

Subject: New submission ALBANY Arts, Culture, and Tourism Application

Date: Friday, June 30, 2023 at 2:15:53 PM Eastern Daylight Time

From: jnytko@govsol.org

To: jnytko@govsol.org

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|---|
| General Information |
| Date of application |
| 06/29/2023 |
| Name of Entity |
| Dutch Apple Cruises Inc |
| Entity TIN, EIN or Social Security Number |
| 14-1664538 |
| Entity physical address |
| 141 Broadway Albany, NY 12202 United States Map It |
| Is the physical address different from the mailing address? |
| Yes |
| What is the mailing address? |
| PO Box 395 Albany, NY 12201 United States Map It |
| Website (if available) |
| https://dutchapplecruises.com |
| Primary Contact Information |
| Primary contact name |
| Melissa Hagan |
| Primary contact title |
| Owner |
| Primary contact phone |
| (518) 463-0220 |
| Primary contact email |
| info@dutchapplecruises.com |
| What is the primary contacts preferred method of contact? |
| Email |
| Entity Info and Structure |
| Which structure best describes the entity? |

For profit business

If "For profit business" is above, what is the legal structure or your business?

Corporation

If "For profit business" above, what is the primary function?

Arts, Entertainment, Recreation

What is the date of establishment?

1986

If applicable, is the entity a W/MAM (Minority or Women-Owned Business Entity)?

No

Have you or the entity ever received any form of COVID-19 relief funds or loans specific to the negative impacts of the Pandemic?

Yes

If "Yes" above, please specify the type(s) and amount(s).

PPP round 1 \$50,468.44
PPP round 2 \$59,511.37
SBA Recovery Loan \$120,900.00
ARPA \$200,000.00

General Project Information

Describe the arts/cultural/tourism activities your organization provides in Albany County.

Dutch Apple Cruises provides sightseeing tours, private cruises, tour guide services and tour planning services for the City of Albany. We have been ranked the #1 tour in Albany for the past 12 years on TripAdvisor. We provide tourists and locals information about the area and it's rich history. We are a locally owned and operated business that has served the Albany area since 1986.

If an award is made, describe how Albany County will benefit. Where possible, please quantify impact.

The Hudson Riverfront is a major part of the City of Albany. It is an underutilized area, despite pedestrians constantly looking to take a boat ride, tour the Slater, bike/walk the path, or to just sit by the river, use a restroom, relax and enjoy views. Tourists and locals alike, are looking for a nice, clean, and safe way to access Albany's riverfront. Our requests for funding will help give pedestrians more access to our riverfront, which is in high demand.

If an award is made, describe how the funds will help you to sustain your operations in Albany County.

Dutch Apple Cruises is in need of two full transmission repairs. These repairs are necessary for the vessel to run efficiently and use less fuel. We are also in need of repairs in the keel and hull of the boat to prevent any future leakage. The repairs will allow us to continue our current sightseeing and tourism schedule and expend into more service offerings. The repairs of the dock area will improve the safety of operations and also allow us to offer dock space for customers to have riverfront access for the personal watercraft. The new watercraft will expand our offerings and give our city a new way to connect to other local riverfront areas.

Describe the extent to which the COVID-19 pandemic increased or decreased demand for your services. As an option, you may attach to this application any optional information that supports you're the service increase or decrease being described below.

COVID19 had a serious impact on our seasonal, small business. We were ineligible to receive funding for the Restaurant Revitalization or the Shuttered Venue acts, due to being a passenger vessel. We survived the COVID19 pandemic by hard work, dedication and the ability to adapt. Receiving these funds will ensure that we are able to give visitors and locals a beautiful place to view and learn about the riverfront. Dutch Apple Cruises, is the only for profit, waterfront business that has survived in Albany. The Albany Aquaducts and Riverfront Barge, have come and gone. Anthony and Melissa are dedicated small business owners, that will continue to reinvest and give back to the Albany community. The new Skyway has increased foot traffic to our location and helped with the revitalization of our riverfront. We need to continue with these improvements to showcase Albany and it's Hudson River heritage.

