

# Essex County IDA

## 2024 Comptroller's Report Summary

| International Paper, Ticonderoga                        |                                      |                    |             |
|---------------------------------------------------------|--------------------------------------|--------------------|-------------|
| Employment Before IDA                                   | Variable                             |                    |             |
| Jobs to be Created                                      | Retention                            |                    |             |
| Employment 2024                                         | 627 FT by Sylvamo North America LLC. |                    |             |
| IDA Assistance Provided:<br>■ Tax-Exempt Bond Financing |                                      |                    |             |
| Bond Issuance Year                                      | 1/01/2024 Balance                    | 12/31/2024 Balance | Paid        |
| 2019                                                    | \$2,900,000                          | \$0                | \$2,900,000 |
| This will be the last reporting year for this project.  |                                      |                    |             |

| Saranac Lake at Will Rogers, North Elba              |                                     |                    |           |
|------------------------------------------------------|-------------------------------------|--------------------|-----------|
| Employment Before IDA                                | 17 FT                               |                    |           |
| Jobs to be Created                                   | Retention                           |                    |           |
| Employment 2024                                      | 17 FT, 13 PT      ■ NYS-45 verified |                    |           |
| IDA Assistance Provided:<br>■ Taxable Bond Financing |                                     |                    |           |
| Bond Issuance Year                                   | 1/01/2024 Balance                   | 12/31/2024 Balance | Paid      |
| 2005                                                 | \$4,520,000                         | \$4,390,000        | \$130,000 |
|                                                      |                                     |                    |           |
| Cook/Chef (FT)                                       | \$19.05/hour plus benefits          |                    |           |
| Wait Staff (FT)                                      | \$18.00/hour plus benefits          |                    |           |
| Wait Staff (FT)                                      | \$16.80/hour plus benefits          |                    |           |
| Cook/Chef (FT)                                       | \$24.00/hour plus benefits          |                    |           |
| Maintenance Assistant (FT)                           | \$19.50/hour plus benefits          |                    |           |
| Director Food Service (FT)                           | \$62,000 salary plus benefits       |                    |           |
| Housekeeper (FT)                                     | \$18.50/hour plus benefits          |                    |           |
| Director Maintenance (FT)                            | \$58,458 salary plus benefits       |                    |           |
| Director Activities (FT)                             | \$67,157 salary plus benefits       |                    |           |
| Front Desk Supervisor (FT)                           | \$24.00/hour plus benefits          |                    |           |
| Concierge (FT)                                       | \$17.35/hour plus benefits          |                    |           |
| Director Community Relations (FT)                    | \$58,458 salary plus benefits       |                    |           |

|                                                                                                                                                         |                                |
|---------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------|
| Concierge (FT)                                                                                                                                          | \$18.40/hour plus benefits     |
| Activities Assistant (FT)                                                                                                                               | \$22.05/hour plus benefits     |
| Executive Director (FT)                                                                                                                                 | \$127,287 salary plus benefits |
| Wait Staff (FT)                                                                                                                                         | \$17.05/hour plus benefits     |
| Housekeeping Supervisor (FT)                                                                                                                            | \$58,458 salary plus benefits  |
| Activities Assistant (PT)                                                                                                                               | \$16.84/hour                   |
| Concierge (PT)                                                                                                                                          | \$18.35/hour                   |
| Business Administrator (PT)                                                                                                                             | \$32.00/hour                   |
| Concierge (PT)                                                                                                                                          | \$17.25/hour                   |
| 3 Housekeepers (PT)                                                                                                                                     | \$17.00/hour                   |
| Activities Assistant (PT)                                                                                                                               | \$16.65/hour                   |
| Activities Assistant (PT)                                                                                                                               | \$16.35/hour                   |
| Cook/Chef (PT)                                                                                                                                          | \$18.30/hour                   |
| Concierge (PT)                                                                                                                                          | \$18.10/hour                   |
| Concierge (PT)                                                                                                                                          | \$17.50/hour                   |
| Concierge (PT)                                                                                                                                          | \$16.50/hour                   |
| Liability Insurance                                                                                                                                     | ■ Received                     |
| Notes: Started year with 62 out of 75 apartments occupied and ended 2024 with 64 out of 75 apartments occupied. Summer occupancy rose to 70 apartments. |                                |

