

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

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 INFORMATION

Applicant Name	ADK Gateway Inc.
Address	4010 Blue Ridge Road, North Hudson NY 12855
Telephone	518-354-3144
Fax	
Email	exit29sunoco@gmail.com
Contact Name	Muhammad (Mo) Ahmad

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

Federal ID #	83-1078698
If corporation, what is State of incorporation?	New York
Is the corporation authorized to do business in New York state? <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO	

If a not-for-profit corporation, is the corporation qualified under IRS code section 501(c) 3? <input type="checkbox"/> YES <input type="checkbox"/> NO	
<input type="checkbox"/> If yes, attach copy of IRS designation letter	

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

List at least 3 financial references including address and telephone # and contact:
1. Arrow Bank, Main St. Schroon Lake NY- Donna Senneville Ph: 518-532-7121
2. Berkshire Bank, 183 Quaker Rd, Queensbury NY- Jennifer White Cell: 954-994-9437
3.

Attorney Firm	Paul Roalsvig Esq.
Address	P O Box 261, Schroon Lake NY 12870
Telephone	518-588-1094
Fax	
Email	proalsviglaw@gmail.com
Contact Name	Paul Roalsvig

Accounting Firm	Accu Business Consultant Inc.
Address	333 Conklin Street, Unit C, Farmingdale, NY 11735
Telephone	212-684-6440
Fax	212-684-6270
Email	accu@accubusiness.com
Contact Name	Muhahmmad Aamir Yaqoob

PART B
ASSISTANCE REQUESTED

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 checked="" 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 checked="" 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:

N/A

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 #: 154200 125.1-1-22.000

Assessment of property (now): \$826,400

Assessment of property (at completion): \$3,826,400

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.)

~~272,000~~
\$ 382,400

Items to be purchased using IDA sales tax exemption:

Construction: Paving & Lining, Sub Grade / Curbing, Exterior Façade, Exterior Lighting
New well/ Septic, storm-water infrastructure, Interior remodel, Truck stop amenities
Equipment: Pumps/ canopies, Tanks in place, POS systems, Security system, Fast food equipment, Maintenance equipment, Generator

Attach copy of construction budget/taxable purchases

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

~~101,625~~
\$ 64,125

Amount of mortgage to be filed at Essex County Clerk's Office

\$ ~~4,065,000~~

PART C

* 5,130,000
bank+GAP financing

PROJECT INFORMATION

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:

Location: 4010 Blue Ridge Road, North Hudson NY

Dimension of the building: 20, 000 sq. ft with 50 acres of land

Type of the facility: Timber A-Frame building

Use of the facility: Travel Center/ Truck stop

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:

Plans are to transform the iconic A-frame building with its 20,000+ sq ft floor plan, along with its 50 acres into one-of-a-kind year around Travel Plaza. With the completion of the Travel Plaza, the iconic A-Frame complex will be capable of serving hundreds of travelers daily both commercial and public to experience the Gateway to the Adirondacks.

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 type="checkbox"/> YES <input checked="" type="checkbox"/> NO	Municipal: <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO
Sewer	Other: Well water	Other: In ground septic and leach system
Electric	Supplier: National grid	
Natural Gas	Supplier: Superior plus Energy	

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

ADK Gateway Inc,

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:

N/A

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.

N/A

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.

Annual Report (including financials) attached

PART D
PROJECT EMPLOYMENT

*A full-time position/employee is an employee who works 35 hours per week or more or 1,820 hours per year.

CURRENT	
full-time employees	4
part-time employees	2
seasonal employees	2
TOTAL:	8
<p>■ Copy of last quarterly NYS-45 to verify employment must be included</p>	

* Frontier Town Gateway
has existing employees
+ employees from Ateeze Enterprises
+ new employees 27 FTE

Current Annual Payroll	\$77,440
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POSITION	# OF EMPLOYEES	POSITION TYPE	ANNUAL SALARY OR HOURLY WAGE	BENEFITS
		<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
		<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
		<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
		<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
		<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
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		<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
		<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
		<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO

If you have seasonal employees (currently) please provide summary of months to which seasonal employees will be needed and how you intend to fill those jobs:

Projected NEW Employment:

PROJECTED NEW	YEAR 1	YEAR 2
full-time employees	16	20
part-time employees	8	10
seasonal employees	4	4
TOTAL:	28	34

see attached labor & payroll assumptions

Projected NEW Payroll	\$1,165,880 *1,432,760
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POSITION	# OF EMPLOYEES		POSITION TYPE	ANNUAL SALARY OR HOURLY WAGE	BENEFITS
			<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
			<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
			<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
			<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
			<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
			<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
			<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
			<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
			<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
			<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO
			<input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME		<input type="checkbox"/> YES <input type="checkbox"/> NO

Employment Summary:

CURRENT	
full-time employees	4
part-time employees	2
seasonal employees	2
TOTAL	
PROJECTED NEW	
full-time employees	16
part-time employees	8
seasonal employees	4
TOTAL	36

labor and payroll assumptions attached

Estimate the number of residents of the region or labor market area that would fill the projected NEW jobs:

If construction/demolition/renovation is proposed in project, how will contractors be selected and project contracts awarded?

