COUNTY OF CHAUTAUQUA INDUSTRIAL DEVELOPMENT AGENCY

APPLICATION FOR FINANCIAL ASSISTANCE

Lawson Boat & Motor, LLC

Please respond to all questions in this Application for Financial Assistance (the "Application") by, as appropriate:

filling in blanks;

APPLICATION OF

- checking the applicable term(s);
- attaching additional text (with notation in Application such as "see Schedule H, Item # 1", etc.); or
- writing "N.A.", signifying "not applicable".

All attachments responsive to questions found in this Application should be clearly labeled and attached as Schedule I to the Application. If an estimate is given, enter "EST" after the figure. One signed original and one photocopy of the Application (including all attachments) must be submitted.

The following amounts are payable to the County of Chautauqua Industrial Development Agency (the "Agency") at the time this Application is submitted to the Agency: (i) a \$1,000 non-refundable application fee (the "Application Fee"); and (ii) a \$1,000 expense deposit for the Agency's Transaction/Bond Counsel fees and expenses (the "Counsel Fee Deposit"). The Application Fee will not be credited against any other fees or expenses which are or become payable to the Agency in connection with this Application or the project contemplated herein (the "Project"). In the event that the subject transaction does not close for any reason, the Agency may use all or any part of the Counsel Fee Deposit, to defray the cost of Transaction/Bond Counsel fees and expenses with respect to the Project. In the event that the subject transaction does close, the Counsel Fee Deposit shall be credited against the applicable expenses incurred by the Agency with respect to the Project.

Every signature page comprising part of this Application must be signed by the Applicant or this Application will not be considered complete or accepted for consideration by the Agency.

The Agency's acceptance of this Application for consideration does not constitute a commitment on the part of the Agency to undertake the proposed Project, to grant any financial

assistance with respect to the proposed Project or to enter into any negotiations with respect to the proposed Project.

Information provided herein may be subject to disclosure under the New York Freedom of Information Law (New York Public Officers Law § 84 et seq.) ("FOIL"). If the Applicant believes that a portion of the material submitted with this Application is protected from disclosure under FOIL, the Applicant should mark the applicable section(s) or page(s) as "confidential" and state the applicable exception to disclosure under FOIL.

2-13-2019 DATE

PART I. APPLICANT

A. APPLICANT FOR FINANCIAL ASSISTANCE: Name: ____Lawson Boat & Motor, LLC Address: 3017 Fluvanna Avenue, Jamestown, NY 14701 Fax: 440-793-7933 NY State Dept. of Labor Reg #: __5377973 Federal Employer ID #: __82-5507598 NAICS Code #: 713930 Website: www.lawsonboatandmotor.com Name of CEO or Authorized Representative Certifying Application: Marlin E Younker Title of Officer: Owner В. BUSINESS TYPE (Check applicable status. Complete blanks as necessary): Sole Proprietorship General Partnership Limited Partnership Limited Liability Company X Privately Held Corporation ____ Publicly Held Corporation Exchange listed on _____ Not-for-Profit Corporation Income taxed as: Subchapter S X Subchapter C 501(c)(3) Corporation ___ Partnership State and Year of Incorporation/Organization: April 2018 Yes <u>x</u> No ___ N/A ___ Qualified to do Business in New York:

F:	Dabinan I 065.			
Firm name: _	Robinson Law Office			
Address: _	501 W. Third Street, Suite One			
<u> </u>	Jamestown, NY 14701		<u></u>	
Primary Contact:	NI-11 N.C. Dalainana			
Phone:	Neil M. Robinson 716-484-4480		.	
Fax:	716-484-4483			
E-Mail:	nrobinson@nrobinsonlawo	fice.com		
_	olders, members or partners thts in Applicant):	s, if any (i.e., o	owners of 20% or more	
Name		Percentage of	owned	
	ent of Declaration of Trust of Younker, Dated August 16, 2013	100	%	
			%	
			%	
List parent corpo	oration, sister corporations a	and subsidiario	es, if any:	
person) been inv financing or ince	nt (or any parent company, olved in, applied for or beneatives in the County of Cha	efited by any autauqua? If	prior industrial develor	
			iate or related entity or	

	YES	_	NO <u>x</u>	
Н.	person) or any principal concern with which such	(s) of the Applicant of entities, persons or ankruptcy, creditors	ubsidiary, affiliate or relator its related entities, or an principal(s) have been corrights or receivership procails at Schedule I.	y other business or nnected, ever been
	YES	<u>-</u>	NO <u>x</u>	
I.	person) or any principal any felony or misdemeat persons or principal(s) h that has been convicted of	(s) of the Applicant of nor (other than minor eld positions or own of a felony or misdent the subject of a pend	ubsidiary, affiliate or relater its related entities, ever retraffic offenses), or have ership interests in any firm meanor (other than minor thing criminal proceeding of	been convicted of any such related or corporation traffic offenses), or
	YES	-	NO <u>x</u>	
J.	person) or any principal(concern with which such for (or is there a pending federal, state or local law	(s) of the Applicant of entities, persons or g proceeding or invest vs or regulations wit	ubsidiary, affiliate or related its related entities, or an principal(s) have been constigation with respect to) an respect to labor practices other operating practices?	y other business of mected, been cited civil violation of s, hazardous
	YES	-	NO <u>X</u>	
K.	or any principal(s) of the with which such entities any of the foregoing pers	e Applicant or its rela , persons or principa sons or entities been	sidiary, affiliate or related ated entities, or any other b l(s) have been connected, delinquent on any New Y 5) years? If YES, attach de	ousiness or concern delinquent or have ork State, federal
	YES	-	NO <u>X</u>	
L.	-	the board of directo	cipals (including, in the cars and, in the cars of limited	

