

# Application for Financial Assistance



## Applicant Information

Company Name: STEVAL LLC.  
 Address: 7000 W. MAIN Rd LeROY NY 14482  
 City / Town: LeROY NY State: NY Zip: 14482  
 Phone No.: 585-768-2251 Fax No.: 585-768-2557  
 Email Address: bcoquitore@leroymotors.com Fed. Id. No.: \_\_\_\_\_



Contact Person: butch Coquitore

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

Name & Title: ALFRED S. Coquitore OWNER  
 Name & Title: STEVEN C. Coquitore OWNER

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

Form of Entity:  C Corp  S Corp  Partnership  LLC  
 LLP  Sole Proprietorship  Not for Profit

If a corporation, partnership, limited liability company/partnership or Not for Profit:

What is the date of the establishment \_\_\_\_\_, Place of organization \_\_\_\_\_ and, if a foreign organization, is the Applicant authorized to do business in the State of New York? Select

Applicant's Counsel: ERIC HASSELBAUER / HARTER SECRET  
 Name: \_\_\_\_\_ Address: \_\_\_\_\_ City / Town: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone No.: 585 431-1356 Fax No.: 585-232-2152  
1600 BAUSCH & Lomb Place Rochester NY 14604

## Project Information

A) Detailed Description of Project: Adding SERVICE DRIVE / Remodel ENTIRE building  
 B) Location of Project / Project Address: 7000 W. MAIN Rd LeROY NY 14482  
 C) Current Assessed Value of Property \$ 725,000 Tax Map # 183689 29.1-10.11 002956 2078  
 (not required if project is for equipment purchases only)  
 D) Square footage of existing building 36000 S/F  
 Square footage of new build 2400 S/F ~~40,000~~  
 Total Square Footage 38400 S/F

## E) Project Employment Information:

**\*\*Note:** Please use full time equivalents, approximately Two part time is equivalent to one full time.

E1) Current number of full time equivalent employees (prior to project): 35  
 E2) Estimate how many full time/ part-time jobs will be retained as a result of this Project over the next three years:  
 Full Time (FT) 37 Part-Time (PT) 2 \*\* Total Full Time Equivalents (FTE) 39  
 E3) What is the average estimated (annual) salary range of jobs to be retained 35000 to 45000  
 (at current market rates)  
 E4) Estimate how many full time/ part-time jobs will be created as a result of this Project over the next three years:  
 Full Time (FT) 2 Part-Time (PT) 2  
 \*\* Total Full Time Equivalents (FTE) 4  
 E5) What is the planned average hourly wage for the FTE jobs to be created \$ 17.00  
 E6) What is the average estimated annual salary range of FTE jobs to be created \$ 3500 to \$ 45000  
 E7) What is the planned average annual benefits paid in \$\$ per FTE job to be created \$ 7000  
 E8) Estimate how many construction jobs will be created by this project: 14  
 E9) Estimate average length of employment for each construction job for this Project: 90 days

- E10) Is the Project Commercial in nature (Sales Tax Generating for Community)? select **YES**
- E11) What is the estimated annual total Sales Tax to be generated from this project at full build-out? \$ **25,000,000.**
- E12) Expected Break ground date for project (if any) **5/30/2012** (mo/year)
- E13) Expected timeframe for project to achieve full build-out? **3** (in months)

**Detailed Company Info: (Confidential – will not be shared publicly) – information required** in order to perform direct economic impact analysis as justification for GCEDC participation in this project

- E14) Current Annual Wages / Payroll (w/n Genesee County): \$ **1,100,393.00**
- E15) Current Annual Benefits Paid (w/n Genesee County) or % of wages: \$ **128,902**
- E16) Average annual growth rate of annual wages: % **5**
- E17) Average annual growth rate of benefits costs: % **16**
- E18) Company Average Yearly Production Related Purchases (COGS / Inventory) from vendors within NYS (Gen County Ops): \$ **67,000**
- E19) Company Average Yearly Non-Production Purchases (Supplies, Materials, Equipment) non-capitalized from vendors within NYS (Gen County Ops): \$ \_\_\_\_\_
- E20) Company Average Annual Sales / Use Taxes paid (Gen County Ops): \$ **1,264,578.00**
- E21) Company Planned Property Taxes Paid for current calendar year (Genesee County Ops): \$ **29,413.00**
- E22) Company Current Year Expected EBT (Earnings B4 Taxes or Profit B4 Taxes) for Genesee County Ops: \$ **70,000**
- E23) Company expected average annual growth rate for EBT: % **5**
- E24) Company Current Year Expected NYS Income Taxes paid for Genesee County Ops: \$ **1,165,500**

