

**ESSEX COUNTY INDUSTRIAL DEVELOPMENT
AGENCY & ESSEX COUNTY CAPITAL RESOURCE CORPORATION**

Joint Application for Financial Assistance

The County of Essex Industrial Development Agency (the "Agency") is a body corporate and politic of the State of New York (the "State"), established in 1974 under section 914-a of the State General Municipal Law, and operating pursuant to the provisions of Article 18-A of the State General Municipal Law. The Essex County Capital Resource Corporation ("ECCRC") is a not for profit corporation, established in 2010 under section 1411 of the State Not-for-Profit Corporation Law. The Agency provides several forms of financial assistance under State law and pursuant to the Agency's "uniform tax exemption policy", including tax-exempt revenue bond financing, PILOT agreements, and "straight lease" agreements. ECCRC provides tax-exempt financing for economic development projects which fulfill public purpose and reduce the burden of government.

In order to be considered for the financial assistance the Agency may provide, the applicant should complete the Application in duplicate, sign and date the Application, and return the completed Application to the Agency together with a processing fee of \$1,000, or \$1,500, as appropriate.

Please answer all the questions in Parts A through D either by filling in the blanks, completing the answer in the space provided in the Application, or by attachment. Please refer to section IV of Part D of the Application for a statement of costs and fees applicable to providing financial assistance. All information submitted in the Application will be kept confidential. No Application will be considered until a fully completed and executed Application, in duplicate, is received by the Agency, together with applicable processing fees.

PART A
Applicant and Project Information

Applicant Name	The Lodge at Schroon, LLC
Address	18 Division St., Suite 401, Saratoga Springs, NY 12866
Telephone	518-584-9007
Fax	
Email	kate@springcitydev.com
Contact Name	Kate Jarosh

<input type="checkbox"/> Sole Proprietorship	<input type="checkbox"/> Corporation
<input type="checkbox"/> Partnership	<input type="checkbox"/> Not-For-Profit Corporation (see Part C)
<input checked="" type="checkbox"/> Limited Partnership	<input type="checkbox"/> Other

Federal ID # 87-4380504	
If corporation, what is State of incorporation?	N/A
Is the corporation authorized to do business in New York state? <input type="checkbox"/> YES <input type="checkbox"/> NO	

If a not-for-profit corporation, is the corporation qualified under IRS code section 501(c) 3? YES NO N/A

List names and addresses of principal shareholders or board members in case of not-for-profit:

Confidential.

List at least 3 financial references including address and telephone # and contact:

1. Adirondack Trust Co. 473 Broadway, Saratoga Springs, 518-584-5844 Mike O'Connell
2. Community Bank 422 Broadway, Ste 203, Saratoga Springs, 518-694-2983 Jeff Levy
3. M&T Bank, 327 Greak Oaks Blvd., Albany, 518-464-6145, Charles Pinckney

Attorney Firm	Law Office of M. Elizabeth Coreno
Address	63 Putnam St., Ste 202, Saratoga Springs, NY 12866
Telephone	518-421-1366
Fax	
Email	libby@corenolaw.com
Contact Name	Libby Coreno

Accounting Firm	
Address	
Telephone	
Fax	
Email	
Contact Name	

Type of Assistance Requested:

Tax-Exempt Revenue Bond Financing*	<input type="checkbox"/>
Taxable Bond Financing	<input type="checkbox"/>
Not-For-Profit Financing (see Part C)	<input type="checkbox"/>
Pollution Control Bond Financing	<input type="checkbox"/>
Straight Lease Back Transaction	<input type="checkbox"/> PILOT Agreement <input checked="" type="checkbox"/> Sales Tax Exemption <input checked="" type="checkbox"/> Mortgage Recording Tax Exemption

*Please note that for any proposed project for which tax-exempt financing is requested, the applicant will be required to complete a detailed "tax questionnaire" to determine eligibility under the Internal Revenue Code for tax-exempt financing.

If applicant is seeking PILOT Agreement, please indicate PILOT schedule:

<input type="checkbox"/> Schedule A Year 1 = 100% exemption Year 2 = 100% exemption Year 3 = 50% exemption Year 4 = 45% exemption Year 5 = 40% exemption Year 6 = 35% exemption Year 7 = 30% exemption Year 8 = 20% exemption Year 9 = 10% exemption Year 10 = 5% exemption	<input type="checkbox"/> Schedule B Year 1 = 50% exemption Year 2 = 45% exemption Year 3 = 40% exemption Year 4 = 35% exemption Year 5 = 30% exemption Year 6 = 25% exemption Year 7 = 20% exemption Year 8 = 15% exemption Year 9 = 10% exemption Year 10 = 5% exemption
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Please note:

1. Projects with a lesser economic impact based on an economic assessment will be eligible for Schedule B, (i.e. If project does not include a high level of commitment for: permanent payroll level in terms of number of jobs created, and/or number of potential spin off jobs, and/or high investment in total project, or a local business impact, and/or community investment).
2. Agency staff will calculate the amount of savings from the proposed PILOT Agreement based on the anticipated tax rates and assessed value of property at time of application and based on proposed expansion (if applicable) for each year of PILOT and for the term of the PILOT. Copy will be attached.

