



RECEIVED OCT 30 2018

**APPLICATION TO
HERKIMER COUNTY INDUSTRIAL DEVELOPMENT AGENCY
FOR FINANCIAL ASSISTANCE**

I. APPLICANT INFORMATION:

Company Name: Higby Gold, Inc.
 Address: 2128 State Route 5, Utica, NY 13502
 Product/Services: Real Estate Development
 Phone No.: 315.520.4087 Fax No: 315.316.2734
 Email Address: jerry@gocrashs.com
 Fed ID No.: 82-546618 NAICS Code: 237210
 Contact Person/Title: Jerry Stucchi/Manager

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

Anthony P. Giovinazzo Ralph Giovinazzo - See attached

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

Form of Entity:

X Corporation

- ☐ Partnership (General _____ or Limited _____; number of general partners _____ and, if applicable, number of limited partners).
- ☐ Limited Liability Company/Partnership (number of members _____).
- ☐ Sole Proprietorship

If a corporation, partnership, limited liability company/partnership:

Date of establishment May 1, 2018

Place of organization New York

If a foreign organization, is the Applicant authorized to do business in the State of New York? N/A

Subject : Higby Gold Principals and ownership percentage
Date : Tuesday, October 30, 2018 7:34 am
Linked to: Jerry Stucchi (Anthony Stucchi)
From : "Jerry Stucchi" <jerry@gocrashs.com>
To : "jipseck@herkimercountyida.org" <jipseck@herkimercountyida.org>

John Dillon - 25%
Tim Dillon - 25%
Anthony Giovinazzo - 25%
Ralph Giovinazzo - 25%

APPLICANTS' COUNSEL

Name: F.X. Matt
Address: 1701 Genesee Street,
 Utica, NY 13502

Phone No.: 315.624.7362

Telefax No.: _____

II. PROJECT INFORMATION

A) Describe the proposed project, acquisition, construction or reconstruction in as much detail as possible.

The proposed project is a real estate development initiative. Higby Gold is seeking to purchase, develop, and manage the 7.68 Acres known as lots 19 and 20 in the 5S Business park. The proposed development would include: a complete truck stop/retail convenience outlet providing – diesel fuel, gasoline, driver amenities, convenience store, restaurant, truck wash, reserved parking, CAT Scales.

B) Project Description (check all applicable)

- ☐ Manufacturing
- ☐ Warehousing/Distribution
- ☒ Tourism Destination Facility
- ☒ Retail
- ☒ Other – Transportation Infrastructure

C) Name of all sub-lessees or other occupants of the facility: None

D) Principals of any sub-lessee or occupant. None

III. COST BENEFIT ANALYSIS:**A) Project Cost (Estimates) (where applicable)**

1. Land	\$100,000.00
2. Building	\$2,198,000
3. Renovation Costs	\$0.00
4. Machinery and Equipment	\$600,000.00
5. Soft Costs	\$250,000.00
6. Legal Costs	\$20,000.00
7. Other (specify)	\$200,000.00
(Site Preparation)	
Total Estimated Project Amount	<u>\$3,368,000,000</u>

B) FINANCING (Source of funds where applicable)

Bank	\$2,708,000
Private Funds Invested	\$660,000.00
Industrial Revenue Bond	\$
Other	\$
Total (should equal III. A)	<u>\$3,368,000,000</u>

C) Financial Assistance Requested (Proposed Benefit Estimates) (Please note n/a in any line where you are not seeking assistance)

Type of Financing: ☐ Tax-Exempt ☐ Taxable ☐ Straight Lease

Amount of Bonds Requested: \$

Amount of New Mortgage (s) required for project: \$2,708,000 Per A.Hallak, no mortgage taken

Project-Related Costs Subject to Sales Tax: \$2,798,000

Estimated Value of Tax Exemptions:

1. NYS Sales and Compensating Use Tax (State 4% + Local 4.25% = Total 8.25%)	\$230,835.00
2. Mortgage Recording Taxes (1% of total proposed mortgage amount)	\$27,080.00
3. Real Property Tax Exemptions (the Agency will assist with this estimation at your request)	IDA TO ASSIST
4. Estimated interest savings on Issuance by the Agency of Industrial Revenue Bonds	\$

