

COPY

**ORANGE COUNTY
INDUSTRIAL
DEVELOPMENT
AGENCY**

**APPLICATION FOR
FINANCIAL ASSISTANCE**

North Jersey Trailer & Truck Service, Inc.

(Applicant Name)

For CIVIC AND NOT-FOR-PROFIT

William Trimble
Director
Office of Business Assistance
Orange County Government Center
255 Main Street
Goshen, NY 10924
845-291-2700
www.orangecountygov.com
business@orangecountygov.com

For COMMERCIAL DEVELOPMENT

Maureen Halahan
President/CEO
Orange County Partnership
40 Matthews Street
Suite 108
Goshen, NY 10924
Tel: 845-294-2323
Fax: 845-294-8023
www.ocpartnership.org
info@ocpartnership.org

Updated 10/08/2007

RECEIVED MAY 1.6 2008

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

I. APPLICANT INFORMATION

Company Name: North Jersey Trailer & Truck Service, Inc.
Mailing Address: 975 Belmont Avenue, North Haledon, New Jersey 07508
Phone No.: 973-423-2929
Fax No.: 973-423-3808
Fed Id. No.: 22-3184186
Contact Person: Robert Sybesma

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

Charles Sybesma, President 50%
Judith Ann Sybesma, Secretary 50%

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

Form of Entity

Corporations

Date of Incorporation: 8/3/1992
State of Incorporation: New Jersey

Partnership

General _____ or Limited _____
Number of general partners _____
If applicable, number of limited partners _____

Date of formation _____
Jurisdiction of Formation _____

Limited Liability Company/Partnership (number of members _____)

Date of organization: _____
State of Organization: _____

Sole Proprietorship

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

APPLICANT'S COUNSEL

Name: Alan D. Singer

Address: 11 Martine Avenue, White Plains, New York 10606

Phone No.: 914-428-2100

Fax No.: 914-428-2122

II. PROJECT INFORMATION

A) Describe the proposed acquisitions, construction or reconstruction and a description of the costs and expenditures expected.

What North Jersey is proposing to do is to purchase 11.0 acres of land in Goshen New York. We would like to build a 15,000 square foot facility. The expected cost of land and construction is 2 million. I also expect an additional cost of about 250,000.00 for equipment that would be needed.

B) Furnish a copy of any environmental application presently in process of completed concerning this project providing name and address of the agency and copy all pending or completed documentation and determinations.

None

If any of the above persons, or a group of them, owns more than a 50% interest in the Company, list all other organizations which are related to the Company by virtue of such persons having more than a 50% interest in such organizations.

None

Is the Company related to any other organization by reason of more than 50% common ownership? If so, indicate name of related organization and relationship.

No

Has the Company (or any related corporation or person) made a public offering or private placement of its stock within the last year? If so, please provide offering statement used.

No

Project Data –

1. Project site (land)

(a) Indicate approximate size (in acres or square feet) of Project site.

11 acres

(b) Are there buildings now on the Project site?

 Yes X No

(c) Indicate the present use of the Project site.

Vacant Land

(d) Indicate relationship to present user of Project.

None

2. Does the Project involve acquisition of an existing building or buildings? If yes, indicate number, size and approximate age of buildings:

No

3. Does the Project consist of the construction of a new building or buildings? If yes, indicate number and size of new buildings:

Yes, one building 15,000 square feet

4. Does the Project consist of additions and/or renovations to existing buildings? If yes, indicate nature of expansion and/or renovation:

No

5. What will the building or buildings to be acquired, constructed or expanded be used for by the Company? (include description of products to be manufactured, assembled or processed and services to be rendered)

See attached

including the percentage of building(s) to be used for office space and an estimate of the percentage of the functions to be performed at such office not related to the day to day operations of the facilities being financed.)

15% would be offices and would only be related to the day to day operations at the facility.

Project Data - attachment to question number 5:

Our intended use for the proposed New York facility will be to do all types of modifications, assemblies and repairs to both new and used semi trailers and installations of new truck bodies. We intend to do lift gate assembly and installations for companies located in New York, Vermont, Massachusetts, New Jersey, Connecticut, Rhode Island and Pennsylvania. Some of the customers we do installations and assemblies for are Shop Rite, Pathmark, Edy's Ice Cream, & C & S Foods in Vermont. Currently we are doing 62 installations for equipment being used in the tri state area for Coke.

