

Jefferson County Industrial Development Agency

800 Starbuck Avenue, Suite 800
Watertown, New York 13601
Telephone 315-782-5865 / 800-553-4111
Fax 315-782-7915
www.jcida.com

TO: **JCIDA Loan Review Committee**
David Converse, Chair
Robert E. Aliasso, Jr.
Christine Powers
Kent Burto
John Condino

FROM: David J. Zembiec, CEO

DATE: September 20, 2023

SUBJECT: **JCIDA Loan Review Committee Meeting**

A JCIDA Loan Review Committee meeting has been scheduled for **Wednesday, September 27, 2023 at 8:00 a.m.** in the board room, 800 Starbuck Avenue, Watertown, NY.

Please confirm your attendance with Peggy Sampson pssampson@jcida.com at your earliest convenience.

Thank you.

pss

C: Lyle Eaton
Joy Nuffer
Marshall Weir
Jay Matteson
Robin Stephenson
W. Edward Walldroff
Paul Warneck
William Johnson
Lisa L'Huillier
Greg Gardner
Rob Aiken
Justin Miller, Esq.
Media

Jefferson County Industrial Development Agency

800 Starbuck Avenue, Suite 800

Watertown, New York 13601

Telephone: (315) 782-5865 or (800) 553-4111 Facsimile (315) 782-7915

www.jcida.com

JCIDA LOAN REVIEW COMMITTEE

Wednesday, September 27, 2023

8:00 a.m.

AGENDA

- I. Call to Order**
- II. Pledge of Allegiance**
- III. Loan Requests**
 - 1. Laker's Sweets & Treats, LLC MICRO Request**
 - 2. Marzano Excavating, LLC RLF Request**
- IV. Other/Unfinished business**
- V. Adjournment**

JEFFERSON COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Resolution Number 10.05.2023.01

**RESOLUTION FOR AUTHORIZING A MICRO ENTERPRISE LOAN TO
LAKER'S SWEETS & TREATS, LLC**

DRAFT

WHEREAS, Jamie Strader, President and Sole Member of Laker's Sweets & Treats, LLC, requested by application to this Agency a Micro Enterprise Loan in the amount of Forty Thousand Dollars (\$40,000.00) to be used to purchase and upgrade existing businesses – Duck Out, Duck Stop, Quack Shack and Fish Shack located at 12308 NYS Route 12E, Chaumont, NY, and

WHEREAS, Staff reviewed this request and recommends approval of a loan in the amount of \$40,000 for a five-year amortization with a rate of 6%. There are 4-5 employees in the summer and 3-4 in the off-season with the potential to add more employees as the business grows. Collateral will be secured with a second position mortgage (subordinate to Watertown Savings Bank) in the amount of \$40,000 on property located at 12308 NYS Route 12E, Chaumont, NY, a second position lien on all assets of the business, a personal guarantee of Jamie Strader as well as key person life insurance up to the amount of the loan. The loan will be contingent upon approval by Watertown Savings Bank for their \$184,000 loan, and

WHEREAS, on September 27, 2023, the Loan Review Committee of the Jefferson County Industrial Development Agency reviewed the request and recommended approval of the loan and terms to the full Board of Directors, and

NOW, THEREFORE, BE IT RESOLVED, by the Board of Directors of the Jefferson County Industrial Development Agency that it herein approved the request for a Forty Thousand Dollar (\$40,000.00) loan to Laker's Sweets & Treats, LLC with all terms and conditions as set forth in this Resolution, and be it further,

RESOLVED, that the Chairman, Vice Chairman, Secretary and/or Chief Executive Officer are authorized and directed to execute any and all documents necessary to carry out the purposes of this Resolution.

This resolution shall take effect immediately.