Total Estimated Value of Tax Exemptions

\$ _____

D) Employment Information/Job Creation

*The Agency recommends the following standard when reporting **FTE – Full Time Equivalent** jobs: Full-time equivalent is a ratio that compares the number of hours worked during a pay period by an employee to the number of work hours during the pay period that equates to full time employment. For example, an employee who works hours equal to full time is 1.0 FTE. An employee who works half the hours of full time employment is 0.5 FTE, while an employee that works one-third the hours of full time employment would be considered .3 FTE. Please contact the Agency for assistance if needed.*

Please provide the current number of existing jobs.

FTE 0 (please attach a list of current employees)

Please provide an estimated number of jobs to be retained as a result of this project.

FTE 0

Please provide an estimated number of jobs that will be created as a result of this project.

FTE 40

Please provide the total number of jobs you anticipate upon completion of this project.

FTE 40

Please provide the average estimated annual salary of jobs to be created as a result of this project.
\$35,000.00

Please provide the annualized salary range of jobs to be created. From \$27,000.00 To \$120,000.00

Please provide the average annual salary of jobs to be retained. N/A

Please note any proposed fringe benefits for jobs to be created by job title.

Health Insurance

Disability

Retirement

E) Estimate number of construction jobs to be used for this Project: FTE 22

V. PROJECT LOCATION/UTILITIES/IMPACT

- A) Project Address: East 5S Business Park, Frankfort, NY 13340

- B) Are Utilities on Site
 Water X Electric X
 Gas X Sanitary/Storm Sewer X
- C) Present legal owner of the site Herkimer County IDA.
- D) Zoning of Project Site: Current: Industrial Proposed: Commercial.
- E) Are any variances needed: No.
- F) Principal use of Project upon completion: Travel Center and Convenience Store w/ Fuel
- G) Will the Project result in the removal of a plant or facility of the Applicant from one area of the State of New York to another? NO.
- H) Will the Project result in the removal of a plant or facility of another proposed occupant of the Project from one area of the State of New York to another area of the State of New York? NO.
- I) Will the Project result in the abandonment of one or more plants or facilities located in the State of New York? NO.
- If you answered yes to G-H or I please indicate whether the project is reasonably necessary for the company to maintain its competitive position in the industry. Please explain in detail. Attach supporting documentation.

VI. REPRESENTATIONS BY THE APPLICANT

The Applicant understands and agrees with the Agency as follows:

- A.) **Job Listings.** In accordance with Section 858-b(2) of the New York General Municipal Law, the Applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the

administrative entity (collectively with the DOL, the "JTPA Entities") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JTPA") in which the Project is located. The IDA encourages to the fullest extent possible, the hiring of local labor for all construction projects.

- B.) **Annual Sales Tax Filings.** In accordance with Section 874(8) of the New York General Municipal Law, the Applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency. In accordance with Section 874(8) of the General Municipal Law, the Applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the Applicant and all consultants or subcontractors retained by the Applicant. A copy of such form should be provided to the Agency annually upon submission to the State.
- C.) **Sales Tax Tracking.** The Applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance that they will submit to the Agency, a quarterly tracking form (form will be provided) listing all sales tax savings incurred to allow for the Agency to monitor and report to the State as required.
- D.) **Recapture of Benefits.** The Applicant understands and agrees that the benefits received from tax abatements/exemptions shall be subject to recapture in accordance with the Agency's tax exemption policy. The Agency reserves the right to include in the transaction documents the recapturing of the total value of real property/sales tax exemptions approved for a Project if any of the following conditions arise:
- a. The Project Facility as defined in the PILOT/Lease Agreement is sold or closed and the Applicant leaves or departs Herkimer County.
 - b. There is a significant change in the use of the Project Facility and/or business activities of the Applicant.
 - c. There is a significant reduction in the number of full/part-time jobs at the Project Facility in comparison to what was estimated in the Applicant's Project Application that are not reflective of the Applicant's normal business cycle or national economic conditions.
 - d. The Applicant fails to fully comply with all periodic and/or annual reporting requirements of the Agency, State or Federal government.
 - e. The Applicant failed to achieve any minimal new job creation figures specified by and within the time frames specified by the Agency
- E.) **Annual Employment Reports.** The Applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the Applicant agrees to file, or cause to be filed, with the Agency, on an annual basis, reports regarding the number of people employed at the project site in addition to any additional project information as may be required. The Chief Executive Office shall submit to the Agency prior to February 1st of each year, a written certification setting forth:
- a. Number of full-time equivalent employees at the Project location as of the last date of the prior year
 - b. Number of construction jobs during the fiscal year as a result of the Project
- F.) **Absence of Conflicts of Interest.** The Applicant has received from the Agency a list (see page 10) of the members, officers and employees of the Agency. No member, officers or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

