

# Niagara County Industrial Development Agency

Niagara County Center for Economic Development • 6311 Inducon Corporate Drive, Ste. 1 • Sanborn, NY 14132

## **REGULAR NCIDA/NCDC/NADC BOARD MEETING**

**DATE:** April 9, 2025  
**MEETING TIME:** 9:00 a.m.  
**MEETING PLACE:** Niagara County Industrial Development Agency  
Vantage Center, Suite One  
6311 Inducon Corporate Drive  
Sanborn, NY 14132

### **Board of Directors:**

\_\_\_ **Mark A. Onesi**, Chairman  
\_\_\_ **Jason Krempa**, First Vice Chairman  
\_\_\_ **Anne McCaffrey**, Second Vice Chairperson  
\_\_\_ **William L. Ross**, Secretary  
\_\_\_ **Mark Berube**, Assistant Secretary  
\_\_\_ **Ryan J. Mahoney**, Member  
\_\_\_ **David J. Masse**, Member  
\_\_\_ **William Fekete**, Member

### **Staff Members:**

\_\_\_ **Andrea Klyczek**, Executive Director  
\_\_\_ **Michael S. Dudley**, Director of Finance & Real Estate  
\_\_\_ **Susan Barone**, Grants, Loans & Compliance Manager  
\_\_\_ **Jeremy Geartz**, Director of Business Development & Retention  
\_\_\_ **Julie Lamoreaux**, Office & HR Administrator  
\_\_\_ **Joseph Grenga**, Project Manager  
\_\_\_ **Mark J. Gabriele**, Agency Counsel

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- 1.0 Meeting Called to Order – M. Onesi**
  - 2.0 Roll Call – J. Lamoreaux**
  - 3.0 Introduction of Guests – M. Onesi**
  - 4.0 Pledge of Allegiance – M. Onesi**
  - 5.0 Approval of Meeting Minutes – W. Ross**
    - 5.1 Regular NCIDA/NCDC/NADC – March 19, 2025**
  - 6.0 Finance & Audit Committee Reports – J. Krempa**
    - 6.1 Agency Payables – March 31, 2025**
    - 6.2 Budget Variance Report – March 31, 2025**

**7.0 Unfinished Business**

**7.1 Cityscape Property Management (83 Division Street) – *M. Gabriele***

**7.1.1 Inducement Extension Resolution**

**8.0 New Business**

**8.1 Niagara Club LLC – *J. Geartz***

**8.1.1 Final Resolution**

**8.2 NCDC Microenterprise Grant Approvals – *S. Barone***

**8.2.1 BeOK LLC**

**8.2.2 Cakes by Katya LLC**

**8.2.3 Release & Restore Therapy**

**8.2.4 B's Flowers LLC**

**8.2.5 Gerald Kunkle DBA Kunkle's Landscaping**

**8.2.6 NickNats Landscaping LLC**

**9.0 Agency Counsel – *M. Gabriele***

**10.0 Information Items**

**10.1 Presentation – ED Address**

**11.0 Any Other Matters the Board Wishes to Discuss**

**12.0 Next Regular NCIDA/NCDC/NADC Meeting:**

**DATE: May 14, 2025**

**TIME: \*\* 9:00 a.m. \*\***

**PLACE: Niagara County Center for Economic Development**

**13.0 Adjournment - *M. Onesi***

**5.1**

# **Meeting Minutes**

## **ANNUAL NCIDA/NCDC/NADC BOARD MEETING**

**DATE: March 19, 2025**

**TIME: 9:00 a.m.**

**PLACE: Niagara County Center for Economic Development  
6311 Inducon Corporate Drive  
Sanborn, NY 14132**

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### **1.0 Meeting Called to Order**

The annual meeting of the Niagara County Industrial Development Agency was called to order by Chairperson Onesi at 9:00 a.m.

### **2.0 Roll Call**

Mark A. Onesi, Chairperson	Present
Jason Krempa, 1 <sup>st</sup> Vice Chairperson	Present
William L. Ross, Secretary	Present
Mark Berube, Assistant Secretary	Present
Ryan J. Mahoney, Member	Present
Anne E. McCaffrey, Member	Excused
David J. Masse, Member	Present
William Fekete, Member	Absent

### **3.0 Introduction of Guests**

Jonathan Epstein, Buffalo News  
Jim Fink, WBFO Radio  
Robert Creenan, Niagara Gazette  
William D. Bernard, III, Counsel for Muhammad Shoaib  
Mike Scheer, Investigative Post

#### **Staff Present**

Andrea Klyczek, Executive Director  
Jeremy Geartz, Director of Business Development & Retention  
Mike S. Dudley, Director of Finance & Real Estate  
Susan Barone, Grants, Loans & Compliance Manager  
Julie Lamoreaux, Administrative & HR Officer  
Joseph Grenga, Project Manager  
Mark J. Gabriele, Agency Counsel

### **4.0 Pledge of Allegiance**

Mr. Onesi led the pledge of allegiance.



## 5.0 Approval of Meeting Minutes

### 5.1 Regular NCIDA/NCDC/NADC – February 12, 2025

***Mr. Ross motioned to approve the meeting minutes; Mr. Berube seconded the motion. The motion passed.***

## 6.0 Committee Reports

### 6.1 Finance & Audit Committee

#### 6.1.1 Audit Report – Lumsden & McCormick CPAs

A representative from Lumsden & McCormick, Seth Hennard joined the Audit Committee meeting earlier in the day to give an overview, and summarization for the 2024 annual audits. The committee members were given copies of the presentation which summarized all of the Agency audits for FYE December 31, 2024.

Mr. Hennard summarized the audits at the Board meeting. He stated that all were clean and with no findings or material weaknesses. There were no findings, which means the audit was unmodified, which reflects fiscal responsibility on part of the Agency.

***Mr. Krempa made a motion to approve the Audit Report; Mr. Mahoney seconded the motion. The motion passed.***

#### 6.1.2 Agency Payables

Mr. Krempa stated that he reviewed the monthly payables and found them to be in order.

***Mr. Krempa made a motion to approve the agency payables; Mr. Mahoney seconded the motion. The motion passed.***

#### 6.1.3 Budget Variance Report

Mr. Krempa stated that he had reviewed all the budget variance reports and found them to be in order.

***Mr. Krempa made a motion to approve the budget variance report; Mr. Mahoney seconded the motion. The motion passed.***

### 6.2 Governance Committee

#### 6.2.1 Annual Board Evaluations

Mr. Gabriele explained that under the Public Authorizes Accountable Act (PAAA), the Board of Directors of the Agency is required annually to complete a self-evaluation. Questionnaires were sent to all Board members and then summarized. The Board Evaluations are filled out anonymously.

A summary of the evaluations was in the agenda packet for the Board Members' review. Mr. Gabriele stated that the Board needed to accept and approve the evaluations so they may be placed on our website.

***Mr. Ross motioned to approve the Summary of the Annual Board Evaluations; Mr. Masse seconded the motion. The motion passed.***

## **7.0 Annual Meetings of the NCIDA, NCDC, and NADC**

### **7.1 Election of Chairperson**

The Chairperson turned the meeting over to Mark Gabriele, Agency Counsel. Mr. Gabriele stated that at this time, the Agency would accept nominations for Chairperson of the NCIDA, NCDC, and NADC.

**Mr. Krempa nominated Mark Onesi, Mr. Ross seconded the nomination. After asking for any additional nominations, hearing none, Mr. Gabriele closed the nominations. Mr. Gabriele then requested that the Secretary cast one vote for Mr. Onesi as the Chairperson.**

***Mr. Krempa motioned to approve Mark Onesi as the Chairman of the Board; Mr. Ross seconded the motion. The motion passed.***

### **7.2 Election of Officers**

At this time, Chairman Onesi set forth a proposed slate of officers for the NCIDA, NCDC, and the NADC as below:

7.2.1	First Vice Chairperson	Jason Krempa
7.2.2	Second Vice Chairperson	Anne McCaffrey
7.2.3	Secretary	William L. Ross
7.2.4	Assistant Secretary	Mark Berube
7.2.5	Treasurer	Andrea Klyczek

**Hearing no other nominations, Mr. Onesi then requested that the Secretary cast one vote for each officer set forth above.**

### **7.3 Appointment of Committee Members and Committee Chairpersons**

Chairman Onesi then appointed the following Committee Members and Chairpersons.

#### **7.3.1 Finance & Audit Committee**

Jason Krempa Chairperson  
Ryan Mahoney  
William Fekete

#### **7.3.2 Governance Committee**

William L. Ross, Chairperson  
David J. Masse  
Mark Berube

### **7.3.3 NCDC Loan/Micro Grant Committee**

Mark Onesi, NCIDA Board Chairman  
Jason Krempa, NCIDA Board Member  
Michael Taylor, Pursuit Lending  
Vacancy, Accountant  
Eric C. Tudor, Coldwell Bank Meridian  
Kevin McMullen, Small Business Owner  
Andrea Klyczek, NCIDA Executive Director

### **7.3.4 Cataract Tourism Fund Committee**

Honorable Robert G. Ortt, NYS Senator – 62<sup>nd</sup> District  
Honorable Angelo J. Morinello, NYS Assembly – 145<sup>th</sup> District  
Mayor Robert Restaino, City of Niagara Falls  
Mark Onesi, NCIDA Chairman  
William L. Ross, NCIDA Board Member  
Paul Brown, President, NC Building Trades Council  
Andrea Klyczek, NCIDA Executive Director

## **7.4 Ratify Board Meeting Dates/Time**

### **7.4.1 Second (2<sup>nd</sup>) Wednesday of the Month**

***Mr. Onesi stated the regular meeting day and time. Mr. Krempa made motion to accept the regular Board Meeting dates, seconded by Mr. Berube; the motion passed.***

## **7.5 Reaffirm Committee Charters**

### **7.5.1 Finance & Audit Committee Charter**

Mr. Gabriele stated the Finance & Audit Committee has recommended the reaffirmation of the Finance & Audit Committee Charter.

***Mr. Krempa made a motion to accept the charter, Mr. Mahoney seconded the motion. The motion passed.***

### **7.5.2 Governance Committee Charter**

Mr. Gabriele stated the Governance Committee has recommended the reaffirmation of the Governance Committee charter.

***Mr. Ross made a motion to accept the charter, Mr. Masse seconded the motion. The motion passed.***

## **7.6 Reaffirm Mission Statement**

Mr. Gabriele stated the Mission Statement has not changed in the last year.

***Mr. Berube made a motion to reaffirm the Mission Statement; Mr. Krempa seconded the motion. The motion passed.***

**7.7 Reaffirm Uniform Tax Exempt Policy**

Mr. Gabriele explained the Board must annually reaffirm the Uniform Tax Exempt Policy.

***Mr. Krempa made a motion to reaffirm the Uniform Tax Exempt Policy, Mr. Ross seconded the motion. The motion passed.***

**7.8 Niagara Industrial Incubator Associates (“NIIA”)**

**7.8.1 Appointment of Andrea Klyczek**

Mr. Gabriele explained that this is an appointment by Chairman Onesi for the NIIA appointment of Andrea Klyczek to represent the Agency’s interest as a partner with the NFTA.

**7.9 Niagara Industrial Incubator Company (“NIIC”)**

**7.9.1 Appointment of Andrea Klyczek**

Mr. Gabriele explained that this is an appointment by Chairman Onesi for the NIIC appointment of Andrea Klyczek to represent the Agency’s interest as a partner with the NFTA for the property on Niagara Falls Boulevard.

**7.10 Niagara Economic Development Fund (“NEDF”)**

**7.10.1 Appointment of Andrea Klyczek**

Mr. Gabriele explained that this is an appointment by Chairman Onesi for the NEDF appointment of Andrea Klyczek to which the Agency as the Administrator and Trustee of that Fund.

**7.11 Risk Assessment and Risk Management Letter**

Mr. Dudley advised that a Risk Assessment and Management letter was provided to the Board as an annual disclosure requirement with PARIS reporting.

***Mr. Krempa made a motion to accept the Risk Assessment and Risk Management letter; Mr. Berube seconded the motion. The motion passed.***

**7.12 NCIDA Real Property Assessment**

Mr. Dudley advised that an NCIDA Real Property Assessment was provided to the Board as an annual disclosure requirement with PARIS reporting.

***Mr. Mahoney made a motion to accept the Real Property Assessment; Mr. Masse seconded the motion. The motion passed.***

**7.13 Annual Investment Reports**

Mr. Dudley stated that Annual Investment Reports for NCIDA, NCDC, and NADC were provided to the Board as an annual disclosure requirement with PARIS reporting.

***Mr. Krempa made a motion to accept the Annual Investments Reports; Mr. Mahoney seconded the motion. The motion passed.***

**7.14 Reaffirm Administrative Policies for 2025**

Mr. Gabriele explained the Board must reaffirm the Administrative Policies as required by PAAA.

***Mr. Krempa made a motion to reaffirm the Administrative Policies for 2025; Mr. Mahoney seconded the motion. The motion passed.***

**7.15 2024 Annual Report Summaries**

Mr. Gabriele noted the NCIDA, NCDC, and the NADC Annual Report Summaries for 2024 were included in the Board packet for review.