W. Edward Walldroff
Secretary

**Jefferson County Industrial Development Agency
Loan Review Committee**

Date: 9/27/2023
Borrower: Laker's Sweets & Treats, LLC
 Jamie Strader
Amount: \$40,000.00
Project: Purchase and upgrade existing businesses -Duck Out, Duck Stop,
 Quack Shack and Fish Shack

Details:

Jamie Strader is purchasing and upgrading the above businesses in Chaumont, NY. The plan is to keep the successful ice cream stand going, re-open the diner with the addition of coffee shop/bakery items, and continue renting to the existing businesses that are in the two outbuildings. The diner would be open year round, and ice cream shop would be seasonal. Ms. Strader's husband and sister will be running the day to day operations while she is at her teaching position at Watertown School District. She has experience in the food industry and currently owns Strader's Saturdays Sundaes and More in Sackets Harbor. The diner has not been open since COVID shut it down in 2020, so there are no current financial numbers for that.

Personnel: 4-5 in the summer
 3-4 off-season

With potential of adding more employees as the business grows.

Sources and Uses:

Personal Cash	\$36,000	Purchase of business	\$250,000
JCIDA MICRO Loan	\$40,000	Upgrades	\$10,000
WSB Loan	\$184,000		
Total Project	\$260,000	Total Expenses	\$260,000

Terms:

5 year loan, 6% interest

Financials:

Financial statements provided show ability to repay this MICRO loan.

Collateral:

Loan will be secured with a second position mortgage (Subordinate to WSB) in the amount of \$40,000 on property located at 12308 NYS Route 12E, Chaumont, NY and a second position lien on all assets of the business and personal guaranty of Jamie Strader as well as key person life insurance up to the amount of the loan.

Proforma-Laker's Sweets & Treats, LLC

Proforma Sales	2024	2025	2026
Sales	\$195,000	\$205,000	\$220,000
Cost of Goods Sold	\$87,000	\$92,000	\$97,000
Gross Profit	\$108,000	\$113,000	\$123,000
Expenses	\$106,326	\$107,429	\$107,909
Net Profit	\$1,674	\$5,571	\$15,091
Depreciation	\$16,900	\$22,533	\$22,533
Net Available	\$18,574	\$28,104	\$37,624
Debt Service Requirements	\$11,078	\$11,360	\$12,647
Excess Cash	\$7,496	\$16,744	\$24,977

Inter-Agency Public Financing Programs

The following is a compilation of public financing program opportunities currently available within Jefferson County.

Please contact the agency listed for each financing program for more information regarding project eligibility and application process

An Application for Financial Assistance is enclosed.

Applicant (Company) Name: Laker's Sweets & Treats
Applicant Address: 8658 State Rt. 12E Three Mile
Phone: 315 - 804 - 1730 Bay, NY 13693
E-mail: _____
Application Date: July 14, 2023

Internal Use Only

Staff Signature and Date of Submission: [Signature] 7-14-23

Revised Date: _____, Revision #: _____

Completed Application Date: _____

Document Date: November 28, 2022

Application for Financial Assistance

Date of Application: _____

Applicant (Company) Information:

Applicant Name: Laker's Sweets & Treats
 Applicant Address: PO Box 97 8658 State Rt. 12 E Three Mile Bay, NY 13693
 Phone: 315-804-1730 Fax: _____
 Website: _____ E-mail: _____
 Federal ID#: _____ NAICS: _____
 State and Year of Incorporation/Organization: NY 2023
 List of stockholders, members, or partners of Applicant: Jamie Strader

Individual Completing Application:

Name: Jamie Strader
 Title: President
 Address: 8658 State Rt 12E Three Mile Bay, NY 13693
 Phone: 315-804-1730 Fax: _____
 E-Mail: _____

Company Counsel (if applicable):

Name of Attorney: Paul Trimper
 Firm Name: Weldon - Trimper Law Firm
 Address: Sherman St. Watn NY 13601
 Phone: 315-788-2010 Fax: _____
 E-mail: _____

Company Acknowledgment and Certification: The contents contained in this Application to the best of my knowledge and belief are true, accurate and complete.

Jamie Strader
 Print Name
President
 Title

Signature

Date

7/14/2023

Internal Use Only:

Signature of Agency Representative

Date

Revised Date: _____, Revision #: _____

Document Date: November 28, 2022

Schedule B

Bankruptcy, Litigation and Felony History

Describe any bankruptcy history, litigation history having a material effect on the business solvency, or convicted felony activity associated with the owners, management, or officers of the business.

