



FINANCE COMMITTEE AGENDA
Room 400, Government Center

Wednesday, July 5, 2006

4:00 p.m.

1. Roll Call
2. Approval of Minutes: June 6, 2006
May 16, 2006 Stand-up Committee Meeting
3. Departmental Matters
 - A. Becky McNeil, County Treasurer
 - 1) Items to be Presented for Information:
(Documents to be provided at meeting)
 - a) Accept and place on file County Treasurer's Monthly Financial Reports as of June 30, 2006
 - b) Employee Benefit Fund Quarterly Report
 - c) CDAP Revolving Loan Fund Quarterly Report Benefit Report
 - d) General Report
 - e) Other
 - B. Peggy Ann Milton, County Clerk
 - 1) Items to be Presented for Action:
 - a) Request Approval of the List of Judges of Election *(to be provided at meeting)*
 - 2) Items to be Presented for Information:
 - a) General Report
 - b) Other
 - C. Robert Keller, Health Department Administrator
 - 1) Items to be Presented for Action:
 - a) Request Approval of an Amendment to Chapter 28 of the McLean County Code, Health and Sanitation
 - 2) Items to be Presented for Information:
 - a) General Report
 - b) Other

- D. Don Lee, Director, Nursing Home
- 1) Items to be Presented for Information:
 - a) Monthly Reports 6-8
 - b) General Report
 - c) Other
- E. Lee Newcom, County Recorder
- 1) Items to be Presented for Information:
 - a) General Report 9-30
 - b) Other
- F. John M. Zeunik, County Administrator
- 1) Items to be Presented for Action:
 - a) Presentation of Fiscal Year 2005 Audit and Comprehensive Annual Financial Report – Clifton Gunderson LLP (*Documents Enclosed*)
 - (1) Comprehensive Annual Financial Report for the Fiscal Year Ended December 31, 2005
 - (2) Management Letter of Advisory Comments
 - (3) Single Audit Report for the Fiscal Year Ended December 31, 2005
 - b) Request Approval of CDAP Revolving Loan Fund Application for the Coffee Hound, Normal, Illinois 31-75
 - c) Request Approval of a Resolution Setting the Salary of the Public Defender at 90% of the State's Attorney's Salary (97-99)
 - c) EXECUTIVE SESSION: Litigation (*Material to be presented at Meeting*)
 - 2) Items to be Presented for Information:
 - a) Report on the Assist First-Time Homebuyer Down Payment Assistance Program 76-88
 - b) Presentation of a "DRAFT" Ordinance Regulating Smoking in Public Places and Places of Employment in the Unincorporated Areas of McLean County 89-96
 - c) General Report
 - d) Other
4. Recommend Payment of Bills and Transfers, if any, to County Board
5. Adjournment



Health Department

200 W. Front St. Room 304 Bloomington, Illinois 61701 (309) 888-5450

Memorandum

To: Honorable Members of the McLean County Board Finance Committee

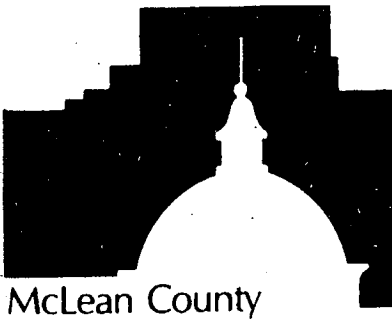
From: Robert J. Keller, Director

Date: June 27, 2006

Re: Proposed Amendment to the McLean County Revised Code Chapter 28 – sizing private sewage disposal chamber systems.

Please find attached a proposed ordinance amendment to Chapter 28, Health and Sanitation addressing a minor revision in sizing requirements for subsurface private sewage disposal chamber systems. In essence, the proposed amendment reduces the over-sizing requirement established by the department several years ago and institutes a common approach for sizing bottom areas for both gravel and gravel-less onsite wastewater disposal systems.

The change to the ordinance was approved by the McLean County Board of Health at its meeting of June 7th.




McLean County

Health Department

200 W. Front St. Room 304 Bloomington, Illinois 61701 (309) 888-5450

MEMORANDUM

TO: Honorable Members of the McLean County Board Finance Committee

FROM: Tom Anderson, Director of Environmental Health 

DATE: June 27, 2006

RE: Proposed Amendment to McLean County Revised Code
Chapter 28, Health and Sanitation; Article II, Private Sewage Disposal Systems

The Environmental Health Division reviewed the sizing requirements of gravel-less chamber type seepage fields described in Chapter 28, Article II, Section 28.53 of the McLean County Revised Code at the request of Infiltrator Systems, Inc. (ISI), a manufacturer of these subsurface systems. The current sizing was adopted and implemented in 2001 to address concerns at that time of potential inadequate sizing of gravel-less systems as compared with trench and gravel systems. The technology used in gravel-less systems was relatively new and the McLean County Health Department took a conservative approach in sizing these systems.

Health Department representatives have had numerous meetings with ISI employees and their legal representative to address the McLean County Health Department's current sizing requirements. ISI provided references to support a decrease in the sizing requirements below what is required of conventional gravel systems. These references did not include empirical long term performance data for the chamber type systems' performance at a reduced size compared to the sizing requirements of a gravel laden seepage field.

The sizing requirements contained within the current ordinance require a chamber type system to be installed with a significantly larger lineal dimension than a gravel system used for the same application.

After meeting with ISI and reviewing various types of literature, we have concluded that the current McLean County sizing requirements for gravel-less chamber type seepage fields are overly protective. However, it was also determined that the reduced sizing standards recommended by ISI are not justified by the data available. As a result, the Environmental Health Division is proposing a new sizing requirement based upon a 1:1 ratio compared to a three feet wide gravel seepage field. Specifically, the lineal measurement of chamber type gravel-less seepage field will need to be increased to provide the same amount of bottom trench absorption area found in a three feet wide gravel seepage system installed for the same application. The proposed changes will size a chamber system only on the bottom absorption area. Sidewall and top cover absorption capacities will not be considered as they are in the current county code. This is consistent with the state code's sizing for gravel-laden septic systems.

Honorable Members of the McLean County Board Finance Committee
June 27, 2006
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The proposed change demonstrating the new sizing method is shown in the amended McLean County Revised Code included with this memorandum.

There are no indications that this proposed reduction to the current sizing will impact the expected 20 to 25 year longevity of a septic system.

This proposed amendment was reviewed and approved by the Board of Health on June 7, 2006.

TJA:lm

TA-0601-FC Memo

AMENDING CHAPTER 28 OF THE MCLEAN COUNTY CODE HEALTH AND SANITATION

WHEREAS, the McLean County Board has certain ordinances which promulgate certain rules and regulations pertaining to the regulation of sewage for the promotion and protection of health and the control of disease; and

WHEREAS, the current sizing for gravel-less chamber type septic systems is overly protective when compared to the sizing requirements for gravel trench systems, and

WHEREAS, the McLean County Board of Health has recommended on June 7, 2006, that gravel-less chamber type septic systems be installed at an equal effective absorption area as the current gravel trench systems, and

WHEREAS, the Finance Committee at their July 5, 2006 meeting has concurred with such recommendations, now, therefore

BE IT ORDAINED by the County Board of McLean County, now in regular session, that the aforesaid Chapter 28 is and hereby is amended to read as follows:

28.53 GRAVEL-LESS CHAMBER TYPE SEEPAGE FIELD REQUIREMENTS

When gravel-less chamber sections are installed, the number of lineal feet of chamber shall be determined by soil percolation and/or comparable soil classification information.

A chamber type system is required to produce the equivalent amount of soil absorption area as a comparable conventional gravel system installed at the same site using the same soil absorption information.

Use the following steps to size a chamber type system:

- (A) Calculate the number of lineal feet of a 3 feet wide conventional gravel trench required based upon the soil absorption rate information for the site.
- (B) Calculate the number of square feet of soil absorption area provided per lineal foot by the proposed chamber units using the following formula:

$$\frac{2H + W}{12} = X$$

H = height of the sidewall in inches

W = the width of the bottom of the chamber in inches

X = the total square feet of *bottom* absorption area per lineal feet of chamber unit proposed for the installation.

(C) Divide $\& 3$ by the value of "X." This will produce the multiplier "Y" that will be used in step D.

(D) Multiply the lineal feet figure from step A by the value of "Y" from step C. This produces the lineal feet of chamber units required for the installation. (Added 10-16-01, *Amended ??-??-06*)

When gravel-less chamber type systems are installed an inspection port shall be installed on each trench lateral to allow inspections to be made to determine the operating condition of the system. The inspection port shall be located approximately in the middle of each lateral.

A solid concrete pad or block shall be placed beneath each inspection port to ensure a solid trench bottom surface so an accurate effluent depth can be determined during the inspection process. The top surface of the pads or blocks shall be level with the trench bottom. (Added 10-21-03)

This amendment shall become effective and in full force on _____, 2006. Adopted by the County Board of McLean County, Illinois, this ____ day of July 2006.

APPROVED:

Michael Sweeney, Chairman of the
McLean County Board

ATTEST:

Peggy Ann Milton, Clerk of the McLean
Board of McLean County

TA-0601-2006 Chamber Amend

McLEAN COUNTY NURSING HOME

ACCRUED EXPENDITURE

Prt Date June 27, 2006

	2006 BUDGET	2006 MONTHLY ALLOC	MAY, 2006 ACCRUED EXPENSE	YTD ALLOC	ADJUSTED YTD EXPENSE	REMAINING BUDGET	YTD VARIANCE AMOUNT	PER CENT OF BUDGET SPENT	PROJECTED EXPENSE 12/31/06
SALARIES	3,335,996	283,331	305,513	1,380,009	1,473,928	1,862,068	1,862,068	44.18%	3,562,806
IMRF	286,229	24,310	26,213	118,413	126,463	159,766	8,050	44.18%	305,689
MED/LIFE	384,300	12,256	32,639	158,984	158,984	225,316	0	41.37%	384,300
SOC/SEC	255,204	21,675	23,372	105,578	112,755	142,448	7,178	44.18%	272,555
VAC LIAB	30,000	2,548	2,548	12,411	12,411	17,589	0	41.37%	30,000
SELLBACK	0	0	0	0	0	0	0	0.00%	#DIV/0!
PERSONNEL	4,291,730	344,119	390,284	1,775,394	1,884,542	2,407,188	109,147	43.91%	4,555,349
COMMODITIES	691,894	58,764	54,439	286,236	302,379	389,515	16,143	43.70%	730,917
CONTRACTUAL	1,377,186	115,710	114,450	569,740	550,838	826,348	(18,902)	40.00%	1,331,496
CAPITAL	188,770	16,287	3,027	79,335	21,822	166,948	(57,513)	11.56%	52,749
GRAND TOTAL	6,549,580	534,880	562,200	2,710,705	2,759,581	3,789,999	48,876	42.13%	6,670,511

McLEAN COUNTY NURSING HOME

ACCRUED REVENUE

Prt Date June 27, 2006

	2006 BUDGET	2006 MONTHLY ALLOC	MAY, 2006 ACCRUED REVENUE	YTD ALLOC	ADJUSTED YTD REVENUE	REMAINING BUDGET	YTD VARIANCE AMOUNT	OF BUDGET SPENT	PROJECTED REVENUE 12/31/06
MEDICARE REVENUE	775,400	65,856	54,621	320,782	342,213	433,187	21,431	44.13%	827,205
IDPA REVENUE	2,581,280	219,232	265,650	1,067,872	1,368,208	1,213,072	300,336	53.01%	3,307,259
SCHOOLING REIMB	0	0	0	0	0	0	0	#DIV/0!	0
JDC LAUNDRY	7,100	603	775	2,937	3,492	3,608	555	49.18%	8,441
JDC FOOD	31,501	2,675	2,885	13,032	14,440	17,061	1,408	45.84%	34,904
MEALS	500	42	98	207	278	222	71	55.60%	672
PVT PAY REVENUE	1,862,960	158,224	176,313	770,704	767,187	1,095,773	(3,517)	41.18%	1,854,460
UNCLASS	7,300	620	30	3,020	464	6,836	(2,556)	6.36%	1,122
INTEREST EARNED	41,604	3,533	11,959	17,212	40,538	1,066	23,327	97.44%	97,990
SALE OF ASSETS	0	0	0	0	0	0	0	#DIV/0!	0
TRANSFER IN	424,373	36,043	50,592	175,563	244,704	179,669	69,141	57.66%	591,502
TELEPHONE REIMB	0	0	960	0	4,740	(4,740)	4,740	#DIV/0!	11,458
TOTAL ACC REVENUE	5,732,018	486,829	563,884	2,371,328	2,786,265	2,945,753	414,937	48.61%	6,735,012
TOTAL ACC REVENUE	5,732,018	486,829	563,884	2,371,328	2,786,265	2,945,753	414,937	48.61%	6,735,012
LESS ACCRUED EXPENSE	(6,549,580)	(534,880)	(562,200)	(2,710,705)	(2,759,581)	(3,789,999)	(48,876)	42.13%	(6,670,511)
ACC REV - (ACC EXP)	(817,562)	(48,051)	1,684	(339,377)	26,684	(844,246)	366,061		64,501
PLUS CAP EXP	0	16,287	3,027	79,335	21,822	166,948	(57,513)		52,749
ACC BALANCE	(817,562)	(31,764)	4,711	(260,042)	48,506	(677,298)	308,548		117,250

McLEAN COUNTY NURSING HOME

MAY 31 DAYS

2006

DAILY CENSUS

DAY OF MONTH 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 TOT AVG

CERT	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	TOT	AVG
MEDICARE	7	7	8	8	7	8	8	8	9	9	9	7	7	7	7	6	5	4	4	4	4	4	5	6	6	6	6	7	7	7	5	204	
PA SKILL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
PA INT	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
PP SKILL	2	1	1	1	1	1	1	1	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
PP INT	4	3	3	3	3	3	3	3	3	3	3	2	2	2	2	2	2	3	3	3	3	3	2	4	4	4	4	4	4	4	3	94	
SUB TOTAL	16	13	14	14	13	14	14	14	16	16	16	13	13	13	13	12	12	12	12	12	12	12	12	15	15	15	15	16	16	13	429		

NON-CERT	1	2	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
PA SKILL	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
PA INT	83	84	85	85	85	85	85	85	85	85	85	85	85	85	85	85	85	85	85	85	85	85	85	85	84	84	83	84	84	84	84	84	84	84
PP SKILL	3	3	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
PP INT	35	36	36	36	36	36	36	36	36	36	37	37	37	36	36	37	38	38	38	38	38	38	39	39	38	37	36	36	37	38	38	38	38	38
SUB TOTAL	124	126	127	126	126	126	126	126	126	126	127	127	127	126	126	127	128	128	128	128	128	128	129	129	127	126	124	125	126	127	127	127	127	127

TOTAL	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	TOT	AVG	
MEDICARE	7	7	8	8	7	8	8	8	9	9	9	7	7	7	7	6	5	4	4	4	4	4	5	6	6	6	6	7	7	7	5	204	6.6	
PA SKILL	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
PA INT	86	86	87	87	87	87	87	87	87	87	87	87	87	87	87	87	87	88	88	88	88	88	88	88	87	87	86	87	87	88	88	88	88	88
PP SKILL	5	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
PP INT	39	39	39	39	39	39	39	39	39	40	40	39	38	38	39	39	40	41	41	41	41	41	41	41	43	42	41	40	40	41	41	41	41	41
TOT IN HOUSE	140	139	141	140	139	140	140	140	142	142	143	140	140	139	140	140	140	140	140	140	140	140	141	144	144	142	141	139	141	142	140	140	140	140
PP BED HOLD	0	1	1	2	0	0	1	1	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	1	1	1	0	0	0	15
PA BED HOLD	2	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	2	0	0	0	0	0	8	0.7
TOTAL CENSUS	142	142	142	141	141	141	141	141	143	143	143	140	140	140	140	140	140	140	140	140	140	140	141	144	144	143	142	142	142	142	140	140	140	141.4
VACANCIES	8	8	8	8	9	9	9	9	7	7	7	10	10	10	10	10	10	10	10	10	10	10	9	6	6	7	7	8	8	8	10	8	10	

McLEAN COUNTY NURSING HOME

CENSUS Report - 2006

MONTH	AVG MEDICARE	AVG PVT PAY	AVG IDPA	AVG IN HOUSE	AVG BED HOLD	AVG CENSUS	AVG VACANT
JANUARY	7.61	37.81	99.71	145.13	2.32	147.45	2.55
FEBRUARY	7.79	37.75	96.89	142.43	2.04	144.46	5.54
MARCH	9.58	38.81	93.94	142.32	1.16	143.48	6.52
APRIL	5.40	43.37	91.83	140.60	1.60	142.20	7.80
MAY	6.58	43.87	90.16	140.61	0.74	141.35	8.65
JUNE							
JULY							
AUGUST							
SEPTEMBER							
OCTOBER							
NOVEMBER							
DECEMBER							

∞ YTD AVERAGE 7.39 40.32 94.51 142.22 1.57 143.79 6.21
 % OF CAPACITY 4.93% 26.88% 63.00% 94.81% 1.05% 95.86% 4.14%



H. Lee Newcom
McLean County Recorder
115 E. Washington Street, Room M-104
Post Office Box 2400
Bloomington, IL 61702-2400
(309) 888-5170
(309) 888-5927 Fax

July 5, 2006

To: Honorable Members of the Finance Committee

From: Lee Newcom, County Recorder

For your information and approval at your July 5, 2006, meeting I present the following attached documents.

1. May 2006 monthly financial reports.

FOR THE MONTH OF MAY 2006

Description	Revenue Account #	GL Balance	Recorder's Rpts		Less 05/31/2006		Total	Difference
		As Of 5/31/2006	For the Month Of May 2006	PLUS 04/28/2006 Rec Rpts Dep To GL 05/01/2006	Rec Rpts Dep To GL 06/01/2006			
Copy Fees	0001-0006-0008 0410-0008	1,815.75	1,788.00	123.50	(95.75)	1,815.75	-	
Recording Fees	0001-0006-0008 0410-0029	52,168.00	50,572.00	3,754.00	(2,158.00)	52,168.00	-	
County Revenue Stamps	0001-0006-0008 0410-0032	41,749.75	39,767.25	4,029.50	(2,047.00)	41,749.75	-	
Micro Film Sales	0001-0006-0008 0410-0128	-	-	-	-	-	-	
Compact Disc Sales	0001-0006-0008 0410-0132	280.00	280.00	-	-	280.00	-	
Rental HSG Support Program	0001-0006-0008 0410-0195	3,120.00	3,025.00	235.00	(140.00)	3,120.00	-	
Document Storage	0137-0006-0008 0410-0089	10,302.00	10,023.00	738.00	(459.00)	10,302.00	-	
GIS Document Storage	0137-0006-0008 0410-0181	3,434.00	3,341.00	246.00	(153.00)	3,434.00	-	
GIS Fund	0167-0006-0008 0410-0181	16,948.00	16,471.00	1,215.00	(738.00)	16,948.00	-	
		(A)	(B)	(C)	(D)	Sum(B:D)=E	(A-E)	

Adjustments are made to column C & D because the Recorder's daily receipts are not turned into the General Ledger until the next business day. These adjustments must be made in order to balance to the General Ledger.

Explanation of Differences:

DON EVERHART
CHIEF DEPUTY RECORDER



Year-to-date Totals through May, 2006

Month-to-date Totals

Account #	Account Description	Cash/Check/ Change	Charge	Charges Paid	Total	Cash/Check/ Change	Charge	Charges Paid	Total
101-0-0-201-070-034	Due Idon-Rental Hsg Prog	\$27,225.00	\$0.00	\$0.00	\$27,225.00	\$112,977.00	\$0.00	\$0.00	\$112,977.00
101-6-8-410-008-034	Copy Fees	\$1,788.00	\$0.00	\$0.00	\$1,788.00	\$7,896.35	\$25.00	\$25.00	\$7,896.35
101-6-8-410-029-035	Recording Fees	\$50,381.00	\$801.00	\$610.00	\$50,572.00	\$212,416.00	\$2,843.00	\$2,635.00	\$212,624.00
101-6-8-410-032-036	County Revenue Stamps	\$39,767.25	\$0.00	\$0.00	\$39,767.25	\$164,382.50	\$0.00	\$0.00	\$164,382.50
101-6-8-410-111-111	Payment On Account	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
101-6-8-410-128-100	Microfilm Sales	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
101-6-8-410-132-100	Compact Disc Sales	\$280.00	\$0.00	\$0.00	\$280.00	\$1,400.00	\$0.00	\$0.00	\$1,400.00
101-6-8-410-195-035	Rental Hsg Support Program	\$3,025.00	\$0.00	\$0.00	\$3,025.00	\$12,553.00	\$0.00	\$0.00	\$12,553.00
116-8-4-102-222-222	Balance Brought Forward	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
116-8-4-102-222-222	Balance Brought Forward/Credit	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$(23.00)	\$0.00	\$(23.00)
37-6-8-410-089-284	Document Storage	\$9,999.00	\$318.00	\$294.00	\$10,023.00	\$42,072.00	\$1,197.00	\$1,197.00	\$42,072.00
37-6-8-410-181-100	GIS Document Storage	\$3,333.00	\$106.00	\$98.00	\$3,341.00	\$14,024.00	\$399.00	\$399.00	\$14,024.00
51-0-0-126-001-903	State Revenue Stamps	\$79,534.50	\$0.00	\$0.00	\$79,534.50	\$330,631.50	\$0.00	\$0.00	\$330,631.50
67-6-8-410-181-100	GIS Fund	\$16,392.00	\$296.00	\$217.00	\$16,471.00	\$69,064.00	\$1,038.00	\$969.00	\$69,133.00
Final Total :		\$231,724.75	\$1,521.00	\$1,219.00	\$232,026.75	\$967,416.35	\$5,479.00	\$5,225.00	\$967,670.35

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES
G/L ACCOUNT NUMBER: 0001-0006-0008 0410-0008							
					DESCRIPTION: Copy Fees		
					BEGINNING BALANCE		
	5/01/2006	601608	RA	Copy Fees-	Copy Fees-Co. Recorder	10,000.00	5,984.85-
		601608	RA	Copy Fees-	Copy Fees-Co. Recorder		.91.25-
	5/02/2006	601614	RA	Copy Fees-	Copy Fees-Co. Recorder		32.25-
	5/03/2006	601682	RA	Copy Fees-	Copy Fees-Co. Recorder		28.00-
	5/04/2006	601700	RA	Copy Fees-	Copy Fees-Co. Recorder		37.75-
	5/05/2006	601720	RA	Copy Fees-	Copy Fees-Co. Recorder		168.75-
	5/08/2006	601730	RA	Copy Fees-	Copy Fees-Co. Recorder		27.75-
	5/09/2006	601763	RA	Copy Fees-	Copy Fees-Co. Recorder		15.75-
	5/10/2006	601799	RA	Copy Fees-	Copy Fees-Co. Recorder		37.05-
	5/11/2006	601818	RA	Copy Fees-	Copy Fees-Co. Recorder		10.75-
	5/12/2006	601842	RA	Copy Fees-	Copy Fees-Co. Recorder		38.65-
	5/15/2006	601858	RA	Copy Fees-	Copy Fees-Co. Recorder		48.25-
	5/16/2006	601876	RA	Copy Fees-	Copy Fees-Co. Recorder		30.00-
	5/17/2006	601903	RA	Copy Fees-	Copy Fees-Co. Recorder		284.50-
	5/18/2006	601951	RA	pw052406	Crt Rec Date		44.40-
	5/19/2006	601918	RA	Copy Fees-	Copy Fees-Co. Recorder		19.00-
	5/22/2006	601931	RA	Copy Fees-	Copy Fees-Co. Recorder		27.00-
	5/23/2006	601944	RA	Copy Fees-	Copy Fees-Co. Recorder		23.00-
	5/24/2006	601978	RA	Copy Fees-	Copy Fees-Co. Recorder		26.55-
	5/25/2006	601991	RA	Copy Fees-	Copy Fees-Co. Recorder		383.15-
	5/26/2006	601998	RA	Copy Fees-	Copy Fees-Co. Recorder		78.00-
	5/30/2006	602018	RA	Copy Fees-	Copy Fees-Co. Recorder		288.90-
	5/31/2006	602056	RA	Copy Fees-	Copy Fees-Co. Recorder		12.75-
							62.30-
						.00	1,815.75-
	6/01/2006	602081	RA	Copy Fees-	Copy Fees-Co. Recorder		95.75-
						.00	95.75-
						10,000.00	7,896.35-
						10,000.00	7,896.35-
						10,000.00	7,896.35-
						10,000.00	7,896.35-
						10,000.00	7,896.35-