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

PART E
PROJECT COSTS/FINANCING

new business plan attached

Project Costs:

Land	\$0
Improvements to Land (other than site work)	\$650,000
Site Work:	
Materials	\$1,200,000
Labor	\$
Building Construction:	
Materials	\$200,000
Labor	\$
Machinery & Building Fixtures	\$1,150,000
Equipment	\$175,000
Legal Fees (excluding financing costs)	\$15,000
Architect & Engineering Fees	\$50,000
Financing Costs (including transaction legal counsel)	\$50,000
Working Capital	\$500,000
Other:	\$340,000
TOTAL	\$4,330,000 \$5,457,000

Project Financing:

Total Amount to be Financed	\$3,415,000 \$4,780,000
Term of Financing	20 year
Indicate the name, address, telephone, fax, email and contact person of the financial institution where the applicant is seeking financing:	
<p>Has the applicant received a written commitment from the financial institution to finance the proposed project? <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO</p> <p><input type="checkbox"/> Commitment Letter attached</p>	
<p>Would the applicant like the Agency's assistance in obtaining a financial institution to assist in the financing of the proposed project? <input checked="" type="checkbox"/> YES* <input checked="" type="checkbox"/> NO</p> <p><i>working with bank Trustco Bank</i></p>	
*If so, an additional \$500 processing fee is payable to the Agency	

3/29/2026 update via email

Source of Funds:

Bank Financing	\$ 3,415,000	* 4,780,000
Equity	\$ 265,000	* 327,000
Tax Exempt Bond Issuance	\$	
Taxable Bond Issuance	\$	
State or Federal Grants	\$	
Tax Credits	\$	
Other:	\$ 650,000	* 350,000 GAP financing
TOTAL	\$ 4,330,000	* 5,457,000

Indicate source of owner equity in project:

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	08/01/2026
Indicate a schedule for the application of proceeds of financing and other moneys to acquire, construct, and equip the proposed project to completion	05/01/2026
Indicate the date on which the completed project is expected to be first placed in service	10/01/2026

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.

Adirondack Travel Plaza (ATP) project, would not be likely to occur without the assistance of the Agency. ATP project with its awarded funding requested, will maintain current jobs and create approximately 30 additional full-time employees ranging from entry level positions to skilled team leaders along with management professionals.

PART E
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:
 Logic Environmental, Inc. 33090 Kori Road, ste.8, Jacksonville, FL 32257
 Killian Mohre Ph:770-817-0212

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?

03/01/2026

Attach copy of APA permit if applicable

PART F
PROJECT IMPACT

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

Yes-

With the resurrection of the iconic A-Frame and the history of "Frontier Town" Theme Park, many visitors will feel a rush of nostalgia and appreciation for our preservation efforts. Once completed, as a year-round economic engine, ATP will serve as a "new gateway hub" that will promote an unforgettable experience from a short pit-stop to an overnight stay. ATP's project will provide additional revenues via sales tax collection and property taxes that will

What are the economic development aspects of the project?

Once completed Adirondack Travel Plaza will create approx. 30 new jobs that in result strengthen our community and help stimulate the regional economy encompassing 5-township areas within Essex County, NY. ATP will work with local and state agencies to foster a business environment that provides residents with the opportunity to enter the workforce and provide North Country residents with the tools they need to overcome economic barriers and fully participate in the North Country's economic revitalization.

Are there serious policy or potential issues which may preclude the project being financed by a municipality or Essex County?

N/A

PART G **CERTIFICATION**

- T/suspension/discontinuanceall ,in coordination with the NYS Department of Finance and Taxation and pursuant to Agency policies, some or all of .
- T.T
- 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.

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 total project
0.50% on the next \$11 million to \$20 million
0.25% on the next \$21 million to \$30 million
0.125% on the remaining amount of total project
for which the Essex County IDA provides financial assistance, to be paid at transaction closing;
- (c) 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 Law Firm LLP) and bond/transaction counsel (Squires Patton Boggs), 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.

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.

Muhammad Ahmad (name of chief executive officer of company) deposes and says that he/she is the President (title) of ADK Gateway Inc. (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 applicant, through its signing officer, certifies that it has reviewed, understands and will comply with the above as required.

Date: 01/23/2026

Labor and Payroll Assumptions

"Season"	Hourly Rate	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	TOTAL
		Low	Low	Low	Low	Mid	High	High	High	Mid	Mid	Low	Mid	
General Manager	\$ 40.00	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 81,600
Business Office Mgr.	\$ 30.00	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 61,200
accounting clerk	\$ 20.00	\$ -	\$ -	\$ -	\$ -	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 27,200
Quality & Maint. Mgr.	\$ 30.00	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 61,200
Maint. labor	\$ 18.00	\$ -	\$ -	\$ -	\$ -	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ -	\$ -	\$ 18,360
Janitor 1	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
Janitor 2	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
Janitor 3	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
Janitor 4	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
Food svc. Mgr. 1	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
Food svc. Mgr. 2	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
Food svc. Mgr. 3	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
Food svc. Mgr. 4	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
OSR Team 1 (3 mbrs)	\$ 20.00	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 122,400
OSR Team 2 (3 mbrs)	\$ 20.00	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 122,400
OSR Team 3 (3 mbrs)	\$ 20.00	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 122,400
OSR Team 4 (3 mbrs)	\$ 20.00	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 10,200	\$ 122,400
Seasonal Help	\$ 20.00	\$ -	\$ -	\$ -	\$ -	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ -	\$ -	\$ 20,400
Seasonal Help	\$ 20.00	\$ -	\$ -	\$ -	\$ -	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ -	\$ -	\$ 20,400
Retail Shift Mgr. 1	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
Retail Shift Mgr. 2	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
Retail Shift Mgr. 3	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
Retail Shift Mgr. 4	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
cashier 1	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
cashier 2	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
cashier 3	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
cashier 4	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
TOTAL PAYROLL		\$ 112,200	\$ 112,200	\$ 112,200	\$ 112,200	\$ 125,460	\$ 125,460	\$ 125,460	\$ 125,460	\$ 125,460	\$ 125,460	\$ 115,500	\$ 115,500	\$ 1,432,760

*Summer extended hours help

*Summer extended hours help

Adirondack TRAVEL PLAZA

Business Plan



Name: ADK Gateway Inc., Frontier Town Gateway Inc.,
Address: 4010 Blue Ridge Road, North Hudson NY 12855
Phone: 518-354-3144 for Mr. Mo Ahmad
Email: exit29sunoco@gmail.com
Date: ~~February 1, 2026~~
March 29, 2026

Description of the Business

Mr. Muhammed Ahmad, a 20-year resident of Schroon Lake NY, acquired the former Frontier Town A-Frame property in December 2018 across from his Sunoco gas station/ convenience store with the address of 4010 Blue Ridge Road, North Hudson NY 12855. Mo and his team have completed phase I of the project, establishing a restaurant, Adirondack theme retail shop and event center. These have been operating since September 2021 and transformed an abandoned facility into a bustling seasonal restaurant, variety store and gathering place for special occasions.