***Motion to accept the annual report summaries was made by Mr. Masse, seconded by Mr. Mahoney. The motion passed.***

**7.16 2024 Annual Measurement Reports**

Mr. Gabriele stated the NCIDA, NCDC, and NADC Annual Measurement Reports for 2024 were included in the Board packet for review.

***Motion to accept the annual measurement reports was made by Mr. Ross, seconded by Mr. Berube. The motion passed.***

**8.0 Unfinished Business**

**9.0 New Business**

**9.1 Niagaras Krispy Crunchy Fried Chicken LLC**

Mr. Geartz stated that the existing Hyatt in downtown Niagara Falls seeks to attract Church's Chicken, offering families traveling to Niagara Falls another affordable dining option. Currently there are a limited number of places for tourists to dine when visiting Niagara Falls; in turn, visitors leave the area, resulting in lost revenue to the local municipalities.

He added that recognizable brands, such as Church's Chicken, will help keep visitors in the area longer and offer them a better overall experience. Census tract 211 in which the project is located is a distressed area as defined by Federal poverty rate and NYS unemployment rate. The company plans to create 17 jobs within three years.

**9.1.1 Final Resolution**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACCEPTING THE APPLICATION OF NIAGARAS KRISPY CRUNCHY FRIED CHICKEN LLC WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF NIAGARAS KRISPY CRUNCHY FRIED CHICKEN LLC OR AN ENTITY FORMED OR TO BE FORMED; (ii) PROVIDE SALES TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE CONSTRUCTION AND EQUIPPING OF THE PROJECT; AND DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY.

***Mr. Krempa made a motion to approve the Final Resolution; Mr. Mahoney seconded the motion.***

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Jason Krempa	x			
William L. Ross	x			
Anne E. McCaffrey				x
Mark Berube	x			
Ryan J. Mahoney	x			
David J. Masse	x			
William Fekete				x
Mark Onesi	x			

The Resolution was thereupon duly adopted.

**9.2 Rainbow Sweet Cravings LLC**

Mr. Geartz stated that the existing Wyngate in downtown Niagara Falls seeks to attract Jamba Juice and Carvel, which will offer families traveling to Niagara Falls a convenient snack option. Positioned just steps from Niagara Falls State Park, it will offer refreshing on-the-go beverages and deserts enhancing the City's culinary landscape and economic vitality.

Recognizable brands, such as Jamba Juice and Carvel, will help keep visitors in downtown longer and offer them a better overall experience. The project is located in distressed census tract 211, as defined by the Federal poverty rate and the NYS unemployment rate. The company plans to create 13 jobs over the next three years.

**9.2.1 Final Resolution**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACCEPTING THE APPLICATION OF RAINBOW SWEET CRAVINGS LLC WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF RAINBOW SWEET CRAVINGS LLC OR AN ENTITY FORMED OR TO BE FORMED; (ii) PROVIDE SALES TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE CONSTRUCTION AND EQUIPPING OF THE PROJECT; AND DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY.

***Mr. Ross made a motion to approve the Final Resolution; Mr. Krempa seconded the motion.***

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Jason Krempa	x			
William L. Ross	x			
Anne E. McCaffrey				x
Mark Berube	x			
Ryan J. Mahoney	x			
David J. Masse	x			
William Fekete				x
Mark Onesi	x			

The Resolution was thereupon duly adopted.

**9.3 NCDC Microenterprise Grant Approvals****9.3.1 Falcon Aircraft Maintenance, LLC**

Ms. Barone stated that Falcon Aircraft Maintenance LLC is a start-up business that will provide aircraft maintenance services for small aircraft in the WNY region and surrounding areas. They are located in a hangar at the Niagara Falls Airport and will offer both on-field and ferry-in maintenance services. They worked with SBDC to submit their application. They will be hiring one full-time low-to-moderate income individual as a mechanic. They are requesting a \$25,000 Microenterprise Grant.

This grant request was unanimously approved by the Committee for recommendation the Board.

**9.3.1 Falcon Aircraft Maintenance, LLC**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
 APPROVING MICRO ENTERPRISE FUND GRANT TO FALCON AIRCRAFT MAINTENANCE,  
 LLC

***Mr. Krempa made a motion to approve the Micro Enterprise Fund Grant Resolution; Mr. Ross seconded the motion.***

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Jason Krempa	x			
William L. Ross	x			
Anne E. McCaffrey				x
Mark Berube	x			
Ryan J. Mahoney	x			
David J. Masse	x			
William Fekete				x
Mark Onesi	x			

The Resolution was thereupon duly adopted.

**9.3.2 Timothy R. Woodean Chiropractic and Massage Therapy PLLC**

Ms. Barone stated that Timothy R. Woodean Chiropractic and Massage Therapy PLLC has recently opened his business named Nautical Alignment Chiropractic and Massage on Lake Street in Wilson. The company will offer chiropractic care, massage therapy, and wellness services. They worked with SBDC to submit their business plan and application. The owner qualifies as low-to-moderate income and plans to hire a receptionist. The business has requested \$25,000 from the Microenterprise Grant program.

This grant request was unanimously approved by the Committee for recommendation to the Board.



**9.3.2 Timothy R. Woodean Chiropractic and Massage Therapy PLLC**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
 APPROVING MICRO ENTERPRISE FUND GRANT TO TIMOTHY R. WOODEAN  
 CHIROPRACTIC AND MASSAGE THERAPY PLLC

***Mr. Krempa made a motion to approve the Microenterprise Fund Grant Resolution; Mr. Ross seconded the motion.***

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Jason Krempa	x			
William L. Ross	x			
Anne E. McCaffrey				x
Mark Berube	x			
Ryan J. Mahoney	x			
David J. Masse	x			
William Fekete				x
Mark Onesi	x			

The Resolution was thereupon duly adopted.

**9.4 Consultant RFP****9.4.1 H.Sicherman/The Harrison Studio**

Ms. Klyczek stated that approximately every three years, staff issues a request for proposals (RFP) to provide consulting services associated with the planning, funding, and implementation of the Niagara County Industrial Development Agency's economic development programs. This is also a requirement through New York State Office of Community Renewal.

Staff issues two RFP's. The RFP calls for firms who have experience in the administration and oversight of loan funds, originated from Federal EDA funding sources. The other RFP is to assist with the administration of NYS Office of Community Renewal programs, small business and economic development grants and micro grants.

On January 29, 2025, staff posted the information for both RFPs in the Niagara Gazette and Lockport Sun & Journal. In addition, the RFPs were mailed and posted on the New York State Contract Reporter to include Women and Minority Owned Business Enterprises in the outreach.

The Agency received three proposals in response to the solicitation from H. Sicherman/the Harrison Studio, McDonough PLLC, and G&G Municipal Consulting. All proposals were reviewed and evaluated on technical ability, experience and cost effectiveness. Of the three submissions, H. Sicherman had the highest evaluation and met all criteria. Therefore, staff recommends acceptance of the proposals from H.Sicherman/the Harrison Studio for both the General Consulting and OCR Funds Consulting services.

#### **9.4.1 H.Sicherman/The Harrison Studio**

RESOLUTION ACCEPTING THE PROPOSAL OF H. SICHERMAN / THE HARRISON STUDIO IN REGARD TO GENERAL CONSULTING SERVICES AND OCR FUNDS CONSULTING SERVICES

***Mr. Krempa made a motion to approve the Resolution; Mr. Berube seconded the motion.***

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Jason Krempa	x			
William L. Ross	x			
Anne E. McCaffrey				x
Mark Berube	x			
Ryan J. Mahoney	x			
David J. Masse	x			
William Fekete				x
Mark Onesi	x			

The Resolution was thereupon duly adopted.

#### **10.0 Agency Counsel**

Mr. Gabriele stated that the Agency is waiting for a Negative Declaration from the Town of Wheatfield regarding Saint-Gobain Ceramics & Plastics Inc. Once we have the negative declaration, the item will be placed on our Agenda.

#### **11.0 Information Items**

There were no information items.

#### **12.0 Any Other Matters the Board Wishes to Discuss**

There were no matters the Board wished to discuss.

**13.0 Next Regular NCIDA/NCDC/NADC Meeting:**

**DATE:** April 9, 2025

**TIME:** \*\* 9:00 a.m. \*\*

**PLACE:** Niagara County Center for Economic Development

**14.0 Adjournment**

Mr. Berube made a motion to adjourn; Mr. Mahoney seconded the motion. The meeting adjourned at 9:30 a.m.

Respectfully Submitted:

Reviewed By:

Approved By:

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Julie Lamoreaux  
Administrative Assistant

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Andrea Klyczek  
Executive Director

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William L. Ross  
Secretary

**6.1**

# **Agency Payables**

**Niagara County Industrial Devel. Agency**  
**Check Register**  
**For the Period From Mar 1, 2025 to Mar 31, 2025**

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
30325	3/5/25	Gabriele & Berrigan, P.C.	10001.100	5,000.00
30326	3/5/25	Gibson, McAskill & Crosby, LLP	10001.100	458.00
30327	3/5/25	VOID	10001.100	
30328	3/5/25	THE HARTFORD	10001.100	229.39
30329	3/5/25	Jeremy Geartz	10001.100	526.12
30330	3/5/25	Lumsden & McCormick, LLP	10001.100	17,000.00
30331	3/5/25	M&T Bank	10001.100	1,171.54
30332	3/5/25	National Grid	10001.100	476.00
30333	3/5/25	Professional Janitorial Services, Inc.	10001.100	823.00
3/6/25	3/6/25	PAYCHEX, INC.	10001.100	66.47
2016	3/6/25	NIAGARA AQUARIUM FOUNDATION	10660.100	900,000.00
3/7/25	3/7/25	NYS DEFERRED COMPENSATION PLAN	10001.100	1,037.00
30334	3/11/25	360 PSG.com	10001.100	120.00
30335	3/11/25	Cintas Corporation LOC. 067P	10001.100	101.18
30336	3/11/25	Gabriele & Berrigan, P.C.	10001.100	6,886.12
30337	3/11/25	Summit MSP, LLC	10001.100	61.91
30338	3/18/25	Amazon Capital Services	10001.100	178.24
30339	3/18/25	Eaton Office Supply Co., Inc.	10001.100	10.40
30340	3/18/25	First Choice Coffee Services	10001.100	123.79
30341	3/18/25	Gabriele & Berrigan, P.C.	10001.100	4,643.60
30342	3/18/25	VOID	10001.100	
30343	3/18/25	Guardian	10001.100	233.69
30344	3/18/25	PURCHASE POWER	10001.100	300.00
3/20/25	3/20/25	PAYCHEX, INC.	10001.100	63.27
3/19/25	3/20/25	PAYCHEX, INC.	10001.100	128.00
3/21/25	3/21/25	NYS DEFERRED COMPENSATION PLAN	10001.100	950.00
3/26/25	3/26/25	NEW YORK STATE AND LOCAL	10001.100	702.71
30345	3/26/25	Charter Communications	10001.100	130.00
30346	3/26/25	County of Niagara	10001.100	1,766.97
30347	3/26/25	Independent Health	10001.100	2,413.35
<b>Total</b>				<b>945,600.75</b>

**NCIDA - MTF - Operating Fund**  
**Check Register**  
**For the Period From Mar 1, 2025 to Mar 31, 2025**

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
3234	3/5/25	Mike Sinatra's Landscaping and	10001.600	9,320.00
3235	3/11/25	Gabriele and Berrigan P.C.	10001.600	361.00
3236	3/11/25	National Grid	10001.600	53.68
3237	3/18/25	National Fuel	10001.600	810.00
3238	3/18/25	VERIZON	10001.600	133.06
3239	3/26/25	DAVIS-ULMER Sprinkler Co.	10001.600	180.00
<b>Total</b>				<b>10,857.74</b>

**NCIDA VIP-MTF Operating**  
**Check Register**  
**For the Period From Mar 1, 2025 to Mar 31, 2025**

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
5001	3/5/25	National Grid	10001.600	298.97
5002	3/5/25	Professional Janitorial Services, Inc.	10001.600	346.00
5003	3/5/25	Mike Sinatra's Landscaping and	10001.600	10,520.00
5006	3/11/25	Frontier	10001.600	327.78
5005	3/11/25	Modern Disposal Services, Inc.	10001.600	214.50
5004	3/11/25	National Grid	10001.600	55.35
5007	3/18/25	KATHY HARRINGTON-MCDONELL	10001.600	439.20
5008	3/26/25	Cooper Electric	10001.600	131.62
5009	3/26/25	County of Niagara	10001.600	975.46
<b>Total</b>				<b>13,308.88</b>

**Niagara Industrial Incubator Associates****Check Register****For the Period From Mar 1, 2025 to Mar 31, 2025**

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
1462	3/5/25	Lumsden & McCormick, LLP	10000.100	2,000.00
1463	3/5/25	Mike Sinatra's Landscaping and	10000.100	9,020.00
1464	3/11/25	Gabriele & Berrigan, P.C.	10000.100	437.00
1465	3/11/25	National Grid	10000.100	413.59
1466	3/18/25	A 24 Hour Door National, Inc.	10000.100	590.00
<b>Total</b>				<b>12,460.59</b>