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES
G/L ACCOUNT NUMBER: 0001-0006-0008 0410-0029							
					DESCRIPTION: Recording Fees		
					BEGINNING BALANCE	600,000.00	158,340.00-
	5/01/2006	601608	RA	Recording	Recording Fees		2,180.00-
		601608	RA	Recording	Recording Fees		1,547.00-
	5/02/2006	601608	RA	Rec FeeCH	Recording Fee Charges		27.00-
	5/03/2006	601614	RA	Recording	Recording Fees		2,453.00-
		601682	RA	Recording	Recording Fees		2,072.00-
		601682	RA	Rec FeeCH	Recording Fee Charges		20.00-
	5/04/2006	601700	RA	Recording	Recording Fees		2,572.00-
	5/05/2006	601720	RA	Recording	Recording Fees		2,621.00-
	5/08/2006	601730	RA	Recording	Recording Fees		2,141.00-
		601730	RA	Rec FeeCH	Recording Fee Charges		64.00-
	5/09/2006	601763	RA	Recording	Recording Fees		2,082.00-
	5/10/2006	601799	RA	Recording	Recording Fees		2,072.00-
		601799	RA	Rec FeeCH	Recording Fee Charges		27.00-
	5/11/2006	601818	RA	Recording	Recording Fees		2,369.00-
		601818	RA	Rec FeeCH	Recording Fee Charges		101.00-
	5/12/2006	601842	RA	Recording	Recording Fees		2,115.00-
	5/15/2006	601858	RA	Recording	Recording Fees		1,626.00-
	5/16/2006	601876	RA	Recording	Recording Fees		2,123.00-
		601876	RA	Rec FeeCH	Recording Fee Charges		63.00-
	5/17/2006	601903	RA	Recording	Recording Fees		2,087.00-
		601903	RA	Rec FeeCH	Recording Fee Charges		46.00-
	5/18/2006	601951	RA	pw052406	Crt Rec Date		2,570.00-
		601951	RA	pw052406	Crt Rec Date		132.00-
	5/19/2006	601918	RA	Recording	Recording Fees		2,311.00-
		601918	RA	Rec FeeCH	Recording Fee Charges		120.00-
	5/22/2006	601931	RA	Recording	Recording Fees		2,435.00-
	5/23/2006	601944	RA	Recording	Recording Fees		2,132.00-
		601944	RA	Rec FeeCH	Recording Fee Charges		21.00-
	5/24/2006	601978	RA	Recording	Recording Fees		2,138.00-
	5/25/2006	601991	RA	Recording	Recording Fees		2,404.00-
		601991	RA	Rec FeeCH	Recording Fee Charges		15.00-
	5/26/2006	601998	RA	Recording	Recording Fees		2,115.00-
		601998	RA	Rec FeeCH	Recording Fee Charges		112.00-
	5/30/2006	602018	RA	Recording	Recording Fees		2,549.00-
	5/31/2006	602056	RA	Recording	Recording Fees		2,686.00-
		602056	RA	Rec FeeCH	Recording Fee Charges		20.00-
MONTH TOTAL: MAY 2006						.00	52,168.00-
	6/01/2006	602081	RA	Recording	Recording Fees		2,098.00-
		602081	RA	Rec FeeCH	Recording Fee Charges		60.00-
MONTH TOTAL: JUNE 2006						.00	2,158.00-
Base Acct#/Detl Acct# TOTAL: Recording						600,000.00	212,666.00-
Sub-Dept. TOTAL : LEGAL REC						600,000.00	212,666.00-
Department TOTAL : CO.RECORDR						600,000.00	212,666.00-
Fund TOTAL : GEN. FUND						600,000.00	212,666.00-

McLean County
DATE 6/06/06
TIME 20:06:04

F I N A N C I A L M A N A G E M E N T
REVENUE LEDGER - DETAIL LISTING

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NWSTRRCT

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES
	G/L ACCOUNT NUMBER: 0001-0006-0008 0410-0032				DESCRIPTION: Sale Of Revenue Stamps		
					BEGINNING BALANCE		
	5/01/2006	601608	RA	CountyRevs	County Rev Stamp Sales	375,000.00	120,585.75-
	5/02/2006	601608	RA	CountyRevs	County Rev Stamp Sales		2,633.75-
	5/03/2006	601614	RA	CountyRevs	County Rev Stamp Sales		1,395.75-
	5/04/2006	601682	RA	CountyRevs	County Rev Stamp Sales		2,029.00-
	5/05/2006	601700	RA	CountyRevs	County Rev Stamp Sales		1,582.00-
	5/08/2006	601720	RA	CountyRevs	County Rev Stamp Sales		3,194.75-
	5/09/2006	601730	RA	CountyRevs	County Rev Stamp Sales		2,780.75-
	5/10/2006	601763	RA	CountyRevs	County Rev Stamp Sales		2,230.50-
	5/11/2006	601799	RA	CountyRevs	County Rev Stamp Sales		1,622.00-
	5/12/2006	601818	RA	CountyRevs	County Rev Stamp Sales		1,401.50-
	5/15/2006	601842	RA	CountyRevs	County Rev Stamp Sales		1,001.50-
	5/16/2006	601858	RA	CountyRevs	County Rev Stamp Sales		772.00-
	5/17/2006	601876	RA	CountyRevs	County Rev Stamp Sales		1,121.00-
	5/18/2006	601903	RA	CountyRevs	County Rev Stamp Sales		2,255.25-
	5/19/2006	601951	RA	pw052406	Crt Rec Date		859.50-
	5/22/2006	601918	RA	CountyRevs	County Rev Stamp Sales		2,650.50-
	5/23/2006	601931	RA	CountyRevs	County Rev Stamp Sales		707.50-
	5/24/2006	601944	RA	CountyRevs	County Rev Stamp Sales		1,223.00-
	5/25/2006	601978	RA	CountyRevs	County Rev Stamp Sales		2,279.75-
	5/26/2006	601991	RA	CountyRevs	County Rev Stamp Sales		1,097.00-
	5/30/2006	602018	RA	CountyRevs	County Rev Stamp Sales		3,372.75-
	5/31/2006	602056	RA	CountyRevs	County Rev Stamp Sales		1,590.50-
			MONTH TOTAL: MAY		2006	.00	1,980.25-
	6/01/2006	602081	RA	CountyRevs	County Rev Stamp Sales		41,749.75-
			MONTH TOTAL: JUNE		2006	.00	2,047.00-
			Base Acct#/Detl Acct#	TOTAL: Rev.Stamps		375,000.00	164,382.50-
			Sub-Dept. TOTAL	: LEGAL REC		375,000.00	164,382.50-
			Department TOTAL	: CO.RECORDR		375,000.00	164,382.50-
			Fund TOTAL	: GEN. FUND		375,000.00	164,382.50-

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES
					DESCRIPTION: Microfilm Roll Sales		
					BEGINNING BALANCE		
					Base Acct#/Detl Acct# TOTAL: Microfilm		
					Sub-Dept. TOTAL : LEGAL REC	3,000.00	.00
					Department TOTAL : CO.RECORDR	3,000.00	.00
					Fund TOTAL : GEN. FUND	3,000.00	.00

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES
G/L ACCOUNT NUMBER: 0001-0006-0008 0410-0132							
	5/02/2006	601614	RA	CD Sales	BEGINNING BALANCE		1,120.00-
	5/05/2006	601720	RA	CD Sales	Compact Disk Sales		100.00-
	5/10/2006	601799	RA	CD Sales	Compact Disk Sales		100.00-
						3,000.00	80.00-
					MONTH TOTAL: MAY 2006	.00	280.00-
					MONTH TOTAL: JUNE 2006	.00	.00
					Base Acct#/Detl Acct# TOTAL: CDiskSales	3,000.00	1,400.00-
					Sub-Dept. TOTAL : LEGAL REC	3,000.00	1,400.00-
					Department TOTAL : CO.RECORDR	3,000.00	1,400.00-
					Fund TOTAL : GEN. FUND	3,000.00	1,400.00-

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES
G/L ACCOUNT NUMBER: 0001-0006-0008 0410-0195							
DESCRIPTION: Rental Hsg Support Progra							
BEGINNING BALANCE							
5/01/2006	601608	RA	Hsg sppt		Rental Hsg Support Progra	35,000.00	9,293.00-
	601608	RA	Hsg sppt		Rental Hsg Support Progra		141.00-
5/02/2006	601614	RA	Hsg sppt		Rental Hsg Support Progra		94.00-
5/03/2006	601682	RA	Hsg sppt		Rental Hsg Support Progra		146.00-
5/04/2006	601700	RA	Hsg sppt		Rental Hsg Support Progra		138.00-
5/05/2006	601720	RA	Hsg sppt		Rental Hsg Support Progra		157.00-
5/08/2006	601730	RA	Hsg sppt		Rental Hsg Support Progra		158.00-
5/09/2006	601763	RA	Hsg sppt		Rental Hsg Support Progra		135.00-
5/10/2006	601799	RA	Hsg sppt		Rental Hsg Support Progra		125.00-
5/11/2006	601818	RA	Hsg sppt		Rental Hsg Support Progra		124.00-
5/12/2006	601842	RA	Hsg sppt		Rental Hsg Support Progra		142.00-
5/15/2006	601858	RA	Hsg sppt		Rental Hsg Support Progra		120.00-
5/16/2006	601876	RA	Hsg sppt		Rental Hsg Support Progra		103.00-
5/17/2006	601903	RA	Hsg sppt		Rental Hsg Support Progra		134.00-
5/18/2006	601951	RA	pw052406		Rental Hsg Support Progra		116.00-
5/19/2006	601918	RA	Hsg sppt		Rental Hsg Support Progra		142.00-
5/22/2006	601931	RA	Hsg sppt		Rental Hsg Support Progra		143.00-
5/23/2006	601944	RA	Hsg sppt		Rental Hsg Support Progra		144.00-
5/24/2006	601978	RA	Hsg sppt		Rental Hsg Support Progra		137.00-
5/25/2006	601991	RA	Hsg sppt		Rental Hsg Support Progra		135.00-
5/26/2006	601998	RA	Hsg sppt		Rental Hsg Support Progra		153.00-
5/30/2006	602018	RA	Hsg sppt		Rental Hsg Support Progra		118.00-
5/31/2006	602056	RA	Hsg sppt		Rental Hsg Support Progra		159.00-
MONTH TOTAL: MAY 2006						.00	156.00-
MONTH TOTAL: JUNE 2006						.00	3,120.00-
6/01/2006	602081	RA	Hsg sppt		Rental Hsg Support Progra		140.00-
Base Acct#/Detl Acct# TOTAL: RntlHsgPrg						35,000.00	140.00-
Sub-Dept. TOTAL : LEGAL REC						35,000.00	12,553.00-
Department TOTAL : CO.RECORDR						35,000.00	12,553.00-
Fund TOTAL : GEN. FUND						35,000.00	12,553.00-

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES
G/L ACCOUNT NUMBER: 0137-0006-0008 0410-0089							
	5/01/2006	601608	RA	Recorder D	Recorder Document Storage	120,000.00	31,332.00-
		601608	RA	Recorder D	Recorder Document Storage		435.00-
		601608	RA	Doc St Ch	Document Storage Charges		288.00-
	5/02/2006	601614	RA	Recorder D	Recorder Document Storage		15.00-
	5/03/2006	601682	RA	Recorder D	Recorder Document Storage		465.00-
		601682	RA	Doc St Ch	Document Storage Charges		435.00-
	5/04/2006	601700	RA	Recorder D	Recorder Document Storage		12.00-
	5/05/2006	601720	RA	Recorder D	Recorder Document Storage		486.00-
	5/08/2006	601730	RA	Recorder D	Recorder Document Storage		498.00-
		601730	RA	Doc St Ch	Document Storage Charges		423.00-
	5/09/2006	601763	RA	Recorder D	Recorder Document Storage		21.00-
	5/10/2006	601799	RA	Recorder D	Recorder Document Storage		399.00-
		601799	RA	Doc St Ch	Document Storage Charges		408.00-
	5/11/2006	601818	RA	Recorder D	Recorder Document Storage		15.00-
		601818	RA	Doc St Ch	Document Storage Charges		480.00-
	5/12/2006	601842	RA	Recorder D	Recorder Document Storage		24.00-
	5/15/2006	601858	RA	Recorder D	Recorder Document Storage		393.00-
	5/16/2006	601876	RA	Recorder D	Recorder Document Storage		333.00-
		601876	RA	Doc St Ch	Document Storage Charges		405.00-
	5/17/2006	601903	RA	Recorder D	Recorder Document Storage		24.00-
		601903	RA	Doc St Ch	Document Storage Charges		438.00-
	5/18/2006	601951	RA	pw052406	Crt Rec Date		27.00-
		601951	RA	pw052406	Crt Rec Date		459.00-
	5/19/2006	601918	RA	Recorder D	Recorder Document Storage		33.00-
		601918	RA	Doc St Ch	Document Storage Charges		450.00-
	5/22/2006	601931	RA	Recorder D	Recorder Document Storage		72.00-
	5/23/2006	601944	RA	Recorder D	Recorder Document Storage		477.00-
		601944	RA	Doc St Ch	Document Storage Charges		429.00-
	5/24/2006	601978	RA	Recorder D	Recorder Document Storage		12.00-
	5/25/2006	601991	RA	Recorder D	Recorder Document Storage		429.00-
		601991	RA	Doc St Ch	Document Storage Charges		471.00-
	5/26/2006	601998	RA	Recorder D	Recorder Document Storage		9.00-
		601998	RA	Doc St Ch	Document Storage Charges		387.00-
	5/30/2006	602018	RA	Recorder D	Recorder Document Storage		27.00-
	5/31/2006	602056	RA	Recorder D	Recorder Document Storage		495.00-
		602056	RA	Doc St Ch	Document Storage Charges		516.00-
							12.00-
MONTH TOTAL: MAY 2006						.00	10,302.00-
6/01/2006		602081	RA	Recorder D	Recorder Document Storage		429.00-
		602081	RA	Doc St Ch	Document Storage Charges		30.00-
MONTH TOTAL: JUNE 2006						.00	459.00-
Base Acct#/Detl Acct# TOTAL: Doc Storag						120,000.00	42,093.00-
Sub-Dept. TOTAL : LEGAL REC						120,000.00	42,093.00-
Department TOTAL : CO.RECORDR						120,000.00	42,093.00-
Fund TOTAL : RECORD DOC						120,000.00	42,093.00-

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES
G/L ACCOUNT NUMBER: 0137-0006-0008 0410-0181							
					DESCRIPTION: GIS Document Fees		
					BEGINNING BALANCE		
	5/01/2006	601608	RA	Rec-GIS DS	Recorder-GIS Doc Storage	.00	10,444.00-
		601608	RA	Rec-GIS DS	Recorder-GIS Doc Storage		145.00-
		601608	RA	GIS Doc Ch	GIS Document Storage Char		96.00-
	5/02/2006	601614	RA	Rec-GIS DS	Recorder-GIS Doc Storage		5.00-
	5/03/2006	601682	RA	Rec-GIS DS	Recorder-GIS Doc Storage		155.00-
		601682	RA	GIS Doc Ch	GIS Document Storage Char		4.00-
	5/04/2006	601700	RA	Rec-GIS DS	Recorder-GIS Doc Storage		162.00-
	5/05/2006	601720	RA	Rec-GIS DS	Recorder-GIS Doc Storage		166.00-
	5/08/2006	601730	RA	Rec-GIS DS	Recorder-GIS Doc Storage		141.00-
		601730	RA	GIS Doc Ch	GIS Document Storage Char		7.00-
	5/09/2006	601763	RA	Rec-GIS DS	Recorder-GIS Doc Storage		133.00-
	5/10/2006	601799	RA	Rec-GIS DS	Recorder-GIS Doc Storage		136.00-
		601799	RA	GIS Doc Ch	GIS Document Storage Char		5.00-
	5/11/2006	601818	RA	Rec-GIS DS	Recorder-GIS Doc Storage		160.00-
		601818	RA	GIS Doc Ch	GIS Document Storage Char		8.00-
	5/12/2006	601842	RA	Rec-GIS DS	Recorder-GIS Doc Storage		131.00-
	5/15/2006	601858	RA	Rec-GIS DS	Recorder-GIS Doc Storage		111.00-
	5/16/2006	601876	RA	Rec-GIS DS	Recorder-GIS Doc Storage		135.00-
		601876	RA	GIS Doc Ch	GIS Document Storage Char		8.00-
	5/17/2006	601903	RA	Rec-GIS DS	Recorder-GIS Doc Storage		146.00-
	5/18/2006	601951	RA	GIS Doc Ch	GIS Document Storage Char		9.00-
		601951	RA	pw052406	Crt Rec Date		153.00-
	5/19/2006	601918	RA	Rec-GIS DS	Recorder-GIS Doc Storage		11.00-
		601918	RA	GIS Doc Ch	GIS Document Storage Char		150.00-
	5/22/2006	601931	RA	Rec-GIS DS	Recorder-GIS Doc Storage		24.00-
	5/23/2006	601944	RA	Rec-GIS DS	Recorder-GIS Doc Storage		159.00-
		601944	RA	GIS Doc Ch	GIS Document Storage Char		143.00-
	5/24/2006	601978	RA	Rec-GIS DS	Recorder-GIS Doc Storage		4.00-
	5/25/2006	601991	RA	Rec-GIS DS	Recorder-GIS Doc Storage		143.00-
		601991	RA	GIS Doc Ch	GIS Document Storage Char		157.00-
	5/26/2006	601998	RA	Rec-GIS DS	Recorder-GIS Doc Storage		3.00-
		601998	RA	GIS Doc Ch	GIS Document Storage Char		129.00-
	5/30/2006	602018	RA	Rec-GIS DS	Recorder-GIS Doc Storage		9.00-
	5/31/2006	602056	RA	Rec-GIS DS	Recorder-GIS Doc Storage		165.00-
		602056	RA	GIS Doc Ch	GIS Document Storage Char		172.00-
							4.00-
					MONTH TOTAL: MAY 2006	.00	3,434.00-
	6/01/2006	602081	RA	Rec-GIS DS	Recorder-GIS Doc Storage		143.00-
		602081	RA	GIS Doc Ch	GIS Document Storage Char		10.00-
					MONTH TOTAL: JUNE 2006	.00	153.00-
					Base Acct#/Detl Acct# TOTAL: GIS Doc Fe	.00	14,031.00-
					Sub-Dept. TOTAL : LEGAL REC	.00	14,031.00-
					Department TOTAL : CO.RECORDR	.00	14,031.00-
					Fund TOTAL : RECORD DOC	.00	14,031.00-

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES
G/L ACCOUNT NUMBER: 0167-0006-0008 0410-0181							
					DESCRIPTION: GIS Document Fees		
					BEGINNING BALANCE		
	5/01/2006	601608	RA	Rec GIS Fu	Recorder-GIS Fund	220,000.00	51,464.00-
		601608	RA	Rec GIS Fu	Recorder-GIS Fund		725.00-
		601608	RA	GIS Fd Ch	GIS Fund Charges		480.00-
	5/02/2006	601614	RA	Rec GIS Fu	Recorder-GIS Fund		10.00-
	5/03/2006	601682	RA	Rec GIS Fu	Recorder-GIS Fund		775.00-
		601682	RA	GIS Fd Ch	GIS Fund Charges		8.00-
	5/04/2006	601700	RA	Rec GIS Fu	Recorder-GIS Fund		810.00-
	5/05/2006	601720	RA	Rec GIS Fu	Recorder-GIS Fund		830.00-
	5/08/2006	601730	RA	Rec GIS Fu	Recorder-GIS Fund		705.00-
		601730	RA	GIS Fd Ch	GIS Fund Charges		26.00-
	5/09/2006	601763	RA	Rec GIS Fu	Recorder-GIS Fund		665.00-
	5/10/2006	601799	RA	Rec GIS Fu	Recorder-GIS Fund		680.00-
		601799	RA	GIS Fd Ch	GIS Fund Charges		10.00-
	5/11/2006	601818	RA	Rec GIS Fu	Recorder-GIS Fund		800.00-
		601818	RA	GIS Fd Ch	GIS Fund Charges		16.00-
	5/12/2006	601842	RA	Rec GIS Fu	Recorder-GIS Fund		655.00-
	5/15/2006	601858	RA	Rec GIS Fu	Recorder-GIS Fund		555.00-
	5/16/2006	601876	RA	Rec GIS Fu	Recorder-GIS Fund		675.00-
		601876	RA	GIS Fd Ch	GIS Fund Charges		25.00-
	5/17/2006	601903	RA	Rec GIS Fu	Recorder-GIS Fund		730.00-
		601903	RA	GIS Fd Ch	GIS Fund Charges		18.00-
	5/18/2006	601951	RA	pw052406	Crt Rec Date		765.00-
		601951	RA	pw052406	Crt Rec Date		55.00-
	5/19/2006	601918	RA	Rec GIS Fu	Recorder-GIS Fund		750.00-
		601918	RA	GIS Fd Ch	GIS Fund Charges		48.00-
	5/22/2006	601931	RA	Rec GIS Fu	Recorder-GIS Fund		795.00-
	5/23/2006	601944	RA	Rec GIS Fu	Recorder-GIS Fund		715.00-
		601944	RA	GIS Fd Ch	GIS Fund Charges		8.00-
	5/24/2006	601978	RA	Rec GIS Fu	Recorder-GIS Fund		715.00-
	5/25/2006	601991	RA	Rec GIS Fu	Recorder-GIS Fund		785.00-
		601991	RA	GIS Fd Ch	GIS Fund Charges		6.00-
	5/26/2006	601998	RA	Rec GIS Fu	Recorder-GIS Fund		645.00-
		601998	RA	GIS Fd Ch	GIS Fund Charges		45.00-
	5/30/2006	602018	RA	Rec GIS Fu	Recorder-GIS Fund		825.00-
	5/31/2006	602056	RA	Rec GIS Fu	Recorder-GIS Fund		860.00-
		602056	RA	GIS Fd Ch	GIS Fund Charges		8.00-
MONTH TOTAL: MAY 2006						.00	16,948.00-
6/01/2006		602081	RA	Rec GIS Fu	Recorder-GIS Fund		715.00-
		602081	RA	GIS Fd Ch	GIS Fund Charges		23.00-
MONTH TOTAL: JUNE 2006						.00	738.00-
Base Acct#/Detl Acct# TOTAL: GIS Doc Fe						220,000.00	69,150.00-
Sub-Dept. TOTAL : LEGAL REC						220,000.00	69,150.00-
Department TOTAL : CO.RECORDR						220,000.00	69,150.00-
Fund TOTAL : GIS FEES						220,000.00	69,150.00-

STATE STAMP INVENTORY AND RECEIPTS TO GENERAL LEDGER FOR MAY 2006		GENERAL LEDGER Acct# 0151-0126-0001	
RECORDER			
Inventory as of 04/28/2006	36,068.65	A	44,244.65
Inventory purchases for May 2006	93,672.00	B	93,495.00
Less stamps damaged or issued in error for May 2006	-	C	
Less inventory as of 05/31/2006	(50,206.15)	D	(54,240.15)
Total Receipts for May 2006	79,534.50	E=SUM(A:D)	(5,267.50)
Plus 04/28/2006 receipts	2,791.50	F	
Less 05/31/2006 receipts	(4,094.00)	G	
Total	78,232.00	H=SUM(E:G)	78,232.00
<p>B = Amount includes an IDOR credit of \$177.00 C = Stamps were voided and will be or have been submitted to IDOR for credit F = Receipts for the last business day of previous month G = Receipts for the last business day of report month Adjustments are made by F & G because the Recorder's daily receipts are not turned into the General Ledger until the next business day. These adjustments must be made in order to balance to the General Ledger.</p>			
<p>**** 04/27/2006 Recorder's receipts were deposited with Treasurer on 05/01/2006.</p>			
<p>DON EVERHART CHIEF DEPUTY RECORDER</p>			