	State		cted or appointive positions with New York tate or any other governmental agency? If
		YES	NO <u>x</u>
	or a	any of the foregoing principals employ ny agency, authority, department, board ernmental or quasi-governmental organ	
		YES	NO <u>x</u>
M.	Curi	rent operations at project location (if ap	plicable):
	1.	(a) Location:3017 Fluvanna Avenu	ie, Jamestown, NY 14701
		(b) Number of Employees: Full-T	ime: 3 Part-Time: 4
		(c) Annual Payroll, excluding bene	fits: \$200,000 est
			cturing, wholesale, distribution, retail, etc.)
		(e) Size of existing facility real pro (i.e., acreage of land):	perty 3.21 acres
		(f) Buildings (number and square for	ootage of each): 2 bldgs / 4640 sf and 9310 sf
		(g) Applicant's interest in the facili	ty
		FEE TITLE: <u>x</u> LEAS	E: OTHER (describe below):

N.	Will the completion of the proposed Project result in the removal of a plant or facility of the Applicant, or of a proposed user, occupant or tenant of the Project, or a relocation of any employee of the Applicant, or any employee of a proposed user, occupant or tenant of the Project, from one area of the State of New York (but outside of Chautauqua County) to a location in Chautauqua County or in the abandonment of such a plant or facility located in an area of the State of New York outside of Chautauqua County? If YES, complete the attached Anti-Raiding Questionnaire (Schedule D).				
	YES	N	10 <u>x</u>		
O.	Has the Applicant considered mov York State? If YES, explain circum	_	or anoth	ner location within New	1
	YES	N	10 <u>x</u>		
P.	Does any one supplier or customer account for over 50% of Applicant's annual purchases or sales, respectively? If YES, attach name and contact information for supplier and/or customer, as applicable:				
	YES	N	10 <u>X</u>		
Q.	Does the Applicant (including any related entity or person) or any principal(s) of the Applicant or its related entities, or any other business or concern with which such entities persons or principal(s) have been connected, have any contractual or other relationship with the Agency or the County of Chautauqua? If YES, attach details at Schedule I.				
	YES	N	10 <u>x</u>		
R.	Nature of Applicant's business (e. manufactured, assembled or proce			e sold, products	
	Marina: Store, service, paint and rent boats. Sell boat and watercraft. Tourism destination for rental of watercraft and watertoys. Possible education site for river/waterfront life. Proposed project will dovetails with the City of Jamestown's Riverwalk and Lucy Trail				
S.	ANY RELATED PARTY PROPO	OSED TO BE A US	ER OF T	ГНЕ PRO JECT:	
	Name: N/A				

Provide the information requested in Questions A through S above with respect to each such party by attachment at Schedule I.

PART II. PROPOSED PROJECT

A.	Types of Financial Assistance Requested:				
		Tax-Exempt Bonds Taxable Bonds Refunding Bonds Sales/Use Tax Exemption Mortgage Recording Tax Exemption Real Property Tax Exemption Other (specify):			
B.	Type o	of Proposed Project (check all that apply and provide requested information):			
	□ IX	New Construction of a Facility Square footage: Bldg # 1 - 4305 sf; Bldg #4 - 20,000sf; Bldg # 5 - 7500 sf			
	0a	Addition to Existing Facility Square footage of existing facility: N/A Square footage of addition: N/A			
		Renovation of Existing Facility Square footage of area renovated: 4640 sf and 9310 sf Square footage of existing facility:			
	□&	Acquisition of Land/Building Acreage/square footage of land: 2.5+ acres Square footage of building:			
	⊐œx	Acquisition of Furniture/Machinery/Equipment List principal items or categories: Travelift; work barge; yard trailer; excavator; tractor, work truck			
		Other (specify):			

C. Briefly describe the purpose of the proposed Project, the reasons why the Project is necessary to the Applicant and why the Agency's financial assistance is necessary, and the effect the Project will have on the Applicant's business or operations:

Maintenance, repair and restoration of non working marina to create a safe and fully functional marina that is up to code. Eliminate safety hazards (unstable asbestos roofs, leaning building walls) remove junk and debris piles, underground fuel tank. Benefits include improving the environment, creating a safe and aesthetically pleasing marina facility; increase tourism and recreational opportunities along the Chadakoin River as well as creating local jobs and tax revenue. This project dovetails nicely with the City of Jamestown's Riverwalk and Lucy Trail which aim to revitalize the Chadakoin River and stimulate economic growth and development.

D.	but f	ere a likelihood that the proposed Project would not be undertaken by the Applicant for the granting of the financial assistance by the Agency? (If yes, explain; if no, ain why the Agency should grant the financial assistance with respect to the propose ect)					
		YESx					
	expa	ncial assistance will free up monies, incentivizing and enabling funds to be invested into the project anding its ability to create a safe and aesthetically pleasing facility to draw tourism and recreational ortunities.					
E.	assis Chau other	e Applicant is unable to arrange Agency financing or other Agency financial stance for the Project, what will be the impact on the Applicant and the County of utauqua? Would the Applicant proceed with the Project without Agency financing or Agency financial assistance? Describe. pplicant may be limited on its ability to complete the entire planned project	r				
		ppincant may be intined on its ability to complete the entire planned project					
F.		et Address: 3017 Fluvanna Avenue and 3041 Fluvanna Avenue (under contract)	_				
		Map Section: 370.09 Block: $\frac{1}{2}$ Lot: $\frac{19,21}{30}$					
	Cens	sus Tract Number: 373					
G.	Prese	ent use of the Project site: Non working marina .					
Н.	(a)	What are the current real estate taxes on the Project site? (If amount of current taxes is not available, provide assessed value for each): Amounts include property under contract as well					
		General: \$\\\\ 3,839.51 \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\					
	(b) Are tax certiorari proceedings currently pending with respect to the Project re property? If YES, attach details at Schedule I including copies of pleadings, decisions, etc.						
		YES NO <u>x</u>					

