Airport. That's unacceptable! The Partnership has invited them several times to host one of its Board meetings at Stewart. We have to get them more engaged because it is such an asset to them and they don't recognize it.

On the high cost of business, that is a policy issue. The fact is that Orange County is competitive regionally and we are doing OK. Our local taxes are not the problem. It's the regulations that kill us. We lost our common sense. If we continue to make New York unaffordable for companies to come here, we will continue to watch our numbers go down. The overall business climate is something that we continue to work on with our state leadership. We are hopeful with the new administration. (Governor) Kathy Hochul is a huge small business proponent. She understands small businesses. She understands her challenges too. We hope that we are going to be able to continue to work with her as she has visited Orange County dozens of times—we have a good relationship with her.

5

Real Estate In-Depth: In looking back on the past 18 months of the pandemic, is there any event or moment that affected the Partnership the most and has there been anything positive to come out of this that you can point to?

Halahan: We (the Orange County Partnership staff) were here until the last possible moment and then had to work from home because we didn't want to break the rules. The good thing that came out of "the Great Shutdown" is that every one of us over the years had been able to work from a remote location, myself included. We had to learn Zoom and Microsoft Teams and all of those other things, but we were no strangers to remote technology and we were very productive right out the gate. Thank God we have a very diverse group. We have young people on my team who set us up right away and made sure we were cross trained. I'm proud to admit that the very first day that we were allowed to come back to the office, every member of this team wanted to.

So, that is what I learned. I learned from my team that a) we took the proper precautions, b) they wanted to be here at the office so I didn't have to fight some of the challenges other organizations did and c) we worked well together from home. Look, does anyone get an eight-hour day from their staff when they are working from home? My team proved it is possible. I think that we were highly effective during that time. We started our new newsletter during that time, which was probably one of the most significant things we have done to engage our local community. The newsletter has been well received and we get a lot of feedback from our readers. We were able to connect our investors and our local business community by continuing to feed them information that impacts their bottom line...

Also, the second the governor gave the okay, we resumed in-person events. We had our MVP (Most Valuable Partner) event, which the attendance numbers equaled 2019 as did our income from that event. The Partnership has never been one to hold golf outings or outdoor events, but this past May we held our first Golf Outing and sold out two golf courses. We have already sold all of the sponsorships for the 2022 Golf Outing. It was that successful! Now we have three golf courses reserved for 2022. It was not only fun, we were able to get people together safely, they made business connections and they had fun! It was a home run!

We have our Investor Breakfast coming up and judging from the RSVPs we have received so far, a good amount of people have signed up for it. We will see if the (Delta) variant continues to haunt us. But, the numbers are going down, people are planning ahead for events, we are selling sponsorships and we believe our Annual event in December at the Barn at Villa Venezia will be a smashing success.

NY International Air Show Returns to Orange County

MONTGOMERY—The New York International Air Show returned to Orange County this year despite the COVID-19 pandemic.

The highly popular event was held at the Orange County Airport in Montgomery during the weekend of Aug. 28-29. In 2020 the event was also held to limited crowds at Orange County Airport after previously being staged at the larger New York International Airport in Newburgh.

Among the headliners at this year's event included: the U.S. Air Force Thunderbirds featuring the F-22 Raptor Demo Team, the F-18 Rhino Demo Team, a Navy Legacy Flight, a Quick Silver P-51D Mustang, a B-52 Bomber "Panchito" used by the U.S and its allies in every theater of World War II., as well as the highly-skilled West Point Parachute Team.



PHOTOS BY JUSTIN RODRIGUEZ



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From left, Gary Legrande, Carmen Bauman and Richard Haggerty, HGAR CEO



Charlie Oppler, National Association of Realtors (NAR) President



From left, (Back Row) Ron Garafalo; Charlie Oppler, NAR President; Dorothy Botsoe; and Anthony Domathoti, HGAR RPAC Committee Co-Chair, Front left, (Front Row) Marcene Hedayati, Gail Fattizzi, Barry Kramer, and Leah Caro, all past HGAR presidents



From left, Maryann Tercasio, David Moore, Ann Garti and Carol Christiansen, HGAR RPAC Committee Co-Chair



From left, Richard Haggerty, HGAR CEO; Carol Christiansen; Charlie Oppler, NAR President; Dorothy Botsoe and Anthony Domathoti



From left, Tony D'Anzica; Carmen Bauman; Crystal Hawkins-Syska, HGAR President; Gail Fattizzi and Anthony Domathoti



From left, Hector Castillo, Emran Bhuiyan, Charlie Oppler, NAR President, David Mizrahi, Anthony Domathoti, RPAC Co-Chair



From left, Charlie Oppler, NAR President, Julia B. Fee Sotheby's International Sales Managers, Jane Murray, Virginia Doetsch, Brian Murray, Pati Holmes, HGAR's Gary Connolly and Richard Haggerty.



The Meet and Greet with NAR President Charlie Oppler event on Sept. 14 at the Kanopi at One Renaissance Square in White Plains raised approximately \$13,000 for RPAC.

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