**NCDC - CDBG/HUD - RLF**  
**Check Register**

For the Period From Mar 1, 2025 to Mar 31, 2025

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
286	3/5/25	Lumsden & McCormick, LLP	10200-300	2,321.05
287	3/18/25	Niagara Gazette Lockport Union Sun	10200-300	103.00
<b>Total</b>				<b>2,424.05</b>

**Niag. Cnty Dev. Corp. - EDA RLF****Check Register****For the Period From Mar 1, 2025 to Mar 31, 2025**

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
1360	3/5/25	Lumsden & McCormick, LLP	10001.100	3,023.57
<b>Total</b>				<b>3,023.57</b>

**Niag. Cnty Dev. Corp. - Micro RLF****Check Register**

For the Period From Mar 1, 2025 to Mar 31, 2025

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
2138	3/5/25	Lumsden & McCormick, LLP	10004.400	655.38
2139	3/18/25	SUNY Niagara	10004.400	1,500.00
<b>Total</b>				<b>2,155.38</b>

**6.2**

# **Budget Variance Reports**

**NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**BUDGET VARIANCE REPORT AS OF March 31, 2025**  
**UN-AUDITED STATEMENT FOR INTERNAL MANAGEMENT USE ONLY**

	Current Month Actual	Current Month Budget	Year To Date Actual	Year To Date Budget	Year To Date Variance	Total Budget
<b><u>Operating Revenues</u></b>						
Project Administrative Fees	\$ 139,500.00	\$ 97,650.00	\$ 511,625.00	\$ 275,979.00	235,646.00	\$ 527,232.00
Project Application Fees	0.00	1,000.00	4,000.00	3,000.00	1,000.00	12,000.00
NEDF RLF Administrative Fee	4,166.67	4,166.67	12,500.01	12,500.01	0.00	50,000.00
Administrative Fees - Other	18,000.00	6,483.00	22,080.00	10,563.00	11,517.00	52,070.00
Interest Earnings	4,547.56	5,497.42	68,685.64	16,492.26	52,193.38	65,969.00
Miscellaneous Income	14,675.76	14,674.50	44,027.28	44,023.50	3.78	176,094.00
Distributions From Affiliates	0.00	0.00	0.00	0.00	0.00	100,000.00
Distribution from VIP MTF	0.00	0.00	0.00	0.00	0.00	100,000.00
Total Operating Revenues	180,889.99	129,471.59	662,917.93	362,557.77	300,360.16	1,083,365.00
<b><u>Operating Expenses</u></b>						
Salaries	27,923.06	32,923.06	76,846.10	98,769.18	(21,923.08)	428,000.00
Benefits	4,186.82	7,790.92	10,683.98	23,372.76	(12,688.78)	93,491.00
Retirement Benefits	4,926.33	4,926.33	14,778.99	14,778.99	0.00	59,116.00
Payroll Taxes	2,193.83	2,485.08	6,005.97	7,455.24	(1,449.27)	32,239.00
Unemployment Taxes	161.73	214.20	1,154.27	1,562.07	(407.80)	1,613.00
Consultants	2,500.00	2,500.00	7,500.00	7,500.00	0.00	30,000.00
Executive Director	9,674.33	9,674.33	29,022.99	29,022.99	0.00	116,092.00
Legal Services	11,918.27	6,666.67	29,208.51	20,000.01	9,208.50	80,000.00
Accounting Services	0.00	4,510.00	17,000.00	21,510.00	(4,510.00)	21,510.00
Accounting Services - NADC	1,600.00	1,500.00	1,600.00	1,500.00	100.00	1,500.00
Advertising & Promotion	0.00	0.00	76.00	0.00	76.00	0.00
Marketing	60.00	1,833.33	180.00	5,499.99	(5,319.99)	22,000.00
Sponsorships	0.00	83.33	0.00	249.99	(249.99)	1,000.00
Printing	61.91	83.33	219.02	249.99	(30.97)	1,000.00
Office Supplies	0.00	166.67	215.07	500.01	(284.94)	2,000.00
Postage	300.00	345.15	1,075.85	1,121.00	(45.15)	3,950.00
Telephone & Fax	139.26	127.50	417.78	382.50	35.28	1,530.00
Internet Service	395.54	197.42	767.50	592.26	175.24	2,369.00
Common Area Charges	906.33	906.33	2,718.99	2,718.99	0.00	10,876.00
Energy	1,292.02	1,359.00	5,853.01	5,145.00	708.01	16,100.00
Conference & Travel	2,445.84	1,000.00	3,442.91	3,000.00	442.91	12,000.00
Employee Training	0.00	500.00	0.00	1,500.00	(1,500.00)	6,000.00
Depreciation Expense	0.00	0.00	0.00	0.00	0.00	6,462.00
Insurance Expense	1,847.47	1,824.42	5,542.41	5,473.26	69.15	21,893.00
Library & Membership	0.00	119.73	2,298.48	2,124.46	174.02	3,202.00
General Office	718.60	1,110.00	2,154.81	3,330.00	(1,175.19)	13,320.00
Repairs & Maintenance	894.50	1,132.25	2,863.16	3,396.75	(533.59)	13,587.00
Computer Support	0.00	500.00	0.00	1,500.00	(1,500.00)	6,000.00
Public Hearings	0.00	25.00	0.00	75.00	(75.00)	300.00
Furniture & Equipment Purchase	0.00	166.67	0.00	500.01	(500.01)	2,000.00
Other Expense	0.00	83.33	0.00	249.99	(249.99)	1,000.00
Total Operating Expenses	74,145.84	84,754.05	221,625.80	263,080.44	(41,454.64)	1,010,150.00
Net Operating Income/<Loss>	106,744.15	44,717.54	441,292.13	99,477.33	341,814.80	73,215.00
<b><u>Non-Operating Revenue &amp; Expense</u></b>						
Grant Rev- City NF Initiative	900,000.00	536,402.25	1,104,000.00	536,402.25	567,597.75	2,145,609.00
Grant Sub-City NF Initiative	900,000.00	536,402.25	1,104,000.00	536,402.25	567,597.75	2,145,609.00
Net Non-Operating Income/<Loss>	0.00	0.00	0.00	0.00	0.00	0.00
Total Net Income/<Loss>	\$ 106,744.15	\$ 44,717.54	\$ 441,292.13	\$ 99,477.33	341,814.80	\$ 73,215.00

# NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Balance Sheet

March 31, 2025

## ASSETS

### Current Assets

Cash - Checking	\$ 358,732.79
Petty Cash	300.00
Mmkt Acct. - M&T Bank	2,774,495.75
Cash - First Response	66,529.12
Cash - City of N.F.	953.49
Mmkt Acct. - Cataract Tourism	1,732,442.28
Accts Rec - Public Hearings	2,490.58
Accounts Rec. EDA - RLF	189,166.66
Due To/From Micro RLF	1,666.66
Accounts Rec - NEDF	12,500.01
Due To/From VIP - MTF	533,566.18
Due From NCDC CDBG/HUD	1,666.68
Due To/Due From NADC	500.56
Due To/From MTF Operating	121,128.84
Prepaid Insurance	<u>18,152.14</u>

Total Current Assets 5,814,291.74

### Other Assets

Deferred Outflows	204,837.00
Investment in NIIA	<u>342,500.00</u>

Total Other Assets 547,337.00

### Fixed Assets

Furniture & Equipment	231,672.18
Furn & Fixtures - Fed purchase	5,861.08
Accum Dep. - Furn & Equip	(211,340.68)
Accum Dep. - F&F Fed Purch	<u>(5,861.08)</u>

Total Fixed Assets 20,331.50

Total Assets \$ 6,381,960.24

## LIABILITIES AND NET ASSETS

### Current Liabilities

Accrued Retirement	\$ 14,778.99
Deferred Rev. - First Repsonse	66,529.12
Def. Rev. - City of N.F.	1,733,395.77
Accounts Payable	16,863.47
Acct. Payable - Niag. County	<u>29,022.99</u>

Total Current Liabilities 1,860,590.34

### Long-Term Liabilities

Pension Liability	115,680.00
Deferred Inflows of Resources	<u>67,839.00</u>

Total Long-Term Liabilities 183,519.00

Total Liabilities 2,044,109.34

### Net Assets

Fund Balance - Operating Fund	3,896,558.77
Net Income	<u>441,292.13</u>

Total Net Assets 4,337,850.90

Total Liabilities & Net Assets \$ 6,381,960.24

**Niagara County Industrial  
Development Agency  
Aged Payables  
As of March 31, 2025**

<b>Vendor ID Vendor</b>	<b>Invoice #</b>	<b>Amount Due</b>
harri Harris Beach Murtha Cullina PLLC	12510298	608.00
HART The Hartford	LDNY725958 Jan-Mar 25	584.37
LUM Lumsden & McCormick, LLP	215266	1,600.00
M&TBUS M&T Bank	Mar 2025	2,185.26
NCDED Niag Cnty Dept of Economic Development	Copier Jan- Feb 2025	314.15
ProJan Professional	2061	823.00
Report Total		<u>6,114.78</u>

**Adjusting Journal Entries**

Estimated Mar 2025 Legal Fees	6,666.67
Estimated Mar 2025 Copier usage	200.00
Estimated Jan-Mar 2025 Telephone	90.00
Estimated Mar 2025 Niagara County Electric	400.00
Estimated Mar 2025 Niagara County Gas	400.00
Estimated Mar 2025 National Grid	492.02
Estimated Mar 2025 Consulting	2,500.00
	<u><u>16,863.47</u></u>



# NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

4/1/2025

## Project Income - 2025 Lease/Lease Back and Bonds

	Project Type	Total Project Amount	IDA Project Amount	Admin. Fees	Application Fees	Amount Received to Date	Date Received	Balance Due	Date Closed
<b>Closed 2025</b>									
Amazon.com Services LLC	L/L Back			357,500		357,500	1/10/25	-	
9745 Rochester Road LLC (Brent Industries)	Additional Sales Tax Exemption			7,425		7,425	1/22/25	-	1/10/25
Duncan's Heating and Cooling Corp	Sales & Mtg Tax Only	1,300,000	1,300,000	7,200	1,000	8,200	2/19/25	-	1/8/25
Peak Development Partners, LLC	No assistance provided.			0	1,000	1,000	1/31/23	-	
Niacet Corporation 2023	No assistance provided.			0	1,000	1,000	3/14/23	-	
Shoaib & Sons LLC	L/L Back	2,550,000	1,500,000	25,500	1,000	26,500	3/6/25	-	3/3/25
MT Altimeter LLC	L/L Back	13,450,000	12,800,000	114,000	1,000	115,000	3/19/25	-	

TOTAL

511,625

Fees received in prior year -

**Total fees received to date in 2025** 511,625

**Total 2025 Budgeted Fees** 527,232

**Balance of Budgeted Fees** 15,607

	Project Type	Total Project Amount	IDA Project Amount	Anticipated Fees	Application Fee	Amount Received to Date	Date Received	Anticipated Balance Due	Inducement Expiration
<b>Projected 2025</b>									
Cityscape Property Management Inc. - Division	L/L Back	1,122,000	970,000	9,700	1,000	1,000	9/20/23	9,700	5/9/25
Vishay Dale Electronics, LLC	L/L Back	8,200,000	8,000,000	80,000	1,000	1,000	12/12/23	80,000	6/30/25
MGA Construction, LLC	L/L Back	11,027,000	8,900,000	89,000	1,000	1,000	3/1/24	89,000	6/30/25
Live-USA Incorporated	L/L Back	16,000,000	10,500,000	102,500	1,000	1,000	7/3/24	102,500	7/31/25
Hotel Niagara Development, LLC	L/L Back	43,959,500	41,709,500	220,000	1,000	1,000	7/5/24	220,000	7/31/25
235 River Road LLC	L/L Back	36,665,978	28,426,762	190,000	1,000	1,000	9/11/24	190,000	10/31/25
Indian Ocean LLC (Phase II)	L/L Back	10,000,000	9,000,000	90,000	1,000	1,000	10/24/24	90,000	11/30/25
VPS Property Ventures, LLC	L/L Back	7,270,000	7,000,000	70,000	1,000	1,000	1/3/25	-	2/28/26
Voss Manufacturing, Inc.	L/L Back	4,731,000	2,700,000	27,000	1,000	1,000	1/3/25	-	2/28/26
Saint-Gobain Ceramics & Plastics Inc.	L/L Back	41,523,000		TBD	1,000			1,000	
Rainbow Sweet Cravings, LLC	Sales Tax C	460,000	450,000	TBD	1,000			1,000	3/31/26
Niagaras Krispy Crunchy Fried Chicken, LLC	Sales Tax C	410,000	400,000	TBD	1,000			1,000	3/31/26