| High Peaks Distributing, St. Armand                         |                                                          |            |                    |
|-------------------------------------------------------------|----------------------------------------------------------|------------|--------------------|
| TOTAL PROJECT                                               | \$2,000,000                                              |            |                    |
| Employment Before IDA                                       | 16 FT                                                    |            |                    |
| Jobs to be Created                                          | + 7 FT (after year 3)                                    |            |                    |
| Employment 2024                                             | 39 FT ■ NYS-45 verified                                  |            |                    |
| IDA Assistance Provided:                                    |                                                          |            |                    |
| ■ Sales Tax Exemption (Approved \$74,000, Used \$92,530.07) |                                                          |            |                    |
| ■ PILOT Agreement (10-year Schedule B effective 2015)       |                                                          |            |                    |
| Liability Insurance                                         | ■ Received                                               |            |                    |
| Real Property Taxes                                         | Assessed value \$647,700 – Final Year of PILOT Agreement |            |                    |
|                                                             | Should Have Paid                                         | Paid       | Exemption Received |
| Town                                                        | \$3,087.03                                               | \$2,820.70 | \$266.33           |
| County                                                      | \$1,920.59                                               | \$1,728.53 | \$192.06           |
| School                                                      | \$5,977.38                                               | \$5,678.51 | \$298.67           |
|                                                             |                                                          |            |                    |
| 13 Drivers (FT)                                             | \$650,080.39 total annual payroll plus benefits          |            |                    |
| 6 Warehouse (FT)                                            | \$306,403.52 total annual payroll plus benefits          |            |                    |

|                                                                                                                                                                                 |                                                   |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------|
| 17 Sales (FT)                                                                                                                                                                   | \$1,026,291.76 total annual payroll plus benefits |
| 3 Office (FT)                                                                                                                                                                   | \$177,712.11 total annual payroll plus benefits   |
| <b>This will be the last reporting year for this project. PILOT Agreement ended and Termination of Project Lease Agreement filed at Essex County Clerk's Office March 2025.</b> |                                                   |

| <b>Champlain Valley Milling, Willsboro</b>                                                                                                                                                                                                                                                                                        |                                                                                                           |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|
| TOTAL PROJECT                                                                                                                                                                                                                                                                                                                     | \$4,245,000                                                                                               |
| Employment Before IDA                                                                                                                                                                                                                                                                                                             | 7 FT, 1 PT, 2 S                                                                                           |
| Jobs to be Created                                                                                                                                                                                                                                                                                                                | + 3FT (after year 3)                                                                                      |
| Last reporting received for 2023 noted 6 FT employees.                                                                                                                                                                                                                                                                            |                                                                                                           |
| IDA notified on 12/10/2024 of business closure.                                                                                                                                                                                                                                                                                   |                                                                                                           |
| IDA Assistance Provided: <ul style="list-style-type: none"> <li>■ Tax-Exempt Bond Financing</li> <li>■ Sales Tax Exemption (Approved \$142,315.64, Used \$223,374.35)</li> <li>■ Mortgage Recording Tax Abatement (Approved \$38,863.09, Used \$62,500)</li> <li>■ PILOT Agreement (10-year Schedule A effective 2018)</li> </ul> |                                                                                                           |
| Real Property Taxes                                                                                                                                                                                                                                                                                                               | Assessed value \$720,000. <b>As of 2/28/2025 outstanding 2025 Town &amp; County Tax Bill = \$4,860.58</b> |
| <b>Project did not submit requested annual reporting information.</b>                                                                                                                                                                                                                                                             |                                                                                                           |

