

**COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY**

***APPLICATION FOR SALE/LEASEBACK TRANSACTION***

IMPORTANT NOTICE: The answers to the questions contained in this application are necessary to determine your firm's eligibility for tax exemptions and other assistance from County of Cattaraugus Industrial Development Agency. These answers will also be used in the preparation of papers in this transaction. Accordingly, all questions should be answered accurately and completely by an officer or other employee of your firm who is thoroughly familiar with the business and affairs of your firm and who is also thoroughly familiar with the proposed project. This application is subject to acceptance by the Agency.

TO: COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY  
3 East Washington Street  
P.O. Box 1749  
Ellicottville, New York 14731  
Attention: Chairman

This application by applicant respectfully states:

APPLICANT: Win-Sum Ski Corp.  
APPLICANT'S STREET ADDRESS: 6557 Holiday Valley Road  
CITY: Ellicottville STATE: New York PHONE NO.: 716-699-2345

NAME OF PERSON(S) AUTHORIZED TO SPEAK FOR APPLICANT WITH RESPECT TO THIS APPLICATION: Dennis Eshbaugh and David Trathen

IF APPLICANT IS REPRESENTED BY AN ATTORNEY, COMPLETE THE FOLLOWING:

NAME OF FIRM: Brooks & Brooks

NAME OF ATTORNEY: Kameron Brooks

ATTORNEY'S STREET ADDRESS: 207 Court Street  
CITY: Little Valley STATE: New York PHONE NO.: 716-938-9133

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NOTE: PLEASE READ THE INSTRUCTIONS ON PAGE 2 BEFORE FILLING OUT THIS APPLICATION.  
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## INSTRUCTIONS

1. The Agency will not approve any application unless, in the judgment of the Agency, said application contains sufficient information upon which to base a decision whether to approve or tentatively approve an action.
2. Fill in all blanks, using "none" or "not applicable" or "N/A" where the question is not appropriate to the project which is the subject of this application (the "Project").
3. If an estimate is given as the answer to a question, put "(est)" after the figure or answer which is estimated.
4. If more space is needed to answer any specific question, attach a separate sheet.
5. When completed, return two (2) copies of this application to the Agency at the address indicated on the first page of this application.
6. The Agency will not give final approval to this application until the Agency receives a completed environmental assessment form concerning the Project which is the subject of this application.
7. Please note that Article 6 of the Public Officers Law declares that all records in the possession of the Agency (with certain limited exceptions) are open to public inspection and copying. If the applicant feels that there are elements of the Project which are in the nature of trade secrets or information, the nature of which is such that if disclosed to the public or otherwise widely disseminated would cause substantial injury to the applicant's competitive position, the applicant may identify such elements in writing and request that such elements be kept confidential in accordance with Article 6 of the Public Officers Law.
8. The applicant will be required to pay to the Agency all actual costs incurred in connection with this application and the Project contemplated herein. The applicant will also be expected to pay all costs incurred by general counsel and special counsel to the Agency.
9. The Agency has established an application fee of Two Hundred Fifty Dollars (\$250) to cover the anticipated costs of the Agency in processing this application. A check or money order made payable to the Agency must accompany each application. **THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS ACCOMPANIED BY THE APPLICATION FEE.**
10. The Agency has established a project fee for each project in which the Agency participates. **UNLESS THE AGENCY AGREES IN WRITING TO THE CONTRARY, THIS PROJECT FEE IS REQUIRED TO BE PAID BY THE APPLICANT AT OR PRIOR TO THE GRANTING OF ANY FINANCIAL ASSISTANCE BY THE AGENCY.**

FOR AGENCY USE ONLY

1.	Project Number	_____
2.	Date application Received by Agency	_____, 200_
3.	Date application referred to attorney for review	_____, 200_
4.	Date copy of application mailed to members	_____, 200_
5.	Date notice of Agency meeting on application posted	_____, 200_
6.	Date notice of Agency meeting on application mailed	_____, 200_
7.	Date of Agency meeting on application	_____, 200_
8.	Date Agency conditionally approved application	_____, 200_
9.	Date scheduled for public hearing	_____, 200_
10.	Date Environmental Assessment Form ("EAF") received	_____, 200_
11.	Date Agency completed environmental review	_____, 200_
12.	Date of final approval of application	_____, 200_

**County of Cattaraugus Industrial Development Agency**  
**Lease Fee Structure**

\$750 non-refundable application fee, plus  
\$750 non-refundable agency counsel fee.

