

County of Cattaraugus  
Industrial Development Agency

**BOARD OF DIRECTORS MEETING - AGENDA**

Tuesday, May 20, 2025  
CCIDA Office  
9 E. Washington Street  
Ellicottville, NY  
11:15 a.m.

*To access the Board meeting via Zoom/Conference Call, please see the applicable information at the end of the agenda to do so.*

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**-Call the Meeting to Order-Time:**

**-Roll Call- Board of Directors of the CCIDA:**

**-Approval of April 29, 2025 CCIDA Board of Directors Meeting Minutes:**

**\*New Application/Project\***

**-HoliMont, Inc.:**

-HoliMont Inc. has submitted an application to the CCIDA seeking NYS Sales Tax Abatement only with respect to their proposed project for their Resort. They plan to replace piping, make facility repairs, purchase equipment including a piston snowcat, replace electrical systems and outdated computer equipment, add 12 additional bike carriers and additions to the bike trails and replace rental skis. *\*A complete project list was submitted.*

**-The Total Project Investment: \$1,025,500**

**\*Application in Process/Project in Process\***

**- Win Sum Ski Corp. (Holiday Valley):**

- Wim Sum Ski Corp. has submitted an application seeking NYS sales tax abatement to purchase equipment to improve the efficiency of the resort as well as general renovations of the building interiors at 6557 Holiday Valley Road, Ellicottville, NY.

A public hearing was held on **Thursday, May 15, 2025 at 9:30 a.m.** at the CCIDA office. A copy of the public hearing minutes is included in each board members package for their review. *No one was in attendance at the Hearing.*

**The Total Project Investment: \$5,105,350**

√ Resolution – Win Sum Ski Corp.

**\*CCIDA Financial Reports:**

-Approval of April 2025 Financial Reports (Vote required):

**\*Income for April 2025 (\$21,234.37):**

*-Income relating to Application fees and project closings.*

**\*Income for May 2025 (\$3,000.00):**

- \$ 1,500.00 – Win Sum Ski Corp.- Application Fee

- \$ 1,500.00 – HoliMont, Inc.- Application Fee

*-General update on projects in process; including the Agency has 5 projects in the closing stage which should close in the 2nd quarter of this year.*

**-Internal (IDA Meetings/Discussions, Snapshot):**

- ✓ Meeting with Jake Creeley regarding Hidden Gems project.
- ✓ Meeting with attorneys regarding Edelweiss project update.
- ✓ Meeting with Matt Wilkinson from Great Lakes Cheese.
- ✓ Called Don Eichler and Ms. Meyer from Ballie-Potter several times, awaiting return call.
- ✓ Meeting with Kinley Contractors regarding project update.
- ✓ Meeting with Greg Fitzpatrick regarding Fitzpatrick-Weller project.
- ✓ Meeting with Pat Ogoiny about a possible development project in the County..
- ✓ Attending Cattaraugus County Economic Team Meeting in Little Valley.
- ✓ Meeting with Rick Schecter regarding potential new manufacturing project in the County. We've had several follow up discussions as well.
- ✓ Had an update meeting regarding the RevRail Project and construction updates.
- ✓ Conference call with Harris Beach regarding possible Tax-Exempt Bond project/issuance.
- ✓ Met with a developer regarding possible project that would be located in Erie and Cattaraugus County. One developer, two locations.
- ✓ Met with a real estate broker on a possible large processing project. More to follow.
- ✓ Upcoming meeting with Bill Paladino.
- ✓ Meeting with John Drake from HoliMont to discuss 2025 proposed project.

**-External (Points of Interest relating to the CCIDA):**

- ✓ **Olean Times Herald:** Article: "STEM Fair promotes potential careers in local manufacturing."
- ✓ **Handout:** "Empire State Manufacturing Survey."
- ✓ **Area Development:** Article: "Large-Scale Projects Face Financing Challenges."
- ✓ **Handout:** "Empire State Development on the Road." CCIDA will be co-hosting the event at Holiday Valley.
- ✓ **New York Focus:** Article: "State Budget Goes Small on Climate."

**Executive Session:** (For a matter of attorney/client privileges) *\*may not need\**

Motion- :  
:  
Time:

-Motion to re-enter the CCIDA Board Meeting-:  
:

Time:

**Adjournment:**

Motion- :  
:  
Time:

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**\* The next CCIDA Board of Directors Meeting is  
Tuesday, June 17, 2025 at 11:15 a.m. at the CCIDA Office.**

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**Zoom Meeting access Information:**

**Topic: County of Cattaraugus IDA Board Meeting**

Time: May 20, 2025 11:15 PM Eastern Time (US and Canada) Join Zoom Meeting:

<https://us02web.zoom.us/j/86056628829?pwd=sllcQWa1N1kr0lbY4XCeXXGiMFilc3.1>

Meeting ID: 860 5662 8829

Passcode: 169854

One tap mobile:

- +1 929 205 6099 US (New York)

Meeting ID: 860 5662 8829

Passcode: 169854

# **COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY**

## **BOARD MEETING MINUTES**

**April 29, 2025**

**CCIDA Offices**

**9 East Washington Street**

**Ellicottville NY 14731**

**11:15 a.m. In Person or via Teleconference Call/Zoom**

**Roll Call:** -Taken-

### **Members**

#### **Present:**

Mr. Thomas Buffamante-Chairman  
Mr. Joseph Higgins  
Mr. James (Joe) Snyder  
Mr. Brent Driscoll  
Ms. Ginger Schroder

#### **Excused:**

Mr. Michael Wimer  
Mr. Thomas Cullen

### **CCIDA Staff/Counsel:**

Mr. Corey R. Wiktor, Executive Director CCIDA  
Mr. Robert Murray, Harris Beach PLLC Legal Counsel

### **Presenters/Guests:**

Tracey Drury, Business First and WGRZ (via zoom)  
David Trathen, CFO of Win-Sum Ski Corp.

Mr. Buffamante called the meeting to order at 11:16 a.m.

A roll call of the Board of Directors of the CCIDA was taken Mr. Buffamante, Mr. Higgins, Mr. Driscoll, Mr. Snyder and Ms. Schroder and were present. Mr. Cullen and Mr. Wimer were excused.

A Motion was made by Joseph Higgins seconded by Brent Driscoll to accept the Board Meeting Minutes from March 25, 2025. All in favor. **Motion Carried.** Mr. Cullen and Mr. Wimer were excused.



-Mr. Wiktor: Good morning everyone and welcome to our April 29, 2025 Board Meeting. We have David Trathen from Win-Sum Ski Corp. in attendance to give an overview of the project.

-Mr. Trathen: Thank you. We had a good season with new snow and little warm ups and we used about 20% less water than we have in years before because we basically were able to stop making snow in early February. The only negativity was the utility and electric costs were a little higher than previous years but that was due to the cold weather. We had a good year with attendance and lodging, around half a million of skier visits which I think was great for the businesses, restaurants and stores.

-Mr. Buffamante: How are your bookings for summer, weddings and parties looking?

-Mr. Trathen: Weddings are up and conference groups are up, so business is good.

-Mr. Buffamante: You don't see and slow down there?

-Mr. Trathen: No, not at all.

-Mr. Trathen: Regarding our application, it's for \$5,100,000 and I will highlight some of the larger issues. We are going to purchase 2 groomers at about \$1.2 million total cost. One is a standard groomer and the other is a winch cat. The other critical thing is snow making and we are putting over a \$1.0 million for snow making, purchasing a couple of fan guns, most of our system is air/water and the fan gun is basically an electric fan that blows the air and water out and spans it out so it gives us more coverage. We are putting a fair amount of new pipe in the ground as most of it has been in the ground 30 years and it's time to replace it. We are also looking to purchase a shuttle bus, a back hoe and renovations to the Inn. A lot of equipment is aging out and we will be purchasing computer equipment as the old won't be supported by Microsoft. If any of you ski at the resort, we use a scanner for ticket lifts and we are going to put in a couple of gates where we could utilize the scanner. On the golf course, we have a new ven-trac mower, some golf carts as well as a lot of other medium sized projects.

-Mr. Buffamante: Do the groomers come from Europe or the United States?

-Mr. Trathen: Well they have a big plant in Utah and they get a lot of service out of Canada.

-Mr. Buffamante: So, you don't believe there will be any tariff impact on this based upon what you know right now?

-Mr. Trathen: No, we don't believe so. The only item that may be is the gate access system is from Austria and they said if we order in early May or mid-May, we should be fine.

-Mr. Wiktor: I have seen a lot of videos lately where people are skiing through the trees. Is that encouraged?

-Mr. Trathen: You can ski through the trees now as we clean the woods so you can ski through them as long as there at least a foot of snow in there.

-Mr. Trathen: We really appreciate the help as it would allow us to do more with this project.

-Mr. Wiktor: Thank you David, sometimes we get people who say we get an annual submission and I guess take a little bit of an offense to that because there is no such thing as an annual investment of millions of dollars into a ski resort in New York State were it only gets harder to operate. We very much value your commitment to tourism where we realize each year these applications are always simplified where it's not all glitz and glamor, but without those bones and pipe replacements, ski guns and automation snow, where without putting the pebbles in the pond, those ripples start to dry up pretty fast. We appreciate all the Valley provides in terms of

global tourism destination, high ranked in the ski magazines, and all of the street credit in our backyard is a jewel that brings not just the sales tax, but the bed tax and employment which is a full gamut that these projects bring. It is nice how you are now utilizing a lot of that year round labor in house and we see that more and more every year on the application so you are keeping these people on versus more traditional seasonal or part-time jobs and that is a tremendous testament to you guys and the board of what you do.

-Mr. Buffamante: Another thing that is worth mentioning is Ellicottville benefits a lot from both Holiday Valley and HoliMont, the whole County really, there are hotel rooms throughout and restaurants.

-Mr. Wiktor: I don't think people realize how many dollars that you invest on an annual basis that other resorts may not do.

-Mr. Driscoll: Look at a lot of the other ski resorts in New York, they are having a hard time staying open and you need to do this type of stuff just to exist and stay open.

-Mr. Trathen: We appreciate the good relationship.

-Mr. Wiktor: Thank you David, we will get the public hearing going and will be in touch with the next steps.

-Mr. Wiktor: Thank you to the Board for your support.

### **\*New Application\***

#### **-1.) – Win Sum Ski Corp (Holiday Valley):**

-Win Sum Ski Corp. has submitted an application seeking NYS sales tax abatement to purchase equipment to improve the efficiency of the resort as well as general renovations of the building interiors at 6557 Holiday Valley Road, Ellicottville, NY.

*\*A complete breakdown and overview of the investments and projects that Holiday Valley is proposing has been included within their submitted application for your review. Once again, a "4 season slate of investments".*

**The Total Project Investment: \$5,105,350**

#### **\*CCIDA Financial Reports:**

**A Motion was made by Brent Driscoll seconded by Ginger Schroder** to accept the March 2025 CCIDA Operating Statement as presented to the Board. All in Favor - **Motion Carried.** Mr. Cullen and Mr. Wimer were excused.

#### **\*Income for April 2025 (\$6,000.00):**

- \$ 1,500.00 - Fitzpatrick & Weller Application Fee

- \$ 3,000.00 – Radial Power Assignment Fee

- \$ 1,500.00 – Win Sum Ski Corp. Application Fee

-\*\$ 12,750.00 – Mazza Mechanical- project Closing Fee (will receive 04/28/25)

-General update on projects in process; including the Agency has 5 projects in the closing stage which should close in the 2nd quarter of this year.

**-Governor Hochul Announced the Village of Cattaraugus as the \$10 Million-dollar DRI Winner-March 26, 2025:**

*The Village of Cattaraugus is a vibrant community that is protected and tucked away, perched on a steep incline and sheltered by surrounding hills, productive farmlands and mature verdant forests. The original 19th century brick heart of the village, amazingly intact and a designated National Historic District, imbues a sense of history and character. Stores and businesses are locally owned, and the surrounding area abounds with hundreds of creative artists and artisans. The Village seeks to transform its historic red brick Main Street into a communal gathering place where our natural beauty, cultural heritage and small-town character converge to foster economic growth and enhance quality of life. The Village would become a regional attraction for dining and lodging using its industrial rail heritage to encourage outdoor recreation on its trails that will attract visitors and new residents to stay and enjoy the welcoming nature of the Village.*

-Mr. Wiktor: Much respect and regards to the Village Officials, the Cattaraugus County Legislature, Business owners, Community members, NYS along with countless others who worked very hard and collectively as a team to bring this vision into reality. I thank the IDA Board as well for their financial commitment for allowing "us" to assist this truly transformational award come to fruition! *A copy of the Application of proposed projects is on file.*

**\*Executive Directors Reports:**

**-Internal (IDA Meetings/Discussions, Snapshot):**

- ✓ Meeting with Bill Bursee of Steelbound on updates to proposed project.
- ✓ Multiple meetings with a WNY commercial real estate broker on a building that has been for sale within the County. An out of state Manufacturer looking at the site. Fingers crossed.
- ✓ Meeting with Dana Cornell and his partner relating to their "Exit 24" project, former K-Mart on a possible out parcel project.
- ✓ Meeting with David Fenske and Richard Zink regarding potential knife project update, relating to his proposed project.
- ✓ Continued bi-weekly meetings Edelweiss Diary project "team" relating to their current deal with the IDA and moving towards closing the project. Good news!
- ✓ Attended the monthly OBDC Board Meeting.
- ✓ Phone call meeting with Angelo and Bob Murray, Angelo's Counsel regarding an update on the Olean Mall redevelopment project-Phase 1.
- ✓ Attended the monthly STERA meeting.
- ✓ Attended Cattaraugus County Economic Development Team Meeting in Little Valley.
- ✓ Meeting with Courtney Curatolo of NYSBDC.
- ✓ RevRail Updates-Construction moving along, opening date soon to be announced.

- ✓ Participated in Congressman Langworthy telephone Town Hall meeting.
- ✓ Attended County Legislature meeting in Little Valley in April.
- ✓ Several additional meetings and call with existing County wide businesses.
- ✓ Meeting with NBT Bank at Hamburg IDA on a few projects within the County and how they may be able to assist.
- ✓ Invitation to serve on Cattaraugus Local Planning Committee regarding Village of Cattaraugus' DRI Grant.

**-External (Points of Interest relating to the CCIDA):**

- ✓ Meeting with Bill Bursee of Steelbound on updates to proposed project.
- ✓ Multiple meetings with a WNY commercial real estate broker on a building that has been for sale within the County. An out of state Manufacturer looking at the site. Fingers crossed.
- ✓ Meeting with Dana Cornell and his partner relating to their "Exit 24" project, former K-Mart on a possible out parcel project.
- ✓ Meeting with David Fenske and Richard Zink regarding potential knife project update, relating to his proposed project.
- ✓ Continued bi-weekly meetings Edelweiss Dairy project "team" relating to their current deal with the IDA and moving towards closing the project. Good news!
- ✓ Attended the monthly OBDC Board Meeting.
- ✓ Phone call meeting with Angelo and Bob Murray, Angelo's Counsel regarding an update on the Olean Mall redevelopment project-Phase 1.
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**A Motion was made by Brent Driscoll seconded by Ginger Schroder to go into Executive Session for Attorney/Client Privileges at 11:56 a.m. All in Favor – Motion Carried.** Mr. Wimer and Mr. Cullen were excused.

**A Motion was made by Joseph Higgins seconded by Brent Driscoll to exit Executive Session and return to the regular meeting at 1:19 p.m. All in Favor – Motion Carried.** For the official record, no action was taken in the Executive Session.