6. If any space in the Project is to be leased to third parties, indicate total square footage of the Project amount to be leased to each tenant, and proposed use by each tenant.

No

7. List principal items or categories of equipment to be acquired as part of the Project.

Welders, compressors, scaffolds, heavy electric air and electric driven tools, testers

8. Has construction work on this Project begun?

Complete the following

(a) site clearance	_____ Yes	<u> X </u> No	_____ % complete
(b) foundation	_____ Yes	<u> X </u> No	_____ % complete
(c) footings	_____ Yes	<u> X </u> No	_____ % complete
(d) steel	_____ Yes	<u> X </u> No	_____ % complete
(e) masonry work	_____ Yes	<u> X </u> No	_____ % complete
(f) other (describe below)	_____ Yes	<u> X </u> No	_____ % complete

9. Will any of the funds borrowed through the Agency be used for refinancing?

No

10. Is a purchaser for the bonds in place?

COST BENEFIT ANALYSIS:

	<u>Costs =</u> <u>Financial Assistance</u>	<u>Benefits =</u> <u>Economic Development</u>
Estimated Sales Tax Exemption	\$ <u>49,000</u>	New Jobs Created <u>18</u>
	<u>16,000</u>	Existing Jobs Retained <u>4</u>
Estimated Mortgage Tax Exemption	\$ _____	Private Funds invested \$ _____
Estimated Property Tax Abatement	\$ <u>150,000</u>	Other Benefits _____
	<u>0</u>	Expected Yearly Payroll <u>\$800,000</u>
Estimated Interest Savings IRB Issue	\$ _____	Expected Gross Receipts <u>2 million</u>

B) Project Address: Proposed Lot 5, Cannon Hill Drive, Goshen, New York

Tax Map Number Section 12, Block 2, Lot 20.1 & 16.1
(Section/Block/Lot)

Located in City of _____

Located in Town of Goshen

Located in Village of _____

School District of _____

C) Are Utilities on Site?

Water No Electric No
Gas No Sanitary/Storm Sewer No

D) Present legal owner of the site Cornelius & Judith Alders
If other than from Applicant, by what means will the site be acquired for this Project:

E) Zoning of Project Site: Current: Industrial Proposed: Industrial

F) Are any variances needed: No

G) Principal Use of Project upon completion: Semi Trailer Service Center

H) 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

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

Will the Project result in the abandonment of one or more plants or facilities located in the State of New York? No

I) Estimate how many construction/permanent jobs will be created or retained as a result of this Project:

Construction: _____

Permanent: 18

Retained: 4

J) Financial Assistance being applied for:

	<u>Estimated Value</u>
_____ Real Property Tax Abatement	\$ 150,000
_____ Mortgage Tax Exemption	\$ 16,000
_____ Sales and Use Tax Exemption	\$ 49,000
_____ Issuance by the Agency of Tax Exempt Bonds	\$ 0

K) Project Costs (Estimates)

Land	700,000.00
Building	1.3 million
Equipment	250,000.00
Soft costs	
Other	
Total	\$2,250,000.00

III. 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 proposed 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 proposed project must 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 Entitle") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JTPA") in which the Project is located.
- B. First Consideration for Employment. In accordance with Section 858-b(2) of the General Municipal Law, the applicant understands and agrees that, if the proposed project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant must 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 proposed project.
- C. A liability and contract liability policy for a minimum of three million dollars will be furnished by the Applicant insuring the Agency.
- D. Applicant on closing of Project will contribute a pro-rata share to Agency insurance policy of the premiums paid for the Agency Master Policy covering all projects.
- E. Annual Sales Tax Fillings. In accordance with Section 874(8) of the General Municipal Law, the Applicant understands and agrees that, if the proposed 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.
- F. Annual Employment Reports. The applicant understands and agrees that, if the proposed 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.

- G. Absence of Conflicts of Interest. The applicant has received from the Agency a list 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:

The Applicant and the individual executing this Application on behalf of applicant acknowledge that the Agency and its counsel will rely on the representations made in this Application when acting hereon and hereby represents 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 Signature)

Charles Sybesma
(Name of Officer)

President
(Title)

This Application should be submitted to the Orange County Industrial Development Agency c/o William Trimble, Administrative Director, Orange County Government Center, 255-275 Main Street, Goshen, NY 10924 - Tel (845) 291-2700.