*At the time of closing, prior to the CCIDA issuing its sales tax letter, you will be responsible for the following:*

1 and 1/16% fee on the amount of sales tax letter(s) provided (in addition to the non-refundable application fee). Any additional sales tax letter(s) beyond the initial project amount will pay the standard IDA fee (1 and 1/16%) prior to the Agency issuing this letter(s). Any project with an in lieu of real property PILOT will be responsible for the full project PILOT amount paid in full at time of the project closing including projects with fixed fee amounts.

*In addition to a CCIDA administrative fee you will also be responsible for paying CCIDA legal counsel expenses for lease transactions. The following are the CCIDA legal costs for each project:*

Projects up to \$500,000	\$4,000 fee & up to \$500 in expenses
Projects up to \$1,000,000	\$4,500 fee & up to \$750 in expenses
Projects up to \$2,000,000	\$5,000 fee & up to \$750 in expenses
Projects above \$2,000,000	Will be negotiated

**NOTE:** Agency legal counsel fee include the \$750 non-refundable agency Counsel fee. Also if a Payment in Lieu of Taxes (PILOT) and/or a mortgage is part of the Project an additional \$2,000.00 fee will be charged.

**Please Note:** ALL lease transactions will be by mail closing and these costs only include basic lease documents. Modification of the base documents could result in additional CCIDA attorney costs. In addition, you will also be responsible for your own attorney's legal expenses relating to this transaction. The Board may also modify its fee with three quarters of the Agency's Board Members present approving.

*A late payment charge of 1 1/2% per month (30 day period) for every project billing will be in effect from the date billed by the CCIDA.*

I. INFORMATION CONCERNING THE PROPOSED OCCUPANT OF THE PROJECT (HEREINAFTER, THE "COMPANY").

A. Identity of Company:

1. Company Name: Win-Sum Ski Corp.  
 Present Address: 6557 Holiday Valley Road, Ellicottville NY  
 Zip Code: 14731  
 Employer's ID No.: 16-0816446

2. If the Company differs from the Applicant, give details of relationship:

3. Indicate type of business organization of Company:

- a.  Corporation. If so, incorporated in what country? United States  
 What State? New York; Date Incorporated 1957;  
 Type of Corporation? C; Authorized to do business  
 in New York? Yes x; No   .
- b.  Partnership. If so, indicate type of partnership \_\_\_\_\_;  
 Number of general partners \_\_\_\_\_; Number of limited partners \_\_\_\_\_.
- c.  Sole proprietorship.

4. Is the Company a subsidiary or direct or indirect affiliate of any other organization(s)? If so, indicate name of related organization(s) and relationship:

B. Management of Company:

1. List all owners, officers, directors and partners (complete all columns for each person):

NAME AND HOME ADDRESS	OFFICE HELD	OTHER PRINCIPAL BUSINESS
Dennis Eshbaugh	President	N/A
David Trathen	Executive VP Finance	N/A
Bonnie Koschir	VP Operations	N/A
John Northrup	Vice President	J.D. Northrup Const. Co.
H. H. Dobbins	Secretary	Thruway Produce

2. Is the Company or management of the Company now a plaintiff or a defendant in any civil or criminal litigation? Yes   ; No x.

3. Has any person listed above ever been convicted of a criminal offense (other than a minor traffic violation)? Yes   ; No x.

4. Has any person listed above or any concern with whom such person has been connected ever been in receivership or been adjudicated a bankrupt? Yes\_\_\_\_; No x.
5. If the answer to any of questions 2 through 4 is yes, please, furnish details in a separate attachment.

C. Principal owners of Company:

1. Is Company publicly held? Yes\_\_\_\_; No x. If yes, please list exchanges where stock traded:
2. If no, list all stockholders having a 5% or more interest in the Company:

NAME	ADDRESS	PERCENTAGE OF HOLDING
Dennis Eshbaugh	Ellicottville NY	7.4
John Northrup	Ellicottville NY	9.7
Anne Reading	Lakewood NY	7.5
Allen Yahn	Lakewood NY	5.8

D. Company's principal bank(s) of account:

Five Star Bank  
PNC Bank

II. DATA REGARDING PROPOSED PROJECT.

A. Description of the Project: (Please provide a brief narrative description of the Project.)  
Attached

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B. Location of the Project:

1. Street Address: 6557 Holiday Valley Road
2. City of \_\_\_\_\_
3. Town of Ellicottville
4. Village of \_\_\_\_\_
5. County of Cattaraugus

## Summer 2007 Projects

The summer 2007 project will enhance Holiday Valley Resort and improve its ability to attract visitors and compete with other tourist destinations. The following items make up the main components of the project:

A new CTEC quad chairlift to service ski terrain developed with the construction of Spruce Lake in 2006. This lift will service beginner and intermediate terrain and long term may service home sites. Renovation of rooms at the Inn, this will provide new flooring, wall paper and window treatments keeping the Inn competitive. A new groomer to keep up with the expectations of the guest and continued work on the snowmaking system.

The project also includes new computer infrastructure to handle the new property management system, four new snowmobiles and new chairs, and tables for the main clubhouse. These are the main items of the project.

C. Description of the Project site:

1. Approximate size (in acres or square feet) of the Project site: -1 acre  
Is a map, survey or sketch of the Project site attached? Yes x; No \_\_\_\_.

2. Are there existing buildings on the Project site? Yes x; No \_\_\_\_.

a. If yes, indicate the number of buildings on the site: Attached. Also, please briefly identify each existing building and indicate the approximate size (in square feet) of each such existing building:

Inn, Main Chalet, Yodeler Lodge, Tannenbaum Lodge

b. Are the existing buildings in operation? Yes x; No \_\_\_\_\_. If yes, describe present use of present buildings:

Resort operations

c. Are the existing buildings abandoned? Yes\_\_\_\_, No x. About to be abandoned? Yes\_\_\_\_; No\_\_\_\_. If yes, describe:

d. Attach photograph of present buildings.

3. Utilities serving the Project site:

Water-Municipal: Town of Ellicottville  
Other (describe)

Sewer-Municipal: Town of Ellicottville  
Other (describe)

Electric-Utility: National Grid  
Other (describe)

Heat Utility: National Fuel Resources  
Other (describe)

4. Present legal owner of the Project site:

a. If the Company owns the Project site, indicate date of purchase: \_\_\_\_\_ 20\_\_, purchase price: \$\_\_\_\_\_. Unknown  
Approx 1956

b. If Company does not own the Project site, does Company have an option signed with the owner to purchase the Project site? Yes\_\_\_\_; No\_\_\_\_, If yes, indicate date option signed with the owner: \_\_\_\_\_, 20\_\_; and the date the option expires: \_\_\_\_\_, 20\_\_.



Inn	Sq Ft 76,550
Main Chalet/ Resort Services	Sq Ft 72,673
Yodeler Lodge	Sq Ft 20,000
Tannenbaum Lodge	Sq Ft 16,000

- c. If the Company does not own the Project site, is there a relationship legally or by common control between the Company and the present owner of the Project site? Yes\_\_\_\_; No\_\_\_\_. If yes, describe;
- 5.
- a. Zoning District in which the Project site is located: Town of Ellicottville
  - b. Are there any variances or special permits affecting the Project site? Yes\_\_\_\_; No\_x\_. If yes, list below and attach copies of all such variances or special permits:

D. Description of Proposed Construction:

- 1. Does part of the Project consist of the acquisition or construction of a new building or buildings? Yes\_\_, No\_x\_. If yes, indicate number and size of new buildings:
  
- 2. Does part of the Project consist of additions and/or renovations to existing buildings located on the Project site? Yes\_x\_; No\_\_\_\_. If yes, indicate the buildings to be expanded or renovated, the size of any expansions and the nature of expansion and/or renovation: Inn room renovations: wall paper carpet, furnishings.
  
- 3. Describe the principal uses to be made by the Company of the building or buildings to be acquired, constructed or expanded:  

Lodging

E. Description of the Equipment:

- 1. Does a part of the Project consist of the acquisition or installation of machinery, equipment or other personal property (the "Equipment")? Yes\_x\_; No\_\_\_\_. If yes, describe the Equipment: List is attached
  
- 2. With respect to the Equipment to be acquired, will any of the Equipment be Equipment which has previously been used? Yes\_\_\_\_; No\_x\_. If yes, please provide detail:

3. Describe the principal uses to be made by the Company of the Equipment to be acquired or installed:

Equipment will be used for resort operations.