- | | YES | NO |
|---|-------|---|
| 1. Are any of the officers, owners, or management of the business presently under indictment, on parole, or probation? If yes, describe below: | _____ | _____ <input checked="" type="checkbox"/> |
| _____ | | |
| _____ | | |
| _____ | | |
| _____ | | |
| 2. Have any of the owners, officers, or management of the business ever been charged with or arrested for any criminal offense other than a minor traffic infraction? If yes, describe below. | _____ | _____ <input checked="" type="checkbox"/> |
| _____ | | |
| _____ | | |
| _____ | | |
| _____ | | |
| 3. Have any of the owners, officers, or management of the business ever been convicted of any criminal offense, other than a minor traffic infraction? If yes, describe below. | _____ | _____ <input checked="" type="checkbox"/> |
| _____ | | |
| _____ | | |
| _____ | | |
| _____ | | |
| 4. Has the business, its present owners, officers, or management ever been the subject of bankruptcy proceedings? If yes, describe below. | _____ | _____ <input checked="" type="checkbox"/> |
| _____ | | |
| _____ | | |
| _____ | | |
| _____ | | |

Signature

Date

Jamie Strader

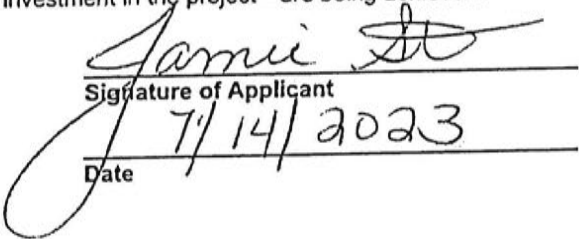
Printed Name and Title

Revised Date: _____, Revision #: _____

Document Date: November 28, 2022

Schedule C**Confirmation Documentation:**

The applicant understands and agrees that if the Project receives assistance from the Agency/Corporation—either tax incentives or loans—the applicant agrees to provide the Agency/Corporation, if requested, with a copy of their 'Annual Report', their 'Annual Audit Report', their corporate or personal tax returns and/or their New York State Form 'NYS-45' (Quarterly Combined Withholding, Wage Reporting and Unemployment Insurance Return), as appropriate, throughout the period that benefits are provided the company. These reporting requirements—specifically identified in Closing Documents, Loan Documents or other project specific agreements—may be used by the Agency/Corporation to assist us in verifying that commitments made as part of this application—regarding stated goals for employment or capital investment in the project—are being achieved.


Signature of Applicant

Date

7/14/2023

Revised Date: _____, Revision #: _____

Document Date: November 28, 2022

Personnel



Personnel	2023	2024	2025
Head Count	3.01	4	4
Average Salary	\$15,761	\$15,540	\$15,635
Revenue Per Employee	\$99,955	\$105,051	\$115,073
Net Profit Per Employee	\$39,089	\$44,912	\$51,429
Personnel Expenses	\$56,928	\$74,591	\$75,049
Salaries and Wages	\$47,440	\$62,159	\$62,541
Ice cream Server	\$18,744	\$19,119	\$19,501
Diner Sever (0.89)	\$5,760	\$8,640	\$8,640
Kitchen Staff (0.89)	\$11,468	\$17,200	\$17,200
Kitchen Staff #2 (0.89)	\$11,468	\$17,200	\$17,200
Employee-Related Expenses	\$9,488	\$12,432	\$12,508
Totals	\$56,928	\$74,591	\$75,049

Form NCA IA

Signature of Applicant

Date

7/14/2023

"The following information is required by the Federal Government in order to monitor compliance with Federal Laws prohibiting discrimination against applicants seeking to participate in this program. You are not required to furnish this information, but are encouraged to do so. This information will not be used in evaluating your application or to discriminate against you in any way. However, if you choose not to furnish it, we are required to note the race/national origin of individual applicants on the basis of visual observation or surname."

Ethnicity:

Hispanic or *Latino* _____

Not Hispanic or Latino _____

Race: (Mark one or more)

White _____ Black or *African American* _____

American Indian/Alaska Native _____ Asian _____

Native *Hawaiian* or Other *Pacific Islander* _____

Gender: Male _____ Female _____

Revised Date: _____, Revision #: _____

Document Date: November 28, 2022

Section 1: The Business

Statement of Purpose

A. The purpose of this business plan is to discuss the proposed business in terms of the existing portion as well as to describe changes we plan to make in order to make this business more successful. Our end goal is a financial proposal.