Please select the grant opportunity you wish to apply to

Project Information – Promotion Grants

Please select whether the proposed project is new or existing

Expands an existing initiative or project

Please provide a short summary of your proposed project including a project name, general description, total cost, reason(s) why you are pursuing the project and anticipated impact:

Finish the updating of our riverfront area. There were not enough funds to replace and repair the perimeter with new fence. We have had multiple incidents each month with break ins - specifically where they are entering through broken fencing areas.

Estimated Cost \$18,000.00

Replace/repair old docks to ensure pedestrian safety and provide small watercraft docking facilities. Our docks are in desperate need of repairs. We have had to turn away a visiting vessels, sail boats, and floating museums, due to inadequate/unsafe dock areas for them to utilize.

Estimated Cost \$20,000.00

Repair both engines and transmissions to ensure the longevity of our vessel and to make them fuel efficient.

Estimated Cost \$20,000.00

Repairs keel/hull of wood vessel by local boat builder Scarano. Due for overhaul to ensure longevity of the bottom of the vessel to prevent leaks.

Estimated Cost \$40,000.00

Purchase of smaller watercraft (probably pontoon style) to offer more cruises to smaller groups. Possible shuttle to nearby cities (Troy, Cohoes, Coxackie, Hudson) to connect visitors and tourists to the capitol region by waterway.

Estimated Cost \$50,000.00

What amount of funding is being requested?

\$100,000.00

Please describe the entity's capabilities to implement the project you propose including organizational structure, staff members involved, a summary of similar initiatives you have undertaken and the date they were completed:

We have already been in contact with the fence company and they are ready to start work whenever we can.

Dutch Apple Cruises staff members are capable of repairing the dock decking themselves to save costs. We will be paying for the staff hours ourselves, we are just requesting the cost for materials. Our staff have built these docks themselves from scratch 10 years ago and are proficient knowledge in how to do the repairs themselves in order to save costs.

The repairs of the engines and transmissions will be done over the winter, by one of the few companies in the area that specializes in engine repairs and re-hauls. The closest company is located in New Hampshire and requires transport, in addition to the repairs.

Repairs of the keel/hull will be done over the winter also, by local Albany business, Scarano boat builders. These repairs are necessary to prevent leaks and ensure passenger and crew safety. Scarano is the original maker of our vessel.

The new smaller watercraft will be purchased in the spring of 2024. We hope this new venture will create new partnerships with other cities along the riverfront, in addition to an expansion of our services offered. We also anticipate this endeavor creating at least one, possibly two more employees to our crew.

Please describe, in detail, the impact your proposed project will have on Arts, Culture and/or Tourism in Albany County. Describe how your project will attract new visitors to Albany County. Where possible use metrics/estimates of impact (i.e. increased visitation etc.).

The continuation of the upgrading of our boarding area and vessel will help our business continue to serve the thousands of tourists that visit steamboat square each year. The offering of a new vessel, with possible ferries to other local riverfront areas, will help connect our capital district.

How will you track performance goals and define success? Include at least two key performance indicators and expected annual outcomes/impact during the reporting period (September 2023 - December 2026).

We anticipate to increase visitors by 2,500 passengers in 2024, with an additional increase to 5,000 more passengers (after marketing efforts and word of mouth) in 2025.

Gross cruise ticket sales are expected to increase by \$50,000 in 2024 and \$100,000 by 2025.

What is the proposed project start date?

ASAP

What is the anticipated date of completion?

10/31/2024

Please provide key performance indicator(s) demonstrating anticipated results

| Indicator | 2024 | 2025 | 2026 |
|----------------------|------------------|------------------|------|
| Visitors count | increase by 2500 | increase by 5000 | |
| Visitors gross sales | \$50,000 | \$100,000 | |

Please provide key project milestones inclusive of the anticipated timelines and descriptions

| Milestone | Anticipated Timeline | Task Description |
|--|----------------------------------|--|
| Transmission Repairs | winter 2023 | pull and remove both engines to send to NH for complete rebuild |
| Keel and Hull Repairs | winter 2023 | boat will go to local Albany business Scarano boat builders for repairs in the keel and hull to prevent leaks. |
| Finish updating of riverfront parking area | fall/winter 2023 | Finish perimeter fence for safety. Pergola/waiting area updates for passengers to sit by the riverfront. |
| Dock Repairs | winter 2023 possible Spring 2024 | Replace all decking on dock area. Paint docks. |
| New pontoon boat | winter 2023 possible Spring 2024 | purchase of smaller boat to provide small group tours and possible ferry to other cities (Troy, Cohoes, Coxackie, Hudson) from downtown Albany |

If you are funding a multi-year initiative, please provide a breakdown of funding level per year below*:

| 2023 | 2024 | 2025 | 2026 |
|--------|------|------|------|
| 100000 | | | |

Is any upfront funding needed to successfully implement your proposed project?