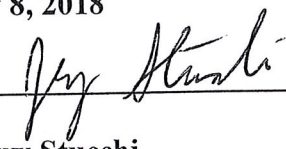
VII. FINANCIAL INFORMATION (attach the following):

1. Financial Statements for the last three fiscal years.
2. Proforma balance sheet as at start of operations at project site.
3. Projected profit and loss statements for first two years of operation at project site.
4. Projected "cash flow" statement, by quarters, for first year of operation at project site.

The Applicant and the individual executing this Application on behalf of the applicant acknowledge that the Agency will rely on the representations made herein when acting on this application and hereby represent that the statements made herein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein not misleading.

Applicant: Higby Gold, Inc.

Date: May 8, 2018

By: JS 

Name: Jerry Stucchi

Title: Project Manager

*Rec'd 10-30-18
J. Holleran*

Submit this application with a general application fee of \$250.00. If this application is for Market Rate Housing Benefits, please submit \$1,500.00 which includes a non-refundable application fee of \$500.00 and a commitment fee of \$1,000.00 that will be applied at closing; if the project does not close the \$1,000.00 is not refundable. Make check payable to: Herkimer County Industrial Development Agency, 420 E. German Street, Suite 101A, Herkimer, New York 13350, to the attention of John J. Piseck, Jr., Executive Director. The Agency will collect ½ (one-half) of its Project Fee at the time of the signing of an inducement agreement. The final half of the Agency fee will be payable at which time the HCIDA takes title to the Facility, or upon issuance of bonds. The applicant will also be responsible for all HCIDA legal fees related to this project. Should your company for any reason decide to withdraw this application for financial assistance after submission but prior to completion, you will be responsible for any legal fees involved to that point. In addition the Agency will assess a fee for services rendered and costs incurred.

Agency fees will be assessed at up to 1% of the total project cost.

The Agency will assess your company an annual administration fee in the form of rent under the Lease Agreement in the amount of \$500.00.

Please call 315-866-3000 with any questions

"This institution is an equal opportunity provider, employer and lender"

HOLD HARMLESS AGREEMENT

Applicant hereby releases the Herkimer County Industrial Development Agency and the members, officers, servants, agents and employees thereof (the "Agency") from, agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the Application or the Project described therein or the tax exemptions and other Assistance requested therein are favorably acted upon by the Agency, (B) the Agency's acquisition, construction and/or installation of the Project described therein and (C) any further action taken by the Agency with respect to the Project; including without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing.

Higby Gold, Inc.

(Applicant)

May, 8, 2018

(Date)

Anthony P. Giovinazzo

(By)

Anthony P. Giovinazzo

(Name)

President/CEO

(Title)

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

On the 29 day of October, in the year 2018, before me, the undersigned a Notary Public in and for said State, personally appeared Anthony P. Giovinazzo, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he/she executed the same in his/her capacity, and that by his/her signature on the instrument, the individuals, or the person or behalf of which the individuals acted, executed this instrument.