Next 5 years planned / conservative estimates for capital investment beyond this project (if available)

Year 1	Year 2	Year 3	Year 4	Year 5
\$	\$	\$	\$	\$

- Is the company delinquent in the payment of any state or municipal property taxes? select **NO**
- Is the company delinquent in the payment of any income tax obligation? select **NO**
- Is the company delinquent in the payment of any loans? select **NO**
- Is the company currently in default on any of its loans? select **NO**
- Are there currently any unsatisfied judgments against the company? select **NO**
- Are there currently any unsatisfied judgments against any of the company's principals? select **NO**
- Has the company ever filed for bankruptcy? select **NO**
- Have any of the company's principals ever personally filed for bankruptcy or in any way sought protection from creditors? select **NO**

If the answer to any of the questions above is "Yes," please provide additional comments in the space below and on additional pages if necessary.

**Estimated Project Costs / Project Capital Investment:**

Building Cost \$ 750,000 (New Building Construction cost or Existing building expansion construction)  
Land and Building \$ 350,000 (Purchase Value of land and/or building incl. engineering, architect and blue print fees)  
Production Equipment \$ --- (\$ Value of Production Equipment – not sales taxable)  
Other Equipment \$ --- (\$ Value of sales taxable equip = Furniture/Fixtures, Computers, Lockers..)  
Other \$ --- describe: \_\_\_\_\_  
Tot. Cap Invest: \$ 785,000 (Sum all lines above)

Note:

Total Amount Financed \$ describe: 750,000  
Mortgage Amount on this Project? \$ 750,000

**Representations by the Applicant**

The Applicant understands and agrees with the GCEDC as follows:

**Please initial each item where indicated**

**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 GCEDC, 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.

**Applicant's Initials**

**First Consideration for Employment** - 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 GCEDC, except as otherwise provided by collective bargaining agreements, where practicable, the Applicant will first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the Project.

**Applicant's Initials**

**Annual Sales Tax Filings** - In accordance with Section 874(8) of the 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 GCEDC, 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, an Annual Report of Sales and Use Tax Exemptions (Form ST-340) by the last day of February following applicable calendar year (with a copy to the Genesee County Economic Development Center) describing the value of all sales tax exemptions claimed by the Applicant and all consultants or subcontractors retained by the Applicant.

**Applicant's Initials**

**Employment Reports** - The Applicant understands and agrees that, if the Project receives any Financial Assistance from the GCEDC, the Applicant agrees to file, or cause to be filed, with the GCEDC, on quarterly basis, copies of form NYS-45-MN Quarterly Combined Withholding, Wage Reporting, and Unemployment Insurance Returns filed with the Department of Labor applicable to the project site.

**Applicant's Initials**

**GCEDC Reports** - The Applicant understands and agrees that, if the Project receives any Financial Assistance from the GCEDC, the Applicant agrees to file, or cause to be filed with the GCEDC, a certified Annual Project Report (to be mailed to the Applicant) due by the last day of January following applicable calendar year.

**Applicant's Initials**

**Absence of Conflicts of Interest** - The Applicant has received from the GCEDC a list of the members, officers, and employees of the GCEDC. No member, officers or employee of the GCEDC has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

**Applicant's Initials**

**Comments:** \_\_\_\_\_

The Applicant and the individual executing this Application on behalf of the Applicant acknowledge that:

- A) The GCEDC 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.
- B) Failure of the Applicant to file appropriate Sales Tax and Employment reports will result in the revocation of tax benefits and require repayment of benefits previously claimed.

\_\_\_\_\_  
(Applicant Signature)

Alfred S. Coglitore

(Print Name)

PRES  
Title STEVAL LLC

Company Name

This Application should be submitted along with the items listed in Exhibit A to:

Genesee County Economic Development Center  
99 MedTech Drive, Suite 106  
Batavia, New York 14020  
(Attn: President & Chief Executive Officer)

**The GCEDC encourages the use of Genesee County contractors/suppliers and asks that they be allowed to bid your project!**

## Hold Harmless Agreement

Applicant hereby releases Genesee County Economic Development Center and the members, officers, servants, agents and employees thereof (the "GCEDC") from, agrees that the GCEDC shall not be liable for and agrees to indemnify, defend and hold the GCEDC harmless from and against any and all liability arising from or expense incurred by (A) the GCEDC'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 GCEDC, (B) the GCEDC's acquisition, construction and/or installation of the Project described therein and (C) any further action taken by the GCEDC 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. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the GCEDC or the Applicant are unable to reach final agreement with the respect to the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the GCEDC, its agents or assigns, all costs incurred by the GCEDC in the processing of the Application, including attorneys' fees, if any.