F. Project Use:

1. What are the principal products to be produced at the Project?  
No products will be produced.
2. What are the principal activities to be conducted at the Project?  
Skiing, lodging, golf, conference, tourism
3. Does the Project include facilities or property that are primarily used in making retail sales of goods or services to customers who personally visit such facilities?  
Yes\_\_\_\_; No x. If yes, please provide detail:
4. If the answer to question 3 is yes, what percentage of the cost of the Project will be expended on such facilities or property primarily used in making retail sales of goods or services to customers who personally visit the Project? \_\_\_\_\_%
5. If the answer to question 3 is yes, and the answer to question 4 is more than 33.33%, indicate whether any of the following apply to the Project:
  - a. Will the Project be operated by a not-for-profit corporation?  
Yes\_\_\_\_;No\_\_\_\_. If yes, please explain:
  - b. Is the Project likely to attract a significant number of visitors from outside the economic development region in which the Project will be located?  
Yes\_\_\_\_; No\_\_\_\_. If yes, please explain:
  - c. Would the Project occupant, but for the contemplated financial assistance from the Agency, locate the related jobs outside the State of New York?  
Yes\_\_\_\_; No\_\_\_\_ If yes, please explain:

- d. Is the predominant purpose of the Project to make available goods or services which would not, but for the Project, be reasonable accessible to the residents of the city, town or village within which the Project will be located, because of a lack of reasonably accessible retail trade facilities offering such goods or services? Yes\_\_\_\_; No\_\_\_\_. If yes, please provide detail:
- e. Will the Project be located in one of the following: (i) the City of New York; (ii) an area designed as an economic development zone pursuant to Article 18-B of the General Municipal Law; or (iii) a census tract or block numbering area (or census tract or block numbering area contiguous thereto) which, according to the most recent census data, has (x) a poverty rate of at least 20% for the year in which the data relates, or at least 20% of households receiving public assistance, and (y) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates? Yes\_\_\_\_, No\_\_\_\_. If yes, please explain:
6. If the answers to any of subdivisions c. through e. of question 5 is yes, will the Project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York? Yes\_\_\_\_; No\_\_\_\_. If yes, please explain:
7. Will the completion of the Project result in the removal of a plant or facility of the Company or another proposed occupant of the Project (a "Project Occupant") from one area of the State of New York to another area of the State of New York? Yes\_\_\_\_; No . If yes, please explain:
8. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Company located in the State of New York? Yes\_\_\_\_; No . If yes, please provide detail:
9. If the answer to either question 7 or question 8 is yes, indicate whether any of the following apply to the Project:

- a. Is the Project reasonably necessary to preserve the competitive position of the Company or such Project Occupant in its industry? Yes x; No \_\_\_\_\_. If yes, please provide detail: New lift will open additional beginner/intermediate terrain, grooming vehicle and equipment will keep the resort up to date.
- b. Is the Project reasonably necessary to discourage the Company or such Project Occupant from removing such other plant or facility to a location outside the State of New York? Yes \_\_\_\_; No x. If yes, please provide detail:

G. Project Status:

1. If the Project includes the acquisition of any land or buildings, have any steps been taken toward acquiring same? Yes \_\_\_\_; No \_\_\_\_\_. If yes, please discuss in detail the approximate stage of such acquisition:  
N/A
2. If the Project includes the acquisition of any Equipment, have any steps been taken toward acquiring same? Yes x; No \_\_\_\_\_. If yes, please discuss in detail the approximate stage of such acquisition: Pricing estimates
3. If the Project involves the construction or reconstruction of any building or other improvement, has construction work on any such building or improvement begun? Yes \_\_\_\_, No x. If yes, please discuss in detail the approximate extent of construction and the extent of completion. Indicate in your answer whether such specific steps have been completed as site clearance and preparation; completion of foundations; installation of footings; etc.:
4. Please indicate amount of funds expended on the Project by the Company in the past three (3) years and the purposes of such expenditures: N/A

III. INFORMATION CONCERNING LEASES OR SUBLEASES OF THE PROJECT.  
(PLEASE COMPLETE THE FOLLOWING SECTION IF THE COMPANY INTENDS TO LEASE OR SUBLEASE ANY PORTION OF THE PROJECT).