F I N A N C I A L M A N A G E M E N T
 ACCUMULATED TRANSACTION LISTING

PROJECT #	G/L DATE	JOURNAL	TRAN JRN TYPE	SOURCE	DESCRIPTION	DEBIT AMOUNT	CREDIT AMOUNT	ACTUAL BALANCE
G/L ACCOUNT NUMBER: 0151 0126-0001								
4/30/2006	AP	601775	JE	ACCTSPAYB1	ILLINOIS D RECORDER/REAL	22,636.00		44,244.65
6/02200	JE		JE	GJ-AUD2	POST ADJ/IL.DEPT.OF REV.		22,636.00	66,880.65
MONTH TOTAL: APRIL								
5/01/2006	RA	601608	JE	State Revs	State Rev Stamp Sales		5,267.50	38,977.15
	RA	601608	JE	State Revs	State Rev Stamp Sales		2,791.50	36,185.65
5/02/2006	RA	601614	JE	State Revs	State Rev Stamp Sales		4,058.00	32,127.65
5/03/2006	AP	601620	JE	ACCTSPAYB1	ILLINOIS D RECORDER/REAL	70,859.00		102,986.65
	RA	601682	JE	State Revs	State Rev Stamp Sales		3,164.00	99,822.65
5/04/2006	RA	601700	JE	State Revs	State Rev Stamp Sales		6,389.50	93,433.15
5/05/2006	RA	601720	JE	State Revs	State Rev Stamp Sales		5,561.50	87,871.65
5/08/2006	RA	601730	JE	State Revs	State Rev Stamp Sales		4,461.00	83,410.65
5/09/2006	RA	601763	JE	State Revs	State Rev Stamp Sales		3,244.00	80,166.65
5/10/2006	RA	601799	JE	State Revs	State Rev Stamp Sales		2,803.00	77,363.65
5/11/2006	RA	601818	JE	State Revs	State Rev Stamp Sales		2,003.00	75,360.65
5/12/2006	RA	601842	JE	State Revs	State Rev Stamp Sales		1,544.00	73,816.65
5/15/2006	RA	601858	JE	State Revs	State Rev Stamp Sales		2,242.00	71,574.65
5/16/2006	RA	601876	JE	State Revs	State Rev Stamp Sales		4,510.50	67,064.15
5/17/2006	RA	601903	JE	State Revs	State Rev Stamp Sales		1,719.00	65,345.15
5/18/2006	RA	601951	JE	State Revs	State Rev Stamp Sales		5,301.00	60,044.15
5/19/2006	RA	601918	JE	pw052406	Crt Rec Date		1,415.00	58,629.15
5/22/2006	RA	601931	JE	State Revs	State Rev Stamp Sales		2,446.00	56,183.15
5/23/2006	RA	601944	JE	State Revs	State Rev Stamp Sales		4,559.50	51,623.65
5/24/2006	RA	601978	JE	State Revs	State Rev Stamp Sales		2,194.00	49,429.65
5/25/2006	RA	601991	JE	State Revs	State Rev Stamp Sales		6,745.50	42,684.15
5/26/2006	RA	601998	JE	State Revs	State Rev Stamp Sales		3,181.00	39,503.15
5/30/2006	RA	602018	JE	State Revs	State Rev Stamp Sales		3,938.50	35,564.65
5/31/2006	RA	602056	JE	State Revs	State Rev Stamp Sales		3,960.50	31,604.15
6/02201	JE		JE	GJ-AUD2	POST ADJ/IL.DEPT.OF REV.	22,636.00		54,240.15
MONTH TOTAL: MAY								
						93,495.00	83,499.50	54,240.15
6/01/2006	RA	602081	JE	State Revs	State Rev Stamp Sales		4,094.00	50,146.15
6/02/2006	RA	602101	JE	State Revs	State Rev Stamp Sales		7,087.00	43,059.15
MONTH TOTAL: JUNE								
						.00	11,181.00	43,059.15
Base Acct#/Detl Acct# TOTAL: Supplies						116,131.00	117,316.50	43,059.15
Fund TOTAL						116,131.00	117,316.50	43,059.15

Date	End-of-day (EOD) register balance	CREDIT to General Ledger	EOD register +/- (-)	Stamp Purchases
05/01/2006	32,010.65	4,058.00		
05/02/2006	28,846.65	3,164.00		
05/03/2006	22,457.15	6,389.50		
05/04/2006	16,895.65	5,561.50		
05/05/2006	12,434.65	4,461.00		
05/08/2006	9,190.65	3,244.00		
05/09/2006	6,387.65	2,803.00		
05/10/2006	4,384.65	2,003.00		
05/11/2006	2,840.65	1,544.00		
05/12/2006	94,270.65	2,242.00		93,672.00
05/15/2006	89,760.15	4,510.50		
05/16/2006	88,041.15	1,719.00		
05/17/2006	82,740.15	5,301.00		
05/18/2006	81,325.15	1,415.00		
05/19/2006	78,879.15	2,446.00		
05/22/2006	74,319.65	4,559.50		
05/23/2006	72,125.65	2,194.00		
05/24/2006	65,380.15	6,745.50		
05/25/2006	62,199.15	3,181.00		
05/26/2006	58,260.65	3,938.50		
05/30/2006	54,300.15	3,960.50		
05/31/2006	50,206.15	4,094.00		
	May Total:	79,534.50	-	93,672.00

don.everhart:
 \$ 177.00 IDOR credit (3/31)
 \$ 93,495.00 purchase

Day Average: 3,615.20

Don Everhart
 Chief Deputy Recorder

Date	End-of-day (EOD) register balance	CREDIT to General Ledger	EOD register + / (-)	Stamp Purchases
04/03/2006	17,444.15	4,459.00		
04/04/2006	12,344.15	5,100.00		
04/05/2006	9,483.65	2,860.50		
04/06/2006	5,289.65	4,194.00		
04/07/2006	92,206.65	2,370.00		89,287.00
04/10/2006	89,695.15	2,511.50		
04/11/2006	86,204.65	3,490.50		
04/12/2006	85,318.65	886.00		
04/13/2006	83,597.65	1,721.00		
04/14/2006	75,930.65	7,667.00		
04/17/2006	69,322.15	6,608.50		
04/18/2006	63,771.65	5,550.50		
04/19/2006	59,819.65	3,952.00		
04/20/2006	57,795.15	2,024.50		
04/21/2006	55,600.15	2,195.00		
04/24/2006	52,238.15	3,362.00		
04/25/2006	48,101.65	4,136.50		
04/26/2006	44,127.65	3,974.00		
04/27/2006	38,860.15	5,267.50		
04/28/2006	36,068.65	2,791.50		
	April Total:	75,121.50	-	89,287.00

don.everhart:
 \$116.00 IDOR credit
 (\$56 - 3/23/06, \$58* - 11/4/04, \$2* - 11/4/04)
 * These stamps were recently found; a carry over from the previous office holder.
 \$89,171.00 purchase
 (\$65,023, Ck # 116586, dated 3/30/2006)
 (\$24,148, Ck # 116855, dated 4/06/2006)

Day Average: 3,756.08

Don Everhart
 Chief Deputy Recorder

19 2006

MONTH OF April

DATE	(A) ASCENDING REGISTER	(B) DESCENDING REGISTER	(C) TOTAL OF COLUMNS (A) AND (B)
4/3	71653285	1744415	
4/4	72163285	1234415	
4/5	72449335	0948365	
4/6	72868735	0528965	
4/7	73105735	9457665	482326400
4/8	73356885	8969515	
4/9	73705935	8620465	
4/10	73794535	8531865	
4/11	7396635	8359765	
4/12	74733335	7593085	
4/13	75394185	6932215	
4/14	75949255	6377165	
4/15	76344435	5981965	
4/16	76546885	5779575	
4/17	76766385	5560015	
4/18	77102585	5223815	
4/19	77516235	4810165	
4/20	77913635	4412765	
4/21	78440385	3886015	
4/22	78719535	3606865	

19 2006

MONTH OF May

DATE	(A) ASCENDING REGISTER	(B) DESCENDING REGISTER	(C) TOTAL OF COLUMNS (A) AND (B)
5/1	79125335	3201065	
5/2	79441735	2884665	
5/3	80080685	2245715	
5/4	80636435	1689565	
5/5	81082935	1243465	
5/6	81407335	919065	
5/7	81687635	0638765	
5/8	81887935	0438465	
5/9	82042335	0284065	
5/10	822042335	51265	491693600
5/11	82266535	9427065	
5/12	82717585	8976015	
5/13	82889485	8804115	
5/14	83419585	8274015	
5/15	83561085	8132515	
5/16	83805685	7887915	
5/17	84261635	7431965	
5/18	84481035	7212565	
5/19	85155585	6538015	
5/20	85473685	6219915	
5/21	85867535	5826065	
5/22	86263585	5430015	
5/23	86672985	5020615	

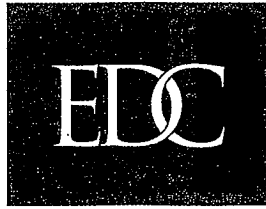
METER RECORD BOOK (STATE REVENUE STAMPS) FOR APRIL 2006 AND MAY 2006

Recorder's Receivable Reconciliation

May 2006

<u>Date</u>		<u>General</u>	<u>Doc Storage</u>	<u>GIS</u>
		<u>0001</u>	<u>0137</u>	<u>0167</u>
5/1/2006	Recorder	1,700.00	1,232.00	637.00
5/2/2006	General Ledger	1,700.00	1,232.00	637.00
	Difference	-	-	-
5/2/2006	Recorder	1,720.00	1,248.00	645.00
5/3/2006	General Ledger	1,720.00	1,248.00	645.00
	Difference	-	-	-
5/3/2006	Recorder	1,720.00	1,248.00	645.00
5/4/2006	General Ledger	1,720.00	1,228.00	645.00
	Difference	-	20.00	-
5/4/2006	Recorder	1,694.00	1,228.00	635.00
5/5/2006	General Ledger	1,694.00	1,228.00	635.00
	Difference	-	-	-
5/5/2006	Recorder	1,758.00	1,256.00	661.00
5/8/2006	General Ledger	1,758.00	1,256.00	661.00
	Difference	-	-	-
5/8/2006	Recorder	1,758.00	1,256.00	661.00
5/9/2006	General Ledger	1,758.00	1,256.00	661.00
	Difference	-	-	-
5/9/2006	Recorder	1,435.00	996.00	531.00
5/10/2006	General Ledger	1,435.00	996.00	531.00
	Difference	-	-	-
5/10/2006	Recorder	1,536.00	1,028.00	547.00
5/11/2006	General Ledger	1,536.00	1,028.00	547.00
	Difference	-	-	-
5/11/2006	Recorder	1,536.00	1,028.00	547.00
5/12/2006	General Ledger	1,536.00	1,028.00	547.00
	Difference	-	-	-
5/12/2006	Recorder	1,536.00	1,028.00	547.00
5/15/2006	General Ledger	1,536.00	1,028.00	547.00
	Difference	-	-	-
5/15/2006	Recorder	1,569.00	1,036.00	560.00
5/16/2006	General Ledger	1,569.00	1,036.00	560.00
	Difference	-	-	-
5/16/2006	Recorder	1,615.00	1,072.00	578.00
5/17/2006	General Ledger	1,615.00	1,072.00	578.00
	Difference	-	-	-

PROJECT #	G/L DATE	JOURNAL	TRAN	TYPE	SOURCE	DESCRIPTION	DEBIT AMOUNT	CREDIT AMOUNT	ACTUAL BALANCE
G/L ACCOUNT NUMBER: 0001 0122-0022									
	5/01/2006	601608	RA	JE	Rec FeeCH	Recording Fee Charges	27.00		1,673.00
	5/03/2006	601682	RA	JE	Rec FeeCH	Recording Fee Charges	20.00		1,700.00
	5/05/2006	601720	RA	JE	Record Rec	Recorder Receivable		26.00	1,720.00
	5/08/2006	601730	RA	JE	Rec FeeCH	Recording Fee Charges	64.00		1,694.00
	5/10/2006	601799	RA	JE	Record Rec	Recorder Receivable		350.00	1,758.00
	5/11/2006	601818	RA	JE	Rec FeeCH	Recording Fee Charges	27.00		1,408.00
	5/16/2006	601876	RA	JE	Rec FeeCH	Recording Fee Charges	101.00		1,435.00
	5/17/2006	601876	RA	JE	Rec FeeCH	Recording Fee Charges	63.00		1,536.00
	5/18/2006	601903	RA	JE	Rec FeeCH	Recording Fee Charges	46.00		1,506.00
	5/19/2006	601951	RA	JE	pw052406	Crt Rec Date	132.00		1,569.00
	5/19/2006	601918	RA	JE	Record Rec	Recorder Receivable		204.00	1,615.00
	5/23/2006	601944	RA	JE	Rec FeeCH	Recording Fee Charges	120.00		1,747.00
	5/25/2006	601991	RA	JE	Rec FeeCH	Recording Fee Charges	21.00		1,543.00
	5/26/2006	601998	RA	JE	Rec FeeCH	Recording Fee Charges	15.00		1,684.00
	5/31/2006	602056	RA	JE	Rec FeeCH	Recording Fee Charges	112.00		1,699.00
							20.00		1,811.00
							768.00	610.00	1,831.00
	6/01/2006	602081	RA	JE	Rec FeeCH	Recording Fee Charges	60.00		1,891.00
							60.00	.00	1,891.00
							828.00	610.00	1,891.00
							828.00	610.00	1,891.00



ECONOMIC DEVELOPMENT COUNCIL
OF THE BLOOMINGTON-NORMAL AREA

Investing in McLean County

To: John Zeunik, County Administrator

From: Marty Vanags, CEO
Economic Development Council of the Bloomington Normal Area
and McLean County

Date: June 27, 2006

Re: Application for Funding from the RLF

Introduction

Enclosed please find a request for funding from the McLean County Revolving Loan Fund for \$100,000. Enclosed you will find the following required items:

1. A letter from Rob Fazzini, Vice President of Busey Bank in Bloomington indicating the need for the loan, and their commitment to the project.
2. A "third-party" letter from Larry D. Maschhoff, President, Bank of Illinois, Normal.
3. A completed application from the applicant.
4. A business plan and background information from the applicant.

Proposal

The applicant, April and Steve Fritzen, proprietors of the Coffee Hound has asked the County for \$100,000 from the Revolving Loan fund for the creation of a new store in downtown Normal. The facility will be located just east of the Normal Theatre and Jimmy John's and on the same block as the new Marriott Hotel. The new store will be very similar in operation to the existing store the owners currently operate in Bloomington. The owners will provide top quality coffee drinks and pastries as they currently do in their Bloomington store.

The applicant meets the mission of the loan program. The mission of the loan fund is to:

- Assist short term economic development by creating and retaining jobs.
- Encourage involvement of area financial institutions.

3201 CIRA DRIVE - SUITE 201 - BLOOMINGTON, IL 61704

PHONE (309) 661-6332 - FAX (309) 661-0743

WWW.BNBIZ.ORG

- Assist long term economic development by increasing the tax base and helping to expand the economy.
- Insure financial security of the Fund through appropriate use.

In addition, the applicant meets the key criteria of the loan program in that they are creating or retaining at least one full-time equivalent job for every \$15,000 being loaned or requested. In the request they are creating 9 full-time equivalent positions which would make them eligible for \$135,000. However they are only requesting \$100,000. The loan meets the criteria of benefiting 51% of low to moderate income positions. All of the positions except, the owners meet this criterion. Financial need is exhibited through the "fill the gap" criteria of the project as evidenced by the letter from the primary bank lender.

Summary

The "third-party" letter is positive and supports the analysis of the Bank cooperating on the loan. Approval of the loan is critical for the applicant in that they must also secure SBA 504 loan approval. The loan from the RLF should be contingent upon the approval of a \$50,000 grant from the Town of Normal Downtown Development Fund. This would give the project enough "equity" to make it feasible. The bank loan is also contingent upon this grant. The RLF would have collateral on all equipment, fixtures and furniture in the new store. The recommended interest rate is 1 point above the current deposit rate of the fund the County Treasurer currently receives.

Recommendation

The applicant has all the tools necessary to succeed with this project. They have been very successful in their current location in downtown Bloomington. This new project would represent new growth for the business. The redevelopment of downtown Normal, in particular the new hotel will also bode well for the business. In addition, the location is the first coffee shop students, faculty and visitors will encounter coming from campus, and this should generate traffic and business as well.

The applicant has a strong record with their banker, in paying down current loans and obligations. Busey Bank is confident in the client and their ability to perform. Sales estimates are conservative, and the owners are very involved in all aspects of their business. The owners have also gained a national reputation in their artistry and skill in creating coffee drinks.

I would recommend approval of this loan and ask for County Board approval for these reasons. The project will be a great addition to the business landscape of downtown Normal, provide some jobs, and generate sales tax revenue for local government.

Please call me should you have any questions regarding this project.



Home Office:	102 West College Avenue	Normal, IL 61761	309-452-1186
Cub Foods Branch:	403 North Veterans Parkway	Bloomington, IL 61704	309-664-5542

June 26, 2006

Economic Development Council
Mr. Martin Vanags
3201 Cira Drive, Suite 201
Bloomington, IL. 61704

Dear Marty,

I have reviewed the request for a \$100,000.00 loan from the McLean County revolving Loan Fund by Coffee Hound.

The loan will be to an existing company with a proven record for the past four years. Steve and April Fritzen are expanding into their second location in down town Normal. The financial information presented for the new venture is estimated so the actual results may vary from their projections in the future. I assume their estimates are derived from their present location in down town Bloomington (the profit and loss statements from Bloomington where not included for comparison). The estimates do show profitably and the cash flow shows the ability to repay the proposed loans.

The balance sheet provided in the information packet are not complete statements, however, management statements with in the application indicate they have paid their original loan down from \$60,000.00 to \$15,800.00 on their store in Bloomington. I assume the principal pay down has come from profits at the Bloomington location. This is very good. They anticipate paying this loan off within one year. For a start up business to pay off their indebtedness with in five years is an excellent record.

I believe there location in down town Normal is an excellent location. Down town Normal is growing with many new business, offices, and private residences in various stages of building and planning. The university, a new hotel, growing office space, and planned residential development provide an excellent customer base for the Coffee Hound to succeed.

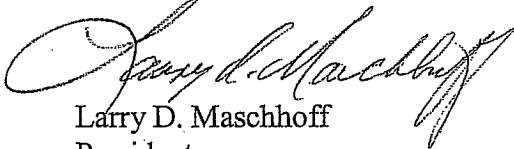
Collateral for the loan would be a second position in inventory, equipment, and furniture & fixtures. The second collateral position on the inventory, equipment, and furniture & fixtures would probably not provide a source of repayment if the business were not

profitable. The only source of repayment appears to be based on the profitability of the new store, and the proforma financial statements do show the ability to repay if the profitability projections are reached. The profitability of their Bloomington location would also appear to be a source of revenue to repay the proposed loans.

In my opinion I believe this project is a good candidate for the revolving loan fund. The coffee business across the United States appears to be a profitable and growing business. The town of Normal is in the beginning stages of revitalizing and the trend is very positive. Their existing store in Bloomington appears to be a growing and profitable venture. Steve and April Fritzen have gained valuable experience with their Bloomington store which will be a great help with the new proposed store in down town Normal. There also appears to be an excellent demographic mix with in several blocks of the proposed store, and their proforma financial statements (which I assume is based on their current Bloomington location) indicate the ability to repay this loan.

I would recommend approval of this loan proposal.

Sincerely yours,



Larry D. Maschhoff
President
Bank of Illinois
Normal, Illinois



June 27, 2006

Mr. Martin Vangas
Economic Development Council of Bloomington-Normal
3201 Cira Drive, Suite 201
Bloomington, IL 61704

RE: Coffee Hound Co.
Steve & April Fritzen, Guarantor

Dear Mr. Vangas:

The above mentioned has made application for the renovation and permanent term financing for Coffee Hound Co. to be located at 205 West North Street, Normal, Illinois. The proposed renovation loan and permanent term loan has been approved by Busey Bank contingent upon the following:

1. Approval of the SBA.
2. Minimum grant of \$50,000 from the Town of Normal.
3. Approval from the McLean County Board for funds to be used from the McLean County Revolving Loan Fund.

It is Busey Bank's opinion this structure will allow for the best opportunity of success. The above mentioned principals are experienced and have diligently prepared their business plan.

Thank you in advance for your consideration. If you have any questions, please feel free to contact Doug Roesch or me.

Sincerely,

R. B. Fazzini
President, Commercial Lending Division

/pg

Economic Development Loan Application For Revolving Loan Fund

A. Legal Name & Address of Applicant:

Name: April and Steve Fritzen

Address: 407 N. Main St.

City: Bloomington State: IL Zip Code: 61701

Contact Person: Steve Fritzen Title: President

Phone: 309-827-7575 or 309-830-1296 Fax: 309-827-7566

B. Type of Business: Coffee Shop

C. SIC Code / Category: 5812-28

D. Employer Identification Number: 36-4500225

E. Is the applicant wholly or partly owned by any other business? NO

F. If you answered "YES" to the above, please provide the name(s) of the other company(s) and the percentage of ownership:

G. Credit References (Please list business references, including name, address, phone & account number): _____

1. Zoka Coffee Roaster- Contact- Tracy Allen VP Wholesale 3450 16th Ave West Suite 301 Seattle WA 98119, Phone-816-786-7968
2. Prairie Farms- Contact- Mike Behm- 2004 N. University St. Peoria IL 61604, Phone-309-686-2400
3. J.Hoelting Foodservice-Contact- Derek Hoelting PO Box 2260 Decatur IL 62524, Phone-217-429-7774

H. Checking & Savings Account (Please list names of financial institutions & account numbers):
Busey Bank 61510440

I. Please fill out the following regarding other primary individuals responsible for the management of the business:

Name	Steve	April			
Position	President	VP			
% Ownership	51%	49%			
Date Started With the Business	2002	2002			

K. Project Description: Please describe all elements of the proposed project. This includes land and building acquisition, building construction and/or renovation, equipment purchases and installation, etc... Give estimated time schedule for the project. Include any changes in business activity, what operations will be initiated or expanded, how this relates to existing operations, evidence of the financial feasibility of the project and changes in products and/or services offered. Use additional pages if necessary.

See Proposal pages 3-15
Start-up Expenses Appendix 4

L. Job Creation & Retention:

- 2 Number of permanent FTE jobs to be created within 12 months of loan
- 12 Number of permanent FTE jobs to be created within 24 months of loan
- 12 Number of permanent FTE jobs to be retained as a result of the project

Total Number & Type of Jobs to be Created & Retained:

- 1. 1 Store Manager
- 2. 1 Food Service Manager
- 3. 15 part-time 20 hour/wk Associates
- 4. _____
- 5. _____

Attached Excell Document Showing Current Stores Employee Retentions and Hours worked information.

Average Rate of Compensation:

- 1. Store Manager - \$20,000 Salary
- 2. Food Service Manager - \$22,000 Salary
- 3. Associates - \$7/HR
- 4. _____
- 5. _____

Please provide all information on all installment debts, contracts, notes and mortgages payable. (Present balance should agree with latest balance sheet submitted.)

	To Whom Payable	Original Amount	Original Date	Present Balance	Interest Rate	Maturity Date	Monthly Payment
A.	Busey Bank/SBA	\$60,000	7/1/02	\$15,800	7%	7/1/07	\$1,241
B.	Busey Bank/SBA	\$150,000 ² @	After Construct.	0	TBD EST.9%	10 yr.	EST. \$1,900
C.	MCRLF	\$100,000	After Construct.	0	TBD EST. 6%	10 yr.	EST. \$1,100
D.	Personal Finace Statement Appendix 5						

Security offered for each debt contract/note/mortgage:

@ - town of Normal Grant of \$50,000.

A. Busey Bank /SBA- 1st position on all Business Personalities (UCCI)

B. MCRLF- 2nd position on all Business Personalities (UCCI) -

C. _____

D. _____

E. _____

F. _____

G. _____

M. Description of Collateral: List present market value of collateral and what will be offered to secure requested loan.

		Present Market Value
A.	Land & Building	0
B.	Inventory	\$16212
C.	Accounts Receivable	0
D.	Machinery & Equipment	\$88700
E.	Furniture & Fixtures	\$39400
F.		
G.	Other:	
H.	Other:	
	Total Collateral:	\$144,312

N. Summary of Total Project Costs:

Land Acquisition	\$ _____	% _____
Building Acquisition	\$ _____	% _____
Building Renovations	\$ <u>161,000</u>	% <u>57</u>
New Construction	\$ _____	% _____
New Machinery / Equipment	\$ <u>80,000</u>	% <u>29</u>
Used Machinery / Equipment	\$ _____	% _____
Inventory	\$ <u>8,000</u>	% <u>3</u>
Working Capital	\$ <u>26,000</u>	% <u>9</u>
Other	\$ <u>5,000</u>	% <u>2</u>
TOTAL PROJECT COSTS	\$ <u>280,000</u>	% <u>100</u>

See Proposal Start-up Expenses Appendix 4

Please attach descriptions of equipment, buildings, land, etc... and time sequence for utilization of revolving loan funds.

O. Source of Funds:

	Amount	Term	Rate	Status
Private Financing				
Bank/SBA	150,000	10 yr	9%	Pending
Equity*	30,000			Have
Other				
Public Financing				
	100,000	10 yr.	6%	Applying
TOTAL	280,000			

*cash invested by owner. (If borrowed, state source and terms of loan on an attachment.)

P. Justification for Public Financing: Please provide a justification for the need for public financing. Preferably, this would include a letter from the participating conventional lender stating the reason(s) why it will not provide additional funds for the project.