Barbara J. Boulia
Notary Public

BARBARA J. BOULIA
Notary Public in the State of New York
Qualified in Herkimer County 01804506590
My Commission Expires April 30, 2019

2018 BOARD MEMBERS & STAFF
HERKIMER COUNTY INDUSTRIAL DEVELOPMENT AGENCY

CHAIRMAN**Date Appointed****Vincent J. Bono****7/3/2002**

Current partner in Bono Brothers LLC Manufactured Housing community, Current Vice Chairman of the Herkimer County Legislature

VICE CHAIRMAN**David M. Chlus****4/6/2011**

Financial Consultant at Morgan Stanley for 26 years

SECRETARY**John Scarano****4/24/2013**

Executive Director of the Herkimer County Chamber of Commerce (10 years); former VP Finance Curtains and Fabrics, manufacturer of lace curtains (8 years)

TREASURER**Michael Werenczak****10/26/2011**

Current Specialist with the Herkimer County Employment & Training Administration (13 years); former Production Foreman with Special Metals Corporation (12 years), Product Manager for AAR Corporation (5 years); Expeditor for Allied / Bendix Corporation (5 years)

DIRECTOR**Cory Albrecht****4/4/2018**

Director of the Advanced Institute for Manufacturing at Mohawk Valley Community College, previous Vice President/Business Development Manager at Mohawk Valley Applied Technology Corp. (10 years).

DIRECTOR**Daniel B. Reardon****3/1/2016**

Over 40 years in state and county government in both appointed and elected positions.

DIRECTOR**Catherine Ricci****7/22/2015**

Employed for 40 years with family owned Ricci Farms, former member of Schuylar Planning Board serving one year as chairperson, former member of Herkimer County Dairy Promotion committee

All Above Board Members are appointed by the Herkimer County Board of Legislators and serve at the pleasure of the board.

ASSISTANT SECRETARY/TREASURER**Stacey J. Holleran****IDA ATTORNEY****Anthony Hallak, Esq.**

Revolving Loan Committee (2016):
Audit and Governance Committees (1/25/2007):
Marketing Committee (9/27/2013):
Finance Committee (3/24/2011):

Vincent J. Bono, David Chlus, John Scarano
Board as a Whole
David Chlus, John Scarano
Board as a Whole

Board Meetings held the last Tuesday of every month at 4:00 PM
At the Herkimer County Chamber of Commerce, Conference Room
420 E. German St., Herkimer, NY

STAFF**John J. Piseck, Jr., Executive Director**

John joined the IDA in February 2018. His experience include: Sales Engineer for CTM Corporation (15 years); Herkimer County Legislator (4 years); past Chairman of the Board of Directors for the HCIDA; former member of Mohawk Valley Economic Development District; served on Board of Directors for the Creative Core.

Stacey Holleran, Office Manager

Stacey Holleran is a graduate of Mohawk Central High School and Central City Business Institute. Stacey joined the IDA in 2015 after 23 years of economic development experience at the Mohawk Valley Economic Development District and 13 years of purchasing experience at General Electric. Stacey performs all financial operations, human resource functions, and administrative tasks for the Agency under the direction of the Executive Director.