**A Motion was made by Thomas Buffamante seconded by Joseph Higgins to adjourn the meeting at 1:21 p.m. All in Favor – Motion Carried.** Mr. Wimer and Mr. Cullen were excused.

**\* Next CCIDA Board of Directors Meeting: May 20, 2025 at 11:15 a.m.**  
**at the CCIDA Offices**  
**9 E. Washington Street**  
**Ellicottville, NY**  
**and also, via Zoom.**

# APPLICATION FOR FINANCIAL ASSISTANCE



Name of Applicant: Hol. Mont. Inc.

Date Submitted: May 15, 2025

County of Cattaraugus Industrial Development Agency  
P. O. Box 1749  
9 East Washington Street  
Ellicottville, New York 14731  
Phone (716) 699-2005  
fax (716) 699-2942  
e-mail [info@cattcoida.com](mailto:info@cattcoida.com)  
web [www.cattcoida.com](http://www.cattcoida.com)

## I. Eligibility Questionnaire - Applicant Background Information

Answer all questions. Use "None" or "Not Applicable" where necessary.

### A) Applicant Information-company receiving benefit:

Applicant Name: Holi.Ment, Inc  
Applicant Address: 6921 Rte 242, PO Box 279  
City/Town: Ellicottville State: NY Zip: 14731  
Phone: 716-699-2320 x13  
E-mail: John@Holi.Ment.com

### B) Business Organization (check appropriate category):

Corporation	<input checked="" type="checkbox"/>	Partnership	<input type="checkbox"/>
Public Corporation	<input type="checkbox"/>	Joint Venture	<input type="checkbox"/>
Sole Proprietorship	<input type="checkbox"/>	Limited Liability Company	<input type="checkbox"/>
Other (specify) _____			
Year Established: _____		State in which Organization is established: _____	

### C) Individual Completing Application:

Name: John L. Drake  
Title: Controller  
Address: Same as above  
City/Town: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

### D) Company Contact (if different from individual completing application):

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Address: \_\_\_\_\_  
City/Town: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

### E) Company Counsel:

Name of Attorney: Brian Attea  
Firm Name: Attea + Attea  
Title: \_\_\_\_\_  
Address: 11 Main St  
City/Town: Hamburg, NY 14075 State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: 716-648-7000 x205 E-Mail: BAttea@AtteaLaw.com

### F) Benefits Requested (select all that apply):

- |                                     |  |
|-------------------------------------|--|
| 1. Exemption from Sales Tax         | <input checked="" type="checkbox"/> Yes or <input type="checkbox"/> No |
| 2. Exemption from Mortgage Tax      | <input type="checkbox"/> Yes or <input type="checkbox"/> No            |
| 3. Exemption from Real Property Tax | <input type="checkbox"/> Yes or <input type="checkbox"/> No            |
| 4. Tax Exempt Financing *           | <input type="checkbox"/> Yes or <input type="checkbox"/> No            |

\* (typically for not-for-profits & small qualified manufacturers)

**G) Applicant Business Description:**

Describe in detail company background, history, products and customers. Description is critical in determining eligibility: HoliMount was established in 1962 and operates as a member owned Ski Club. There are approximately 1200 primary members with additional family members. HoliMount Snowsports operates as a 501(c)(3) Non-profit for the purpose of teaching and youth racing, plus an adaptive program. Summer operations include bike park, disc golf, water sports and a wedding venue.

Estimated % of sales within Cattaraugus County: 100%

Estimated % of sales outside Cattaraugus County but within New York State: \_\_\_\_\_

Estimated % of sales outside New York State but within the U.S.: \_\_\_\_\_

Estimated % of sales outside the U.S.: \_\_\_\_\_

(\*Percentage to equal 100%)

For your operations, company, and proposed project, what percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Cattaraugus County 30 %

Identify vendors within Cattaraugus County for major purchases: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**II. Eligibility Questionnaire - Project Description & Details**

**A) Project Location**

Address of Proposed Project Facility: 6921 Rte 242

City/Town: Ellicottville School District: Ellicottville

SBL Number(s) for proposed Project \_\_\_\_\_

Current Address (if different): \_\_\_\_\_

City/Town: \_\_\_\_\_

What are the current real estate taxes on the proposed Project site? 99,361 (159,070 w/ school taxes)

If amount of current taxes is not available, provide assessed value for each

Land: \$ \_\_\_\_\_ Buildings(s): \$ \_\_\_\_\_ If available include a copy of current tax receipt.

Are Real Property Taxes current at project location? ☒ Yes or ☐ No. If no, explain: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

Does the Applicant or any related entity currently hold fee title have an option/contract to purchase the Project site? ☐ Yes or ☒ No If No, indicate name of present owner of the Project site:

HoliMount, Inc

Describe the present use of the proposed Project site (vacant land, existing building, etc.):

All existing property & buildings



**B) Project Description**

Provide a narrative of the purpose of the proposed Project (new build, renovations, expansion), square footage of existing buildings (if any) and new construction contemplated and/or equipment purchases. Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility. Add an attachment if necessary.):

See attached list

Will the completion of the Project result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state OR in the abandonment of one or more plants or facilities of the project occupant located within the state? ☐ Yes or ☒ No

If the Proposed Project is located in a different municipality within New York State in which current operations are being undertaken, is it expected that any of the facilities in any other municipality will be closed or be subject to reduced activity? ☐ Yes or ☒ No. If Yes, you will need to complete Section V, *The Inter-municipal Move Determination*

Is the project reasonably necessary to prevent the project occupant from moving out of New York State? ☐ Yes or ☒ No. If yes, explain and identify out-of-state locations investigated, type of assistance offered and what competitive factors led you to inquire about sites outside of New York State? Provide supporting documentation if available:

Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies? ☐ Yes or ☒ No. If yes, indicate the Agency and nature of the inquiry below:

Describe the reasons why the Agency's financial assistance is necessary, and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary): Without the assistance of the IDA, HoliMent would not be able to complete all the projects. These projects are important to keep our business fully functional which will directly keep staff employed and help grow the business.

Confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the financial assistance provided by the Agency? In other words, by way of example only, you would check the "yes" box if you believe, in the event the Agency was unable to provide financial assistance, that it is likely that you would not undertake the Project. ☒ Yes or ☐ No

If the Project could be undertaken without financial assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:

If the Applicant is unable to obtain financial assistance for the Project, what will be the impact on the Applicant and Cattaraugus County? The investments would potentially be passed down and reconsidered.

Will onsite child daycare facilities be available on the project site? Yes ☒ No

If onsite child daycare facilities are available on the project site, please briefly describe: \_\_\_\_\_

### C) Site Characteristics

Will the Project meet zoning/land use requirements at the proposed location? ☒ Yes or ☐ No

Describe the present zoning/land use: SKI Resort

If a change in zoning/land use is required, provide details/status of any request for change of zoning/land use requirements: \_\_\_\_\_

Has a project related site plan approval application been submitted to the appropriate planning department?  
☐ Yes or ☒ No

If Yes, include the applicable municipality's and/or planning department's approval resolution, the related State Environmental Quality Review Act ("SEQR") "negative declaration" resolution, if applicable, and the related Environmental Assessment Form (EAF), if applicable.

If No, list the CCIDA as, or ensure that the CCIDA is listed as, an "Involved Agency" on the related EAF that will be submitted to the appropriate municipality and/or planning department for site plan approval and provide to the EAF to the lead agency and to the CCIDA.

If No, because site plan approval is not otherwise required, complete and submit the EAF along with this Application to the CCIDA.

Is the proposed project located on a site where the known or potential presence of contaminants is complicating the development/use of the property? ☐ Yes or ☒ No If yes, explain: \_\_\_\_\_

Has a Phase I Environmental Assessment been prepared or will one be prepared with respect to the proposed project site? ☐ Yes or ☒ No If yes, provide a copy.

### D) Project Type

Select Project Type/Use for all end users at project site (you may check more than one)

Acquisition of Existing Facility	<input type="checkbox"/>	Life Care Facility (CCRC)	<input type="checkbox"/>
Affordable/Workforce Housing	<input type="checkbox"/>	Market Rate Housing	<input type="checkbox"/>
Assisted Living	<input type="checkbox"/>	Mixed Use	<input type="checkbox"/>
Back Office	<input type="checkbox"/>	Multi-Tenant	<input type="checkbox"/>
Civic Facility (not for profit)	<input type="checkbox"/>	Renewable Energy	<input type="checkbox"/>
Commercial	<input type="checkbox"/>	Research/Design	<input type="checkbox"/>
Senior Housing	<input type="checkbox"/>	Retail	<input checked="" type="checkbox"/>
Facility for Aging	<input type="checkbox"/>	Warehousing	<input type="checkbox"/>
Industrial/Manufacturing	<input type="checkbox"/>	Other _____	<input type="checkbox"/>
Tourism Facility/Project	<input checked="" type="checkbox"/>		

Will customers personally visit the Project site for either of the following economic activities indicated below? If yes with respect to either economic activity indicated below, complete Section IV, Retail Questionnaire.

Retail Sales: ☒ Yes or ☐ No

Services: ☐ Yes or ☐ No



\*For purposes of this question, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the New York Tax Law (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

For the proposed Project Facility, indicate the square footage for each of the uses outlined below:

\*\*If applicant is paying for FFE for tenants, include in cost breakdown

	Square Footage	Cost	% of Total Cost of Project
Manufacturing/Processing			
Warehouse			
Research & Development			
Commercial			
Retail (see retail questionnaire)			
Office			
Renewable Energy			
Specify Other			

What is the estimated project timetable (provide dates):

1. Start date: acquisition of equipment or construction of facilities: June 2025
2. Estimated completion date of project: Sept 2026
3. Project occupancy – estimated starting date of occupancy: —

#### E) Overall Project Costs

Estimated costs in connection with Project:

1. Land and/or Building Acquisition \$ \_\_\_\_\_  
\_\_\_\_\_ acres \_\_\_\_\_ square feet
2. New Building Construction \_\_\_\_\_ square feet \$ \_\_\_\_\_
3. New Building Addition(s) \_\_\_\_\_ square feet \$ \_\_\_\_\_
4. Infrastructure Work \$ 107,500
5. Reconstruction/Renovation \_\_\_\_\_ square feet \$ \_\_\_\_\_
6. Manufacturing Equipment → Snowmaking Equip \$ 683,000
7. Non-Manufacturing Equipment (furniture, fixtures, etc.) \$ 50,000
8. Soft Costs: (Legal, architect, engineering, etc.) \$ 180,000
9. Other, Specify: \_\_\_\_\_ \$ \_\_\_\_\_

TOTAL Costs: \$ 1,025,500

#### Construction Cost Breakdown:

Total Cost of Construction \$ 107,500 (sum of 2,3,4 and 5 above)  
 Cost of materials: \$ N/A  
 % sourced in Cattaraugus County \_\_\_\_\_ %

Have any of the above costs been paid or incurred as of the date of this application? ☒ Yes or ☐ No

If yes, describe: We had to put a \$10,000 deposit down on the Piston Bully Snowcat

**Sources of Funds for Project:**

Bank Financing	\$ <u>1,025,500</u>
Equity (excluding equity that is attributed to grants/tax credits)	\$ <u>-</u>
Public Sources (Include sum total of all state and federal grants and tax credits)	\$ <u>82,040</u>
Identify each state and federal grant/credit: (i.e. Historic Tax Credit, New Market Tax Credit, Brownfield Cleanup Program, ESD, other public sources)	
_____	\$ _____
_____	\$ _____
_____	\$ _____
Total Sources of Funds for Project Costs:	\$ <u>1,107,540</u>

Have you secured financing for the project? ☒ Yes ☐ No. If yes, provide a copy of the loan commitment to the Agency.

Project refinancing estimated amount, if applicable (for refinancing of existing debt only): \$ \_\_\_\_\_

**Sales and Use Tax Benefit:** Gross amount of costs for goods and services that are subject to State and Local Sales and Use Tax - said amount to benefit from the Agency's sales and use tax exemption benefit: \$ 1,025,500

Estimated State and Local Sales and Use Tax Benefit (multiply 8.0% by the figure, above): \$ 82,040

*\*\* Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate above represents the maximum amount of sales and use tax benefit that the Agency may authorize with respect to this Application, unless otherwise amended and approved by the Agency. The Agency may utilize the estimate above as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered.*

**Mortgage Recording Tax Exemption Benefit:** Amount of mortgage, if any that would be subject to mortgage recording tax:

Mortgage Amount (include sum total of construction/permanent/bridge financing): \$ NA

Estimated Mortgage Recording Tax Exemption Benefit (multiply the mortgage amount as indicated above by 1.25 %): \$ NA

**Real Property Tax Benefit:**

Identify and describe if the Project will utilize a real property tax exemption benefit OTHER THAN the Agency's PILOT benefit (487, 485-b, other): NA

**IDA PILOT Benefit:** See Section VI of this Application. Agency staff will indicate the amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit year and the sum total of PILOT Benefit abatement amount for the term of the PILOT.



**F) Job Retention and Job Creation**Is the project necessary to expand project employment? ☒ Yes or ☐ NoIs project necessary to retain existing employment? ☒ Yes or ☐ No**Employment Plan (Specific to the proposed project location):**

	Current # of jobs at proposed project location or to be relocated at project location	If financial assistance is granted – project the number of FT and PT jobs to be retained	If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion	Estimate number of residents of the Labor Market Area in which the project is located that will fill the FT and PT jobs to be created upon 24 months (2 years) after project completion **
Full time (FT)	36	36	0	
Part Time (PT)	263	263	2	
Total ***	299	299	2	

\*\* The Labor Market Area includes the Counties of Cattaraugus, Erie, Allegany, Chautauqua and Wyoming. For purposes of this question, estimate the number of FT and PT jobs that will be filled, as indicated in the third column, by residents of the Labor Market Area, in the fourth column.

\*\*\* By statute, Agency staff must project the number of FT jobs that would be retained and created if the request for Financial Assistance is granted. Agency staff will project such jobs over the two-year time period following Project completion. Agency staff converts PT jobs into FT jobs by dividing the number of PT jobs by two (2).

**Salary and Fringe Benefits for Jobs to be Retained and Created:**

Category of jobs to be retained and/or created	# of employees retained and/or created	Average salary for Full Time	Average fringe benefits for full time	Average salary for part time, if applicable	Average fringe benefits for part time, if applicable
Management	7	100,780	12,250	—	—
Professional	—	—	—	—	—
Administrative	21	46,800	9,825	9,000	—
Production	271	51,100	10,050	16,250	—
Independent Contractor	—	—	—	—	—
Other					

\*\* Note that the Agency may utilize the foregoing employment projections, among other items, to determine the financial assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.

**Payroll Information:**

Annual Payroll at proposed project site upon project completion	\$	<u>3,407,700</u>
Estimated average annual salary of jobs to be retained (full time)	\$	<u>2,077,139</u>
Estimated average annual salary of jobs to be retained (part time)	\$	<u>1,330,561</u>
Estimated average annual salary of jobs to be created (full time)	\$	<u>0</u>
Estimated average annual salary of jobs to be created (part time)	\$	<u>25,000</u>
Estimated salary range of jobs to be created		
From (full time)	\$	<u>—</u>
To (full time)	\$	<u>—</u>
From (part time)	\$	<u>17.00</u>
To (part time)	\$	<u>17.00</u>

N/A

### III. Part A: Facility Type - Multi-Tenant Determination

If this is a Single-Use facility fill in section A. If this is a Multi-Tenant fill in section B.