The Down town Normal Renewal Project has guidelines which foster and promote quality and attractive development. Without the assistance of a low interest loan from the MCRLF, our locally owned business could not expand into such a prime location, with a project of this size and quality. The interest savings from securing a low interest loan can help offset extra costs that national restaurant chains do not have, do to their purchasing power and economies of scale. The public will benefit greatly from the increased sales tax revenue generated from our business. Being locally owned and operated the dollars earned stay within the community. In taking part in the MCRLF we hope to spur and enlighten local area businesses and entrepreneurs, that there is funding available to help spur a dream into reality.

Q. Economic Feasibility & Marketing Information: State why this project will be successful. Document the need for your product/service and new markets gained by the product/service. Detailed marketing plan may be attached.

See Proposal
Company Summary page 4
SWOT page 9
Marketing Plan pages 14-18

All information in this application and the attached narratives are true and complete to the best of my/our knowledge. I/we agree to pay for or reimburse the County/City for the cost of any surveys, title, mortgage examinations, appraisals, etc...

I/we the undersigned, authorize the County/City and Revolving Loan Fund application evaluator to obtain verification of any information contained in the application from any source named herein.

If Applicant is a Corporation:

President: Steve Fritzen

Corporation Secretary: April Fritzen

Applicant's Signature: _____

Printed Name of Applicant: Steve Fritzen

NOTE:

A financial professional will be asked to review this application. In addition, he/she will evaluate business and personal financial information as it pertains to this project. A minimum of three years of operational history should be considered. Professional audits and other related information required to evaluate a candidate for the Revolving Loan Fund will be requested by the evaluator. Complete confidentiality of the applicant's information cannot be assured.

Economic Development Council of the Bloomington – Normal Area
Contact Information:

Marty Vanags, Executive Director
3201 CIRA Dr., Suite 201
Bloomington, IL 61704
Phone: (309) 661-6332
Fax: (309) 661-0743
E-Mail: mvanags@bnareaedc.org

Additional narrative pages following for your use.



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- 10. Financial Plan**
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1.0 EXECUTIVE SUMMARY

Coffee Hound will be an espresso-focused coffeehouse nestled in burgeoning downtown Normal. This area is in the process of total rehabilitation spurred on by vision, integrity, and prosperity. Coffee Hound will be situated next door to the historic Normal Theater and new Hotel & Conference Center, which will serve as the gateway to downtown. This location provides the ideal scenario in terms of relevance and convenience to our target market.

Steve and April Fritzen will be the owners and operational managers of this location. Through experience in the industry and uncompromising principles, we'll offer a distinguishable difference in overall value. The high volume output of this store will be smooth and efficient with an atmosphere that exudes warmth and comfort, all while enjoying the finest hand picked coffee and made-from-scratch baked goods.

1.1 Concept and Niche

When creating a value for a customer, many variables come into play. Coffee Hound knows that you have to go above and beyond the widely accepted standard in order to develop and maintain a loyal customer base. Service ultimately is the difference in all aspects of what sets us apart. Attention to detail is about caring and being proactive in upholding Coffee Hound ideals, the outcome being an excellent customer experience.

Our target market happens to be at our doorstep. The University with a population of over 25,000, a nine story hotel, shopping, office buildings, and transportation center, provides the optimal customer base.

Our key competitors offering coffee and espresso drinks in the downtown area are the Garlic Press Cafe, Emack & Bolio's ice cream, and the Coffeehouse Deli, none of which are real espresso focused cafes like the Coffee Hound. We know that the passion and coffee culture that Coffee Hound offers is second to none in terms of quality and service. Secondly, our made from scratch baked goods are unequalled in overall quality, attributable to the finest ingredients and expertly trained artisan bakers that make our pastries daily from scratch. We'll round out our cafe menu with daily soup and salad creations that will incorporate the freshest ingredients.

1.2 Financials

The financial outlook is extremely favorable largely due to our location. With an estimate of between 800-1,000 customers per day, we will have the volume that maximizes our efficiency and bottom line. Another positive is that we have scheduled to open in the early fall to capitalize on and establish a strong foothold with the student population and downtown shoppers. Finally, our experience in owning and operating our current store has taught us valuable lessons on achieving



and maintaining a strong bottom line.

2.0 OWNERSHIP AND MANAGEMENT

Coffee Hound will be owned and operated by Steve and April Fritzen. Together we've created an foundation where service is not just greeting a customer and taking a friendly order, but involves every aspect that makes a customer's experience memorable. With eight years of retail coffee experience and involvement in the Specialty Coffee Association of America (SCAA), we bring a passion for excellence in everything we do. Our real key to success has been our communication and motivational skills, gaining the respect of the employees through honesty, trust, diligence, hard work, and integrity. This is why we feel confident in our ability to efficiently and effectively run an additional shop.

2.1 Location

Like every business, location can be a deciding factor in ultimate success or failure. With the coffee business you need to be close to your customers. A prime example is what we call the Starbucks phenomenon: the reason you see a Starbucks on almost every city block in big urban areas is that people will not go out of their way for their coffee. We plan to capitalize on this concept, maximizing the convenience of our shop location to the University, hotel/conference center, and downtown Normal shopping. The traffic that this kind of location offers is second to none in terms of consistency throughout the day and evening, and expert coffee shop consultant Alex Fisenko has confirmed that this location is a true gem.

2.2 Mission

Our mission is to establish Coffee Hound as the premier purveyor of the finest coffee experience, while optimizing profits through efficiency, quality products, and uncompromising principles.

2.3 Objectives

Objective 1: Provide the best specialty coffee in the world.

Objective 2: Provide the freshest made from scratch baked goods.

Objective 3: Provide the ultimate cafe experience in terms of service, quality, and cleanliness.

Objective 4: Develop and maintain a loyal customer and staff base through knowledge and professionalism.

Creating a memorable coffeehouse experience is essential to establishing a cornerstone in the industry. Coffee Hound is already known for being central Illinois' best coffeehouse, now we're trying to be the best in the country!



2.4 Keys to Success

We stated earlier how important location is to the survival of a business. With our potential customers within a few blocks on all sides of our store we are assured a good traffic flow throughout the day and evening. Additionally, easily accessible parking will encourage commuting patrons as well.

Our attractive design and clear business identity will be inviting and unambiguous to potential customers. Upon entering, our design and layout will make it fast and efficient for both the customer and for the staff to process and deliver our guests' requests and needs.

Our rigorous training program empowers our staff to excel and provide the highest quality product available.

Finally our latte art and menu design will help aide in creating an espresso culture that enhances your bottom line and gives you a huge advantage over most cafes. Establishing a "better value" will be the focus of our success.

2.5 Start Up

Our vision of opening a second store has always been "when the time is right". We now know that there is no better opportunity for our venture than right now. Securing this location on the front end of renewal presents us with a unique opportunity to set the standard for all coffeehouses.

The main source of funding for this project will be a bank loan in the amount of \$278,900. The Town of Normal has a low interest loan program that we will look into, as well as a facade grant. Our past 3 1/2 years of financial records from our current business and our diligent upkeep on our SBA loan (one year left in July) hopefully make us an ideal business client.

Upon securing our financing, we'll proceed with a strict timeline to help structure and accelerate our build-out. We have a lease drawn up for 205 N. Street, contingent upon securing our loan, so location is not an issue. Our architect, Robert Edwards, is heading our design specifications; we're getting ready to start taking bids for the build-out. Coffee Hound has set its sights on opening in the month of September 2006, when the students have moved back to school. We have training programs awaiting new employees to make start up smooth and precise.



3.0 INDUSTRY OVERVIEW

With the explosive growth of the coffee industry, one of the main downfalls has been the lack of knowledge and training. This is evidenced by the inconsistency of coffee from shop to shop and state to state. Even if you find a good cup today, there is no guarantee the cafe will be able to do it again tomorrow. Even with such a wide range of standards and practices however, coffee is thriving at an incredible rate. Supporting this trend of growth is the fact that in 1994 there were 4,500 cafes and in 2005 there were over 12,000—an increase of 167%. According to the Specialty Coffee Association of America (SCAA), the gourmet coffee segment has seen a 30% increase over the last three years. These facts support our idea of opening our second cafe.

The coffee industry is vast and varying in its processes from seed to cup. There are actually about 60 different hands that will come in contact along the way before you partake in the beverage. This makes coffee very labor intensive to produce, even more so for specialty grade coffee. Of the 10% of Arabica beans that are grown, only 1 percent of that is true premium gourmet coffee. This happens to be what we center our focus around: being the last link in the chain of command of a product that has been so tediously attended. This broad spectrum of opportunities offers a wide array of scenarios to play out for the potential entrepreneur. Our vision has been to enter the coffee retail side of business. We feel there are many opportunities that lie ahead for growth and prosperity.

3.1 Industry Participants

In order for any industry to maintain and grow as a whole, the different participants have to work harmoniously. This begins with the farmers who have to plant and harvest the crop, process, sort, dry, and bag the bean so that it can be sold. It is then usually bought by a middle man/exporter, whom then sells it to roasters, who then pass it on down to the cafes. Being part of the SCAA has really broadened our spectrum knowledge of the industry. Seeing how all the links in a chain relate and affect one another has been intriguing.



4.0 TARGET MARKET

4.1 Selected Market

Coffee hound will be located in downtown Normal, Illinois. Within blocks is the campus of Illinois State University, which has a student population of 20,000 and faculty/staff of 3,500. This alone is a sizeable number potential customer for almost any coffeehouse. The addition of the hotel/conference center will provide another sizable draw of clientele. Add to this mix the retail shopping and business offices, and we have potentially the greatest array of target customers available.

4.2 Market trends

Coffee Hound realizes that we have to be aware of current trends in the industry. This may be something as easy to do as serving a seasonal syrup/flavor for a coffee or latte, or as complex as introducing a new piece of equipment or adding a food line to the menu. We know you can't make hasty or unplanned changes in order to do something that is a fad. Implementing ideas and products that reflect and contribute to our overall standards is more significant in the long run.

With 1,350 sq. feet of space we will be providing as much seating to accommodate our patrons as possible. We've estimated seating capacity of around 50 customers. It is crucial to offer as much seating as possible because people like to gather and socialize at a coffeehouse.

Our design will be one that promotes good flow of traffic so as to satisfy our to-go focused consumer, which is the primary market in the mornings. One trend that is a hot topic is the offer of free or pay per use wi-fi access. We have consulted many cafes throughout North America and have come to the conclusion that wi-fi is not as profitable or customer friendly as it's cracked up to be. The upside is that you are offering Internet access to help bring in and retain customers longer. This can be great if you have a cafe that is very large and have seating for 60-80 people. The downside is that these customers will take up seating for very long hours (and often 4 person tables) while ordering one coffee. While this market could be a draw on a college campus, we will not have the seating necessary to make wi-fi viable, and we believe that wi-fi would negatively impact the social and interactive community we are hoping to develop.

One of the biggest swings recently has been the demand for quality coffee over just any old cup of joe. The rise in specialty coffee has created a more educated and demanding customer in terms of quality and taste. A 20% annual increase in specialty coffee sales is showing that there is a greater demand than ever for providing exceptional coffee.



5.0 COMPETITION

5.1 Local Competitive Situation

Bloomington-Normal has just recently begun to show signs that reflect the expansion of specialty coffee nationwide with the introduction of Starbucks into the market, as well as a few local independents over the last two years.

To begin at the top we are focusing on excellence and precision. In order to compete against Starbucks you must fulfill this goal in order to be successful. Since Starbucks is the world's largest coffee chain, being prepared to defend and increase your market share can be tough. Proudly, Coffee Hound has been able to not only maintain, but increase our sales by almost \$100,000 over last year. This success is attributed to focusing on cleanliness, product quality, speed and efficiency, ambiance, and overall value to our clients. Additionally we have found that the local presence of Starbucks has only increased the demand for coffee, as their name recognition spurs the general population to start drinking specialty coffee.

There have also been a few local coffee shops entering into the market. These shops include, Fusion Brew, located under the student rentals across from McDonald's on Main Street; Coffee Nation, located on G.E road near the Towanda Barnes blacktop; T.C. Buzz, located next to Parkway Cinemas; Bevande, with three locations--a drive-up next to the Bloomington post office, a kiosk in St. Joseph's Hospital, and a mini-espresso bar in the Central Illinois Regional Airport; The Garlic Press Café, located on North Street in Normal; The Coffeehouse/Deli, located on Beaufort Street in Normal, and Emack & Bolio's across from the Coffeehouse/Deli on Beaufort.

Even with this many new faces in our market we continue to let our presence be known.

5.2 Barriers to entry/future

In order to make an impression you must distinguish yourself by your product, quality and image. This was easy to do, as we were the first true espresso focused coffee shop in the local market. As more cafes open we must continue to uphold our standards to the highest degree. Our second store will help Coffee Hound make an impact in Normal, which has always been a great potential market. Increasing our presence in this area will help further establish Coffee Hound as the premier purveyor of the finest coffee and baked goods.



6 S.W.O.T Analysis

In order to minimize the risks and make the most of potential rewards, Coffee Hound has reflected on a personal and corporate level to evaluate our Strengths, Weaknesses, Opportunities, and Threats.

6.1 Strengths and Weaknesses

Coffee Hound as its foundation believes that experience, dedication, determination, and ethics all play a major role in achieving excellence. Twenty combined years of food service experience and 10 years in the specialty coffee sector, have laid the foundation for our quality, efficiency, management capabilities, and overall industry knowledge.

Steve has been involved with many industry functions ranging from barista competitions to training seminars. These hands on affairs allow him to show the latest trends and techniques to our staff in order to keep us on the cutting edge of trends. Steve's training standards and passion for sharing his craft are reflected in his positive attitude and mentor-like presence. In order for these characteristics to shine Steve has learned to minimize his weaknesses—particularly focusing on not acting impulsively, but behaving intentionally and practically.

Defining a goal, selecting the elements that make up the goal, and organizing these elements into a means of achieving the desired outcome. One of the great positives about Coffee Hound on a corporate level is that Steve and April bring different aspects to the playing field in terms of skills and abilities. April brings a determination and ethical approach to everything she does. Her management style is one that promotes and maintains staff relations. Her understanding of visual marketing strategies is a plus, as is her customer service philosophy. These skills have helped Coffee Hound train our staff, manage our finances and operations, and expand our market.

6.2 Opportunities & Threats

On a corporate level, Coffee Hound has shown growth in every year of operation. In order to achieve this outcome we have had to act as a team for a common goal. We are almost one year away from paying off all debt that Coffee Hound has incurred. This freedom of debt is one that will aid in profit and expansion in the future. This security is why we are acting upon our desire to expand into the Normal market. This opportunity is second to none in terms of overall value to Coffee Hound.

Our greatest threat is one of financing. We have grown quickly and started off with no working capital or financial nest egg as a back up. This situation is not what would be called ideal. In fact, it was one of the biggest concerns our current lender pointed out to us. However, we understood the task before us and were ready and



able to meet the challenge. We have proven successful, but not without some very hard lessons to be learned. Cash flow was one of our greatest challenges, but we have grown from these hardships, overcome them, and achieved what most business fail to achieve--a profit.

Coffee Hound knows that our assets are minimal compared with what we need for the build-out and implementation of our second store. This is one factor necessitating this business plan. We know that the time is right for our expansion, and there is know better opportunity than in downtown Normal. Upon review of this plan, we feel confident that our funding will be supplied.

One additional threat is that of the coffee industry itself. Since coffee is a commodity that is traded in volume second only to oil, it is a very complex and volatile entity. Economically speaking, coffee covers a vast array of process that actually make it one of the most labor intensive products on the market, yet is sold at prices that often don't even cover the costs of growing the crop. There are many aspects of coffee that need attention in order for great coffee to be sustainable. This is why we choose to be one of the contributors to this cause, by joining in with the SCAA to make a difference in the coffee producing countries of the world and at home with education of our market consumer. Great sustainable coffee is going to be more at a premium as market demand increases, particularly with the expansion of global markets in China, Korea, and India.



7 PRODUCTS AND SERVICES

There is no substitute for quality. This is why we will dedicate ourselves to upholding Coffee Hound standards through strict guidelines and expectations. Our coffee roaster has received multiple awards for their artisan approach to coffee and espresso. We will offer a classic espresso bar menu, and a selection of tea, juice, soda, and bottled waters. To compliment our beverages we'll be featuring our made from scratch baked goods, with such items as coffee cakes, muffins, scones, danishes, cinnamon rolls, cookies, brownies, bagels, etc. Since there is a no sandwich clause in our lease with Jimmy John's next door, we will look into the option of offering salads and soups to cater to the lunchtime/afternoon customer. We will utilize state of the art equipment to fulfill the needs of a fast paced cafe environment.

Our service will strive to set new standards of excellence. This starts as soon as the customer enters the door, where they are greeted with the aroma of fresh coffee and pastries, a warm classic setting, and a welcoming atmosphere. Our helpful and knowledgeable staff will invite customers to discuss their wants and needs in order to provide the best possible café experience. Delivering quick, effective, and friendly service requires an attitude of making a difference in everything we do. Our belief in empowering our staff with the tools and knowledge to make decisions inspires commitment and dedication. This will also transpose to our customers—by educating them on how they can improve their coffee experience wherever they may be. This is significant since 81% of coffee is consumed at home.

7.2 Sources

As mentioned earlier, only the best will do for sourcing quality coffee and food products. Zoka coffee in Seattle, Washington will be providing the roasted artesian coffee. Our baking principles rely on the same values. We source only the finest handpicked produce and food items to go into our baking. Local suppliers offer a bountiful selection of in-season fruits through several farmers markets. Our dairy is supplied by Prairie Farms, which is a leader in wholesale dairy needs. Our local downtown foodservice equipment dealer has made it advantageous price-wise to source most of our paper products. With having partnered already with most accounts for a long time we have developed good finance records of payment and price incentives for bulk orders.

7.3 Competitive Comparison

When you compare all aspects of our operations, whether it is the raw product or the finished result enjoyed by the customer, Coffee Hound comes out ahead of our competition. There are a few major stand-outs including espresso focused design and layout, fast and efficient service in a high volume atmosphere, skilled barista's making perfect drinks, clean store environments including bathrooms, just to name a few. Our desire to communicate with our suppliers, staff, and customers will always leave the door open for future development of our products and services.



8 OPERATIONS

8.1 Facilities and Equipment

Our store will be a retail outlet encasing about 1,375 ft. Our seating capacity will be approximately 50 customers. Our current location will be the means of supplying our new store with the baked goods and extra storage it will need for our high demand. This new workload on the kitchen will be cause for a few upgrades, including a redesign of the kitchen layout to accommodate higher volume, increase oven capacity by upgrading to a double oven. More freezer and refrigeration will be required for storage of perishables and stock, and finally a room framed in the basement for storage of paper and dry goods. This improvement will insure a smooth transition and growth of our baking output.

Our new store will be equipped with new equipment instead of used as our experience has proven that purchasing new and properly maintaining equipment is essential in terms of value and reliability. We will be using quality materials in our build-out and furnishings with a strict budget in mind, focusing on longevity and value.

8.2 Staffing and Production

Staffing will break down with Steve and April as Operations Managers, overseeing the smooth running of the cafes. We'll have store and assistant managers who will ensure that the cafes are operating, as they should when we are not present. Baristas and Cashiers will round out the main staff positions. There will be assigned key holders and shift-leaders with specific duties. Our organization, delegation of duties, and clearly defined roles and operations are the key to our current and future success.

We will also aid our staff in handling a high volume environment with an efficient design and layout for making of drinks and menu items. Our streamlined approach to our new store will increase the ease of ordering and traffic flow, even with less square footage than our Bloomington store.

Production of our bakery line will be handled in our Bloomington location, which will be renovated to handle the increased demand of our additional store. We have designed key elements to reduce waste, increase efficiency, and improve our bottom line in our baking schedule and menu. We have already acquired another seasoned baker and chef that will assist our current head baker in providing the fortitude to support our growing baking needs.

8.3 Inventory Control

Since our opening almost four years ago, we have become aware that attention to every detail of a business is key in its success. Your profit sinks every time waste



and inefficiency creep into your store. Whether it's coffee, baking ingredients, food items, or paper products, it all adds up. Rotating stock and keeping a consistent log of inventory while making sure all equipment is working properly help keep waste to a minimum. Overseeing employees and educating them on costs involved help to avoid misuse and instill a pride in professionalism with safe handling of goods. We have also sourced equipment that will help handle volume while minimizing waste in terms of coffee. As coffee is one of our most expensive goods, it makes sense to increase this profit margin.

8.4 Customer Satisfaction and Orders

Customer satisfaction is one of the most important factors for long-term business success. Repeat customers in coffee is crucial, due to people's coffee habits. In order to provide our customers with a reason to come back, you must give them an overall better value. Our service must include a quality product, friendly and accurate orders produced in a quick and efficient manner delivered with a professional attitude in a clean and comfortable atmosphere.

To help make ordering quicker and smoother for our cashiers we have chosen to implement a Point of Sale (POS) system from Aloha. Fast food chains have used this system with much success for its ease of use, tracking ability for inventory and accounting, and overall convenience for transactions.



9 MARKET PLAN

You have to give the consumer a reason to come to your store. After all, why should they change their coffee drinking habits just because you have a new store? Our number one objective is to offer a better over all value to our clientele. Having a clearly stated mission and espresso-focused menu we can make an impact upon our market. Education of our customers to notice the difference we make by what and how we do things is integral to establishing our presence.

9.1 Pricing

Since we opened our business over three years ago we have become aware that pricing needs to reflect everything that goes into making great coffee and baked goods. We have learned to not take quality for granted and that people are willing to pay for quality and not for mediocrity. This translates not just to the product itself but the whole picture of their experience at your cafe. Better value is not reflected by price but by how the customer feels about their purchase. With that said there are ways to increase your bottom line by highlighting certain menu choices. Since our biggest profit margin is based upon our espresso sales we have chosen to focus the customer in this direction by our menu board and presentation of our drinks. We have kept our espresso sales to around 70% of total sales. This has helped keep our business growing, gain an advantage over our competition, and increased our bottom line.

9.2 Presentation

Appearance of your store from the outside is the first impression a customer gets. This is further conveyed upon entrance and finally when they receive their drink. You must have an appealing facade; clean and inviting store ambiance, professional staff, and quality drinks and menu items. This includes design of the shop, logo and image portrayed, and, finally, overall appearance. Our dedication to providing the best quality in everything we do will help give the customer a better reason to come to our store. Promoting our brand will help ensure that people will become loyal to us and no one else.

9.3 Advertising/Promotions

Promotions and advertising will help keep potential customers aware of Coffee Hound and the difference we make compared to anyone else. With so many potential customers around the new location, we have many options on how we want to accomplish this goal. There are different media options available such as radio, newspaper, brochures/fliers, giveaways, and word of mouth to name a few. You must use a variety of tactics to keep your name and image on the forefront of people's minds. With this in mind we have also realized that you must pay a lot of



attention to how well certain uses of media are successful in attraction of potential customers, and that a strict budget is needed in terms of giveaways, promos, and charitable contributions.

9.4 Suggestive Selling

April's success as an assistant manager in several retail environments prior to Coffee Hound has given her a real knack for selling. She has bestowed this talent to our employees to increase sales per transaction. This is crucial in a coffee shop atmosphere due to usually low-ticket items and transactions. This has already helped our retail bulk coffee sales by 20% over last year alone. Suggestive selling really is more helpful rather than a forced sale due customers' lack of awareness of certain new products or of ways you have changed or improved upon other goods offered. Employee training and knowledge is key in helping to develop increased sales.

9.4 Public Relations

Steve and April have lived in Bloomington-Normal for most of their lives. This connection to the area has helped them relate to their customers and helped them focus on their wants and needs. Coffee Hound has worked in conjunction with the downtown merchants association of Bloomington to help awareness of what we offer. We have also participated in many functions, fundraisers, and community events to help show our support and loyalty. Steve has also taken this attitude to a national level where he gives seminars, competes in competitions, and visits tradeshow and conferences within the industry. Reaching out and exchanging ideas and philosophies has always helped us achieve local, regional, and national recognition.



10 FINANCIAL PLAN

10.1 Important Assumptions

Bloomington-Normal is a very prosperous region according to the 2002 market profile. Estimated retail growth rose above the \$2.0 billion mark and has a projected rise of 27.3% over the next five years. This figure is among the highest in the state. The unemployment rate is over 4 points lower than the state average, and the population has increased by 20% over the last decade. These factors all support our desire to expand our retail establishment to help support the demand for great coffee.