TOTAL

878,200

12,000

9,000

784,200

97,000

**TOTAL - Projected Income 2025**

1,389,825

12,000

9,000

784,200

608,625

	Project Type	Total Project Amount	IDA Project Amount	Anticipated Fees	Application Fee	Amount Received to Date	Date Received	Anticipated Balance Due	Inducement Expiration
<b>Projected 2026</b>									
TOTAL									
				0	0	0			
				<u>0</u>	<u>0</u>	<u>0</u>			
				<u>0</u>	<u>0</u>	<u>0</u>			

\* Pending Board Approval



**Cataract Tourism Fund  
Grant Program**

Grantee Name	Grant Awards	Outst'd g Awards	Approval Date	Disbursement Date	Disbursement Amount	Offer Expiration	Project Description
Niagara County Dept. of Economic Development	37,667	0	10/11/2017	1/23/2018	37,667.00		Feasibility study for Niagara Falls area multi-use facility.
Niagara Aquarium Foundation	88,147	0	2/14/2018	7/15/2019	88,147.00		Jellyfish exhibit and equipment.
The Tourism Research Entrepreneurship Center (TReC)	176,600	0	8/8/2018	6/2/2020	176,600.00		Buildout, audio/visual equipment and network connectivity hardware.
Niagara Aquarium Foundation	16,717	0	2/12/2020	10/21/2020	16,717.00		Renovations to second floor event room.
Niagara Aquarium Foundation	370,000	0	8/14/2019	2/9/2021	370,000.00		Interactive touch pools adjacent to main entrance of the Aquarium.
Red Star Builders, LLC (The Niagara Club)	64,403	0	7/10/2019	9/7/2021	64,403.00		Spot Coffee.
Niagara Falls Center for Tourism LLC	1,000,000	0	6/12/2019	7/7/2023	598,661.03	3/1/2026	Construction of an indoor family entertainment center and outdoor improvements.
The Center for Kashmir, Inc.	573,000	300,000	6/14/2023	8/9/2023	273,000.00		Renovations to vacant church for a museum of art and culture for Kashmir.
Savarino Companies, LLC	155,000	0	4/14/2021	4/26/2023	155,000.00		Rehabilitation of 4,000 square feet of commercial/retail storefront space.
Niagara Aquarium Foundation	900,000	0	2/9/2022	3/6/2025	900,000.00		Renovations to the Niagara Gorge Discovery Center for expanded programming.
Niagara Aquarium Foundation	35,000	0	2/8/2023	1/2/2024	35,000.00		Sea turtle exhibit.
Burger Factory Niagara Falls, Inc.	185,250	0	2/8/2023	1/11/2024	185,250.00		Facade renovations.
Niagara Falls International Cuisine, Inc.	76,500	0	2/8/2023	1/11/2024	44,922.31		Dining area renovations.
TM Montante Development(Radio Niagara)	912,609	912,609	3/22/2023	To Be Disbursed	0.00	11/1/2025	Renovations for restaurant, bar, game space, bowling lounge and boutique hotel.
Live-USA Incorporated	450,000	450,000	8/14/2024	To Be Disbursed	0.00	12/31/2025	Renovation of restaurant, bar and music entertainment venue.
Niagara Falls Urban Renewal Agency	204,000	0	10/9/2024	1/29/2025	204,000.00		Acquisition of properties along Main Street in Niagara Falls.
<b>To Date Sub-Total</b>	<b>5,244,893</b>	<b>1,662,609</b>			<b>3,149,367.34</b>		

Cash on hand as of 3/31/2025	1,733,395.77
Less: Outstanding Awards	(1,662,609.00)
Available for awarding grants	<u>70,786.77</u>

**Grant Fund Balance**

Grant Funding from NYS 11/22/2016	1,600,000.00
Grant Funding from NYS 10/16/2017	1,440,000.00
Grant Funding from NYS 10/12/2018	1,600,000.00
Bank Interest	242,806.37
Bank Fees	(43.26)
<b>Grant Disbursements</b>	<u>(3,149,367.34)</u>
<b>Grant Fund Balance</b>	<u>1,733,395.77</u>

**7.1**

**Cityscape  
Property  
Management  
(83 Division Street)**

## INDUCEMENT EXTENSION RESOLUTION

*(Cityscape Property Management Inc. Project)*

A regular meeting of Niagara County Industrial Development Agency (the "Agency") was convened in public session at the offices of the Agency located at 6311 Inducon Corporate Drive, Suite One, Sanborn, New York on the 9th day of April, 2025 at 9:00 a.m., local time.

The meeting was called to order by the Chairperson and, upon roll being called, the following members of the Agency were:

PRESENT:

ABSENT:

THE FOLLOWING PERSONS WERE ALSO PRESENT:

Andrea Klyczek	Assistant Director
Michael Dudley	Manager of Finance
Susan Barone	Project Manager
Jeremy Geartz	Project Manager
Julie Lamoreaux	Administrative Assistant/Property Associate
Mark Gabriele, Esq.	Agency Counsel

The following resolution was offered by \_\_\_\_\_, seconded by \_\_\_\_\_, to wit:

Resolution No. \_\_\_\_\_

RESOLUTION AUTHORIZING THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY TO EXTEND THE INDUCEMENT TERM FOR CITYSCAPE PROPERTY MANAGEMENT INC. FOR AN ADDITIONAL SIX-MONTH PERIOD WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF CITYSCAPE PROPERTY MANAGEMENT INC. OR AN ENTITY FORMED OR TO BE FORMED.

WHEREAS, by Title 1 of Article 18-A of the General Municipal Law of the State of New York, as amended, and Chapter 569 of the Laws of 1972 of the State of New York (the "Act"), **NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY** (the "Agency") was created with the authority and power to own, lease and sell property and to issue its bonds as authorized by the Act; and

WHEREAS, **CITYSCAPE PROPERTY MANAGEMENT INC.**, and/or an individual(s) or affiliate, subsidiary, or entity or entities formed or to be formed on its behalf (the "Company"), has submitted an application to the Agency, a copy of which is on file at the office of the Agency, requesting that the Agency consider undertaking a project (the "Project") consisting of: (A) the acquisition by the Agency of a leasehold interest in vacant land located at 83 Division Street in the City of North Tonawanda, Niagara County, New York (the "Land"); (B) the construction of a four (4) unit market rate housing building comprised of attached garages for parking and outdoor patio space (the "Improvements"); and (C) the acquisition and installation in and around the Improvements of certain items of machinery, equipment and other tangible personal property (the "Equipment" and collectively with the Land and the Improvements, the "Facility"); and

WHEREAS, the Company has requested that the Agency extend this inducement for an additional 6-month period; and

WHEREAS, the Agency desires to adopt a resolution authorizing the extension of the inducement term for an additional 6-month period.

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF THE AGENCY AS FOLLOWS:

Section 1. The Agency hereby approves the extension of the inducement term for this Project for an additional 6-month period.

Section 2. This Resolution shall take effect immediately.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mark Onesi	[       ]	[       ]	[       ]	[       ]
Jason Krempa	[       ]	[       ]	[       ]	[       ]
William L. Ross	[       ]	[       ]	[       ]	[       ]
Mark D. Berube	[       ]	[       ]	[       ]	[       ]
David J. Masse	[       ]	[       ]	[       ]	[       ]
Ryan Mahoney	[       ]	[       ]	[       ]	[       ]
Anne E, McCaffrey	[       ]	[       ]	[       ]	[       ]
William Fekete	[       ]	[       ]	[       ]	[       ]

The Resolutions were thereupon duly adopted.

STATE OF NEW YORK     )  
  ) SS.:  
COUNTY OF NIAGARA    )

I, the undersigned (Assistant) Secretary of Niagara County Industrial Development Agency (the "Agency"), do hereby certify that I have compared the foregoing extract of the minutes of the meeting of the members of the Agency, including the Resolution contained therein, held on April 9, 2025 with the original thereof on file in my office, and that the same is a true and correct copy of said original and of such Resolution set forth therein and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respects duly held; (C) pursuant to Article 7 of the Public Officers Law (the "Open Meetings Law"), said meeting was open to the general public, and due notice of the time and place of said meeting was duly given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached Resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Agency this 9<sup>th</sup> day of April, 2025.

[SEAL]

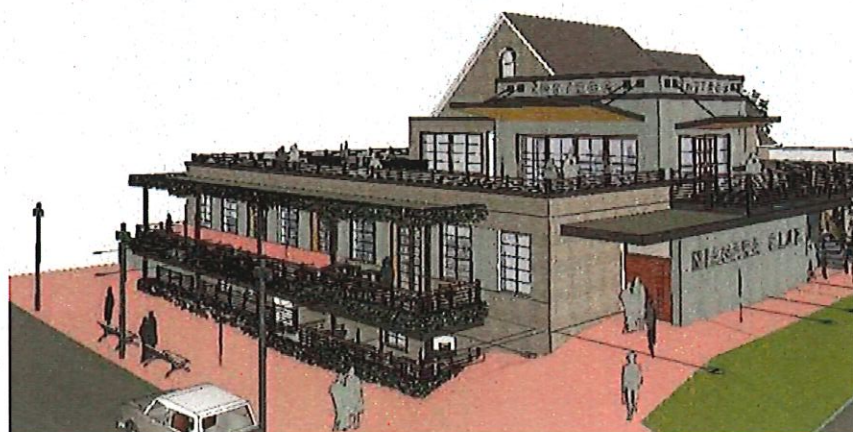
\_\_\_\_\_  
(Assistant) Secretary

**8.1**

**NIAGARA CLUB LLC**

## PROJECT SUMMARY

### Niagara Club, LLC



<b>Applicant:</b>	<b>Niagara Club, LLC</b>	
<b>Project Location:</b>	24 Buffalo Ave, Niagara Falls, NY 14303	
<b>Assistance:</b>	Sales Tax Abatement	
<b>Description:</b>	<p>Located just across from Niagara Falls State Park, this location has been grossly underutilized and in disrepair since the Niagara Club closed in the mid-2000s. It has enormous potential as a dining and entertainment destination in Downtown Niagara Falls. The vision for the Niagara Club is to serve as Niagara's premiere dining, social, and entertainment destination with Niagara's only urban rooftop bar. The Niagara Club will key on the classic décor embedded within the building and restore it to its 1930s charm using period styling and fixtures. The banquet and event hall will be able to accommodate up to 250 guests for conferences, weddings, and events. The restaurant will feature an iconic floor-to-ceiling 25 seat bar and 150 seat dining area and outdoor patio overlooking the Niagara Rapids and Niagara Falls State Park.</p> <p>The Niagara Club will help keep visitors in downtown longer and offer them a better overall experience. The project is located in distressed census tract 211, as defined by the Federal poverty rate and the NYS unemployment rate.</p>	
<b>Project Costs:</b>	<div> <div>Construction/Improvements</div> <div>Furniture, Fixtures, &amp; Equipment</div> <div>Soft costs</div> <div>Other</div> <div><b>TOTAL</b></div> </div>	<div> <div>\$ 1,591,961</div> <div>\$ 360,000</div> <div>\$ 53,000</div> <div>\$ 0</div> <div><b>\$ 2,004,961</b></div> </div>
<b>Employment:</b>	<p>Current jobs in Niagara County: 0</p> <p>New Jobs in Niagara County within 3 years: 21</p> <p>Estimated Annual Payroll for New Jobs: \$759,738</p> <p>Skills: Management, Administrative, Front of House, Back of House</p>	
<b>Evaluative Criteria:</b>	<p>Redevelopment supports or aligns with regional or local development plans. Regional Wealth Creation, Proximity/Support of Regional Tourism Attractions/Facilities, Supports Local Business or Cluster, In region Purchase, Local Vendors. Located in distressed area 211.</p>	



# Niagara County Industrial Development Agency

## MRB Cost Benefit Calculator

Date April 1, 2025  
Project Title Niagara Club LLC  
Project Location 24 Buffalo Avenue, Niagara Falls 14303



## Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

Project Total Investment

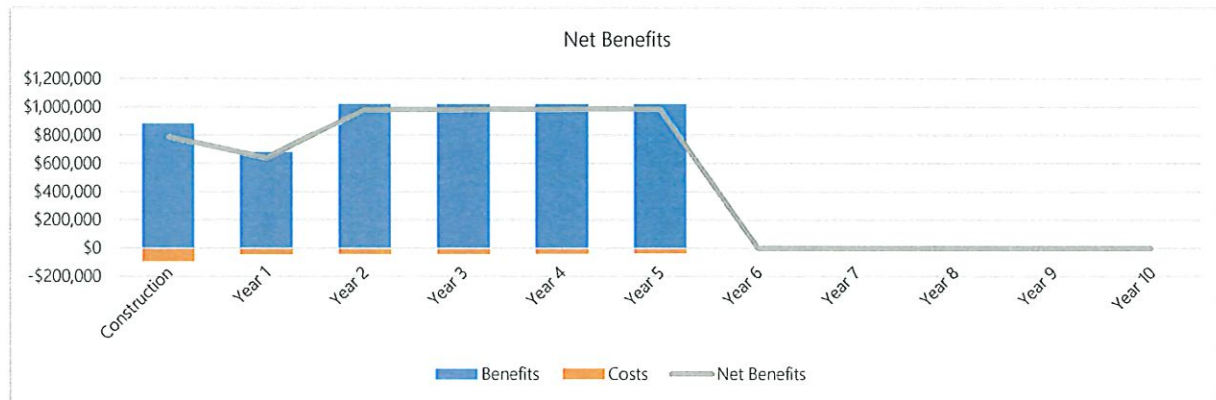
\$2,128,961

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	8	3	11
Earnings	\$656,363	\$177,773	\$834,137
Local Spend	\$1,703,169	\$611,985	\$2,315,153

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	21	9	30
Earnings	\$3,545,444	\$960,270	\$4,505,714

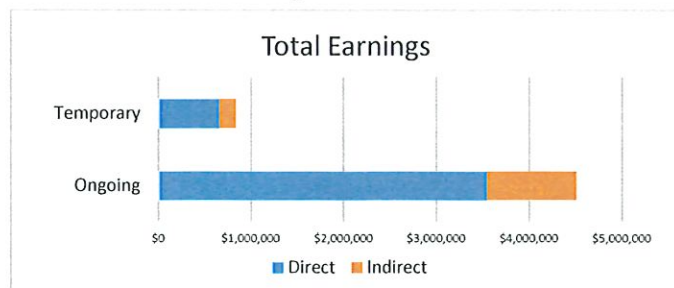
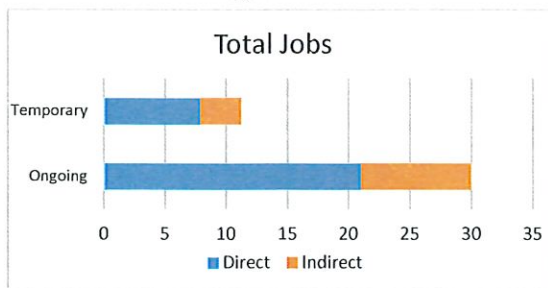
Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Figure 3



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Ongoing earnings are all earnings over the life of the PILOT.