**A) For Single Use Facility (to be filled out by developer):**

Occupant Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City/Town: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Contact Person: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
E-Mail: \_\_\_\_\_  
Federal ID #: \_\_\_\_\_ NAICS Code: \_\_\_\_\_

**B) Multi-Tenant Facility (to be filled out by developer):**

Have any tenant leases been entered into for this project ☐ Yes or ☐ No.

If yes, list below and provide square footage to be leased to tenant and NAICS Code for tenant and nature of business.

Tenant Name	Current Address (city, state, zip)	# of sq. ft. and % of total to be occupied at new project site	Briefly describe type of business, products services

N/A

MA

**Part B: Tenant Form**

**\*\* This section must be completed for each proposed tenant \*\***

**A Retail Questionnaire will need to be prepared for each proposed tenant if customers will personally visit the tenant to either participate in a retail sale transaction or pay for a service.**

**An Inter-Municipal Move Determination will need to be completed for each proposed tenant that is relocating from another municipality or abandoning an existing facility.**

Property Address: \_\_\_\_\_  
City/Town: \_\_\_\_\_

Tenant Name: \_\_\_\_\_

Amount of space to be leased: \_\_\_\_\_ SF. What percentage of the building does this represent? \_\_\_\_\_ %

Are terms of the lease: GROSS ☐ or NET ☐

If GROSS lease, explain how Agency benefits are passed to the tenant: \_\_\_\_\_  
\_\_\_\_\_

Estimated date of occupancy: \_\_\_\_\_, 20\_\_\_\_

Company Name: \_\_\_\_\_

Current Address: \_\_\_\_\_

City/Town: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Local Contact Person: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

Company President/General Manager: \_\_\_\_\_

Number of employees to be relocated to new project location:

Full-Time: \_\_\_\_\_ Part-Time: \_\_\_\_\_ Total: \_\_\_\_\_

List the square footage which the proposed tenant will lease at the Project location: \_\_\_\_\_ SF

List the square footage which the proposed tenant leases at its present location(s): \_\_\_\_\_ SF

Will the project result in relocation from one municipality to another and/or abandonment from other tenant/user(s) facilities in New York State?

☐ Yes or ☐ No.

If Yes, fill out Inter-Municipal-Move Determination form.

What will happen to the existing facility once vacated? \_\_\_\_\_  
\_\_\_\_\_

If leased, when does lease expire? \_\_\_\_\_, 20\_\_\_\_

Are any of the proposed tenant's current operations located in facilities which have received an Industrial Development Agency benefit? ☐ Yes or ☐ No. If yes, provide details as to location, and amount of leased space, how long leased? \_\_\_\_\_  
\_\_\_\_\_

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#### IV. Retail Questionnaire

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or to purchase services.

Answer the following:

A. Will any portion of the project (including that portion of the cost to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?

☒ Yes or ☐ No. If the answer is yes, continue below. If no, proceed to next section

For purposes of Question A, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

B. What percentage of the cost of the Project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project? 15%%. If the answer is less than 33% do not complete the remainder of the retail determination and proceed to Inter-Municipal Move Determination.

If the answer to A is Yes AND the answer to Question B is greater than 33.33%, indicate which of the following questions below apply to the project:

1. Will the project be operated by a not-for-profit corporation ☐ Yes or ☒ No.

2. Is the Project location or facility likely to attract a significant number of visitors from outside the economic development region (Cattaraugus, Erie, Allegany, Chautauqua and Wyoming counties) in which the project will be located? ☒ Yes or ☐ No

3. Is the predominant purpose of the project to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the municipality within which the proposed project would be located because of a lack of reasonably accessible retail trade facilities offering such goods or services? ☒ Yes or ☐ No

4. 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 or ☐ No.

If yes, explain Holcomb Ski Resort is a very large tourism anchor that brings in people from all over the US and Canada. A large employer and is a staple in the economy of draws of taxes and increased tourism to the county.

5. Is the project located in a Highly Distressed Area? ☐ Yes or ☒ No

NA

## V. Inter-Municipal Move Determination

If completion of a Project benefiting from Agency Financial Assistance results in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, then it must be shown that Agency Financial Assistance is required to prevent the project occupant from relocating out of the state, or is reasonably necessary to preserve the project occupant's competitive position in its respective industry.

Current Address: \_\_\_\_\_  
City/Town: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Will the Project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state? ☐ Yes or ☐ No

Will the Project result in the abandonment of one or more plants or facilities of the Project occupant located within the state? ☐ Yes or ☐ No

If Yes to either question, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry: \_\_\_\_\_

Does the Project involve relocation or consolidation of a project occupant from another municipality?

Within New York State ☐ Yes or ☐ No  
Within Cattaraugus County ☐ Yes or ☐ No

If Yes to either question, explain: \_\_\_\_\_

What are some of the key requirements the project occupant is looking for in a new site (for example minimum of number of sq. ft., 12 foot ceilings, truck loading docks, thruway accessibility. etc.)

If the project occupant is currently located in Cattaraugus County and will be moving to a different municipality within Cattaraugus County, has the project occupant attempted to find a suitable location within the municipality in which it is currently located? ☐ Yes or ☐ No

What factors have led the project occupant to consider remaining or locating in Cattaraugus County? \_\_\_\_\_

If the current facility is to be abandoned, what is going to happen to the current facility that the project occupant is located in? \_\_\_\_\_

NA

mt

Provide a list of properties considered, and reason they were not adequate. (Some examples include: site not large enough, layout was not appropriate, did not have adequate utility service, etc.)

Property (Address)


Reason


**VI. Estimate of Real Property Tax Abatement Benefits\*\*\* and Percentage of Project Costs financed from Public Sector sources**

**\*\* This Section of the Application will be: (i) completed by CCIDA Staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application.**

**PILOT Estimate Table Worksheet**

**CCIDA Staff will insert and/or prepare appropriate PILOT Benefit information.**

**Percentage of Project Costs financed from Public Sector Table Worksheet:**

Total Project Cost	Estimated Value of PILOT	Estimated Value of Sales Tax Incentive	Estimated Value of Mortgage Tax Incentive	Total of Other Public Incentives (Tax Credits, Grants, ESD Incentives, etc.)
\$1,025,500	NA	\$82,040-max	NA	NA

**Calculate % (Est. PILOT + Est. Sales Tax+ Est. Mortgage Tax+ Other)/Total Project Costs: 12 %**



## Attachment A: Representations, Certifications and Indemnification

John L. Drake (name of CEO or other authorized representative of Applicant) confirms and says that he/she is the Controller (title) of HoliMont, Inc. (name of corporation or other entity) named in the attached Application (the "Applicant"), that he/she has read the foregoing Application and knows the contents thereof, and hereby represents, understands, and otherwise agrees with the Agency and 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. Copies of all filings shall be provided to the Agency.
- D. 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, at least annually or as otherwise required by the Agency, reports regarding the number of people employed at the project site, salary levels, contractor utilization and such other information (collectively, "Employment Reports") that may be required from time to time on such appropriate forms as designated by the Agency. Failure to provide Employment Reports within 30 days of an Agency request shall be an Event of Default under the PILOT Agreement between the Agency and Applicant and, if applicable, an Event of Default under the Agent Agreement between the Agency and Applicant. In addition, a Notice of Failure to provide the Agency with an Employment Report may be reported to Agency board members, said report being an agenda item subject to the Open Meetings Law.
- E. The Applicant acknowledges that certain environmental representations will be required at closing. The Applicant shall provide with this Representation, Certification and Indemnification Form copies of any known environmental reports, including any existing Phase I Environmental Site Assessment Report(s) and/or Phase II Environmental Investigations. The Agency may require the Company and/or owner of the premises to prepare and submit an environmental assessment and audit report, including but not necessarily limited to, a Phase I Environmental Site Assessment Report and a Phase II Environmental Investigation, with respect to the Premises at the sole cost and expense of the owner and/or the Applicant. All environmental assessment and audit reports shall be completed in accordance with ASTM Standard Practice E1527-05 and shall be conformed over to the Agency so that the Agency is

authorized to use and rely on the reports. The Agency, however, does not adopt, ratify, confirm or assume any representation made within reports required herein.

- F. The Applicant and/or the owner, and their successors and assigns, hereby release, defend and indemnify the Agency from any and all suits, causes of action, litigations, damages, losses, liabilities, obligations, penalties, claims, demands, judgments, costs, disbursements, fees or expenses of any kind or nature whatsoever (including, without limitation, attorneys', consultants' and experts' fees) which may at any time be imposed upon, incurred by or asserted or awarded against the Agency, resulting from or arising out of any inquiries and/or environmental assessments, investigations and audits performed on behalf of the Applicant and/or the owner pursuant hereto, including the scope, level of detail, contents or accuracy of any environmental assessment, audit, inspection or investigation report completed hereunder and/or the selection of the environmental consultant, engineer or other qualified person to perform such assessments, investigations, and audits.
- G. Hold Harmless Provision: The Applicant acknowledges and agrees that the Applicant shall be and is responsible for all costs of the Agency incurred in connection with any actions required to be taken by the Agency in furtherance of the Application including the Agency's costs of general counsel and/or the Agency's bond/transaction counsel whether or not the Application, the proposed Project it describes, the attendant negotiations, or the issue of bonds or other transaction or agreement are ultimately ever carried to successful conclusion and 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: (i) the Agency's examination and processing of, and action pursuant to or upon, the Application, regardless of whether or not the Application or the proposed Project described herein or the tax exemptions and other assistance requested herein are favorably acted upon by the Agency; (ii) the Agency's acquisition, construction and/or installation of the proposed Project described herein; and (iii) any further action taken by the Agency with respect to the proposed Project including, without limiting the generality of the foregoing, all causes of action and attorney's fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. Applicant hereby understands and agrees, in accordance with Section 875(3) of the New York General Municipal Law and the policies of the Agency that any New York State and local sales and use tax exemption claimed by the Applicant and approved by the Agency, any mortgage recording tax exemption claimed by the Applicant and approved by the Agency, and/or any real property tax abatement claimed by the Applicant and approved by the Agency, in connection with the Project, may be subject to recapture and/or termination by the Agency under such terms and conditions as will be established by the Agency and set forth in transaction documents to be entered into by and between the Agency and the Applicant. The Applicant further represents and warrants that the information contained in this Application, including without limitation information regarding the amount of the New York State and local sales and use tax exemption benefit, the amount of the mortgage recording tax exemption benefit, and the amount of the real property tax abatement, if and as applicable, to the best of the Applicant's knowledge, is true, accurate and complete.
- H. This obligation includes an obligation to submit an Agency Fee Payment to the Agency in accordance with the Agency Fee policy effective as of the date of this Application
- I. By executing and submitting this Application, the Applicant covenants and agrees to pay the following fees to the Agency:
- (i) a non-refundable \$1,500.00 application processing and publication fee (the "Application Fee") at time of application submission payable CCIDA;
  - (ii) Unless otherwise agreed to by the Agency, an amount equal to one and one quarter percent (1.0625%) of the total project costs, at the time of issuance of Financial Assistance/closing;
  - (iii) All fees, costs and expenses incurred by the Agency for (1) legal services, including but not limited to those provided by the Agency's general counsel and/or the Agency's



bond/transaction counsel, thus note that the Applicant is entitled to receive a written estimate of fees and costs of the Agency's general counsel and the Agency's bond/transaction counsel; and (2) other consultants retained by the Agency in connection with the proposed project, with all such charges to be paid by the Applicant at the closing.

- J. If the Applicant fails to conclude or consummate the 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 Applicant is unable to find buyers willing to purchase the bond issue requested, or if the Applicant is unable to facilitate the sale/leaseback or lease/leaseback transaction, then, upon the presentation of an invoice, Applicant shall pay to the Agency, its agents, or assigns all actual costs incurred by the Agency in furtherance of the Application, up to that date and time, including but not necessarily limited to, fees of the Agency's general counsel and/or the Agency's bond/transaction counsel.
- K. The Applicant acknowledges and agrees that all payment liabilities to the Agency and the Agency's general counsel and/or the Agency's bond and/or transaction counsel as expressed in Sections H and I are obligations that are not dependent on final documentation of the transaction contemplated by this Application.
- L. The cost incurred by the Agency and paid by the Applicant, the Agency's general counsel and/or bond/transaction counsel fees and the processing fees, may be considered as a cost of the Project and included in the financing of costs of the proposed Project, except as limited by the applicable provisions of the Internal Revenue Code with respect to tax-exempt bond financing.
- M. The Applicant acknowledges that the Agency is subject to New York State's Freedom of Information Law (FOIL). Applicant understands that all Project information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.
- N. The Applicant has read and understands the Agency's Policy Respecting Recapture of Agency Benefits (the "Recapture Policy"). The Applicant covenants and agrees that it fully understands that the Recapture Policy is applicable to the Project that is the subject of this Application, and that the Agency will implement the Recapture Policy if and when it is so required to do so. The Applicant further covenants and agrees that its Project is potentially subject to termination of Agency financial assistance and/or recapture or modification of Agency financial assistance so provided and/or previously granted.
- O. The Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if Financial Assistance is provided for the proposed Project:

§ 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.
- P. The Applicant confirms and acknowledges that the owner, occupant, or operator receiving Financial Assistance for the proposed Project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.

- Q. The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement the Project.
- R. The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.
- S. The Applicant and the individual executing this Application on behalf of Applicant acknowledge that the Agency and its counsel will rely on the representations and covenants made in this Application when acting hereon and hereby represents that the statements made herein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein not misleading.

STATE OF NEW YORK )  
COUNTY OF CATTARAUGUS ) ss.:

John L Drake, being first duly sworn, deposes and says:

1. That I am the Controller (Corporate Office) of Holiment, Inc. (Applicant) and that I am duly authorized on behalf of the Applicant to bind the Applicant.
2. That I have read the attached Application, I know the contents thereof, and that to the best of my knowledge and belief, this Application and the contents of this Application are true, accurate and complete.

  
(Signature of Officer)

Subscribed and affirmed to me under penalties of perjury  
this 14 day of May, 2025.

Debra D Stein  
(Notary Public)

**DEBRA D. STEIN**  
Notary Public, State of New York  
No. 01ST6050588  
Qualified in Cattaraugus County  
Commission Expires 11/06/ 26



## Attachment B: CCIDA Insurance Requirements

### COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY (Insurance Specifications as of November 1, 2022)

A summary of CCIDA insurance requirements follows. Please note that insurance is to be provided by the Company and/or Project owner after Board approval and prior to utilization of CCIDA financial assistance, and shall be maintained during the term of any applicable Agent Agreement and/or Lease Agreement by and between the CCIDA and the Company.

During the term of an Agent Agreement and/or a Lease Agreement entered into with the County of Cattaraugus Industrial Development Agency an **ACORD 25-Certificate of Liability Insurance and ACORD 855 NY-New York Construction Certificate of Liability Addendum** shall be provided evidencing the following insurance is currently maintained and in force with an insurance carrier approved to do business in the State of New York and maintaining an A.M. Best Rating of A- or better showing County of Cattaraugus Industrial Development Agency as Certificate Holder. It is our suggestion that you share these requirements with your current insurance agent, broker or insurance company.

Acceptable Certificates of Insurance shall indicate the following minimal coverage, limits of insurance, policy numbers and policy effective and expiration dates.