- A. Does the Company intend to lease or sublease more than 10% (by area or fair market value) of the Project? Yes \_\_\_\_; No \_\_\_\_\_. If yes, please complete the following for each existing or proposed tenant or subtenant:

1. Sublessee name:  
Present Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Employer's ID No.: \_\_\_\_\_  
Sublessee is: \_\_\_ Corporation: \_\_\_ Partnership: \_\_\_ Sole Proprietorship  
Relationship to Company:  
Percentage of Project to be leased or subleased:  
Use of Project intended by Sublessee:  
Date of lease or sublease to Sublessee:  
Term of lease or sublease to Sublessee:  
Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes\_\_\_; No\_\_\_. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.
  
2. Sublessee name:  
Present Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Employer's ID No.: \_\_\_\_\_  
Sublessee is: \_\_\_ Corporation: \_\_\_ Partnership: \_\_\_ Sole Proprietorship  
Relationship to Company:  
Percentage of Project to be leased or subleased:  
Use of Project intended by Sublessee:  
Date of lease or sublease to Sublessee:  
Term of lease or sublease to Sublessee:  
Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes\_\_\_; No\_\_\_. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.
  
3. Sublessee name:  
Present Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Employer's ID No.: \_\_\_\_\_  
Sublessee is: \_\_\_ Corporation: \_\_\_ Partnership: \_\_\_ Sole Proprietorship  
Relationship to Company:  
Percentage of Project to be leased or subleased:  
Use of Project intended by Sublessee:  
Date of lease or sublease to Sublessee:  
Term of lease or sublease to Sublessee:

Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes\_\_\_\_; No\_\_\_\_. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

B. What percentage of the space intended to be leased or subleased is now subject to a binding written lease or sublease?

IV. **EMPLOYMENT IMPACT.** Indicate below the number of people presently employed at the Project site and the number that will be employed at the Project site at end of the first and second years after the Project has been completed (Do not include construction workers). Also indicate below the number of workers employed at the Project site representing newly created positions as opposed to positions relocated from other project sites of the applicant.

TYPE OF EMPLOYMENT				
	PROFESSIONAL OR MANAGERIAL	UNSKILLED OR SKILLED	SEMI- SKILLED	TOTALS
Present Full Time	19	115	0	134
Present Part Time	0	10	0	10
Present Seasonal	2	600 Est.	0	602
First Year Full Time	19	115	0	134
First Year Part Time	0	10	0	10
First Year Seasonal	2	612	0	614
Second Year Full Time	19	115	0	134
Second Year Part Time	0	10	0	10
Second Year Seasonal	2	615	0	617

V. PROJECT COST:

A. Anticipated Project Costs. State the costs reasonably necessary for the acquisition of the Project site, the construction of the proposed buildings and the acquisition and installation of any machinery and equipment necessary or convenient in connection therewith, and including any utilities, access roads or appurtenant facilities, using the following categories:

<u>Description of Cost</u>	<u>Amount</u>
Land	\$ <u>-0-</u>
Buildings	\$ <u>350,000 (renovation)</u>
Machinery and equipment costs	\$ <u>2,291,225</u>
Utilities, roads and appurtenant costs	\$ <u>-0-</u>
Architects and engineering fees	\$ <u>5,000</u>
Costs of Financing	\$ <u>-0-</u>
Construction loan fees and interest	\$ <u>-0-</u>
Other (specify)	
_____	\$ _____
_____	\$ _____
_____	\$ _____

B. Have any of the above expenditures already been made by the applicant? Yes x; No \_\_\_\_\_. If yes, indicate particulars.

Some engineering fees have been paid

VI. FINANCIAL ASSISTANCE EXPECTED FROM THE AGENCY.

A. Tax Benefits.

1. Is the applicant requesting any real property tax exemption in connection with the Project that would not be available to a project that did not involve the Agency? Yes \_\_\_\_; No x.

If yes, is the real property tax exemption being sought consistent with the Agency's Uniform Tax Exemption Policy? Yes \_\_\_\_; No \_\_\_\_.