*Our main facility (The largest A-Frame structure in the Northeast) houses our event center has been available seven days a week during peak season for wedding and events bookings. The event center, in operation for several years, has successfully hosting events of various sizes with tailored venue options. This established part of the business plan only adds to ATP's overall ability to maintain stable staffing and quality food services.

Event Center



Saloon



Many of the improvements that have been made to the A-Frame property to date have been subsidized by Mr. Ahmad's two other Enterprises. Both are gas stations/ convenience stores located in the North Hudson-Schroon Lake area. They have been established for many years with successful bottom lines that have allowed their surplus funds to be used for the A-Frame upgrades, as well as anticipating them to support the startup of the Adirondack Travel Plaza complex.

Plans are to utilize the rest of the iconic A-frame building with its 20,000+ sq ft floor plan, along with its 50 acres into one-of-a-kind year-round Travel Plaza. With the completion of the Travel Plaza, the iconic A-Frame complex will be capable of serving hundreds of travelers daily both commercial and public to experience the *Gateway to the Adirondacks*.

With all the new improvements at the Travel Plaza, the existing successful year-round Sunoco gas station/ convenience store will be merged into the new complex's footprint. This in turn will provide all energy needs to travelers, truckers and locals, with gasoline, diesel, EV charging, as well as fueling their bodies through our food services.

ATP's unique location places it directly between Interstate-87 and the following bordering establishments providing added visibility. NYS's newly constructed Frontier Town Campground and Equestrian Center, Spacious Skies Campground Resort, as well as Paradox Brewery/Bar/Live Entertainment, all adding to the list of amenities for travelers to explore. Side note, NYS's Department of Environmental Conservation identified our site at Exit 29 as the location to establish a gathering/staging area for explorers venturing to High Peaks of the Adirondacks.

The Adirondack Travel Plaza will significantly enhance services for both commercial and public commuters utilizing the heavy travelled I-87 Northway between New York city/Albany and Montreal. Additionally, after the Sunoco station and convenience store are merged into the Travel Plaza complex, will be converted into a vehicle repair center. The uniqueness of the Adirondack Travel Plaza property and its three-quarter mile frontage to the scenic Schroon River with established nature trails for picnic and exercising needs as well as for your four-legged traveling companions.

Established and Future Investors:

To date the second largest investor is the New York Power Authority (NYPA) and Tesla Inc. have shown confidence in our location and created the largest EV charging station between Montreal and Albany. New York Power Authority (NYPA) and Tesla have invested over five million dollars to install a total of 16 DC fast chargers at our Travel Plaza property. Tesla plans to add 8 more fast chargers soon. NYPA has built the first and only canopied EV charging station at our Travel Plaza. Both NYPA and Tesla have signed a 20-year lease agreement with Adirondack Travel Plaza.

Expanded Services Capabilities:

ATP will add 4 diesel islands with 5 master's and 4 satellite dispensers for truckers in addition to 4 gas islands with the canopy for regular cars. We will install a 20,000 gallons diesel tank for trucks, one 12,000 gas tank, and another 12,000-split premium/diesel tank for cars. We will expand new parking with yard lights to accommodate over 100 truck parking spaces, over 50 car parking spaces and a parking area for overflow traffic. We will establish a dog park, a play area for children and picnic spot, in order for the travelers to stretch their legs. In addition, we are currently in discussions with multiple national brand fast food organizations (QSR) with a breakfast/ lunch/ dinner menu coverage.

Need for our business in the marketplace

Adirondack Travel Plaza with all its different features will have a strong focus on commercial traffic utilizing interstate 87 for transport, between New York City and Montreal, Canada. ATP will benefit from the fact that both entry and exit ramps off I-87 deliver traffic directly to the complex.

Below is the chart provided by SFS Corp. for a recent feasibility study for TravelCenter of America (TA) specific to I-87 exit 29 with most recent DOT data. This chart indicates daily traffic counts for both cars and trucks. The study merges actual vehicle counts with TA's national statistics to convert into gallons per day of both gas and diesel.

<u>YEAR 1</u>	<u>CARS</u>		<u>DIESEL</u>	
TRAFFIC COUNT- I-87 EXIT 29	11,812	CPD	3,071	TPD
AVG. FUEL TRANSACTION	12.5	GALS	110	GALS
POTENTIAL GALLONS	147,645	GPD	337,811	GPD
TOTAL GALLONS PER MONTH	163,407	GPM	520,988	GPM
TOTAL GALLONS PER MONTH	181,344	GPM	591,080	GPM
AVG. GALLONS PER DAY	5,816	GPD	18,861	GPD
AVG. GALLONS PER MONTH	176,860	GPM	573,557	GPM
AVG. GALLONS PER YEAR	2,122,320	GPY	6,882,687	GPY
GROSS PROFIT MARGIN-25¢, 42.5¢	\$44,215	PER MO	\$243,762	PER MO
GROSS FUEL PROFIT-YEAR 1	\$530,580	YEAR 1	\$2,925,142	YEAR 1

With only one full-service Truck Stop between Albany, NY and Montreal, there is a need for a facility greater capacity with more amenities. Once ATP's major upgrade is in place, the public/ commercial travelers as well as local residents will take advantage of the many services offered at this unique complex. After completion, ATP will serve as a "Flagship" travel plaza in the entire Northeast.



Start date and hours of operation

With opening day projected for October 2026 the following services will operate under these hours.

- Convenience Store 24 hours
- Diesel/ Gas/ EV Charging 24 hours
- Truckers Amenities 24 hours
- National QSR 5:00 am -10:00 pm
- Restaurant/Bar 11:00am - 9:00 pm

Legal & ownership status

The real estate is held in ADK Gateway Inc., is a C-corporation solely owned by Mr. Muhammad Ahmad. Frontier Town Gateway Inc. is an operating C-corporation, keeping the real estate separate from the business operation.