Identify and describe any other real property tax exemption other than that requested from the Agency the project will utilize:

At this time, and upon discussions with the Town Assessor, we will not be applying for any real property tax exemptions. If facts change, we may utilize 485-b, and only in an extreme case, would return to the Agency with a PILOT request.

Agency staff will calculate the amount of savings from the proposed PILOT Agreement based on the anticipated tax rates and assessed value of property at time of application and based on proposed expansion (if applicable) for each year of PILOT and for the term of the PILOT.

Tax Map #: 147.13-2-2.000; 147.13-5-1.000; 147.13-2-7.000

Assessment of property (now): \$6,131,700

Assessment of property (at completion): \$9,000,000

<p>If applicant is seeking usage of the Essex County IDA sales tax exemption as part of the assistance for this project, please provide an estimate of the total sales tax to be saved (i.e. equipment purchase, construction, etc.)</p>	<p>\$ 409,077</p>
<p>Items to be purchased using IDA sales tax exemption: Materials for renovation, FFE & OSE</p>	

<p>If applicant is seeking usage of the Essex County IDA mortgage recording tax exemption as part of the assistance for this project, please provide an estimate of the total to be saved</p>	<p>\$178,748</p>
<p>Amount of mortgage to be filed at Essex County Clerk's Office</p>	<p>\$14,299,859</p>

Provide a general description of the proposed project, indicating (1) location, (2) dimensions of the building or facility, (3) type of construction of the building or facility, (4) intended use of the building or facility and (5) describe any and all tenants and any/all end users: The project is in the heart of Schroon Lake, NY with direct waterfront access and is a renovation of the original Brown Swan Resort into a premier Adirondack getaway & event destination. Renovations consist of necessary code & cosmetic upgrades, taking the current 160 rooms to 69 standard rooms, 25 suites, 9 seasonal chalets, & 18 cabins/glamplng sites, all with modern Adirondack finishes. The lakefront becomes a guest swimming area, docks& picnic deck. The completed project will operate seasonally & include a 10,000 SF restaurant, theater, extensive indoor & outdoor amenities, operated by a seasoned boutique hotel operator.

Attach photograph of site or existing facility

Attach copy of preliminary plans for proposed project

If the proposed project is a manufacturing facility, briefly describe the proposed manufacturing process: N/A

Will the completion of the project result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state OR in the abandonment of one or more plants or facilities of the project applicant located within the state? YES NO

If the proposed project is a commercial facility, briefly describe the proposed retail sales operation contemplated:

The completed project will include a 10,000 SF restaurant, serving guests & the public, operated by the Resort operator.

If proposed project has economic activities that would be deemed retail, please indicate if customers personally visit the project site for either of the following:

Retail Sale YES NO

Services YES NO

If the proposed project is a dormitory, healthcare, senior housing or education which a non-for-profit corporation must engage in, briefly describe the proposed project: N/A

If the proposed project is a pollution control facility, briefly describe the type of pollution to be abated, and existing orders of environmental agencies to abate pollution: N/A

On-Site Utilities:

Water	Municipal: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO	Municipal: <input type="checkbox"/> YES <input type="checkbox"/> NO
Sewer	Other: Municipal	Other:
Electric	Supplier: National Grid	
Natural Gas N/A	Supplier: Propane supplied by private vendor.	

Indicate the current legal owner of the building or site or the proposed project:

Word of Life Fellowship Inc.

Applicant is under Purchase & Sale Agreement with owner to close in April 2022.

Indicate any existing or proposed leases for the proposed project and provide a copy of such lease: N/A

Indicate any purchase option agreement relating to the proposed project and provide a copy of the purchase option agreement:

Applicant is under Purchase & Sale Agreement with owner to close in April 2022.

Indicate any litigation or controversy regarding (1) title to the site or building to be acquired, constructed or improved, (2) conditions on or under the site including environmental or hazardous waste conditions, (3) the financial condition of the Applicant or any entity controlling the Applicant or any entity which the Applicant control, and (4) the general operations of the Applicant.

Applicant has followed standard site investigation processes, including environmental Phase 1/Phase 2.

If the applicant is or is controlled by a corporation or by a person or entity which is a majority shareholder in a corporation listed on a national stock exchange, please provide a copy of the annual report (including certified financial statements) of such corporation for its two (2) most recent fiscal years. N/A

Annual Report (including financials) attached

Employment:

CURRENT	YEAR 1	YEAR 2
full-time employees: 0	projected FT additional: 18	projected FT additional: same level
part-time employees: 0	projected PT additional: 17	projected PT additional: same level
seasonal employees: 0	projected S additional: 7	projected S additional: same level
TOTAL: 0	TOTAL: 42	TOTAL: same level

Current Annual Payroll	\$ 0
Estimated Payroll for Year 1	\$ 1,057,000
Estimated Payroll for Year 2	\$ 1,080,000

Of New Jobs Per Month:

MONTH	YEAR 1	YEAR 2
January	3	
February		
March	9	
April	23	
May	7	
June		
July		
August		
September		
October		
November		
December		