With a sales goal of \$1,000 a day this represents a benchmark of success in our industry. According to the 1995 SCAA's operations and financial study, it was found that the annual sales of profitable retailers was between \$300,000-\$600,000 which comes out to between \$825-\$1,650 a day. This category also experienced the lowest staff costs, operating cost, and lowest capital asset costs. Below is a figure that represents a typical coffee retailer:

Income Statement: Typical Specialty Coffee Retailer	
Sales per day	100% (\$1,000)
COGS (depends on product mix)	23% to 70%
Gross Profit (depends on product mix)	77% to 30%
Operating Expenses	
Labor (Owner/Manager)	11.5%
Labor (Staff: 21 hours/day x \$7/hour)	15%
Rent	7%
Utilities	2%
Maintenance	1%
Advertising	2%
Insurance	1%
Outside Services	0.5%
Taxes	0.5%
Miscellaneous	4.5%
Total	45%
Capital Asset Costs	
Equipment Leases	0.4%
Depreciation	2.9%
Interest	1.5%
Total	4.8%
Net Profit/(Loss) (depends on product mix)	28%/(-19%)



You can see that cost of goods sold is directly related to gross profit. The lower the cost of goods, the higher the profit margin. Our growth will help achieve lower costs due to our increased volume of buying from vendors, a more steady flow of customers will help maximize our labor costs, combined with higher volume of sales, we will be able to confidently repay our loan and be a healthy and prosperous company. With these factors involved we took forth the task of projecting our sales, profit and loss projections, 12-month cash flow, and break-even analysis.

10.2 Sales Projections

Considering the logistics of our target market, it is reasonable to attain our goals if we stay focused on our drink sales. There are over 20,000 students and 3,500 faculty and staff alone at I.S.U, and with retail shopping, the Discovery Museum, hotel and conference center, and multi-modal transportation center we will have access to a huge potential target audience. Additionally, as Normal continues to develop and gains a foothold in the short-distance destination market for a variety of activities such as, shopping, food and entertainment, or just hanging out, we will also experience a rise in market base. We will be open from 6:00 a.m. to 9:00 p.m. seven days a week. We feel that a good starting point for daily sales for our initial opening is \$1,000/day. We will have a grand opening after our first month to help build our presence along with a strong marketing scheme. We are counting on a first month income of \$29,000 with first year gross sales of \$351,000. Sales will increase to \$487,650 our second year and \$560,065 in the third year. Our projection is based on an average increase of 15% at the Bloomington location. It is likely that this % increase will rise as the Downtown Normal Renewal progresses.

10.3 Profit and Loss Statement

In order for a company to exist and remain profitable you have to analyze the components that a company buys and produces. These factors are important to repay existing dept, finance additional dept (business expansion), or to reinvest into the company. Appendix 1 and 2 state the profit and loss projections for Coffee Hounds first 12 months and next three years.

10.4 Break-Even Analysis and Projected Cash Flow

Our break-even analysis is essential in understanding the factors that contribute to our fixed and variable costs in order to produce our products. Additionally it is important to reflect on how this affects our profit margin, so as to evaluate the feasibility and value a given product possesses. To give you an idea of our break-even point we will reference our profit and loss statement of our 2006 first year sales. We calculated the break-even point to be fixed costs (\$105,497) divided by the contribution margin (.66) = \$159,843 annually or \$438 daily. It is important to



understand your break-even point in order to maintain a positive cash flow and profit. Coffee Hound sales projections relate to industry standards of a profitable coffeehouse. In fact our figures are conservative according to our consultant whom stated "most espresso bars such as Starbuck's in similar locations gross between \$450,000-\$950,000". Coffee Hound is committed to optimizing our profits through sound business practices and constant evaluation of financial objectives. (See Cash Flow Analysis in Appendix A-3.)

10.5 Sources and Uses of Funds

Now that we have shown the kind of revenue potential possible, it's time to discuss how we're going to set up and finance our business. Coffee Hound is set up as a S-Corporation. We will be asking for a loan of \$ 270,000 to fund the expansion of the second store and remodel our current location. The remodeling of our current location is needed for storage and increase in bakery demand of two stores. Appendix 4 shows a breakdown of the start-up expenses and uses of funds. Coffee Hound will be sourcing ways of lowering overall expenses by receiving detailed construction bids, applying for Downtown Business Loan Program and the Moratz Façade Improvement Grant.



11 Appendices

- 1. 12 Month Profit & Loss Projection**
- 2. 3 Year Profit & Loss Projection**
- 3. 12 Month Cash Flow Projection**
- 4. Start-up Expenses**
- 5. Personal Finance Statement**
- 6. 2003 Current Store Balance Sheet with Profit & Loss Statement**
- 7. 2004 Current Store Balance Sheet with Profit & Loss Statement**
- 8. 2005 Current Store Balance Sheet with Profit & Loss Statement**
- 9. Copy of Lease**

Profit and Loss Projection (12 Months)

COFFEE HOUND CO.

Fiscal Year Begins Sep-06

	IND %	Sep-06	% B/A	Oct-06	%	Nov-06	%	Dec-06	%	Jan-07	%	Feb-07	%	Mar-07	%	Apr-07	%	May-07	%	Jun-07	%	Jul-07	%	Aug-07	%	Yearly	
																											29,516
Revenue (Sales)																											
Beverage		23,807	30.0	22,488	74.6	19,831	75.0	17,983	68.3	17,236	74.1	18,741	74.8	21,278	74.9	22,020	73.9	24,162	74.1	22,972	72.0	24,912	72.3	24,822	74.3	260,252	74.1
Bakery		3,304	11.2	4,623	15.3	4,031	15.2	3,118	11.8	3,409	14.7	3,649	14.6	4,332	15.3	4,229	14.2	4,902	15.0	5,190	16.3	5,928	17.2	5,892	17.0	52,407	14.9
Merchandise		1,085	3.7	1,552	5.2	1,591	6.0	3,299	12.5	1,920	1826.0	1,826	1913.0	1,913	2,278	2,013	1,775	1,854	1,713	1,854	1,854	1,854	1,713	1,713	5.1	22,819	6.5
Misc. Beverage		653	2.2	590	2.0	466	1.8	1,229	4.7	229	1.0	284	1.1	405	1.4	597	2.0	951	2.9	873	2.5	649	1.9	7851	2.2		
Misc. Bakery		578	2.0	751	2.5	385	1.5	619	2.4	331	1.4	416	1.7	351	1.2	502	1.7	430	1.3	857	2.7	735	2.1	321	1.0	6,276	1.8
Newspaper		88	0.3	121	0.4	145	0.5	85	0.3	132	0.6	149	0.6	116	0.4	167	0.6	128	0.4	185	0.6	174	0.5	195	0.6	1,685	0.5
Total Revenue (Sales)		29,515	49.3	30,125	100.0	26,449	100.0	26,333	100.0	23,257	1917.7	25,065	2005.7	28,395	2371.3	29,793	2105.4	32,586	1868.8	31,904	1948.4	34,476	1807.6	33,392	100.0	351,290	100.0
Cost of Sales																											
Beverage		7,140	30.0	6,746	30.0	5,949	30.0	5,395	30.0	5,171	30.0	6,383	34.1	6,383	30.0	6,606	30.0	7,250	30.0	6,900	30.0	7,500	30.1	7,450	30.0	78,873	30.3
Bakery		991	30.0	1,387	30.0	1,209	30.0	935	30.0	1,023	30.0	1,094	30.0	1,300	30.0	1,268	30.0	1,470	30.0	1,778	34.3	1,800	30.4	1,706	30.0	15,961	30.5
Merchandise		0	0.0	0	0.0	0	0.0	1,000	30.3	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	1,000	4.4
Paper Supply		1,562	6.6	1,881	318.8	1,791	384.3	1,708	139.0	900	393.0	1,400	493.0	1,478	364.9	1,600	268.0	1,667	175.3	1,700	183.8	1,820	208.5	1,750	269.6	19,257	245.3
Total Cost of Sales		9,693	32.8	10,014	33.2	8,949	33.8	9,038	34.3	7,094	30.5	8,977	35.4	9,161	32.3	9,474	31.8	10,387	31.9	10,378	32.5	11,120	32.3	10,906	32.7	115,091	32.8
Gross Profit		19,822	67.2	20,111	66.8	17,500	66.2	17,295	65.7	16,163	69.5	16,188	64.6	19,234	67.7	20,319	68.2	22,199	68.1	21,526	67.5	23,356	67.7	22,486	67.3	236,199	67.2
Expenses																											
Total wages		5,856	19.8	6,929	23.0	6,083	23.0	6,017	22.8	6,300	27.1	7,525	30.0	8,000	30.0	9,000	30.0	9,350	30.0	9,150	26.5	9,290	26.5	9,290	27.8	91,500	26.0
Payroll expenses		1,333	4.5	1,697	5.6	1,232	4.7	1,200	4.6	1,409	6.1	1,561	6.2	1,557	5.5	1,688	5.7	1,781	5.5	1,893	5.9	1,753	5.1	1,780	5.3	18,884	5.4
General and Administration		64	0.2	452	1.5	212	0.8	300	1.1	238	1.0	200	0.8	289	1.0	104	0.3	353	1.1	240	0.8	500	1.5	150	0.4	3,102	0.9
Cleaning		71	0.2	73	0.2	17	0.1	72	0.3	340	1.5	80	0.3	95	0.3	34	0.1	146	0.4	100	0.3	68	0.2	50	0.1	1,146	0.3
Postage		0	0.0	38	0.1	0	0.0	176	0.7	2	0.0	40	0.2	0	0.0	21	0.1	37	0.1	0	0.0	15	0.0	25	0.1	354	0.1
Rent		1,200	4.1	1,200	4.0	1,200	4.5	1,200	4.6	1,200	5.2	1,200	4.8	1,200	4.2	1,200	4.0	1,200	3.7	1,200	3.8	1,200	3.5	1,200	3.6	14,400	4.1
parking		40	0.1	40	0.1	40	0.2	40	0.2	40	0.2	40	0.2	40	0.1	40	0.1	40	0.1	40	0.1	40	0.1	40	0.1	480	0.1
store supplies		453	1.5	151	0.5	148	0.6	150	0.6	209	0.9	417	1.7	200	0.7	207	0.7	935	2.9	672	2.1	400	1.2	150	0.4	4,092	1.2
telephone		168	0.6	168	0.6	168	0.6	168	0.6	168	0.7	168	0.7	168	0.6	168	0.6	168	0.5	168	0.5	168	0.5	168	0.5	2,016	0.6
utilities		1,023	3.5	1,232	4.1	1,075	4.1	1,200	4.6	1,000	4.3	950	3.8	850	3.0	750	2.5	851	2.6	1,000	3.1	890	2.6	850	2.5	11,671	3.3
credit card fees		163	0.6	154	0.5	240	0.9	201	0.8	175	0.8	188	0.8	201	0.7	201	0.7	213	0.7	247	0.8	210	0.6	220	0.7	2,413	0.7
uniforms/laundry		180	0.6	180	0.6	180	0.7	180	0.7	180	0.8	180	0.7	180	0.6	180	0.6	180	0.6	180	0.6	180	0.6	180	0.5	2,160	0.6
Interest		1,603	5.4	1,581	5.2	1,558	5.9	1,535	5.8	1,513	6.5	1,490	5.9	1,466	5.2	1,443	4.8	1,420	4.4	1,396	4.4	1,373	4.0	1,349	4.0	17,727	5.0
Depreciation		1,250	4.2	1,250	4.1	1,250	4.7	1,250	4.7	1,250	5.4	1,250	5.0	1,250	4.4	1,250	4.2	1,250	3.9	1,250	3.9	1,250	3.6	1,250	3.7	15,000	4.3
amortization		325	1.1	325	1.1	325	1.2	325	1.2	325	1.4	325	1.3	325	1.1	325	1.1	325	1.1	325	1.0	325	0.9	325	1.0	3,900	1.1
insurance		448	1.5	448	1.5	448	1.7	448	1.7	448	1.9	448	1.8	448	1.6	448	1.5	448	1.4	448	1.4	448	1.3	448	1.3	5,376	1.5
meals/entertaining		50	0.2	50	0.2	50	0.2	50	0.2	50	0.2	50	0.2	50	0.2	50	0.2	50	0.2	50	0.2	50	0.1	50	0.1	600	0.2
advertising		100	1.0	100	0.3	100	0.4	100	0.4	100	0.4	100	0.4	100	0.4	100	0.4	100	0.3	100	0.3	100	0.3	100	0.3	1,200	0.3
travel/delivery		200	0.7	200	0.8	200	0.8	200	0.8	200	0.9	200	0.8	200	0.7	200	0.7	200	0.7	200	0.6	200	0.6	200	0.6	2,400	0.7
trash removal		75	0.2	75	0.3	75	0.3	75	0.3	75	0.3	75	0.3	75	0.3	75	0.3	75	0.3	75	0.2	75	0.2	75	0.2	900	0.3
Misc. (unspecified)		100		100	0.3	100	0.4	100	0.4	100	0.4	100	0.4	100	0.4	100	0.3	100	0.3	100	0.3	100	0.3	100	0.3	1,200	0.3
Total Expenses		14,702	49.8	16,443	54.6	14,701	55.6	14,987	56.9	15,322	65.9	16,587	66.2	16,794	59.1	17,584	59.0	17,872	54.8	19,034	59.7	18,495	53.6	18,000	53.9	200,521	57.1
Net Profit		5,120	17.3	3,668	12.2	2,799	10.6	2,308	8.8	841	3.6	-399	-1.6	2,440	8.6	2,735	9.2	4,327	13.3	2,492	7.8	4,861	14.1	4,486	13.4	35,678	10.2

Profit and Loss Projection (3 Years)
Enter your Company Name here

	2006	2007	2008	%	2006	2007	2008	%
Sales	\$ 351,000	\$ 487,650	\$ 560,065	100.00%				100.00%
Cost/ Goods Sold (COGS)	115,090	160,924	182,021	32.79%				32.50%
Gross Profit	\$ 235,910	\$ 326,726	\$ 378,044	67.21%				67.50%
Operating Expenses								
Salary (Office & Overhead)	\$ 91,500	\$ 127,122	\$ 145,615	26.07%				26.00%
Payroll (taxes etc.)	18,884	\$ 25,845	29,680	5.38%				5.30%
General/Administrative	3,100	\$ 4,291	4,933	0.88%				0.88%
Cleaning	1,146	\$ 1,609	2,576	0.33%				0.73%
Postage	350	\$ 487	784	0.10%				0.22%
Rent	14,400	\$ 14,400	15,000	4.10%				4.27%
Parking	480	\$ 480	480	0.14%				0.09%
Store Supplies	4,100	\$ 8,290	9,521	1.17%				1.70%
Telephone	2,015	\$ 2,780	3,192	0.57%				0.57%
Utilities	11,670	\$ 15,605	17,922	3.32%				3.20%
Credit Card Fees	2,413	\$ 3,365	3,864	0.69%				0.69%
Uniforms/Laundry	2,160	\$ 2,160	2,160	0.62%				0.39%
Interest	12,700	\$ 11,824	11,008	3.62%				1.97%
Depreciation	15,000	\$ 15,000	15,000	4.27%				2.68%
Amortization	3,900	\$ 3,900		1.11%				0.00%
Insurance	5,376	\$ 6,182	6,720	1.53%				1.20%
Meals/Entertaining	600	\$ 690	700	0.17%				0.12%
Advertising	1,200	\$ 1,380	1,500	0.34%				0.27%
Travel and Delivery	2,400	\$ 2,760	3,000	0.68%				0.54%
Trash Removal/Snow	900	\$ 1,035	1,100	0.26%				0.20%
Miscellaneous	1,200	\$ 1,380	1,500	0.34%				0.27%
Total Expenses	\$ 195,494	\$ 249,206	\$ 276,255	55.70%				49.33%
Net Profit Before Tax	40,416	77,520	101,789	20.67%				36.85%
Income Taxes	-	-	-					
Net Profit After Tax	40,416	77,520	101,789					
Owner Draw/ Dividends	-	-	-					
Adj. to Retained Earnings	\$ 40,416	\$ 77,520	\$ 101,789					

Cash Flow (12 months)

COFFEEH Enter Company Name Here

Fiscal Year Begins: Jan-06

	Pre-Startup EST	Sep-06	Oct-06	Nov-06	Dec-06	Jan-07	Feb-07	Mar-07	Apr-07	May-07	Jun-07	Jul-07	Aug-07	Total Item EST
Cash on Hand (beginning of month)		0	3,106	4,659	5,395	5,438	4,227	1,471	1,309	1,845	3,526	3,406	5,501	5,501
CASH RECEIPTS														
Cash Sales		29,516	30,127	26,451	26,163	23,258	25,068	28,163	29,794	32,332	31,905	34,129	33,394	
Collections fm CR accounts														
Loan/ other cash in														
TOTAL CASH RECEIPTS	0	29,516	30,127	26,451	26,163	23,258	25,068	28,163	29,794	32,332	31,905	34,129	33,394	0
Total Cash Available (before cash out)	0	29,516	33,233	31,110	31,558	28,696	29,295	29,634	31,103	34,177	35,431	37,535	38,895	5,501
CASH PAID OUT														
Purchases (beverage)		7,140	6,746	5,949	5,395	5,171	6,383	6,383	6,606	7,250	6,900	7,500	7,450	
Purchases (bakery)		991	1,387	1,209	935	1,023	1,094	1,300	1,268	1,470	1,778	1,800	1,706	
Purchases (merchandise)		0	0	0	1,000	0	0	0	0	0	0	0	0	
Purchases (paper)		1,562	1,881	1,791	1,708	900	1,400	1,478	1,600	1,667	1,700	1,820	1,750	
General/Administration		64	452	212	300	238	200	289	104	353	240	500	150	
Cleaning		71	73	17	72	340	80	95	34	146	100	68	50	
Postage		0	38	0	175	2	40	0	21	37	0	15	25	
Rent		1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	
Rent Parking		40	40	40	40	40	40	40	40	40	40	40	40	
Store Supplies		453	151	148	150	209	417	200	207	935	672	400	150	
Telephone		168	168	168	168	168	168	168	168	168	168	168	168	
Utilities		1,026	1,232	1,075	1,200	1,000	950	850	750	851	1,000	890	850	
Credit Card Fees		163	154	240	201	175	188	201	201	213	247	210	220	
Cash Over/Short		66	19	54	81	30	35	68	48	30	21	40	15	
Wages		5,856	6,929	6,083	6,017	6,300	7,525	8,000	9,000	8,000	9,350	9,150	9,290	
Payroll expenses (taxes, etc.)		1,333	1,697	1,233	1,200	1,409	1,561	1,557	1,688	1,781	1,893	1,753	1,780	
Uniforms/Laundry		180	180	180	180	180	180	180	180	180	180	180	180	
Repairs & maintenance		104	218	100	.96	6	278	250	70	250	450	207	200	
Insurance		448	448	448	448	448	448	448	448	448	448	448	448	
Meals/Entertainment		40	50	50	50	50	50	50	50	50	50	50	50	
Advertising		100	100	100	100	100	100	100	100	100	100	100	100	
Car, delivery & travel		200	200	200	200	200	200	200	200	200	200	200	200	
Trash Removal/Snow		50	50	50	50	100	100	75	75	75	75	75	75	
Accounting & legal		0	0	0	0	0	0	0	0	0	0	0	0	
Interest Expense		1,150	1,133	1,117	1,101	1,085	1,068	1,051	1,035	1,018	1,001	984	967	
Miscellaneous		100	100	100	100	100	100	100	100	100	100	100	100	
SUBTOTAL	0	22,505	24,646	21,765	22,147	20,474	23,805	24,283	25,193	26,562	27,973	27,898	27,154	0
Loan principal payment		3,905	3,928	3,950	3,973	3,996	4,019	4,042	4,065	4,089	4,112	4,136	4,169	
Capital purchase (specify)														
Other startup costs														
Reserve and/or Escrow														
Owners' Withdrawal														
TOTAL CASH PAID OUT	0	26,410	28,574	25,715	26,120	24,470	27,824	28,325	29,258	30,651	32,025	32,034	31,333	0
Cash Position (end of month)	0	3,106	4,659	5,395	5,438	4,227	1,471	1,309	1,845	3,526	3,406	5,501	7,562	5,501
ESSENTIAL OPERATING DATA (non-cash flow information)														
Sales Volume (dollars)														
Accounts Receivable														
Bad Debt (end of month)														
Inventory on hand (eom)														
Accounts Payable (eom)														
Depreciation														

Startup Expenses

Coffee Hound

Sources of Capital

Owners' Investment (name and percent ownership)

Steve Fritzen 51%	\$ 30,000
April Fritzen 49%	-
Other investor	-
Other investor	-
Total Investment	\$ 30,000

Bank Loans

Busey Bank & SBA	\$ 150,000
	-
Total Bank Loans	\$ 150,000

Other Loans

MCRLF	\$ 100,000
	-
Total Other Loans	\$ 100,000

Startup Expenses

Buildings/Real Estate

Purchase	\$ -
Construction	
Remodeling/Bloomington Upgrade	32,500
Architect	5,000
Total Buildings/Real Estate	\$ 37,500

Leasehold Improvements

Permit	500.00
Demolition	2,200.00
Milwork	19,430.00
Drywall	5,000.00
Finishes	15,000.00
Painting	3,000.00
Plumbing	17,000.00
Electrical	12,000.00
HVAC	13,000.00
Misc.	849.16
GC's	10,400.00
Façade	8,000.00
Fixtures	5,500.00
OH&P	10,120.84
Total Remodeling/Construction	\$ 122,000

Capital Equipment List

Furniture	\$ 9,000
Equipment	71,300
Fixtures	-
Machinery	-
Other	-
Total Capital Equipment	\$ 80,300

Location and Admin Expenses

Rental 6 months plus deposit	\$ 8,400
Utility deposits	1,000
Legal and accounting fees	4,000

Prepaid insurance	500
Pre-opening salaries	3,000
Other	-

Total Location and Admin Expenses \$ 16,900

Opening Inventory

Food	\$ 2,000
Beverage	4,000
Merchandise	1,000
Supplies	1,000
Category 5	-
Total Inventory	\$ 8,000

Appendix 4 (1 of 2)

Advertising and Promotional Expenses

Advertising	\$ 1,000
Signage	7,500
Printing	500
Travel/entertainment	200
Other/additional categories	-
Total Advertising/Promotional Expenses	\$ 9,200

Other Expenses

Other expense 1	\$ -
Other expense 2	-
Total Other Expenses	\$ -

Reserve for Contingencies \$ 5,000

Working Capital \$ -

Summary Statement

Sources of Capital

Owners' and other investments	\$ 30,000
Busey Bank & SBA	150,000
MCRLF	100,000
Total Source of Funds	\$ 280,000

Startup Expenses

Buildings/real estate	\$ 37,500
Leasehold improvements	13,000
Capital equipment	80,300
Location/administration expenses	16,900
Opening inventory	8,000
Advertising/promotional expenses	9,200
Other expenses	-
Contingency fund	5,000
Working capital	-
Total Startup Expenses	\$ 169,900

Owners

Steve Fritzen
April Fritzen

Loan Guarantors

Steve Fritzen
April Fritzen

PERSONAL FINANCIAL STATEMENT

Submitted to: **BUSEY BANK, fsb**
 P.O. BOX 429 BLOOMINGTON, IL 61702

Date: 5-00

IMPORTANT: Read these directions before completing this Statement

- If you are applying for individual credit in your own name and are relying on your own income, or assets and not the income or assets of another person as the basis for repayment of the credit requested, or if this statement relates to your guaranty of the indebtedness of other person(s), firm(s), or corporation(s), complete only Sections 1, 3, and 4.
- If you are applying for individual credit but are relying on income from alimony, child support, or separate maintenance or on the income or assets of another person as a basis for repayment of the credit requested, complete all Sections. Provide information in Section 2 about the person whose alimony, support, or maintenance payments or income or assets you are relying on. Alimony, child support, or separate maintenance income, need not be revealed if you do not wish to have it considered as a basis for repaying this obligation.