	scribe proposed Project site ownership structure (i.e., Applicant or other entity):				
_Ar	pplicant LLC is the owner of the site. LLC is owned by a sole member				
be u man	what purpose will the building or buildings to be acquired, constructed or renovated seed by the Applicant? (Include description of goods to be sold, products to be nufactured, assembled or processed and services to be rendered.) rina: Store, service, paint and rent boats. Rent kayaks and other water toys. Sell boat and watercraft				
relat rema indic	ny space in the Project is to be leased to or occupied by third parties (i.e., parties need to the Applicant), or is currently leased to or occupied by third parties who will ain as tenants, provide the names and contact information for each such tenant, cate total square footage of the Project to be leased to each tenant, and describe bosed use by each tenant:				
prop	bosed use by each tenant:				
	Boat storage leases will be available at the Project location				
Prov	Boat storage leases will be available at the Project location				
Provand	Boat storage leases will be available at the Project location vide, to the extent available, the information requested, in Part I, Questions A, B, I O, with respect to any party described in the preceding response.				
Provand	Boat storage leases will be available at the Project location vide, to the extent available, the information requested, in Part I, Questions A, B, I O, with respect to any party described in the preceding response. N/A				
Provand	Boat storage leases will be available at the Project location vide, to the extent available, the information requested, in Part I, Questions A, B, I O, with respect to any party described in the preceding response. N/A sthe proposed Project meet zoning/land use requirements at proposed location?				
Provand Does	Boat storage leases will be available at the Project location vide, to the extent available, the information requested, in Part I, Questions A, B, I O, with respect to any party described in the preceding response. N/A sthe proposed Project meet zoning/land use requirements at proposed location? YES X NO				

N.		Does the Applicant, or any related entity or person, currently hold a lease or license on the Project site? If YES, please provide details and a copy of the lease/license.				
		YES	NO _	<u>X</u>		
O.	Does the App the Project si		d entity or person, current	ely hold fee title to (i.e. own)		
		YES X	NO _	<u> </u>		
	If YES, indic	cate:				
	(a)	Date of purchase:	July 24, 2018	_		
	(b)	Purchase price: \$_	125,000.00			
	(c)	Balance of existing	g mortgage, if any: \$	N/A		
	(d)	Name of mortgage	holder: N/A			
	(e)	Special conditions	:N/A			
	If NO, indica	ate name of present o	wner of Project site:			
P.		•	person or entity have an ny buildings on the Projec	-		
		YES <u>X</u>	NO _			
	If YES, attac	h copy of contract or	option at Schedule I and	indicate:		
	(a)	Date signed:	January 9, 2019	_		
	(b)	Purchase price:	\$ 23,500.00	_		
	(c)	Closing date:	May 1, 2019	_		
		nd/or its principals) a	y virtue of common cont and the seller of the Project	rol or ownership between the ct (and/or its principals)?		
		YES	NO _	X		

Will customers personally visit the Project site for either of the following econd activities? If YES with respect to either economic activity indicated below, con attached Retail Questionnaire (Schedule E).					
	Sales of Goods	s: YES X NO _	Sales	of Services: YES	<u> </u>
	or will be loca	ocial and economic of ted and the impact of astructure, transports	f the proposed P	Project on the com	munity (including
	This project w	l be removed, safety haz	ling area and neighl	borhood of Fluvanna	re presently provided. Avenue as the old junk and and aesthetically pleasing
	Identify the fo	llowing Project parti	es (if applicable	e):	
	Architect: Engineer: Contractors:	Keri G. Belovarac, B Andrew Johnson, Ecc Eastern States Metal I Northeast Services of	oStrategies Enginee Roofing, Jamestow	ering & Surveying, PI	LLC nestown Heating & Cooling
	•	et be designed and co be the LEED green		- ·	_
		YES		NO X	
	Is the proposed	l Project site located	on a Brownfiel	d? (if YES, provi	de description of
		and proposed remed	liation)		
	contamination				

V.	Will the proposed Project produce a unique service or product or provide a service that is not otherwise available in the community in which the proposed Project site is located?				
	YES _X_	NO			
W.	Is the proposed Project site currently su Agency or otherwise)? If yes, explain.	ubject to an IDA transaction (whether through the			
	YES	NO X			

PART III. CAPITAL COSTS OF THE PROJECT

A. Provide an estimate of cost of all items listed below:

			<u>Item</u>		<u>Cost</u>
		1.	Land and/or Building Acquisition	\$	148,500.00
		2.	Building Demolition	\$	70,000.00
		3.	Construction/Reconstruction/Renovation	\$	830,000.00
		4.	Site Work	\$	215,000.00
		5.	Infrastructure Work	\$	10,000.00
		6.	Architectural/Engineering Fees	\$	44,700.00
		7.	Applicant's Legal Fees	\$	4,500.00
		8.	Financial Fees	\$	<u>-</u> .
		9.	Other Professional Fees	\$	14,000.00
		10.	Furniture, Equipment & Machinery	\$	260,000.00
			Acquisition (not included in 3. above)		
		11.	Other Soft Costs (describe)	\$	
		12.	Other (describe) Pontoon boats, Kayaks, Waterbikes	\$	71,200.00
			Total	\$	1,667,900.00
	a. b. c. d. e. f. g. h.	Convo SBA of Identi Other Identi Other Other Equity	Public Sources (e.g., grants, tax credits): fy: Public Agency Loans: Private Loans: y Investment:	\$\$ \$\$ \$\$ \$\$	1,667,900.00
		(exclu	iding equity attributable to grants/tax credits)		
			TOTAL	\$	1,667,900.00
			age of the total project costs are sed from public sector sources:0%		
C.	purch		he above costs been paid or incurred (includingers) as of the date of this application? If YES, t. See attached Schedule I, Part III - Item C		

	YES X		NO
	• .	O 1	ork in progress, or stock in trade (if applicable)? If YES, provide
YES _		NO	NOT APPLICABLE X
applicable, be	used to repay or		gency's issuance of bonds, if g mortgage, outstanding loan or an
YES _		NO	NOT APPLICABLE X
YES _		NO	NOT APPLICABLE X
Has the Applic or the provisio whom (subject	cant made any ar	rangement for the management financing (if apoval) and provide a contraction	arketing or the purchase of the bonds plicable)? If YES, indicate with copy of any term sheet or commitment

G. Construction Cost Breakdown:

Cost for materials: \$ 831,000

Cost for labor: \$ 554,000

Cost for "other": \$ 71,200

The Applicant acknowledges that the transaction/bond documents may include a covenant by the Applicant to undertake and document the total amount of capital investment as set forth in this Application.

