



Michael V. Smith, President
Finger Lakes Railway Corporation
Finger Lakes Railway Yard
P.O. Box 1099
Geneva, New York 14456

January 21, 2015

Re: Request to renegotiate PILOT terms

Dear Mr. Smith,

Finger Lakes Railway Corporation has completed the initial term of ten years on its lease agreement dated July 21, 1995. As of July 21, 2015, Finger Lakes Railway Corporation will have completed one successive renewal of a ten year term.

Pursuant to the terms detailed in section 5.2(d) of the Cayuga County Industrial Development Agency and Finger Lakes Railway Corporation Lease Agreement dated as of July 21, 1995, the Cayuga County Industrial Development Agency is exercising the right to request the renegotiation of the lease and Payment-In-Lieu-of-Taxes (PILOT).

As per the terms of the agreement, if either party notifies the other of its desire to renegotiate the terms of the PILOT Agreement and, in the absence of agreement on new terms before the end of such term (or an agreement of the parties to extend such term until negotiations are complete), the leasehold and related PILOT shall terminate on July 21, 2015.

Please acknowledge in writing your receipt of this request. We look forward to working with you and your team on revised terms and conditions.

Sincerely,

A handwritten signature in black ink, appearing to read 'Andrew R. Fish', is written over the typed name.

Andrew R. Fish
Executive Director
Cayuga County Industrial Development Agency

Raymond E. Lockwood
Chairman

Andrew Fish
Executive Director

2 State Street
Auburn, New York 13021

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