No

Describe how the funding will support a sustainable Arts/Culture/Tourism initiative that will continue to serve Albany County residents after ARPA funds have been exhausted .

All of our requested funding will provide key repairs and new services to the tourist and locals of Albany. An enhanced boarding and docking area, updated and properly maintained vessel and addition of a smaller vessel to our fleet, will only continue to add and improve upon the tourism options for Albany, especially on the much desired riverfront, with limit accessibility.

Explain why ARPA Funds Are Needed to Complete the proposed program/project. Would the proposal be Possible Without ARPA Assistance? Describe how your proposal would be impacted if you are awarded a smaller grant than requested?

ARPA funds are a necessity to complete these projects. We are able to provide \$50,000 of our own funding to make these goals possible. We are a seasonal, small business, of less than 10 employees. We work very hard to provide quality services for tourists in the Albany area, and need ARPA assistance to complete these tasks. Only a small portion of this proposal will be possible without your funding, and certain areas will need to be delayed or omitted entirely.

Tax Information

Please upload Federal tax returns for 2019

- [2019-Federal-Return-Schedule-K.pdf](#)

Please upload Federal tax returns for 2020

- [2020-Taxes-Dutch-Apple-Cruises.pdf](#)

Please upload Federal tax returns for 2021

- [2021-Dutch-Apple-Cruises-Tax-Return.pdf](#)

Please use this space to upload any additional documents that you feel would support your applications (optional)

- [ARTS-Budget3.pdf](#)

Risk Assessment

Has the entity adopted and/or implemented policies relating to: records retention, conflict of interest, code of ethics, and/or nondiscrimination policies?

Yes

If "Yes" above, please specify which policies have been adopted

record retention, conflict of interest, code of ethics and nondiscrimination policies

Is the entity properly insured?

Yes

If "Yes" above, please specify which types of insurance(s) are held and the limit(s).

Liability \$1million each occurrence \$2million aggregate

Does the entity have a financial management system?

No

Has there been any change in the entity's key staffing positions in the last 2 years?

No

Has the entity previously done work for the Federal government (i.e. Is the entity experienced in managing Federal funds)?

Yes

If "Yes" above, please provide details on the Federal funds managed

received PPP, SBA loan and ARPA

The County is careful about identifying and avoiding conflicts of interest, especially with grants awarded through the County. A conflict of interest arises when a person's self-interest and professional interest or public interest intersect. In this situation, there is the potential for biased professional judgment and lack of objectivity which creates a serious conflict when one of the interests can benefit financially or personally from actions or decisions made in the official capacity. A conflict of interest exists whether or not decisions are affected by a personal interest; there only needs to be the possibility of bias for a conflict. If your organization knows of a possible conflict of interest with your application for funds please disclose that information here. Otherwise write "None."

None

Certifications

US Treasury Reporting & Compliance Acknowledgment 1

- I Have Been Provided a Copy and Understand the U.S. Treasury's Compliance and Reporting Guidance for State and Local Fiscal Recovery Funds (see link or PDF included at the top of page)

US Treasury Reporting & Compliance Acknowledgment 2

- Should the County Allocate ARPA Funds, I am Able to and Pledge to Adhere to ALL Compliance and Reporting Requirements of the U.S. Treasury as it relates to any State and Local Fiscal Recovery Funds

US Treasury Reporting & Compliance Acknowledgment 3

- I Understand the County Will Contact me if/when Additional Information is Needed and that Information will be Promptly Provided to the County to Support Reporting Requirements

US Treasury Reporting & Compliance Acknowledgment 4

- If for Any Reason I am Unable to Comply with the U.S. Treasury's Compliance and Reporting Requirements I will Immediately Notify the County in writing by email or letter

US Treasury Reporting & Compliance Acknowledgment 5

- All Information Submitted in this Application is True & Accurate

Electronic Signature Agreement

- I Agree

Type name

Melissa Hagan