PART IV. COST/BENEFIT ANALYSIS

A. If the Applicant presently operates in Chautauqua County, provide the current annual payroll. Estimate projected payroll at the Project site in First Year, Second Year and Third Year after completion of the Project:

	<u>Present</u>	First Year	Second Year	Third Year
Full-time:	\$158,000	\$ 293,000	\$_343,400	\$ 364,320
Part-time: 1		22,400	33,600	34,600

List the average salaries or provide ranges of salaries for the following categories of jobs (on a full-time equivalency basis) projected to be retained/created in Chautauqua County as a result of the proposed Project:

Category of Jobs	Average Salary or Range	Average Fringe Benefits or
to be Retained:	of Salary:	Range of Fringe Benefits
** There were no jol	s retained from the prior marina	perations.
Management		
Professional		
Administrative		
Production		
Supervisor	-	
Laborer		
Independent		
Contractor ²		
Other		

Category of Jobs	Average Salary or Range	Average Fringe Benefits or
to be Created:	of Salary:	Range of Fringe Benefits
**These are inclusive	f jobs created for this project beg	inning July 1, 2018
Management	\$50,000-\$75,000	\$6,000
Professional		****
Administrative	\$50,000-\$60,000	\$6,000
Production		
Supervisor	\$45,000-\$55,000	\$6,000
Laborer	\$15 - \$20 per hour	
Independent	**	
Contractor ³		
Other		

¹ NOTE: The Agency converts part-time jobs into FTE's for evaluation and reporting purposes by dividing the number of part-time jobs by two (2).

² As used in this chart, this category includes employees of independent contractors.

³ As used in this chart, this category includes employees of independent contractors.

The Agency may utilize the foregoing employment projections and the projections set forth in Schedule C, among other things, to determine the financial assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction/bond documents may include a covenant by the Applicant to retain the number of jobs, types of occupations and amount of payroll with respect to the Project set forth in this Application.

(i) Will the Applicant transfer current employees from existing location(s)? If YES, describe, please describe the number of current employees to be transferred and the location from which such employees would be transferred:
YES NO _X
(ii) Describe the number of estimated full time equivalent construction jobs to be created as a result of undertaking the project, to the extent any:
0-2
What, if any, is the anticipated increase in the dollar amount of production, sales or services following completion of the Project?
\$_622,000
What percentage of the foregoing amount is subject to New York sales and use tax?
What percentage of the Applicant's total dollar amount of production, sales or services (including production, sales or services rendered following completion of the Project) are made to customers outside the economic development region (i.e., Western New York)?
%
Describe any other municipal revenues that will result from the Project (excluding the above and any PILOT payments):

D.	What is the estimated aggregate annual amount of goods and services to be purchased by
	the Applicant for each year after completion of the Project and what portion will be
	sourced from businesses located in Chautauqua County and the State:

	<u>Amount</u>	% Sourced in	% Sourced in State
		Chautauqua County	
Year 1	\$ <u>175,000</u>	50%	50%
Year 2	\$185,000	50%	50%
Year 3	\$ 195,000	50%	50%

E. Describe, if applicable, other benefits to the Chautauqua County anticipated as a result of the Project, including a projected annual estimate of additional sales tax revenue generated, directly and indirectly, as a result of undertaking the project:

The Project will generate an additional amount of sales tax revenue estimated to be \$ 60,000

F. Estimated Value of Requested Financial Assistance
--

Estimated Value of Sales Tax Benefit: \$\frac{79,000.00}{\text{(i.e., gross amount of cost of goods and services}}\$\$ that are subject to state and local sales and use taxes multiplied by [8.0%])

Estimated Value of Mortgage Tax Benefit: \$\,\(\frac{21,000.00}{\text{v}}\) (i.e., principal amount of mortgage loans loans multiplied by [1.25%])

Estimated Property Tax Benefit:

Term of PILOT Requested: 15 years

Existing Property Taxes on Land and Building: \$____6,871.37

Estimated Property Taxes on completed Project: \$\frac{71,000.00}{\text{without Agency financial assistance}}

NOTE: Upon acceptance of this Application by the Agency, the Agency's staff will create a PILOT schedule and indicate the estimated amount of PILOT Benefit/Cost utilizing anticipated tax rates and assessed valuation, make an estimate of the allocation of PILOT payments among the affected tax jurisdictions, and attach such information as Exhibit A hereto.

· ·				
	PART V. PI	ROJECT S	CHEDULE	
	oplicable, has construction/record, indicate the percentage of con			
1.	(a) Site clearance	YES	NO	% comple
	(b) Environmental Remediation	YES	NO	% comple
	(c) Foundation	YES	NO	% comple
	(d) Footings	YES	NO	% comple
	(e) Steel	YES	NO	% comple
	(f) Masonry	YES	NO	% comple
	(g) Interior	YES	NO	% comple
	(h) Other (describe below):	YES	NO	% comple
2.	If NO to all of the above categories, what is the proposed date of com- of construction, reconstruction, renovation, installation or equipping of Project?			
	S	ee attached Sc	hedule I - Part V Ite	m A
				* v

PART VI. ENVIRONMENTAL IMPACT

A. What is the expected environmental impact of the Project? (Complete the attached Environmental Assessment Form (Schedule G)).