**Commercial General Liability:** Agent and subcontractors shall provide such coverage on an occurrence basis for the named insured's premises & operations and products-completed operations. Blanket Contractual Liability provided within the "insured contract" definition may not be excluded or restricted in any way. Property damage to work performed by subcontractors may not be excluded or restricted nor shall the Additional Insured's coverage for claims involving injury to employees of the Named Insured or their subcontractors be excluded or restricted. The "insured contract" exception to the Employers Liability exclusion also may not be removed or restricted in any way.

These coverages are to be properly evidenced by checking the appropriate box(es) on the **ACORD 855-NY Construction Certificate of Liability Addendum's** Information Section, Items G, H, I and L. Policy shall have attached **Designated Location(s) General Aggregate Limit CG 25 04** endorsement.

**Limits expressed shall be no less than:**

General Aggregate	\$2,000,000
Products-Completed Operations Aggregate	\$2,000,000
Per Occurrence	\$1,000,000
Personal & Advertising Injury	\$1,000,000
Fire Damage Liability	\$ 100,000
Medical Payments (per person)	\$ 5,000

County of Cattaraugus Industrial Development Agency shall be named as Additional Insured per **ISO Form CG 20 26-Additional Insured Designated Person or Organization** to provide coverage for the Additional Insured. Coverage shall apply on a Primary & Non-Contributory basis. All insurance required of the Company shall waive any right of subrogation of the insurer against any person insured under such policy, and waive any right of the insurer to any off-set or counterclaim or any other deduction, whether by attachment or otherwise, in respect of any liability of any person insured under such policy.

**ACORD 855 NY-New York Construction Certificate of Liability Insurance:** It is not uncommon for insurers to modify the standard ISO policy language with endorsements that result in modifications to language preferred by the insurer. This addendum is required to supplement the **ACORD 25-Certificate of Liability Insurance** with additional information that provides a more detailed expression of the types of coverage required. Specifically required coverages may be excluded or limited by the attachment of exclusionary or limitation endorsements. This

addendum provides the insurer the ability to certify coverage provided by the absence of such exclusionary or limiting modifications.

Blanket Additional Insured endorsement to include — Owner, Lessees or Contractors - Automatic Status For Other Parties When Required in Written Construction Agreement — Wording should include any other person or organization you are required to add as an additional insured under the contract or agreement (**Paragraph 2 of CG 20 38 04 13 or equivalent**).

Any scheduled person or organization section of the additional insured endorsement containing wording other than designated names shall not be accepted.

**Automobile Liability:** Business Auto Liability with limits of at least \$1,000,000 each accident. Business Auto coverage must include coverage for liability arising out of all owned, leased, hired and non-owned automobiles.

County of Cattaraugus Industrial Development Agency shall be included as Additional Insured on a Primary & Non-Contributory basis on the auto policy. All insurance required of the Company shall waive any right of subrogation of the insurer against any person insured under such policy and waive any right of the insurer to any off-set or counterclaim or any other deduction, whether by attachment or otherwise, in respect of any liability of any person insured under such policy.

**Umbrella/Excess Liability:** Commercial Umbrella or excess liability for a limit of at least \$5,000,000 per occurrence with a \$5,000,000 Aggregate. Coverage should respond on a follow-form basis and excess over the aforementioned underlying policy limits. County of Cattaraugus Industrial Development Agency shall be named as Additional Insured. Coverage shall apply on a Primary & Non-Contributory basis.

**Workers Compensation/Disability Insurance:**

- i) The Company and/or Project Owner shall provide evidence of insurance and maintain Workers Compensation/Disability insurance as required by statute. County of Cattaraugus Industrial Development Agency shall be named as the Certificate Holder.
- ii) **Accepted Forms:**

Workers Compensation Forms		DBL (Disability Benefits Law) Forms	
CE-200	Exemption	CE-200	Exemption
C-105.2	Commercial Insurer	DB-120.1	Insurers
S1-12	Self-Insurer	DB-155	Self-Insured
GS1-105.2	Group Self-Insured		
U-26.3	New York State Insurance Fund		

If the Company and/or Project owner have no employees, the Company and/or Project owner shall provide a completed and signed Form CE-200 or later revision, which is found on the New York State Workers Compensation Board website: [www.wcb.ny.gov/](http://www.wcb.ny.gov/). This form is to be completed on-line, printed, and signed.

**CCIDA Address:** All evidence of insurance shall be sent to:

County of Cattaraugus Industrial Development Agency  
9 East Washington Street  
Ellicottville, NY 14731

### Attachment C: CCIDA Attorney Fee Schedule

#### CCIDA Attorney Fees:

Project Amount	Standard Agency Counsel Fee
<=\$499,000	\$5,000
<=\$500,000 - < \$999,999	\$7,500
>\$1M - <\$1,999,999	\$9,000
>\$2M - <\$3,999,999	\$15,000
>\$4M - < \$5,799,000	\$20,000
>\$5,800,00	1/3 of Agency Administrative Fee (currently 1.0625% of the Project Amount)

If a project application is withdrawn or does not close, the applicant is responsible for any costs incurred by the agency on behalf of the project.

# HOLIMONT CAPITAL PROJECTS - 2025

5/15/2025 10:50

Department	Asset	Project	Est. Amount	
Lifts	Painting	Chairlift Tower Painting	\$6,000	\$6,000
Snowmaking	Air Compressor & Air Pipe	New 659CFM Ingersoll Rand compressor & 1,200 feet of 4" plastic pipe	\$74,200	
	Pipe Replacement	Upgrade to 12" pipe from bottom of Highland Fling to Plum Pump House		
	Pipe Replacement	Replace bad pipe on Snowbird & Wild Turkey	\$44,000	
	Test Wells	Drill test wells and study as part of DEC study	\$30,000	\$148,200
Facilities	HoliCenter A/C & Heat Upgrade	Add condenser to provide AC & split ductwork for a second zone & thermostat	\$10,000	
	Terrain Park Flooring	Replace the worn out flooring	\$4,500	
	Main Chalet Tables	Buy new bench style tables & chairs	\$25,000	
	Main Chalet Heating Systems	Upgrade the thermostat system	\$4,000	
	Parking Lot Improvements	Stone for the Sunset parking lot	\$2,000	
	Table	Large table for the Foxwood cabin - used for dinner rentals	\$4,000	
	Main Chalet Fireplace	Repair fireplace mantel	\$3,000	
	Roof Replacement	Rebuild the Saddle Pond roof - lumber & shingles	\$3,500	\$56,000
Kitchen	Tilt Pot Cooker	Replace broken cooker	\$15,000	\$15,000
Grooming / Vehicles	Snow Cat	Piston Bully 600 w/ Lidar Snowsat	\$285,000	
	Mini Van	Replace orange Dodge Caravan with used vehicle	\$20,000	
	UTV	Replace oldest UTV	\$18,000	
	Snowmobiles	Replace two oldest sleds	\$16,000	\$339,000
Mountain Ops	Electrical	Replace and update electrical systems	\$12,000	\$12,000
IT	Computers	Replace three outdated desktop computers	\$5,000	\$5,000
Sales / Marketing	No Projects			\$0
Summer Ops	Bike Carriers	12 additional bike carriers - bring to max capacity	\$10,300	
	Bike Trail Additions	Lumber & materials for 3 new bike trails including beginner jump line	\$5,000	\$15,300
Rental and Retail	Rental Skis	Replace a third of the rental inventory	\$10,000	\$10,000
Professional Fees	Architecture Fees	Design of main chalet addition	\$124,000	\$124,000
Contingency	Misc	Three percent of the total Capital Budget	\$10,000	\$10,000
Total Capital - Cash expenditure in current year			\$740,500	\$740,500
Snowcat - second installment due in Sept of 2026			\$285,000	
Total Capital - Cash payout & commitment in current year			\$1,025,500	



# Short Environmental Assessment Form

## Part 1 - Project Information

### Instructions for Completing

**Part 1 – Project Information.** The applicant or project sponsor is responsible for the completion of Part 1. Responses become part of the application for approval or funding, are subject to public review, and may be subject to further verification. Complete Part 1 based on information currently available. If additional research or investigation would be needed to fully respond to any item, please answer as thoroughly as possible based on current information.

Complete all items in Part 1. You may also provide any additional information which you believe will be needed by or useful to the lead agency; attach additional pages as necessary to supplement any item.

<b>Part 1 – Project and Sponsor Information</b>			
Name of Action or Project: <div style="font-family: cursive; font-size: 1.2em;">Holi Mont Inc Capital Projects</div>			
Project Location (describe, and attach a location map): <div style="font-family: cursive; font-size: 1.2em;">6921 Rte 242, Ellicottville, NY 14731</div>			
Brief Description of Proposed Action: <div style="font-family: cursive; font-size: 1.2em;">- Various equipment, renovations and upgrades to the Resort.</div>			
Name of Applicant or Sponsor: <div style="font-family: cursive; font-size: 1.2em;">Holi Mont, Inc.</div>		Telephone: <div style="font-family: cursive; font-size: 1.2em;">716-699-2320 x13</div> E-Mail: <div style="font-family: cursive; font-size: 1.2em;">John@HoliMont.com</div>	
Address: <div style="font-family: cursive; font-size: 1.2em;">6921 Rte 242, PO Box 279</div>			
City/PO: <div style="font-family: cursive; font-size: 1.2em;">Ellicottville, NY 14731</div>		State: <div style="font-family: cursive; font-size: 1.2em;">NY</div>	Zip Code: <div style="font-family: cursive; font-size: 1.2em;">14731</div>
1. Does the proposed action only involve the legislative adoption of a plan, local law, ordinance, administrative rule, or regulation? If Yes, attach a narrative description of the intent of the proposed action and the environmental resources that may be affected in the municipality and proceed to Part 2. If no, continue to question 2.			NO <input checked="" type="checkbox"/> YES <input type="checkbox"/>
2. Does the proposed action require a permit, approval or funding from any other government Agency? If Yes, list agency(s) name and permit or approval:			NO <input checked="" type="checkbox"/> YES <input type="checkbox"/>
3. a. Total acreage of the site of the proposed action?		<div style="font-family: cursive; font-size: 1.2em;">3224</div> acres	
b. Total acreage to be physically disturbed?		<div style="font-family: cursive; font-size: 1.2em;">5</div> acres	
c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor?		<div style="font-family: cursive; font-size: 1.2em;">550</div> acres	
4. Check all land uses that occur on, are adjoining or near the proposed action:			
<div style="display: flex; flex-wrap: wrap;"> <div style="width: 50%;"><input type="checkbox"/> Urban</div> <div style="width: 50%;"><input checked="" type="checkbox"/> Rural (non-agriculture)</div> <div style="width: 50%;"><input type="checkbox"/> Industrial</div> <div style="width: 50%;"><input checked="" type="checkbox"/> Commercial</div> <div style="width: 50%;"><input checked="" type="checkbox"/> Residential (suburban)</div> <div style="width: 50%;"><input checked="" type="checkbox"/> Forest</div> <div style="width: 50%;"><input type="checkbox"/> Agriculture</div> <div style="width: 50%;"><input type="checkbox"/> Aquatic</div> <div style="width: 50%;"><input type="checkbox"/> Other(Specify):</div> <div style="width: 50%;"><input type="checkbox"/> Parkland</div> </div>			

5. Is the proposed action,	NO	YES	N/A
a. A permitted use under the zoning regulations?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Consistent with the adopted comprehensive plan?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
6. Is the proposed action consistent with the predominant character of the existing built or natural landscape?	NO	YES	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
7. Is the site of the proposed action located in, or does it adjoin, a state listed Critical Environmental Area?	NO	YES	
If Yes, identify: _____	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
8. a. Will the proposed action result in a substantial increase in traffic above present levels?	NO	YES	
b. Are public transportation services available at or near the site of the proposed action?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
c. Are any pedestrian accommodations or bicycle routes available on or near the site of the proposed action?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
9. Does the proposed action meet or exceed the state energy code requirements?	NO	YES	
If the proposed action will exceed requirements, describe design features and technologies: _____ _____	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
10. Will the proposed action connect to an existing public/private water supply?	NO	YES	
If No, describe method for providing potable water: _____ _____	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
11. Will the proposed action connect to existing wastewater utilities?	NO	YES	
If No, describe method for providing wastewater treatment: _____ _____	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
12. a. Does the project site contain, or is it substantially contiguous to, a building, archaeological site, or district which is listed on the National or State Register of Historic Places, or that has been determined by the Commissioner of the NYS Office of Parks, Recreation and Historic Preservation to be eligible for listing on the State Register of Historic Places?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
b. Is the project site, or any portion of it, located in or adjacent to an area designated as sensitive for archaeological sites on the NY State Historic Preservation Office (SHPO) archaeological site inventory?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
13. a. Does any portion of the site of the proposed action, or lands adjoining the proposed action, contain wetlands or other waterbodies regulated by a federal, state or local agency?	NO	YES	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
b. Would the proposed action physically alter, or encroach into, any existing wetland or waterbody?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
If Yes, identify the wetland or waterbody and extent of alterations in square feet or acres: _____ _____ _____			



14. Identify the typical habitat types that occur on, or are likely to be found on the project site. Check all that apply: <input type="checkbox"/> Shoreline <input type="checkbox"/> Forest <input type="checkbox"/> Agricultural/grasslands <input type="checkbox"/> Early mid-successional <input type="checkbox"/> Wetland <input type="checkbox"/> Urban <input type="checkbox"/> Suburban		
15. Does the site of the proposed action contain any species of animal, or associated habitats, listed by the State or Federal government as threatened or endangered?	NO	YES
	<input checked="" type="checkbox"/>	<input type="checkbox"/>
16. Is the project site located in the 100-year flood plan?	NO	YES
	<input checked="" type="checkbox"/>	<input type="checkbox"/>
17. Will the proposed action create storm water discharge, either from point or non-point sources? If Yes,	NO	YES
	<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Will storm water discharges flow to adjacent properties?	<input type="checkbox"/>	<input type="checkbox"/>
b. Will storm water discharges be directed to established conveyance systems (runoff and storm drains)? If Yes, briefly describe:	<input type="checkbox"/>	<input type="checkbox"/>
_____		
_____		
18. Does the proposed action include construction or other activities that would result in the impoundment of water or other liquids (e.g., retention pond, waste lagoon, dam)? If Yes, explain the purpose and size of the impoundment:	NO	YES
	<input checked="" type="checkbox"/>	<input type="checkbox"/>
_____		
19. Has the site of the proposed action or an adjoining property been the location of an active or closed solid waste management facility? If Yes, describe:	NO	YES
	<input checked="" type="checkbox"/>	<input type="checkbox"/>
_____		
20. Has the site of the proposed action or an adjoining property been the subject of remediation (ongoing or completed) for hazardous waste? If Yes, describe:	NO	YES
	<input checked="" type="checkbox"/>	<input type="checkbox"/>
_____		
<b>I CERTIFY THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE</b>  Applicant/sponsor name: <u>John L Drake</u> Date: <u>5-15-2025</u> Signature: <u>[Signature]</u> Title: <u>Controller</u>		

## PUBLIC HEARING SCRIPT

**Win-Sum Ski Corp. project and/or  
Individual(s), Affiliate(s), Subsidiary(ies),  
or Entity(ies) formed or to be formed on  
its behalf**

Public Hearing to be held on May 15, 2025 at 9:30 a.m.  
at the Agency's offices, 9 East Washington Street, Ellicottville, New York

### ATTENDANCE:

None

☐ Members of the General Public

### ☒ 1. WELCOME: Call to Order and Identity of Hearing Officer.

**Hearing Officer:** Welcome. This public hearing is now open; it is 9:30 a.m. My name is Corey R. Wiktor. I am the Executive Director for the County of Cattaraugus Industrial Development Agency, and I have been designated by the Agency to be the hearing officer to conduct this public hearing. This public hearing is being live-streamed and made accessible on the Agency's website at [www.cattcoida.com](http://www.cattcoida.com).