B. The structure of this business will be a LLC.

C. Jamie Strader is the sole member of the LLC and the president of the LLC.

D. The LLC is requesting assistance with a loan for \$250,000, application has been filed with Watertown Savings Bank.

E. The money requested will be used to pay for the purchase of the Duck Out, Duck Stop, Quack Shack and Fish Shack. The property consists of one main building and 2 smaller buildings. The equipment and contents are included in the sale.

F. The Duck Out is an established and successful ice cream shop in Chaumont, NY. Financials from this business show sales for the last three years as:

- 2020- \$86,301.14
- 2021- \$87,982.88
- 2022- \$103,926.28

Net income for the same time period:

- 2020- \$13,043.48
- 2021- \$9,919.86
- 2022- \$23,995.75

These figures do not include the diner or the two rented buildings included in the sale (Quack Shack and Fish Shack each pay \$450.00 per month respectively. This plan will outline the changes and enhancements we plan to make to the diner as well as the ice cream shop.

G. Funds for this loan will be repaid with profit from the ice cream shop, the diner, and rent from each of the two businesses renting space.

Description of the Business

- A. This loan will fund a property that has 4 existing businesses. Two of which will be paying rent. The other two businesses will be operated by the LLC. The Duck Out ice cream shop is an existing business that is established and successful. This ice cream shop is the only one for 10-15 miles in each direction, and the only one on state route 12E that runs from Brownville to Cape Vincent, NY. The existing diner, the Duck Stop has had inconsistent hours over the past 3-5 years since Covid 19. Both if these businesses are service type businesses.
- B. Both businesses are essentially a take over of an existing business with some changes. I currently own and operate a seasonal ice cream shop in Sackets Harbor, NY, so a name change is being considered.
- C. The ice cream shop and diner (will be a coffee shop/bakery as well) will sell to tourists or seasonal people during the summer months (May-September) and the diner/coffee shop will remain open year round to service the local area.
- D. The ice cream shop is already a successful business, adding a younger ownership with new and fresh ideas to include specials will bring a new look for the existing business. The diner will begin to offer specialty coffees and take away baked goods, which will be more convenient for people traveling the road to nearby cottages, and business establishments in Chaumont, Three Mile Bay and Cape Vincent, NY.
- E. The Duck Stop and Duck Out have been in business for over 15 years. We hope to open these businesses in May of 2023.
- F. The Duck Out will be open seasonally from May-October from 1:00-10:00 pm daily. The Duck Stop will be open daily in season, May-October from 6:00 am to 2:00 pm. During the offseason, the hours will be modified based on business.
- G. The diner/coffee shop will be open year round, while the ice cream shop is a seasonal business.
- H.
- I.

Management

- A. Business Background:
- Jamie Strader- Master of Arts degree in Education. Current owner and operator of Strader's Saturdays Sundaes and More located in Sackets Harbor, NY. Owner and operator of Strader's Concessions (same location) Operated Southwick Beach State Park Concession from May 2022 to October 2022. Operated food truck at various locations from 2018 to present.
- B. The decision to pursue this business is twofold, the Financials from the ice cream shop show a net sale that is twice what my business in Sackets Harbor does. Secondly, with the prospect of a growing community, the idea of a high-end coffee and bake shop seems fitting for the location.
- Jamie Strader is the current owner and operator of Strader's Saturdays Sundaes and More as well as the owner and operator of Strader's Concessions which is a food truck.
- C. Ice cream shop is seasonal and will be operated daily by Jamie Strader as the manager of the ice cream shop.
- D. Myself, my husband and my manager will solely manage and run the businesses. One employee per business may be hired if the need arises.
- E. Bowers and Company and McWizz payroll services will assist with the financial aspects of the business. Paul Trimper will serve as legal counsel. Sandra Bliven will mentor to ensure a smooth transition with the diner.