The marina maintenance, repair, and restoration project will result in a net improvement to the environment (see attached EAF, Engineering Report, maps, design drawings, and permits).

B. Is an environmental impact statement required by Article 8 of the N.Y. Environmental Conservation Law (i.e., the New York State Environmental Quality Review Act)?

YES	NO X

- C. Please be advised that the Agency may require at the sole cost and expense of the Applicant the preparation and delivery to the Agency of an environmental report in form and scope satisfactory to the Agency, depending on the responses set forth in the Environmental Assessment Form. If an environmental report has been or is being prepared in connection with the Project, please provide a copy.
- D. The Applicant authorizes the Agency to make inquiry of the United States Environmental Protection Agency, the New York State Department of Environmental Conservation or any other appropriate federal, state or local governmental agency or authority as to whether the Project site or any property adjacent to or within the immediate vicinity of the Project site is or has been identified as a site at which hazardous substances are being or have been used, stored, treated, generated, transported, processed, handled, produced, released or disposed of. The Applicant will be required to secure the written consent of the owner of the Project site to such inquiries (if the Applicant is not the owner), upon request of the Agency.

THE UNDERSIGNED HEREBY CERTIFIES, under penalties of perjury, that the answers and information provided above and in any schedule, exhibit or statement attached hereto are true, accurate and complete, to the best of the knowledge of the undersigned.

Sarah Sotelo
NOTARY PUBLIC
STATE OF FLORIDA
Comm# GG256024
Expires 9/6/2022

Sworn to before me this 13th day of February, 2019

Notary Public

Name of

Applicant: Lawson Boat & Motor, LLC

Signature:

Date:

Name: Marlin E Younker

Title: Owner / MGMBGR

February 13,2019

CERTIFICATIONS AND ACKNOWLEDGMENTS OF THE APPLICANT

FIRST:

The Applicant hereby certifies that, if financial assistance is provided by the Agency for the proposed project, no funds of the Agency (i) shall be used in connection with the Project for the purpose of preventing the establishment of an industrial or manufacturing plant or for the purpose of advertising or promotional materials which depict elected or appointed government officials in either print or electronic media, (ii) be given to any group or organization which is attempting to prevent the establishment of an industrial or manufacturing plant within the State

SECOND:

The Applicant hereby certifies that no member, manager, principal, officer or director of the Applicant or any affiliate thereof has any blood, marital or business relationship with any member of the Agency (or any member of the family of any member of the Agency).

THIRD:

The Applicant hereby certifies that neither the Applicant nor any of its affiliates, nor any of their respective partners, members, shareholders or other equity owners (other than equity owners of publicly-traded companies), nor any of their respective employees, officers, directors, or representatives (i) is a person or entity with whom United States persons or entities are restricted from doing business under regulations of the Office of Foreign Asset Control (OFAC) of the Department of the Treasury, including those named on OFAC's Specially Designated and Blocked Persons List, or under any statute, executive order or other governmental action, or (ii) has engaged in any dealings or transactions or is otherwise associated with such persons or entities.

FOURTH:

The Applicant hereby acknowledges that the Agency shall obtain and hereby authorizes the Agency to obtain credit reports and other financial background information and perform other due diligence on the Applicant and/or any other entity or individual related thereto, as the Agency may deem necessary to provide the requested financial assistance.

FIFTH:

The Applicant hereby certifies, under penalty of perjury, that each owner, occupant or operator that would receive financial assistance with respect to the proposed Project is in substantial compliance with applicable federal, state and local tax, worker protection and environmental laws, rules and regulations.

SIXTH:

The Applicant hereby acknowledges that the submission to the Agency of any knowingly false or knowingly misleading information may lead to the immediate termination of any financial assistance and the recapture from the Applicant of an amount equal to all or any part of any tax exemption claimed by reason of the Agency's involvement in the Project.

SEVENTH:

The Applicant hereby certifies that, as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the General Municipal Law, including, but not limited to, the provisions of Section 859-a and Section 862(1) thereof.

Name of

Lawson Boat & Motor, LLC Applicant:

Name: Marlin E Younker

Title: Owner/MEMBER

CERTIFICATION AND AGREEMENT WITH RESPECT TO FEES AND COSTS

Capitalized terms used but not otherwise defined in this Certification and Agreement shall have the meanings assigned to such terms in the Application.

The undersigned, being duly sworn, deposes and says, under penalties of perjury, as follows: that I am the chief executive officer or other representative authorized to bind the Applicant named in the attached application for financial assistance ("Application") and that I hold the office specified below my signature at the end of this Certification and Agreement, that I am authorized and empowered to deliver this Certification and Agreement and the Application for and on behalf of the Applicant, that I am familiar with the contents of said Application (including all schedules, exhibits and attachments thereto), and that said contents are true, accurate and complete to the best of my knowledge and belief.

The grounds of my belief relative to all matters in the Application that are not based upon my own personal knowledge are based upon investigations I have made or have caused to be made concerning the subject matter of this Application, as well as upon information acquired in the course of my duties and from the books and records of the Applicant.