CATEGORY OF JOBS TO BE RETAINED	AVERAGE SALARY	AVERAGE FRINGE BENEFITS
Management	\$ N/A	\$
Professional	\$	\$
Administrative	\$	\$
Production	\$	\$
Independent Contractor	\$	\$
Other:	\$	\$
CATEGORY OF JOBS TO BE CREATED	AVERAGE SALARY	AVERAGE FRINGE BENEFITS
Management	\$ 66,000	\$ TBD
Professional	\$ 49,833	\$ TBD
Administrative	\$ 30,000	\$ TBD
Production	\$ 27,000	\$ TBD
Independent Contractor	\$	\$
Other: seasonal staff	\$15,000	\$ TBD

Indicate labor market area in which the project is located and where employees may reside and commute to work (county or town):

The project is located in the North Country of NYS. The goal is to add to the local work-force, therefore the operator will likely be hiring employees mostly from the Town of Schroon & surrounding Essex County, and neighboring Warren, Washington, & possibly Hamilton counties.

Will any construction jobs to created or retained as a result of this project? If so, how many?	25
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Project Costs:

Land	\$4,254,982
Improvements to Land (other than site work)	\$
Site Work:	
Materials	\$ 2,000,000
Labor	\$
Building Construction:	
Materials	\$ 2,597,587
Labor	\$ 5,593,576
Machinery & Building Fixtures	\$2,106,800
Equipment	\$
Legal Fees (excluding financing costs)	\$150,000
Architect & Engineering Fees	\$320,874
Financing Costs (including transaction legal counsel)	\$ 787,102
Working Capital	\$802,450
Other: soft costs associated with development/pre-opening	\$1,815,000
TOTAL	\$ 20,428,371

Project Financing:

Total Amount to be Financed	\$14,299,859
Term of Financing	5 years
Indicate the name, address, telephone, fax, email and contact person of the financial institution where the applicant is seeking financing: Adirondack Trust Company, 473 Broadway, Saratoga Springs, NY 12866 Mike O'Connell 518-584-5844	
Has the applicant received a written commitment from the financial institution to finance the proposed project? <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Term sheet. Commitment letter will follow appraisal. <input type="checkbox"/> Commitment Letter attached	
Would the applicant like the Agency's assistance in obtaining a financial institution to assist in the financing of the proposed project? <input type="checkbox"/> YES* <input checked="" type="checkbox"/> NO <small>*If so, an additional \$500 processing fee is payable to the Agency</small>	

Source of Funds:

Bank Financing	\$11,449,859
Equity	\$ 4,878,511
Tax Exempt Bond Issuance	\$
Taxable Bond Issuance	\$
State or Federal Grants	\$ 4,100,000 <small>**Reimbursable grant applied for. Cost paid by bank financing ahead of reimbursement to recognized as equity</small>
Tax Credits	\$
Other:	\$
TOTAL	\$ 20,428,371

Indicate source of owner equity in project:
 Personal funds.

Indicate any contribution of funds from an equity offering or venture capital funding for the proposed project:
 N/A

For a manufacturing facility only, please indicate the dollar value of “capital expenditures” (as determined in accordance with the provisions of the Internal Revenue Code) that the applicant or entity related to or controlled by the applicant, has expended within the County of Essex during the past three (3) calendar years?
 N/A

Indicate the proposed date for commencement of construction or acquisition of the proposed project, assuming financing of the proposed project is available to meet the

applicant's schedule	April 2022
Indicate a schedule for the application of proceeds of financing and other moneys to acquire, construct, and equip the proposed project to completion	Throughout project
Indicate the date on which the completed project is expected to be first placed in service	May 2023

Indicate whether or not the Project would be likely to occur without the assistance of the Agency, and, if it could, please provide a statement indicating why the Project should be undertaken by the Agency.

Given the current fluxuations in construction materials costs, the application of sales tax and mortgage tax abatement is key to this project moving forward.
The Agency should undertake this Project as it:

- *Increases tourism & discretionary spending in Essex County, increasing sales tax revenue
- *Increases occupancy tax to Essex County
- *Puts property back on the assessment roll, increasing tax revenue to the Town & County
- *Creates jobs in a wide range of sectors & skill levels.

Environmental Compliance Review

Has the applicant retained an environmental engineer to assist with the environmental review compliance procedures relating to the proposed project?
 YES NO

If so, please provide the name, address, telephone, fax, email and contact person of the firm:

CT Male
50 Century Hill Drive, Latham, NY 12110
518-786-7551
Aimee Smith

If not, would the applicant like the Agency's assistance in obtaining the services of an environmental engineer? YES* NO
*If so, an additional \$500 processing fee is payable to the Agency

If an environmental assessment form or a draft environmental impact statement has been prepared by the applicant, please attach a copy of the completed form to the Application.
 Attached

To the knowledge of the applicant, has there ever been any toxic or hazardous waste materials located or stored on the site of the proposed project site, or has any activity ever been conducted on the site of the proposed project which could be expected to generate toxic or hazardous waste material? YES NO

For a proposed project located in the Adirondack Park, has the applicant received the permission of the Adirondack Park Agency to acquire and construct the proposed project? YES NO

If not, when does the applicant expect to receive such permission?