(Applicant Signature)

ALFRED S. Coglitore

(Print Name)

PRES.

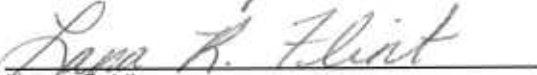
Title

STEVAL LLC

Company Name

Sworn to before me this

23rd day of May, 2012



Notary Public

Lana R. Flint

Notary Public State of New York

Qualified in Genesee Co.

My commission expires 3/21/2014

## EXHIBIT A

(A copy of this list should be provided to applicant's legal Counsel)

### Please ensure that the following items are delivered with the application:

1. A \$250 Application Fee  Yes  No
2. An EAF (Environmental Assessment Form)  Yes  No
3. Have Financing arrangements been made?  Yes  No
4. A copy of the bank commitment letter or personal / company financial statement  Yes  No

### Prior to the closing of this transaction applicant shall deliver the following documentation (where applicable to the project) to GCEDC's legal counsel

1. Insurance Certificates (please see exhibit B for additional information)
  - Certificate of Worker's Compensation Insurance (GCEDC named as additional insured).  Yes  No
  - Certificate of General Liability Insurance (GCEDC named as additional insured)  
Limits not less than \$1,000,000 per occurrence /accident and a blanket excess liability not less than \$3,000,000  Yes  No
  - Certificate of insurance against loss/damage by fire, lightning or other casualties with a uniform standard extended coverage endorsement in an amount not less than the full replacement value of the Facility. (GCEDC named as additional insured).  Yes  No
2. Certificate of Incorporation/Articles of Organization together with all amendments or restatements thereto.  Yes  No
3. By-Laws/Operating Agreement together with any amendments thereto  Yes  No
4. Good Standing Certificate(s) issued by the State of Incorporation/Organization of the Company AND NYS.  Yes  No
5. Resolutions of the Board of Directors/Members of the Company approving the Project.  Yes  No
6. List of all Material Pending Litigation of the Company.  Yes  No *N/A*
7. List of all Underground Storage Tanks containing Hazardous Materials at the Project.  Yes  No *N/A*
8. List of all Required Environmental Permits for the Project.  Yes  No *N/A*
9. Legal Description of the Project Premises.  Yes  No
10. Name and title of Person signing on behalf of the Company.  
Name: Alfred S. Coglitore  Yes  No
11. Copy of the proposed Mortgage (if any). *will forward*  Yes  No
12. Company's Federal Tax ID Number (EIN).  Yes  No
13. Tax Map Number of Parcel(s) comprising the Project.  Yes  No
14. Copy of the Certificate of Occupancy (as soon as available). *will forward*  Yes  No

## EXHIBIT B

### INSURANCE COVERAGE

1. Requirements. The Company shall maintain or cause to be maintained insurance against such risks and for such amounts as are customarily insured against by businesses of like size and type paying, as the same become due and payable, all premiums in respect thereto, including, but not necessarily limited to:

(a) (i) Insurance against loss or damage by fire, lightning and other casualties, with a uniform standard extended coverage endorsement, such insurance to be in an amount not less than the full replacement value of the Project, exclusive of excavations and foundations, as determined by a recognized appraiser or insurer selected by the Company or (ii) as an alternative to the above requirements (including the requirement of periodic appraisal), the Company may insure the Project under a blanket insurance policy or policies covering not only the Project but other properties as well.

(b) Workers' compensation insurance, disability benefits insurance, and each other form of insurance which the Agency or the Company is required by law to provide, covering loss resulting from injury, sickness, disability or death of employees of the Company who are located at or assigned to the Project.