As an authorized representative of the Applicant, I acknowledge and agree on behalf of the Applicant that the Applicant hereby releases the County of Chautauqua Industrial Development Agency, its members, officers, servants, attorneys, agents and employees (collectively, the "Agency") from, agrees that the Agency shall not be liable for and agrees to indemnify, defend (with counsel selected by the Agency) and hold the Agency harmless from and against any and all liability, damages, causes of actions, losses, costs or expenses incurred by the Agency in connection with: (A) examination and processing of, and action pursuant to or upon, the Application, regardless of whether or not the Application or the financial assistance requested therein are favorably acted upon by the Agency, (B) the acquisition, construction, reconstruction, renovation, installation and/or equipping of the Project by the Agency, and (C) any further action taken by the Agency with respect to the Project; including, without limiting the generality of the foregoing, (i) all fees and expenses of the Agency's general counsel, bond counsel, economic development consultant, real property tax valuation consultant and other experts and consultants (if deemed necessary or advisable by the Agency), and (ii) all other expenses incurred by the Agency in defending any suits, actions or proceedings that may arise as a result of any of the foregoing. If, for any reason whatsoever, the Applicant fails to conclude or consummate necessary negotiations or fails within a reasonable or specified period of time to take reasonable, proper or requested action or withdraws, abandons, cancels, or neglects the Application or if the Applicant is unable to find buyers willing to purchase the total bond issue required or is unable to secure other third party financing or otherwise fails to conclude the Project, then upon presentation of an invoice by the Agency, its agents, attorneys or assigns, the Applicant shall pay to the Agency, its agents, attorneys or assigns, as the case may be, all fees and expenses reflected in any such invoice.

As an authorized representative of the Applicant, I acknowledge and agree on behalf of the Applicant that each of the Agency's general counsel, bond counsel, economic development consultant, real property tax valuation consultant and other experts and consultants is an intended third-party beneficiary of this Certification and Agreement, and that each of them may (but shall not be obligated to) enforce the provisions of the immediately preceding paragraph, whether by lawsuit or otherwise, to collect the fees and expenses of such party or person incurred by the Agency (whether or not first paid by the Agency) with respect to the Application.

Upon successful closing of the required bond issue or other form of financing or Agency assistance, the Applicant shall pay to the Agency an administrative fee set by the Agency (which amount is payable at closing) in accordance with the following schedule:

- (A) All Initial Transactions One-Hundred basis points (1.00%) of total project costs
 - a. This fee applies to all Initial Transactions except for certain small solar or wind energy systems or farm waste energy systems under RPTL §487, for which the Agency collects no fee (other than Counsel fees).
- (B) Refundings The Agency fee shall be determined on a case-by-case basis.
- (C) Assumptions The Agency fee shall be determined on a case-by-case basis.
- (D) Modifications The Agency fee shall be determined on a case-by-case basis.

The Agency's bond counsel fees and expenses are payable at closing and are based on the work performed in connection with the Project.

The Agency's bond counsel's fees, general counsel fee and the administrative fees may be considered as a cost of the Project and included as part of any resultant financing, subject to compliance with applicable law.

Upon the termination of the financing of the Project, Applicant agrees to pay all costs in connection with any conveyance by the Agency to the Applicant of the Agency's interest in the Project and the termination of all related Project documents, including the fees and expenses of the Agency's general counsel, bond counsel, and all applicable recording, filing or other related fees, taxes and charges.

I further acknowledge and agree on behalf of the Applicant that, in the event the Agency shall have used all of its available tax-exempt bond financing allocation from the State of New York, if applicable, and shall accordingly be unable to obtain an additional allocation for the benefit of the Applicant, the Agency shall have no liability or responsibility as a result of the inability of the Agency to issue and deliver tax-exempt bonds for the benefit of the Applicant.

Name Marlin E Younker
Title: Owner / MEMBER.

Subscribed and affirmed to me this 13th day of FCbNIQIU 2019

Notary Public

Sarah Sotelo
NOTARY PUBLIC
STATE OF FLORIDA
Comm# GG256024
Expires 9/6/2022

TABLE OF SCHEDULES:

Schedule	<u>Title</u>	Complete as Indicated Below		
A.	Tax-Exempt Bond Manufacturing Questionnaire	If Applicant checked "YES" in Part I, Question F of Application, if applicable		
В.	New York State Financial and Employment Requirements for Industrial Development Agencies	All applicants		
C.	Guidelines for Access to Employment Opportunities	All applicants		
D.	Anti-Raiding Questionnaire	If Applicant checked "YES" in Part I, Question N of Application		
E.	Retail Questionnaire	If Applicant checked "YES" in Part II, Question Q of Application		
F.	Applicant's Financial Attachments, consisting of:	All applicants		
	Applicant's financial statements for the in Applicant's annual reports).	e last two fiscal years (unless included		
	2. Applicant's annual reports (or Form 10	-K's) for the two most recent fiscal years.		
	3. Applicant's quarterly reports (Form 10 most recent Annual Report, if any.	-Q's) and current reports (Form 8-K's) since the		
	any anticipated Guarantor of the propos	on, attach the financial information described above in items F1, F2, and F3 of pated Guarantor of the proposed transaction, if different than the Applicant, the personal financial statement of any anticipated Guarantor that is a natural		
G.	Environmental Assessment Form	All applicants		
н.	Form NYS-45-MN	All applicants		
I.	Other Attachments	As required		

Schedule A

TAX-EXEMPT BOND MANUFACTURING QUESTIONNAIRE

(To be completed by the Applicant if the Applicant checked "YES" in Part I, Question F of the Application for Financial Assistance, if applicable).

necessary.	Please complete the follo	owing questions for each facility to	be financed. Use additional pages
1.	Describe the production	process which occurs at the facility	y to be financed.
2.	line, employee lunchroom parking, research, sales,	m, offices, restrooms, storage, war etc.) and location in relation to pro	in square footage) (e.g., production ehouse, loading dock, repair shop, duction (e.g., same building, prints of the facility to be financed.
FUNCT	CION	LOCATION	SQ. FOOTAGE
-			
		TOTAL	
		offices above, identify by function ation in relation to production (e.g.	
FUNCT	<u>TION</u>	LOCATION	SQ. FOOTAGE
1			

TOTAL

4.	Of the space allocated to storage or warehousing above, identify the square footage and location of the areas devoted to storage of the following:			
	SQ. FOOTAGE	LOCATION		
	Raw Materials used for production of manufactured goods			
	Finished product storage			
	Component parts of goods manufactured at the facility	·		
	Purchased component parts			
	Other (specify)			
	TOTA	L		
5.	List raw materials used at the facility to be financed in the processing of the finished product(s).			
6.	List finished product(s) which are produced at the facility to be financed.			
The UNDERSI statement attacl	GNED HEREBY CERTIFIES that ned hereto are true and correct.	t the answers and information provided above and in any		
		Name of Applicant:		
		Signature: Name: Title:		
		Date:		

NEW YORK STATE FINANCIAL AND EMPLOYMENT REPORTING REQUIREMENTS FOR INDUSTRIAL DEVELOPMENT AGENCIES

A. Pursuant to applicable law, the Agency requires the completion of an Initial Employment Plan (see Schedule C) and a year-end employment plan status report, both of which shall be filed by the County of Chautauqua Industrial Development Agency (the "Agency") with the New York State Department of Economic Development. The Project documents will require the Applicant to provide such report to the Agency on or before March 1 of the succeeding year, together with such employment verification information as the Agency may require.

