



MONROE COUNTY INDUSTRIAL DEVELOPMENT CORPORATION  
CityPlace \* 50 West Main Street \* Suite 8100 \* Rochester, NY 14614-1218  
Phone: (585)753-2000 \* Fax: (585)753-2002  
monroecounty.gov

## GreatRate / GreatRebate Program Application

### Company Data

Name: Van Hook Service Co., Inc.  
Address (Non-Residential): 76 Seneca Ave  
City/Town: Rochester State: NY Zip Code: 14621  
Company Contact: Michael Van Hook Title: President  
E-mail Address: mike@vanhookservice.com  
Phone: 585 254 4375 Website: vanhookservice.com  
Description of Business: HVAC&R Service  
Type of Business: Sole Proprietorship ☐ Partnership ☐ Corporation ☐ LLC ☒ Other ☐  
Tax ID# 161027190

### Ownership

Name	<u>Michael Van Hook</u>	Percentage	<u>100</u>
Name	<u></u>	Percentage	<u></u>
Name	<u></u>	Percentage	<u></u>

EMPLOYMENT - As of Date: 8/5/2020

	Total Monroe County	Total New York State
Full-Time Employees (At least 30 hours/week; does not include seasonal or temporary employees)	82	82
Part-Time Employees	6	6
Full-Time Equivalent Employees (FTEs) Total calculated as Full-time plus (Part-time/2)	85	85

- Program is not available to retail, professional service firms or not-for-profit businesses
- Program requires a minimum of \$50,000 purchase of qualified equipment
- All equipment purchased must be used exclusively in Monroe County

If you are applying for the GreatRate program (financed purchase); complete pages 2, 3, 5 and 6  
If you are applying for the GreatRebate program (cash purchase); complete pages 2, 4 and 5

Revised 4/14

For office use only: 2602-02 20-033A

# GreatRate / GreatRebate Program Application

## a. Equipment Information:

(Attach additional pages if required)

Equipment to be purchased: Vehicles

Equipment Make: Various

Equipment Model: Various

Serial Number: Various

Cost: \$ 295,000.00

## b. Company projection for new full-time jobs within one year of Application Date 4

## c. Is the equipment to be purchased subject to sales tax ?

Yes ☒

No ☐

If yes, your company **MAY** be eligible to receive a sales tax exemption through the County of Monroe Industrial Development Agency (COMIDA) EquiPlus Program. Project must meet a minimum of 2:1 benefit to incentive ratio as determined by COMIDA Analyze Program.

The EquiPlus program is available to applicants of either the GreatRate or GreatRebate Program. If your company would like to apply, there is a fee of 1/2% of the total cost of equipment (regardless of subsidy amount) plus a \$750 legal fee (COMIDA Attorney). The request will be reviewed at the monthly COMIDA meeting held the third Tuesday of each month unless otherwise specified. Equipment purchases cannot be paid for until approved by the COMIDA board. **All equipment must be purchased in connection with a Monroe County facility and/or project. EquiPlus cannot be used for passenger or personal vehicles.**

Would you like to include the EquiPlus program as part of your GreatRate/GreatRebate application?

Yes ☒ No ☐

## d. Will the equipment purchase be made from a local vendor ?

A local vendor is defined as a business located within the following nine (9) county region: Monroe, Genesee, Livingston, Ontario, Orleans, Seneca, Wayne, Wyoming, Yates

Yes ☒ No ☐

If yes, please state the vendor information below:

(Attach additional pages if required)

Vendor Name: Mercedes-Benz of Rochester

Vendor Address: 4396 West Henrietta Rd, Rochester, NY 14623

Vendor Phone # 585 / 598 / 9193 ext. \_\_\_\_\_ Vendor website: mercedesbenzrochester.com

# GreatRate Interest Subsidy Program Application

## GreatRate Job Creation Requirement Worksheet

A. Number of full-time equivalent (FTE) employees in Monroe County (from page 1):	A. <u>82.0</u>
B. Item A x 10% (round up to whole number)	B. <u>9</u>
C. Loan/Lease amount subsidized up to a maximum of \$300,000, divided by \$75,000 (round up to whole number). Result must be a minimum of 1 to a maximum of 4.	C. <u>4</u>
D. Item B <b>OR</b> C (whichever is less)	D. <u>4</u>
E. Subsidy Target (A+D)	E. <u>86</u>