Section 1 - Individual Information (type or print)

Name Steven A Fritzen
 Address 1511 N Lee St
 City, State & Zip Bloomington IL 61701
 Social Security # 347-50-2543
 Date of Birth 7-2-69
 Position or occupation Owner
 Business name Coffee Hoard
 Business address 487 North Main
 City, State & Zip Bloomington IL 61701
 Length at present address 6 years
 Length of employment 8 years
 Res. phone _____ Bus. phone _____

Section 2 - Other Party Information (type or print)

Name April T Fritzen
 Address 1511 N Lee St
 City, State & Zip Bloomington IL 61701
 Social Security # 349-62-3567
 Date of Birth 12-29-70
 Position or occupation Owner
 Business name Coffee Hoard
 Business address 407 North Main
 City, State & Zip Bloomington IL 61701
 Length at present address 6 years
 Length of employment 8 years
 Res. phone _____ Bus. phone _____

Have (either of) you or any firm in which you were a major owner ever declared bankruptcy, or settled any debts for less than the amounts owed? If yes, please provide details on a separate sheet. Yes No

Are (either of) you a defendant in any suit or legal action? Yes No

Are (either of) you presently subject to any unsatisfied judgements to tax liens? Yes No

When, if ever, have (either of) you been audited by IRS? _____

Section 3 - Statement of Financial Condition as of

Assets (Do not include assets of doubtful value)	In dollars (omit cents) [Individual]	[Joint]	If joint, with whom	Liabilities	In dollars (omit cents) [Individual]	[Joint]	If joint, with whom
Cash, Checking & Savings, CD's - see Schedule A		5,000		Notes payable to banks & others - see Schedule H			
U.S. Gov't. & marketable securities - see Schedule B				Due to brokers			
Non-marketable securities - see Schedule C				Amounts payable to others - secured			
Securities held by broker in margin accounts				Amounts payable to others - unsecured			
Restricted, control or margin account stocks				Accounts & bills due			
Real estate owned - see Schedule D				Unpaid income tax			
Accounts, loans, & notes receivable				Other unpaid taxes & interest			
Automobiles				Real estate mortgages payable - see Schedules D & H		62,000	
Cash surrender value - life insurance - see Schedule E				Student Loan		27,300	
Vested interest in deferred compensation/profit-sharing plans - see Schedule F		5,000		Busey Home Eq		6,000	
Business ventures - see Schedule G		125,000		Auto Loan		10,000	
Other assets/personal property itemize - see Schedule G if applicable				Total Liabilities		105,300	
Auto		16,000		Net Worth		75,700	
F+P		30,000		Total Liabilities and Net Worth		181,000	
Total Assets		181,000					

Section 4 - Annual Income For Year Ended

Annual Income	[Individual]	[Joint]	Annual Expenditures	[Individual]	[Joint]	Contingent Liabilities Estimated Amounts	[Individual]	[Joint]
Salary, bonuses & commissions	\$		Mortgage/rental payments	\$		Do you have any... Contingent liabilities (as endorser, co-maker or guarantor)?		
Dividends & interest			Real estate taxes & assessments			(On leases? on contracts?)		
Real estate income			Taxes - federal, state & local			Involvement in pending legal actions?		
Other income (alimony, child support, or separate maintenance income need not be revealed if you do not wish to have it considered as a basis for repaying this obligation.)			Insurance payments			Contested income tax liens?		
			Other contract payments (car payments, charge cards, etc.)			Any estimated capital gains tax on the unrealized asset appreciation?		
			Alimony, child support, maintenance			Other special debt or circumstances?		
			Other expenses			If "yes" to any question(s) describe:		
Total Income	\$	42,000	Total Expenditures	\$		Total Contingent Liabilities	\$	0

FIMA ORDER FROM Bankers Trust Systems, Inc. ST. Cloud, MN Form C-100-H, 9/18/87
 These forms are intended for use in commercial lending transactions. Where and their use is contemplated, it is suggested that a careful review be made to ensure compliance with applicable laws and regulations.

Name of Financial Institution	Type of Account	Owner	(J)	If Pledged, to Whom?	Balance

SCHEDULE B - U.S. GOVERNMENT & MARKETABLE SECURITIES (Use additional sheet if necessary)

Number of Shares or Face Value of Bonds	Description	In Name of	Are these Registered, Pledged, or Held by Others?	Market Value	Exchanges Where Traded

SCHEDULE C - NON-MARKETABLE SECURITIES (Use additional sheet if necessary)

Number of Shares	Description	In Name of	Are these Registered, Pledged, or Held by Others?	Value	Method of Valuation

SCHEDULE D - INVESTMENTS IN REAL ESTATE (Use additional sheet if necessary)

Description/Location of Real Estate Investment	(J)	Date of Original Investment/Amount	% Owned By You	Market Value of Your % of Investment	Present Balance	Monthly Payment	Mortgage Maturity Date	Mortgage Owed To
Home				100,000	62,000	334		Busey

SCHEDULE E - LIFE INSURANCE CARRIED, INCLUDING GROUP INSURANCE

Name of Insurance Company	Owner of Policy	Beneficiary and Relationship	Face Amount	Policy Loans	Cash Surrender Value
Country Mutual	Joint	Each other	65,000		
			65,000		1 New
Country Mutual	Joint	Each other	100,000		
			100,000		

SCHEDULE F - VESTED INTEREST IN DEFERRED COMPENSATION/PROFIT-SHARING PLANS

% Vested	Company Name	Account Number	Manner of Payout (Annuity, Lump Sum, etc.)	Distribution Date	Beneficiary	Amount
100						5,000

SCHEDULE G - BUSINESS VENTURES (Use additional sheets if necessary)

List Name and Address of Any Business Venture in Which You Are a Principal or Partner	Your Position/ Title in the Business	Line of Business	Years in Business	Total Assets Listed in Section 3	Your % of Ownership	Net Worth of Business	Present Net Value of Your Investment
Coffee House	Owner		4		100%	125,000	

SCHEDULE H - LOANS OWING BANKS, BROKERS, FINANCE COMPANIES, AND OTHERS (MASTERCARD, VISA, ETC.)

Owing to (Acct. No.)	(J)	Date of Original Borrowing/Amount	Present Balance	Due	Monthly Payment	Date of Final Pay't	Secured by

The information contained in this statement is provided to induce you to extend or to continue the extension of credit to the undersigned or to others upon the guaranty of the undersigned. The undersigned acknowledges and understands that you are relying on the information provided herein in deciding to grant or continue credit or to accept a guaranty thereof. Each of the undersigned represents, warrants, and certifies that (1) the information provided herein is true, correct and complete and gives a correct and complete showing of the financial condition of the undersigned, (2) the undersigned has no liabilities direct, indirect or contingent except as set forth in this statement, and (3) legal and equitable title to all assets listed herein is in the undersigned's sole name, except as may be herein otherwise noted. Each of the undersigned agrees to notify you immediately and in writing of any change in name, address, or employment and of any material adverse change: (1) in any of the information contained in this statement or (2) in the financial condition of any of the undersigned or (3) in the ability of any of the undersigned to perform its (or their) obligations to you. In the absence of such notice or a new and full written statement, this should be considered as a continuing statement and substantially correct. You are authorized to make all inquiries you deem necessary to verify the accuracy of the information contained herein, and to determine the credit-worthiness of the undersigned and the undersigned hereby authorizes all persons of whom you make such inquiries to respond thereto in full. Each of the undersigned authorizes you to answer questions about your credit experience with the undersigned.

Date signed 6-16-2006 Signature (individual) [Signature]
 Date signed 6/16/2006 Signature (other party) [Signature]
 FMA C-100-H 1991 Bankers Systems, Inc., St. Cloud, MN Form C-100-H 9/18/97

Balance Sheet

As of December 31, 2003

Assets

Current Assets

Total Cash On Hand	\$2,887.05
Inventory	\$6,480.64
Total Current Assets	<u>\$9,367.69</u>

Fixed Assets

Equipment	\$69,635.00
Vehicle	\$24,199.00
	<u>\$93,834.00</u>
Less Accumulated Depreciation	<u>\$28,487.00</u>
	\$65,347.00

Intangible Assets

Start-Up Costs	\$15,548.00
Organization Costs	\$799.00
	<u>\$16,347.00</u>
Less Accumulated Amortization	<u>\$4,904.00</u>
	\$11,443.00

Other Assets

Loan Origination Fees	\$854.00
Prepaid Warranty	\$1,324.00
Rent Deposit	\$1,200.00
Total Other Assets	<u>\$3,378.00</u>

Total Assets	\$89,535.69
--------------	-------------

Liabilities

Current Liabilities

Accounts Payable	\$3,420.83
Current Portion of Long Term Debt	\$21,114.98
Sales Tax Payable	\$2,389.41
Payroll Taxes Payable	\$5,079.52
Accrued Wages	\$2,288.01
Gift Certificates Payable	\$1,954.84
Interest Payable	\$37.45
Total Current Liabilities	<u>\$36,285.04</u>

Long Term Liabilities

Notes Payable

Business Bank Loan	\$45,400.00
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Coffee Hound Co.
Balance Sheet
As of December 31, 2005

Assets

Current Assets

Cash on Hand	\$5,851.25
Inventory	8,214.27
Total Current Assets	<u>14,065.52</u>

Fixed Assets

Equipment	83,554.00
Vehicle	24,199.00
	<u>107,753.00</u>
Less Accumulated Depreciation	<u>44,157.00</u>
	63,596.00

Intangible Assets

Start-Up Costs	15,548.00
Organization Costs	799.00
	<u>16,347.00</u>
Less Accumulated Amortization	<u>11,443.00</u>
	4,904.00

Other Assets

Loan Origination	366.00
Prepaid Warranty	883.00
Rent Deposit	1,200.00
Total Other Assets	<u>2,449.00</u>

Total Assets	\$85,014.52
--------------	-------------

Liabilities

THIS LEASE AGREEMENT is made this 1st DAY OF July, 2005 by and between Rhodes & Crabtree, LLC (the "Lessor"), and ~~Rohan Strack Enterprises, Inc.~~, d/b/a Jimmy John's Gourmet Sandwich Shop (the "Lessee"). April + Steven Fritzen Coffee Hound

1. Property address:

In consideration of the rent hereinafter reserved and of the covenants hereinafter contained, Lessor does hereby Lease to Lessee, and Lessee does hereby Lease from Lessor, the west side of the first floor of 205 W. North Street, Normal, Illinois 61761, legally described as follows:

205
The west sixty (60) feet of the east one hundred five (105) feet of the north one hundred sixteen (116) feet of block five (5) in the Original Town of Normal, in McLean County, Illinois.

Lessee agrees to accept the interior of these premises in "as is" condition. Lessee agrees to do all of the new tenant build out and decorating in accordance with their company specifications. This would include, but not be limited to, the reinstallation of bathroom facilities, light fixtures, floor coverings, ceilings, and any partitions required by Lessee. The Leased space is ~~2,850~~ 1,800 square feet.

2. Term:

The term of this Lease (the "Term") shall commence on July 1, 2011 2006 (the "Commencement Date") and shall terminate June 30, 2016 of, with an option period of ~~25~~ 5 additional years in 5 years increments. Throughout the term of this Lease, Lessee will maintain the high-quality appearance as required by ~~JIMMY JOHN'S FRANCHISE, INC.~~ The Lessor.

3. Rent:

1,200.00
~~1,850.00~~

Lessee shall pay the sum of ~~\$1,850.00~~ \$1,200.00 per month for years 1 and 2 as rent, payable on or before the 1st day of each month in advance.

Effective on the first day of July, so long as this Lease remains in effect, the Basic Rent shall be increased as follows:

- a. Years 1 and 2 - ~~\$1,850.00~~ 1,200.00 per month;
- b. Years 3 and 4 - ~~\$1,900.00~~ 1,350 1,250.00 per month;
- c. Year 5 - ~~\$2,000.00~~ 1,300 per month;

All payments required herein to be made by Lessee to Lessor or assigns shall be due and payable at the office of Lessor, or to such other person or persons, place or places, as Lessor may hereafter designate in writing to Lessee. In the event the rent is not paid within ten (10) days from the date when due, said amount shall bear interest at the rate of 1.5% per month until paid. In addition, Lessor's costs and expenses, including reasonable attorneys' fees incurred in collecting or attempting to collect unpaid rent, shall be payable by Lessee.

4. Renewal Payments:

Lessee shall have ^{an} ~~3 successive options~~ to renew this Lease for a period of 5 years ~~each~~, upon the same terms and conditions as heretofore set forth, except for the amount of monthly rental which shall reflect any past and/or future rental escalations.

It is agreed by both parties, Lessor and Lessee, that with the redevelopment of the downtown Normal area, it is difficult to determine a fair and equitable basic rent. However, Lessor and Lessee will work to establish a fair and equitable rent during years 4 and 5 of this current lease for an extension or option.

If, however, they cannot do so, then unresolved disputes between the parties shall be resolved by binding arbitration, pursuant to the rules of the American Arbitration Association, with the following special provisions:

- a. Lessor and Lessee shall each select one arbitrator and those two arbitrators shall select a third and the three shall serve as the panel.
- b. Unless otherwise provided by the arbitrators in their decision, based upon facts which they believe provide justification, the party losing the arbitration shall be responsible for paying the costs and fees of the arbitrators.
- c. When determining the rent for ~~any of the five-year options~~, ^{period} the value of the improvements made by Lessee shall be excluded from the value of the premises for which rent is being determined.

Whether or not Lessee desires to exercise a renewal option, Lessee shall notify Lessor of Lessee's intentions to either terminate or renew said Lease in writing not less than one hundred twenty (120) days prior to the expiration of the then Lease term. If additional option periods are desired, said option renewals shall be consummated not less than ninety (90) days prior to the expiration of the primary Lease term or any renewal option periods.

Should Lessee fail to comply with the terms and conditions as set for in the preceding paragraph, this Lease shall be deemed to be automatically extended for an additional four (4) month period at 150% of the base rent.

SternBrothers&Co.

Investment Banking Since 1917

220 West Huron Street
Suite 500 East
Chicago, Illinois 60610
Tel: 312.664.5656
Fax: 312.664.5650

June 15, 2006

Mr. John Zeunik
Administrator
County of McLean
115 East Washington
Room 401
Bloomington, Illinois 61702

Re: **Assist First-Time Homebuyer Down Payment Assistance Program**

Dear John:

The Assist program is doing extremely well in McLean County. During the past 9 months the program has helped 130 families purchase homes in the County totaling more than \$14.1 million. In the prior 12-months (2004), 107 families purchased homes in the County totaling more than \$11.2 million. Summaries of the 2005 originations as well as maps plotting the loans are enclosed. The average loan size for 2005 is more than \$108,000.

An updated list of participating lenders and a program outline are enclosed.

Beginning June 1st, we rolled out the 2006 Assist program for McLean County. The program offers home buyers an attractive 6.35%, 30-year, fixed-rate mortgage and the same 4.25% cash gift as with prior years' programs.

Thanks for your continued support of Assist, John, and we look forward to working with you and the County in the year to come.

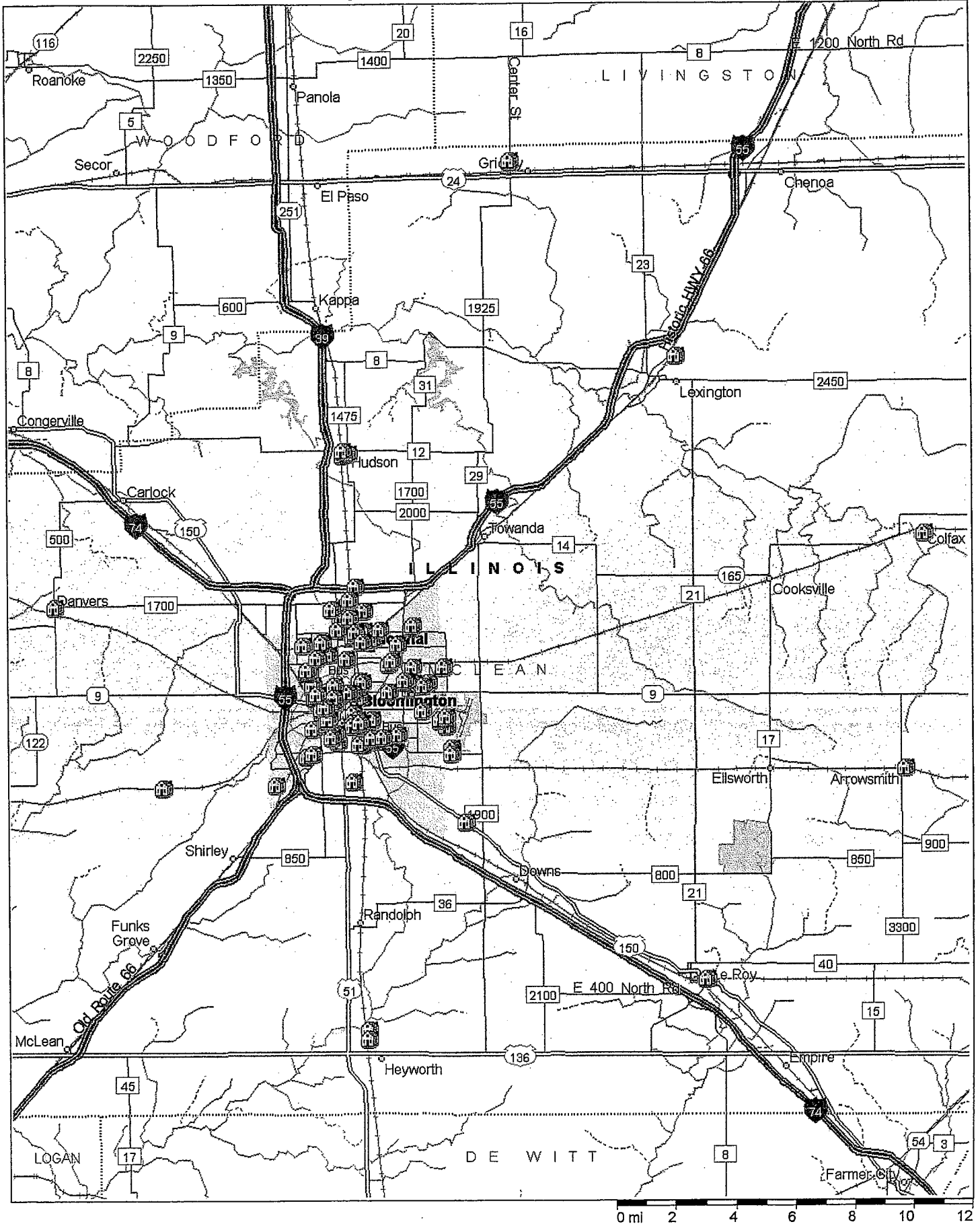
Best Regards,



David S. Rasch
Managing Director

attachments

Assist Originations in McLean County, Illinois



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MCLEAN COUNTY, ILLINOIS
Collateralized Single Family Mortgage Revenue Bonds

Assist First-Time Home Buyer Down Payment Assistance Program Loan Origination

	ADDRESS	CITY	STATE	ZIP	LOAN AMOUNT
1	. 101 S EAST STREET	ARROWSMITH	IL	61722	\$78,764.00
2	. 404 UNION STREET	BLOOMINGTON	IL	61701	\$83,256.00
3	. 220 MEADOWBROOK DRIVE	BLOOMINGTON	IL	61701	\$105,952.00
4	. 1704 N COTTAGE AVENUE	BLOOMINGTON	IL	61701	\$106,879.00
5	. 1614 S MADISON STREET	BLOOMINGTON	IL	61704	\$91,680.00
6	. 9256 ORION DRIVE	BLOOMINGTON	IL	61704	\$128,905.00
7	. 1114 DORAL AVENUE	BLOOMINGTON	IL	61701	\$140,882.00
8	. 1217 KOCH STREET	BLOOMINGTON	IL	61701	\$116,955.00
9	. 1210 GETTYSBURG DRIVE	BLOOMINGTON	IL	61704	\$123,068.00
10	. 430 STANDISH DRIVE	BLOOMINGTON	IL	61704	\$125,230.00
11	. 303 S MCLEAN STREET	BLOOMINGTON	IL	61701	\$88,203.00
12	. 8 EDGEWOOD COURT	BLOOMINGTON	IL	61701	\$152,081.00
13	. 717 W LOCUST STREET	BLOOMINGTON	IL	61701	\$64,401.00
14	. 1002 W FRONT STREET	BLOOMINGTON	IL	61701	\$65,264.00
15	. 1205 W MULBERRY STREET	BLOOMINGTON	IL	61701	\$78,764.00
16	. 2812 GILL STREET	BLOOMINGTON	IL	61704	\$147,417.00
17	. 1505 N LINDEN STREET	BLOOMINGTON	IL	61701	\$119,492.00
18	. 1104 S LEE STREET	BLOOMINGTON	IL	61701	\$92,669.00
19	. 1224 LOW STREET	BLOOMINGTON	IL	61701	\$87,220.00
20	. 819 W MILL STREET	BLOOMINGTON	IL	61701	\$87,696.00
21	. 1234 MOUNT VERNON DRIVE	BLOOMINGTON	IL	61704	\$100,079.00
22	. 3604 BALLYFORD DRIVE	BLOOMINGTON	IL	61704	\$128,189.00
23	. 1534 MARTIN LUTHER KING SDRIVE	BLOOMINGTON	IL	61701	\$123,198.00
24	. 10 MOONSTONE COURT	BLOOMINGTON	IL	61704	\$121,089.00
25	. 614 N ROOSEVELT AVENUE	BLOOMINGTON	IL	61701	\$91,344.00
26	. 906 S CENTER STREET	BLOOMINGTON	IL	61701	\$103,666.00
27	. 802 WRIGHT STREET	BLOOMINGTON	IL	61701	\$75,586.00
28	. 8 ROCK GARDEN COURT #2	BLOOMINGTON	IL	61704	\$119,928.00
29	. 808 E CHESTNUT STREET	BLOOMINGTON	IL	61701	\$97,615.00
30	. 1014 N PRAIRE STREET	BLOOMINGTON	IL	61701	\$144,434.00
31	. 3410 MCNIFF DRIVE	BLOOMINGTON	IL	61704	\$133,119.00
32	. 803 E FRONT STREET	BLOOMINGTON	IL	61701	\$118,196.00
33	. 1001 E EMERSON STREET	BLOOMINGTON	IL	61701	\$78,845.00
34	. 10826 JANE LANE	BLOOMINGTON	IL	61701	\$90,081.00
35	. 809 N LEE STREET	BLOOMINGTON	IL	61701	\$85,919.00
36	. 1004 BARKER	BLOOMINGTON	IL	61701	\$64,401.00
37	. 1642 MARTIN LUTHER KING DRIVE	BLOOMINGTON	IL	61701	\$127,893.00
38	. 806 E WOOD STREET	BLOOMINGTON	IL	61701	\$110,016.00
39	. 811 E JEFFERSON STREET	BLOOMINGTON	IL	61701	\$116,341.00
40	. 414 WILLARD AVENUE	BLOOMINGTON	IL	61701	\$123,850.00
41	. 814 W OAKLAND AVENUE	BLOOMINGTON	IL	61701	\$83,965.00
42	. 8 ASHFORD COURT	BLOOMINGTON	IL	61704	\$144,458.00
43	. 1416 W CHESTNUT STREET	BLOOMINGTON	IL	61701	\$85,513.00
44	. 1301 SIX POINTS ROAD	BLOOMINGTON	IL	61701	\$118,602.00
45	. 3108 CASTLEMAIN DRIVE	BLOOMINGTON	IL	61704	\$171,281.00
46	. 1210 CHALLIS DRIVE	BLOOMINGTON	IL	61704	\$158,746.00
47	. 21 GENEVA COURT	BLOOMINGTON	IL	61704	\$105,353.00
48	. 1016 E LAFAYETTE STREET	BLOOMINGTON	IL	61701	\$154,787.00
49	. 802 S BUNN STREET	BLOOMINGTON	IL	61701	\$68,614.00
50	. 1107 N MCLEAN STREET	BLOOMINGTON	IL	61701	\$110,787.00