| Paradox Brewery, North Hudson                                                                                                                                                                                            |                  |                                                                                           |                    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|-------------------------------------------------------------------------------------------|--------------------|
| TOTAL PROJECT                                                                                                                                                                                                            |                  | \$5,600,000                                                                               |                    |
| Employment Before IDA                                                                                                                                                                                                    |                  | 4 FT, 2 PT, 3 S                                                                           |                    |
| Jobs to be Created                                                                                                                                                                                                       |                  | + 10 FT (after year 3)                                                                    |                    |
| Employment 2024                                                                                                                                                                                                          |                  | 21 FT, 12 FT ■ NYS-45 verified                                                            |                    |
| IDA Assistance Provided:<br>■ Sales Tax Exemption (Approved \$170,320, Used \$172,539)<br>■ Mortgage Recording Tax Abatement (Approved \$32,000, Used \$33,895)<br>■ PILOT Agreement (10-year Schedule A effective 2018) |                  |                                                                                           |                    |
| Liability Insurance                                                                                                                                                                                                      |                  | ■ Received                                                                                |                    |
| Real Property Taxes                                                                                                                                                                                                      |                  | Assessed value \$2,832,600<br>Year 4 of PILOT 45% exempt town & county, 40% exempt school |                    |
|                                                                                                                                                                                                                          | Should Have Paid | Paid                                                                                      | Exemption Received |
| Town                                                                                                                                                                                                                     | \$19,669.60      | \$11,735.58                                                                               | \$7,934.02         |
| County                                                                                                                                                                                                                   | \$8,515.24       | \$4,736.72                                                                                | \$3,778.52         |
| School                                                                                                                                                                                                                   | \$21,846.94      | \$13,224.74                                                                               | \$8,622.20         |
|                                                                                                                                                                                                                          |                  |                                                                                           |                    |
| Packaging (FT)                                                                                                                                                                                                           |                  | \$52,500 salary plus benefits                                                             |                    |
| Wastewater Operator (FT)                                                                                                                                                                                                 |                  | \$20.00/hour plus benefits                                                                |                    |
| Marketing (FT)                                                                                                                                                                                                           |                  | \$53,000 salary                                                                           |                    |
| Director of Operations (FT)                                                                                                                                                                                              |                  | \$110,000 salary plus benefits                                                            |                    |

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| Brewer (FT)                                                                                                                                                                                                               | \$23.00/hour plus benefits    |
| Packaging (FT)                                                                                                                                                                                                            | \$15.50/hour                  |
| Head Chef (FT)                                                                                                                                                                                                            | \$65,000 salary plus benefits |
| Sales (FT)                                                                                                                                                                                                                | \$60,000 salary plus benefits |
| Cook (PT)                                                                                                                                                                                                                 | \$16.50/hour                  |
| Maintenance (FT)                                                                                                                                                                                                          | \$65,000 salary               |
| Tasting Room Supervisor (FT)                                                                                                                                                                                              | \$65,000 salary plus benefits |
| Packaging (FT)                                                                                                                                                                                                            | \$23.00/hour plus benefits    |
| Cook (PT)                                                                                                                                                                                                                 | \$17.50/hour                  |
| Head Sales (FT)                                                                                                                                                                                                           | \$75,000 salary               |
| Sales (FT)                                                                                                                                                                                                                | \$60,000 salary plus benefits |
| Cook (FT)                                                                                                                                                                                                                 | \$17.50/hour                  |
| Maintenance (FT)                                                                                                                                                                                                          | \$20.00/hour                  |
| Notes: 2024 included minimal sales increase and a continued struggle for employees and increase in costs. Business will be exploring an operations evaluation in 2025 to evaluate business feasibility with rising costs. |                               |