**B. Estimated Wage Impact.** Please answer the questions below to assist the Agency in estimating the impact of the wages paid and to be paid at the Project site on the local economy:

1. What is your estimated current yearly payroll at the Project site (do not include construction workers)? \$ 5,200,000
2. What do you estimate that you presently pay to New York State in payroll taxes with respect to jobs at the Project site (based upon taxes before the Project was undertaken) (do not include construction workers)? \$ 152,500
3. What is the estimated yearly payroll one year after completion of your project? \$ 5,520,000
4. What do you estimate paying to New York State in payroll taxes one year after completion of your project? \$ 160,000
5. What is the present estimated average wage/salary plus fringe benefit total for each full-time equivalent position at the Project site (based upon such amounts paid before the Project was undertaken) (do not include construction workers)? \$ 14-16 HR
6. What do you estimate that your yearly payroll will be at the Project site one year after completion of the Project (do not include construction workers)? \$ SAME AS # 3
7. What do you estimate that you will pay to New York State in payroll taxes with respect to jobs at the Project site one year after completion of the Project (do not include construction workers)? \$ SAME AS # 4
8. What do you estimate the estimated average wage/salary plus fringe benefit total for each full-time equivalent position at the Project site will be one year after completion of the Project (do not include construction workers)? \$ 14-17 HR
9. If applicable, what are the estimated yearly aggregate average wage/salary plus fringe benefit total to be lost as a result of the Project? \$ NA
10. Estimated number of construction jobs to be created with respect to the Project: 10-15 jobs.
11. Estimated New York State payroll taxes on construction jobs to be created with respect to the Project: \$ Unknown

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**NOTE: ALL JOB OPENINGS ARE REQUIRED TO BE FILED WITH THE NEW YORK STATE DEPARTMENT OF LABOR AND THE CATTARAUGUS COUNTY JOB TRAINING ACT PARTNERSHIP.**  
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**C. Project Monetary Benefits.** Please answer the questions below to assist the Agency in estimating the other positive monetary impacts that the Project may have on the local economy:

- 1. Please attach the most recent tax bill(s) for each parcel of property which is expected to be a part of the Project site. Have you attached such bills? Yes \_\_\_; No . If no, please explain: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

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**NOTE: THE POLICY OF THE AGENCY IS TO DECLINE TO ABATE EXISTING REAL PROPERTY TAXES WITH RESPECT TO THE PROJECT SITE. ANY REQUEST TO ABATE SUCH EXISTING REAL PROPERTY TAXES WOULD REQUIRE A DEVIATION FROM THE AGENCY'S EXISTING UNIFORM TAX EXEMPTION POLICY.**  
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- 2. What is the estimated full cost of any real property improvements proposed to be undertaken as part of the Project? \$ 300,000

- 3. What is the present estimated annual amount of goods and services purchased relating to the operation of the Project (excluding employee wages)? \$ N/A

- 4. Approximately how much sales tax do you presently pay to the State of New York (including both the state share and the local share)? \$ 700,000

- 5. What is the estimated annual amount of goods and services expected purchased relating to the operation of the Project (excluding employee wages) following completion of the Project? \$ N/A

- 6. Approximately how much sales tax do you expect to pay to the State of New York (including both the state share and the local share) following completion of the Project? \$ 740,000

- 7. As a result of the Project, will there be any other public benefit to the State of New York, Cattaraugus County and/or any local government in New York State? Yes ; No \_\_\_

If yes, please explain: Additional Sales Tax and Real Tax due to increased tourism.

8. If the answer to question IV.C.7. is yes, will any of the public benefit be a monetary benefit? Yes ; No . If yes, what is the estimated monetary benefit to the State of New York, Cattaraugus County and/or any local government in New York State?  
 \$ 30,000 = \$0,000.

PROJECT COST:

A. Anticipated Project Costs. State the costs reasonably necessary for the acquisition of the Project site, the construction of the proposed buildings and the acquisition and installation of any machinery and equipment necessary or convenient in connection therewith, and including any utilities, access roads or appurtenant facilities, using the following categories:

<u>Description of Cost</u>	<u>Amount</u>
Land	\$ _____
Buildings	\$ _____
Machinery and equipment costs	\$ _____
Utilities, roads and appurtenant costs	\$ _____
Architects and engineering fees	\$ _____
Costs of Financing	\$ _____
Construction loan fees and interest	\$ _____
Other (specify)	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

B. Have any of the above expenditures already been made by the applicant? Yes ; No . If yes, indicate particulars.

VI. FINANCIAL ASSISTANCE EXPECTED FROM THE AGENCY.

A. Tax Benefits.

1. Is the applicant requesting any real property tax exemption in connection with the Project that would not be available to a project that did not involve the Agency? Yes ; No .

If yes, is the real property tax exemption being sought consistent with the Agency's Uniform Tax Exemption Policy? Yes ; No .