Market

- A. Our market will consist of people of all ages, both male and female. Our market will also target all income levels and professions.
- B. This business (businesses) is located on a well traveled road that connects Brownville to Cape Vincent. Additionally, it is a tourist area in the summer (both coffee/bake shop and ice cream) and in the winter it is a busy area for ice

fisherman (coffee/bake shop). In addition, it is within walking distance of the local school and athletic fields.

- C. Looking at the financial figures from the ice cream shop alone, you see an increasing trend in total sales (2022- \$103,000, 2021- \$87,900 and 2020- \$86,300)
- D. We will attract and keep our section of the market by continuing to use quality products (Perry's hard ice cream and custard soft ice cream which has a more rich flavor) In addition, we will offer quality shop baked items and quality coffee, walk away breakfast and lunch items as well as quality eat in choices) Our management team have been employed by as well as managed Tin Pan Galley and Chrissy Beans in Sackets Harbor.
- E. Pricing for products will be consistent with others in the area.
- F. Our experience with the ice cream business as well as the top-quality establishments like Tin Pan Galley and Chrissy Beans will set us apart from any of our competition.
- G. We will use typical methods for advertising. I currently own a very successful ice cream shop in Sackets Harbor, NY and have patrons that drive from 10-15 miles away to frequent my shop. In addition, I have used my Facebook page as a means to advertise, this has proven to be very effective.
- H. The trends in the area of bakery/coffee shops is definitely on the rise. Starch bakery for example in Watertown is having great success. As stated previously, the location for our business is perfect and lends itself to patrons stopping in for a quick coffee and snack while en route to wherever they are going on any given day.
- I. The bakery/coffee shop will be a new addition to the area. I feel by creating a relationship with the local school (Lyme Lakers) we will be able to expand with more to offer.

Competition

A. Competitors within a 10 mile radius:

- Lickety Split, Dexter, NY- comparable service using a different company for hard ice cream. This ice cream shop serves mainly people who travel rt. 180 or live in Dexter.
- Twist of Cape, Cape Vincent, NY- comparable ice cream, this shop does not offer seating of any kind. This shop serves people who live in or visit Cape Vincent.

Both of these establishments have good reputations and stay consistently busy in their area.

- Cup of Joy Cafe, Cape Vincent, N Y- comparable service to what we anticipate opening, this shop serves mostly people who live in or visit Cape Vincent. Generally Cape Vincent is not a "drive through town" to get to another town.
- Chrissy Beans, Sackets Harbor NY-comparable business, actually the model for our vision of our coffee/bakery. This is an extremely busy establishment but is specific to the Sackets Harbor community. We plan to offer a similar menu with some exceptions. Our market would have a higher amount of traffic as more people pass through Chaumont en route to other communities.

- J. The ice cream shop will remain unchanged in terms of product sold. The diner will continue to serve breakfast and lunch dine in menu. A bakery and gourmet coffee menu will be added as walk away option.
- K.
- L. The Duck Out was established in 2000 and the Duck Stop in 2004. The ice cream shop is an established and successful business. The diner/coffee shop has had inconsistent hours as it was run by the current owner's daughter. Covid 19 had a negative impact on a business that previously was successful.
- M. The current owners are in their 80's and wish to retire.
- N.
- O. The diner/coffee shop's business has declined since 2020 and Covid 19. Maintaining consistent hours of operation, changing the diner theme to include walk away coffees and baked goods will attract a new clientele.
- P. Some changes to the diner include but are not limited to consistent hours, redecorating both the interior and exterior of the business to include trendy, attractive seating to reach a younger crowd. Adding specialty coffees, healthy smoothies and baked goods will also attract a new clientele.
- Q. My husband is a retired NYS correction officer, he, with the help of a family member who will manage the diner in the offseason (when I return to school) will reduce payroll and ensure quality control.