The Agency will collect an administrative fee at the time of closing.
SEE ATTACHED FEE SCHEDULE (page 10)

Bond Counsel
CHARLES SCHACHTER, ESQ.
Harris Beach PLLC
99 Garnsey Road
Pittsford, New York 14534
Tel: (585) 419-8633
Fax: (585) 419-8817

Attach copies of preliminary plans or sketches of proposed construction or rehabilitation or both.

Attach the following Financial Information of the Company –

1. Financial statements for last two fiscal years (unless included in Company's Annual Reports).
2. Company's annual reports (or Forms 10-K's) for the two most recent fiscal years.

3. Quarterly reports (Form 10Q's) and current reports (Form 8-K's) since the most recent Annual Report, if any.
4. In addition, please attach the financial information described above in items 1, 2 and 3 of any expected Guarantor of the proposed bond issue if different from the Company.

HOLD HARMLESS AGREEMENT

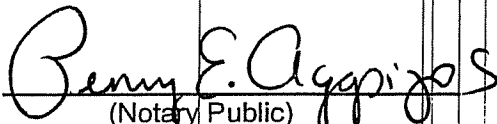
Applicant hereby releases the ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY and the members, officers, servants, agents and employees thereof (the "Agency") from, agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or 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. 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 Agency or the Applicant are unable to reach final agreement with respect to the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all costs incurred by the Agency in processing of the Application, including attorneys' fees, if any.


 (Applicant Signature)

By: _____

Name: Charles Sybesma

Title: President


 (Notary Public)

Sworn to before me this 24th day
 of April, 2008

[stamp]

PENNY E. AGAPIYOS
 NOTARY PUBLIC OF NEW JERSEY
 My Commission Expires May 8, 2010

***FEE SCHEDULE FOR THE
ORANGE COUNTY IDA IS AS FOLLOWS:***

IDA

One-percent of the first \$2,000,000 plus one-half percent of amount above that, due at closing.

Administrative Fee

\$2,500 due at application, non-refundable.

IDA Bond Counsel

\$12-15,000 for straight lease transactions; fee for Tax-exempt transactions to be quoted depending on complexity of deal; **\$2,500 due at application** and non-refundable, balance due at closing for all deals.

NOTE

IDA reserves the right to seek additional IDA and Bond Counsel fees for exceptionally complex transactions.

Please make all Checks payable to:

Orange County Industrial Development Agency

Mail to:

255-275 Main Street
Goshen, New York 10924

Labor Policy

Adopted May 18, 2006, it is the Labor Policy of the Orange County Industrial Development Agency to *encourage* all companies availing themselves of IDA benefits to use local workforce and pay prevailing wages on their project where possible.

BUSHOVEN & COMPANY

CERTIFIED PUBLIC ACCOUNTANTS

317 GODWIN AVENUE
MIDLAND PARK, N.J. 07432

MEMBERS:
AMERICAN INSTITUTE OF
CERTIFIED PUBLIC ACCOUNTANTS

PRIVATE COMPANIES PRACTICE SECTION
OF AICPA DIVISION OF FIRMS

NEW JERSEY SOCIETY OF
CERTIFIED PUBLIC ACCOUNTANTS

TEL. (201) 444-0001
FAX (201) 444-9168

www.bushoven.com

February 6, 2008

North Jersey Trailer & Truck Service Inc.
975 Belmont Avenue
North Haledon, NJ 07508

Independent Accountant's Compilation Report

We have compiled the accompanying balance sheets of North Jersey Trailer & Truck Service Inc. as of December 31, 2007 and 2006, and the related statements of income for the years then ended, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements information that is the representation of management. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures and the statement of cash flows required by generally accepted accounting principles. If the omitted disclosures were included in the financial statements, it might influence the user's conclusions about the company's financial position, results of operations, and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

Bushoven & Company

North Jersey Trailer & Truck Service Inc
BALANCE SHEETS
As of December 31, 2007 and 2006