Except as otherwise provided by collective bargaining agreements, the Applicant agrees to list any new employment opportunities with the New York Department of Labor Community Services Division and the administrative entity of the service delivery area created by the Federal Job Training Partnership Act (P.L. 97-300), or any successor statute thereto (the "JTPA Entities"). In addition, except as otherwise provided by collective bargaining agreements, the Applicant, where practicable, will first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for such new employment opportunities.

- B. The Applicant will be required to file annually a statement with the New York State Department of Taxation and Finance and the Agency of the value of all sales or use tax exemptions claimed in connection with the Project by reason of the involvement of the Agency.
- C. The following information must be provided for all bonds issued, outstanding or retired during the year:

Name, address and owner of the project; total amount of tax exemptions granted (broken out by state and local sales tax, property taxes, and mortgage recording tax); payments in lieu of taxes made; total real estate taxes on the Project prior to exemption; number of jobs created and retained, and other economic benefits realized.

Date of issue; interest rate at end of year; bonds outstanding at beginning of year; bonds issued during year; principal payments made during year; bonds outstanding at end of year; federal tax status; and maturity date(s).

Failure to provide any of the aforesaid information will be constitute a DEFAULT under the Project documents to be entered into by the Agency and the Applicant in connection with the proposed Project.

Please sign below to indicate that the Applicant has read and understood the above and agrees to provide the described information on a timely basis.

Name of Applicant:

Lawson Boat & Motor, LLC

Signature: Name:

Markin E Younker
Owner/MEMBek

Title: Date:

February 13, 2019

GUIDELINES FOR ACCESS TO EMPLOYMENT OPPORTUNITIES

INITIAL EMPLOYMENT PLAN

Prior to the expenditure of bond proceeds or the granting of other financial assistance, the Applicant shall complete the following initial employment plan:

Applicant Name:	pplicant Name: Lawson Boat & Motor, LLC		_		
Address:	3017 Fluvanna Aver		estown, NY	14701	_
Type of Business:	Marina			w wazar wzw.	
Contact Person:	Linda Sichko	Linda Sichko			Tel. No.: 440-477-3063
Please complete the following proposed Project following				quivalent en	nployment plan for the
		Estimated Number of Full Time Equivalent Jobs After Completion of the Project: 4			Estimate of Number of Residents of the Chautauqua County that would fill such jobs by the third year
Current and Planned Occupations	Present Jobs Per Occupation	1 year	2 years	3 years	
Management	2	3	3	3	3
Professional					
Administrative		1	1	2	2
Production					
Supervisor		1	1	1	1
Laborer	1	2	3	3	3
Independent Contractor			 -		
Other (describe)					

 $[\]frac{4}{2}$ NOTE: Convert part-time jobs into FTE's for evaluation and reporting purposes by dividing the number of part-time jobs by two (2).

Please indicate the number of temporary construction jo acquisition, construction and/or renovation of the Project		be created in connection with the
Please indicate the estimated hiring dates for the new jointhat will be required:	bs shown above a	nd any special recruitment or training
Anticipate hiring part time office admin and laborer by su positions anticipated by Q4 of 2019	mmer 2019 . Add	litional manager and supervisor
Are the Applicant's employees currently covered by a co	ollective bargaini	ng agreement?
YES	NO	_X_
IF YES, Union Name and Local:		
Please note that the Agency may utilize the foregoing endetermine the financial assistance that will be offered by acknowledges that the transaction/bond documents may above number of jobs, types of occupations and amount	the Agency to the include a covena	ne Applicant. The Applicant nt by the Applicant to retain the
Attached hereto as Schedule H is a true, correct and con Combined Withholding, Wage Reporting, and Unemplo request of the Agency, the Applicant shall provide such the Agency may require with respect to the Applicant's	yment Insurance other or additiona	Return (Form NYS-45-MN). Upon al information or documentation as
The UNDERSIGNED HEREBY CERTIFIES that the arstatement attached hereto are true, correct and complete		nation provided above and in any
	Name of Applicant:	Lawson Boat & Motor, LLC
	Signature:	M. Louke
	Name:	Marlin E Younker
	Title:	Owner / MOMBER
	Date:	February 13, 2019

ANTI-RAIDING QUESTIONNAIRE

(To be completed by Applicant if Applicant checked "YES" in Part I, Question N of the Application for Financial Assistance)

A.	Will the completion of the Project result in the removal of a plant or facility of the Applicant, or of a proposed user, occupant or tenant of the Project, or a relocation of any employee of the Applicant or of a proposed user, occupant or tenant of the Project, from an area in New York State (but outside of Chautauqua County) to an area within Chautauqua County?			
	YES NO			
If the	answer to Question A is YES, please provide the following information:			
Addre	ess of the to-be-removed plant or facility or the plants or facilities from which employees are relocated:			
	s of all current users, occupants or tenants of the to-be-removed plant or facility:			
В.	Will the completion of the Project result in the abandonment of one or more plants or facilities of the Applicant, or of a proposed user, occupant or tenant of the Project, located in an area of the State of New York other than in Chautauqua County?			
	YES NO			
If the	answer to Question B is YES, please provide the following information:			
Addre	sses of the to-be-abandoned plants or facilities:			
Name	s of all current occupants of the to-be-abandoned plants or facilities:			
-				