Location of Business

- A. The Duck Out and Duck Stop are located at 12308 State Route 12E, Chaumont, NY. This is the existing location of the business.
- B. The business will be owned by the partnership.
- C. The business is "move in ready" No renovations other than cosmetic touch ups are required prior to moving in.
- D.
- E. The business is located on a well traveled road in the village of Chaumont. This road is heavily trafficked especially during the summer with seasonal traffic leading to the lake and to area attractions. Chaumont is an up and coming lake village that is seeing a rise in summer traffic. Additionally, it is a major area for ice fisherman to launch in the wintertime.
- F. Area businesses include 2 local sit down restaurants that serve lunch and dinner as well as an additional restaurant that serves dinner only.
- G. This site is an excellent location for an ice cream shop as well as a diner/coffee shop. The diner is ideal as it is the only place serving breakfast in the area and also offers a choice for patrons not wanting to sit down for a meal but rather be able to get something quickly and be on their way. The local restaurants bring patrons to the area, the ice cream shop provides choices for these patrons.

JEFFERSON COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Resolution Number 10.05.2023.02

**RESOLUTION FOR AUTHORIZING A
REVOLVING LOAN TO
MARZANO EXCAVATING, LLC**

DRAFT

WHEREAS, Marzano Excavating, LLC has requested a Revolving Loan in the amount of One Hundred Twenty Thousand Dollars (\$120,000) to be used to purchase a building located at 22415 US Route 11, Watertown, NY, and

WHEREAS, Staff reviewed this request and recommends approval of a loan in the amount of \$120,000 for a five year amortization with a rate of 6%. There are 6 full-time employees with a projection to create another 5 full-time jobs. Collateral will be secured with a second position mortgage (subordinate to Watertown Savings Bank) in the amount of \$120,000 on commercial property located at 22415 US Route 11, Watertown, NY, a second position lien on all assets of the business, personal guarantees of Jeffrey S. Garland and Patrick J. Marzano, Jr. as well as key person life insurance up to the amount of the loan. The loan will be contingent upon approval by Watertown Savings Bank for their \$150,000 loan, and

WHEREAS, on September 27, 2023, the Loan Review Committee of the Jefferson County Industrial Development Agency reviewed the request and recommended approval of the loan and terms to the full Board of Directors, and

NOW, THEREFORE, BE IT RESOLVED, by the Board of Directors of the Jefferson County Industrial Development Agency that it herein approves the request for a One Hundred Twenty Thousand Dollar (\$120,000) loan to Marzano Excavating, LLC with all terms and conditions as set forth in this Resolution, and be it further,

RESOLVED, that the Chairman, Vice Chairman, Secretary and/or Chief Executive Officer are authorized and directed to execute any and all documents necessary to carry out the purposes of this Resolution.

This resolution shall take effect immediately.

W. Edward Walldroff
Secretary

**Jefferson County Industrial Development Agency
Loan Review Committee**

Date: 9/27/2023

Borrower: Marzano Excavating, LLC
Jeffrey S. Garland & Patrick J. Marzano, Jr.

Amount: \$120,000.00

Project: Purchase a buiding at 22415 US Route 11, Watertown, NY
with the purpose of expanding existing business

Details:

Marzano Excavating, LLC has been in operation since 1994, started by the current owners, Jeffrey S. Garland and Patrick J. Marzano, Jr. The business does commercial and residential sitework and commercial snowplowing in the winter. They are purchasing commercial property that will allow them to expand their facilities and have a shop to do necessary maintenance on their truck and heavy equipment fleet. They have outgrown their current location. They currently have six employees and plan to add five more over the next 3 years. They would have a 3 bay shop for their business mechanical needs and add one bay for welding, sandblasting and paint for customers heavy equipment and trucks.

Personnel:	Current	6	Full time
	Jobs Created	5	Full time

Sources and Uses:

Personal Cash	\$30,000	Purchase of property	\$300,000
JCIDA RLF Loan	\$120,000		
WSB Loan	\$150,000		
Total Project	\$300,000	Total Expenses	\$300,000

Terms:

5 year loan, 6% interest

Financials:

Financial statements provided show ability to repay this JCIDA RLF loan.

Collateral:

Loan will be secured with a second position mortgage (Subordinate to WSB) in the amount of \$120,000 on commercial property located at 22415 US Route 11, Watertown, NY. A second position lien on all assests of the business and personal guaranty of Jeffrey S. Garland and Patrick J. Marzano, Jr, as well as key person life insurance up to the amount of the loan.