## Fiscal Impacts

**MRB** | group

Cost-Benefit Analysis Tool powered by MRB Group

### Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$192,786	\$182,023
Sales Tax Exemption	\$92,478	\$92,478
Local Sales Tax Exemption	\$46,239	\$46,239
State Sales Tax Exemption	\$46,239	\$46,239
Mortgage Recording Tax Exemption	\$0	\$0
Local Mortgage Recording Tax Exemption	\$0	\$0
State Mortgage Recording Tax Exemption	\$0	\$0
<b>Total Costs</b>	<b>\$285,264</b>	<b>\$274,501</b>

### State and Local Benefits

	Nominal Value	Discounted Value*
<b>Local Benefits</b>	<b>\$5,349,987</b>	<b>\$5,078,901</b>
To Private Individuals	<b>\$5,339,851</b>	<b>\$5,069,503</b>
Temporary Payroll	\$834,137	\$834,137
Ongoing Payroll	\$4,505,714	\$4,235,367
Other Payments to Private Individuals	\$0	\$0
To the Public	<b>\$10,137</b>	<b>\$9,398</b>
Increase in Property Tax Revenue	(\$27,242)	(\$26,089)
Temporary Jobs - Sales Tax Revenue	\$5,839	\$5,839
Ongoing Jobs - Sales Tax Revenue	\$31,540	\$29,648
Other Local Municipal Revenue	\$0	\$0
<b>State Benefits</b>	<b>\$277,672</b>	<b>\$263,614</b>
To the Public	<b>\$277,672</b>	<b>\$263,614</b>
Temporary Income Tax Revenue	\$37,536	\$37,536
Ongoing Income Tax Revenue	\$202,757	\$190,591
Temporary Jobs - Sales Tax Revenue	\$5,839	\$5,839
Ongoing Jobs - Sales Tax Revenue	\$31,540	\$29,648
<b>Total Benefits to State &amp; Region</b>	<b>\$5,627,659</b>	<b>\$5,342,515</b>

### Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$5,078,901	\$228,262	22:1
State	\$263,614	\$46,239	6:1
<b>Grand Total</b>	<b>\$5,342,515</b>	<b>\$274,501</b>	<b>19:1</b>

\*Discounted at 2%

Does the IDA believe that the project can be accomplished in a timely fashion ☒ Yes

### Additional Revenues:

County \$0  
City/Town/Village  
School District

\*Estimated Value of Goods and Services to be exempt from sales and use tax as a result of the Agency's involvement in the Project. PLEASE NOTE: These amounts will be verified and there is potential for a recapture of sales tax exemptions (see "Recapture" on page 11 of the Application).  
(To be used on NYS ST-60) \$1,155,975

### Additional Comments from IDA

0

Does the IDA believe that the project can be accomplished in a timely fashion? ☒ Yes

# NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

## APPLICATION FOR FINANCIAL ASSISTANCE

Niagara Club LLC

---

(Applicant Name)

6311 Inducon Corporate Drive, Suite One  
Sanborn, New York 14132

Phone: 716-278-8760 Fax: 716-278-8769

<http://niagaracountybusiness.com>

Updated April 2022



- I. Subject to the applicable statute, information provided by applicant will be treated as confidential until such time as the Agency takes action on the request. However, in accordance with Article 6 of the Public Officers Law, all records in possession of the Agency are open to public inspection and copy.
- II. The Niagara County Industrial Development Agency has a one thousand dollar (\$1000.00) non-refundable application fee that must accompany the application submission.
- III. At the time of the project closing, project applicant is required to pay certain costs associated with the project. The applicant shall be responsible for the payment of an Agency fee in the amount of one percent (1.00%) of the total value of the project, together with Agency counsel fees as set forth in the Agency fee policy schedule, together with various related costs, including but not limited to public hearing expenses. Upon request, a fee summary will be provided to each applicant.
- IV. One (1) original signed copy of the Application and Environmental Assessment form should be submitted with the Application for Assistance.

*The Niagara County Industrial Development Agency does not discriminate on the basis of race, color, religion, sex, sexual orientation, marital status, age, national origin, disability or status as a disabled or Vietnam Veteran or any other characteristic protected by law.*

6311 Inducon Corporate Drive, Suite One ■ Sanborn, NY 14132-9099 ■ 716-278-8760  
Fax 716-278-8769 ■ [www.niagaracountybusiness.com](http://www.niagaracountybusiness.com)

# NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

## APPLICATION FOR FINANCIAL ASSISTANCE

### I. APPLICANT INFORMATION

Company Name: Niagara Club LLC

Mailing Address: 900 Buffalo Avenue

City/Town/Village & Zip code: Niagara Falls, NY 14303

Phone: (716) 998-2623

Website: \_\_\_\_\_

Fed Id. No.: \_\_\_\_\_

Contact Person, and Title: Babu Patel, CEO

Email: indianoceanllc@gmail.com

**Principal Owners/Officers/Directors** (list owners with 15% or more in equity holdings with percentage ownership):

Babu & Pragna Patel 100%

**Corporate Structure** (attach schematic if applicant is a subsidiary or otherwise affiliated with another entity)

#### Form of Entity

☐

**Corporation**

Date of Incorporation: \_\_\_\_\_

State of Incorporation: \_\_\_\_\_

☐

**Partnership**

General \_\_\_\_\_ or Limited \_\_\_\_\_

Number of general partners \_\_\_\_\_

If applicable, number of limited partners \_\_\_\_\_

Date of formation \_\_\_\_\_

Jurisdiction of Formation \_\_\_\_\_

☒

**Limited Liability Company/Partnership** (number of members <sup>2</sup> \_\_\_\_\_)

Date of organization: 8/23/2021

State of Organization: New York

☐

**Sole Proprietorship**

If a foreign organization, is the applicant authorized to do business in the State of New York?

\_\_\_\_\_

## Applicant's Counsel

Company Name: Michael J Dowd Attorney at Law

Contact Person, and Title: Michael Dowd

Mailing Address: 920 Center St

City/Town/Village & Zip code: Lewiston NY, 14092

Email: mjdowd3@verizon.net

Phone: (716) 754-7865

Fax No.: (866) 241-4773

## II. PROJECT INFORMATION

A) Project Address: 24 Buffalo Ave. Niagara Falls, NY 14303

Tax Map Number (SBL) 158.12-1-12

(Section/Block/Lot)

SWIS Number 291100

Located in City of Niagara Falls

Located in Town of \_\_\_\_\_

Located in Village of \_\_\_\_\_

School District of Niagara Falls

B) Current Assessment of Property:

Land 84,500

Total 380,000

C) Present legal owner of the site Niagara Club LLC

If other than from applicant, by what means will the site be acquired for this project?

D) Describe the project:

Complete renovation and modernization of Niagara Club with a 25 seat

bar and 150 seat dining area and outdoor patio. The banquet and event hall

will be able to accommodate up to 250 persons for conferences, weddings,

and events.

1. Project site (land)

(a) Indicate approximate size (In acres or square feet) of project site.

.39 Acres

(b) Indicate the present use of the project site.

Vacant



2. Indicate number, size (in square feet) and approximate age of existing buildings on site  
Size of building is 25571sf; with useable area of 21,013sf, built in 1864 with additions
3. Does the project consist of the construction of a new building or buildings?  
If yes, indicate number and size (in square feet) of new buildings.  
No
4. Does the project consist of additions and/or renovations to existing buildings? If yes, indicate nature of expansion and/or renovation.  
Renovations to repair and replace aged materials and modernize entire building
5. If any space in the project is to be leased to third parties, indicate total square footage of the project amount to be leased to each tenant and proposed use by each tenant.  
no
6. List principal items/categories of equipment to be acquired as part of the project.  
Construction  
Restaurant and lounge equipment
7. Has construction work on this project begun?  
No

E) Inter-Municipal Move Determination

Will the project result in the removal of a plant or facility of the applicant from one area of the State of New York to another?

☐ Yes or ☒ No

Will the project result in the removal of a plant or facility of another proposed occupant of the project from one area of the State of New York to another area of the State of New York?

☐ Yes or ☒ No

Will the project result in the abandonment of one or more plants or facilities located in the State of New York?

☐ Yes or ☒ No

If Yes to any of the questions above, 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:

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- F) Furnish a copy of any environmental application presently in process of completion concerning this project, providing name and address of the agency, and copy all pending or completed documentation and determinations.

III. SOURCES & USES OF FUNDS

A) Estimated Project Costs:

Property Acquisition	\$ 0
Construction (Improvements)	\$ 1,591,961
Equipment Purchases/Fixtures/Furnishings	\$ 360,000
Soft costs (i.e. engineering, architectural)	\$ 53,000
Other (describe)	\$
TOTAL USES OF FUNDS	\$ 2,004,961

B) Sources of Funds for Project Costs *(Must match above Total Uses of Funds):*

Bank Financing	\$ 2,004,961
Equity	\$ 0
Grants/Tax Credits	\$ 0
Taxable or Tax Exempt Bond	\$
Other	\$
TOTAL SOURCES OF FUNDS	\$ 2,004,961

C) Identify each state and federal grant/credit:

	\$
	\$
	\$
	\$
TOTAL PUBLIC FUNDS	\$



IV. FINANCIAL ASSISTANCE REQUESTED

A.) Benefits Requested:

☒

Sales Tax Exemption

☐

Mortgage Recording Tax Exemption

☐

Real Property Tax Abatement (PILOT)

B.) Value of Incentives: LEAVE THIS SECTION BLANK (will be estimated by NCIDA Staff)

Property Tax Exemption

Estimated duration of Property Tax exemption: \_\_\_\_\_

Sales and Use Tax

Estimated value of Sales Tax exemption for facility construction: \$ 63,678

Estimated value of Sales Tax exemption for fixtures and equipment: \$ 28,800

Estimated duration of Sales Tax exemption: 1 Year

Mortgage Recording Tax Exemption Benefit

Estimated value of Mortgage Recording Tax exemption: \$ \_\_\_\_\_

C.) Financial Assistance Determination:

If financial incentives are not provided by NCIDA, is the project financially viable?

☐

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:

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V. EMPLOYMENT PLAN

	# of Retained Jobs	Retained Jobs Average Annual Salary	# of Created Jobs (3 yrs after project completion)	Created Jobs Average Annual Salary
Full Time	0	\$ 0	8	\$ 53,500
Part time	0	\$ 0	13	\$ 25,519
TOTAL FTEs	0	\$ 0	21	\$ 36,178

Annual Salary Range of Jobs to be Created: \$ 25,000 to \$ 60,000

Category of Jobs to be Retained and Created:

Job Categories (ie. Management, Administrative, Production, etc.) \_\_\_\_\_

Management, Administrative, Front of house, Back of house

VI. **REPRESENTATIONS BY THE APPLICANT**

The Applicant understands and agrees with the Agency as follows:

- A. Job Listings: In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the proposed 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 proposed project must 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 Entity") 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 General Municipal Law, the applicant understands and agrees that, if the proposed project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant must 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 proposed project.
- C. Compliance with Section 224-a(8)(a) of N.Y Labor Law. The applicant acknowledges receipt of notice from the Agency pursuant to Section 224-a(8)(d) of the New York Labor Law that the estimated mortgage recording tax exemption benefit amount, the estimated sales and use tax exemption benefit amount, and the estimated real property tax abatement benefit amount as so identified within this Application are "public funds" and not otherwise excluded under Section 224-a(3) of the New York Labor Law. You further acknowledge and understand that you have certain obligations as related thereto pursuant to Section 224-a(8)(a) of the New York Labor.
- D. Annual Sales Tax Filings: In accordance with Section 874(8) of the General Municipal Law, the Applicant understands and agrees that, if the proposed 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.
- E. Annual Employment Reports: The applicant understands and agrees that, if the proposed project receives any Financial Assistance from the Agency, the applicant agrees to file, or cause to be filed, with the Agency, on an annual basis, reports regarding the number of people employed at the project site.