### ☒ 2. PURPOSE: Purpose of the Hearing.

**Hearing Officer:** We are here to hold the public hearing on the Win-Sum Ski Corp. project and/or Individual(s), Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf. This public hearing is being recorded and will be transcribed for the Board Members of the Agency for their review and comments before they take any further action. We have a sign in sheet for anyone who would like to participate in this public hearing either by presenting oral comments or we would be happy to take written statements. Notice of this hearing appeared in Olean Times Herald on Saturday, May 3, 2025.

### ☒ 3. PROJECT SUMMARY: Description of Project and Contemplated Agency Benefits.

**Hearing Officer:** The proposed project (the "Project") consists of: a certain project located at 6557 Holiday Valley Road, Town of Ellicottville, Cattaraugus County, New York and all other lands in the Town of Ellicottville where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the "Project") consisting of the acquisition by the Company in and around the Project of certain items of machinery, equipment and other tangible personal property (the "Equipment"; and, together with the Project, the "Facility"). The Facility will be initially operated and/or managed by the Company.



The proposed financial assistance contemplated by the Agency includes New York State and local sales and use tax exemption benefits, mortgage recording tax exemption benefits, and real property tax abatement benefits (in compliance with Agency's uniform tax exemption policy).

- ☒ 4. **FORMAT OF HEARING:** Review the rules and manner in which the hearing will proceed.

**Hearing Officer:** All those who have joined this conference call will be given an opportunity to make statements and/or comments on the Project if they so desire.

Minutes of the Public Hearing will be transcribed and posted on the Agency's website ([www.cattcoida.com](http://www.cattcoida.com)). Additional information can be obtained from, and written comments may be addressed to: Corey R. Wiktor, Executive Director, County of Cattaraugus Industrial Development Agency, 9 East Washington Street, P.O. Box 1749, Ellicottville, New York 14731; Telephone: 716-699-2005 and electronically at [corey@cattcoida.com](mailto:corey@cattcoida.com) or [Info@cattcoida.com](mailto:Info@cattcoida.com).

- ☒ 5. **PUBLIC COMMENT:** Hearing Officer gives the Public an opportunity to speak.

**Hearing Officer:** Those interested in making a statement or comment will be called upon. Please begin by stating your name and address; if you are representing a company, please identify the company. I request that speakers keep statements and/or comments to 5 minutes or less.

**The Hearing Moderator introduces each participant in the order they registered for this meeting.**

- None prior or during.

[Insert transcription of public comments here.]

-OR-

- ☐ **Hearing Officer:** Note that no one in attendance wished to make a statement or comment.

- ☒ 6. **ADJOURNMENT:**

As there are no further statements and/or comments, I will close the public hearing at 9:46 a.m.

# SIGN IN SHEET FOR PUBLIC HEARING

Public Hearing to be held on May 15, 2025 at 9:30 a.m.  
at the Agency's offices, 9 East Washington Street, Ellicottville, New York

**Win-Sum Ski Corp. project and/or Individual(s), Affiliate(s),  
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 6557 Holiday Valley Road, Ellicottville, New York 14731

[illegible]

**COUNTY OF CATTARAUGUS INDUSTRIAL  
DEVELOPMENT AGENCY  
INDUCEMENT RESOLUTION**

**WIN-SUM SKI CORP., AND/OR INDIVIDUAL(S) OR AFFILIATE(S),  
SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR  
TO BE FORMED ON ITS BEHALF**

A regular meeting of the County of Cattaraugus Industrial Development Agency was convened on Tuesday, May 20, 2025 at 11:15 a.m.

The following resolution was duly offered and seconded, to wit:

RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF WIN-SUM SKI CORP., AND/OR INDIVIDUAL(S) OR AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE "COMPANY") IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (iii) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT; AND (iv) AUTHORIZING THE NEGOTIATION AND EXECUTION OF AN AGENT AND FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS

**WHEREAS**, County of Cattaraugus Industrial Development Agency (the "Agency") is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the "Enabling Act") and Chapter 536 of the 1971 Laws of New York, as amended, constituting Section 890-b of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of manufacturing, warehousing, research, commercial and industrial facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

**WHEREAS**, to accomplish its stated purposes, the Agency is authorized and empowered under the Act to acquire, construct, reconstruct and install one or more "projects" (as defined in

the Act), or to cause said projects to be acquired, constructed, reconstructed and installed, and to convey said projects or to lease said projects with the obligation to purchase; and

**WHEREAS**, the Company has submitted an application to the Agency (the "Application") requesting the Agency's assistance with a certain project located at 6557 Holiday Valley Road, Town of Ellicottville, Cattaraugus County, New York and all other lands in the Town of Ellicottville where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the "Project") consisting of the acquisition by the Company in and around the Project of certain items of machinery, equipment and other tangible personal property including vehicles consisting of a shuttle bus and a pick-up truck (the "Equipment"; and, together with the Project, the "Facility"). The Facility will be initially operated and/or managed by the Company; and

**WHEREAS**, pursuant to General Municipal Law Section 859-a, on May 15, 2025, at 9:30 a.m., at the Agency's offices, 9 East Washington Street, Ellicottville, New York, the Agency held a public hearing with respect to the Project and the proposed Financial Assistance (as hereinafter defined) being contemplated by the Agency (the "Public Hearing") whereat interested parties were provided a reasonable opportunity, both orally and in writing, to present their views; and

**WHEREAS**, it is contemplated that the Agency will (i) designate the Company as its agent for the purpose of undertaking the Project pursuant to an Agent and Financial Assistance Project Agreement (the "Agent Agreement"), (ii) provide Financial Assistance to the Company in the form of an exemption benefit from all New York State and local sales and use taxes for purchases and rentals related to the Project with respect to the qualifying personal property included in or incorporated into the Facility or used in the acquisition, construction, reconstruction and/or renovation, rehabilitation or equipping of the Facility ("Financial Assistance"); and

**WHEREAS**, the Company has represented to the Agency that the Project is likely to attract a significant number of visitors from outside the economic development region (as established by Section 230 of the New York State Economic Development Law), and therefore the Project constitutes a "tourism destination" as defined in Section 862(2) of the Act; and

**WHEREAS**, pursuant to Article 18-A of the Act, the Agency desires to adopt a resolution describing the Project and the Financial Assistance that the Agency is contemplating with respect to the Project.

**NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY AS FOLLOWS:**

Section 1. The Company has presented an application in a form acceptable to the Agency. Based upon the representations made by the Company to the Agency in the Company's application and any other correspondence submitted by the Company to the Agency, public hearing comments, and Agency board member review, discussion, and consideration of same, the Agency hereby finds and determines that:



(A) By virtue of the Act, the Agency has been vested with all powers necessary and convenient to carry out and effectuate the purposes and provisions of the Act and to exercise all powers granted to it under the Act; and

(B) It is desirable and in the public interest for the Agency to appoint the Company as its agent for purposes of acquiring, constructing and/or renovating and equipping the Project; and

(C) The Agency has the authority to take the actions contemplated herein under the Act; and

(D) The action to be taken by the Agency will induce the Company to develop the Project, thereby increasing and/or retaining employment opportunities in Cattaraugus County, New York while promoting the general prosperity and economic welfare of the citizens of Cattaraugus County, New York, and the State of New York and improving their standard of living and otherwise furthering the purposes of the Agency as set forth in the Act; and

(E) The Project will not result in the removal of a civic, commercial, industrial, or manufacturing plant of the Company or any other proposed occupant of the Project from one area of the State of New York (the "State") to another area of the State or result in the abandonment of one or more plants or facilities of the Company or any other proposed occupant of the Project located within the State; and the Agency hereby finds that, based on the Company's application, to the extent occupants are relocating from one plant or facility to another, the Project is reasonably necessary to discourage the Project occupants from removing such other plant or facility to a location outside the State and/or is reasonably necessary to preserve the competitive position of the Project occupants in their respective industries, and, to the extent occupants are relocating from one plant or facility to another in another area of the State, the Agency has complied with the Act's abandonment procedures; and

(F) The Agency has assessed all material information included in connection with the Application necessary to afford a reasonable basis for the decision by the Agency to provide Financial Assistance for the Project as described herein; and

(G) The Agency has prepared a written cost-benefit analysis satisfactorily identifying the extent to which the Project will create or retain permanent, private sector jobs, the estimated value of any tax exemption to be provided, the amount of private sector investment generated or likely to be generated by the Project, the likelihood of accomplishing the Project in a timely fashion, and the extent to which the Project will provide additional sources of revenue for municipalities and school districts, and any other public benefits that might occur as a result of the Project; and

(H) The Project attracts a significant number of visitors from outside the Western New York economic development region, including approximately 65% of its visitors coming from outside of New York State, with approximately 20% of those visitors coming from Canada, and therefore meets the definition of a "tourism destination" project within the meaning of Section 862(2)(a) of the Act. Accordingly, the Agency is authorized to provide financial assistance in respect of the Project pursuant to Section 862(a) of the Act.

(I) The Company has provided a written statement confirming that the Project as of the date of the Application is in substantial compliance with all provisions the Act.

(J) The Project involves a "Type II action" as said term is defined in SEQR and, therefore, no further action is required under SEQR; and

(K) The Company has provided a written statement confirming that the Project as of the date of the Application is in substantial compliance with all provisions of the Act.

(L) The Project qualifies for Agency Financial Assistance as it meets the Agency's general uniform criteria for project evaluation, said criteria established by New York State and the Agency as required under General Municipal Law Section 859-a(5) as evidenced by the following:

- (i) Extent to which the Project will create or retain jobs: The Project will retain 172 FTE employee positions and 600 PTE employee positions.
- (ii) The estimated total value of Financial Assistance is approximately \$408,428.
- (iii) The estimated amount of private sector investment to be made by the Company is \$5,105,350.
- (iv) Likelihood of the Project being accomplished in a timely fashion: There is a high likelihood that the Project will be completed in a timely manner, by April 30, 2026.
- (v) Extent of new revenue provided to local taxing jurisdictions: By maintaining modern efficient skiing and golf resort facilities, it is expected that the Project will continue to enable the Company to attract visitors to the Town of Ellicottville resulting in maintenance of and new and increased sales tax revenues and bed tax revenue and help to fortify local real estate values and markets.
- (vi) Any additional public benefits: The Project attracts a significant number of visitors from outside the region who support the local tourism industry and related retail businesses. The Company provides year-round licensed day care facilities on-site for both Company employees and the community.
- (vii) The extent to which the Project will create local construction jobs. The Company will utilize local contractors.

Section 2. The Agency hereby authorizes the undertaking of the Project and the provision of the Financial Assistance to the Company as described herein.

Section 3. Subject to the Company executing an Agent Agreement and the delivery to the Agency of a binder, certificate or other evidence of insurance for the Project satisfactory to the Agency, the Agency hereby authorizes the Company to proceed with the acquisition,

construction and equipping of the Project and hereby appoints the Company as the true and lawful agent of the Agency: (i) to acquire, construct and/or renovate and equip the Project; (ii) to make, execute, acknowledge and deliver any contracts, orders, receipts, writings and instructions, as the stated agent for the Agency with the authority to delegate such agency, in whole or in part, to agents, subagents, contractors, and subcontractors of such agents and subagents and to such other parties as the Company chooses; and (iii) in general, to do all things which may be requisite or proper for completing the Project, all with the same powers and the same validity that the Agency could do if acting in its own behalf; provided, however, the appointment of the Company as agent of the Agency, if utilized, shall expire one year from the date of this resolution (unless extended for good cause by the Chair, the Vice Chair, and/or the Executive Director).

A. Financial Assistance. With respect to the foregoing, and based upon the representations and warranties made by the Company in its application for Financial Assistance, the Agency hereby:

(i) authorizes and approves the Company, as its agent, to make purchases of goods and services relating to the Project and that would otherwise be subject to New York State and local sales and use tax in an amount estimated up to \$5,105,350, and, therefore, the value of the sales and use tax exemption benefits ("sales and use tax exemption benefits") authorized and approved by the Agency cannot exceed \$408,428, however, the Agency may consider any requests by the Company for increases to the amount of sales and use tax exemption benefits authorized by the Agency upon being provided with appropriate documentation detailing the additional purchases of property or services.

B. Terms and Conditions of Financial Assistance. Pursuant to Section 875(3) of the New York General Municipal Law, and per the policies of the Agency, the Agency may recover or recapture from the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, any New York State and local sales and use tax exemption benefits taken or purported to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, if it is determined that: (i) the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, is not entitled to the New York State and local sales and use tax exemption benefits; (ii) the New York State and local sales and use tax exemption benefits are in excess of the amounts authorized to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project; (iii) the New York State and local sales and use tax exemption benefits are for property or services not authorized by the Agency as part of the Project; (iv) the Company has made a material false statement on its application for Financial Assistance; and/or (v) the New York State and local sales and use tax exemption benefits are taken in cases where the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, fails to comply with the Investment Commitment, the Employment Commitment, and/or the Construction Jobs and Local Labor Commitment, said commitments, as described below, being a material term or condition to use property or services in the manner approved by the Agency in connection with the Project.

As a condition precedent of receiving Financial Assistance, the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, must cooperate with the Agency in its efforts to recover or recapture any Financial Assistance, and promptly pay over any such amounts to the Agency that the Agency demands.

C. Commitments. As an additional condition precedent of receiving Financial Assistance, and as a material term or condition as approved by the Agency in connection with the Project, the Company covenants and agrees and understands that it must, subject to potential modification, termination and/or recapture of Financial Assistance for failure to meet and maintain the commitments and thresholds as described below, submit, on an annual basis or as otherwise indicated below through the conclusion of the later of two (2) years following either (i) the construction completion date, or (ii) the termination of the Agent Agreement, a certification, as so required by the Agency, confirming:

- (i) Investment Commitment - the total investment actually made with respect to the Project at the time of Project completion equals or exceeds \$5,105,350 being the total project cost as stated in the Company's application for Financial Assistance.
- (ii) Employment Commitment – that there are at least 172 existing full time equivalent ("FTE") employees, and 600 part time equivalent ("PTE") employees located at, or to be located at, the Facility as stated in the Company's application for Financial Assistance; and
  - the number of current FTE and PTE employees in the then current year at the Facility; and
- (iii) Tourism Destination Commitment – that the Company document to the satisfaction of the Agency that the Project resulted in the attraction of at least 35% of the number customers (or 35% of the amount of sales from customers) from outside the Economic Development Region.

Section 4. Subject to the terms of this Inducement Resolution, the Chair, the Vice Chair, and/or the Executive Director, are hereby authorized, on behalf of the Agency, to negotiate, execute and deliver, on behalf of the Agency, the Agent Agreement, a sales tax exemption letter (the "Sales Tax Exemption Letter"), a bill of sale (the "Bill of Sale") whereby the Agency at the completion of the installation period transfers to the Company title to the Equipment acquired during the installation period by the Company as agent of the Agency, and related documents.

Section 5. The officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required and to negotiate, execute and deliver all such certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing resolutions and to cause compliance by the Agency with all of the terms, covenants and provisions of the documents executed for and on behalf of the Agency.