Business and Project Team

1. Accu-Business Consultant Inc. (Company Accountant)
2. Paul H. Roalsvig, Esq. (Company Attorney)
3. SRA Engineers, Queensbury NY (Project Engineer)
4. AJA Architecture and Planning, Glens Falls NY (Project Architect)
5. Bowen Consulting Co. Schroon Lake NY (Business & Project Consultant)

Management Team

The management team will consist of the owner Muhammad Ahmad and General Manager Wasif Khan. Wasif Khan has more than 20 years of restaurant management experience with national brand fast-food operations. Mr. Wasif Khan has been manager of Exit 29 Sunoco since and Schroon Lake Sunoco since 2014. Muhammad Ahmad along with Mr. Wasif Khan will oversee most of operations on site. In addition, Mr. Jim Bowen of Bowen Consulting Co. is currently assisting during design and business plan formation, along with a continuing presence during the operational stages.

Resumes can be furnished upon request.



Funding request

Sources of Funds:

<i>Owner Investment</i>	<i>265,000</i>	Funds dedicated to current soft- cost and working capital.
<i>Gap Funding</i>	<i>400,000</i>	Subordinated funding from the regional economic development agencies.
<i>Bank Loan</i>	<i>3,015,000</i>	Commercial lending with first position collateralization.
<i>Fuel Supply Agreement</i>	<i>650,000</i>	Funding from fuel supplier contracts for related equipment and installation.
Total Funds	4,330,000	

Equity and Project Investment

	Existing	At Build out	Improvements	Total Value
<i>Land & Building</i>	3,500,000		3,000,000	\$ 6,500,000
Tangible Assets	500,000		475,000	\$ 975,000
<i>Fuel Supply Agreement</i>		650,000		\$ 650,000
<i>EV Charging investment to date</i>	5,000,000			\$ 5,000,000
Total	9,000,000	650,000	4,225,000	\$ 13,125,000



Uses of Funds:

	Owner Equity	Regional Gap funding		Bank Loan	Fuel Supply Agreement	
Working Capital	200,000	300,000				500,000
Inventory		100,000		90,000		190,000
Paving & Lining				700,000		700,000
Sub Grade / Curbing				500,000		500,000
Pumps/ canopies					650,000	650,000
Tanks in place				700,000		700,000
Truck stop Amenities				100,000		100,000
Fast Food Franchise fee				50,000		50,000
Fast Food equipment				100,000		100,000
Maintenance Equipment				150,000		150,000
Exterior Façade				50,000		50,000
Exterior Lighting				200,000		200,000
New well/ Septic				100,000		100,000
Interior remodel				150,000		150,000
Soft Costs	65,000					65,000
Marketing				50,000		50,000
Generator				75,000		75,000
Pre-Paid Exp.						
	\$ 265,000			\$ 3,015,000	\$ 650,000	\$ 4,330,000



Financials

The following 4 pages contain; Labor/Staffing, P & L Year 1, P & L Year 2, P & L Year 3

Labor and Payroll Assumptions

	Hourly Rate	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	TOTAL
General Manager	\$ 40.00	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 6,800	\$ 81,600.00
Business Office Mgr..	\$ 30.00	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 61,200
accounting clerk	\$ 20.00	\$ -	\$ -	\$ -	\$ -	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 27,200
Quality & Maint. Mgr.	\$ 30.00	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 5,100	\$ 61,200
maint. labor	\$ 18.00	\$ -	\$ -	\$ -	\$ -	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ -	\$ -	\$ 18,360
Janitor 1	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
Janitor 2	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
Food svc. Mgr. 1	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
Food svc. Mgr. 2	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
Food svc. Mgr. 3	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
Food svc. Mgr. 4	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
kitchen help 1	\$ 20.00	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 40,800
kitchen help 2	\$ 20.00	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 40,800
kitchen help 3	\$ 20.00	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 40,800
kitchen help 4	\$ 20.00	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 40,800
kitchen help 5	\$ 20.00	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 40,800
kitchen help 6	\$ 20.00	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 40,800
kitchen help 7	\$ 20.00	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 40,800
kitchen help 8	\$ 20.00	\$ -	\$ -	\$ -	\$ -	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ -	\$ -	\$ 20,400
kitchen help 9	\$ 20.00	\$ -	\$ -	\$ -	\$ -	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ 3,400	\$ -	\$ -	\$ 20,400
Retail Shift Mgr. 1	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
Retail Shift Mgr. 2	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
Retail Shift Mgr. 3	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
Retail Shift Mgr. 4	\$ 22.00	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 3,740	\$ 44,880
cashier 1	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
cashier 2	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
cashier 3	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
cashier 4	\$ 18.00	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 36,720
cashier 5	\$ 18.00	\$ -	\$ -	\$ -	\$ -	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 24,480
cashier 6	\$ 18.00	\$ -	\$ -	\$ -	\$ -	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060	\$ 24,480
Banquet/Bar Mgr.	\$ 22.00	\$ -	\$ -	\$ -	\$ -	\$ 1,200	\$ 2,000	\$ 2,000	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 11,200
server#1	\$ 18.00	\$ -	\$ -	\$ -	\$ -	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 8,000
server#2	\$ 18.00	\$ -	\$ -	\$ -	\$ -	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 8,000
server#3	\$ 18.00	\$ -	\$ -	\$ -	\$ -	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 8,000
server#4	\$ 18.00	\$ -	\$ -	\$ -	\$ -	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 8,000
TOTAL PAYROLL		\$ 82,280	\$ 82,280	\$ 82,280	\$ 82,280	\$ 106,860	\$ 107,660	\$ 107,660	\$ 106,860	\$ 106,860	\$ 106,860	\$ 97,000	\$ 97,000	\$ 1,165,880

Note: Adirondack Travel Plaza P&L calculations for the first year, take a conservative approach by using approximately 30% of SFS/TA gallons per day estimates at I-87 exit 29 DOT data.