ASSETS

	<u>2007</u>	<u>2006</u>
CURRENT ASSETS		
Cash	\$ 2,625,987.69	\$ 101,676.19
Receivable	165,989.27	1,124,871.75
Loan Receivable	100,000.00	173,692.18
Inventory	2,058,197.24	762,017.00
Prepaid Expenses	<u>114,618.23</u>	<u>0.00</u>
Total Current Assets	<u>5,064,792.43</u>	<u>2,162,257.12</u>
PROPERTY AND EQUIPMENT		
Land	80,742.10	0.00
Building	19,727.55	0.00
Autos And Trucks	949,510.66	997,849.65
Furniture And Fixtures	0.00	9,951.30
Machinery And Equipment	130,486.93	118,400.30
Office Equipment	108,639.67	98,688.37
Leasehold Improvements	98,377.64	98,377.64
Less: Accumulated Depreciation	<u>(986,311.00)</u>	<u>(883,131.00)</u>
Net Property and Equipment	<u>401,173.55</u>	<u>440,136.26</u>
OTHER ASSETS		
Deposits	<u>0.00</u>	<u>4,750.00</u>
Total Other Assets	<u>0.00</u>	<u>4,750.00</u>
TOTAL ASSETS	<u>\$ 5,465,965.98</u>	<u>\$ 2,607,143.38</u>

North Jersey Trailer & Truck Service Inc
BALANCE SHEETS
As of December 31, 2007 and 2006

LIABILITIES AND STOCKHOLDERS' EQUITY

	<u>2007</u>	<u>2006</u>
CURRENT LIABILITIES		
Accounts Payable	\$ 3,826,021.14	\$ 1,086,569.84
Sales Taxes Payable	22,976.00	9,047.17
Income Taxes Payable	0.00	87,800.00
State Income Taxes Payable	0.00	35,500.00
Accrued Expenses	576,955.31	98,080.00
Notes Payable - Current Porti	<u>142,472.13</u>	<u>142,472.13</u>
Total Current Liabilities	<u>4,568,424.58</u>	<u>1,459,469.14</u>
LONG-TERM LIABILITIES		
Long Term Liabilities	<u>339,065.76</u>	<u>668,953.38</u>
Total Long-Term Liabilities	<u>339,065.76</u>	<u>668,953.38</u>
Total Liabilities	<u>4,907,490.34</u>	<u>2,128,422.52</u>
STOCKHOLDERS' EQUITY		
Retained Earnings	<u>558,475.64</u>	<u>478,720.86</u>
Total Stockholders' Equity	<u>558,475.64</u>	<u>478,720.86</u>
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	<u>\$ 5,465,965.98</u>	<u>\$ 2,607,143.38</u>

See Accountants' Compilation Report

North Jersey Trailer & Truck Service Inc
INCOME STATEMENTS
For the Twelve Months Ended December 31, 2007 and 2006