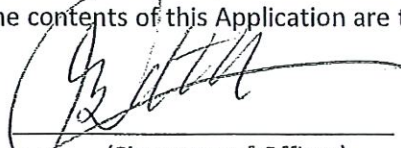
- F. Compliance with N.Y. GML Sec. 862(1): Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if Financial Assistance is provided for the proposed Project:
- § 862. Restrictions on funds of the agency. (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.
- G. Compliance with Applicable Laws: 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.
- H. False and Misleading Information: 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.
- I. Recapture: Should the Applicant not expend or hire as presented, the Agency may view such information/status as failing to meet the established standards of economic performance. In such events, some or all of the benefits taken by the Applicant will be subject to recapture.
- J. Absence of Conflicts of Interest: The applicant has received from the Agency a list of the members, officers, and employees of the Agency. No member, officers or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as herein described.

The Applicant and the individual executing this Application on behalf of applicant acknowledge that the Agency and its counsel will rely on the representations 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.

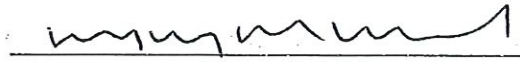
STATE OF NEW YORK )  
COUNTY OF NIAGARA ) ss.:

BABU PATEL, being first duly sworn, deposes and says:

1. That I am the MEMBER (Corporate Office) of NIAGARA CLUB LLC (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 31<sup>st</sup> day of MARCH, 2025

  
(Notary Public)

GREGORY M GISMONDI  
Notary Public, State of New York  
Reg. No. 01GI5052305  
Qualified in NIAGARA County  
Commission Expires November 20, 2025

This Application should be submitted to the Niagara County Industrial Development Agency, 6311  
Inducon Corporate Drive, Suite One, Sanborn, New York 14132.

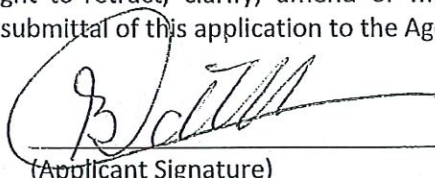
Attach copies of preliminary plans or sketches of proposed construction or rehabilitation or both.



## HOLD HARMLESS AGREEMENT

Applicant hereby releases the NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY and the members, officers, servants, agents and employees thereof (the "Agency") from, agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the Application or the Project described therein or the tax exemptions and other assistance requested therein are favorably acted upon by the Agency, and (B) any further action taken by the Agency with respect to the Project; including without limiting the generality of the foregoing, all causes of action and reasonable attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Agency or the Applicant are unable to reach final agreement with respect to the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all out of pocket costs incurred by the Agency in processing of the Application, including reasonable attorneys' fees, if any. Notwithstanding anything contained herein to the contrary, the foregoing indemnities shall not be applicable with respect to misconduct, negligence, or criminal activity on the part of the Agency. It is understood and agreed that the Applicant has the right to join in any defense, and participate in the management of the defense, of any claim for which the Agency seeks indemnification.

In addition to the foregoing, the Applicant understands and acknowledges that (i) this application does not create or give rise to any legal obligations on the part of the Niagara County Industrial Development Agency (the "Agency") or the Applicant except as expressly stated herein, (ii) the terms and conditions governing the award of the financial assistance described herein will be set forth in a separate agreement(s), with the Agency, the form of which will be provided to the Applicant only upon the processing and approval of this application; (iii) the requested financial assistance described in application is based upon the representations made by the Applicant, based upon the Applicant's actual knowledge as of the date of this application, to the Agency, regarding the project, and (iv) that the Agency reserves the right to revise the financial assistance described in this application if any aspect of the project changes after receipt of the application, including changes to the number of jobs, amount of capital investment, or wages, by way of example only. In addition, the Applicant reserves the right to retract, clarify, amend or modify any such representations made prior to (or concurrently with) the submittal of this application to the Agency.




(Applicant Signature)

By: \_\_\_\_\_

Name: Baby Pictel

Title: Member

  
(Notary Public)

Sworn to before me this 31<sup>ST</sup> day

of MARCH, 2025

GREGORY M GISMONDI  
Notary Public, State of New York  
Reg. No. 01GI5052305  
Qualified in NIAGARA County  
Commission Expires November 20, 2025  
[stamp]

617.20  
Appendix B  
Short Environmental Assessment Form

**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>							
Babu Patel							
Name of Action or Project: Niagara Club							
Project Location (describe, and attach a location map): Corner of 1st and Buffalo Avenue in Niagara Falls NY							
Brief Description of Proposed Action: Renovation and Modernization of Niagara Club which is currently underutilized and in disrepair. The project will include a restaurant and focal bar, boutique banquet and event hall, terrace rooftop bar and lounge, and an entertainment lounge. The project will restore this property to its original beauty							
Name of Applicant or Sponsor: Babu Patel		Telephone: 716-998-2623					
		E-Mail: indianoceanllc@gmail.com					
Address: 1625 Buffalo Ave. Suite 2D							
City/PO: Niagara Falls		State: NY	Zip Code: 14303				
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.			<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center;">NO</td> <td style="text-align: center;">YES</td> </tr> <tr> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> </table>	NO	YES	<input checked="" type="checkbox"/>	<input type="checkbox"/>
NO	YES						
<input checked="" type="checkbox"/>	<input type="checkbox"/>						
2. Does the proposed action require a permit, approval or funding from any other governmental Agency? If Yes, list agency(s) name and permit or approval:			<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center;">NO</td> <td style="text-align: center;">YES</td> </tr> <tr> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> </table>	NO	YES	<input checked="" type="checkbox"/>	<input type="checkbox"/>
NO	YES						
<input checked="" type="checkbox"/>	<input type="checkbox"/>						
3.a. Total acreage of the site of the proposed action?		.39 acres					
b. Total acreage to be physically disturbed?		0 acres					
c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor?		.39 acres					
4. Check all land uses that occur on, adjoining and near the proposed action.							
<input type="checkbox"/> Urban <input type="checkbox"/> Rural (non-agriculture) <input type="checkbox"/> Industrial <input checked="" type="checkbox"/> Commercial <input type="checkbox"/> Residential (suburban) <input type="checkbox"/> Forest <input type="checkbox"/> Agriculture <input type="checkbox"/> Aquatic <input type="checkbox"/> Other (specify): _____ <input type="checkbox"/> Parkland							



5. Is the proposed action, a. A permitted use under the zoning regulations?	NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/>	N/A <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 <input type="checkbox"/>	YES <input checked="" type="checkbox"/>	
7. Is the site of the proposed action located in, or does it adjoin, a state listed Critical Environmental Area? If Yes, identify: _____	NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/>	
8. a. Will the proposed action result in a substantial increase in traffic above present levels?	NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/>	
b. Are public transportation service(s) available at or near the site of the proposed action?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
c. Are any pedestrian accommodations or bicycle routes available on or near site of the proposed action?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
9. Does the proposed action meet or exceed the state energy code requirements? If the proposed action will exceed requirements, describe design features and technologies: _____	NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/>	
10. Will the proposed action connect to an existing public/private water supply? If No, describe method for providing potable water: _____	NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/>	
11. Will the proposed action connect to existing wastewater utilities? If No, describe method for providing wastewater treatment: _____	NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/>	
12. a. Does the site contain a structure that is listed on either the State or National Register of Historic Places?	NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/>	
b. Is the proposed action located in an archeological sensitive area?	<input type="checkbox"/>	<input checked="" 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 <input type="checkbox"/>	YES <input checked="" type="checkbox"/>	
b. Would the proposed action physically alter, or encroach into, any existing wetland or waterbody? If Yes, identify the wetland or waterbody and extent of alterations in square feet or acres: _____	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
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 checked="" 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 <input checked="" type="checkbox"/>	YES <input type="checkbox"/>	
16. Is the project site located in the 100 year flood plain?	NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/>	
17. Will the proposed action create storm water discharge, either from point or non-point sources? If Yes, a. Will storm water discharges flow to adjacent properties? <input type="checkbox"/> NO <input type="checkbox"/> YES b. Will storm water discharges be directed to established conveyance systems (runoff and storm drains)? <input type="checkbox"/> NO <input type="checkbox"/> YES If Yes, briefly describe: _____	NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/>	



18. Does the proposed action include construction or other activities that result in the impoundment of water or other liquids (e.g. retention pond, waste lagoon, dam)? If Yes, explain purpose and size: _____	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 AFFIRM THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE.</b> Applicant/sponsor name: <u>Baby Patel</u> Date: <u>3/31/2020</u> Signature: <u>[Signature]</u>		

**Part 2 - Impact Assessment.** The Lead Agency is responsible for the completion of Part 2. Answer all of the following questions in Part 2 using the information contained in Part 1 and other materials submitted by the project sponsor or otherwise available to the reviewer. When answering the questions the reviewer should be guided by the concept "Have my responses been reasonable considering the scale and context of the proposed action?"

	No, or small impact may occur	Moderate to large impact may occur
1. Will the proposed action create a material conflict with an adopted land use plan or zoning regulations?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Will the proposed action result in a change in the use or intensity of use of land?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Will the proposed action impair the character or quality of the existing community?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Will the proposed action have an impact on the environmental characteristics that caused the establishment of a Critical Environmental Area (CEA)?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Will the proposed action result in an adverse change in the existing level of traffic or affect existing infrastructure for mass transit, biking or walkway?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
6. Will the proposed action cause an increase in the use of energy and it fails to incorporate reasonably available energy conservation or renewable energy opportunities?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
7. Will the proposed action impact existing:		
a. public / private water supplies?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. public / private wastewater treatment utilities?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
8. Will the proposed action impair the character or quality of important historic, archaeological, architectural or aesthetic resources?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
9. Will the proposed action result in an adverse change to natural resources (e.g., wetlands, waterbodies, groundwater, air quality, flora and fauna)?	<input checked="" type="checkbox"/>	<input type="checkbox"/>



	No, or small impact may occur	Moderate to large impact may occur
10. Will the proposed action result in an increase in the potential for erosion, flooding or drainage problems?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
11. Will the proposed action create a hazard to environmental resources or human health?	<input checked="" type="checkbox"/>	<input type="checkbox"/>

**Part 3 - Determination of significance.** The Lead Agency is responsible for the completion of Part 3. For every question in Part 2 that was answered "moderate to large impact may occur", or if there is a need to explain why a particular element of the proposed action may or will not result in a significant adverse environmental impact, please complete Part 3. Part 3 should, in sufficient detail, identify the impact, including any measures or design elements that have been included by the project sponsor to avoid or reduce impacts. Part 3 should also explain how the lead agency determined that the impact may or will not be significant. Each potential impact should be assessed considering its setting, probability of occurring, duration, irreversibility, geographic scope and magnitude. Also consider the potential for short-term, long-term and cumulative impacts.

<input type="checkbox"/>	Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action may result in one or more potentially large or significant adverse impacts and an environmental impact statement is required.
<input checked="" type="checkbox"/>	Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action will not result in any significant adverse environmental impacts.
<u>NCIDA</u>	<u>4/4/25</u>
Name of Lead Agency	Date
<u>Andrea Klyczek</u>	<u>Executive Director</u>
Print or Type Name of Responsible Officer in Lead Agency	Title of Responsible Officer
<u>Andrea Klyczek</u>	<u></u>
Signature of Responsible Officer in Lead Agency	Signature of Preparer (if different from Responsible Officer)

**PRINT**

**8.2**

**NCDC**

**MICROENTERPRISE  
GRANT APPROVALS**

## REQUEST FOR GRANT APPROVAL

### Niagara County Development Corporation Micro Enterprise Program

#### APPLICANT INFORMATION:

Grant Applicant: " \ MLLC .....  
UEID Number: ' =) ‡ ‡ y ‡ j ‡ u  
Business Type: Health Food #  
Business Established: ° .  
Business Address: ' h ' k ' O NY 14  
Email: @gmail.com  
Phone: (716) '  
Owner(s): " ° ° O  
Percent Ownership: %

#### PROJECT INFORMATION:

The business started in 2019 in Youngstown and was relocated to Lewiston in 2020. There is a fitness studio, a sauna and cold plunge room, and currently an indoor cycling room. Be OK Cafe will be a health-focused smoothie and juice bar located within Be Ok Studio. Their mission is to provide high-quality, nutrient-rich smoothies, fresh-pressed juices, wellness drinks and quick healthy meals that complement the active lifestyle of fitness enthusiasts. They will focus on using fresh, organic ingredients to create delicious and functional beverages and small plates that support pre- and post-workout recovery, hydration, and overall well-being.