	Adirondack Travel Plaza												Totals
	Profit and Loss Statement 2027												
	January	February	March	April	May	June	July	August	September	October	November	December	
Revenue													
Food Sales	\$ 94,800	\$ 86,400	\$ 94,800	\$ 92,000	\$ 109,000	\$ 112,000	\$ 130,700	\$ 130,700	\$ 106,000	\$ 109,000	\$ 100,000	\$ 102,800	\$ 1,268,200
Retail Sales	\$ 65,100	\$ 58,800	\$ 65,100	\$ 62,800	\$ 68,200	\$ 66,000	\$ 83,700	\$ 83,500	\$ 81,000	\$ 83,700	\$ 66,000	\$ 68,200	\$ 852,100
Gas Sales	\$ 108,500	\$ 98,000	\$ 108,500	\$ 105,000	\$ 162,750	\$ 262,500	\$ 271,250	\$ 271,250	\$ 262,500	\$ 162,750	\$ 157,500	\$ 162,750	\$ 2,133,250
Diesel Sales	\$ 663,245	\$ 599,060	\$ 663,245	\$ 641,850	\$ 904,425	\$ 875,250	\$ 904,425	\$ 904,425	\$ 875,250	\$ 904,425	\$ 875,250	\$ 904,425	\$ 9,715,275
DEFSales	\$ 30,380	\$ 27,440	\$ 30,380	\$ 27,440	\$ 42,532	\$ 41,160	\$ 42,532	\$ 42,532	\$ 41,160	\$ 42,532	\$ 41,160	\$ 42,532	\$ 451,780
Income Subtotal	\$ 962,025	\$ 869,700	\$ 962,025	\$ 929,090	\$ 1,286,907	\$ 1,356,910	\$ 1,432,607	\$ 1,432,407	\$ 1,365,910	\$ 1,302,407	\$ 1,239,910	\$ 1,280,707	\$ 14,420,605
COGS FOOD - 40%	\$ 37,920	\$ 34,560	\$ 37,920	\$ 36,800	\$ 43,600	\$ 44,800	\$ 52,280	\$ 52,280.00	\$ 42,400	\$ 43,600	\$ 40,000	\$ 41,120	\$ 507,280
COGS RETAIL - 59.	\$ 38,750	\$ 35,000	\$ 38,750	\$ 37,400	\$ 40,300	\$ 39,000	\$ 49,600	\$ 49,500	\$ 48,000	\$ 49,600	\$ 39,000	\$ 40,300	\$ 505,200
COGS Gas - 90%	\$ 97,650	\$ 88,200	\$ 97,650	\$ 94,500	\$ 146,475	\$ 236,250	\$ 244,125	\$ 244,125	\$ 236,250	\$ 146,475	\$ 141,750	\$ 146,475	\$ 1,919,925
COGS Diesel - 92.4	\$ 612,175	\$ 552,932	\$ 612,175	\$ 592,428	\$ 834,784	\$ 807,856	\$ 834,784	\$ 834,784	\$ 807,856	\$ 834,784	\$ 807,856	\$ 834,784	\$ 8,967,199
COGS DEF	\$ 21,084	\$ 19,043	\$ 21,084	\$ 19,043	\$ 29,517	\$ 28,565	\$ 29,517	\$ 29,517	\$ 28,565	\$ 29,517	\$ 28,565	\$ 29,517	\$ 313,535
Credit Card & Banl	\$ 24,532	\$ 22,177	\$ 24,532	\$ 23,692	\$ 32,816	\$ 34,601	\$ 36,531	\$ 36,526	\$ 34,831	\$ 33,211	\$ 31,618	\$ 32,658	\$ 367,725
Total Cost of Good	\$ 832,110	\$ 751,913	\$ 832,110	\$ 803,863	\$ 1,127,493	\$ 1,191,072	\$ 1,246,838	\$ 1,246,733	\$ 1,197,901	\$ 1,137,188	\$ 1,088,788	\$ 1,124,855	\$ 12,580,865
Gross Profit	\$ 129,915	\$ 117,787	\$ 129,915	\$ 125,227	\$ 159,414	\$ 165,838	\$ 185,769	\$ 185,674	\$ 168,009	\$ 165,219	\$ 151,122	\$ 155,852	\$ 1,839,740
Operating Expenses													
Automobile Mileag	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 4,800
Dues, Membership	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 12,000
Insurance	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 12,000
Landscaping, Main	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 12,000
Legal & Profession	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 6,000
Marketing & Advert	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 36,000
Monthly Bank Fees	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Payroll (see assum	\$ 82,280	\$ 82,280	\$ 82,280	\$ 82,280	\$ 106,860	\$ 107,660	\$ 107,660	\$ 106,860	\$ 97,000	\$ 97,000	\$ 90,000	\$ 90,000	\$ 1,132,160
Payroll Taxes - 10%	\$ 8,228	\$ 8,228	\$ 8,228	\$ 8,228	\$ 10,686	\$ 10,766	\$ 10,766	\$ 10,686	\$ 9,700	\$ 9,700	\$ 9,000	\$ 9,000	\$ 113,216
Phones & Internet	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,600
Postage & Shippin	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Property Taxes	\$ 8,193	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,193	\$ -	\$ -	\$ -	\$ 16,386
Supplies	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 12,000
Travel & Entertain	\$ -	\$ 1,000	\$ 1,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000	\$ 1,000	\$ 2,000	\$ -	\$ 6,000
Utilities	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 60,000
Snow Removal	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000	\$ 25,000
Trash Removal	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 7,200
Workers's Comp. -	\$ 3,291	\$ 3,291	\$ 3,291	\$ 3,291	\$ 4,274	\$ 4,306	\$ 4,306	\$ 4,274	\$ 3,880	\$ 3,880	\$ 3,600	\$ 3,600	\$ 45,286
Total Operating Ex	\$ 120,992	\$ 113,799	\$ 113,799	\$ 112,799	\$ 135,820	\$ 136,732	\$ 136,732	\$ 135,820	\$ 133,773	\$ 125,580	\$ 118,600	\$ 121,600	\$ 1,506,048
Gross Income	\$ 8,922	\$ 3,988	\$ 16,115	\$ 12,428	\$ 23,594	\$ 29,106	\$ 49,037	\$ 49,854	\$ 34,236	\$ 39,639	\$ 32,522	\$ 34,252	\$ 333,692
Debt service													
commercial Bank	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 288,000
Gap Funding	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 51,600
Net Income	\$ (19,378)	\$ (24,312)	\$ (12,185)	\$ (15,872)	\$ (4,706)	\$ 806	\$ 20,737	\$ 21,554	\$ 5,936	\$ 11,339	\$ 4,222	\$ 5,952	\$ (5,908)