Section 6. The provision by the Agency of Financial Assistance with respect to the Project as described herein is subject to the Agency's policies.

Section 7. This resolution shall take effect immediately, and shall expire one (1) year from the date hereof unless extended for good cause by the Chair, the Vice Chair, and/or the Executive Director.

Dated: May 20, 2025

	A	B	C	D	E	F
2	<b>County of Cattaraugus</b>		<b>OPERATING STATEMENT</b>			
3	<b>Industrial Development Agency</b>					
4	Apr-25	2025	2025	2025	2025	2024
5		APPROVED	M-T-D	Y-T-D	BALANCE	Y-T-D
6		BUDGET	ACTUAL	ACTUAL	REMAINING	COMPARISON
7						
8	<b>INCOME:</b>					
9	Interest on Accounts	\$42,000	\$0	\$31	\$41,969	\$3,220
10	<b>Apps &amp; Fees</b>	\$425,000	\$21,234	\$105,500	\$319,500	\$398,833
11	CCCRC/Other Misc. Income	\$0	\$4	\$39	\$1,778	\$224
12	Total	\$467,000	\$21,238	\$105,570	\$363,247	\$402,277
13						
14						
15	<b>EXPENSES:</b>					
16	Wages	\$209,000	\$15,462	\$69,577	\$139,423	\$67,292
17	Fringe Benefits	\$82,000	\$5,254	\$21,277	\$60,723	\$20,577
18	<b>A-</b> Performance Bonus	\$20,900	\$0	\$0	\$20,900	\$0
19	Board Meeting/Operations	\$2,000	\$171	\$645	\$1,355	\$758
20	Business Development	\$15,000	\$1,244	\$5,817	\$9,183	\$2,410
21	Office Supplies/Service Contracts	\$2,400	\$178	\$806	\$1,594	\$711
22	<b>D-</b> Office Maint./Repairs/Equip	\$5,000	\$1,760	\$3,695	\$1,305	\$2,911
23	<b>E-</b> Office Phones/Cell/fax/internet serv	\$8,000	\$1,315	\$3,567	\$4,433	\$3,823
24	Postage	\$1,200	\$99	\$203	\$997	\$418
25	Public Hearings	\$700	\$0	\$657	\$43	\$301
26	Travel/Mileage	\$3,000	\$20	\$39	\$2,961	\$66
27	Service Charges	\$360	\$0	\$100	\$260	\$30
28	Rent	\$20,700	\$1,425	\$5,700	\$15,000	\$5,700
29	Real Estate Taxes	\$100	\$0	\$90	\$10	\$87
30	Utilities	\$4,000	\$527	\$2,051	\$1,949	\$1,857
31	Property/Fire/Liability Insurance	\$5,200	\$2,498	\$4,613	\$587	\$3,907
32	Education/Training/Prof. Development	\$4,000	\$0	\$0	\$4,000	\$0
33	Professional Associations	\$8,500	\$0	\$923	\$7,577	\$1,150
34	<b>C-</b> Professional Services	\$30,000	\$11,291	\$21,141	\$8,859	\$56,383
35	<b>F-</b> Publications	\$200	\$0	\$0	\$200	\$1,328
36	<b>G-</b> Marketing/Promotion/Networking	\$1,000	\$0	\$1,666	-\$666	\$0
37	Railroad Services	\$25	\$0	\$0	\$25	\$0
38	Miscellaneous	\$100	\$0	\$0	\$100	\$0
39	<b>H -</b> Project Expenses	\$5,000	\$0	\$20,316	-\$15,316	\$1,500
40	<b>B-</b> Consulting Expense	\$15,000	\$5,500	\$22,000	-\$7,000	\$17,500
41	Great Lakes Cheese					\$55,500
42	Total Expenses	<b>\$443,385</b>	<b>\$46,744</b>	<b>\$184,883</b>	<b>\$258,502</b>	<b>\$244,209</b>
43						
44	Net Difference	<b>\$23,615</b>	<b>-\$25,506</b>	<b>-\$79,313</b>	<b>\$104,745</b>	<b>\$158,068</b>
45						
46	<b>A-</b> Yearly payment					
47	<b>B-</b> Includes Yearly payment and assistance with Cattaraugus DRI					
48	<b>C-</b> Includes payments due Harris Beach					
49	<b>D-</b> Includes IT invoices, accounting software, computer storage, monthly office cleaning, yearly window cleaning, lawn					
50	<b>E-</b> Includes monthly cell phones, internet, apple storage, storage back up and office phone lines					
51	<b>F-</b> Publications and ads made in local directories					
52	<b>G-</b> Advertisements in local newspaper					
53	<b>H -</b> Includes Stenographer for Alle-Catt project and SEQR work on Olean Town Centre					

## COUNTY OF CATTARAUGUS IDA

## Balance Sheet

April 30, 2025

## ASSETS

## Current Assets

CATT CO. BANK	\$	202,765.48	
CATT. CO. CAPITAL RES. CORP.		53,541.97	
New CCB ISC Account 800027476		1,481,005.63	
Savings 476		2,367.04	
MMM 476		9,227.05	
CD's		342,981.14	
PETTY CASH		43.21	
SECURITY DEPOSIT - RENT		1,350.00	
Prepaid rent		1,425.00	
Accounts Receivable		10,000.00	
lease asset		73,708.92	
Deferred Outflows		90,350.00	
lease liability		(42,042.16)	
ACCTS RECEIVABLE		866.69	
PREPAID EXPENSES		150.06	
Total Current Assets			2,227,740.03

## Property and Equipment

EQUIPMENT		38,423.95	
LEASEHOLD IMPROVEMENTS		22,173.08	
LAND		149,298.92	
RAILROAD/IMPROVEMENTS		907,199.96	
ACCUM DEPRECIATION		(870,546.17)	
Total Property and Equipment			246,549.74

## Other Assets

Total Other Assets			0.00
--------------------	--	--	------

Total Assets	\$		<u>2,474,289.77</u>
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## LIABILITIES AND CAPITAL

## Current Liabilities

Employee Health Ins Payable	\$	3.00	
Federal Payroll Taxes		(1,473.46)	
NYS WITHHOLDING		3,600.36	
Social Security Tax Payable		2,465.79	
Medicare Withholding Tax Pay		1,465.04	
NYS PENSION-EMPLOYEE PORTION		58.85	
NYS Retirement Employer Portio		10,228.00	
Deferred Inflows		61,811.00	
accumulated amort lease asset		31,666.76	
ACCOUNTS PAYABLE		1,610.05	
ACCRUED PAYROLL		5,654.02	
ACCRUED PAYROLL TAXES		560.21	
Total Current Liabilities			117,649.62

## Long-Term Liabilities

Pension Liability		112,808.00	
Total Long-Term Liabilities			<u>112,808.00</u>

Unaudited - For Management Purposes Only

COUNTY OF CATTARAUGUS IDA  
Balance Sheet  
April 30, 2025

Total Liabilities		230,457.62
Capital		
Retained Earnings	2,013,073.52	
CONTRIBUTED CAPITAL	310,072.06	
Net Income	<u>(79,313.43)</u>	
Total Capital		<u>2,243,832.15</u>
Total Liabilities & Capital	\$	<u><u>2,474,289.77</u></u>



COUNTY OF CATTARAUGUS IDA  
Balance Sheet  
April 30, 2024

ASSETS

Current Assets		
CATT CO. BANK	\$	518,606.32
SAVINGS CCB		5,216.46
SAVINGS FT		8,295.72
CATT. CO. CAPITAL RES. CORP.		438,979.84
Five Star CD		450,000.00
CD's		631,419.00
KeyBank Investment		107,621.82
PETTY CASH		120.40
SECURITY DEPOSIT - RENT		1,350.00
Accounts Receivable		10,000.00
lease asset		73,708.92
Deferred Outflows		87,556.00
lease liability		(69,451.29)
ACCTS RECEIVABLE		176.86
		<hr/>
Total Current Assets		2,263,600.05
Property and Equipment		
EQUIPMENT		38,350.45
LEASEHOLD IMPROVEMENTS		22,173.08
LAND		149,298.92
RAILROAD/IMPROVEMENTS		907,199.96
ACCUM DEPRECIATION		(870,546.17)
		<hr/>
Total Property and Equipment		246,476.24
Other Assets		
net pension asset		50,186.00
		<hr/>
Total Other Assets		50,186.00
		<hr/>
Total Assets	\$	<u><u>2,560,262.29</u></u>

LIABILITIES AND CAPITAL

Current Liabilities		
NYS RETIREMENT LOAN ACCT.	\$	(126.69)
Employee Health Ins Payable		3.00
Federal Payroll Taxes		(4,125.65)
NYS WITHHOLDING		10,396.65
Social Security Tax Payable		4,403.25
Medicare Withholding Tax Pay		1,030.07
NYS PENSION-EMPLOYEE PORTION		(214.62)
NYS Retirement Employer Portio		27,748.00
Deferred Inflows		179,281.00
accumulated amort lease asset		4,257.63
ACCOUNTS PAYABLE		45,652.44
		<hr/>
Total Current Liabilities		268,305.08
Long-Term Liabilities		<hr/>
Total Long-Term Liabilities		0.00
		<hr/>
Total Liabilities		268,305.08

Unaudited - For Management Purposes Only

COUNTY OF CATTARAUGUS IDA  
Balance Sheet  
April 30, 2024

Capital		
Retained Earnings	1,823,816.92	
CONTRIBUTED CAPITAL	310,072.06	
Net Income	<u>158,068.23</u>	
Total Capital		<u>2,291,957.21</u>
Total Liabilities & Capital	\$	<u><u>2,560,262.29</u></u>

# STEM Fair promotes potential careers in local manufacturing



J.P. BUTLER Olean Times Herald May 10, 2025



*Provided*



PORTVILLE — It was Tuesday afternoon, and Evelyn Sabina was reviewing another successful Dream It Do It event with Jeff Belt. During the conversation, she remembered: Belt is yet another whose path is symbolic of the Dream It Do It mission.

Belt, an Olean native, left the area after earning an engineering degree, but eventually returned, and in 2010 founded SolEpoxy, the manufacturing company of which he remains president.

Belt is a “classic case” of someone who was told “there’s nothing around here,” who understood there to be a negative perception of local manufacturing jobs. Ultimately, he proved to the opposite to be true.

Belt’s is the very message that Cattaraugus-Allegany Dream It Do It attempts to send through its many student-driven events: there are numerous exciting STEM-related career opportunities right here for anyone who chooses to stay ... or come back.

And that message was underscored at the annual CA-DIDI Manufacturing and STEM Fair, held May 2 at Portville Central School.

“We’re trying to dispel these myths and feelings about manufacturing,” said Sabina, CA-DIDI’s executive director. “Because you go around on these tours or you look at these displays, the technology and innovation, and you can see that there’s so many amazing things happening right here at home.

“We want (young people) to know: It’s okay to go off, but keep in mind there’s always something here for you.”

A group of students shows off the sunglasses they received for completing the bearing assembly game at the Napoleon Engineering Services station at the Manufacturing and STEM Fair at Portville Central School on May 2.

**LAST FRIDAY**, over 800 middle and high school students from 16 local districts congregated in the Portville gymnasium for CA-DIDI’s “crown jewel” event.

There, they met with representatives from over 20 local businesses to learn more about these many STEM-related career and education opportunities available in the area.

This was the 13th iteration of the fair, a joint venture between CA-DIDI, several sponsors and the many “gracious” volunteers at PCS, who welcomed the schools, served breakfast and lunch and helped facilitate the action.

What stood out this year, though, was how primed the students were for a productive and meaningful outing.

“What I noticed is that there were so many teachers and schools that were so well-prepared,” Sabina said. “The teachers had taken the time to go over the questions, go over the activity.

“A lot of manufacturers noticed that the students were asking really thought-provoking questions. They weren’t just random questions; (it was evident) that they’d already either done a little research about the company or were very interested in the company or in a career there, and the questions they were asking, (these businesses) were so impressed.”

Two students (right) receive a CPR lesson on “Paulie” the simulation mannequin at the Olean General Hospital/Bradford Regional Medical Center display at the annual CA-DIDI Manufacturing and STEM Fair on May 2.

**DURING AN** energetic, day-long event, students engaged in constructive discussion with area professionals, participated in games and activities and left with several goodies and a better understanding of how to pursue a challenging and rewarding professional career.

Participating businesses, again, went above and beyond with their displays.

SolEpoxy, for instance, featured the “stand-up” cup, a fast curing polymer demo; Olean General Hospital and Bradford Regional Medical Center invited students to visit “Paulie” the simulation mannequin, learn CPR and draw blood from a fake arm; ASK Chemicals informed attendees about filters and casting through a fun PLINKO game and Napoleon Engineering Services reintroduced its



bearing assembly game and talked with students about the precision and accuracy needed to manufacture aerospace-grade ball bearings.

In many cases, these presentations were reflective of class topics.

American Refining Group, for example, displayed various pieces of equipment and the oil refining process at different stages. This was directly related to what Portville students have been learning in Bob Stives' chemistry class.

"They said, 'Mr. Stives, they have exactly what we're talking about in class!' They actually knew what it was," Sabina noted. "These manufacturers had some great, engaging activities, lots of hands-on materials and things that they could touch and see, which is great because they don't really want to read pamphlets; they really like to see products, and that's what was so wonderful (last Friday)."

Representatives from Mazza Mechanical Services (left) engage in conversation with several students at the annual CA-DIDI Manufacturing and STEM Fair on May 2 at Portville Central School.

**THIRTEEN YEARS** later, the STEM Fair's impact — on students, the local workforce and area businesses — has been unmistakable.

Chris Scott, of Siemens Energy, noted that many of the students the company met at the fair 10 years ago went on pursue engineering, interned with Siemens as college students and are now back at the fair as Siemens representatives, engaging with today's students on the other side of the table.

Scott and his wife, a Portville teacher, also were recently looking at pictures from the 2016 and '17 fairs. Scott's wife was "pointing to people who were there and talking about how successful all of them are today," Sabina said.

"We look forward to this event every year," Scott said. "We bring several of our early-career engineers to connect with the students. The engineers get a lot out of it, too. They get to see our Siemens Energy role in the community and in encouraging the next generation of engineers."

And it's become clear that these words and presentations are resonating.

According to a CA-DIDI poll, which received 467 responses, only 46% of students said that they would have considered a career in advanced manufacturing before the fair. After attending the fair, however, that number skyrocketed to 70%.

Additionally, only 46.5% said they were aware beforehand of the training and education they'd need to pursue such a career. Afterward, though, a whopping 83% said they understood the path they'd have to travel. And they were able to absorb this information in a fun, friendly and indefatigable environment.

"As always, the (STEM Fair) was a tremendous success," said Ljungstrom's Nicholas George, who heads up custom manufacturing solutions. "The hard work and dedication of event organizers, the volunteer students and the staff at Portville Central School truly made it a standout event, and their efforts did not go unnoticed."

"We wanted to specifically commend the group of students from Bradford Central School for bringing such contagious energy and sparking some awesome, thought-provoking conversations. Their enthusiasm lit up the room and got other students engaged, which is exactly what this event is all about."

A representative from American Refining Group (left) talks with a student at the annual Cattaraugus-Allegany Dream It Do Manufacturing and STEM Fair on May 2 at Portville Central

School. ARG showed students the oil refining process at different stages and displayed various pieces of their equipment.