APA has been consulted, toured site & scope of project likely does not require permit.

Attach copy of APA permit if applicable

PART C

Is the company a not-for-profit corporation qualified under Section, 501(c) 3 of the Internal Revenue Code? YES NO

If yes, attach copy of IRS designation letter

Does the project fulfill a public purpose for Essex County or a municipality within Essex County?

The project continues vibrancy of downtown Schroon Lake, creates jobs, increases sales & occupancy revenues & puts a property back on the assessment roll creating property tax revenue.

What are the economic development aspects of the project?

The project takes an underutilized property & creates a vibrant hospitality project, with a restaurant open to the public, driving sales & occupancy tax revenue, creating jobs, link-ing the Region's educational institutions to workforce opportunities & putting a property back on the assessment roll increasing property tax revenue for the Town of Schroon & Essex County.

Are there serious policy or potential issues which may preclude the project being financed by a municipality or Essex county? N/A

- As recommended by the Office of the State Comptroller, the Agency will require the inclusion of recapture provisions in project agreements to allow the Agency to recoup, in coordination with the NYS Department of Finance and Taxation and pursuant to Agency policies, some or all of previously granted benefits if job creation/retention goals or other terms of the agreements are not met. By signing this application, the applicant acknowledges that:
- the submission of any knowingly false or misleading information may lead to immediate termination or recapture of tax benefits;
- the applicant is in compliance with the anti-pirating provisions of Section 862 (1) of the General Municipal Law.
- the owner, occupant or operator to receive financial assistance is in substantial compliance with state, local and federal tax, worker protection and environmental laws.
- the Agency will conduct a cost/benefit analysis to determine whether the project will (i) create or retain employment, (ii) stimulate private sector investment, (iii) be completed in a timely fashion, and (iv) provide additional revenues for municipalities and school districts.
- upon completion, the Agency a least annually will assess the progress of the project in achieving job retention and/or expansion and investment in Essex County.

PART D
Certification

Alfro Bonacio Jr (name of chief executive officer of company)
deposes and says that he/she is the managing member (title) of
The Lodge at Schroom LLC (name of Applicant); that he/she has read the
foregoing Application and knows the contents thereof, that the same is true to
his/her knowledge.

The grounds for deponent's belief relative to all matters in the Application which are not stated upon his/her own personal knowledge, are investigations which deponent has caused to be made concerning to subject matter of the Application, as well as information acquired by deponent in the course of his/her duties as an officer of and from the books and papers of said corporation or other entity.

As an officer of the applicant deponent acknowledges and agrees that the applicant shall be and is responsible for all costs incurred by the County of Essex Industrial Development Agency (the "Agency") and legal counsel for the Agency, whether or not the application, the proposed project it describes, the attendant negotiations, or the issue of bonds or other transaction or agreement are ultimately ever carried to successful conclusion.

By executing and submitting this application, the applicant covenants and agrees to pay the following fees to the Agency, the same to be paid at the times indicated:

- (a) The sum of \$1,000 as a non-refundable processing fee, plus the sum of \$500 if Agency assistance in retaining professionals if requested, to be paid upon submission of the Application;
- (b) The sum of:
 - 0.75% on the first \$10 million of project financing
 - 0.50% on the next \$11 million to \$20 million
 - 0.25% on the next \$21 million to \$30 million
 - 0.125% on the next \$31 millionfor which the Essex County IDA provides financial assistance, to be paid at transaction closing;
- (c) An amount equal to \$2,500 payable to the Agency's bond/transaction counsel for the preparation and review of the inducement resolution, the environmental compliance resolution, TEFRA hearing proceedings and the "tax questionnaire" assuming no further activity occurs after completion of inducement proceedings, to be paid within ten (10) business days of the receipt of bond/transaction counsel's invoice;
- (d) All fees, costs and expenses incurred by the Agency for (1) legal services, including but not limited to those provided by the Agency's general counsel (Briggs Norfolk) and bond/transaction counsel (Squires Sanders), and (2) other consultants retained by the Agency in connection with the proposed project; with all such charges to be paid by the applicant at the closing or, if the closing does not occur, within ten (10) business days of receipt of the Agency's invoices therefore (Please note that the applicant is entitled to

- receive a written estimate of fees and costs of the Agency's general counsel and bond/transaction counsel prior to inducement);
- (e) The cost incurred by the Agency and paid by the applicant, including bond/transaction counsel and the Agency's general counsel's fees and the processing fees, may be considered as a costs of the project and included in the financing of costs of the proposed project.

The applicant further covenants and agrees that the applicant is liable for payment to the Agency of all charges referred to in section above, as well as all other actual costs and expenses incurred by the Agency in handling the application and pursuing the proposed project notwithstanding the occurrence of any of the following:

- (a) The applicant's withdrawal, abandonment, cancellation or failure to pursue the Application;
- (b) The inability of the Agency or the applicant to procure the services of one or more financial institutions to provide financing for the proposed project;
- (c) The applicant's failure, for whatever reason, to undertake and/or successfully complete the proposed project; or
- (d) The Agency's failure, for whatever reason, to issue tax-exempt revenue bonds in lieu of conventional financing.