	<u>2007</u>	%	<u>2006</u>	%
Sales				
Sales	\$ 61,780,251.65	100.11	\$ 38,663,479.49	100.00
Returns And Allowances	(65,654.65)	(0.11)	0.00	0.00
Total Sales	<u>61,714,597.00</u>	<u>100.00</u>	<u>38,663,479.49</u>	<u>100.00</u>
Cost of Goods Sold				
Parts	55,964,965.75	90.68	29,625,513.97	76.62
Freight & Duty	558,380.13	0.90	271,529.73	0.70
Sub-Contract Services	0.00	0.00	92,678.34	0.24
Shop Supplies	81,447.27	0.13	213,521.20	0.55
Warranty Expense	47,400.00	0.08	0.00	0.00
Subcontractors	6,521.56	0.01	275.00	0.00
Federal Excise Tax	0.00	0.00	2,998,304.79	7.75
Total Cost of Goods Sold	<u>56,658,714.71</u>	<u>91.81</u>	<u>33,201,823.03</u>	<u>85.87</u>
Gross Profit	<u>5,055,882.29</u>	<u>8.19</u>	<u>5,461,656.46</u>	<u>14.13</u>
Operating Expenses				
Advertising	15,877.54	0.03	7,889.02	0.02
Automobile And Truck	109,775.63	0.18	122,216.16	0.32
Bad Debts	23,397.52	0.04	0.00	0.00
Bank Charges	12,576.65	0.02	9,026.70	0.02
Commissions & Bonuses	94,045.64	0.15	269,710.00	0.70
Contributions	14,234.50	0.02	9,985.00	0.03
Delivery	0.00	0.00	949.60	0.00
Depreciation	163,256.00	0.26	209,342.00	0.54
Dues And Subscriptions	4,612.71	0.01	500.00	0.00
Employee Benefits	208,760.60	0.34	29,269.32	0.08
Equipment Rental	0.00	0.00	255.46	0.00
Fuel	174,808.54	0.28	0.00	0.00
Gifts	10,630.03	0.02	0.00	0.00
Interest Expense	33,280.54	0.05	22,516.63	0.06
Insurance	238,015.28	0.39	462,790.96	1.20
Leasing	9,742.49	0.02	4,464.08	0.01
License & Fees	9,134.47	0.01	81.00	0.00
Meals & Entertainment	48,600.97	0.08	48,585.56	0.13
Miscellaneous Expense	38,871.55	0.06	0.00	0.00
Office Expense	42,443.96	0.07	86,429.52	0.22
Office Supplies	0.00	0.00	14,825.25	0.04
Outside Services	6,910.99	0.01	0.00	0.00
Salaries	2,701,108.59	4.38	3,016,121.45	7.80
Payroll Taxes	229,638.15	0.37	199,944.89	0.52
Penalties	2,109.11	0.00	1,318.50	0.00
Pension	38,794.79	0.06	0.00	0.00
Postage	13,104.91	0.02	600.00	0.00

See Accountants' Compilation Report

North Jersey Trailer & Truck Service Inc
INCOME STATEMENTS
For the Twelve Months Ended December 31, 2007 and 2006

	<u>2007</u>	%	<u>2006</u>	%
Professional Fees	62,318.21	0.10	69,217.15	0.18
Promotion	1,281.01	0.00	5,025.21	0.01
Real Estate Taxes	42,462.87	0.07	0.00	0.00
Rent	209,645.17	0.34	201,986.73	0.52
Repairs And Maintenance	232,951.28	0.38	129,906.51	0.34
Salaries	0.00	0.00	2,634.10	0.01
Sales expense	0.00	0.00	16,999.67	0.04
Supplies	4,054.59	0.01	0.00	0.00
Other Taxes	2,939.12	0.00	952.19	0.00
Telephone	39,375.88	0.06	34,636.88	0.09
Travel	33,373.81	0.05	106,655.85	0.28
Uniforms	25,910.63	0.04	0.00	0.00
Utilities	42,288.60	0.07	29,888.67	0.08
Total Operating Expenses	<u>4,940,332.33</u>	<u>8.01</u>	<u>5,114,724.06</u>	<u>13.23</u>
Operating Income (Loss)	<u>115,549.96</u>	<u>0.19</u>	<u>346,932.40</u>	<u>0.90</u>
Other Income / (Expenses)				
Other Income (Expense)	0.00	0.00	5,760.56	0.01
Interest Income	30,140.22	0.05	0.00	0.00
Gain (Loss) - Sale Of Propert	40,765.00	0.07	0.00	0.00
Total Other Income / (Expenes)	<u>70,905.22</u>	<u>0.11</u>	<u>5,760.56</u>	<u>0.01</u>
Income Before Taxes	<u>186,455.18</u>	<u>0.30</u>	<u>352,692.96</u>	<u>0.91</u>
Provision for Income Taxes	<u>106,700.00</u>	<u>0.17</u>	<u>151,277.00</u>	<u>0.39</u>
Net Income (Loss)	<u>\$ 79,755.18</u>	<u>0.13</u>	<u>\$ 201,415.96</u>	<u>0.52</u>

See Accountants' Compilation Report

North Jersey Trailer & Truck Service Inc
STATEMENTS OF RETAINED EARNINGS
As of December 31, 2007 and 2006

	<u>2007</u>	<u>2006</u>
Beginning of Period	\$ 478,720.86	\$ 277,304.90
Plus: Net Income	79,755.18	201,415.96
Less: Dividends Paid	0.00	0.00
	<hr/>	<hr/>
RETAINED EARNINGS		
END OF PERIOD	<u>\$ 558,476.04</u>	<u>\$ 478,720.86</u>

See Accountants' Compilation Report