With the growing demand for health-conscious food and beverages, BE OK Café is uniquely positioned to capitalize on a captive audience of gym-goers, personal training clients, and wellness-minded individuals. Situated inside BE OK Studio provides a built-in customer base and a competitive advantage over standalone smoothie shops.

The \$25,000 Microenterprise grant would be used to procure kitchen equipment and smallwares, including a glass-door refrigerator, espresso/cold brew machine, conveyer toaster, panini griddle and a commercial blender. The funds will also include a few tables and chairs, inventory supplies and marketing efforts.

#### CREDIT SUMMARY:

The financial projections for 3 years were provided by the applicant with the assistance of the SBDC. The income for the business is based on fitness studio and cafe sales, as well as membership packages, corporate and fitness events. The projections show a 30% increase in sales for year 1 due to the added cafe sales and a 10% increase in sales for years 2 and 3. The company projects a modest net profit for the next few years.

A credit report was obtained for BeOK LLC and the owner Bobbi Stokes. The business is rated as a low risk business in regard to financial distress. The credit report obtained for the owner shows a credit score of 636 and a credit rating of Medium Risk due to some previous past due accounts that have since been settled. The report indicates there is one open credit account with no balance and in good standing.

No delinquencies, bankruptcies, judgments or liens were reported.

#### SOURCE & USE OF FUNDS:

Source and Use of Funds				
Use of Funds	Estimated Project Total	Owner Equity	Other Sources	Grant Request
Working Capital	\$6,810	\$2,650		\$4,160
Fixtures	\$3,800			\$3,800
Equipment	\$12,200			\$12,040
Inventory	\$5,000			\$5,000
Totals	\$27,810	\$2,650		\$25,000
	100%	10%		90%

## RISK ASSESSMENT:

### Positive Factors:

- Highly experienced owner
- Current business has been growing over 10% each year for the last three years
- Has current studio customer base to market the cafe offerings
- Will offer mobile ordering for convenience
- Will cater to different dietary needs such as vegan, keto, high-protein, etc.
- Owner equity of at least 10% of project costs
- Will hire two part-time low-to-moderate income individuals

### Negative Factors:

- Located inside fitness center so may have difficulty growing non-studio customer base
- Initial equipment costs and inventory to start up the cafe
- High marketing efforts to bring in non-studio customers
- Competition from other food services in the area

## GRANT RANKING CRITERIA:

Clearly Defined Project: Yes ☒ No ☐  
If Yes, Expansion ☒ or Start-up ☐

Project Industry: Health Food Cafe

Potential for future job creation: Yes ☒ No ☐

Minority, Woman, or Veteran Owned: Yes ☒ No ☐

Community Impact: Providing the community a fitness center and cafe offering nutritious food and beverage options for health-conscious individuals.

Cost/Benefit:	Year One Income:	\$148,000
	Total Project costs:	\$ 27,500
	Grant funds requested:	\$ 25,000
	Owner Equity:	10%

## GRANT SUMMARY:

**Grant Request:** \$25,000 reimbursable based on submitted expense receipts

**Grant Term:** Release upon grantee compliance with all grant requirements and closeout of OCR grant.

**Repayment:** Grant subject to recapture if Grantee fails to comply with grant reimbursement requirements.

**Feasibility:** There is nothing in the company's historical operating performance or projections that suggests the proposed grant would produce an unreasonable return on equity or result in profitability substantially in excess of industry standards.

**Eligibility:**

- Private for-profit business entity in Niagara County with less than 5 employees
- Business Expansion
- Business will commit at least 10% in equity
- SBDC Technical Assistance Program is in process

**National Objective:** ☐ Will create at least one FTE job made available to/taken by an individual of Low-to-Moderate-Income  
☒ Owner is Low-to-Moderate Income

## REQUEST FOR GRANT APPROVAL

### Niagara County Development Corporation Micro Enterprise Program

#### APPLICANT INFORMATION:

Grant Applicant: Cakes by Katya LLC  
UEID Number: KXDBYUR6X9K7  
Business Type: Bakery  
Business Established: April 20  
Business Address: 3509 Niagara Falls Blvd North Tonawanda NY 14120  
Email: info@cakesbykatya.com  
Phone: (716)909-8155  
Owner(s): Yekaterina Blyashuk  
Percent Ownership: %

#### PROJECT INFORMATION:

The business started in 2020 in Buffalo and is relocating to Wheatfield to expand to a larger location. The new location will allow her to continue her specialty baked goods and custom cakes to maintain her current customer base and grow in a new area. They would also be adding a retail cafe area for customers to sit and enjoy the cookies, cupcakes and European desserts and pastries that they offer.

The new location will increase their visibility with the larger volume of traffic on Niagara Falls Boulevard. The business has grown over the past five years with the high exposure of the business through various digital platforms including Instagram, Facebook, Yelp, The Knot, the Wedding Wire as well as their own website.

The owner has already put over \$30,000 into the location for interior renovations. She is requesting a \$25,000 Microenterprise grant that would be used to procure additional equipment to include a touchscreen automatic coffee and espresso machine and a refrigerated display cooler for the baked goods along with inventory.

#### CREDIT SUMMARY:

The financial projections for 3 years were provided by the applicant with the assistance of the SBDC. The income for the business is based on specialty bakery sales and cafe sales. The projections show a significant increase of over 50% in year 1 due to the addition of the retail cafe sales and a 10% increase in sales for years 2 and 3. The company projects a modest net profit for the next few years.

A credit report was obtained for Cakes by Katya LLC and the owner Katie Blyashuk. The business is rated as a medium risk business in regard to financial distress due to the low amount of commercial accounts and risk associated with the business type and size. The credit report obtained for the owner shows a credit score of 755 and a credit rating of Low Risk. The report indicates there are two open credit account with minimal balance and one loan with a \$14,000 balance. All accounts in good standing.

No delinquencies, bankruptcies, judgments or liens were reported.

#### SOURCE & USE OF FUNDS:

Source and Use of Funds				
Use of Funds	Estimated Project Total	Owner Equity	Other Sources	Grant Request
Working Capital				
Fixtures				
Equipment	\$31,000	\$6,000		\$25,000
Inventory	\$3,000			
Totals	\$34,000	\$6,000		\$25,000
	100%	18%		74%

## RISK ASSESSMENT:

### Positive Factors:

- Highly experienced owner in culinary industry and social media platforms
- Current business has been growing over 10% for the last three years
- Has current customer base to start
- New High visibility location
- Owner equity over 10% of project costs, as well as current renovation costs
- LMI Owner. Will also hire two part-time low-to-moderate income individuals and a third in year two

### Negative Factors:

- New location may cause slow growing new customers
- Initial equipment costs and inventory to start up
- High marketing efforts to bring in non-studio customers
- Competition from other bakeries in the area

## GRANT RANKING CRITERIA:

Clearly Defined Project: Yes ☒ No ☐  
If Yes, Expansion ☒ or Start-up ☐

Project Industry: Bakery

Potential for future job creation: Yes ☒ No ☐

Minority, Woman, or Veteran Owned: Yes ☒ No ☐

Community Impact: Providing the community with specialty European desserts and custom bakery offerings for special occasions and a comfortable in-house cafe.

Cost/Benefit:	Year One Income:	\$230,000
	Total Project costs:	\$ 31,000
	Grant funds requested:	\$ 25,000
	Owner Equity:	+15%

## GRANT SUMMARY:

**Grant Request:** \$25,000 reimbursable based on submitted expense receipts

**Grant Term:** Release upon grantee compliance with all grant requirements and closeout of OCR grant.

**Repayment:** Grant subject to recapture if Grantee fails to comply with grant reimbursement requirements.

**Feasibility:** There is nothing in the company's historical operating performance or projections that suggests the proposed grant would produce an unreasonable return on equity or result in profitability substantially in excess of industry standards.

**Eligibility:**

- Private for-profit business entity in Niagara County with less than 5 employees
- Business Expansion
- Business will commit over 15% in equity
- SBDC Technical Assistance Program is in process

**National Objective:** ☒ Will create at least one FTE job made available to/taken by an individual of Low-to-Moderate-Income  
☒ Owner is Low-to-Moderate Income

## REQUEST FOR GRANT APPROVAL

### Niagara County Development Corporation Micro Enterprise Program

#### APPLICANT INFORMATION:

Grant Applicant: Release & Restore Therapy  
UEID# Number: ETL8KRWFYGB9  
Business Type: Massage Therapy  
Business Established: December 2024  
Business Address: 6688 Lincoln Ave., Lockport, NY 14094  
Email: releaseandrestoretherapy@gmail.com  
Phone: (716) 880-7059  
Owner(s): Savannah Schlitzer & Joel Schlitzer  
Percent Ownership: 50% 50%

#### PROJECT INFORMATION:

Release and Restore Therapy is a general partnership owned by Savannah and Joel Schlitzer, who are applying for \$13,000 in funding from the microenterprise grant fund to grow a new myofascial release therapy practice. The grant funds will be used to purchase equipment such as hi-low therapy tables, therapy and massage supplies, laptop and printer, as well as working capital including continuing education for the owners.

Release and Restore Therapy uses a manual therapy that offers a myofascial release. This manual therapy is similar in its procedure to massage therapy, although different in the tissue. In myofascial release, therapists are engaging the connective tissue in the body. Release and Restore doesn't use creams, oils, or lotions because they are not trying to glide over the tissue, instead they are tractioning the tissue, which then begins to release the fascia. Clients are people who struggle with daily chronic pain due to a new injury or stressful event that myofascial release can help them recover from sooner, athletes, and people interested in holistic health and wellness.

Release and Restore Therapy is a start-up business currently operating as of December 2024 from a single rented office space in Lockport. The owners are a husband and wife who have both suffered from chronic pain and have been helped by this therapy.

#### CREDIT & FINANCIAL SUMMARY:

The financial projections were provided by the applicant with the assistance of the SBDC. The projections appear to be favorable within the first year of business and nearly double by the second year due to the addition of Mr. Schlitzer's licensing and therefore increase clientele. In year three they have a modest increase. These projections are based on their persistent growth since opening. The business' operating costs following the initial startup cost will be minimal and the procedure is showing rapid growth within the field of massage.

A credit report was obtained for Release & Restore Therapy and owners, Savannah and Joel Schlitzer. The business has officially been operating only a few months, so there is minimal credit information and therefore is rated Medium risk. The credit reports for Savannah & Joel Schlitzer show a credit scores of 718 and 778 and a credit rating of Low Risk. The report indicates they three open credit accounts all with a zero current balance; along with two federal deferred student loans with \$4,000 balance and one loan with a balance of \$78,000. All open accounts are in good standing. No bankruptcies, judgments or liens were reported.

#### SOURCE & USE OF FUNDS:

Source and Use of Funds				
Use of Funds	Estimated Project Total	Owner Equity	Other Sources	Grant Request
Working Capital	\$4,500	\$500		\$4,000
Fixtures				
Equipment	\$10,000	\$1,000		\$9,000
Inventory				
Totals	\$14,500	\$1,500		\$13,000
	100%	10%		90%



## RISK ASSESSMENT:

### Positive Factors:

- Rapidly growing industry
- Low overhead
- Limited offerings from competitors in the surrounding areas
- Good marketing and advertising strategies
- Community need and clientele with disposable income
- Owner equity of 10% of project costs

### Negative Factors:

- Small startup business
- Cost of service could be perceived as high
- Limited population to support higher cost service

## GRANT RANKING CRITERIA:

Clearly Defined Project: Yes ☒ No ☐

If Yes, Expansion ☐ or Start-up ☒

Project Industry: Massage Therapy

Potential for future job creation: Yes ☒ No ☐

Minority, Woman, or Veteran Owned: Yes ☒ No ☐

Community Impact: Limited specialty service businesses in the area.

Cost/Benefit:	Year One Income:	\$113,996
	Total Project Costs:	\$14,500
	Grant funds requested:	\$13,000
	Owner Equity:	10%

## GRANT SUMMARY:

**Grant Request:** \$ 13,000 reimbursable based on submitted expense receipts

**Grant Term:** Release upon grantee compliance with all grant requirements and closeout of OCR grant.

**Repayment:** Grant subject to recapture if Grantee fails to comply with grant requirements.

**Feasibility** The company has been operating since December 2024 and has had steady growth. With the implementation of efficiencies and promotional marketing efforts solid growth is expected.

**Eligibility:**

- Private for-profit business entity in Niagara County with less than 5 employees
- Business will commit at least 10% in equity
- SBDC Technical Assistance Program In Process, *must be completed for eligibility*

**National Objective:** ☐ Will create at least one FTE job made available to individuals of Low-to-Moderate-Income  
☒ Owners are Low-to-Moderate Income



## REQUEST FOR GRANT APPROVAL

### Niagara County Development Corporation Micro Enterprise Program

#### APPLICANT INFORMATION:

Grant Applicant: B's Flowers LLC  
UEID# Number: EVEXQQCRLX25  
Business Type: Fresh cut flower farm and custom floral  
Business Established: December 2022  
Business Address: 4266 Berner, Gasport NY 14067  
Email: allison@floralsbyb.com  
Phone: (716) 930-9874  
Owner(s): Allison Keitz  
Percent Ownership: 100%

#### PROJECT INFORMATION:

B's Flowers is a single member LLC that specializes in fresh cut and custom flowers. They are going into their third season. The company provides flowers and floral arranging services for a variety of events, including funerals, specialty flower orders, full-service weddings, wholesale flower orders, and flowers for other local florists across Western New York.