| Pre-Tech Plastics, Moriah                                                         |                  |                                                                                            |                    |
|-----------------------------------------------------------------------------------|------------------|--------------------------------------------------------------------------------------------|--------------------|
| TOTAL PROJECT                                                                     |                  | \$530,000                                                                                  |                    |
| Employment Before IDA                                                             |                  | 23 FT                                                                                      |                    |
| Jobs to be Created                                                                |                  | + 1 FT                                                                                     |                    |
| Employment 2024                                                                   |                  | 26 FT ■ NYS-45 verified                                                                    |                    |
| IDA Assistance Provided:<br>■ PILOT Agreement (10-year Schedule B effective 2019) |                  |                                                                                            |                    |
| Liability Insurance                                                               |                  | ■ Received                                                                                 |                    |
| Real Property Taxes                                                               |                  | Assessed value \$650,000 – Year 5 of PILOT 40% exempt town & county, 35% exempt for school |                    |
|                                                                                   | Should Have Paid | Paid                                                                                       | Exemption Received |
| Town                                                                              | \$6,808.85       | \$4,735.79                                                                                 | \$2,073.06         |
| County                                                                            | \$2,406.77       | \$1,444.06                                                                                 | \$962.71           |
| School                                                                            | \$11,308.63      | \$7,350.62                                                                                 | \$3,958.01         |
|                                                                                   |                  |                                                                                            |                    |
| Shop Management (FT)                                                              |                  | \$88,046 salary plus benefits                                                              |                    |
| 9 Bench Assistance (FT)                                                           |                  | \$233,916 total payroll plus benefits                                                      |                    |
| 4 Inspection (FT)                                                                 |                  | \$180,143 total payroll plus benefits                                                      |                    |
| 5 Shipping/Receiving (FT)                                                         |                  | \$138,653 total payroll plus benefits                                                      |                    |
| Customer Programmer (FT)                                                          |                  | \$85,673 salary plus benefits                                                              |                    |
| Manuals (FT)                                                                      |                  | \$56,641 salary plus benefits                                                              |                    |
| 5 CNC Lathes (FT)                                                                 |                  |                                                                                            |                    |
| Note:                                                                             |                  |                                                                                            |                    |

| The Lodge at Schroon, Schroon Lake                                      |                  |                                                 |                     |
|-------------------------------------------------------------------------|------------------|-------------------------------------------------|---------------------|
| TOTAL PROJECT                                                           |                  | \$25,414,938                                    |                     |
| Employment Before IDA                                                   |                  | 0                                               |                     |
| Jobs to be Created                                                      |                  | + 18 FT, 24 PT (3 <sup>rd</sup> Party Operator) |                     |
| Employment 2024                                                         |                  | 42 FT, 4 PT      ■ NYS-45 verified              |                     |
| IDA Assistance Provided:                                                |                  |                                                 |                     |
| ■ Sales Tax Exemption (Approved \$575,000, Used \$250,921.54)           |                  |                                                 |                     |
| ■ Mortgage Recording Tax Abatement (Approved \$178,748, Used \$176,575) |                  |                                                 |                     |
| ■ PILOT Agreement (10-year PILOT effective 2024)                        |                  |                                                 |                     |
| Liability Insurance                                                     |                  | ■ Received                                      |                     |
| Real Property Taxes                                                     |                  | Assessed value \$4,573,500                      |                     |
|                                                                         | Should Have Paid | Paid                                            | Exemption Received  |
| Town                                                                    | \$43,746.94      | \$43,746.94                                     | PILOT NOT EFFECTIVE |
| County                                                                  | \$11,466.02      | \$11,466.02                                     | PILOT NOT EFFECTIVE |
| School                                                                  | \$28,570.16      | \$8,313.64                                      | \$20,256.53         |
|                                                                         |                  |                                                 |                     |
| Managing Director (FT)                                                  |                  | \$160,000 salary plus benefits                  |                     |
| Human Resource Manager (FT)                                             |                  | \$78,728 salary plus benefits                   |                     |
| Bookkeeper (FT)                                                         |                  | \$59,987 salary plus benefits                   |                     |
| Director of Sales (FT)                                                  |                  | \$111,650 salary plus benefits                  |                     |
| 2 Sales Manager (FT)                                                    |                  | \$65,000 salary plus benefits                   |                     |
| Sales Coordinator (FT)                                                  |                  | \$53,560 salary plus benefits                   |                     |
| Marketing Manager (FT)                                                  |                  | \$72,800 salary plus benefits                   |                     |
| Marketing Coordinator (FT)                                              |                  | \$49,275 salary plus benefits                   |                     |
| Room Division Manager (FT)                                              |                  | \$75,000 salary plus benefits                   |                     |
| Front Desk Manager (FT)                                                 |                  | \$60,000 salary plus benefits                   |                     |
| Front Desk Agent (FT)                                                   |                  | \$41,600 salary plus benefits                   |                     |
| Reservations Agent (FT)                                                 |                  | \$46,446 salary plus benefits                   |                     |
| Night Audit (FT)                                                        |                  | \$47,133 salary plus benefits                   |                     |
| Night Audit (PT)                                                        |                  | \$17,996 salary                                 |                     |
| Housekeeping Manager (FT)                                               |                  | \$60,000 salary plus benefits                   |                     |
| 2 Housekeeping Supervisors (FT)                                         |                  | \$47,480 salary plus benefits                   |                     |
| Housekeeper (FT)                                                        |                  | \$38,106 salary plus benefits                   |                     |
| Public Lands Lead (FT)                                                  |                  | \$41,600 salary plus benefits                   |                     |
| 2 Laundry (FT)                                                          |                  | \$37,440 salary plus benefits                   |                     |
| F & B Director (FT)                                                     |                  | \$116,730 salary plus benefits                  |                     |
| Executive Chef (FT)                                                     |                  | \$119,600 salary plus benefits                  |                     |
| F & B Manager (FT)                                                      |                  | \$68,682 salary plus benefits                   |                     |
| Sous Chef (FT)                                                          |                  | \$69,628 salary plus benefits                   |                     |
| Chef Tournade (PT)                                                      |                  | \$34,684 salary                                 |                     |
| Lead Line Cook (FT)                                                     |                  | \$47,133 salary plus benefits                   |                     |
| 3 Line Cooks (FT)                                                       |                  | \$42,848 salary plus benefits                   |                     |
| Line Cook (PT)                                                          |                  | \$30,763 salary                                 |                     |
| 2 Dishwashers (FT)                                                      |                  | \$37,440 salary plus benefits                   |                     |
| Bar Supervisor (PT)                                                     |                  | \$31,065 salary                                 |                     |