MCLEAN COUNTY, ILLINOIS
Collateralized Single Family Mortgage Revenue Bonds

Assist First-Time Home Buyer Down Payment Assistance Program Loan Origination

	ADDRESS	CITY	STATE	ZIP	LOAN AMOUNT
51	. 904 W MACARTHUR AVENUE	BLOOMINGTON	IL	61701	\$75,327.00
52	. 1209 BUNN STREET	BLOOMINGTON	IL	61701	\$90,182.00
53	. 1220 RUTLEDGE ROAD	BLOOMINGTON	IL	61704	\$107,539.00
54	. 801 E OAKLAND AVENUE	BLOOMINGTON	IL	61701	\$75,313.00
55	. 908 W JEFFERSON STREET	BLOOMINGTON	IL	61701	\$76,175.00
56	. 507 W CHESTNUT STREET	BLOOMINGTON	IL	61701	\$45,395.00
57	. 1302 PINEHURST DRIVE	BLOOMINGTON	IL	61704	\$104,342.00
58	. 905 W MCAARTHUR AVENUE	BLOOMINGTON	IL	61701	\$80,692.00
59	. 503 S ROBINSON STREET	BLOOMINGTON	IL	61701	\$83,737.00
60	. 233 FAIRWAY DRIVE	BLOOMINGTON	IL	61701	\$131,442.00
61	. 1402 S MASON STREET	BLOOMINGTON	IL	61701	\$86,122.00
62	. 1222 BUTLER AVENUE	BLOOMINGTON	IL	61701	\$118,937.00
63	. 604 INDIANAPOLIS STREET	BLOOMINGTON	IL	61701	\$116,928.00
64	. 1107 N WESTERN AVENUE	BLOOMINGTON	IL	61701	\$98,708.00
65	. 29 FETZER COURT #8	BLOOMINGTON	IL	61704	\$84,955.00
66	. 1101 N CLINTON BOULEVARD	BLOOMINGTON	IL	61701	\$162,653.00
67	. 915 W MONROE STREET	BLOOMINGTON	IL	61701	\$79,271.00
68	. 3413 PRESCHER POINT	BLOOMINGTON	IL	61704	\$131,078.00
69	. 2202 PARK PLACE DRIVE	BLOOMINGTON	IL	61701	\$151,844.00
70	. 7 WILLEDROB ROD #2C	BLOOMINGTON	IL	61701	\$58,464.00
71	. 907 N LIVINGSTON STREET	BLOOMINGTON	IL	61701	\$89,167.00
72	. 504 S ALLIN STREET	BLOOMINGTON	IL	61701	\$111,999.00
73	. 1010 ARLENE COURT #7	BLOOMINGTON	IL	61701	\$80,438.00
74	. 706 E WOOD STREET	BLOOMINGTON	IL	61701	\$81,769.00
75	. 2802 E WASHINGTON STREET	BLOOMINGTON	IL	61704	\$141,694.00
76	. 1318 MT VERNON DRIVE	BLOOMINGTON	IL	61704	\$106,016.00
77	. 1102 N CLINTON BOULEVARD	BLOOMINGTON	IL	61701	\$169,992.00
78	. 2729 ARROWHEAD DRIVE	BLOOMINGTON	IL	61701	\$121,140.00
79	. 109 W FIFER STREET	COLFAX	IL	61728	\$79,687.00
80	. 10826 JANE LANE	COVELL	IL	61704	\$90,081.00
81	. 402 W NORTH STREET	DANVERS	IL	61732	\$70,288.00
82	. 105 E 7TH STREET	GRIDLEY	IL	61744	\$90,030.00
83	. 4634 CIRCLE DRIVE	HEYWORTH	IL	61745	\$107,539.00
84	. 706 ARROWHEAD	HEYWORTH	IL	61745	\$98,708.00
85	. 304 MOCCASIN DRIVE	HEYWORTH	IL	61745	\$157,771.00
86	. 113 S WEST STREET	HUDSON	IL	61748	\$135,502.00
87	. 211 S BROADWAY STREET	HUDSON	IL	61748	\$101,652.00
88	. 302 S WEST STREET	HUDSON	IL	61748	\$119,567.00
89	. 404 E OAK STREET	LEROY	IL	61752	\$117,689.00
90	. 129 HILTON DRIVE	LEXINGTON	IL	61753	\$108,808.00
91	. 905 FAIRCHILD AVENUE	NORMAL	IL	61761	\$98,618.00
92	. 1102 PERRY LANE	NORMAL	IL	61761	\$152,047.00
93	. 211 W RAAB ROAD	NORMAL	IL	61761	\$137,243.00
94	. 25 ETHELL PARKWAY	NORMAL	IL	61761	\$116,023.00
95	. 1101 BAKEWELL AVENUE	NORMAL	IL	61761	\$115,862.00
96	. 1104 HENRY STREET	NORMAL	IL	61761	\$136,060.00
97	. 1617 SCHOOL STREET	NORMAL	IL	61761	\$115,101.00
98	. 1811 JACOBSEN DRIVE	NORMAL	IL	61761	\$112,484.00
99	. 1711 ROCKINGHAM DRIVE #B	NORMAL	IL	61761	\$94,100.00
100	. 1020 N LINDEN STREET	NORMAL	IL	61761	\$115,710.00

MCLEAN COUNTY, ILLINOIS
Collateralized Single Family Mortgage Revenue Bonds

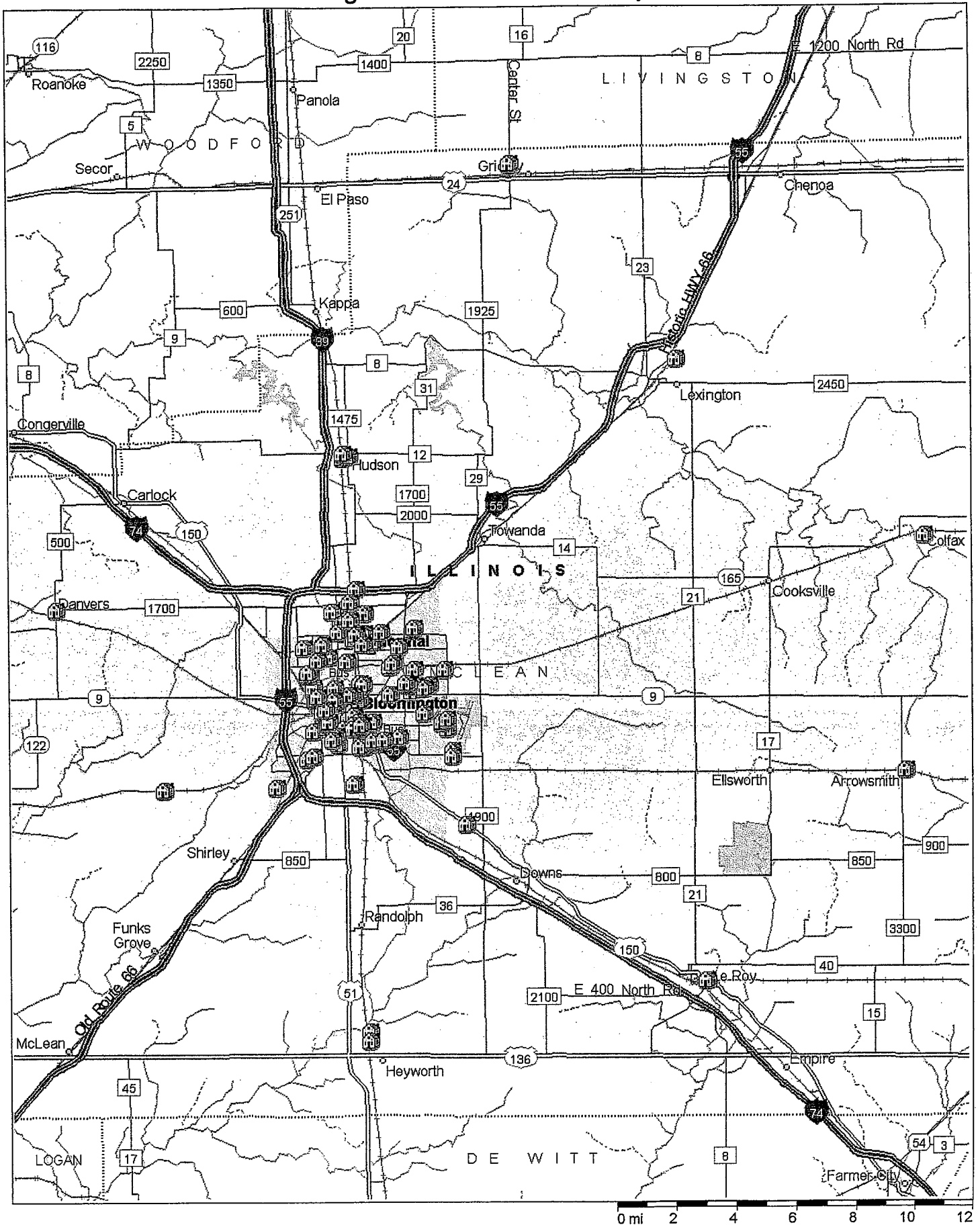
Assist First-Time Home Buyer Down Payment Assistance Program Loan Origination

ADDRESS	CITY	STATE	ZIP	LOAN AMOUNT
101 . 1712 LINDA LANE	NORMAL	IL	61761	\$86,100.00
102 . 909 N BEECH STREET	NORMAL	IL	61761	\$103,073.00
103 . 504 MANCHESTER ROAD	NORMAL	IL	61761	\$111,497.00
104 . 219 MARTIN STREET	NORMAL	IL	61761	\$153,823.00
105 . 1204 GEORGE DRIVE	NORMAL	IL	61761	\$137,938.00
106 . 1564 HUNT DRIVE #E	NORMAL	IL	61761	\$96,360.00
107 . 1556 HUNT DRIVE #E	NORMAL	IL	61761	\$94,900.00
108 . 1506 NORTHBROOK #204	NORMAL	IL	61761	\$58,100.00
109 . 1826 TAFT DRIVE	NORMAL	IL	61761	\$111,853.00
110 . 1314 OGELTHORPE AVENUE	NORMAL	IL	61761	\$152,757.00
111 . 903 N LINDEN STREET #231	NORMAL	IL	61761	\$101,200.00
112 . 212 PARKTRAIL ROAD	NORMAL	IL	61761	\$117,486.00
113 . 705 N LINDEN STREET	NORMAL	IL	61761	\$96,140.00
114 . 1602 N BEECH STREET	NORMAL	IL	61761	\$98,556.00
115 . 311 RALEIGH COURT	NORMAL	IL	61761	\$166,916.00
116 . 402 N MAPLE STREET	NORMAL	IL	61761	\$121,901.00
117 . 903 N LINDEN STREET #205	NORMAL	IL	61761	\$103,580.00
118 . 1104 JOG ROAD	NORMAL	IL	61761	\$113,856.00
119 . 1617 BELCLARE ROAD	NORMAL	IL	61761	\$157,731.00
120 . 1111 WHITAKER STREET	NORMAL	IL	61761	\$134,995.00
121 . 903 N LINDEN #22	NORMAL	IL	61761	\$75,719.00
122 . 1410 ESSEX COURT	NORMAL	IL	61761	\$105,061.00
123 . 906 GREEN AVENUE	NORMAL	IL	61761	\$92,974.00
124 . 100 W POPLAR STREET	NORMAL	IL	61761	\$95,511.00
125 . 4 HALE COURT	NORMAL	IL	61761	\$128,042.00
126 . 1507 NORTHBROOK DRIVE #E	NORMAL	IL	61761	\$65,467.00
127 . 121 N COOLIDGE STREET	NORMAL	IL	61761	\$135,705.00
128 . 1568 HUNT DRIVE #D	NORMAL	IL	61761	\$102,235.00
129 . 903 N LINDEN STREET #136	NORMAL	IL	61761	\$107,996.00
130 . 203 W MONROE STREET	NORMAL	IL	61761	\$133,119.00

TOTAL: \$14,133,153.00

AVERAGE: \$108,716.56

Assist Originations in McLean County, Illinois



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MCLEAN COUNTY, ILLINOIS
Collateralized Single Family Mortgage Revenue Bonds

Assist First-Time Home Buyer Down Payment Assistance Program Loan Origination

	ADDRESS	CITY	STATE	ZIP	LOAN AMOUNT
1	. 101 S EAST STREET	ARROWSMITH	IL	61722	\$78,764.00
2	. 404 UNION STREET	BLOOMINGTON	IL	61701	\$83,256.00
3	. 220 MEADOWBROOK DRIVE	BLOOMINGTON	IL	61701	\$105,952.00
4	. 1704 N COTTAGE AVENUE	BLOOMINGTON	IL	61701	\$106,879.00
5	. 1614 S MADISON STREET	BLOOMINGTON	IL	61704	\$91,680.00
6	. 9256 ORION DRIVE	BLOOMINGTON	IL	61704	\$128,905.00
7	. 1114 DORAL AVENUE	BLOOMINGTON	IL	61701	\$140,882.00
8	. 1217 KOCH STREET	BLOOMINGTON	IL	61701	\$116,955.00
9	. 1210 GETTYSBURG DRIVE	BLOOMINGTON	IL	61704	\$123,068.00
10	. 430 STANDISH DRIVE	BLOOMINGTON	IL	61704	\$125,230.00
11	. 303 S MCLEAN STREET	BLOOMINGTON	IL	61701	\$88,203.00
12	. 8 EDGEWOOD COURT	BLOOMINGTON	IL	61701	\$152,081.00
13	. 717 W LOCUST STREET	BLOOMINGTON	IL	61701	\$64,401.00
14	. 1002 W FRONT STREET	BLOOMINGTON	IL	61701	\$65,264.00
15	. 1205 W MULBERRY STREET	BLOOMINGTON	IL	61701	\$78,764.00
16	. 2812 GILL STREET	BLOOMINGTON	IL	61704	\$147,417.00
17	. 1505 N LINDEN STREET	BLOOMINGTON	IL	61701	\$119,492.00
18	. 1104 S LEE STREET	BLOOMINGTON	IL	61701	\$92,669.00
19	. 1224 LOW STREET	BLOOMINGTON	IL	61701	\$87,220.00
20	. 819 W MILL STREET	BLOOMINGTON	IL	61701	\$87,696.00
21	. 1234 MOUNT VERNON DRIVE	BLOOMINGTON	IL	61704	\$100,079.00
22	. 3604 BALLYFORD DRIVE	BLOOMINGTON	IL	61704	\$128,189.00
23	. 1534 MARTIN LUTHER KING SDRIVE	BLOOMINGTON	IL	61701	\$123,198.00
24	. 10 MOONSTONE COURT	BLOOMINGTON	IL	61704	\$121,089.00
25	. 614 N ROOSEVELT AVENUE	BLOOMINGTON	IL	61701	\$91,344.00
26	. 906 S CENTER STREET	BLOOMINGTON	IL	61701	\$103,666.00
27	. 802 WRIGHT STREET	BLOOMINGTON	IL	61701	\$75,586.00
28	. 8 ROCK GARDEN COURT #2	BLOOMINGTON	IL	61704	\$119,928.00
29	. 808 E CHESTNUT STREET	BLOOMINGTON	IL	61701	\$97,615.00
30	. 1014 N PRAIRE STREET	BLOOMINGTON	IL	61701	\$144,434.00
31	. 3410 MCNIFF DRIVE	BLOOMINGTON	IL	61704	\$133,119.00
32	. 803 E FRONT STREET	BLOOMINGTON	IL	61701	\$118,196.00
33	. 1001 E EMERSON STREET	BLOOMINGTON	IL	61701	\$78,845.00
34	. 10826 JANE LANE	BLOOMINGTON	IL	61701	\$90,081.00
35	. 809 N LEE STREET	BLOOMINGTON	IL	61701	\$85,919.00
36	. 1004 BARKER	BLOOMINGTON	IL	61701	\$64,401.00
37	. 1642 MARTIN LUTHER KING DRIVE	BLOOMINGTON	IL	61701	\$127,893.00
38	. 806 E WOOD STREET	BLOOMINGTON	IL	61701	\$110,016.00
39	. 811 E JEFFERSON STREET	BLOOMINGTON	IL	61701	\$116,341.00
40	. 414 WILLARD AVENUE	BLOOMINGTON	IL	61701	\$123,850.00
41	. 814 W OAKLAND AVENUE	BLOOMINGTON	IL	61701	\$83,965.00
42	. 8 ASHFORD COURT	BLOOMINGTON	IL	61704	\$144,458.00
43	. 1416 W CHESTNUT STREET	BLOOMINGTON	IL	61701	\$85,513.00
44	. 1301 SIX POINTS ROAD	BLOOMINGTON	IL	61701	\$118,602.00
45	. 3108 CASTLEMAIN DRIVE	BLOOMINGTON	IL	61704	\$171,281.00
46	. 1210 CHALLIS DRIVE	BLOOMINGTON	IL	61704	\$158,746.00
47	. 21 GENEVA COURT	BLOOMINGTON	IL	61704	\$105,353.00
48	. 1016 E LAFAYETTE STREET	BLOOMINGTON	IL	61701	\$154,787.00
49	. 802 S BUNN STREET	BLOOMINGTON	IL	61701	\$68,614.00
50	. 1107 N MCLEAN STREET	BLOOMINGTON	IL	61701	\$110,787.00

MCLEAN COUNTY, ILLINOIS
Collateralized Single Family Mortgage Revenue Bonds

Assist First-Time Home Buyer Down Payment Assistance Program Loan Origination

ADDRESS	CITY	STATE	ZIP	LOAN AMOUNT
51 . 904 W MACARTHUR AVENUE	BLOOMINGTON	IL	61701	\$75,327.00
52 . 1209 BUNN STREET	BLOOMINGTON	IL	61701	\$90,182.00
53 . 1220 RUTLEDGE ROAD	BLOOMINGTON	IL	61704	\$107,539.00
54 . 801 E OAKLAND AVENUE	BLOOMINGTON	IL	61701	\$75,313.00
55 . 908 W JEFFERSON STREET	BLOOMINGTON	IL	61701	\$76,175.00
56 . 507 W CHESTNUT STREET	BLOOMINGTON	IL	61701	\$45,395.00
57 . 1302 PINEHURST DRIVE	BLOOMINGTON	IL	61704	\$104,342.00
58 . 905 W MCAARTHUR AVENUE	BLOOMINGTON	IL	61701	\$80,692.00
59 . 503 S ROBINSON STREET	BLOOMINGTON	IL	61701	\$83,737.00
60 . 233 FAIRWAY DRIVE	BLOOMINGTON	IL	61701	\$131,442.00
61 . 1402 S MASON STREET	BLOOMINGTON	IL	61701	\$86,122.00
62 . 1222 BUTLER AVENUE	BLOOMINGTON	IL	61701	\$118,937.00
63 . 604 INDIANAPOLIS STREET	BLOOMINGTON	IL	61701	\$116,928.00
64 . 1107 N WESTERN AVENUE	BLOOMINGTON	IL	61701	\$98,708.00
65 . 29 FETZER COURT #8	BLOOMINGTON	IL	61704	\$84,955.00
66 . 1101 N CLINTON BOULEVARD	BLOOMINGTON	IL	61701	\$162,653.00
67 . 915 W MONROE STREET	BLOOMINGTON	IL	61701	\$79,271.00
68 . 3413 PRESCHER POINT	BLOOMINGTON	IL	61704	\$131,078.00
69 . 2202 PARK PLACE DRIVE	BLOOMINGTON	IL	61701	\$151,844.00
70 . 7 WILLEDROB ROD #2C	BLOOMINGTON	IL	61701	\$58,464.00
71 . 907 N LIVINGSTON STREET	BLOOMINGTON	IL	61701	\$89,167.00
72 . 504 S ALLIN STREET	BLOOMINGTON	IL	61701	\$111,999.00
73 . 1010 ARLENE COURT #7	BLOOMINGTON	IL	61701	\$80,438.00
74 . 706 E WOOD STREET	BLOOMINGTON	IL	61701	\$81,769.00
75 . 2802 E WASHINGTON STREET	BLOOMINGTON	IL	61704	\$141,694.00
76 . 1318 MT VERNON DRIVE	BLOOMINGTON	IL	61704	\$106,016.00
77 . 1102 N CLINTON BOULEVARD	BLOOMINGTON	IL	61701	\$169,992.00
78 . 2729 ARROWHEAD DRIVE	BLOOMINGTON	IL	61701	\$121,140.00
79 . 109 W FIFER STREET	COLFAX	IL	61728	\$79,687.00
80 . 10826 JANE LANE	COVELL	IL	61704	\$90,081.00
81 . 402 W NORTH STREET	DANVERS	IL	61732	\$70,288.00
82 . 105 E 7TH STREET	GRIDLEY	IL	61744	\$90,030.00
83 . 4634 CIRCLE DRIVE	HEYWORTH	IL	61745	\$107,539.00
84 . 706 ARROWHEAD	HEYWORTH	IL	61745	\$98,708.00
85 . 304 MOCCASIN DRIVE	HEYWORTH	IL	61745	\$157,771.00
86 . 113 S WEST STREET	HUDSON	IL	61748	\$135,502.00
87 . 211 S BROADWAY STREET	HUDSON	IL	61748	\$101,652.00
88 . 302 S WEST STREET	HUDSON	IL	61748	\$119,567.00
89 . 404 E OAK STREET	LEROY	IL	61752	\$117,689.00
90 . 129 HILTON DRIVE	LEXINGTON	IL	61753	\$108,808.00
91 . 905 FAIRCHILD AVENUE	NORMAL	IL	61761	\$98,618.00
92 . 1102 PERRY LANE	NORMAL	IL	61761	\$152,047.00
93 . 211 W RAAB ROAD	NORMAL	IL	61761	\$137,243.00
94 . 25 ETHELL PARKWAY	NORMAL	IL	61761	\$116,023.00
95 . 1101 BAKEWELL AVENUE	NORMAL	IL	61761	\$115,862.00
96 . 1104 HENRY STREET	NORMAL	IL	61761	\$136,060.00
97 . 1617 SCHOOL STREET	NORMAL	IL	61761	\$115,101.00
98 . 1811 JACOBSSSEN DRIVE	NORMAL	IL	61761	\$112,484.00
99 . 1711 ROCKINGHAM DRIVE #B	NORMAL	IL	61761	\$94,100.00
100 . 1020 N LINDEN STREET	NORMAL	IL	61761	\$115,710.00

MCLEAN COUNTY, ILLINOIS
Collateralized Single Family Mortgage Revenue Bonds

Assist First-Time Home Buyer Down Payment Assistance Program Loan Origination

ADDRESS	CITY	STATE	ZIP	LOAN AMOUNT
101 . 1712 LINDA LANE	NORMAL	IL	61761	\$86,100.00
102 . 909 N BEECH STREET	NORMAL	IL	61761	\$103,073.00
103 . 504 MANCHESTER ROAD	NORMAL	IL	61761	\$111,497.00
104 . 219 MARTIN STREET	NORMAL	IL	61761	\$153,823.00
105 . 1204 GEORGE DRIVE	NORMAL	IL	61761	\$137,938.00
106 . 1564 HUNT DRIVE #E	NORMAL	IL	61761	\$96,360.00
107 . 1556 HUNT DRIVE #E	NORMAL	IL	61761	\$94,900.00
108 . 1506 NORTHBROOK #204	NORMAL	IL	61761	\$58,100.00
109 . 1826 TAFT DRIVE	NORMAL	IL	61761	\$111,853.00
110 . 1314 OGELTHORPE AVENUE	NORMAL	IL	61761	\$152,757.00
111 . 903 N LINDEN STREET #231	NORMAL	IL	61761	\$101,200.00
112 . 212 PARKTRAIL ROAD	NORMAL	IL	61761	\$117,486.00
113 . 705 N LINDEN STREET	NORMAL	IL	61761	\$96,140.00
114 . 1602 N BEECH STREET	NORMAL	IL	61761	\$98,556.00
115 . 311 RALEIGH COURT	NORMAL	IL	61761	\$166,916.00
116 . 402 N MAPLE STREET	NORMAL	IL	61761	\$121,901.00
117 . 903 N LINDEN STREET #205	NORMAL	IL	61761	\$103,580.00
118 . 1104 JOG ROAD	NORMAL	IL	61761	\$113,856.00
119 . 1617 BELCLARE ROAD	NORMAL	IL	61761	\$157,731.00
120 . 1111 WHITAKER STREET	NORMAL	IL	61761	\$134,995.00
121 . 903 N LINDEN #22	NORMAL	IL	61761	\$75,719.00
122 . 1410 ESSEX COURT	NORMAL	IL	61761	\$105,061.00
123 . 906 GREEN AVENUE	NORMAL	IL	61761	\$92,974.00
124 . 100 W POPLAR STREET	NORMAL	IL	61761	\$95,511.00
125 . 4 HALE COURT	NORMAL	IL	61761	\$128,042.00
126 . 1507 NORTHBROOK DRIVE #E	NORMAL	IL	61761	\$65,467.00
127 . 121 N COOLIDGE STREET	NORMAL	IL	61761	\$135,705.00
128 . 1568 HUNT DRIVE #D	NORMAL	IL	61761	\$102,235.00
129 . 903 N LINDEN STREET #136	NORMAL	IL	61761	\$107,996.00
130 . 203 W MONROE STREET	NORMAL	IL	61761	\$133,119.00

TOTAL: \$14,133,153.00

AVERAGE: \$108,716.56

Assist 2006 Homebuyer Assistance

Affordable home ownership for families

Program Outline

An innovative program sponsored by communities throughout the state that offers families the opportunity to buy their own home. The home buyer assistance feature of the *Assist* program provides families with funds to pay all or most of their closing costs and down payment, enabling families with good credit but little extra capital to buy their first home.