The Lodge at Schroon, LLC
(name of corporation or entity)

[Signature]
(name of officer)

managing member
(title)

NOTARY

Sworn to before me this 10th day of February 2022

[Signature]
(Signature)



PART E

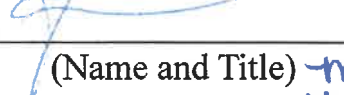
As a condition to issuing financial assistance for the proposed project, the County of Essex Industrial Development Agency (the "Agency") is required by the Office of the New York State Comptroller ("OSC") to obtain the following supplementary information on an annual basis from the applicant during the term of project:

1. Outstanding balance at beginning and end of the year and principal payments made during the year for tax-exempt and taxable bond financing (if applicable)
2. Current interest rate (for adjustable rate bonds, the interest rate at year end)
3. PILOT payments including real estate tax exemptions for county, local (city, town, village, fire district) and school district taxes.
4. Annual Sales Tax Filings: In accordance with Section 874(8) of the NY General Municipal Law, the applicant understands and agrees, that if project receives any sales tax exemptions as part of the financial assistance from the Agency, in accordance the applicant agrees to file with the NYS Department of Taxation and Finance, the annual form (ST-340) describing the value of all sales tax exemptions claimed by the applicant and all consultants or subcontractors retained by the applicant. Copy of the report will be sent to the Agency.
5. Employment Reporting: The applicant understands and agrees that if the project receives any financial assistance from the Agency, at least annually or otherwise requested by the Agency, reports regarding the number of people employed at the project site, salary, fringe benefits, etc. will be sent to the Agency within 30 days of request. Report will include copies of latest NYS-45 report.

The information requested above is required by February 15th of each succeeding year and should be submitted in writing to the Agency at its office at PO Box 217, 7566 Court Street, Elizabethtown, New York 12932. Failure to provide requested reports shall be an event of default of the terms and conditions of the agreement.

The applicant, through its signing officer, certifies that it has reviewed, understands and will comply with the above, as required by OCS.

The Lodge at Schroon, LLC
(Company)

By: 
(Name and Title) managing member

Date: 2/10/22

Development Summary

The Brown Swan Resort



Presented by:

February 2022

TABLE OF CONTENTS

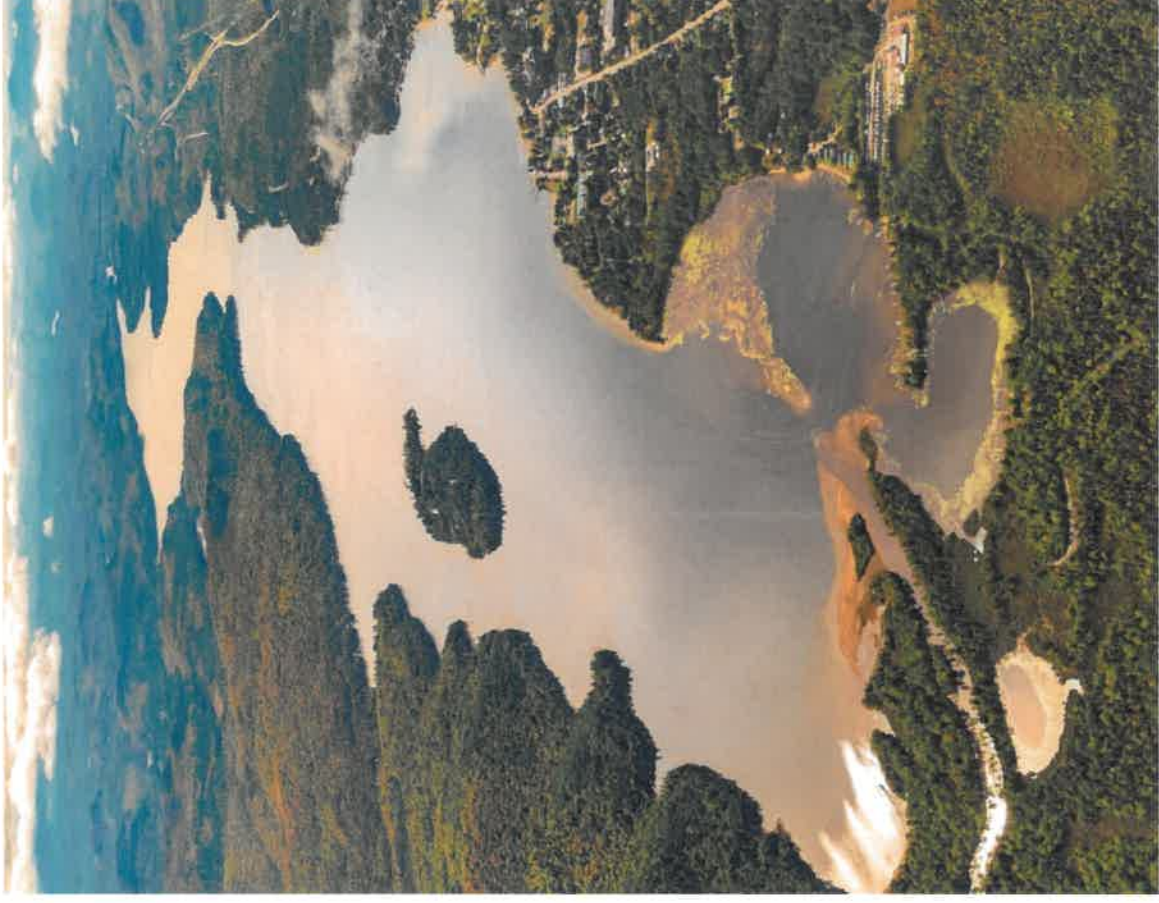
Executive Summary

Location

Location – Existing Conditions

Development Sources & Uses

Employment Projections



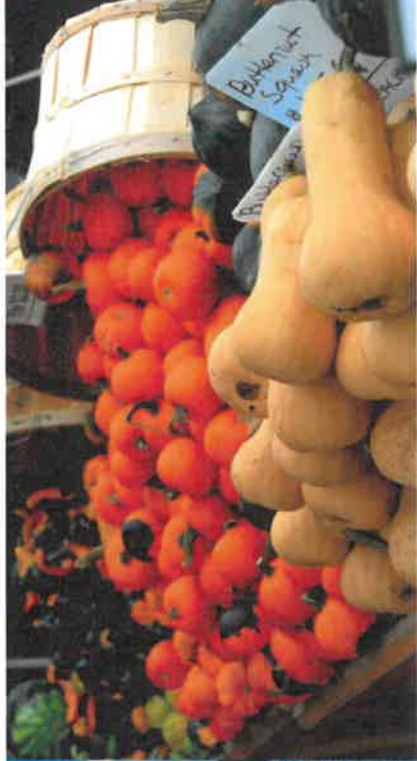
EXECUTIVE SUMMARY

The Brown Swan Resort is a culmination of several years of searching for the perfect location, project conceptualization, market due-diligence, and programing considerations. The resort sits on the edge of the charming Village of Schroon Lake on +/-34 acres and includes direct waterfront access with beachfront on Schroon Lake. The vast majority of the hospitality buildings offer unparalleled views of Schroon Lake and the Adirondacks.

The resort will feature a stand-alone restaurant/event space in the historic Brown Swan Club House, a performance theater, an indoor and outdoor pool, fitness center, indoor amenity space, waterfront beach with a marina, recreational courts/sports field, mini golf, and a playground. Overnight accommodations are anticipated to include 69 standard hotel rooms, 25 suites, 9 seasonal single-family chalets, and a combination of 18 seasonal cabins or glamping sites.

The Brown Swan Resort is anticipated to be semi-seasonal destination and will be open from May 1st to November 30th in its first year of operations. Starting in year 2 it is anticipated that the main hotel lodging will stay open until January 31st. The seasonal chalets, cabins, and glamping sites will be open from May 1st -Columbus day weekend only.

Situated on Schroon Lake, the location is ideal for those travelers looking to experience a true Adirondack getaway. Seasonal activities include, fishing, boating, paddling, hiking, golfing, skiing, snowtubing, and snowmobiling. With the Schroon Lake Golf Course practically in the resort's backyard, and both West and Gore Mountain within a 45-minute drive, there is no end to the year-round activities that can be enjoyed.



LOCATION

The Brown Swan Resort is conveniently located just off 1-87 on Route 9. The resort abuts with the Village of Schroon Lake with its charming coffee shops, restaurants, retail, town park, and beach. Just around the corner on Hoffman Rd is the Schroon Lake Golf Club and the Schroon Lake Ski Tow, perfect for the beginner skier or tubing enthusiast.

The resorts' central location right on Schroon Lake, along with its proximity to other Adirondack destinations, allow it to be positioned perfectly to appeal to those vacationers looking to take advantage of all that the Great Adirondacks has to offer.

Select nearby attractions include the following:

Shopping:

- Schroon Lake Village - 1 minute
- Lake George Village - 30 minutes
- Lake George Outlets / French Mountain Commons - 35 minutes
- Lake Placid - 60 minutes