Proforma-Marzano Excavating, LLC

Proforma Sales	2024	2025	2026
Sales	\$1,350,000	\$1,585,000	\$1,750,000
Expenses	\$1,261,911	\$1,487,428	\$1,634,555
Net Profit	\$88,089	\$97,572	\$115,445
Depreciation	\$25,600	\$27,300	\$29,200
Net Available	\$113,689	\$124,872	\$144,645
Debt Service Requirem	\$24,808	\$26,384	\$28,061
Excess Cash	\$88,881	\$98,488	\$116,584

Inter-Agency Public Financing Programs

The following is a compilation of public financing program opportunities currently available within Jefferson County.

Please contact the agency listed for each financing program for more information regarding project eligibility and application process

An Application for Financial Assistance is enclosed.

Applicant (Company) Name: Marzano Excavating LLC

Applicant Address: 23699 Swan Rd Watertown NY 13601

Phone: 315-771-3224

E-mail: jeff@marzanoexcavating.com

Application Date: 8/28/23

Internal Use Only

Staff Signature and Date of Submission: [Signature] 8/28/23

Revised Date: _____, Revision #: _____

Completed Application Date: _____

Document Date: November 28, 2022

Application for Financial Assistance

Date of Application: 8/28/23

Applicant (Company) Information:

Applicant Name: Marzano Excavating LLC
 Applicant Address: 23699 Swan Rd Watertown NY 13601
 Phone: 315-771-3224 Fax: 315-779-0080
 Website: marzanoexcavating.com E-mail: jeff@marzanoexcavating.com
 Federal ID#: 16-149-9795 NAICS: _____
 State and Year of Incorporation/Organization: _____
 List of stockholders, members, or partners of Applicant: Jeffrey Garland, Patrick Marza

Individual Completing Application:

Name: Jeffrey Garland
 Title: Owner/Partner
 Address: 23699 Swan Rd Watertown NY 13601
 Phone: 315-771-3224 Fax: _____
 E-Mail: _____

Company Counsel (if applicable):

Name of Attorney: Andrew Capone
 Firm Name: Capone Law Firm
 Address: 120 Washington St Watertown NY 13601
 Phone: 315-788-3030 Fax: _____
 E-mail: _____

Company Acknowledgment and Certification: The contents contained in this Application to the best of my knowledge and belief are true, accurate and complete.

Jeffrey Garland

Print Name

Owner/Partner

Title

[Signature]
Signature

8/28/23

Date

Internal Use Only:

Signature of Agency Representative

Date

Revised Date: _____, Revision #: _____

Document Date: November 28, 2022

Schedule B

Bankruptcy, Litigation and Felony History

Describe any bankruptcy history, litigation history having a material effect on the business solvency, or convicted felony activity associated with the owners, management, or officers of the business.

- | | YES | NO |
|---|-------|------------|
| 1. Are any of the officers, owners, or management of the business presently under indictment, on parole, or probation? If yes, describe below: | _____ | X
_____ |
| _____ | | |
| _____ | | |
| _____ | | |
| _____ | | |
| _____ | | |
| 2. Have any of the owners, officers, or management of the business ever been charged with or arrested for any criminal offense other than a minor traffic infraction? If yes, describe below. | _____ | X
_____ |
| _____ | | |
| _____ | | |
| _____ | | |
| _____ | | |
| _____ | | |
| 3. Have any of the owners, officers, or management of the business ever been convicted of any criminal offense, other than a minor traffic infraction? If yes, describe below. | _____ | X
_____ |
| _____ | | |
| _____ | | |
| _____ | | |
| _____ | | |
| _____ | | |
| 4. Has the business, its present owners, officers, or management ever been the subject of bankruptcy proceedings? If yes, describe below. | _____ | X
_____ |
| _____ | | |
| _____ | | |
| _____ | | |
| _____ | | |
| _____ | | |