2. Is the applicant expecting that the financing of the Project will be secured by one or more mortgages? Yes\_\_\_\_; No x. If yes, what is the approximate amount of financing to be secured by mortgages? \$ \_\_\_\_\_.
  
3. Is the applicant expecting to be appointed agent of the Agency for purposes of avoiding payment of N.Y.S. Sales Tax or Compensating Use Tax? Yes x; No \_\_\_\_\_. If yes, what is the approximate amount of purchases which the applicant expects to be exempt from the N.Y.S. Sales and Compensating Use Taxes? \$ 2,641,225.
  
4. What is the estimated value of each type of tax-exemption being sought in connection with the Project? Please detail the type of tax-exemption and value of each exemption.
  - a. N.Y.S. Sales and Compensating Use Taxes: \$ 212,000
  - b. Mortgage Recording Taxes: \$ -0-
  - c. Real Property Tax Exemptions: \$ -0-
  - d. Other (please specify): \$ -0-
  
5. Are any of the tax-exemptions being sought in connection with the Project inconsistent with the Agency's Uniform Tax-exemption Policy? Yes\_\_\_\_; No x. If yes, please explain how the request of the applicant differs from the Agency's Uniform Tax-Exemption Policy:

VII. REPRESENTATIONS BY THE APPLICANT. The applicant understands and agrees with the Agency as follows:

- A. Job Listings. In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity (collectively with the DOL, the "JTPA Entities") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JTPA") in which the Project is located.
  
- B. First Consideration for Employment: In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant will first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the Project.

- C. Annual Sales Tax Filings: In accordance with Section 874(8) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the applicant and all consultants or subcontractors retained by the applicant.
- D. Annual Employment Reports: The applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the applicant agrees to file, or cause to be filed, with the Agency, on an annual basis, reports regarding the number of people employed at the project site.
- E. Absence of Conflicts of Interest: The applicant has received from the Agency a list of the members, officers and employees of the Agency. No member, officer or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

INIA-SUM JK Corp  
(Applicant)

BY: 

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NOTE: APPLICANT MUST COMPLETE THE APPROPRIATE VERIFICATION APPEARING ON PAGES 16 THROUGH 18 HEREOF BEFORE A NOTARY PUBLIC AND MUST SIGN AND ACKNOWLEDGE THE HOLD HARMLESS AGREEMENT APPEARING ON PAGE 19.

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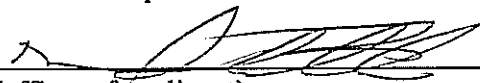
VERIFICATION

(If Applicant is a Corporation)

STATE OF New York )  
 )SS.:  
COUNTY OF Cattaraugus )

David Trathen deposes and says that he is the Executive  
(Name of officer of applicant)  
Vice President of Finance of Win-Sum Ski Corp.  
(Company Name)

the corporation named in the attached application; that he has read the foregoing application and knows the contents thereof; and that the same is true and complete and accurate to the best of his knowledge. Deponent further says that the reason this verification is made by the deponent and not by said Company is because the said Company is a corporation. The grounds of deponent's belief relative to all matters in the said application which are not stated upon his own personal knowledge are investigations which deponent has caused to be made concerning the subject matter of this application as well as information acquired by deponent in the course of his duties as an officer of and from the books and papers of said corporation.

  
(officer of applicant)

Sworn to before me this 18  
day of April, 2007.

Judith C. Bartlett  
Notary Public

Judith C. Bartlett, #4841560  
Notary Public, State of New York  
Qualified in Cattaraugus Co.  
My Commission Expires June 30, 2007.

VERIFICATION

(If applicant is partnership)

STATE OF \_\_\_\_\_ )  
 )SS.:  
COUNTY OF \_\_\_\_\_ )

\_\_\_\_\_ deposes and says that he is one of the members of  
(Name of Individual)  
the firm of \_\_\_\_\_ the partnership named in the attached  
(partnership name)

application; that he has read the foregoing application and knows the contents thereof; and that the same is true and complete and accurate to the best of his knowledge. The grounds of deponent's belief relative to all matters in the said application which are not stated upon his own personal knowledge are investigations which deponent has caused to be made concerning the subject matter of this application as well as information acquired by deponent in the course of his duties as a member of and from the books and papers of said partnership.

\_\_\_\_\_

Sworn to before me this \_\_\_\_  
day of \_\_\_\_\_, 20\_\_.