Adirondack Travel Plaza
Profit & Loss Statement 2028

	January	February	March	April	May	June	July	August	September	October	November	December	
Food Sales	\$ 104,280	\$ 90,720	\$ 104,280	\$ 96,600	\$ 119,900	\$ 117,600	\$ 143,770	\$ 137,235	\$ 116,600	\$ 114,450	\$ 110,000	\$ 107,940	\$ 1,363,375
Retail Sales	\$ 71,610	\$ 64,680	\$ 71,610	\$ 69,080	\$ 75,020	\$ 72,600	\$ 92,070	\$ 91,850	\$ 89,100	\$ 92,070	\$ 72,600	\$ 75,020	\$ 937,310
Gas Sales	\$ 119,350	\$ 107,800	\$ 119,350	\$ 115,500	\$ 179,025	\$ 288,750	\$ 298,375	\$ 298,375	\$ 288,750	\$ 179,025	\$ 173,250	\$ 179,025	\$ 2,346,575
Diesel Sales	\$ 762,732	\$ 688,919	\$ 762,732	\$ 738,128	\$ 1,040,089	\$ 1,006,538	\$ 1,040,089	\$ 1,040,089	\$ 1,006,538	\$ 1,040,089	\$ 1,006,538	\$ 1,040,089	\$ 11,172,566
DEF sales	\$ 33,418	\$ 30,184	\$ 33,418	\$ 30,184	\$ 46,785	\$ 45,276	\$ 46,785	\$ 46,785	\$ 45,276	\$ 46,785	\$ 45,276	\$ 46,785	\$ 496,958
Income Subtotal	\$ 1,091,390	\$ 982,303	\$ 1,091,390	\$ 1,049,492	\$ 1,460,819	\$ 1,530,764	\$ 1,621,089	\$ 1,614,334	\$ 1,546,264	\$ 1,472,419	\$ 1,407,664	\$ 1,448,859	\$ 16,316,784
COGS FOOD - 40%	\$ 39,626	\$ 34,474	\$ 39,626	\$ 36,708	\$ 45,562	\$ 44,688	\$ 54,633	\$ 52,149	\$ 44,308	\$ 43,491	\$ 41,800	\$ 41,017	\$ 518,083
COGS RETAIL - 59%	\$ 42,465	\$ 38,355	\$ 42,465	\$ 40,964	\$ 44,487	\$ 43,052	\$ 54,598	\$ 54,467	\$ 52,836	\$ 54,598	\$ 43,052	\$ 44,487	\$ 555,825
COGS Gas - 90%	\$ 107,415	\$ 97,020	\$ 107,415	\$ 103,950	\$ 161,123	\$ 259,875	\$ 268,538	\$ 268,538	\$ 259,875	\$ 161,123	\$ 155,925	\$ 161,123	\$ 2,111,918
COGS Diesel - 92%	\$ 704,001	\$ 635,872	\$ 704,001	\$ 681,292	\$ 960,002	\$ 929,034	\$ 960,002	\$ 960,002	\$ 929,034	\$ 960,002	\$ 929,034	\$ 960,002	\$ 10,312,279
COGS DEF - 69.4%	\$ 23,192	\$ 20,948	\$ 23,192	\$ 20,948	\$ 32,469	\$ 31,422	\$ 32,469	\$ 32,469	\$ 31,422	\$ 32,469	\$ 31,422	\$ 32,469	\$ 344,889
Credit Card & Bank	\$ 27,830	\$ 25,049	\$ 27,830	\$ 26,762	\$ 37,251	\$ 39,034	\$ 41,338	\$ 41,166	\$ 39,430	\$ 37,547	\$ 35,895	\$ 36,946	\$ 416,078
Total Cost of Good	\$ 944,530	\$ 851,717	\$ 944,530	\$ 910,624	\$ 1,280,893	\$ 1,347,105	\$ 1,411,576	\$ 1,408,790	\$ 1,356,905	\$ 1,289,229	\$ 1,237,128	\$ 1,276,043	\$ 14,259,070
Gross Profit	\$ 146,860	\$ 130,586	\$ 146,860	\$ 138,868	\$ 179,926	\$ 183,659	\$ 209,513	\$ 205,544	\$ 189,359	\$ 183,190	\$ 170,536	\$ 172,816	\$ 2,057,714
Operating Expenses													
Automobile Mileage	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 5,400
Dues, Membership	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 2,400
Insurance	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 12,000
Landscaping, Main	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 18,000
Legal & Profession	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 6,000
Marketing & Advert	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 30,000
Monthly Bank Fees	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 2,400
Payroll (see assum	\$ 82,280	\$ 82,280	\$ 82,280	\$ 82,280	\$ 106,860	\$ 107,660	\$ 107,660	\$ 106,860	\$ 106,860	\$ 106,860	\$ 97,000	\$ 97,000	\$ 1,165,880
Payroll Taxes - 10%	\$ 8,228	\$ 8,228	\$ 8,228	\$ 8,228	\$ 10,686	\$ 10,766	\$ 10,766	\$ 10,686	\$ 10,686	\$ 10,686	\$ 9,700	\$ 9,700	\$ 116,588
Phones & Internet	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,600
Postage & Shippin	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Property Taxes	\$ 6,163	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,163	\$ -	\$ -	\$ -	\$ 12,325
Supplies	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 12,000
Travel & Entertain	\$ -	\$ -	\$ -	\$ 2,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,000	\$ -	\$ 4,000
Utilities	\$ 2,596	\$ 2,596	\$ 2,596	\$ 2,596	\$ 2,596	\$ 2,596	\$ 2,596	\$ 2,596	\$ 2,596	\$ 2,596	\$ 2,596	\$ 2,596	\$ 31,150
Trash Removal	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 240
Workers's Comp. -	\$ 3,291	\$ 3,291	\$ 3,291	\$ 3,291	\$ 4,274	\$ 4,306	\$ 4,306	\$ 4,274	\$ 4,274	\$ 4,274	\$ 3,880	\$ 3,880	\$ 46,635
Total Expenses	\$ 110,328	\$ 104,165	\$ 104,165	\$ 106,165	\$ 132,186	\$ 133,098	\$ 133,098	\$ 132,186	\$ 138,349	\$ 132,186	\$ 122,946	\$ 120,946	\$ 1,469,818
Gross Income	\$ 36,532	\$ 26,420	\$ 42,695	\$ 32,703	\$ 47,740	\$ 50,560	\$ 76,414	\$ 73,358	\$ 51,010	\$ 51,004	\$ 47,590	\$ 51,870	\$ 587,896
Debt service													
commercial Bank	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 288,000
Gap Funding	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 51,600
Gap Funding	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 51,600
Owner draw				\$ -	\$ 10,000	\$ 10,000	\$ 30,000	\$ 20,000	\$ 15,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 115,000
Net Income	\$ 8,232	\$ (1,880)	\$ 14,395	\$ 4,403	\$ 9,440	\$ 12,260	\$ 18,114	\$ 25,058	\$ 7,710	\$ 12,704	\$ 9,290	\$ 13,570	\$ 133,296