Signature

Printed Name and Title

8/28/23

Date


JEFFREY GARLAND OWNER/PARTNER

Revised Date: _____, Revision #: _____

Document Date: November 28, 2022

Schedule C**Confirmation Documentation:**

The applicant understands and agrees that if the Project receives assistance from the Agency/Corporation---either tax incentives or loans---the applicant agrees to provide the Agency/Corporation, if requested, with a copy of their 'Annual Report' , their 'Annual Audit Report', their corporate or personal tax returns and/or their New York State Form 'NYS-45' (Quarterly Combined Withholding, Wage Reporting and Unemployment Insurance Return), as appropriate, throughout the period that benefits are provided the company. These reporting requirements---specifically identified in Closing Documents, Loan Documents or other project specific agreements---may be used by the Agency/Corporation to assist us in verifying that commitments made as part of this application---regarding stated goals for employment or capital investment in the project---are being achieved.



Signature of Applicant

8/28/23

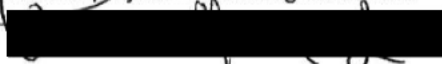
Date

Revised Date: _____, Revision #: _____

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Signature of Applicant

Date

Revised Date: _____, Revision #: _____

Document Date: November 28, 2022

Schedule D

Employment Plan

(A)	(B)	(C)	(D)	(E)	(F)	(G)
Job Title	Annual or Hourly Wages	Current Number of Positions	Jobs Created: Year One	Jobs Created: Year Two	Jobs Created: Year Three	Total Jobs to be Created
Equipment Operator	\$25.00	2		1		
Truck Driver	\$20.00	2	1			
Laborer	\$18.00	1		1		
TOTALS:						

Instructions:

- Column A:** Insert the job titles that exist within the company at the time of application, as well as any job titles that will be established as a result of the project.
- Column B:** Indicate the entry level wage for each listed job title either in terms of hourly pay or annual salary.
- Column C:** For each listed job title insert the number of positions that exist at the time of application.
- Column D:** Insert the number of jobs to be created during year one of the project for each listed job title.
- Column E:** Insert the number of jobs to be created during year two of the project for each listed job title.
- Column F:** Insert the number of jobs to be created during year three of the project for each listed job title.
- Column G:** Indicate the total number of jobs to be created for each listed title as a result of the project. (Column D + Column E + Column F = Column G)

Use as many copies of this form as necessary.

Revised Date: _____, Revision #: _____

Document Date: November 28, 2022

Form NCA IA

Signature of Applicant

Date

8/28/23

"The following information is required by the Federal Government in order to monitor compliance with Federal Laws prohibiting discrimination against applicants seeking to participate in this program. You are not required to furnish this information, but are encouraged to do so. This information will not be used in evaluating your application or to discriminate against you in any way. However, if you choose not to furnish it, we are required to note the race/national origin of individual applicants on the basis of visual observation or surname."

Ethnicity:

Hispanic or *Latino* _____

Not Hispanic or Latino _____

Race: (Mark one or more)

White ☒ Black or African American _____

American Indian/Alaska Native _____ Asian _____

Native Hawaiian or Other Pacific Islander _____

Gender: Male ☒ Female _____

Revised Date: _____, Revision #: _____

Document Date: November 28, 2022

Jeff Garland

Subject: Marzano Excavating LLC Business Plan

Marzano Excavating LLC has been in business since 1994 started by its current owners Jeff Garland and Pat Marzano Jr. We do commercial and residential sitework usually in a 100 mile or less radius and commercial snowplowing in the Watertown area.

We are looking to purchase a commercial property at 22415 US Rt 11 Watertown NY 13601.

The current accepted offer is \$300,000.00 and we are looking for financing with Watertown Savings Bank and The JDICA. The building will allow us to have the right size property and shop to do the necessary maintenance on our truck and heavy equipment fleet that has outgrown our current facility and lot size.

This would also expand our ability to hire more employees and take on more work.

We currently employ these full time positions:

- 1-Equipment operator/laborer
- 2-Equipment operator/truck drivers
- 1-Secretary
- 2- Equipment operator/owners

We would be looking to add over an estimated 3 year time frame:

- 1-Mechanic
- 1-Equipment operator/laborer
- 2-Truck drivers
- 1-Clerical assistant

This will be a 3 bay shop for our personal mechanical needs and also the plan of running 1 of the bays for a welding, sandblasting, and paint shop for customers heavy equipment and trucks.