(c) Insurance against loss or losses from liabilities imposed by law or assumed in any written contract and arising from personal injury and death or damage to the property of others caused by any accident or occurrence, with limits of not less than **\$1,000,000** per accident or occurrence on account of personal injury, including death resulting there from, and **\$1,000,000** per accident or occurrence on account of damage to the property of others, excluding liability imposed upon the Company by any applicable workers' compensation law; and a blanket excess liability policy in the amount not less than **\$3,000,000**, protecting the Company against any loss or liability or damage for personal injury or property damage.

2. Additional Provisions Respecting Insurance. (a) **All insurance required by Section 4(a) hereof shall name the Agency as a named insured and all other insurance required by Section 4 hereof shall name the Agency as an additional insured.** All insurance shall be procured and maintained in financially sound and generally recognized responsible insurance companies selected by the Company and authorized to write such insurance in the State. Such insurance may be written with deductible amounts comparable to those on similar policies carried by other companies engaged in businesses similar in size, character and other respects to those in which the Company is engaged. All policies evidencing such insurance shall provide for (i) payment of the losses of the Company and the Agency as their respective interest may appear, and (ii) at least thirty (30) days' prior written notice of the cancellation thereof to the Company and the Agency.

(b) All such policies of insurance, or a certificate or certificates of the insurers that such insurance is in force and effect, shall be deposited with the Agency on the date hereof. Prior to expiration of any such policy, the Company shall furnish the Agency evidence that the policy has been renewed or replaced or is no longer required by this Agent Agreement.

**To be completed / calculated by GCEDC**

Type of Project:

- Attraction
- Expansion
- Retention
- Infrastructure
- Workforce

Offerings:

- SLB
- Bond
- Grant
- EZ Certification
- ZCC
- RLF / Loan
- Consulting
- EZ B.A.
- EZ Consulting

**Estimated Financial Assistance to be provided via GCEDC participation - subject to GCEDC Board Approval**

- 1) Estimated Sales Tax Exemption (8%) \$ 32,600
- 2) Estimated Mortgage Tax Exemption (1.25%) \$ 9,375
- 3) Estimated Property Tax Abatement \$ 29,631
- 4) Estimated Total Tax Savings (1+3): \$ 72,606
- 5) Estimated Tax-Exempt Interest Cost Savings \$ \_\_\_\_\_ (via Tax-Carryover Bond)
- 6) Empire Zone Benefits \$ \_\_\_\_\_
- 7) Grant \$ \_\_\_\_\_  
Type or name of grant ( \_\_\_\_\_ )
- 8) Land Sale Subsidy \$ \_\_\_\_\_  
Property ( \_\_\_\_\_ )
- 9) Estimated total Company Savings (4+5+6+7+8): \$ \_\_\_\_\_
- 10) Benefited Project Amount \$ \_\_\_\_\_ (the capital investment directly related to the benefits received)
- 11) Bond Amount \$ \_\_\_\_\_
- 12) Mortgage Amount \$ \_\_\_\_\_
- 13) GCEDC Revolving Loan Fund \$ \_\_\_\_\_
- 14) Loan Secured \$ \_\_\_\_\_  
Source of loan ( \_\_\_\_\_ )
- 15) Total Amount Financed / Loan Funds Secured \$ \_\_\_\_\_ (12+13+14)

**Proposed PILOT structure: Standard PILOT - 00% abatement on the incremental increase in assessed value**

**Fees to be Paid by the Applicant:**

Genesee County Economic Development Center \$ 7,650 (The GCEDC will collect a 1% fee if this transaction was consummated through direct interaction between the Applicant and GCEDC. A 1.25% fee applies if this project was referred to GCEDC from a designated GCEDC partner entity. The GCEDC will collect its participation fee at the time of closing, based upon the company provided realistic capital investment costs of this project etated in this application. If bond financing is being enabled through GCEDC in addition to tax incentives - an additional 0.5% fee on the value of bond financing applies. (Should the actual costs exceed those estimates by more than 25%, an additional fee will apply.)

Harris Beach, LLP \$ 5,000 (Estimated fee for legal services required in connection with the financial assistance provided by the Genesee County Economic Development Center) Applicant may be required to pay additional out-of-pocket expenses and applicable filing or recording fees.

**\*\*Financial incentives are public information and will be released to the media upon board approval\*\***

*Handwritten signature*  
 (Applicant Signature)  
 Alfred S. Cogitore  
 (Print Name)  
 Pres  
 Title  
 STEVAI LLC  
 Company Name

*Handwritten note:* Future 50% with arrows pointing to the signature and company name.