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| Bartender (FT)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$34,278 salary plus benefits |
| 2 Lead Servers (FT)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | \$42,848 salary plus benefits |
| 2 Servers (FT)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$27,040 salary plus benefits |
| Director of Facilities (FT)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | \$89,617 salary plus benefits |
| Chief Engineer (FT)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | \$83,200 salary plus benefits |
| 4 Maintenance (FT)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | \$51,953 salary plus benefits |
| <p>Notes: Olympia Hotel Management took over in February 2024 who manages two other hotels. Prime time occupancy is mid-June to Mid-August with group/business/events September-October. Olympia is trying to pick up occupancy over school breaks January-March.</p> <p>Occupancy Per Month:<br/> 18% January (337 rooms booked)<br/> 41% February (923 rooms booked)<br/> 16% March (416 rooms booked)<br/> 23% April (560 rooms booked)<br/> 33% May (1,001 rooms booked)<br/> 52% June (1,654 rooms booked)<br/> 66% July (2,192 rooms booked)<br/> 79% August (2,626 rooms booked)<br/> 50% September (1,490 rooms booked)<br/> 43% October (1,179 rooms booked)<br/> 21% November (473 rooms booked)<br/> 32% December (747 rooms booked)</p> <p>Average monthly occupancy = 42% = 13,598 rooms</p> |                               |

| Champlain Hudson Power Express, Lake Champlain                                                                                                                                                                                                                                                          |   |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| Jobs to be Created                                                                                                                                                                                                                                                                                      | 0 |
| <p>IDA Assistance Provided:</p> <ul style="list-style-type: none"> <li>■ Sales Tax Exemption (Approved \$22,364,953, Used \$10,259,688.65)</li> <li>■ Mortgage Recording Tax Abatement (Approved \$2,760,000, Used \$0)</li> <li>■ PILOT Agreement (30-year PILOT effective upon completion)</li> </ul> |   |
| <p>Notes: Submarine installation of cable occurred in Essex County in Fall 2024. The cable barge averaged 62 employees with an additional crane/support barge averaged 21 employees.</p>                                                                                                                |   |