CONVENIENCE STORE FEASIBILITY - WITHOUT CARWASH

TRAVEL CENTER PROJECT - FRANKFORT NY
10/12/2018

ORIGINAL INVESTMENT	\$3,368,000					
CASH DOWN PAYMENT	\$660,000					
YEARS OF DEBT RETIREMENT	10	ANNUAL %	PETROLEUM	INSIDE	SALARY	ALL OTHER
ANNUAL INTEREST RATE	4.2%	INCREASE	SALES	SALES	EXPENSE	EXPENSES
LAND VALUE	\$100,000					
WORKING CAPITAL & INVENTORY	\$75,000					
YEARS OF NORMAL LIFE	10					
1st YEAR ANNUAL GALLONS	2,370,841	YEAR 2	5.0%	4.0%	3.0%	3.0%
1st YEAR INSIDE SALES	\$2,176,738	YEAR 3	5.0%	4.0%	3.0%	3.0%
INSIDE SALES MARGIN	35.00%	YEAR 4	4.0%	4.0%	3.0%	3.0%
PROPERTY TAXES	\$15,000	YEAR 5	4.0%	4.0%	3.0%	3.0%
INSURANCE	\$15,000	YEAR 6	4.0%	4.0%	3.0%	3.0%
REPAIRS & MAINTENANCE	\$15,000	YEAR 7	4.0%	4.0%	3.0%	3.0%
UTILITIES	\$30,000	YEAR 8	4.0%	4.0%	3.0%	3.0%
GENERAL & ADMINISTRATIVE	\$25,000	YEAR 9	4.0%	4.0%	3.0%	3.0%
AVG. RETAIL PRICE PER GALLON	\$2.890	YEAR 10	4.0%	4.0%	3.0%	3.0%
AVG. GALLONS OF INVENTORY	12,500					
CENTS MARGIN PER GALLON	\$0.140					
AVG. DAYS SALES ON A/R	0					

		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
BOOK VALUE - IMPROVEMENTS		2,948,700	2,629,400	2,310,100	1,990,800	1,671,500	1,352,200	1,032,900	713,600	394,300	75,000
TOTAL BOOK VALUE		3,048,700	2,729,400	2,410,100	2,090,800	1,771,500	1,452,200	1,132,900	813,600	494,300	175,000
SALARIES	18%	\$391,813	\$403,567	\$415,674	\$428,144	\$440,989	\$454,218	\$467,845	\$481,880	\$496,337	\$511,227
PAYROLL TAXES	7.65%	\$29,974	\$30,873	\$31,799	\$32,753	\$33,736	\$34,748	\$35,790	\$36,864	\$37,970	\$39,109
BENEFITS	5.00%	\$19,591	\$20,178	\$20,784	\$21,407	\$22,049	\$22,711	\$23,392	\$24,094	\$24,817	\$25,561
ADVERTISING	0.10%	\$9,458	\$9,458	\$9,908	\$10,305	\$10,717	\$11,146	\$11,591	\$12,055	\$12,537	\$13,039
LONG TERM DEBT INTEREST		\$109,483	\$99,951	\$90,010	\$79,645	\$68,835	\$57,562	\$45,807	\$33,548	\$20,764	\$7,434
INTEREST ON A/R		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
DEPRECIATION		\$319,300	\$319,300	\$319,300	\$319,300	\$319,300	\$319,300	\$319,300	\$319,300	\$319,300	\$319,300
PROPERTY TAX		\$15,000	\$15,450	\$15,914	\$16,391	\$16,883	\$17,389	\$17,911	\$18,448	\$19,002	\$19,572
INSURANCE		\$15,000	\$15,450	\$15,914	\$16,391	\$16,883	\$17,389	\$17,911	\$18,448	\$19,002	\$19,572
REPAIRS & MAINTENANCE		\$15,000	\$15,450	\$15,914	\$16,391	\$16,883	\$17,389	\$17,911	\$18,448	\$19,002	\$19,572
UTILITIES		\$30,000	\$30,900	\$31,827	\$32,782	\$33,765	\$34,778	\$35,822	\$36,896	\$38,003	\$39,143
G & A COSTS		\$25,000	\$25,750	\$26,523	\$27,318	\$28,138	\$28,982	\$29,851	\$30,747	\$31,669	\$32,619
OTHER EXPENSE		\$15,000	\$15,450	\$15,914	\$16,391	\$16,883	\$17,389	\$17,911	\$18,448	\$19,002	\$19,572
CREDIT CARD FEES		\$108,342	\$113,497	\$118,901	\$123,657	\$128,603	\$133,747	\$139,097	\$144,661	\$150,447	\$156,465
TOTAL ANNUAL COSTS		\$1,102,960	\$1,115,275	\$1,128,380	\$1,140,874	\$1,153,662	\$1,166,748	\$1,180,139	\$1,193,838	\$1,207,851	\$1,222,184
GROSS MARGINS		\$1,093,776	\$1,140,846	\$1,189,965	\$1,237,564	\$1,287,066	\$1,338,549	\$1,392,091	\$1,447,775	\$1,505,686	\$1,565,913
			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
NET OPERATING INCOME		-\$9,184	\$25,571	\$61,585	\$96,690	\$133,404	\$171,801	\$211,952	\$253,937	\$297,835	\$343,730
INCOME PERCENTAGE		-0.10%	0.27%	0.62%	0.94%	1.24%	1.54%	1.83%	2.11%	2.38%	2.64%
DEBT REPAYMENT DETAIL											
PAYMENT INTEREST		\$109,483	\$99,951	\$90,010	\$79,645	\$68,835	\$57,562	\$45,807	\$33,548	\$20,764	\$7,434
PAYMENT PRINCIPLE		\$222,621	\$232,153	\$242,093	\$252,459	\$263,269	\$274,542	\$286,297	\$298,556	\$311,339	\$324,670
TOTAL DEBT PAYMENTS		\$332,104	\$332,104	\$332,104	\$332,104	\$332,104	\$332,104	\$332,104	\$332,104	\$332,104	\$332,104