C.	Has the Applicant contacted the local industrial development agency at which its current plants or facilities in New York State are located with respect to the Applicant's intention to move or abandon such plants or facilities?			
	YES	NO _	<u> </u>	
If the ar	nswer to Question C is YES, please provide detai	ls in a separate attac	hment.	
IF THE	ANSWER TO EITHER QUESTION A OR B IS	s "YES", ANSWER	QUESTIONS D AND E.	
D.	Is the Project reasonably necessary to preserve the competitive position of the Applicant, or of a proposed user, occupant or tenant of the Project, in its industry?			
	YES	NO _		
E.	Is the Project reasonably necessary to discourage the Applicant, or a proposed user, occupant or tenant of the Project, from removing such plant or facility to a location outside of the State of New York?			
	YES	NO		
IF THE ANSWER TO EITHER QUESTION D OR E IS "YES", PLEASE PROVIDE DETAILS IN A SEPARATE ATTACHMENT.				
Accordingly, the Applicant certifies that the provisions of Section 862(1) of the General Municipal Law will not be violated if financial assistance is provided by the Agency for the proposed Project.				
NOTE: If the proposed Project involves the removal or abandonment of a plant or facility of the Applicant, or a proposed user, occupant or tenant of the Project, within the State of New York, notification will be made by the Agency to the chief executive officer(s) of the municipality or municipalities in which such plant or facility was located.				
THE UNDERSIGNED HEREBY CERTIFIES that the answers and information provided above and in any statement attached hereto are true, correct and complete.				
		Name of Applicant:		
		Signature: Name: Title: Date:		

RETAIL QUESTIONNAIRE

(To be completed by Applicant if Applicant checked either "YES" in Part II, Question Q of the Application for Financial Assistance)

A.	Will any portion of the Project (including that portion of the cost to be financed from equity or sources other than Agency financing) consist of facilities or property that are or will be primarily used in making retail sales to customers who personally visit the Project?					
		YES	S <u>X</u>		NO	_
Tax Lar	w of the y (as def	State of New '	York (the "Tax Law	/") primarily engag	ged in the	ered vendor under Article 28 of retail sale of tangible personal a service to customers who
В.	If the answer to Question A is YES, what percentage of the cost of the Project (including that portion of the cost to be financed from equity or sources other than Agency financing) will be expended on such facilities or property primarily used in making retail sales of goods or services to customers who personally visit the Project?					
				90	%	
C.	 If the answer to Question A is YES, and the amount entered for Question B is greater than 33.33%, indicate whether any of the following apply to the Project: Is the Project likely to attract a significant number of visitors from outside the economic development region (i.e., Western New York) in which the Project is or will be located? 			tion B is greater than 33.33%,		
		YES	S _X_		NO	_
	2. 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 city, town or village within which the Project will be located, because of a lack of reasonably accessible retail trade facilities offering such goods or services?			ents of the city, town or village		
		YES	\$ <u></u>		NO X	_
	3. Will the Project be located in one of the following: (a) an area designated as an empire zone pursuant to Article 18-B of the General Municipal Law; or (b) a census tract or block numbering area (or census tract or block numbering area contiguous thereto) which, according to the most recent census data, has (i) a poverty rate of at least 20% for the year in which the data relates, or at least 20% of the households receiving public assistance, and (ii) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates?			o) a census tract or block tiguous thereto) which, te of at least 20% for the year in viving public assistance, and (ii)		
		YES			NO X	_

D.	If the answer to any of the subdivisions 2 through 3 of Question C is YES, will the Project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York? If YES, attach details.			
	YES	NO		
E.	State percentage of the Applicant's annual gross revenues comprised of each of the following:			
	Retail Sales:5_%	Services: 95 %		
F.	State percentage of Project premises utilized for same:			
	Retail Sales:5_%	Services: 95 %		
The UNDERSIGNED HEREBY CERTIFIES that the answers and information provided above and in any statement attached hereto are true, correct and complete.				
		Name of Applicant: Signature: Name: Name: Title: Date: Lawson Boat & Motor, LLC Marlin E Younker Owner / McHadle February 13,2019		

If the answer to any of the subdivisions 1 through 3 of Question C is YES, attach details.

Lawson Boat & Motor, LLC
Town of Ellicott, Chautauqua County, NY
Full Environmental Assessment Form
Supplement to Section D.1.e

Phase I – June 2018

Renovate the exterior siding and roofs of "Buildings #2 and #3", replace broken concrete floors, install new wiring, lights, and new doors, and install heating in "Building #2".

Phase II - June 2019

Demolish "Building #1" and haulout building. Rebuild foundation and build new 40' x 80' heated service building with offices.

Phase III - June 2019

Excavate for boat haulout/launch pit. Install PVC seawall in pit and along river replacing failing seawall.

Install rip-rap seawall and replace broken drainage culvert.

Begin Demolishing the old storage building located on the former Kapuscinski property. Remove the asbestos roof, demolish building to foundation, add 2-5feet of clean fill across the old building footprint and raise the elevation of the site.

Phase IV - October 2019

Grade entire property to planned drainage design. Hydroseed disturbed soil areas. Complete landscaping along shoreline.

Restore existing driveways, install 2 new driveways (between building 2 and the road; and between Kapuscinski building and Marina building 3 on 20-foot wide R-O-W), install parking areas on the former Kap property.

Phase V - June 2020

Build new "Building #4" on Marina property.

Restore the existing boardwalk and dock areas on the former Kapuscinski property.

Phase VI – April 2021

Resurface all roadways, outside boat storage, and car parking areas.

Build new "Building #5" on the former Kapuscinski property.