**THE STEM** Fair has served to not only shed light on these local career opportunities, but also to help develop tomorrow's workforce. And with each passing year – and with several students returning for a second or third time – that message only becomes reinforced.

Allegany-Limestone brings students as both seventh- and ninth-graders. "And so, in seventh grade, they're kind of having fun, they're doing the scavenger hunt, they're doing the activities," Sabina said. "But when they come back in ninth grade, it's 'Hey, I remember this table,' they remember something about the company. If they can come back again in high school, we think that's great."

At this point, as seen last Friday, many students have become ingrained in the experience.

"Our Eaton employees that volunteered for the first time this year commented about the great questions asked by the students," Jennifer Clarke, Eaton's human resources manager, reiterated. "I think they even stumped them on some of the questions."

"One of the students came to our booth and remembered what we made from a previous year and started explaining it. I joked and said he should come behind the table and teach his friends."



Tags: [allegany\\_county](#) [business](#) [cattaraugus\\_county](#) [daily\\_headlines](#) [local](#)



Olean Times Herald



★ LOGIN

## LOCAL & SOCIAL

# Empire State Manufacturing Survey

Survey responses were collected between April 2 and April 9.

Business activity declined modestly in New York State in April, according to firms responding to the *Empire State Manufacturing Survey*. After dropping steeply last month, the headline general business conditions index rose twelve points but remained below zero at -8.1. New orders fell modestly, and shipments edged lower. Delivery times held steady, and supply availability worsened. Inventories continued to expand. Employment was little changed, while the average workweek moved lower. Input price increases and selling price increases picked up to the fastest pace in more than two years. Firms turned pessimistic about the outlook, with the future general business conditions index falling to its second lowest reading in the more than twenty-year history of the survey.

## Activity Continues to Contract

Manufacturing activity fell for a second consecutive month in New York State, according to the April survey. After dropping twenty-six points last month, the general business conditions index climbed twelve points but remained below zero at -8.1. The new orders and shipments indexes also held below zero at -8.8 and -2.9,

## General Business Conditions

Seasonally Adjusted

Diffusion Index



Note: The shaded areas indicate periods designated as recessions by the National Bureau of Economic Research.

## ECONOMIST COMMENTARY

"After declining sharply last month, business activity continued to contract modestly in New York State in April. Input and selling price increases picked up to the fastest pace in more than two years. Firms turned pessimistic about the outlook for the first time since 2022."

~Richard Deitz, Economic Research Advisor at the New York Fed

respectively, pointing to ongoing declines in both orders and shipments. Unfilled orders edged up slightly. The inventories index came in at 7.4, signaling that business inventories continued to expand. Delivery times were unchanged, while the supply availability index fell to -5.7, suggesting supply availability was somewhat lower.

## Price Increases Accelerate

The index for number of employees came in at -2.6, while the average workweek index fell to -9.1, pointing to little change in employment levels but a decline in hours worked. Both price indexes climbed for a fourth consecutive month to their highest levels in more than two years: the prices

paid index rose six points to 50.8, and the prices received index rose six points to 28.7.

## Firms Turn Pessimistic

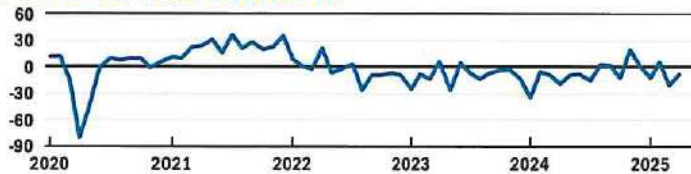
Firms expect conditions to worsen in the months ahead, a level of pessimism that has only occurred a handful of times in the history of the survey. The index for future general business conditions fell twenty points to -7.4; the index has fallen a cumulative forty-four points over the past three months. New orders and shipments are expected to fall slightly in the months ahead. Capital spending plans were flat. Input and selling price increases are expected to pick up, and supply availability is expected to worsen over the next six months. ■



# Current Indicators

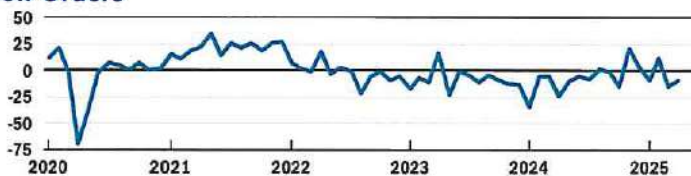
Change from Preceding Month

## General Business Conditions



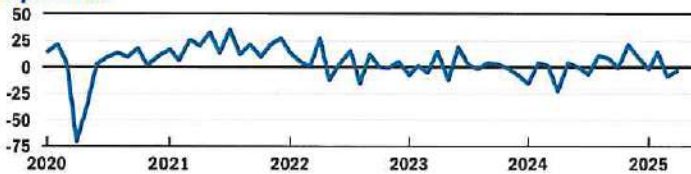
	Percent Reporting		Index
	Higher	Lower	
Mar	19.0	39.1	-20.0
Apr	27.1	35.1	-8.1
Change			11.9

## New Orders



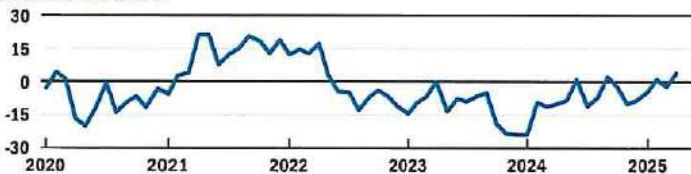
	Percent Reporting		Index
	Higher	Lower	
Mar	25.3	40.2	-14.9
Apr	27.4	36.2	-8.8
Change			6.1

## Shipments



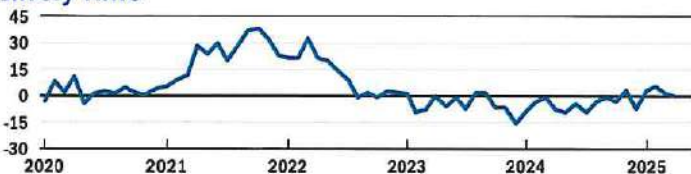
	Percent Reporting		Index
	Higher	Lower	
Mar	25.2	33.6	-8.5
Apr	23.2	26.1	-2.9
Change			5.6

## Unfilled Orders



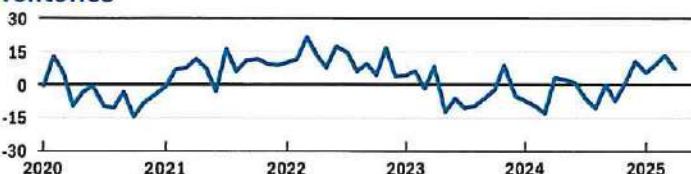
	Percent Reporting		Index
	Higher	Lower	
Mar	14.3	16.3	-2.0
Apr	17.2	13.1	4.1
Change			6.1

## Delivery Time



	Percent Reporting		Index
	Higher	Lower	
Mar	13.3	12.2	1.0
Apr	10.7	10.7	0.0
Change			-1.0

## Inventories



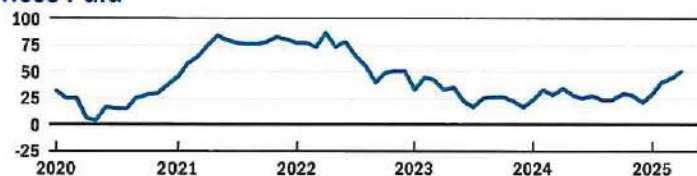
	Percent Reporting		Index
	Higher	Lower	
Mar	25.5	12.2	13.3
Apr	23.0	15.6	7.4
Change			-5.9



# Current Indicators, *continued*

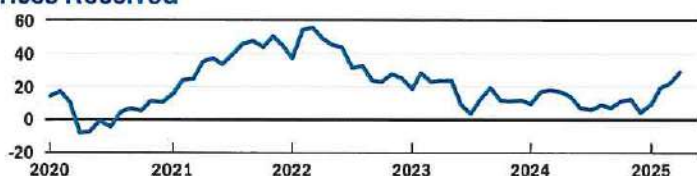
Change from Preceding Month

## Prices Paid



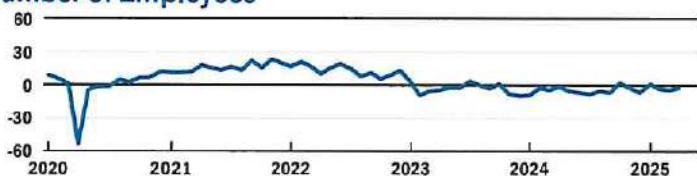
	Percent Reporting		Index
	Higher	Lower	
Mar	45.9	1.0	44.9
Apr	54.9	4.1	50.8
Change			5.9

## Prices Received



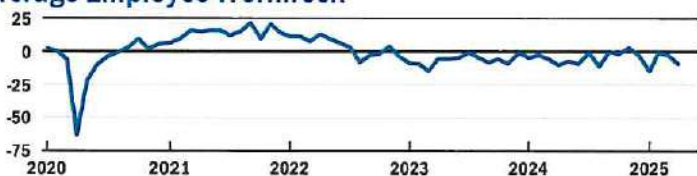
	Percent Reporting		Index
	Higher	Lower	
Mar	26.5	4.1	22.4
Apr	32.8	4.1	28.7
Change			6.3

## Number of Employees



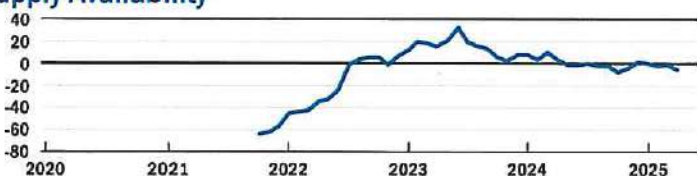
	Percent Reporting		Index
	Higher	Lower	
Mar	9.4	13.5	-4.1
Apr	12.1	14.7	-2.6
Change			1.5

## Average Employee Workweek



	Percent Reporting		Index
	Higher	Lower	
Mar	9.7	12.2	-2.5
Apr	7.8	16.9	-9.1
Change			-6.6

## Supply Availability



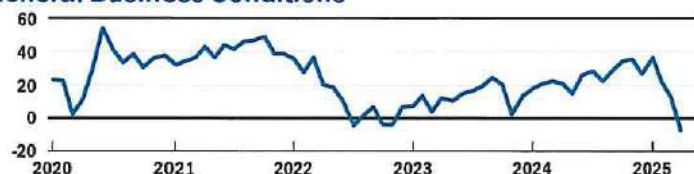
	Percent Reporting		Index
	Higher	Lower	
Mar	3.1	4.1	-1.0
Apr	4.9	10.7	-5.7
Change			-4.7

Note: Data are seasonally adjusted. The current supply availability index was added to the report in June 2024 and included a history of data points going back to 2021.

# Forward-Looking Indicators

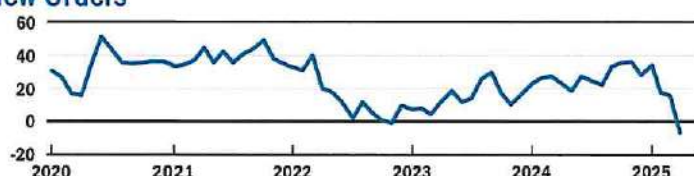
Expectations Six Months Ahead

## General Business Conditions



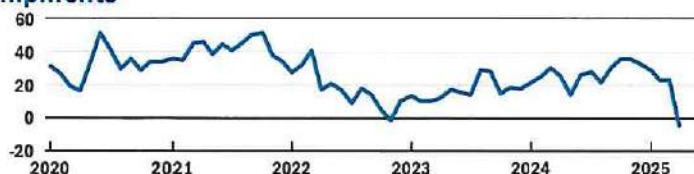
	Percent Reporting		Index
	Higher	Lower	
Mar	41.6	28.9	12.7
Apr	35.0	42.5	-7.4
Change			-20.1

## New Orders



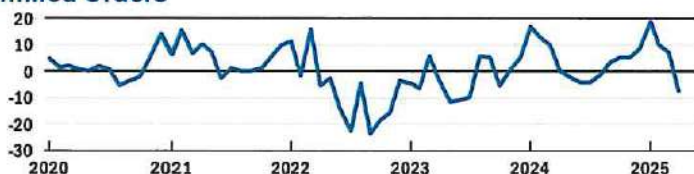
	Percent Reporting		Index
	Higher	Lower	
Mar	41.8	26.4	15.5
Apr	34.5	41.1	-6.6
Change			-22.1

## Shipments



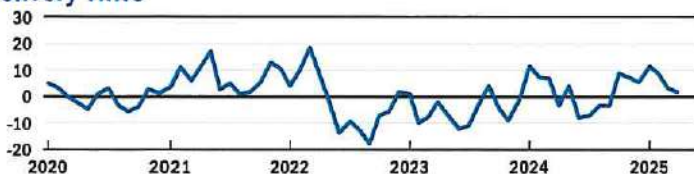
	Percent Reporting		Index
	Higher	Lower	
Mar	43.0	20.0	23.0
Apr	33.5	38.4	-4.8
Change			-27.8

## Unfilled Orders



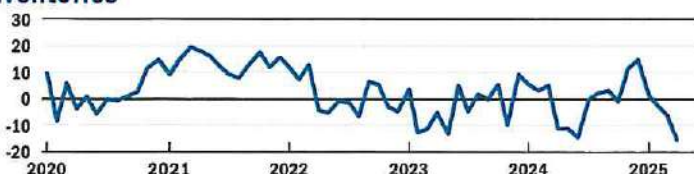
	Percent Reporting		Index
	Higher	Lower	
Mar	16.3	9.2	7.1
Apr	12.3	19.7	-7.4
Change			-14.5

## Delivery Time



	Percent Reporting		Index
	Higher	Lower	
Mar	14.3	11.2	3.1
Apr	14.8	13.1	1.6
Change			-1.5

## Inventories

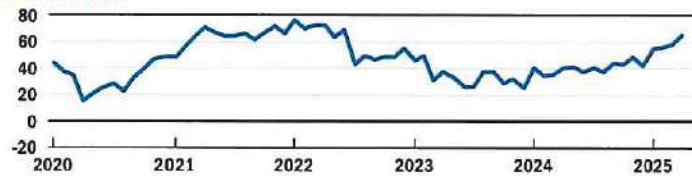


	Percent Reporting		Index
	Higher	Lower	
Mar	17.3	23.5	-6.1
Apr	15.6	31.1	-15.6
Change			-9.5

# Forward-Looking Indicators, *continued*

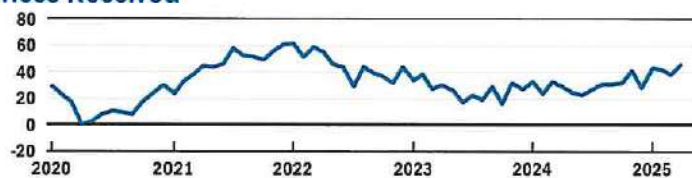
Expectations Six Months Ahead

## Prices Paid



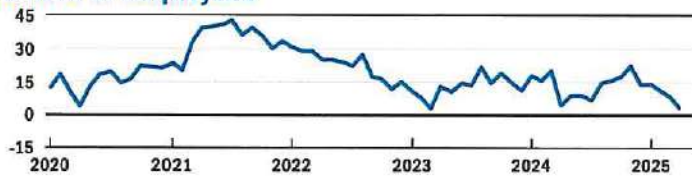
	Percent Reporting		Index
	Higher	Lower	
Mar	60.2	2.0	58.2
Apr	70.5	4.9	65.6
Change			7.4