Hiking

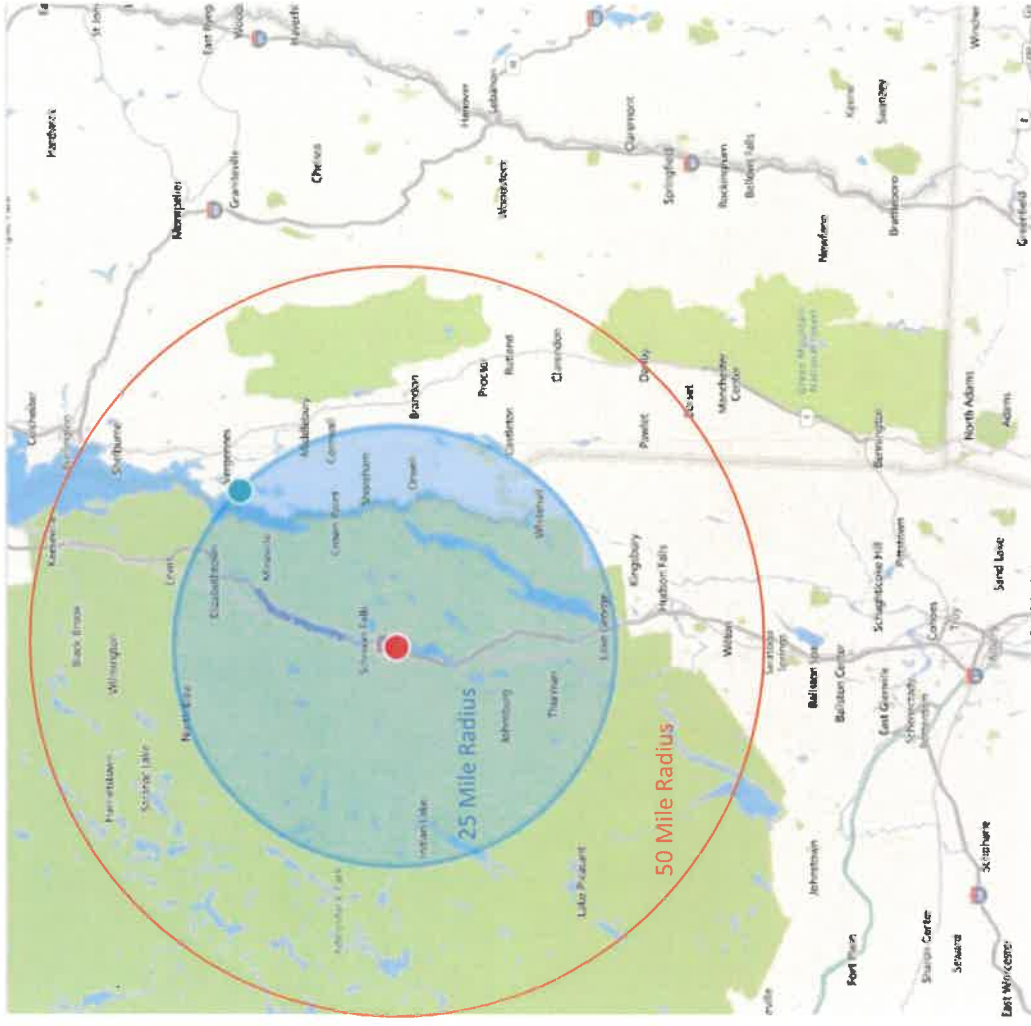
- Pharoan Mountain - 11 minutes
- Natural Stone Bridges and Caves - 15 minutes
- Crane Mountain - 10 minutes
- Mt. Marcy - 40 minutes

Adventure / Sporting activities

- Schroon Lake Golf Club - 3 minutes
- Ticonderoga Golf Course - 30 minutes
- Great Escape, a Six Flags Theme Park - 40 minutes
- Magic Forest & Dino Roar Valley - 34 minutes
- Adirondack Adventure Center (River Tubing, Whitewater Rafting, Treecrop Adventures) - 40 minutes
- West Mountain (Aerial Treemap Adventure and Mountain Biking Trails) - 45 minutes
- Saratoga Racetrack - 60 minutes

Downhill Skiing

- Schroon Lake Ski Tow - 5 minutes
- Core Mountain - 35 minutes
- West Mountain - 45 minutes
- Oak Mountain - 60 minutes
- Whiteface Mountain - 80 Minutes



LOCATION- EXISTING CONDITIONS

The Brown Swan Resort is situated on +/- 34 acres with just under an acre of waterfront property. The property has recently operated under Word of Life as The Lodge for the past 68 years as a Family retreat center and features several historic buildings that date back to the original Brown Swan Club in 1917. Plans are to repair and upgrade the site itself with utility upgrades, lighting, landscaping, roadway repairs, additional parking ,new ball courts and recreational field, a central playground and outdoor pool. The existing buildings will undergo extensive improvements that will include the renovation of 69

of the single hotel rooms and the conversion of 50 existing hotel homes into 25 guest suites. The 9 existing chalets overlooking the lake will be renovated into single family hotel units and 8 of the existing cabins onsite will be renovated for 3 season use as well as 10 sites to be identified as new glamping pad sites with a full deck and glamping tent set up. The lakefront deck and beachfront will be renovated and will feature a roped off swimming area and a marina with docks that are available for guests to use for their own watercraft while staying onsite. Guests will also have the option to rent one of the resorts watercraft for part of, or all of the day.