**Adirondack Travel Plaza
Profit & Loss Statement 2029**

	January	February	March	April	May	June	July	August	September	October	November	December	
Food Sales	\$ 119,922	\$ 104,328	\$ 119,922	\$ 111,090	\$ 137,885	\$ 135,240	\$ 165,336	\$ 157,820	\$ 134,090	\$ 131,618	\$ 126,500	\$ 124,131	\$ 1,567,881
Retail Sales	\$ 82,352	\$ 74,382	\$ 82,352	\$ 79,442	\$ 86,273	\$ 83,490	\$ 105,881	\$ 105,628	\$ 102,465	\$ 105,881	\$ 83,490	\$ 86,273	\$ 1,077,907
Gas Sales	\$ 125,318	\$ 113,190	\$ 125,318	\$ 121,275	\$ 187,976	\$ 303,188	\$ 313,294	\$ 313,294	\$ 303,188	\$ 187,976	\$ 181,913	\$ 187,976	\$ 2,463,904
Revenue 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Revenue 5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Diesel sales	\$ 877,142	\$ 792,257	\$ 877,142	\$ 848,847	\$ 1,196,102	\$ 1,157,518	\$ 1,196,102	\$ 1,196,102	\$ 1,157,518	\$ 1,196,102	\$ 1,157,518	\$ 1,196,102	\$ 12,848,451
DEF sales	\$ 38,431	\$ 34,712	\$ 38,431	\$ 34,712	\$ 53,803	\$ 52,067	\$ 53,803	\$ 53,803	\$ 52,067	\$ 53,803	\$ 52,067	\$ 53,803	\$ 571,502
Income Subtotal	\$ 1,243,163	\$ 1,118,868	\$ 1,243,163	\$ 1,195,365	\$ 1,662,039	\$ 1,731,503	\$ 1,834,415	\$ 1,826,647	\$ 1,749,328	\$ 1,675,379	\$ 1,601,488	\$ 1,648,285	\$ 18,529,644
COGS FOOD - 40%	\$ 47,969	\$ 41,731	\$ 47,969	\$ 44,436	\$ 55,154	\$ 54,096	\$ 66,134	\$ 63,128	\$ 53,636	\$ 52,647	\$ 50,600	\$ 49,652	\$ 627,153
COGS RETAIL - 59.3	\$ 48,834	\$ 44,109	\$ 48,834	\$ 47,109	\$ 51,160	\$ 49,510	\$ 62,787	\$ 62,637	\$ 60,762	\$ 62,787	\$ 49,510	\$ 51,160	\$ 639,199
COGS Gas - 90%	\$ 112,786	\$ 101,871	\$ 112,786	\$ 109,148	\$ 169,179	\$ 272,869	\$ 281,964	\$ 281,964	\$ 272,869	\$ 169,179	\$ 163,721	\$ 169,179	\$ 2,217,513
COGS Diesel - 92.3%	\$ 809,602	\$ 731,253	\$ 809,602	\$ 783,485	\$ 1,104,002	\$ 1,068,389	\$ 1,104,002	\$ 1,104,002	\$ 1,068,389	\$ 1,104,002	\$ 1,068,389	\$ 1,104,002	\$ 11,859,120
COGS DEF 69.4%	\$ 26,671	\$ 24,090	\$ 26,671	\$ 24,090	\$ 37,339	\$ 36,135	\$ 37,339	\$ 37,339	\$ 36,135	\$ 37,339	\$ 36,135	\$ 37,339	\$ 396,622
Credit Card & Bank f	\$ 31,701	\$ 28,531	\$ 31,701	\$ 30,482	\$ 42,382	\$ 44,153	\$ 46,778	\$ 46,579	\$ 44,608	\$ 42,722	\$ 40,838	\$ 42,031	\$ 472,506
Total Cost of Goods	\$ 1,077,562	\$ 971,585	\$ 1,077,562	\$ 1,038,750	\$ 1,459,216	\$ 1,525,152	\$ 1,599,005	\$ 1,595,651	\$ 1,536,398	\$ 1,468,676	\$ 1,409,193	\$ 1,453,364	\$ 16,212,113
Gross Profit	\$ 165,601	\$ 147,284	\$ 165,601	\$ 156,616	\$ 202,823	\$ 206,351	\$ 235,410	\$ 230,996	\$ 212,930	\$ 206,703	\$ 192,295	\$ 194,922	\$ 2,317,531
Operating Expenses													
Automobile Mileage	\$ 464	\$ 464	\$ 464	\$ 464	\$ 464	\$ 464	\$ 464	\$ 464	\$ 464	\$ 464	\$ 464	\$ 464	\$ 5,562
Dues, Membership &	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 2,472
Insurance	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 12,360
Landscaping, Maint	\$ 1,545	\$ 1,545	\$ 1,545	\$ 1,545	\$ 1,545	\$ 1,545	\$ 1,545	\$ 1,545	\$ 1,545	\$ 1,545	\$ 1,545	\$ 1,545	\$ 18,540
Legal & Professional	\$ 515	\$ 515	\$ 515	\$ 515	\$ 515	\$ 515	\$ 515	\$ 515	\$ 515	\$ 515	\$ 515	\$ 515	\$ 6,180
Marketing & Advertis	\$ 2,575	\$ 2,575	\$ 2,575	\$ 2,575	\$ 2,575	\$ 2,575	\$ 2,575	\$ 2,575	\$ 2,575	\$ 2,575	\$ 2,575	\$ 2,575	\$ 30,900
Monthly Bank Fees	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 206	\$ 2,472
Payroll (see assumpt	\$ 90,500	\$ 90,500	\$ 90,500	\$ 90,500	\$ 110,890	\$ 110,890	\$ 110,890	\$ 110,890	\$ 110,890	\$ 110,890	\$ 90,500	\$ 90,500	\$ 1,208,340
Payroll Taxes - 10%	\$ 9,050	\$ 9,050	\$ 9,050	\$ 9,050	\$ 11,089	\$ 11,089	\$ 11,089	\$ 11,089	\$ 11,089	\$ 11,089	\$ 9,050	\$ 9,050	\$ 120,834