Average Salary of Existing Employee(s):	\$ <u>80,000</u>	
Expected Salaries of New Employee(s):		
High <u>\$85,000</u>	Avg <u>\$65,000</u>	Low <u>\$45,000</u>

### GreatRate Terms and Conditions

The GreatRate Interest Subsidy Program provides an interest subsidy on a fixed rate loan or a capital lease used to purchase machinery or equipment provided the company meets the subsidy target as detailed below. If the equipment purchase is made from a local vendor, the interest subsidy will be 4%; otherwise it will be 3% (see definition of local vendor on page 2).

**Note:** Rate cannot be subsidized below 1%.

- **Loan or Capital Lease subsidy amount:** \$50,000 to a maximum of \$300,000 of the loan or capital lease amount.
- **Loan or Capital Lease Term:** Loan must be fully amortizing. Lease must be a capital lease.
- **Subsidy Term:** Subsidy period will be for up to five (5) years or the term of the loan, whichever is less, provided **subsidy target** is attained in year one and maintained in subsequent years.
- **Loan or Capital Lease Interest rate:** Interest rate must be fixed for the term of the GreatRate subsidy.

### **GreatRate Job Creation Terms:**

- The loan or lease must result in the creation of one (1) full-time equivalent job for every \$75,000 in amount subsidized **OR** an increase of 10% in the employee base, whichever is less.
- Job creation must occur in Monroe County within 12 months of loan/lease closing. If the company has met the **subsidy target** within one (1) year and maintained the base employment, the first subsidy payment will be paid. For the remainder of the GreatRate subsidy the company will be surveyed annually. If in the subsequent survey years, the subsidy target is not maintained, no further subsidies will be paid.

### **GreatRate Additional Terms:**

- In order to qualify for the 4% subsidy rate, the applicant must provide satisfactory proof of purchase from local vendor(s).
- Company will receive GreatRate subsidy payments upon MCIDC's receipt of certification from the participating lender that the company is complying with the terms of the loan or lease.
- **If the company relocates outside Monroe County during the subsidy period or within two (2) years after the final payment, the subsidy must be paid back in full.**



# GreatRate / GreatRebate Program Application

## Company Certification

The undersigned company officer hereby certifies, on behalf of the company, as follows:

- A. The information contained in this application, including employment information, is true and correct. The company is aware that any material misrepresentation made in the application constitutes an act of fraud, resulting in termination of participation in the GreatRate/GreatRebate program and any other MCIDC sponsored program and repayment by the company of interest subsidy/rebate granted by the GreatRate/GreatRebate program.
- B. The company is aware that it may receive two concurrent interest subsidies under the GreatRate program and two concurrent rebates under the GreatRebate program. The company is further aware that an additional condition of eligibility for re-applying to either program is retention of employment at the subsidy target required in the previous approval letter.
- C. If using the GreatRebate program, neither financing nor leasing has been used to acquire the equipment.
- D. **Company agrees to complete the required job survey.** If the survey is not received within 30 days from the survey date, the subsidy/rebate will not be paid. In addition to the survey, for the GreatRate program, MCIDC must also receive an annual certification from the participating lender.
- E. The company will maintain its primary offices and business operations at a non-residential address in Monroe County.
- F. If the company files for protection under any chapter of the Bankruptcy Code, makes an assignment for the benefits of creditors or has any similar financing difficulty or default under any other loan agreement, the GreatRate/GreatRebate will not be paid.
- G. Equipment is generally defined as manufacturing equipment, data handling equipment, information systems (including computers, peripheral equipment and software). All equipment purchased must be housed in a Monroe County facility.
- H. All jobs created in relation to the GreatRate/GreatRebate program must be created within Monroe County.
- I. If a company has received a GreatRate and relocates outside Monroe County during the subsidy period or within two (2) years after the final payment, any subsidy payment received by the company must be paid back in full.
- J. If a company has received payment for a GreatRebate and relocates outside Monroe County within two (2) years after receipt of the rebate, the rebate must be paid back in full.
- K. The undersigned, on behalf of the company, certifies that the company and all officers which own a minimum of 20% are current and will remain current throughout the term of this agreement on all real property, federal, state, sales, income and withholding taxes.
- L. Company understands qualification for participation in the GreatRate/GreatRebate program will be determined by MCIDC at its sole discretion.