## Prices Received



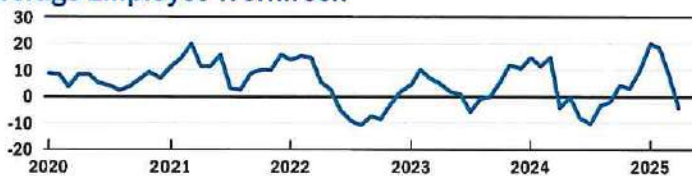
	Percent Reporting		Index
	Higher	Lower	
Mar	44.9	6.1	38.8
Apr	53.3	7.4	45.9
Change			7.1

## Number of Employees



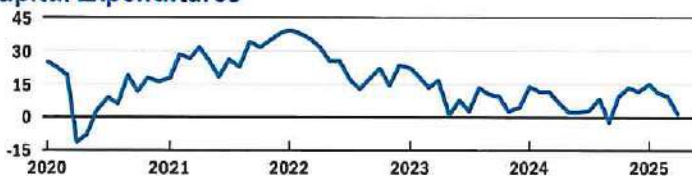
	Percent Reporting		Index
	Higher	Lower	
Mar	20.4	12.2	8.2
Apr	22.1	18.6	3.4
Change			-4.8

## Average Employee Workweek



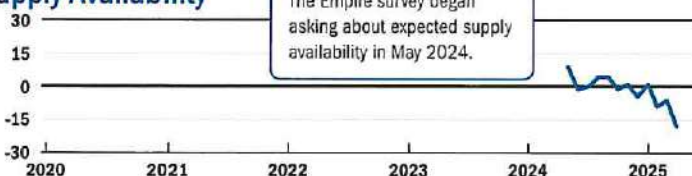
	Percent Reporting		Index
	Higher	Lower	
Mar	16.3	8.2	8.2
Apr	11.5	15.6	-4.1
Change			-12.3

## Capital Expenditures



	Percent Reporting		Index
	Higher	Lower	
Mar	23.5	14.3	9.2
Apr	23.8	22.1	1.6
Change			-7.6

## Supply Availability



	Percent Reporting		Index
	Higher	Lower	
Mar	5.1	11.2	-6.1
Apr	5.7	23.8	-18.0
Change			-11.9

Note: Data are seasonally adjusted. The expected supply availability index was added to the report in June 2024 and included one additional data point from May 2024. The technology spending index was discontinued at this time.



## AREA DEVELOPMENT

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# Large-Scale Projects Face Financing Challenges

Executives have been forced to find new ways to finance projects.

Adam Glatz, Managing Director, Maxis Advisors

Q4 2024



Lately, securing financing for large-scale development projects has become increasingly complicated and nuanced. Executives looking to expand facilities or select new locations must navigate myriad challenges, from volatile capital markets to stringent investor expectations.

That's because in 2023, capital markets encountered disruptions reminiscent of the 2008 global financial crisis. The Federal Reserve's ongoing efforts to combat inflation through interest rate hikes resulted in borrowing costs reaching their highest levels in over a decade. The cumulative effect of these measures made it extraordinarily difficult for companies and developers to secure the necessary funding for their projects. Money was essentially frozen.

For corporate executives, this tightening of capital availability means that traditional avenues for financing, such as bank loans and equity investments, are less accessible. The increased cost



of capital also translates into higher project costs, making it imperative to explore alternative financing strategies and sources.

### **Investor Behavior and Selectivity**

In this challenging environment, investors have adopted a highly selective approach to deploying their capital. Despite having significant funds at their disposal, investors are demanding higher returns to compensate for the perceived risks associated with large-scale projects. This cautious stance is driven by the need to ensure that investments are not only profitable but also resilient to economic fluctuations.

### ***Corporate executives must present compelling business cases to attract investment.***

Corporate executives must present compelling business cases to attract investment. This involves demonstrating strong financial metrics, robust risk management strategies, and alignment with current market trends. Investors are particularly interested in projects that offer clear paths to high returns and have built-in safeguards against potential disruptions.

### **Regulatory and Economic Incentives**

Federal funding programs and regulatory changes play a crucial role in mitigating some of the financing challenges. Initiatives such as the Inflation Reduction Act, the Infrastructure and Jobs Act, and the CHIPS and Science Act provide substantial support for development projects and investments in technology and certain sustainability initiatives. These programs offer financial incentives, tax breaks, and grants that can offset the higher costs of capital and make projects more attractive to investors.

Corporate executives should actively engage with these programs to maximize their benefits. Understanding the specific requirements and opportunities associated with each initiative can provide a competitive edge in securing funding and moving projects forward. Additionally, state and local economic development agencies can be valuable partners in navigating the regulatory landscape and accessing available resources to reduce project costs and increase returns. While the federal programs typically get the most media attention, the state and local offerings are more widely applicable to a larger swath of project types and often more impactful to the project's successful implementation.

### ***The site received \$7 million in infrastructure development, resulting in a \$160+ million investment.***

### **Mitigating Financing Risks**

Given the current economic conditions, companies must employ strategic approaches to reduce financing risks and enhance project viability.

Several effective strategies include:

- 1. Cost Reductions**

- **Cash Grants:** Securing direct financial support through cash grants can significantly improve project financials. While not universally available and often tied to job creation requirements, cash grants can be a critical component of the funding mix.

- **Fee Reductions and Speed to Market:** Reducing permitting fees and expediting the approval process can lower upfront costs and accelerate project timelines, making projects more appealing to investors. Securing a property's entitlements as quickly and efficiently as possible is crucial to a development's success.
- **Infrastructure Improvements:** Preemptive site improvements, such as upgrading utilities and transportation access, can enhance site readiness and reduce project delays.

## 2. **Leveraging Public-Private Partnerships**

- Collaborating with local governments and economic development agencies to share risks and benefits. Successful examples include projects where public entities have contributed to infrastructure costs, significantly lowering the financial burden on private developers.

## 3. **Diversified Funding Sources**

- Combining traditional financing with alternative sources such as bonds, private equity, and public funding. This diversification can spread risk and provide a more stable financial foundation for projects.

***Borrowing costs reached their highest levels in over a decade.***

### **Examples of Successful Strategies**

A developer-owned property in North Carolina with prohibitive infrastructure costs sat undeveloped for years. Through a public-private partnership with the county, the site received \$7 million in infrastructure development, which made further development feasible. This collaboration resulted in a \$160+ million investment and the creation of 400 new jobs for the county, demonstrating the potential of public-private partnerships to overcome financing hurdles.

***Money was essentially frozen, making it extraordinarily difficult to secure funding.***

Similarly, an office building in Texas sat vacant for years, in desperate need of a remodel even before the current office vacancy crisis. Thanks to a novel application of a new city-level incentive designed to assist with the renovation and modernization of corporate office campuses, the developer was able to secure financing to convert the property's use from office to industrial. This partnership provided the city with a highly desired industrial site that immediately received interest from multiple potential tenants even before construction commenced.

To be sure, the current economic landscape presents significant financing challenges for large-scale development projects, requiring corporate executives to adopt innovative strategies to secure necessary financing.

By understanding investor requirements and utilizing non-traditional strategies for reducing costs, executives can enhance the financial viability of their projects and drive successful outcomes. As the market continues to evolve, proactive and strategic approaches will be key to securing the necessary funding and achieving long-term growth.

## State Budget Goes Small On Climate

New York's budget includes \$1 billion for climate action — a record amount, but less than the state was supposed to raise by charging polluters.

[Colin Kinniburgh](#) · May 9, 2025



Governor Kathy Hochul has touted the budget's "historic" \$1 billion for climate action, but the one-time funding falls short of what the state has been promising for years. | Photo: Office of Governor Kathy Hochul | Illustration: New York Focus

**IT'S OFTEN SAID** that a budget is a declaration of values. So how much do New York lawmakers value fighting climate change?

About 0.4 percent, according to the newly approved state budget.

For the first time ever, New York's budget this year includes a dedicated climate action fund: \$1 billion, which will go mostly toward greening buildings and transportation. That includes more than \$200 million for "thermal energy networks," which can allow entire neighborhoods to switch to efficient, electric heating and cooling. Shovel-ready projects at public universities are high on the priority list — a hard-fought win for green groups and building trades unions who have demanded funding to clean up state buildings for the last two years.

Governor Kathy Hochul has touted the sum as "historic." But her spokesperson Paul DeMichele told New York Focus the fund is intended as a one-off — and in the context of a \$254 billion budget, it's a relatively small one.

It's smaller, notably, than the billions the state was hoping to raise every year through cap and invest, a program that would have charged companies for the pollution they generate and redistributed the proceeds to climate initiatives. Hochul's administration came within inches of releasing the program rules this January, only for the governor to back down at the last minute. The Senate demanding in March that she put the program back on track, but

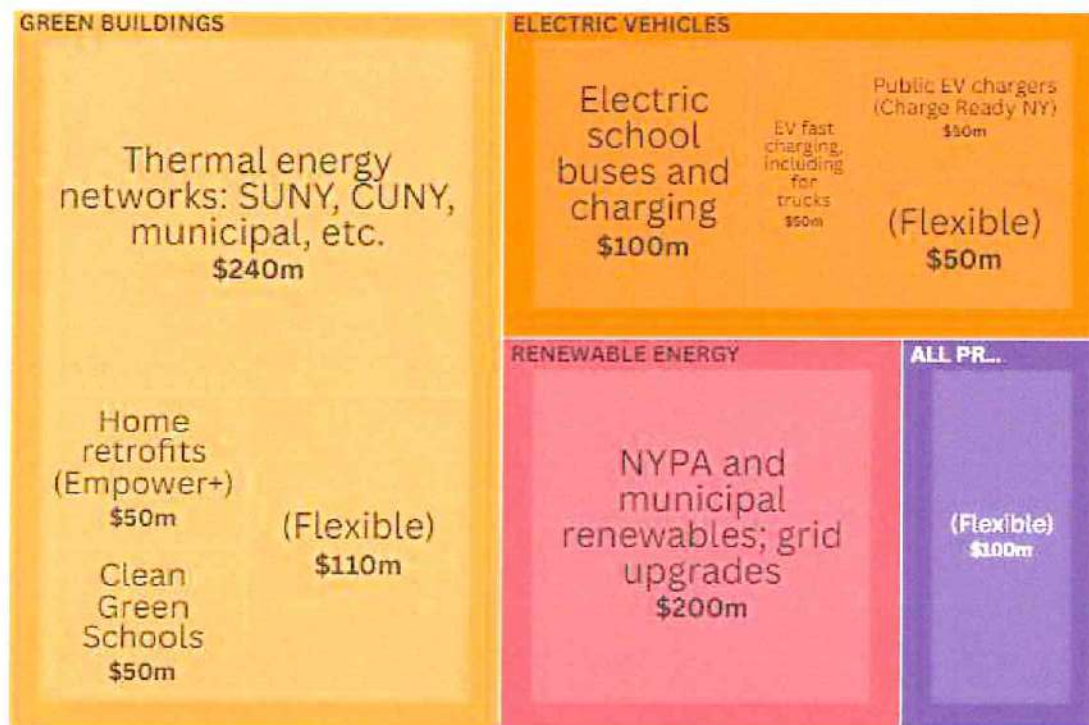


the message had little bearing on budget negotiations. The fight over cap and invest is now tied up in court.

That leaves the state relying heavily on utility bills to fund its transition toward clean energy — an approach that, many critics charge, disproportionately burdens low-income New Yorkers, who spend a larger share of their incomes on energy than the well off.

## Divvying Up \$1 Billion for Climate

The final budget itemizes most spending from the new climate fund, as the Assembly asked for.



Source: [Capital projects budgets \(A3004/S3004\)](#)

NEW YORK  
FOCUS

\* A Flourish hierarchy chart

The budget was also short on policy items that have long been on climate groups' wishlists, including legislation known as the NY HEAT Act, which aims in part to cap how much New Yorkers spend on energy. The bill's broader aim is to chart a course toward widespread use of electrified home heating, by allowing regulators to gradually shift entire neighborhoods off gas.



Only the Senate pushed for the HEAT Act to be included in this year's budget, and the bill did not make much headway in negotiations. It is high on climate advocates' — and many lawmakers' — agendas for the remaining five weeks of the legislative session.

The Senate and Assembly had sought reforms to subsidies for rooftop solar, including increasing the tax credits and making them more accessible to low-income and co-op or condo residents. But that push fell short in final negotiations. (Similar reforms to tax credits for geothermal heating systems did make the cut.)

Lawmakers did find room in the budget to grant school districts an extension on meeting electric bus mandates, easing a transition that rural districts in particular have complained is being rushed.

WHILE STATE LEADERS aren't boosting climate efforts as much as many had hoped for this year, existing programs should at least be spared the federal axe that hangs over other key parts of New York's budget. Roughly 40 percent of the state's revenue comes from the federal government, with most of it going toward health, education, and social services.

The newly approved budget assumes that New York will continue to receive similar levels of federal funding over the next year, but lawmakers have given Hochul significant leeway to revise it if major cuts come down from Washington, as is increasingly likely.

The state's environmental and climate agencies are relatively insulated from those cuts, a New York Focus review found.

The Department of Environmental Conservation receives a little over \$90 million from the federal government, mainly to fight air and water pollution and to protect wildlife. That represents about 15 percent of the agency's total budget, and covers the salaries of about 270 staff, out of more than 3,300 agency-wide. Even wholesale cuts, though damaging, likely wouldn't cripple the agency's work.

**"There are things in this budget that will help us, but the bottom line is, it doesn't move the needle enough."**

**—LIZ MORAN, EARTHJUSTICE**

The Department of Public Service, which regulates utilities, and the state's energy research and development arm, NYSERDA, are both counting on the federal government for less than 4 percent of their budget for the next year, New York Focus found.

The New York Power Authority, for its part, funds itself mostly like a regular utility, selling electricity and borrowing from investors to upgrade and expand its network. It doesn't generally rely on federal support, although it is counting on federal tax credits to build new renewables.

And the state has yet to use most of the \$4.2 billion that voters approved in the 2022 Environmental Bond Act, leaving some \$3.7 billion available over the coming years for clean water, land conservation, and climate efforts.

There are key areas where New York's climate work remains vulnerable to federal cuts. A repeal of renewable tax credits from the Inflation Reduction Act would be a major blow to the industry nationwide and cost New York billions. Federal clean water grants, which fund hundreds of millions of dollars' worth of lead pipe replacements, among other infrastructure upgrades, are also in danger. And the state receives billions in disaster assistance grants from the Federal Emergency Management Agency and other federal agencies, portions of which the Trump administration has already sought to withhold.

But for the most part, New York is already in charge of funding its climate and environmental agenda — and if it wants to catch up on meeting its climate targets, lawmakers need to decide how to pay for it from the state's own pockets. For now, with budget season over, they're largely limited to policies that don't have an immediate price tag.

"We know that our climate law targets are in jeopardy. There are things in this budget that will help us, but the bottom line is, it doesn't move the needle enough," said Liz Moran, Northeast policy advocate at the environmental advocacy group Earthjustice. "There's a month left of session. A lot of this falls on the legislature to be leaders here."





**Regional Economic  
Development Councils**

# Cattaraugus County



## **Empire State Development on the Road: Consolidated Funding Application (CFA) Round 15 Program Updates**

**Date:** Wednesday, June 18, 2025     **Time:** 1:00 – 3:00 p.m.

Holiday Valley Resort  
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