CONVENIENCE STORE FEASIBILITY

GALS. SALES PER DAY	6,495	6,820	7,161	7,448	7,746	8,055	8,378	8,713	9,061	9,424
INVENTORY TURNS (DAYS)	2	2	2	2	2	2	1	1	1	1

CASH FLOW	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
AVG. RETAIL PRICE	\$2.890	\$2.890	\$2.890	\$2.890	\$2.890	\$2.890	\$2.890	\$2.890	\$2.890	\$2.890
ANNUAL GALLONS	2370841	2489383	2613852	2718406	2827143	2940228	3057837	3180151	3307357	3439651
OUTSIDE SALES	\$6,851,730	\$7,194,317	\$7,554,033	\$7,856,194	\$8,170,442	\$8,497,260	\$8,837,150	\$9,190,636	\$9,558,261	\$9,940,592
INSIDE SALES	\$2,176,738	\$2,263,808	\$2,354,360	\$2,448,534	\$2,546,476	\$2,648,335	\$2,754,268	\$2,864,439	\$2,979,016	\$3,098,177
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL SALES	9,028,468	9,458,125	9,908,393	10,304,728	10,716,918	11,145,594	11,591,418	12,055,075	12,537,278	13,038,769
LEASE/RENTAL INCOME	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
GROSS MARGINS INSIDE	\$761,858	\$792,333	\$824,026	\$856,987	\$891,266	\$926,917	\$963,994	\$1,002,554	\$1,042,656	\$1,084,362
GROSS MARGINS OUTSIDE	\$331,918	\$348,514	\$365,939	\$380,577	\$395,800	\$411,632	\$428,097	\$445,221	\$463,030	\$481,551
TOTAL MARGINS	\$1,093,776	\$1,140,846	\$1,189,965	\$1,237,564	\$1,287,066	\$1,338,549	\$1,392,091	\$1,447,775	\$1,505,686	\$1,565,913
TOTAL CASH OUTLAYS	\$1,006,281	\$1,028,128	\$1,051,173	\$1,074,034	\$1,097,631	\$1,121,990	\$1,147,136	\$1,173,094	\$1,199,890	\$1,227,554
CASH FUNDS AVAILABLE	\$87,495	\$112,718	\$138,792	\$163,530	\$189,435	\$216,559	\$244,955	\$274,681	\$305,795	\$338,359
CASH FLOW	406,795	432,018	458,092	482,830	508,735	535,859	564,255	593,981	625,095	657,659
Key Ratios	NOC	0.144	0.130	0.116	0.104	0.093	0.082	0.071	0.060	0.050
	ROI	9.2%								
	ROA	-0.3%								
	Sales To Inv	2.68 :1								
	inside sales as a percent of total gallons	48%								
	EBIDTA	\$642,220								
	5 x EBIDTA	\$3,211,100								

This feasibility study can be a useful tool to show financially the expected results if a proposed project is implemented.
A good study needs to be conservative and yet as accurate as possible on all input figures used.