IN WITNESS WHEREOF, the undersigned has executed this company's certificate as of this date:

Date: 8/5/2020

Company Name: Van Hook Service Co., Inc.

Name & Title (please print): Michael Van Hook, President

Signature: 

## GreatRate / GreatRebate Program Application

### Lender Certification

Loan/Capital Lease Amount:	\$ 295,000
Loan/Capital Lease Term:	3 years
Fixed Interest Rate:	2.51


The undersigned officer hereby certifies, on behalf of the Lender, as follows:

- A. The interest rate in this application, for the loan/capital lease shown above was calculated based upon the current interest rate that would be charged in the absence of the program. The interest rate will be a *fixed interest rate charged during the term of the GreatRate Interest Subsidy Program*.
- B. In connection with the loan/capital lease that is the subject of this application, the lender will not charge any points, origination fees, handling fees, service charges, refinancing fees, or penalties or charges other than those normally charged by the Lender for loans or leases of the type being made without regard to the GreatRate program. The Lender will not change terms and/or conditions during the term of the GreatRate subsidy period.
- C. Lender agrees to provide MCIDC with a copy of the loan or lease agreement and copies of the UCC filings.
- D. Lender agrees to provide MCIDC with an annual certification which evidences that the Borrower is complying with the terms and conditions of the loan or capital lease, and that the loan or lease is current as of certification submission.
- E. The information contained in this Lender's certification is, to the best of the Lender's knowledge, after due inquiry, true and correct. In the event the information provided is inaccurate or misleading, MCIDC reserves the right, at its sole discretion, to terminate participation in the GreatRate program.

IN WITNESS WHEREOF, the undersigned has executed this Lender's certificate as of this date:

Date: 8/5/2020

Loan Officer's Name & Title (please print): Elaine Lyons, Senior Relationship Manager

Signature: 

Lending Institution: ESL Federal Credit Union

Address: 225 Chestnut St, Rochester, NY 14604

Phone: (585) 336-1356 Fax: \_\_\_\_\_

E-mail: elyons@esl.org

## VI. Value of Incentives

Project name: *Van Hook Service Co., Inc.*

### A. IDA PILOT Benefits:

Current Land Assessment	Taxes on Land	0
Dollar Value of New Construction & Renovation Costs		
Estimated New Assessed Value of Project Subject to IDA	0	

County Tax rate/\$1,000

Local Tax Rate\* Tax Rate/\$1,000

School Tax Rate /\$1,000

Total Tax Rate 0.00

PILOT Year	% Payment	County PILOT Amount	Local PILOT Amount	School PILOT Amount	Total PILOT Amount	Full Tax Payment w/o PILOT	Net Exemption
1	90%	0	0	0	0	0	0
2	80%	0	0	0	0	0	0
3	70%	0	0	0	0	0	0
4	60%	0	0	0	0	0	0
5	50%	0	0	0	0	0	0
6	40%	0	0	0	0	0	0
7	30%	0	0	0	0	0	0
8	20%	0	0	0	0	0	0
9	10%	0	0	0	0	0	0
10	0%	0	0	0	0	0	0
Total		0	0	0	0	0	0

\* Local Tax Rate for Town/City/Village

### B. Sales Tax Exemption Benefit:

Estimated value of Sales Tax exemption:	<u>\$23,600</u>
Estimated duration of Sales Tax exemption:	<u>12/31/20</u>

### C. Mortgage Recording Tax Exemption Benefit:

Estimated Value of Mortgage Recording Tax exemption:	<u></u>
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### D. Industrial Revenue Bond Benefit

IRB inducement amount, if required:	<u>\$0</u>
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### E. Percentage of Project Costs financed from Public Sector sources:

Total Value of Incentives:	<u>\$23,600.00</u>	<u>8.00%</u>
Sources of Funds (Section IV.B.)	<u>\$295,000.00</u>	

\*\* All estimates are based on current tax rates.