\_\_\_\_\_  
Notary Public

VERIFICATION

(If applicant is sole proprietor)

STATE OF \_\_\_\_\_ )  
 )SS.:  
COUNTY OF \_\_\_\_\_ )

\_\_\_\_\_ deposes and says that he has read the foregoing  
(Name of Individual)

application and knows the contents thereof; and that the same is true and complete and accurate to the best of his knowledge. The grounds of deponent's belief relative to all matters in the said application which are not stated upon his own personal knowledge are investigations which deponent has caused to be made concerning the subject matter of this application.

Sworn to before me this \_\_\_\_  
day of \_\_\_\_\_, 20\_\_.

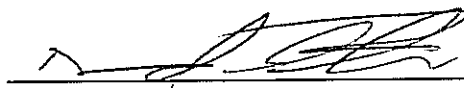
\_\_\_\_\_  
Notary Public

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NOTE: THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS THE  
HOLD HARMLESS AGREEMENT APPEARING ON PAGE 19 IS SIGNED BY THE  
APPLICANT.  
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HOLD HARMLESS AGREEMENT

Applicant hereby releases County of Cattaraugus Industrial Development Agency and the members, officers, servants, agents and employees thereof (hereinafter collectively referred to as the "Agency") from, agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the application or the Project described therein or the tax exemptions and other assistance requested therein are favorably acted upon by the Agency, (B) the Agency's acquisition, construction and/or installation of the Project described therein and (C) any further action taken by the Agency with respect to the Project; including without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Agency or the Applicant are unable to reach final agreement with respect to the Project, then, and in that event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred by the Agency in the processing of the Application, including attorneys' fees, if any.

  
\_\_\_\_\_  
(Applicant)

Sworn to before me this 18  
day of April, 2007.

  
\_\_\_\_\_  
Notary Public

Judith C. Bartlett, #4841560  
Notary Public, State of New York  
Qualified in Cattaraugus Co.  
My Commission Expires June 30, 2017

Project
Snowmaking Pipe Line Work
Inn Room Renovation
Spruce Lake Quad
Golf Course Renovation
Prinoth 350 Groomer
I/S

Project
Lift repair/rebuild parts*
Grooming equipment repairs*
Contract lift painting*
Trail work
(4) snowmobiles
Clubhouse Chalet tables/chairs w/storage/transp
Front entrance to Hearth
Compressor building roof*
Spruce Lake Road
Electrical Distribution (Upgrade/Test/Repair)
Van Replacement
Crystal Widening
Expand Tubing Lanes

Project
Entrance stairs/ramp at RM Laundry
Lift maintenance hand tools
Main Garage hand tools
Sidewalk - Inn to Sunrise Lift
Repair parking lot steps
1 parking lot radios
New computer Mardi Gras lift
Dewalt 18V impact screwdriver
Chain saw
Chipper rental
Slope lighting upgrades
Paint F650 truck
Summer lift shirts
12/24 Volt jump box
Hand tools - snowmaking
Hydrants (10)
Gortex bibs (10)
Air valves 20 - 2"
Snowmaking hose 1,000'
200 gallons oil AW 46
Compressor #3 oil mist
Slatwall - Main Mountain Shop
Cleaning equipment
Trash cans
Patrol room steps/wall
3 drawer filing cabinet
8 chairs for conference room
Replace digital camera
(2) office chairs
Real Estate Sales Display

Project
Display board for Tannenbaum Lodge
Portable sound system
Website search engine optimization
Hooks/removable cubbies for Yodeler/Clubhouse
New golf TV commercial
Upgrade locker room in Clubhouse
Office chairs (3 Inn/2 Central Res)
Inn housekeeping uniforms
Folding table in laundry
CSL desk/ cushioned rubber mats
Cabinets for MW office
Mushroom type turning gates for handle tow
2-3 umbrellas for Hearth/Cabana Bar
2 radios -SS
Drill (Ski School)
Half pipe sound
Phone at SS bell
Heat tape on north roof of Mountain Sports Center
Trail signs for Spruce Lake lift and trails
Trail signage at Rail Park
Restroom fan at T.C.
2 drills (Training Center)
Champagne lighting
Creekside printer
25 tubes - HVTC
Refrigerator
Exterior speaker - HVTC
Hand tools - HVTC
Parking lot lighting - HVTC
Gas grill - HVTC