SALES VOLUME ESTIMATOR

Date Prepared:	10/12/2018	Prepared For: Frankfort NY			
Traffic Counts	Primary - Higby Road	5,284			
	Secondary - Exiting Vehicles 5S	1,463			
	5S Traffic	16,430			
	Total	23,177			
	Traffic Break Down Totals				
Fuel Sales	Primary Traffic Capture Rate%	5.00%			
	Secondary Traffic Capture Rate %	3.00%			
	Other - Traffic Capture Rate %	1.00%			
	Number of cars	371.3			
	Number of light trucks	71.4			
	Large Trucks	1907.2			
	Large Truck Capture Rate	1.00%			
	Number of Large Trucks	19			
	Total Volume Captured	462			
	Estimated Vehicles Captured	462			
	Estimated Vehicles Captured(Daily)				
	Light trucks -gas	461.822	Gallons		
	Light trucks - diesel	49.99505	30		
	Large trucks - diesel	21.42645	30		
	Cars - gas	19	80		
		371.3	10		
	Daily Gas Gallons Purchased	5213.1365			
	Local Volume - Retail Spending Report	83%			
	Daily Gas Gallons Estimated	4326.903295			
	Annual Gas Gallons Captured	1,579,319.70			
	Average price per gallon	\$ 2.95			
	Annual Gas Dollars	\$ 4,658,993.12			
			Ave Gallon Purchase		
	Large trucks - diesel	19.07	80		
	Light Trucks - diesel	21.43	30		
	Daily diesel gallons	2,168.55			
	Annual Diesel Gallons	3.3			
	Annual Diesel Dollars	\$ 2,612,022.69			
	Total Fuel Gallons	2,370,841.73			
	Total Fuel Dollars	\$ 7,271,015.81			

In-Store Sales

In-Store Sales

In-Store purchase with fuel	384,7152
Estimated Walk-in Traffic	125
Total In-Store Customers	510
Average In-Store Purchase	9.00
Daily In-Store Sales	\$ 4,587.44
Annual In-Store sales	\$ 1,674,414.43

Food Service Sales *

Total In-Store Customers	509,7152
Food Service Capture Rate	30%
Branded Walk-In Food Customers	15%
Daily Food Service Customers	229
Average Ticket Size	\$6.00
Daily Food Service Sales	\$1,376.23
Annual Food Service Sales	\$502,324.33

Total Annual In-store Sales	\$ 2,176,738.76
------------------------------------	------------------------

Car Wash Sales -

Projected Annual Gallons	2370841.73
1 wash/100 gallons = annual washes	23708
Annual car wash revenue @\$5.99	\$ 142,013.42
Annual Gross Margin@70%	\$ 99,409.39
Car Wash info not used in the study	N/A

Annual Gallons Projected	2,370,841.73
Monthly Fuel Gallons	197,570.14
Monthly Gas Gallons	131,609.98
Monthly Diesel Gallons	65,960.17
Gas Gallons/month/dispenser	27,500
Number Of Gas Dispensers needed	4.79
Number of Diesel Dispensers	2.20

Annual In-store Sales	\$ 2,176,738.76
Sales/sq.ft	\$ 375.00
Store size - sq.ft	5,804.64

Estimated Project Costs -

Petroleum equipment			\$	650,000.00
Misc - signage, site prep	5805	per sq ft	\$	-
Building			\$	1,393,112.81
Building Costs			\$	225,000.00
Equipment & fixtures			\$	125,000.00
Inventory			\$	100,000.00
Land Costs			\$	875,000.00
Misc site prep - demolition - paving - concrete			\$	3,368,112.81
Total Cost			\$	-
Total projected sales - fuel and in-store			\$	9,447,754.58
Total projected investment			\$	3,368,112.81
Sales To Investment Ratio				2.81 : 1

Blended Fuel Marg

Product	Gallons	% of total	Margin cents/gal	cont to margin
Gas	1,579,319.70	0.666	\$ 0.14	\$ 0.093
Diesel	791,522.03	0.334	\$ 0.14	\$ 0.047
Total Gal	2,370,841.73		blended margin	\$ 0.140