Overview

- Communities join together and issue tax-exempt single family bonds
- Home rule communities contributes private activity bond volume cap
- Non-home rule communities apply for volume cap from the State
- No financial contribution or commitment required from any participant
- Any Illinois municipality can participate

Description of Bond Issue

- Tax-exempt bonds are issued using the combined volume cap of the communities
- The bonds are sold at a premium, a price greater than their face amount
- Proceeds of the bonds are used to make the home loans and the assistance
- The bond premium supplies the extra funds to provide home buyer assistance
- The bonds are not a debt of the municipalities or paid from any participating communities funds
- The City of Aurora acts as issuer on behalf of all the communities
- The bonds are secured by loans on homes purchased with **Assist**

Loan Description

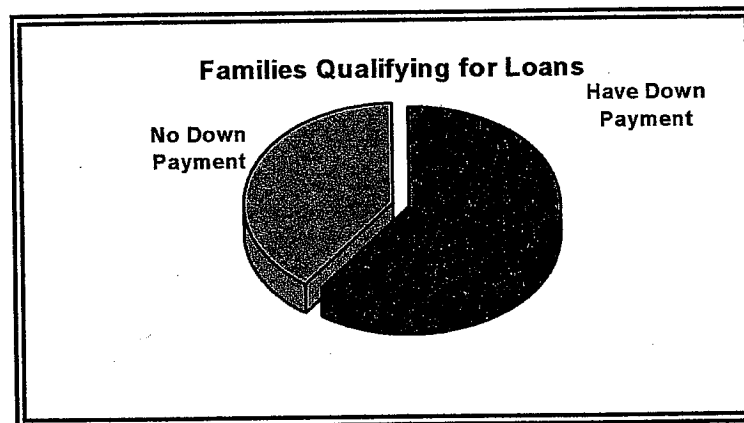
- 30 year fixed rate loans
- FHA, VA and conventional loans available
- **Assist** pays 4.25% cash assistance to qualifying home buyers
 - 1.00% to lender as origination fee
 - 0.25% to lender as discount fee
 - 3.00% net to home buyer for closing
- Loans are funded with proceeds of the bonds
- Loan interest rate determined at bond closing
- Loan interest rate below conventional loan rates as of bond closing

Qualifying Homebuyers

- First time home buyers (not owned residence in three years)
- Will occupy the home as their residence
- Meet income guidelines
- Meet purchase price guidelines

Advantages

- Provides additional home ownership opportunities in each Community
- Home ownership provides added stability in a community
- Serves the 40% of potential home buyers who qualify for loans but lack funds
- Strategic alliance with lenders throughout the state
- Customized marketing in each municipality
- No out-of-pocket expense to any community to participate



Program Details

Total Home Buyer Assistance:	4.25%
Closing Costs and Down Payment:	3.00%
Origination Fee:	1.25%

Anticipated Mortgage Rate:	6.35% FHAVA & conventional
Lending Period:	June 1, 2006 through May 31, 2007
Master Servicer:	National City Mortgage Service Co.
Bond Counsel:	Chapman & Cutler

**STATE OF ILLINOIS
PURCHASE PRICE AND INCOME LIMITS
SINGLE FAMILY PROGRAMS**

COUNTY NAME	INCOME LIMITS		PURCHASE PRICE LIMITS		
	NON-TARGETED AREAS	1 or 2 People	3 or More People	New Homes	Existing Homes
BOONE		\$66,600	\$76,590	\$237,030	\$237,030
BUREAU		\$66,600	\$76,590	\$237,030	\$237,030
CHAMPAIGN		\$66,600	\$76,590	\$237,030	\$237,030
COLES		\$66,600	\$76,590	\$237,030	\$237,030
COOK		\$72,400	\$83,260	\$325,895	\$325,895
DEKALB		\$69,400	\$79,810	\$325,895	\$325,895
DUPAGE		\$72,400	\$83,260	\$325,895	\$325,895
GRUNDY		\$72,800	\$83,720	\$325,895	\$325,895
KANE		\$72,400	\$83,260	\$325,895	\$325,895
KANKAKEE		\$66,600	\$76,590	\$237,030	\$237,030
KENDALL		\$72,400	\$83,260	\$325,895	\$325,895
LAKE		\$72,400	\$83,260	\$325,895	\$325,895
LASALLE		\$66,600	\$76,590	\$237,030	\$237,030
MACON		\$66,600	\$76,590	\$237,030	\$237,030
MADISON		\$66,600	\$76,590	\$253,125	\$253,125
McLEAN		\$73,500	\$84,525	\$237,030	\$237,030
OGLE		\$66,600	\$76,590	\$237,030	\$237,030
PEORIA		\$66,600	\$76,590	\$237,030	\$237,030
ROCK ISLAND		\$66,600	\$76,590	\$237,030	\$237,030
SANGAMON		\$66,600	\$76,590	\$237,030	\$237,030
St. CLAIR		\$66,600	\$76,590	\$253,125	\$253,125
STEPHENSON		\$66,600	\$76,590	\$237,030	\$237,030
TAZEWELL		\$66,600	\$76,590	\$237,030	\$237,030
VERMILION		\$66,600	\$76,590	\$237,030	\$237,030
WILL		\$72,400	\$83,260	\$325,895	\$325,895
WINNEBAGO		\$66,600	\$76,590	\$237,030	\$237,030
TARGETED AREAS	1 or 2 People	3 or More People	New Homes	Existing Homes	
BOONE	NA	NA	NA	NA	
BUREAU	NA	NA	NA	NA	
CHAMPAIGN	\$79,920	\$93,240	\$289,705	\$289,705	
COLES	NA	NA	NA	NA	
COOK	\$86,880	\$101,360	\$398,315	\$398,315	
DEKALB	\$83,280	\$97,160	\$398,315	\$398,315	
DUPAGE	NA	NA	NA	NA	
GRUNDY	NA	NA	NA	NA	
KANE	\$86,880	\$101,360	\$398,315	\$398,315	
KANKAKEE	\$79,920	\$93,240	\$289,705	\$289,705	
KENDALL	NA	NA	NA	NA	
LAKE	\$86,880	\$101,360	\$398,315	\$398,315	
LASALLE	\$79,920	\$93,240	\$289,705	\$289,705	
MACON	\$79,920	\$93,240	\$289,705	\$289,705	
MADISON	\$79,920	\$93,240	\$309,375	\$309,375	
McLEAN	\$88,200	\$102,900	\$289,705	\$289,705	
OGLE	NA	NA	NA	NA	
PEORIA	\$79,920	\$93,240	\$289,705	\$289,705	
ROCK ISLAND	\$79,920	\$93,240	\$289,705	\$289,705	
SANGAMON	\$79,920	\$93,240	\$289,705	\$289,705	
St. CLAIR	\$79,920	\$93,240	\$309,375	\$309,375	
STEPHENSON	\$79,920	\$93,240	\$289,705	\$289,705	
TAZEWELL	\$79,920	\$93,240	\$289,705	\$289,705	
VERMILION	\$79,920	\$93,240	\$289,705	\$289,705	
WILL	\$86,880	\$101,360	\$398,315	\$398,315	
WINNEBAGO	\$79,920	\$93,240	\$289,705	\$289,705	

Want a home of your own, but can't meet the down payment and closing costs?



The County of McLean, in association with a number of Illinois communities, now offer a way for you to get a home of your own through their sponsorship of the Assist Program, a first-time homebuyer's down payment assistance program.

What is Assist?

Assist is a program that will offer individuals and families with a FHA/VA, or conventional, 30-year, fixed-rate mortgage and offers a full 4.25% cash gift on the amount borrowed on a mortgage to qualified homebuyers for homes in McLean County. The cash gift may be used to offset some or all of the home loans down payment and closing costs. Assist minimizes the amount of money you need on hand to purchase your home.

Am I Eligible?

The program is open to individuals and families who:

- meet the income and purchase price requirements.
- have not owned a home in three years.
- meet the qualifying requirements for a mortgage loan.
- will use the home as their principal residence.
- will use the program for a home purchase, not refinance.



What Type of Home Can I Buy And How Much Can I Spend?

Homes that meet the program guidelines are new or existing, owner-occupied, single family homes, town homes and condominiums. Purchase Price and Income Limits are as follows:

	Purchase Price Limits: Non-Targeted Area		Targeted Area	
	<u>New</u>	<u>Existing</u>	<u>New</u>	<u>Existing</u>
	\$237,030	\$237,030	\$289,705	\$289,705
Income Limits:	Non-Targeted Area		Targeted Area	
	<u>1 or 2 persons</u>	<u>3 or more</u>	<u>1 or 2 persons</u>	<u>3 or more</u>
	\$73,500	\$84,525	\$88,200	\$102,900

How Do I Sign Up?

1. Contact any of the McLean County-area participating lenders set out below.
2. Meet the program guidelines and qualify for the new home
3. Close on your purchase and enjoy your new home.

Participating Lenders:

Chuck Hoscheidt National City Bank (309) 823-3016	Randy Clark Busey Bank (309) 663-6345	David Usiak Mortgage Services (309) 663-7743	Ann Ulitzsch Main Street Bank & Trust (309) 661-8700 x224
Kelly Lane Wells Fargo Home Mortgage (309) 661-8800	Robin Swords Regions Bank (309) 663-1311 x289	LaQuerrie Hooper Chase Home Finance (217) 525-9634	Andrew Snowden American Home Mtg. (309) 261-0231

**AN ORDINANCE REGULATING SMOKING IN PUBLIC PLACES
AND PLACES OF EMPLOYMENT IN THE
UNINCORPORATED AREAS OF McLEAN COUNTY**

DRAFT

WHEREAS, the City of Bloomington and Town of Normal have adopted strict no smoking ordinances to protect the health of their citizens; and

WHEREAS, secondhand smoke, which contains 4,000 chemicals, 63 of which cause cancer, is the third leading cause of preventable death in the United States, and the National Cancer Institute determined in 2000 (Monograph #10) that secondhand smoke is responsible for the early deaths of as many as 65,000 Americans annually; and

WHEREAS, numerous studies have found that tobacco smoke is a major contributor to indoor air pollution, and that breathing secondhand smoke (also known as environmental tobacco smoke) is a cause of disease in healthy nonsmokers, including heart, stroke, respiratory disease, and lung cancer; and

WHEREAS, the Public Health Service's National Toxicology Program has listed secondhand smoke as a known carcinogen (U. S. DHHS, 2000, citing Cal. EPA, 1997); and

WHEREAS, the ills of smoking and secondhand smoke are well documented in all of the independent medical studies and secondhand smoke is particularly hazardous to elderly people, individuals with cardiovascular disease, and individuals with impaired respiratory function, including asthmatics and those with obstructive airway disease; and

WHEREAS, children exposed to secondhand smoke have an increased risk of asthma, respiratory infections, sudden death syndrome, developmental abnormalities, and cancer; and

WHEREAS, the Americans with Disabilities Act, which requires that disabled persons have access to public places and workplaces, deems impaired respiratory function to be a disability; and

WHEREAS, (1) the U. S. Surgeon General has determined that the simple separation of smokers and nonsmokers within the same air space may reduce, but does not eliminate, the exposure of nonsmokers to secondhand smoke, (2) the Environmental Protection Agency has determined that secondhand smoke cannot be reduced to safe levels in businesses by high rates of ventilation, (3) air cleaners, which are only capable of filtering the particulate matter and odors in smoke, do not eliminate the known toxins in secondhand smoke, (4) American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE) bases its ventilation standards on totally smoke-free environments because it cannot determine a safe level of exposure to secondhand smoke, which contains cancer-causing chemicals, and ASHRAE acknowledges that the technology does not exist that can remove chemicals from the air that cause cancer; and

WHEREAS, a recently promulgated ASHRAE Position Document on Environmental Tobacco Smoke concludes that at present, the only means of eliminating health risks associated with indoor exposure is to ban all smoking activity; and

WHEREAS, the ASHRAE Position Document further concludes that no current ventilation, air cleaning or other technologies have been demonstrated to control health risks from environmental tobacco smoke exposure in spaces where smoking occurs; and

WHEREAS, a significant amount of secondhand smoke exposure occurs in the workplace, and employees who work in smoke-filled businesses suffer a 25-50% higher risk of heart attack and higher rates of death from cardiovascular disease and cancer, as well as increased acute respiratory disease and a measurable decrease in lung function; and

WHEREAS, smoke-filled workplaces result in higher worker absenteeism due to respiratory disease, lower productivity, higher cleaning and maintenance costs, increased health insurance rates and increased liability claims for diseases related to exposure to secondhand smoke; and

WHEREAS, numerous economic analyses examining restaurant and hotel receipts and controlling for economic variables have shown either no difference or a positive economic impact after enactment of laws requiring workplaces to be smoke-free; and

WHEREAS, creation of smoke-free workplaces is sound economic policy and provides the maximum level of employee health and safety; and

WHEREAS, smoking is a potential cause of fires, cigarette and cigar burns and ash stains on merchandise and fixtures and contributes to the economic damage of businesses; and

WHEREAS, on June 25, 2006, the Illinois Governor signed into law Senate Bill 2400 which gives non-home rule counties the ability to regulate smoking in public places and places of employment; and

WHEREAS, enacting an Ordinance Regulating Smoking in Public Places and Places of Employment in the Unincorporated Areas of McLean County will eliminate secondhand smoke exposure in all workplaces and public places including without limitation restaurants and bars; and

WHEREAS, the County Board of McLean County, Illinois finds and declares that the purposes of this Ordinance are (1) to protect the public health and welfare by prohibiting smoking in all public places and places of employment, and (2) to guarantee the right of nonsmokers to breathe smoke-free air which shall have priority over the desire to smoke; now, therefore,

BE IT ORDAINED BY THE COUNTY BOARD OF McLEAN COUNTY, ILLINOIS
as follows:

The McLean County Code is hereby amended by adding a new Chapter 39 to read as follows:

Section 39 - 1 Title.

This Chapter shall be known as the Regulation of Smoking in Public Places and Places of Employment.

Section 39 - 2 Definitions.

The following words and phrases whenever used in Chapter shall have the following meanings:

“Adult Day Care Home” means a private residence which receives for care one or more aging or disabled adults, not related to the family.

“Business” means any sole proprietorship, partnership, joint venture, corporation, limited liability company or other business entity formed for profit-making purposes, including without limitation retail establishments where goods or services are sold as well as professional corporations and other entities where legal, medical, dental, engineering, architectural, or other professional services are delivered.

“Child Day Care Home” means a private residence which receives for care one or more children under the age of 12, not related to the family.

“Church” means a facility primarily and regularly used for religious worship or religious instruction.

“Employee” means any person who is employed by an employer in consideration for direct or indirect monetary wages or profit, and a person who volunteers his or her services for a non-profit entity.

“Employer” means any person, business, partnership, association, corporation, including without limitation a municipal corporation, trust, or non-profit entity that employs the services of one or more individual persons.

“Enclosed Area” means all space in any structure or building that is enclosed on all sides by any combination of walls, half walls, windows, or doorways extending from floor to the ceiling, regardless of whether they are open or closed.

“Facility” means any enclosed structure or building intended for human occupancy.

“Health care facility” means any office or institution providing care or treatment of diseases, whether physical, mental, or emotional, or other medical, physiological, or psychological conditions, including without limitation hospitals, rehabilitation hospitals, clinics, nursing homes, homes for the aging or chronically ill, laboratories, and offices of surgeons, chiropractors, physical therapists, physicians, dentists, and other specialists within these professions. This definition shall include all waiting rooms, hallways, private rooms, semi-private rooms and wards within health care facilities.

“Place of employment” means any enclosed area under the control of a public or private employer that employees frequent during the course of employment, including without limitation work areas, employee lounges, restrooms, conference rooms, classrooms, employee cafeterias, and hallways. A private residence is not a “place of employment” unless it is used as a child day care home, adult day care home, health care facility or home-based business of any kind open to the public.

“Private Club or Lodge” means an organization, whether incorporated or not, which is the owner, lessee, or occupant of a building or portion thereof used exclusively for club purposes at all times, which is operated solely for a recreational, fraternal, social, patriotic, political, benevolent, or athletic purpose, but not for pecuniary gain, and if alcoholic beverages are sold such sale is incidental to its operation. The affairs and management of the organization are conducted by a board of directors, executive committee, or similar body chosen by the members at an annual meeting. The organization has established bylaws and/or a constitution to govern its activities. The organization has been granted an exemption from the payment of federal income tax as a club under 26 U.S.C. Section 501.

“Public place” means any enclosed area to which the public is invited or in which the public is permitted, including without limitation banks, any business, educational facilities, government buildings, health care facilities, laundromats, museums, public transportation facilities, reception areas, restaurants, bars/taverns, retail food production and marketing establishments, retail service establishments, retail stores, service line, shopping malls, sports arenas, theaters, waiting rooms and common areas in multiple family residences. A private residence is not a “public place” unless it is used as a child day care home, adult day care home, health care facility or home-based business of any kind open to the public.

“Retail tobacco store” means any retail store utilized primarily for the sale of tobacco products and accessories and in which the sale of other products is merely incidental and where no one under 18 is permitted.

“Service line” means any indoor line at which one (1) or more persons are waiting for or receiving services of any kind, whether or not the service involves the exchange of money.

“Shopping mall” means any enclosed walkway or hall area that serves to connect retail or professional establishments.

“Smoking” means inhaling, exhaling, burning or carrying any lighted cigar, cigarette, pipe, hookah or other lighted tobacco product in any manner or in any form.

“Sports Arena” means any enclosed sports pavilion, stadium, gymnasium, health spa, boxing arena, swimming pool, roller and ice rink, bowling alley and other similar places where members of the general public assemble to participate in or witness sports, cultural, recreational or other events.

Section 39 - 3 McLean County Owned Facilities.

Smoking shall be prohibited in any McLean County government facility and any McLean County government vehicle, including without limitation facilities and vehicles owned, leased, or operated by McLean County government.

Section 39 - 4 Prohibition of Smoking in Public Places and Places of Employment.

Smoking shall be prohibited in all enclosed public places and places of employment within the unincorporated areas of McLean County, except as provided in Section 39 - 5.

Section 39 - 5 Where Smoking is not Regulated.

Notwithstanding any other provision of this Chapter to the contrary, the following enclosed indoor areas shall be exempt from the provisions of Section 39 - 4.

1. Private residences, except when used as a licensed child day care home, adult care home, health care facility, or a home-based business of any kind open to the public, provided, however, private sleeping rooms in nursing homes and assisted living centers are not subject to Section 39 - 4, unless a roommate objects to smoking in the room.
2. Hotel and motel sleeping rooms that are rented to guests and are designated as smoking rooms provided, however, that not more than twenty-five per cent (25%) of the rooms rented to guests in a hotel or motel may be so designated.
3. Retail tobacco stores, provided that smoke from these places does not infiltrate into areas where smoking is prohibited under the provisions of any section of this Chapter.
4. Private clubs or lodges.
5. Churches.

Section 39 – 6 Declaration of Establishment as Non-Smoking.

Notwithstanding any other provisions of this Chapter, an owner, operator, manager, or other person in control of any enclosed indoor area described in Section 39 – 5 may declare that entire indoor area as a non-smoking place.

Section 39 - 7 Non-Retaliation.

No person or employer shall discharge, refuse to hire, or in any manner retaliate against an employee, applicant for employment, or customer because that employee, applicant, or customer exercises any rights afforded by this Chapter or reports or attempts to prosecute a violation of this Chapter.

Section 39 - 8 Enforcement.

A. Notice of the provisions of this Chapter shall be given to all applicants for a liquor license in McLean County.

B. Any citizen who desires to register a complaint under this Chapter may file a police report with the McLean County Sheriff.

C. McLean County shall have the authority, while a public place or place of employment is undergoing an otherwise mandated inspection, to inspect for compliance with this Chapter.

D. An owner, manager, operator or employee of a public place or place of employment regulated by this Chapter shall inform persons violating this Chapter of the appropriate provisions thereof. The posting of a no smoking sign that conforms with this Chapter shall be considered adequate notice.

E. In addition to the remedies provided by this Chapter, the McLean County Board Chairman or any person aggrieved by the failure of the owner, operator, manager or other person in control of a public place or a place of employment to comply with the provisions of this Section may apply for injunctive relief to enforce those provisions in any court of competent jurisdiction.

Section 39 - 9 Posting of Signs.

Every public place and place of employment where smoking is prohibited by this Chapter, shall have posted at every public entrance a conspicuous sign clearly stating that smoking is prohibited. The international “no smoking” symbol consisting of a pictorial representation of a burning cigarette enclosed in a red circle with a red bar diagonally across it shall be considered acceptable under this Section.

Section 39 - 10 Violations and Penalties.

A. A person who smokes in an area where smoking is prohibited by this Chapter shall be guilty of an infraction, punishable by a fine of not less than twenty-five dollars (\$25.00) nor more than five hundred dollars (\$500.00).

B. A person who owns, manages, operates or otherwise controls a place subject to this Chapter and who fails to prohibit smoking shall be guilty of an infraction, punishable by a fine of not less than twenty-five dollars (\$25.00) nor more than five hundred dollars (\$500.00).

An owner, manager, operator or person in control of a place subject to this Chapter shall be deemed to have permitted a violation of the Chapter if a violation has occurred while the owner, manager, operator or person in control is physically present at the location at the time of the violation. It shall be a defense to this charge that the owner, manager, operator or person in control of the premises has told the smoking offender that smoking is prohibited, and if the smoker does not stop smoking, the owner, manager, operator or person in control has called the McLean County Sheriff's Department at the time of the violation and reported the refusal to comply with the Ordinance.

C. A person who owns, manages, operates or otherwise controls a place subject to this Chapter and who fails to post a sign in conformance with the provisions of this Division shall be guilty of an infraction punishable by a fine of not less than twenty-five dollars (\$25.00) nor more than five hundred dollars (\$500.00).

D. Each day on which a violation of this Chapter occurs shall be considered a separate and distinct violation.

Section 39 - 11 Public Education.

McLean County, through the McLean County Health Department, shall engage in a continuing program to explain and clarify the purposes and requirements of this Chapter to citizens affected by it, and to guide owners, operators, and managers in their compliance with it.

Section 39 - 12 Other Applicable Laws.

This Chapter shall not be interpreted or be construed to permit smoking where it is otherwise restricted by other applicable laws.

Section 39 - 13 Severability.

If any provision, clause, sentence or paragraph of this Chapter or the application thereof to any person or circumstances shall be held invalid by a court of competent

jurisdiction, such invalidity shall not affect the other provisions of this Chapter which can be given effect without the invalid provision or application, and to this end the provisions of this Chapter are declared to be severable.

Section 39 - 14 Effective Date.

That this Ordinance shall take effect January 1, 2007.

Section 39 - 15 Date of Adoption.

That this Ordinance is adopted this ____ day of _____, 2006.

APPROVED:

Chairman, McLean County Board

ATTEST:

Clerk of the McLean County Board

RESOLUTION OF THE McLEAN COUNTY BOARD
SETTING THE SALARY OF THE PUBLIC DEFENDER
AT 90% OF THE STATE'S ATTORNEY'S SALARY
TO QUALIFY FOR 66 2/3% REIMBURSEMENT
UNDER 55 ILCS 5/3-4007

WHEREAS, 55 ILCS 5/3-4007(b) provides that the State treasury must pay 66 2/3% of the Public Defender's annual salary if the Public Defender is employed full-time in that capacity, and his or her salary is at least 90% of the County's State's Attorney's annual compensation; and,

WHEREAS, the State of Illinois budget for the fiscal year beginning July 1, 2006 includes an appropriation for the aforesaid purpose; and,

WHEREAS, the costs paid by the County budget for Public Defender salary payments will be reduced by implementation of the provisions of 55 ILCS 5/3-4007(b); and,

WHEREAS, the Finance Committee, at its regular meeting on Wednesday, July 5, 2006, voted to comply with the provisions of ILCS 55 5/3-4007(b) to adjust the Public Defender's salary to be equal to 90% of the State's Attorney's salary; now, therefore,

BE IT RESOLVED by the McLean County Board, now in regular session, as follows:

- (1) That, effective July 1, 2006, the Public Defender's salary is hereby set at 90% of the State's Attorney's salary.
- (2) That the County Treasurer is hereby directed to apply for reimbursement for 66 2/3% of the Public Defender's salary under the provisions of 55 ILCS 5/3-4007(b).
- (3) That the County Clerk is hereby directed to provide a certified copy of this Resolution to the Public Defender, the County Treasurer, and the County Administrator.

ADOPTED by the McLean County Board this 18th day of July, 2006.

ATTEST:

APPROVED:

Peggy Ann Milton, Clerk of the County Board,
McLean County, Illinois

Michael F. Sweeney, Chairman
McLean County Board

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(55 ILCS 5/3-4007) (from Ch. 34, par. 3-4007)
Sec. 3-4007. Compensation.

(a) The public defender shall be paid out of the county treasury, and the State treasury as provided in subsection (b), as the sole compensation for his or her services a salary in an amount fixed by the County Board. When a Public Defender in a county of 30,000 or more population is receiving not less than 90% of the compensation of the State's Attorney of such county, that Public Defender shall not engage in the private practice of law.

(b) The State treasury must pay 66 2/3% of the public defender's annual salary. If the public defender is employed full-time in that capacity, his or her salary must be at least 90% of that county's State's attorney's annual compensation. These amounts furnished by the State shall be payable monthly from the State treasury to the county in which each Public Defender is employed.

(c) In cases where 2 or more adjoining counties have joined to form a common office of Public Defender, the salary of the Public Defender shall be set and paid as provided by a joint resolution of the various county boards involved.

(Source: P.A. 92-508, eff. 7-1-02.)

PUBLIC DEFENDER SALARY REIMBURSEMENT

	Total	State Share	Local Share
<u>State's Attorney</u>			
Salary as of July 1, 2007	\$154,987	\$154,987	\$0
<u>Public Defender</u>			
Current Salary	\$94,643	\$0	\$94,643
Proposed Salary	\$139,489	\$93,039	\$46,450
Savings to County			\$48,193