Phones & Internet	\$ 309	\$ 309	\$ 309	\$ 309	\$ 309	\$ 309	\$ 309	\$ 309	\$ 309	\$ 309	\$ 309	\$ 309	\$ 3,708
Postage & Shipping	\$ 103	\$ 103	\$ 103	\$ 103	\$ 103	\$ 103	\$ 103	\$ 103	\$ 103	\$ 103	\$ 103	\$ 103	\$ 1,236
Property Taxes	\$ 6,347	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,347	\$ -	\$ -	\$ -	\$ 12,695
Supplies	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 1,030	\$ 12,360
Travel & Entertainme	\$ -	\$ -	\$ -	\$ 2,060	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,060	\$ -	\$ 4,120
Utilities	\$ 2,674	\$ 2,674	\$ 2,674	\$ 2,674	\$ 2,674	\$ 2,674	\$ 2,674	\$ 2,674	\$ 2,674	\$ 2,674	\$ 2,674	\$ 2,674	\$ 32,084
Trash Removal	\$ 21	\$ 21	\$ 21	\$ 21	\$ 21	\$ 21	\$ 21	\$ 21	\$ 21	\$ 21	\$ 21	\$ 21	\$ 247
Workers's Comp. - 4	\$ 3,620	\$ 3,620	\$ 3,620	\$ 3,620	\$ 4,436	\$ 4,436	\$ 4,436	\$ 4,436	\$ 4,436	\$ 4,436	\$ 3,620	\$ 3,620	\$ 48,334
Total Expenses	\$ 120,194	\$ 113,847	\$ 113,847	\$ 115,907	\$ 137,091	\$ 137,091	\$ 137,091	\$ 137,091	\$ 143,439	\$ 137,091	\$ 115,907	\$ 113,847	\$ 1,522,444
Gross Income	\$ 45,407	\$ 33,437	\$ 51,754	\$ 40,709	\$ 65,732	\$ 69,260	\$ 98,319	\$ 93,905	\$ 69,491	\$ 69,611	\$ 76,388	\$ 81,075	\$ 795,087.39
Debt service													
Commercial Bank	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 288,000.00
Gap Funding	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 4,300	\$ 51,600.00
Owener withdraw	\$ 10,000	\$ -	\$ 10,000	\$ -	\$ 10,000	\$ 20,000	\$ 30,000	\$ 30,000	\$ 15,000	\$ 10,000	\$ 10,000	\$ 15,000	\$ 160,000
Net Income	\$ 7,107	\$ 5,137	\$ 13,454	\$ 12,409	\$ 27,432	\$ 20,960	\$ 40,019	\$ 35,605	\$ 26,191	\$ 31,311	\$ 38,088	\$ 37,775	\$ 295,487

Website:

ATP website will update periodically with the new travel plaza features and offerings. The website will provide links to all ATP connected franchises and services. Examples: Tesla, Evolve NY, national QSR and commercial fleet travel members.

Social Media:

ATP will promote our many services on platforms such as Facebook, Twitter and TikTok. This will increase our online SEO and SMO to ensure high ranking when customers are using their mobile devices and car GPS navigation systems.

Sponsorship:

ATP will sponsor the local School system, fire departments, EMTs, organizations like Lions Club, Fish and Game Club, Chamber of Commerce, and regional snowmobile club.

Benefits of ATP's project

Adirondack Travel Plaza project, with its awarded funding requested, will maintain current jobs levels and create approximately 30 additional full-time employees ranging from entry level positions to skilled team leaders along with management professionals. This expansion will strengthen the local community and help stimulate the regional economy encompassing 5-township areas within Essex County, NY and the Adirondack Park.

ATP will work with local and state agencies to foster a business environment that provides residents with the opportunity to enter the workforce and provide North Country residents with the tools they need to overcome economic barriers and fully participate in the North Country's economic revitalization.



With the resurrection of the iconic A-Frame and the history of “Frontier Town” Theme Park, many visitors will feel a rush of nostalgia and appreciation for our preservation efforts.



Once completed, as a year-round economic engine, **Adirondack Travel Plaza** will serve as a “new gateway hub” that will promote an unforgettable experience ranging from a short pit-stop to an overnight stay.

In closing, during your review of this document, if you require additional information or a site visit, please do not hesitate to contact us.