The business has immediate plans for flower farming to include the improvement of farming methods by adding irrigations systems, optimizing high tunnel space through succession planting, and continue to research and select the most profitable specialty cut flower species that grow well in current conditions. With an increase in farming capacity the business will be able to meet the demands for larger engagements, weddings and other events.

B's Flowers is seeking a \$21,000 microenterprise grant to purchase machinery and equipment that will allow for the minimization of labor and better efficiency with the purchase of a tractor with a front loader and a portable cooling system to allow for cooling of flowers in the warmer months.

#### CREDIT & FINANCIAL SUMMARY:

The financial projections were provided by the applicant with the assistance of the SBDC. The projections appear to be conservative with a three-year projection that shows a moderate increase in sales of 10% commensurate with earnings. The company projects a modest net profit which is consistent with their cost estimates, growth strategy and marketing efforts.

A credit report was obtained for B's Flowers LLC and the owner Allison Keitz. The business is rated as a medium risk business in regard to financial distress due to the low amount of commercial accounts and risk associated with the business type and size. The credit report obtained for the owner shows a credit score of 805 and a credit rating of Low Risk. The report indicates there are two open credit account with minimal balance and one car loan balance of \$47,000, one mortgage balance of \$72,000 and one personal loan for \$22,000. All accounts are current and in good standing. No delinquencies, bankruptcies, judgments or liens were reported.

#### SOURCE & USE OF FUNDS:

Source and Use of Funds				
Use of Funds	Estimated Project Total	Owner Equity	Other Sources	Grant Request
Working Capital	\$1,600	\$300		\$1,300
Fixtures				
Equipment	\$20,900	\$1,900		\$19,000
Inventory	\$720	\$20		\$700
Totals	<b>\$23,220</b>	<b>\$2,220</b>		<b>\$21,000</b>
	100%	10%		90%

## RISK ASSESSMENT:

### Positive Factors:

- Strategic location to receive work from Buffalo and Rochester market
- Has a base clientele to start
- Offering a wide range of unique flowers that appeal to customers, especially wholesalers
- Good marketing and advertising strategies using community events and social media
- Limited competition in the surrounding area
- Owner equity of 10% of project costs

### Negative Factors:

- Small business in rural area may limit clientele
- Will need to market in a wide area to promote business
- Operator lacks formal training in floral industry and is mostly self-taught

## GRANT RANKING CRITERIA:

Clearly Defined Project: Yes ☒ No ☐  
If Yes, Expansion ☒ or Start-up ☐

Project Industry: \_\_\_\_\_

Potential for future job creation: Yes ☒ No ☐

Minority, Woman, or Veteran Owned: Yes ☒ No ☐

Community Impact: Providing specialty flowers to a wide range of clientele from special occasions to retail florists.

Cost/Benefit:	Year One Income:	\$95,300
	Total Project Costs:	\$23,200
	Grant funds requested:	\$21,000
	Owner Equity:	10%

## GRANT SUMMARY:

**Grant Request:** \$ 21,000 reimbursable based on submitted expense receipts

**Grant Term:** Release upon grantee compliance with all grant requirements and closeout of OCR grant.

**Repayment:** Grant subject to recapture if Grantee fails to comply with grant requirements.

**Feasibility:** There is nothing in the company's historical operating performance or projections that suggests the proposed grant would produce an unreasonable return on equity or result in profitability substantially in excess of industry standards.

**Eligibility:**

- Private for-profit business entity in Niagara County with less than 5 employees
- Business will commit at least 10% in equity
- SBDC Technical Assistance Program In Process, *must be completed for eligibility*

**National Objective:** ☐ Will create at least one FTE job made available to individuals of Low-to-Moderate-Income  
☒ Owner is Low-to-Moderate Income

## REQUEST FOR GRANT APPROVAL

### Niagara County Development Corporation Micro Enterprise Program

#### APPLICANT INFORMATION:

Grant Applicant: Gerald Kunkle DBA Kunkle's Landscaping  
UEID# Number: G96YQBYEDJP5  
Business Type: Landscapers  
Business Established: July 2019  
Business Address: 6748 Errick Road, North Tonawanda NY 14120  
Email: Gjk14094@hotmail.com  
Phone: (716) 514-6430  
Owner(s): Gerald Kunkle  
Percent Ownership: 100%

#### PROJECT INFORMATION:

Kunkle's Landscaping started in 2019 and their main income came from contract work from other landscapers. They are now starting to build their own customer base through digital media, advertising signage and recommendations. The business is looking to expand by offering additional services to lawn maintenance and snow plowing including trim work, construct garden beds, top soil filling, mulching and weeding. The business has been operating with one employee so with the additional services, they will need to hire an additional landscape worker and will therefore need payroll service and workers compensation insurance. The additional equipment will be needed to support the increased services and make them more efficient.

The business is requesting \$25,000 from the NCIDA Microenterprise Assistance Program to purchase a dump insert for his truck, small equipment such as a plow blade and gas-powered leaf blower, landscaping materials and working capital including WC insurance, payroll and marketing.

#### CREDIT & FINANCIAL SUMMARY:

The financial projections were provided by the applicant with the assistance of the SBDC. The income is based on lawn maintenance, landscaping and snow plowing. The projections for the first year show a 15% increase with the new services. In year 2 and 3 they project a 10% increase in sales. The company projects a moderate net profit for the next few years.

A credit report was obtained for Kunkle's Landscaping and owner, Gerald Kunkle. The business is rated medium risk in regard to financial distress due to the low amount of commercial accounts and risk associated with the business type and size. The credit report for Mr. Kunkle shows a credit score of 641 and a credit rating of Medium Risk due to recent inquiries and recent opened finance installment accounts. The report indicates there are seven credit accounts with total balance of \$14,000. It also shows 7 loans with a total balance of \$60,000. All open accounts are current and in good standing. No bankruptcies, judgments or liens were reported.

#### SOURCE & USE OF FUNDS:

Source and Use of Funds				
Use of Funds	Estimated Project Total	Owner Equity	Other Sources	Grant Request
Working Capital	\$12,400	\$1,400		\$11,000
Fixtures				
Equipment	\$10,100	\$1,100		\$9,000
Inventory	\$5,150	\$150		\$5,000
Totals	\$27,650	\$2,650		\$25,000
	100%	10%		90%

## RISK ASSESSMENT:

### Positive Factors:

- Owner has several years of experience with landscaping and owning a business
- Has a base clientele to expand
- Offering a wide variety of landscaping services
- Additional equipment will make them more efficient
- Will hire part-time landscape worker to assist with workload and increasing customers
- Owner equity of 10% of project costs

### Negative Factors:

- Competitive Industry
- Will need to market in a wide area to promote new business
- Owner is moderate credit risk
- New equipment and employee needed to increase work load

## GRANT RANKING CRITERIA:

Clearly Defined Project: Yes ☒ No ☐

If Yes, Expansion ☒ or Start-up ☐

Project Industry: Landscape Maintenance

Potential for future job creation: Yes ☒ No ☐

Minority, Woman, or Veteran Owned: Yes ☐ No ☒

Community Impact: Provides a variety of landscaping services for residential and small business properties at reasonable prices.

Cost/Benefit:	Year One Income:	\$113,000
	Total Project Costs:	\$27,650
	Grant funds requested:	\$25,000
	Owner Equity:	10%

## GRANT SUMMARY:

**Grant Request:** \$ 25,000 reimbursable based on submitted expense receipts

**Grant Term:** Release upon grantee compliance with all grant requirements and closeout of OCR grant.

**Repayment:** Grant subject to recapture if Grantee fails to comply with grant requirements.

**Feasibility:** There is nothing in the company's historical operating performance or projections that suggests the proposed grant would produce an unreasonable return on equity or result in profitability substantially in excess of industry standards.

**Eligibility:**

- Private for-profit business entity in Niagara County with less than 5 employees
- Business expansion
- Business will commit at least 10% in equity
- SBDC Technical Assistance Program In Process, *must be completed for eligibility*

**National Objective:** ☐ Will create at least one FTE job made available to individuals of Low-to-Moderate-Income  
☒ Owner is Low-to-Moderate Income

## REQUEST FOR GRANT APPROVAL

### Niagara County Development Corporation Micro Enterprise Program

#### APPLICANT INFORMATION:

Grant Applicant: NickNats Landscaping LLC  
UEID# Number: P941XTCCAHJ5  
Business Type: Landscape Maintenance  
Business Established: April 2022  
Business Address: 2530 Niagara Falls Blvd, North Tonawanda NY 14120  
Email: Ntpd167@msn.com  
Phone: (716) 432-5916  
Owner(s): Stephen Endres  
Percent Ownership: 100%

#### PROJECT INFORMATION:

NickNats Landscaping LLC was established in 2022 and specializes in lawn and landscaping services including seasonal cleanups and specialized services such as tree work and lawn grading. To enhance its offerings, the company is expanding into concrete curbing services, adding decorative and functional landscape edging in various colors and patterns. The business was seasonal but is expanding by transitioning to year-round operations and securing a snow removal subcontract with a local construction company for maintenance of three miles of walkways for the Seneca Niagara Casino.

Nick Nats is well-positioned for growth with the addition of the concrete curbing and snow removal services to increase revenue, enhance market presence, allow year-round operations and provide greater value to customers in both Niagara and Erie County. He will be hiring a full-time, low to moderate income individual to assist with the increased workload.

The business is requesting \$25,000 from the NCIDA Microenterprise Assistance Program to purchase the specialized curbing equipment from an existing company that is closing. The equipment will make the curbing installation process efficient and ensure a cost-effective expansion.

#### CREDIT & FINANCIAL SUMMARY:

The financial projections were provided by the applicant with the assistance of the SBDC. The income is based on landscaping, curbing service and snow removal. The projections appear to be favorable within the first year of business due to the increased services and year-round transition. In years two and three they have a modest increase in sales and earnings.

A credit report was obtained for NickNats Landscaping LLC and owner, Stephen Endres. The business is rated low risk in regard to financial distress. The company has four existing equipment loans with total loan balance of \$154,000 for a tractor, tilt trailer and two Bobcats. They also have two company credit accounts with current balance of \$5,000. All loan and credit accounts in good standing. The credit report for Mr. Endres shows a credit score of 795 and a credit rating of Low Risk. The report indicates there are three credit accounts with total balance of \$8,000 along with several student loans for over \$90,000, a small balance car loan, and a home mortgage. All open accounts are current and in good standing. No bankruptcies, judgments or liens were reported.

#### SOURCE & USE OF FUNDS:

Source and Use of Funds				
Use of Funds	Estimated Project Total	Owner Equity	Other Sources	Grant Request
Working Capital				
Fixtures				
Equipment	\$35,000	\$10,000		\$25,000
Machinery				
Inventory				
Totals	\$35,000	\$10,000		\$25,000
	100%	29%		71%

## RISK ASSESSMENT:

### Positive Factors:

- Owner has several years of experience with landscaping and owning a business
- Has a base clientele to expand
- Offering a wide variety of landscaping services
- Has agreement for subcontracting snow removal for large account
- Will hire one full-time landscape worker to assist with increased services
- Owner equity of over 25% of project costs

### Negative Factors:

- Competitive Industry
- Will need to market in a wide area to promote new business
- New equipment and employee needed to increase work load

## GRANT RANKING CRITERIA:

Clearly Defined Project: Yes ☒ No ☐

If Yes, Expansion ☒ or Start-up ☐

Project Industry: Landscape and Property Maintenance

Potential for future job creation: Yes ☒ No ☐

Minority, Woman, or Veteran Owned: Yes ☐ No ☒

Community Impact: Provides a variety of landscaping services for residential and business properties along with specialty concrete curbing service.

Cost/Benefit:	Year One Income:	\$227,000
	Total Project Costs:	\$35,000
	Grant funds requested:	\$25,000
	Owner Equity:	+25%

## GRANT SUMMARY:

**Grant Request:** \$ 25,000 reimbursable based on submitted expense receipts

**Grant Term:** Release upon grantee compliance with all grant requirements and closeout of OCR grant.

**Repayment:** Grant subject to recapture if Grantee fails to comply with grant requirements.

**Feasibility:** There is nothing in the company's historical operating performance or projections that suggests the proposed grant would produce an unreasonable return on equity or result in profitability substantially in excess of industry standards.

**Eligibility:**

- Private for-profit business entity in Niagara County with less than 5 employees
- Business expansion
- Business will commit at least 10% in equity
- SBDC Technical Assistance Program In Process, *must be completed for eligibility*

**National Objective:** ☒ Will create at least one FTE job made available to individuals of Low-to-Moderate-Income  
☐ Owner is Low-to-Moderate Income