- A. Dining Room
- B. Wilkins Motel Rm 138-162
- C. McHenry's Hall
- D. Journey's End Rm 85-77
- E. Lane Hall Rm 86-94
- F. Shop Rm 56-59
- G. Staff Offices
- H. Maintenance/Boat Loft
- I. STC Office
- J. Kiosk/Store
- K. Frisbee Skiers
- L. Campfire Meeting Site
- M. First Golf Tees
- N. Gaga Ball Pit & Climbing Tower
- O. Miniature Golf
- P1-P5. Parking Lots
- Q. Lodge Basketball Court & Soccer Field
- R. Bookstore
- S. Hillside Hall
- T. Conference Center Rooms - 400-425
- U. Conference Center Rooms - 300-308
- V. High Preiss Loops
- 1. Algonquin Lodge 185-186
- 2. Chippewa Lodge 187-188
- 3. Chippewa Lodge 189-191
- 4. Ironstone Lodge 172-174
- 5. Mercy Lodge 175-177
- 6. Mackinac Lodge 178-180
- 7. Rocky Peak Lodge 181-183
- 8. Severance Lodge 184-186
- 9. Wilderness Lodge 187-189
- W. First Lawn
- X. The Island Boat Dock
- Y. Boat & Ski Dock

DEVELOPMENT COST SUMMARY

Development Cost Summary - Uses	
Uses:	
Property Cost	\$ 4,254,982
Hard Costs - Construction	\$ 10,417,040
Development Fees	\$ 1,635,000
Site & Design	\$ 262,000
Misc Engineering	\$ 58,874
Municipal Fees	\$ 185,263
Bank/ Finance Costs & Interest Reserve	\$ 791,088
Management /Op Expenses	\$ 802,450
FFE	\$ 2,290,000
Marketing/Advertising	\$ 250,000
Soft Cost Contingency	\$ 50,000
Total Uses	\$ 20,996,696

Development Cost Summary - Sources	
Sources:	
IDA Tax Abatement (Sales & Mortgage)	\$ 406,045
Debt	70%
Mortgage	100% \$ 14,413,455
Equity	30%
	\$ 6,177,195
Total Sources	\$ 20,996,696



EMPLOYMENT PROJECTIONS

Resort Operations- Estimated Employees

Position	Number of Employees in Position	Position Type	Benefits	Estimated Salary per employee	Total Salary for positions
General Manager	1	FT	Y	\$100,000	\$100,000
Director of Sales/ Marketing	1	FT	Y	\$58,000	\$58,000
Sales Coordinator	1	FT	Y	\$35,000	\$35,000
Front Desk Manager	1	FT	Y	\$40,000	\$40,000
Front Desk	3	FT	Y	\$30,000	\$90,000
Front Desk	1	PT	N	\$15,000	\$15,000
Executive Housekeeper	1	FT	Y	\$40,000	\$40,000
Housekeeping	2	FT	Y	\$30,000	\$60,000
Housekeeping	2	PT	N	\$15,000	\$30,000
Laundry	1	FT	Y	\$30,000	\$30,000
Kitchen - Head Chef	1	FT	Y	\$80,000	\$80,000
Kitchen - Cooks	2	FT	Y	\$32,000	\$64,000
Kitchen - Dishwasher/ help	4	PT	N	\$15,000	\$60,000
Servers - Restaurant	6	PT	N	\$9,000	\$54,000
Servers- Banquet/Event	4	PT	N	\$9,000	\$36,000
Bartenders	2	FT	Y	\$40,000	\$80,000
Maintenance Manager	1	FT	Y	\$45,000	\$45,000
Maintenance Staff	1	FT	Y	\$35,000	\$35,000
Seasonal Staff (Marina, Golf Carts, Etc)	7	PT	N	\$15,000	\$105,000
Total Full Time Employee	18				
Total Part Time Employee	24				



February 16, 2022

Kate Jarosh
Asset Manager
The Lodge at Schroon, LLC
18 Division Street – Suite 401
Saratoga Springs, NY 12866

Subject: The Lodge at Schroon Lake

Dear Kate,

This letter will confirm Hay Creek Hotels operational involvement with the Lodge at Schroon Lake.

Specifically, Hay Creek Hotels has executed a Hotel Management Agreement (HMA) with The Lodge at Schroon, LLC to engage our company to provide technical services consulting and pre-opening services during the development and construction phase, then full management services upon the completion of construction.

Hay Creek Hotels will provide long term day to day management of the hotel and related food and beverage operation for the duration of the HMA. Our development team is currently actively engaged in the project with representatives of The Lodge at Schroon, LLC and is providing insight on all hotel related operational planning and direction.

Best regards,

Daniel J. Mahoney

Daniel J. Mahoney
Senior Vice President Development & Strategic Planning



• MICHAEL S. BORGOS, ESQ.
• MARK S. DEL SIGNORE, ESQ.

82 Glenwood Avenue
Queensbury, New York 12804
ph: 518-783-4900 fax: 518-789-4902
email: mborgos@bordslaw.com
email: mdel Signore@bordslaw.com

February 18, 2022

Essex County Industrial Development Agency
7566 Court Street
Elizabethtown, New York 12936

Re: Word of Life Fellowship, Inc. to The Lodge at Schroon LLC
Property: 210 Registration Way and US Route 9, Schroon Lake, New York

Dear Sir/Madam:

Our office represents Word of Life Fellowship, Inc. in a real estate transaction to sell a 35.7 ± acre parcel to The Lodge at Schroon LLC. The parties are currently under contract and expect the closing to take place imminently.

Thank you.

Sincerely,
BORGOS & DELSIGNORE, P.C.

BY:


Mark S Del Signore

MSD/lmb